

THE LIST

SBA 7(A) LENDERS

Ranked by number of loans made in the L.A. District in 2023

| Rank |   | Lender <ul style="list-style-type: none"><li>name</li><li>address</li><li>website</li></ul>                           | Number of Loans in the L.A. district <ul style="list-style-type: none"><li>2023</li><li>2022</li></ul> | Loan Volume <ul style="list-style-type: none"><li>2023</li><li>2022</li></ul> (in millions) | Average Loan Size | Profile headquarters | Top Local SBA Executive <ul style="list-style-type: none"><li>name</li><li>title</li><li>phone</li></ul> |   |
|------|---|---|--|---|-------------------|----------------------|--|---|
| 1    |    | <b>U.S. Bank</b><br>633 W 5th St.<br>Los Angeles 90071; usbank.com/sba  | <b>184</b><br>125  | \$71.6<br>\$17.4  | \$389,334         | Minneapolis          | Hans Getty<br>SVP<br>(800) 872-2657  |    |
| 2    |    | <b>JPMorgan Chase Bank</b><br>300 S. Grand Ave., Fourth Floor<br>Los Angeles 90071; chase.com                         | <b>159</b><br>55   | 35.8<br>17.6  | 225,169           | New York             | Diedra Porche<br>Managing Director, Business Banking California<br>(800) 935-9935                        |    |
| 3    |    | <b>BayFirst National Bank<sup>1</sup></b><br>700 Central Ave.<br>St. Petersburg, Fla. 33701; bayfirstfinancial.com    | <b>157</b><br>42   | 26.5<br>11.2  | 168,590           | St. Petersburg, Fla. | Thomas Zernick <sup>2</sup><br>President, SBA Lending<br>(727) 399-5680                                  |    |
| 4    |   | <b>Wells Fargo</b><br>333 S. Grand Ave., Suite 820<br>Los Angeles 90071; wellsfargo.com                               | <b>134</b><br>94   | 33.8<br>39.2  | 252,135           | San Francisco        | Rita Mitchell<br>SBA Sales Executive<br>(800) 545-0670   |   |
| 5    |  | <b>Bank of America</b><br>333 S. Hope St., 11th Floor<br>Los Angeles 90071; bankofamerica.com                         | <b>96</b><br>37  | 40.5<br>12.3  | 421,444           | Charlotte, N.C.      | Raul Anaya<br>President of Business Banking; President of Greater Los Angeles<br>(213) 621-4825          |  |
| 6    |  | <b>Newtek Small Business Finance</b><br>1981 Marcus Ave., Suite 130<br>Lake Success, N.Y. 11042; newtekone.com        | <b>74</b><br>73  | 62.9<br>45.7  | 849,469           | New York             | Tom Stier<br>SVP Business Development<br>(212) 356-9500  |  |
| 7    |  | <b>East West Bank</b><br>2090 Huntington Drive, Second Floor<br>San Marino 91108; eastwestbank.com                    | <b>64</b><br>28  | 42.9<br>21.7  | 670,086           | Pasadena             | Ken Choi<br>SVP<br>(626) 979-5076  |   |
|      |  | <b>CDC Small Business Finance Corp.</b><br>80 S. Lake Ave., Suite 830<br>Pasadena 91101; cdcloans.com                 | <b>64</b><br>51  | 11.5<br>7.6   | 179,566           | San Diego            | Tony Barengo<br>SVP, SBA<br>(800) 611-5170   |   |
| 9    |  | <b>BMO Harris Bank<sup>3</sup></b><br>300 S. Grand Ave.<br>Los Angeles 90071; bmo.com                                 | <b>58</b><br>NA  | 36.0<br>NA  | 621,078           | Toronto              | Heidi Crowe<br>Director of SBA Lending, SVP<br>(888) 340-2265  |   |
| 10   |  | <b>Bank of Hope</b><br>3200 Wilshire Blvd., Seventh Floor<br>Los Angeles 90010; bankofhope.com                        | <b>57</b><br>66  | 24.2<br>33.0  | 423,798           | Los Angeles          | Gene Pak<br>SVP, SBA Loan Department<br>(877) 627-2722   |  |
| 11   |  | <b>Cadence Bank</b><br>201 S. Spring St.<br>Tupelo, Miss. 38804; cadencebank.com                                      | <b>52</b><br>67  | 14.7<br>17.1  | 283,346           | Tupelo, Miss.        | Alan Thomas <sup>2</sup><br>Managing Director, SBA Banking<br>(888) 797-7711                             |  |
| 12   |  | <b>Celtic Bank</b><br>32605 Temecula Parkway<br>Temecula 92592; celticbank.com  | <b>41</b><br>36  | 9.5<br>11.9   | 232,215           | Salt Lake City       | Jim Harris<br>SVP, Southern California<br>(951) 303-3330   |  |
| 13   |  | <b>Harvest Small Business Finance</b><br>24422 Avenida De La Carlota, Suite 232<br>Laguna Hills 92653; harvestsbf.com | <b>34</b><br>43  | 44.8<br>53.5  | 1,318,209         | Laguna Hills         | Tim McLain<br>SVP<br>(760) 487-5663  |  |
| 14   |  | <b>Live Oak Bank</b><br>1741 Tiburon Drive<br>Wilmington, N.C. 28403; liveoakbank.com                                 | <b>33</b><br>28  | 44.9<br>40.9  | 1,360,121         | Wilmington, N.C.     | James Mahan III <sup>2</sup><br>CEO, Chair<br>(877) 890-5867   |  |
| 15   |  | <b>Comerica Bank</b><br>611 Anton Blvd., Second Floor<br>Costa Mesa 92626; comerica.com                               | <b>32</b><br>32  | 6.1<br>5.1  | 190,313           | Dallas               | Jennifer Eltinge<br>VP<br>(714) 424-3838   |   |
| 16   |  | <b>Open Bank</b><br>1000 Wilshire Blvd., Suite 100<br>Los Angeles 90017; myopenbank.com                               | <b>25</b><br>21  | 29.0<br>23.6  | 1,159,840         | Los Angeles          | Ryan Shin<br>SVP, SBA Manager<br>(213) 892-9999  |  |
|      |  | <b>PCB Bank<sup>4</sup></b><br>3701 Wilshire Blvd., Suite 900<br>Los Angeles 90010; paccitybank.com                   | <b>25</b><br>27  | 23.8<br>38.4  | 950,620           | Los Angeles          | John Ju<br>SVP, SBA Manager<br>(213) 355-8823  |   |

<sup>1</sup> Previously known as First Home Bank

<sup>2</sup> Top local executive not available.













<sup>3</sup> New to the market after acquiring Bank of the West.

<sup>4</sup> Previously known as Pacific City Bank.

NA - Not Available Note: Loan information supplied by the Small Business Administration: Los Angeles District. Representatives of the lenders provided additional information. Lenders are ranked by the number of loans made in the

district for the fiscal year ended Sept. 30, 2023. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions on company letterhead to the Research Department, Los Angeles Business Journal, 11150 Santa Monica Blvd., Suite 350, Los Angeles 90025. ©2023 Los Angeles Business Journal. This list may not be reprinted in whole or in part without prior written permission from the editor. Reprints are available from Wright's Media (877) 652-5295.

## SBA 7(A) LENDERS

| Rank |   | Lender<br>• name<br>• address<br>• website   | Number of Loans<br>in the L.A.<br>district<br>• 2023<br>• 2022 | Loan Volume<br>• 2023<br>• 2022<br>(in millions) | Average Loan Size | Profile<br>headquarters | Top Local SBA Executive<br>• name<br>• title<br>• phone         |  |
|------|---|--|--|--|-------------------|-------------------------|---|--|
| 18   |    | <b>Hanmi Bank</b><br>928 S. Western Ave., Suite 260<br>Los Angeles 90006; hanmi.com                      | 23<br>16   | \$21.2<br>\$11.4                                 | \$923,061         | Los Angeles             | Anna Chung<br>EVP, SBA Manager<br>(213) 427-5607                |   |
| 19   |    | <b>City National Bank</b><br>555 S. Flower St., 16th Floor<br>Los Angeles 90071; cnb.com                 | 20<br>39   | 21.8<br>33.1                                     | 1,089,475         | Los Angeles             | Nicole Auyang<br>Head of SBA<br>(213) 673-7798                  |   |
| 20   |    | <b>CBB Bank</b><br>3435 Wilshire Blvd., Suite 700<br>Los Angeles 90010; cbb-bank.com                     | 19<br>50   | 16.8<br>49.1                                     | 886,316           | Los Angeles             | David Um<br>SVP, SBA Manager<br>(323) 988-3000                  |  |
| 21   |    | <b>Enterprise Bank &amp; Trust</b><br>888 W. 6th St., Suite 550<br>Los Angeles 90017; enterprisebank.com | 17<br>27   | 24.6<br>38.0                                     | 1,445,365         | St. Louis, Mo.          | Don Mercer<br>SVP, SBA National Sales Manager<br>(858) 432-7000 |   |
| 22   |    | <b>U.S. Metro Bank</b><br>3580 Wilshire Blvd., Suite 101<br>Los Angeles 90010; usmetrobank.com           | 16<br>9  | 25.2<br>16.5                                     | 1,574,375         | Garden Grove            | Abraham Pak<br>EVP, Chief Lending Officer<br>(213) 201-3300     |  |
| 23   |  | <b>GBC International Bank</b><br>333 S. Grand Ave., Suite 3500<br>Los Angeles 90071; gbcib.com           | 14<br>13   | 20.0<br>21.0                                     | 1,430,500         | Los Angeles             | Annie Pan<br>EVP<br>(310) 826-4228                              |  |
| 24   |  | <b>Zions Bank</b><br>550 S. Hope St., Suite 2875<br>Los Angeles 90071; zionsbank.com                     | 12<br>11   | 12.2<br>6.7                                      | 1,016,175         | Salt Lake City          | Gloria Miller<br>SVP, SBA Lending Manager<br>(800) 974-8800     |  |
| 25   |  | <b>Citibank</b><br>201 W. Lexington Drive, Fifth Floor<br>Glendale 91203; citi.com                       | 10<br>4  | 5.0<br>0.6                                       | 496,100           | New York                | Donny Lam <sup>1</sup><br>SBA Manager<br>(626) 260-5952         |  |

<sup>1</sup> Top local executive is not available.

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