

11.21.08

SBA LENDERS **The List**
Ranking: SBA-guaranteed loans, 10/1/07-9/30/08

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Rank 2008	Firm name	Telephone	Total Small Business Administration guaranteed loans	Percent of total SBA loans volume	Number of loans ¹	Average loan size made statewide	Contact(s) for SBA-guaranteed loans
2007	Address	Web or e-mail	10/1/07 - 9/30/08	10/1/07 - 9/30/08	10/1/07 - 9/30/08	10/1/07 - 9/30/08	
			10/06 - 9/30/07	10/06 - 9/30/07	10/06 - 9/30/07	10/06 - 9/30/07	
1	Business Development Finance Corp. 3300 N. Central Ave., Ste. 600 Phoenix 85012	602-381-6292 Fax 602-381-8012 www.bdfc.com	\$174,296,000 \$299,442,800	19.80% 25%	86 129	\$2,026,698 \$2,321,262	Geoffrey McGivern, ext. 20 Jack Dong, ext. 38
2	Southwestern Business Financing Corp. 3200 N. Central Ave., Ste. 1550 Phoenix 85012	602-495-6495 Fax 602-230-0945 www.swbfc.com	\$129,740,000 \$237,550,700	14.74% 19.80%	87 144	\$1,491,264 \$1,649,657	Bob McGee, ext. 2071
3	CDC Small Business Finance 2910 E. Camelback Road, Ste. 185 Phoenix 85016	800-817-4505 www.cdclloans.com	\$120,212,000 \$174,863,400	13.66% 14.60%	62 92	\$1,938,903 \$1,900,689	Lisa Alberti, 800-817-3795
4	Wells Fargo Bank 2910 E. Camelback Road, Ste. E-100 Phoenix 85018	602-977-7410 Fax 602-977-7495 www.wellsfargo.com	\$76,807,000 \$63,829,300	8.73% 5.33%	226 353	\$339,854 \$180,829	Fred Mitten
5	CIT Small Business Lending One CIT Drive Livingston NJ 7039	800-713-4984 www.cit.com	\$66,041,000 \$64,167,100	7.50% 5.35%	80 85	\$825,513 \$754,907	Lori Abreu, 480-477-8567, Brad Berg, 480-538-0224, Richard Freeman, 480-477-5787
6	JPMorgan Chase Bank P.O. Box 71, AZ 1-2525 Phoenix 85001	623-780-3383 Fax 877-634-9167 www.jpmorganchase.com	\$45,050,000 \$54,533,200	5.12% 4.59%	630 836	\$71,508 \$65,231	Sheryl Cameron
7	Pacific Capital Bank 3131 E. Camelback Road, Ste. 200 Phoenix 85016	866-970-4400 www.pacificcapitalbank.com	\$25,624,000 \$24,919,500	2.91% 2.08%	52 40	\$492,769 \$622,988	Charlene Carlson
8	Compass Bank 2850 E. Camelback Road, Ste. 195 Phoenix 85016	602-522-7536 www.compassbank.com	\$19,458,000 \$13,142,900	2.21% 1.10%	84 106	\$231,643 \$123,989	Tammy Percy
9	US Bank 2198 E. Camelback Road, Ste. 255 Phoenix 85016	800-431-7101 Fax 888-578-5389 www.usbank.com/sba	\$19,357,000 \$12,961,000	2.20% 1.09%	67 82	\$288,910 \$158,060	Doug Haman, ext. 103, Ray St. Clair, ext. 104, Brenda Bevilacqua, ext. 105
10	Wachovia Small Business Lending² 8740 Research Drive, 2nd Floor Charlotte NC 28262	800-282-1410 Fax 800-214-6990 www.wachovia.com	\$18,748,000 \$16,612,100	2.13% 1.38%	21 21	\$892,762 \$791,052	too numerous to list
11	Mutual of Omaha Bank³ 17600 N. Perimeter Drive Scottsdale 85255	480-458-2000 Fax 480-424-5813 www.mof.com	\$18,744,000 \$27,401,700	2.13% 2.28%	27 44	\$694,222 \$622,766	James Claffee, Dan Stewart
12	Comerica Bank 400 E. Van Buren St. Phoenix 85004	602-417-1100 www.comerica.com	\$10,588,000 \$19,136,600	1.20% 1.60%	21 45	\$504,190 \$425,257	Joe Galvez, ext. 1142
13	National Bank of Arizona 6001 N. 24th St. Phoenix 85016	602-235-6000 Fax 602-351-3890 www.nbanarizona.com	\$9,477,000 \$18,784,400	1.08% 1.57%	47 57	\$201,638 \$329,551	Lori Stelling, 480-756-7113 Dolores Gapa, 480-756-7116
14	M & I Bank 1 E. Camelback Road Phoenix 85012	602-241-6585 Fax 602-650-3878 www.mibank.com	\$7,723,000 \$9,837,800	0.88% 0.82%	53 74	\$145,717 \$132,943	Michele Ellison, 602-241-6517
15	Alliance Bank of Arizona 4646 E. Van Buren St. Phoenix 85008	888-857-4067 www.alliancebankofarizona.com	\$6,731,000 NA	0.76% NA	14 NA	\$480,786 NA	Karen Goettl, 480-609-2914
16	UPS Capital Corp. 8190 W. Deer Valley Road, Ste. 104-PMB 219 Peoria 85382	623-251-7450 www.upscapital.com	\$5,451,000 \$4,002,200	0.62% 0.33%	7 7	\$778,714 \$571,714	Cindy Winter, 623-251-7450
17	BNC National Bank 20165 N. 67th Ave. Glendale 85308	800-262-2265 www.bncbank.com	\$4,302,000 NA	0.50% NA	9 NA	\$478,000 NA	Tim Collins, ext. 3701
18	Bank of America 201 E. Washington St. Phoenix 85004	800-263-2055 www.bankofamerica.com	\$3,854,000 \$6,687,000	0.44% 0.59%	97 235	\$39,732 \$28,455	Jesse Roderick, 602-523-2142
19	Colorado Business Bank 2600 N. Central Ave., Ste. 2000 Phoenix 85004	602-240-2700 Fax 602-240-2701 www.cobizbank.com	\$3,268,000 NA	0.37% NA	9 NA	\$363,111 NA	DND
20	Small Business Loan Source 9801 Westheimer Road, 11th Floor Houston TX 77042	800-457-4307 www.sbls.com	\$3,041,000 \$7,353,000	0.35% 0.61%	8 10	\$380,125 \$735,300	John Wright, ext. 127
21	Borrego Springs Bank 7777 Alvarado Road, Ste. 501 La Mesa CA 91941	800-722-5720 619-668-5155 www.borregospringsbank.com	\$2,641,000 NA	0.30% NA	7 NA	\$377,286 NA	contact home office, 800-722-5720
22	Vantage West Credit Union P.O. Box 15115 Tucson 85708	800-888-7882 Fax 520-917-2434 www.vwestcu.org	\$855,000 NA	0.10% NA	16 NA	\$53,438 NA	Janisse, 520-617-4021
23	Washington Mutual Bank 1301 Second Ave. Seattle WA 98101	888-991-0993 www.wamu.com	\$460,000 NA	0.05% NA	14 NA	\$32,857 NA	Michael Moore, 602-977-3993
24	First Credit Union 25 S. Arizona Place, ste. 111 Chandler 85225	480-786-2360 www.firstcu.coop	\$203,000 NA	0.02% NA	7 NA	\$29,000 NA	Robert Leigh, 480-786-2364
25	Project PPEP Microbusiness and Housing Dev. Corp. 820 E. 47th St., Ste. B-14 Tucson 85713	520-889-4203 www.azsmallbusinessloans.com	\$133,000 NA	0.02% NA	14 NA	\$9,500 NA	Dorma, ext. 2002

Source: U.S. Small Business Administration and representatives of the companies.
NL - not listed in 2007 NA - not available

deposits were acquired by Mutual of Omaha.
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Ave., Ste. 2300, Phoenix 85004.

¹ Fiscal year 2008 guaranteed loan approval figures provided by the SBA. ² Although a lender may be out of state, proceeds were used in Arizona. ³ Listed last year as First National Bank of Arizona whose

Compiled by Lisa Poulin and Dale Brown

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