

THE LIST

SBA 7(A) LENDERS

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

Rank	Lender • name • address • website	Number of Loans in the L.A. district • 2023 • 2022	Loan Volume • 2023 • 2022 (in millions)	Average Loan Size	Profile • headquarters	Top Local SBA Executive • name • title • phone	
1	 U.S. Bank 633 W 5th St. Los Angeles 90071; usbank.com/sba	184 125	\$71.6 \$17.4	\$389,334	Minneapolis	Hans Getty SVP (800) 872-2657	
2	 JPMorgan Chase Bank 300 S. Grand Ave., Fourth Floor Los Angeles 90071; chase.com	159 55	35.8 17.6	225,169	New York	Diedra Porche Managing Director, Business Banking California (800) 935-9935	
3	 BayFirst National Bank¹ 700 Central Ave. St. Petersburg, Fla. 33701; bayfirstfinancial.com	157 42	26.5 11.2	168,590	St. Petersburg, Fla.	Thomas Zernick ² President, SBA Lending (727) 399-5680	
4	 Wells Fargo 333 S. Grand Ave., Suite 820 Los Angeles 90071; wells Fargo.com	134 94	33.8 39.2	252,135	San Francisco	Rita Mitchell SBA Sales Executive (800) 545-0670	
5	 Bank of America 333 S. Hope St., 11th Floor Los Angeles 90071; bankofamerica.com	96 37	40.5 12.3	421,444	Charlotte, N.C.	Raul Anaya President of Business Banking; President of Greater Los Angeles (213) 621-4825	
6	 East West Bank 135 N. Los Robles Ave., Seventh Floor Pasadena 91101; eastwestbank.com	64 28	42.9 21.7	670,086	Pasadena	Ken Choi SVP (626) 979-5076	
7	 CDC Small Business Finance Corp. 80 S. Lake Ave., Suite 830 Pasadena 91101; cdcloans.com	64 51	11.5 7.6	179,566	San Diego	Tony Barengo SVP, SBA (800) 611-5170	
8	 BMO Harris Bank³ 300 S. Grand Ave. Los Angeles 90071; bmo.com	58 N/A	36.0 N/A	621,078	Toronto	Heidi Crowe Director of SBA Lending, SVP (888) 340-2265	
9	 Bank of Hope 3200 Wilshire Blvd., Seventh Floor Los Angeles 90010; bankofhope.com	57 66	24.2 33.0	423,798	Los Angeles	Gene Pak SVP, SBA Loan Department (877) 627-2722	
10	 Cadence Bank 201 S. Spring St. Tupelo, Miss. 38804; cadencebank.com	52 67	14.7 17.1	283,346	Tupelo, Miss.	Alan Thomas ² Managing Director, SBA Banking (888) 797-7711	
11	 Celtic Bank 32605 Temecula Parkway Temecula 92592; celticbank.com	41 36	9.5 11.9	232,215	Salt Lake City	Jim Harris SVP, Southern California (951) 303-3330	
12	 Harvest Small Business Finance 24422 Avenida De La Carlota, Suite 232 Laguna Hills 92653; harvestsbf.com	34 43	44.8 53.5	1,318,209	Laguna Hills	Tim McLain SVP (760) 487-5663	
13	 Live Oak Bank 1741 Tiburon Drive Wilmington, N.C. 28403; liveoakbank.com	33 28	44.9 40.9	1,360,121	Wilmington, N.C.	James Mahan III ² CEO, Chair (877) 890-5867	
14	 Comerica Bank 611 Anton Blvd., Second Floor Costa Mesa 92626; comerica.com	32 32	6.1 5.1	190,313	Dallas	Jennifer Eltinge VP (714) 424-3838	
15	 Open Bank 1000 Wilshire Blvd., Suite 100 Los Angeles 90017; myopenbank.com	25 21	29.0 23.6	1,159,840	Los Angeles	Ryan Shin SVP, SBA Manager (213) 892-9999	
16	 PCB Bank⁴ 3701 Wilshire Blvd., Suite 900 Los Angeles 90010; paccitybank.com	25 27	23.8 38.4	950,620	Los Angeles	John Ju SVP, SBA Manager (213) 355-8823	
17	 Hanmi Bank 928 S. Western Ave., Suite 260 Los Angeles 90006; hanmi.com	23 16	21.2 11.4	923,061	Los Angeles	Anna Chung EVP, SBA Manager (213) 427-5607	

¹ Previously known as First Home Bank

² Top local executive not available.












³ New to the market after acquiring Bank of the West.

⁴ Previously known as Pacific City Bank.

N/A - Not Applicable 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 to research@sfvbj.com. ©2019 San Fernando Valley 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.

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18		City National Bank 555 S. Flower St., 16th Floor Los Angeles 90071; cnb.com	20 39	\$21.8 \$33.1	\$1,089,475	Los Angeles	Nicole Auyang Head of SBA (213) 673-7798	
19		CBB Bank 3435 Wilshire Blvd., Suite 700 Los Angeles 90010; cbb-bank.com	19 50	16.8 49.1	886,316	Los Angeles	David Um SVP, SBA Manager (323) 988-3000	
20		Enterprise Bank & Trust 888 W. 6th St., Suite 550 Los Angeles 90017; enterprisebank.com	17 27	24.6 38.0	1,445,365	St. Louis, Mo.	Don Mercer SVP, SBA National Sales Manager (858) 432-7000	
21		U.S. Metro Bank 3580 Wilshire Blvd., Suite 101 Los Angeles 90010; usmetrobank.com	16 9	25.2 16.5	1,574,375	Garden Grove	Abraham Pak EVP, Chief Lending Officer (213) 201-3300	
22		GBC International Bank 333 S. Grand Ave., Suite 3500 Los Angeles 90071; gbcib.com	14 13	20.0 21.0	1,430,500	Los Angeles	Annie Pan EVP (310) 826-4228	
23		Zions Bank 550 S. Hope St., Suite 2875 Los Angeles 90071; zionsbank.com	12 11	12.2 6.7	1,016,175	Salt Lake City	Gloria Miller SVP, SBA Lending Manager (800) 974-8800	
24		Citibank 201 W. Lexington Drive, Fifth Floor Glendale 91203; citi.com	10 4	5.0 0.6	496,100	New York	Donny Lam ¹ SBA Manager (626) 260-5952	
25		Mission Valley Bancorp 9116 Sunland Blvd. Sun Valley 91352; missionvalleybank.com	9 11	10.8 22.5	1,200,189	Sun Valley	Lucas Olson VP SBA Business Development Officer (818) 394-2300	

¹ Top local executive is not available.
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