




































THE LIST

SBA 7A LENDERS

Ranked by number of loans made in L.A. District in 2024

| Rank | Lender • name • address • website | Number of Loans in the L.A. district • 2024 • 2023 • 2023 | Loan Volume • 2024 • 2023 (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 | 249 184 | \$77.9 \$71.6 | \$312,695 | Minneapolis | Hans Getty SVP (800) 872-2657 |  |
| 2 |  BayFirst National Bank 700 Central Ave. St. Petersburg, Fla. 33701; bayfirstfinancial.com | 187 157 | 31.0 26.5 | 166,028 | St. Petersburg, Fla. | Thomas Zernick President, SBA Lending (727) 399-5680 |  |
| 3 |  JPMorgan Chase Bank 300 S. Grand Ave., 4th Floor Los Angeles 90071; chase.com | 151 159 | 37.0 35.8 | 245,307 | New York | Diedra Porche Managing Director, Business Banking California (800) 935-9935 |  |
| 4 |  Wells Fargo 333 S. Grand Ave., Suite 820 Los Angeles 90071; wells Fargo.com | 132 134 | 39.9 33.8 | 302,092 | San Francisco | Rita Mitchell Regional Sales Manager (800) 545-0670 |  |
| 5 |  Bank of America 333 S. Hope St., 11th Floor Los Angeles 90071; bankofamerica.com | 102 96 | 47.7 40.5 | 467,267 | Charlotte, N.C. | Raul Anaya President, Business Banking (213) 621-4825 |  |
| 6 |  CDC Small Business Finance Corp. 301 N. Lake Ave., Suite 350 Pasadena 91101; cdcloans.com | 72 64 | 13.9 11.5 | 193,217 | San Diego | Tony Barengo SVP, SBA (800) 611-5170 | |
| 7 |  Bank of Hope 3200 Wilshire Blvd., 7th Floor Los Angeles 90010; bankofhope.com | 66 57 | 25.3 24.2 | 382,750 | Los Angeles | Gene Pak SVP, SBA Loan Department (877) 627-2722 |  |
| 8 |  East West Bank 135 N. Los Robles Ave., 7th Floor Pasadena 91101; eastwestbank.com | 63 64 | 48.1 42.9 | 763,468 | Pasadena | Ken Choi SVP (626) 979-5076 | |
| |  BMO Bank 300 S. Grand Ave. Los Angeles 90071; bmo.com | 63 58 | 38.6 36.0 | 612,933 | Chicago | Heidi Crowe Director of SBA Lending, SVP (888) 340-2265 |  |
| 10 |  Cadence Bank 201 S. Spring St. Tupelo, Miss. 38804; cadencebank.com | 51 52 | 15.3 14.7 | 299,490 | Tupelo, Miss. | Alan Thomas EVP, Managing Director (888) 797-7711 |  |
| |  Celtic Bank 32605 Temecula Pkwy. Temecula 92592; celticbank.com | 51 41 | 12.6 9.5 | 246,184 | Salt Lake City | Jim Harris SVP (951) 303-3330 |  |
| 12 |  Harvest Small Business Finance 24422 Avenida De La Carlota, Suite 400 Laguna Hills 92653; harvestsbfb.com | 48 34 | 59.0 44.8 | 1,229,219 | Laguna Hills | Harvey Torres EVP (949) 233-0203 |  |
| 13 |  Live Oak Bank 1741 Tiburon Dr. Wilmington, N.C. 28403; liveoakbank.com | 40 33 | 71.9 44.9 | 1,797,638 | Wilmington, N.C. | James Mahan III CEO, Chair (877) 890-5867 |  |
| 14 |  Comerica Bank 611 Anton Blvd., Suite 100 Costa Mesa 92626; comerica.com | 31 32 | 6.1 6.1 | 198,065 | Dallas | Jennifer Eltinge VP (714) 424-3838 | |
| 15 |  City National Bank 555 S. Flower St., 16th Floor Los Angeles 90071; cnb.com | 30 20 | 46.3 21.8 | 1,544,297 | Los Angeles | Nicole Auyang Head of SBA (213) 673-7798 |  |
| 16 |  Hanmi Bank 950 S. Los Angeles St. Los Angeles 90015; hanmi.com | 28 23 | 26.6 21.2 | 951,443 | Los Angeles | Anna Chung EVP, SBA Manager (213) 427-5607 |  |
| 17 |  PCB Bank 3701 Wilshire Blvd., Suite 900 Los Angeles 90010; mypcbcbank.com | 24 25 | 25.8 23.8 | 1,075,083 | Los Angeles | John Ju SVP, SBA Manager (213) 355-8823 | |
| 18 |  Open Bank 1000 Wilshire Blvd., Suite 100 Los Angeles 90017; myopenbank.com | 23 25 | 20.7 29.0 | 898,739 | Los Angeles | Ryan Shin EVP & Chief SBA Officer (213) 892-9999 |  |
| 19 |  Zions Bank 550 S. Hope St., Suite 2875 Los Angeles 90071; zionsbank.com | 18 12 | 16.5 12.2 | 918,756 | Salt Lake City | Paul E. Burdiss President & CEO (800) 974-8800 | |
| 20 |  Enterprise Bank & Trust 888 W. 6th St., Suite 550 Los Angeles 90017; enterprisebank.com | 17 17 | 25.6 24.6 | 1,505,024 | St. Louis, Mo. | Don Mercer SVP, SBA National Sales Manager (858) 432-7000 |  |

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, 2024. To the best of our knowledge, this information is accurate as of press time.







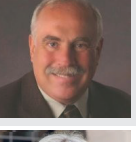

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Researched by Deepanjali Batra

THE LIST

SBA 504 LENDERS

Ranked by number of loans made in L.A. District in 2024

| Rank | Lender • name • address • website | Number of Loans in the L.A. district • 2024 • 2023 | Loan Volume • 2024 • 2023 (in millions) | Average Loan Size • 2024 | Profile • headquarters | Top Local SBA Executive • name • title • phone | |
|------|---|--|--|-----------------------------|---------------------------|---|---|
| 1 |  Business Finance Capital 1055 W. 7th St., Suite 2250 Los Angeles 90017; bfcfunding.com | 217 217 | \$284.5 \$284.5 | \$1,311,166 | Los Angeles | Lee Kleinman SVP (818) 438-0828 |  |
| 2 |  California Statewide CDC 145 S. State College Blvd., Suite 155 Brea 92821; statewidecdc.com | 93 78 | 127.9 101.7 | 1,375,591 | Davis | Carlo Samson Senior EVP (800) 982-9192 |  |
| 3 |  Mortgage Capital Development Corp. dba TMC Financing 355 S. Grand Ave., Suite 2450 Los Angeles 90071; tmcfinancing.com | 88 92 | 143.0 134.1 | 1,624,670 | Oakland | Jennifer Davis SVP, Business Development (888) 989-8855 |  |
| 4 |  CDC Small Business Finance Corp. 301 N. Lake Ave., Suite 350 Pasadena 91101; cdcloans.com | 55 46 | 69.6 50.7 | 1,264,545 | San Diego | Tony Barengo SVP, SBA 504 Loan Program (626) 229-0611 | |
| 5 |  AmPac Tri-State CDC Inc. 22365 Barton Rd., Suite 304 Grand Terrace 92313; ampac.com | 26 8 | 36.7 12.9 | 1,410,654 | Grand Terrace | Hilda Kennedy President (909) 915-1706 |  |
| 6 |  Advantage CDC 100 Oceangate Lobby 375 Long Beach 90802; advantagecdc.org | 17 10 | 24.3 10.1 | 1,428,235 | Long Beach | Ahmad Shafique President (562) 983-7450 |  |
| 7 |  Southland Economic Development Corp. 400 N. Tustin Ave., Suite 125 Santa Ana 92705; southlandedc.com | 15 18 | 17.5 17.9 | 1,165,933 | Santa Ana | Matt Davis President (714) 868-0001 |  |
| 8 |  SoCal CDC 15455 San Fernando Mission Blvd., c200 Mission Hills 91345; socalcdc.com | 7 7 | 4.5 4.8 | 647,429 | Mission Hills | Silverio Robledo President (661) 584-4800 |  |
| 9 |  Golden State CDC 5015 Eagle Rock Blvd., Suite 211 Los Angeles 90041; goldenstatecdc.org | 4 2 | 9.7 4.3 | 2,416,000 | Los Angeles | Miguel Juarez President (818) 205-1770 |  |
| 10 |  Enterprise Funding Corp. ¹ 37023 Cook St., Suite 102 Palm Desert 92211; efc504.com | 2 2 | 2.2 2.0 | 1,079,000 | Redlands | Jeff Sceranka President (909) 792-3803 |  |
| |  Capital Access Group Inc. 150 California St., Suite 250 San Francisco 94111; capitalaccess.com | 2 1 | 1.7 0.8 | 849,000 | San Francisco | Jacklyn Jordan CEO, President (415) 217-7600 |  |

¹ Merged with AmPac Business Capital.
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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 dbatra@labusinessjournal.com. ©2024 Inside the 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.