

THE LENDER'S ADVANTAGE

U.S. Small Business Administration

BALTIMORE



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localresources](http://www.sba.gov/localresources)

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Website for Lenders:

Provides links to SBA processing, servicing and guaranty purchase centers.
[http://www.sba.gov/
aboutsba/sbaprograms/
elending/index.html](http://www.sba.gov/aboutsba/sbaprograms/elending/index.html)

Forms:

[http://www.sba.gov/tools/
Forms/index.html](http://www.sba.gov/tools/Forms/index.html)

SBA Rules & Regulations:

[http://www.sba.gov/
aboutsba/sbaprograms/
elending/reg/index.html](http://www.sba.gov/aboutsba/sbaprograms/elending/reg/index.html)

2008 MD SMALL BUSINESS RESOURCE GUIDE

The Baltimore District Office is currently working with RENI Publishing on the 2008 edition of the *Maryland Small Business Resource Guide*. We are contacting each lender or organization in the Guide to verify the accuracy of their existing listing. If you are aware of any changes that need to be made to your organization's listing, please let us know by contacting Rachel Howard at (410) 962-6195, ext. 330 or via email at rachel.howard@sba.gov. If you have any questions regarding advertising in the upcoming Guide, please contact Ms. Nicky Harvey of RENI Publishing at (800) 274-2812.

UPCOMING EVENTS

America East Conference for SBA Lenders

April 27-29, 2008

Marriott Myrtle Beach Resort at Grande Dunes, Myrtle Beach, SC
For more information, contact the North Carolina Bankers Association,
P.O. Box 19999, Raleigh, NC 27619-9916; (919) 781-7979

504 Roundtable

April 23, 2008—8:30 a.m.

HEAT Center, Aberdeen, MD

For more information, contact Kathy Wajer of the Harford County Office of Economic Development at (410) 638-3059

Lenders' Quality Circle Meeting

April 30, 2008

Hosted by K Bank, Owings Mills, MD

For more information, contact Carolyn Zeller of SBA at (410) 962-6195, ext. 331 or via email at carolyn.zeller@sba.gov

2nd Annual Bull Roast

May 22, 2008

2:00 p.m.—6:00 p.m.

Tall Cedars Hall, Putty Hill Avenue, Baltimore, MD

Presented by the Maryland Commercial Lenders Assoc., Inc.

For information or tickets contact Steve Weinecke at stevenw.zionsbank@comcast.net, wink101010@gmail.com or at 443-520-9000.

BDO Lender Rankings—7a Program

(Year to Date Ranking, October 1, 2007—February 29, 2008)

(Lenders are ranked by number of guarantees)

LENDER NAME	No. of Loans	\$ Total of Loans
INNOVATIVE BANK	51	\$995,000
MANUFACTURERS AND TRADERS TRUST COMPANY	49	\$3,816,000
BANK OF AMERICA, NATIONAL ASSOCIATION	45	\$1,248,800
PNC BANK, NATIONAL ASSOCIATION	28	\$4,618,400
BRANCH BANKING AND TRUST COMPANY	25	\$4,773,700
SUPERIOR FINANCIAL GROUP, LLC	13	\$135,000
HOWARD BANK	10	\$3,366,000
WACHOVIA BANK, NATIONAL ASSOCIATION	9	\$4,350,500
BUSINESS LOAN CENTER, LLC	9	\$360,000
CAPITAL ONE BANK	9	\$390,000
CAPITAL ONE, NATIONAL ASSOCIATION	8	\$425,000
PROVIDENT BANK OF MARYLAND	8	\$953,200
COMMERCEFIRST BANK	8	\$2,474,000
SANDY SPRING BANK	6	\$893,000
K BANK	6	\$1,330,000
COMERICA BANK	4	\$671,800
SUSQUEHANNA BANK DV	4	\$1,931,000
NEWTEK BUSINESS SERVICES, INC.	3	\$122,700
SUNTRUST BANK	3	\$90,000
COMMERCE BANK, NATIONAL ASSOCIATION	2	\$1,550,000
COMMUNITY WEST BANK, NATIONAL ASSOCIATION	2	\$742,000
EASTON BANK AND TRUST COMPANY	2	\$70,000
CIT SMALL BUSINESS LENDING CORPORATION	2	\$1,012,700
CENTER BANK	2	\$765,000
AMERICAN BANK	2	\$167,000
SUSQUEHANNA BANK PA	2	\$641,000
MOUNTAIN 1ST BANK & TRUST COMPANY	2	\$785,000
WILSHIRE STATE BANK	2	\$1,066,000
WELLS FARGO BANK, NATIONAL ASSOCIATION	2	\$25,000
SOVEREIGN BANK	2	\$105,000
ADAMS COUNTY NATIONAL BANK	1	\$500,000
ANNE ARUNDEL ECONOMIC DEVELOP. CORPORATION	1	\$150,000
WILMINGTON TRUST COMPANY	1	\$480,000

UPS CAPITAL BUSINESS CREDIT	1	\$258,000
UNITY BANK	1	\$175,000
UNITED CENTRAL BANK	1	\$75,000
THE WASHINGTON SAVINGS BANK, F.S.B.	1	\$650,000
NEW WINDSOR STATE BANK	1	\$1,050,000
SUSQUEHANNA BANK	1	\$200,000
ACCESS NATIONAL BANK	1	\$300,000
STANDARD BANK, PASB	1	\$50,000
SMALL BUSINESS LOAN SOURCE, LLC	1	\$545,000
COMPASS BANK	1	\$515,700
EAGLEBANK	1	\$485,000
SILVER STATE BANK	1	\$727,000
FIRST CHATHAM BANK	1	\$900,000
PACIFIC CITY BANK	1	\$325,000
ZIONS FIRST NATIONAL BANK	1	\$50,000
CITIBANK, N.A.	<u>1</u>	<u>\$26,000</u>
TOTAL 7A LOANS	338	\$47,308,500

BDO Lender Rankings—504 Program

(Year to Date Ranking, October 1, 2007—February 29, 2008)

(Lenders are ranked by number of guarantees)

BUSINESS FINANCE GROUP	9	\$5,120,000
CHESAPEAKE BUSINESS FINANCE CORPORATION	5	\$5,818,000
MID-ATLANTIC BUSINESS FINANCE COMPANY	2	\$1,193,000
TOTAL 504 LOANS	16	\$995,000
TOTAL LOANS (7a & 504)	<u>354</u>	<u>\$48,303,500</u>