



## ARIZONA LENDER RANKINGS:

1<sup>st</sup> Quarter FY 2009 Ending December 31, 2008

## SUMMARY

Rank	Arizona Lender	Status	No.	Amount
1	Wells Fargo Bank	<b>SBX</b>	44	\$ 17,054.9
2	Compass Bank	<b>SBX</b>	22	\$ 6,309.5
3	JP Morgan Chase Bank	<b>SBX</b>	17	\$ 2,617.4
4	US Bank	<b>SBX</b>	15	\$ 3,436.5
5	Business Dev Fin Corp	<b>PCLP</b>	8	\$ 11,160.6
6	CDC Small Bus Fin	<b>PCLP</b>	7	\$ 4,249.0
7	National Bank of AZ	<b>SBX</b>	7	\$ 4,160.7
8	M & I Marshall & Ilsley	<b>SBX</b>	6	\$ 1,302.5
9	Sterling Sav Bank (SNB)	<b>PLP</b>	5	\$ 3,717.6
10	BNC National Bank	<b>GP</b>	5	\$ 1,190.0
11	Southwestern SB Fin	<b>PCLP</b>	4	\$ 5,507.4
12	Vantage West CU	<b>SBX</b>	4	\$ 782.8
13	First Credit Union	<b>SBX</b>	4	\$ 125.0
14	Midfirst Bank	<b>SBX</b>	3	\$ 552.1
15	Mt. West SB Finance	<b>PCLP</b>	2	\$ 2,853.9
16	UPS Capital Corp	<b>PLP</b>	2	\$ 2,425.0
17	C.I.T. SB Lending	<b>PLP</b>	2	\$ 1,460.0
18	CoBiz Bank (fmrly ABB)	<b>PLP</b>	2	\$ 455.0
19	Alliance Bank of AZ	<b>PLP</b>	2	\$ 100.0
20	Bank of America	<b>SBX</b>	2	\$ 50.0
	Other-Local-Lenders		5	\$ 1,266.9
	Out-of-State-Lenders		43	\$ 11,699.5
	<b>TOTALS</b>		<b>211</b>	<b>\$ 82,476.3</b>

SBA lending continues to track the national and state economic model. General tightening of credit standards among lenders, problems in the secondary market and lender financial difficulties have caused a substantial decline in SBA loan totals.

During the 1<sup>st</sup> Quarter FY2009, 211 loans valued at \$83 million were made quarter. In FY2008, 549 loans were made, totaling \$237 million. This annual comparison shows a 62 percent decline in the overall number of loans and 65 percent in total dollars lent.

The economy, increasingly stricter credit standards, the pronounced aversion to risk among commercial lenders and the resulting difficulty in accessing capital are conditions small business owners are reporting in Arizona. These factors have created the current climate of caution among lenders and borrowers alike and account significantly for the decline in SBA loans to small businesses in 2009.

Demand for loans among small business borrowers has also dropped as many postpone new debt or awaiting better economic times. Many are hoping for recovery in the value of their collateral. Lenders' tighter credit standards are aimed at reducing risk in an uncertain economy. This confluence of tighter credit standards and devalued collateral – typically their primary residence – now simply places many small business owners who qualified for loans last year out of consideration this year.

The quarter-end totals reflect these current market conditions. The total dollars lent under SBA's 7(a) loan program, designed to assist small businesses with start up, growth and working capital needs, dropped 43 percent to \$58.7 million. Total funds lent under SBA's 504-loan program, designed to help businesses purchase major assets such as real estate or renovation, fell 82 percent to \$24 million. The greatest decline by product was seen in SBAExpress.

The impact of SBA loans on Arizona's economy is significant as witnessed by the lowest creation or retention of jobs by SBA's lending partners in many years – totaling 4,518.

For more information about all of the SBA's programs for small businesses in Arizona, call the SBA Office at (602) 745-7200 or helpline at 1-800 U ASK SBA or TDD 602-745-7205, or visit the SBA's extensive web site at [www.sba.gov/az](http://www.sba.gov/az)

Rankings are based on local lenders with more than seven loans and with a headquartered, branch or LPO location in Arizona.

**NOTE:** 504 loans are reported in Project Totals.  
 PLP = Preferred Lenders Program  
 SBX = SBAExpress Loan Program (Primary Product)  
 Micro = SBA Microlender  
 PCLP = Premier Certified Lender Program (504 Loans)