SBA 504 LENDERS
Ranked by number of loans made in the L.A. District in 2017

<table>
<thead>
<tr>
<th>Rank</th>
<th>Lender</th>
<th>Number of Loans</th>
<th>Loan Volume 2016 (in millions)</th>
<th>Loan Volume 2017 (in millions)</th>
<th>Average Loan Size 2016 (in thousands)</th>
<th>Average Loan Size 2017 (in thousands)</th>
<th>Profile</th>
<th>Top Local SBA Executive</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>CDC Small Business Finance Corp., 80 S. Lake Ave., Suite 528 Pasadena 91101; cdfi504.com</td>
<td>100</td>
<td>$125.9</td>
<td>$1,218,550</td>
<td>San Diego</td>
<td>Dain Anez</td>
<td>Senior Commercial Lender</td>
<td>(626) 229-0611</td>
</tr>
<tr>
<td>2</td>
<td>BFC - SBA Lending, 1085 W. Seventh St., Suite 2250 Los Angeles 90017; 365lending.com</td>
<td>74</td>
<td>121.5</td>
<td>1,642,432</td>
<td>Los Angeles</td>
<td>Jacky Dill</td>
<td>Executive Director</td>
<td>(213) 599-1481</td>
</tr>
<tr>
<td>3</td>
<td>California Statewide CDC, 141 S. Hudson Ave., Suite 200 Pasadena 91101; csccd.org</td>
<td>66</td>
<td>70.4</td>
<td>1,035,294</td>
<td>Davis</td>
<td>Sasha Glista</td>
<td>Sr. Executive Vice President</td>
<td>(800) 992-9912</td>
</tr>
<tr>
<td>4</td>
<td>TMC Financing, 445 S. Figueroa St., Suite 3100 Los Angeles 90077; tmclending.com</td>
<td>31</td>
<td>43.8</td>
<td>1,411,419</td>
<td>Oakland</td>
<td>Jennifer Davis</td>
<td>Sr. V.P., Business Development</td>
<td>(888) 369-8055</td>
</tr>
<tr>
<td>5</td>
<td>Pacific West CDC, 23301 Calabasas Blvd, Suite 214 Laguna Hills 92653; pacwestcdc.com</td>
<td>24</td>
<td>33.9</td>
<td>1,411,968</td>
<td>Laguna Hills</td>
<td>Rob Forsythe</td>
<td>President</td>
<td>(949) 305-6490</td>
</tr>
<tr>
<td>6</td>
<td>Southland Economic Development Corp., 400 N. Tustin Ave., Suite 125 Santa Ana 92705; southlandtec.com</td>
<td>16</td>
<td>10.6</td>
<td>861,875</td>
<td>Santa Ana</td>
<td>Matt Davis</td>
<td>President</td>
<td>(714) 868-0001</td>
</tr>
<tr>
<td>7</td>
<td>Ampco Tri-State CDC, 22365 Barton Road, Suite 210 Grand Terrace 92313; ampccdc.org</td>
<td>13</td>
<td>13.7</td>
<td>1,052,846</td>
<td>Grand Terrace</td>
<td>Milla Kennedy</td>
<td>President</td>
<td>(909) 915-1706</td>
</tr>
<tr>
<td>8</td>
<td>Belco CDC, 27201 Torrey Road, Suite 301 Valencia 91355; soclobc.com</td>
<td>11</td>
<td>9.6</td>
<td>871,364</td>
<td>Valencia</td>
<td>Silverio Rubino</td>
<td>President</td>
<td>(661) 584-4800</td>
</tr>
<tr>
<td>9</td>
<td>Coastal Business Finance, 930 S. Broadway, Suite 101 Santa Maria 93454; coastalbusinessfinance.com</td>
<td>9</td>
<td>6.6</td>
<td>758,333</td>
<td>Santa Maria</td>
<td>Brian Karen</td>
<td>V.P., Executive Director</td>
<td>(805) 739-1865</td>
</tr>
<tr>
<td>10</td>
<td>Advantage CDC, 11 Golden Shore, Suite 630 Long Beach 90802; advantagecdc.org</td>
<td>4</td>
<td>5.8</td>
<td>1,437,790</td>
<td>Long Beach</td>
<td>Ahmad Shafique</td>
<td>President</td>
<td>(861) 993-7450</td>
</tr>
</tbody>
</table>

Note: Not Applicable: Loan information supplied by the Small Business Administration Los Angeles District. Representatives of the lenders provided partial information. Lenders are ranked by the number of loans made in the district for the fiscal year ended Sept. 30, 2017. 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 on company letterhead to the Research Department, Los Angeles Business Journal, 5700 Wilshire Blvd., Suite 170, Los Angeles 90036. ©2017 Los Angeles Business Journal. This list was researched by Joshua Niv. LEADERSHIP PROFILE

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310.523.8900

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Los Angeles, CA 90071
213.303.5200

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3. Prevention makes good economic sense
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