



ARIZONA LENDER RANKINGS: 2008 Fiscal Year Ending September 30, 2008

SUMMARY

Rank	Arizona Lender	Status	No.	Amount
1	JP Morgan Chase Bank	SBX	630	\$ 46,050.4
2	Wells Fargo Bank	SBX	226	\$ 76,807.5
3	Bank of America	SBX	97	\$ 3,854.7
4	Southwestern SBF	PCLP	87	\$ 129,740.1
5	Business Develop FC	PCLP	86	\$ 174,296.6
6	Compass Bank	SBX	84	\$ 19,458.7
7	C.I.T. SB Lending	PLP	80	\$ 66,041.0
8	US Bank	SBX	67	\$ 19,357.7
9	CDC Small Bus Finance	PCLP	62	\$ 120,212.7
10	M & I Marshall & Ilsley	SBX	53	\$ 7,723.0
11	Pacific Capital Bank	PLP	52	\$ 25,624.5
12	National Bank of AZ	SBX	47	\$ 9,477.0
13	Mutual of Omaha Bank	PLP	27	\$ 18,744.9
14	Wachovia SB Lending	PLP	21	\$ 18,748.5
15	Comerica Bank	PLP	21	\$ 10,588.7
16	Vantage West CU	SBX	16	\$ 855.0
17	Alliance Bank of AZ	PLP	14	\$ 6,731.7
18	Washington Mut Bank	SBX	14	\$ 460.5
19	Project PPEP	Micro	14	\$ 133.0
20	BNC National Bank	GP	9	\$ 4,302.0
21	CoBiz Bank	PLP	9	\$ 3,268.0
22	Small Bus Loan Source	PLP	8	\$ 3,041.0
23	UPS Capital Corp	PLP	7	\$ 5,451.0
24	Borrego Springs Bank	PLP	7	\$ 2,641.0
25	First Credit Union	SBX	7	\$ 203.3
	Other-Local-Lenders		82	\$ 51,876.3
	Out-of-State-Lenders		195	\$ 54,410.3
	TOTALS		2,022	\$ 880,099.1

Tracking national economic activity and a general tightening of credit standards among lenders, SBA loan totals declined for FY2008. 2,022 loans valued at \$880 million were made during the year, which ended September 30. In FY2007, 2,960 loans were made, totaling \$1.2 billion. This annual comparison shows a 27 percent decline in the overall number of loans and 32 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 2008.

Borrowers and lenders alike have changed their behavior. The demand for loans among small business borrowers has dropped as many postpone new debt, awaiting better economic times, or 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 place many small business owners who qualified for loans last year out of consideration this year.

The year-end totals reflect 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 8.7 percent to \$432 million. Total funds lent under SBA's 504-loan program, designed to help businesses purchase major assets such as real estate or renovation, fell 38 percent to \$448 million.

The impact of SBA loans on Arizona's economy remains significant as witnessed by the creation or retention of 37,710 jobs by SBA's lending partners. Over 70 percent of SBA loans in FY 2008 were to businesses located in HUBZones, Low-Moderate Income Areas or redevelopment areas. The economic impact to the state's economy from *all* SBA program is anticipated to exceed \$20 billion for the year.

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)

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