

# 2012 SBA Lender Awards

## SBA 7a Lender of the Year



Photo: Steve Bernstein, President Business Banking, Wells Fargo Bank.

### Wells Fargo Bank - SBA Division accepted by Steve Bernstein, President Business Banking

For the third consecutive year Wells Fargo is the #1 SBA lender in both dollars and volume, locally financing \$53.7 million through 108 loans to San Diego County Small Business owners last year and #1 SBA lender nationally, in dollars. Last year Wells Fargo funded 3,142 loans to small businesses across the country. They are also the #1 SBA lender in both dollars and units in two states: Colorado and New Mexico.

And, in addition to the national ranking, Wells Fargo was the No. 1 SBA lender in dollars in eight states – Arizona, California, Colorado, Florida, Nebraska, New Mexico, Oregon and South Dakota.

## SBA 504 Lender of the Year



Photos (left to right): Kurt Chilcott, President/CEO, CDC Small Business Finance; award accepted by Rick Benito, CDC Executive Board Member and Senior VP, West Region Credit Solutions Executive, Global Commercial Banking, Bank of America/Merrill Lynch.

Kurt Chilcott, President/CEO, CDC Small Business Finance for outstanding SBA 504 lending, with 92 loans locally and 498 total. Through these loans, small businesses in CDC's tri-state coverage area were able to create and preserve 6,171 jobs. Additionally, CDC is a national leader in providing secondary market solutions to SBA-504 lenders.