



*Report with Respect to Women-, Veteran-,
and Minority-Owned Businesses*

November 2011





Small businesses are a vital part of the American economy. Their success is a necessary component of the economic recovery. Currently, many small businesses – including those owned by women, veterans, and minorities – face challenges in accessing the credit they need. Established by the Small Business Jobs Act of 2010 to increase small business lending, the Small Business Lending Fund provided \$4.0 billion in funding to 332 community banks and community development loan funds.

This investment could help increase lending to small businesses by more than \$9.3 billion, enabling them to grow and create new jobs in their local communities across the nation.

REPORT ON THE SMALL BUSINESS LENDING FUND WITH RESPECT TO WOMEN-, VETERAN-, AND MINORITY-OWNED BUSINESSES

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REPORT OVERVIEW

This report is submitted pursuant to Section 4112 of the Small Business Jobs Act of 2010 (the Act), which requires the Secretary of the U.S. Department of the Treasury (Treasury) to conduct a study of the impact of the Small Business Lending Fund (SBLF or program or fund) on women-, veteran-, and minority-owned businesses and to submit a report on the results of the study to Congress.

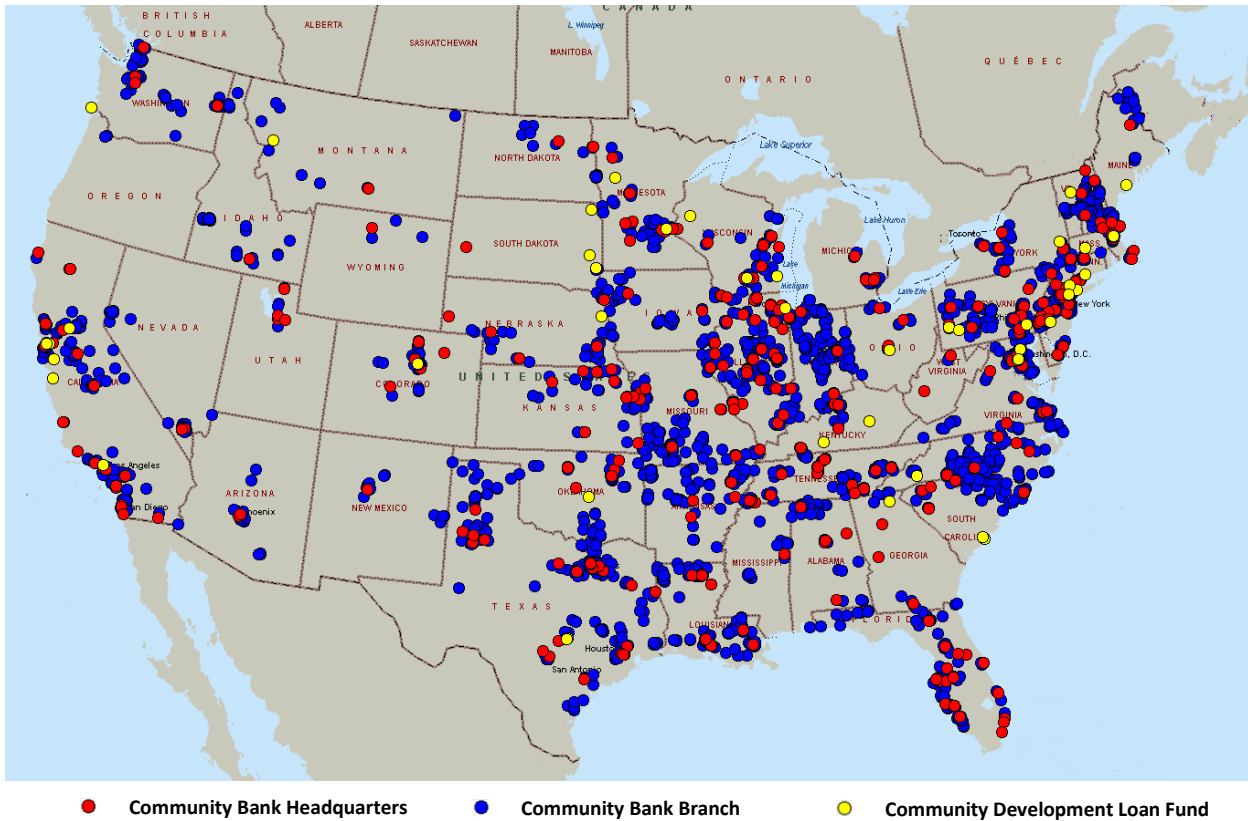
All SBLF investments were completed between June 21 and September 27 of this year. This report provides information on Treasury's implementation of the SBLF and—because program participants recently received funding—studies the program's *potential* impact on women-, veteran-, and minority-owned businesses. In total, Treasury provided \$4.0 billion in funding to 332 community banks¹ and community development loan funds (CDLFs), which could help increase lending to small businesses by \$9.3 billion.²

In assessing the potential impact of the SBLF, this report describes Treasury's outreach to potential applicants and evaluation of participant lending plans. It also provides information on participating institutions, such as the amount of funding received and the women-, veteran-, and minority-owned business communities served. This report is divided into six chapters as shown on the previous page. The methodology of the study is described in Chapter Six.

¹ In this report, the term "banks" or "community banks" encompasses banks, thrifts, and bank and thrift holding companies with consolidated assets of less than \$10 billion.

² The potential \$9.3 billion increase in qualified small business lending is an aggregate of estimated increases provided by program participants on the small business lending plans they submitted with their SBLF applications. For more information on this calculation, refer to Chapter Six (Methodology) of this report.

AT A GLANCE: THE SMALL BUSINESS LENDING FUND



Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits

What is the Small Business Lending Fund (SBLF)?

The SBLF could spur a \$9.3 billion increase in loans to small businesses from community banks and CDLFs.

Established by the Act, the SBLF encourages lending to small businesses by providing capital to community banks and CDLFs with less than \$10 billion in total assets.

- For community banks, the SBLF is structured as a dividend (or interest) rate incentive program. The more a bank increases its small business lending, the lower the rate it pays for the SBLF funding.
- For CDLFs, the SBLF provides low-cost capital, offering CDLFs equity equivalent investments at a 2 percent interest rate.

Through the SBLF, participating community banks and CDLFs can work with the small businesses in their local communities and neighborhoods to provide the credit they need to expand, create jobs, and promote economic

growth. Because banks and CDLFs leverage their capital, the SBLF could help increase lending to small businesses by multiples of the total capital provided to the 332 participating institutions.

Summary of the SBLF Program by the Numbers

- SBLF's investments in 332 community banks and CDLFs could spur a \$9.3 billion increase in lending to small businesses that need additional credit to grow and create jobs.
- In total, there are 281 community banks and 51 CDLFs participating in SBLF with over 3,000 locations across the nation that serve small businesses.
- SBLF investments could spur a \$2.6 billion increase in lending to women-owned businesses, an \$863 million increase in lending to veteran-owned businesses, and a \$1.9 billion increase in lending to minority-owned businesses.

AT A GLANCE: THE SMALL BUSINESS LENDING FUND STATE-BY-STATE

	Locations of Participating Institutions #	Potential Lending Increase (millions)	Women-Owned Businesses		Veteran-Owned Businesses		Minority-Owned Businesses	
			Potential Lending Increase %	Potential Lending Increase \$	Potential Lending Increase %	Potential Lending Increase \$	Potential Lending Increase %	Potential Lending Increase \$
United States Total *	3,053	\$9,259.8	28.1%	\$2,600.7	9.3%	\$863.4	20.4%	\$1,884.8
Midwest Region	971	\$2,100.0	27.4%	\$575.3	8.9%	\$186.6	10.0%	\$209.1
Illinois	251	\$435.6	30.5%	\$132.8	7.2%	\$31.4	20.4%	\$88.9
Indiana	214	\$240.3	26.8%	\$64.4	9.7%	\$23.3	8.7%	\$20.9
Iowa	78	\$192.9	25.5%	\$49.2	9.2%	\$17.7	3.1%	\$6.0
Kansas	60	\$90.4	27.5%	\$24.9	9.7%	\$8.8	7.7%	\$7.0
Michigan	27	\$168.5	30.4%	\$51.2	8.2%	\$13.8	13.6%	\$22.9
Minnesota	46	\$189.5	26.8%	\$50.8	8.8%	\$16.7	6.4%	\$12.1
Missouri	148	\$245.7	26.1%	\$64.1	9.6%	\$23.6	8.7%	\$21.4
Nebraska	39	\$62.4	25.7%	\$16.0	10.0%	\$6.2	5.5%	\$3.4
North Dakota	27	\$140.0	24.7%	\$34.6	10.0%	\$14.0	3.1%	\$4.3
Ohio	16	\$71.4	27.7%	\$19.8	9.9%	\$7.1	9.2%	\$6.6
South Dakota	10	\$19.6	22.1%	\$4.3	9.5%	\$1.9	3.9%	\$0.8
Wisconsin	55	\$243.9	25.9%	\$63.2	9.1%	\$22.2	6.1%	\$14.9
Northeast Region	481	\$1,197.7	28.0%	\$335.4	8.8%	\$105.1	15.7%	\$188.0
Connecticut	19	\$43.9	28.1%	\$12.3	9.4%	\$4.1	12.4%	\$5.4
Maine	20	\$48.0	25.6%	\$12.3	10.6%	\$5.1	2.4%	\$1.2
Massachusetts	56	\$197.8	29.8%	\$58.9	8.9%	\$17.6	11.6%	\$22.9
New Hampshire	71	\$159.2	25.8%	\$41.1	10.1%	\$16.1	3.5%	\$5.6
New Jersey	81	\$167.5	27.3%	\$45.7	7.9%	\$13.2	25.6%	\$42.9
New York	68	\$240.5	30.4%	\$73.1	6.5%	\$15.6	31.2%	\$75.0
Pennsylvania	155	\$335.5	27.0%	\$90.6	9.8%	\$32.9	10.4%	\$34.9
Rhode Island	0	\$0.0	27.3%	\$0.0	11.1%	\$0.0	11.7%	\$0.0
Vermont	11	\$5.3	26.0%	\$1.4	9.2%	\$0.5	1.9%	\$0.1
South Region	1,155	\$4,278.3	28.1%	\$1,203.1	10.2%	\$437.5	25.1%	\$1,074.2
Alabama	59	\$321.1	28.1%	\$90.2	11.8%	\$37.9	18.7%	\$60.0
Arkansas	89	\$211.7	24.5%	\$51.9	10.4%	\$22.0	10.4%	\$22.0
Delaware	2	\$15.0	25.9%	\$3.9	10.2%	\$1.5	14.7%	\$2.2
Florida	105	\$388.1	28.9%	\$112.2	8.8%	\$34.1	35.2%	\$136.6
Georgia	15	\$41.0	30.9%	\$12.7	10.8%	\$4.4	29.9%	\$12.3
Kentucky	24	\$59.4	25.6%	\$15.2	9.3%	\$5.5	6.1%	\$3.6
Louisiana	122	\$569.3	27.3%	\$155.4	10.2%	\$58.1	22.3%	\$126.9
Maryland	43	\$216.0	32.6%	\$70.4	10.2%	\$22.0	31.7%	\$68.5
Mississippi	21	\$36.5	26.9%	\$9.8	11.6%	\$4.2	20.9%	\$7.6
North Carolina	141	\$186.6	28.2%	\$52.6	10.6%	\$19.8	16.8%	\$31.3
Oklahoma	47	\$226.7	25.3%	\$57.4	10.4%	\$23.6	13.7%	\$31.1
South Carolina	25	\$75.1	27.6%	\$20.7	12.9%	\$9.7	16.2%	\$12.2
Tennessee	100	\$284.4	25.9%	\$73.7	11.9%	\$33.8	12.6%	\$35.8
Texas	272	\$1,202.2	28.2%	\$339.0	9.2%	\$110.6	34.1%	\$410.0
Virginia	73	\$332.3	30.1%	\$100.0	12.4%	\$41.2	22.0%	\$73.1
District of Columbia	11	\$99.0	34.5%	\$34.2	7.2%	\$7.1	41.1%	\$40.7
West Virginia	6	\$14.0	28.0%	\$3.9	12.6%	\$1.8	2.0%	\$0.3
West Region	446	\$1,683.8	28.9%	\$486.9	8.0%	\$134.2	24.6%	\$413.4
Alaska	0	\$0.0	25.9%	\$0.0	10.4%	\$0.0	14.9%	\$0.0
Arizona	33	\$89.1	28.1%	\$25.0	9.8%	\$8.7	17.9%	\$15.9
California	186	\$822.0	30.3%	\$249.1	7.0%	\$57.5	37.0%	\$304.1
Colorado	42	\$165.0	29.2%	\$48.2	8.9%	\$14.7	11.4%	\$18.8
Hawaii	0	\$0.0	31.0%	\$0.0	8.5%	\$0.0	62.5%	\$0.0
Idaho	36	\$69.9	23.5%	\$16.4	7.8%	\$5.5	4.5%	\$3.1
Montana	11	\$26.3	24.6%	\$6.5	10.6%	\$2.8	3.8%	\$1.0
Nevada	32	\$117.5	28.6%	\$33.6	10.7%	\$12.6	21.0%	\$24.7
New Mexico	18	\$40.6	31.7%	\$12.9	9.6%	\$3.9	32.3%	\$13.1
Oregon	2	\$3.3	29.7%	\$1.0	9.3%	\$0.3	9.5%	\$0.3
Utah	9	\$142.5	24.9%	\$35.5	7.2%	\$10.3	7.0%	\$10.0
Washington	73	\$187.7	28.6%	\$53.7	8.7%	\$16.3	11.4%	\$21.4
Wyoming	4	\$20.0	25.5%	\$5.1	8.2%	\$1.6	4.5%	\$0.9

*Potential lending increase totals (U.S. and regions) are calculated at the state level then aggregated

Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits, U.S. Census Bureau – 2007 Survey of Business Owners

SIDE-BY-SIDE OVERVIEW OF THE SBLF PROGRAM FOR COMMUNITY BANKS AND COMMUNITY DEVELOPMENT LOAN FUNDS

FOR COMMUNITY BANKS:

The basic premise of the SBLF program for community banks—which originate more than half of small business lending in the U.S.—is simple: Spur small business lending by providing capital to participating community banks and reduce the dividend or interest rate a bank pays as it increases its lending to small businesses.

Amount of Funding Available

A bank that had total assets of \$1 billion or less could apply for SBLF funding of up to 5 percent of its risk-weighted assets. A bank that had assets of more than \$1 billion, but less than \$10 billion could apply for SBLF funding that equaled up to 3 percent of its risk-weighted assets.

Dividend Rate

The initial dividend³ rate is, at most, 5 percent. If a bank's small business lending increases by 10 percent or more, then the rate falls to as low as 1 percent. Banks that increase their lending by amounts less than 10 percent can benefit from rates set between 2 and 4 percent. If lending does not increase in the first two years, however, the rate increases to 7 percent. After 4.5 years, the rate increases to 9 percent if the bank has not already repaid the SBLF investment.

Eligibility Requirements

An insured depository institution was eligible to participate in the SBLF if it had assets equal to or less than \$10 billion as of December 31, 2009, was not on the FDIC's problem bank list (or similar list), and was able to pay dividends on SBLF securities.

³ Participating C corporations issued preferred stock to Treasury and pay quarterly dividends on Treasury's SBLF investment. Participating S corporations and mutual institutions issued debt instruments to Treasury and pay quarterly interest on Treasury's investment. The initial interest rate paid by S corporations and mutual institutions is, at most, 7.7 percent. If these institutions increase their small business lending by 10 percent or more, then the rate falls to as low as 1.5 percent. These interest rates equate to after-tax effective rates (assuming a 35% tax rate) equivalent to the dividend rate paid by C corporation participants.

FOR COMMUNITY DEVELOPMENT LOAN FUNDS:

The basic premise of the SBLF for CDLFs is simple: Spur small business lending by providing low-cost capital to participating CDLFs that have long-term experience serving urban, rural, and reservation-based communities often overlooked by conventional financial institutions.

Amount of Funding Available

A CDLF could apply for SBLF funding in an amount not less than 1 percent and not more than 5 percent of its total assets as reported in its audited financial statements for the fiscal year ended in calendar year 2009.

Interest Rate

The initial interest rate is 2 percent for the first 8 years. After the eighth year, the rate will increase to 9 percent if the CDLF has not already repaid the SBLF funding.

Eligibility Requirements

A CDLF was eligible to participate in the SBLF if it had assets of less than \$10 billion, was certified by the Community Development Financial Institutions Fund (CDFI Fund) as a CDFI, had three years of operating experience, was exempt from taxation, and satisfied the following financial criteria:

- positive net income for the past three years;
- cash and cash equivalents equal to or greater than operating expenses for each of the four most recent quarters ended;
- year-end cash and cash equivalents equal to or greater than 25% of annual operating expenses for one or both of the two most recent fiscal years ended;
- net assets plus EQ2 as a percentage of total assets of at least 20%;
- loan loss reserves as a percentage of loans that are 90 days or more delinquent of at least 30%;
- loans 90 days or more delinquent as a percentage of unrestricted net assets plus loan loss reserves of less than 40%; and
- at least 10% of total current loans must be qualified CDLF small business lending.

CHAPTER ONE: OVERVIEW AND DEFINITIONS OF WOMEN-, VETERAN-, AND MINORITY-OWNED BUSINESSES

Of the 27.1 million businesses in the U.S. Census Bureau's latest Economic Census, 7.8 million were women-owned, 2.4 million were veteran-owned, and 5.8 million were minority-owned.

This chapter provides an overview of women-owned, veteran-owned, and minority-owned businesses in the United States, based on general information from the U.S. Census Bureau's 2007 Survey of Business Owners ("SBO") collected as part of the 2007 Economic Census.

Every five years, the Census Bureau provides detailed information on women-owned, veteran-owned, and minority-owned businesses, including the number of businesses in each of these ownership categories and their geographic distribution. The survey includes other data on these businesses, such as sales and receipts, number of paid employees, annual payroll, and industry sectors.

The SBO includes a sample of more than 2.3 million nonfarm businesses filing 2007 tax forms as individual proprietorships, partnerships, or any type of corporation, and that have tax receipts of \$1,000 or more.

National Estimates of Business Ownership for Women, Veterans, and Minorities

Of the 27.1 million businesses in the United States in 2007, 805,533 were publicly held and other firms not classifiable by gender, ethnicity, race, and veteran status. These non-classifiable firms accounted for only 3 percent of the total number of businesses, but almost 64 percent of the \$30 trillion dollars in total business receipts.

This report focuses on the 97 percent of businesses that were classifiable by gender, ethnicity, race, and veteran status. These classifiable businesses account for 36 percent of the \$30 trillion dollars in total business receipts. Specifically, this report describes the potential impact of the SBLF program with respect to:

- The 7.8 million women-owned businesses that account for 3.9% of total business receipts, or \$1.2 trillion dollars.
- The 2.4 million veteran-owned businesses that account for 4.1% of total business receipts, or \$1.2 trillion dollars.

- The 5.8 million minority-owned businesses that account for 3.4% of total business receipts, or \$1.0 trillion dollars.

The minority-owned businesses described in this report include:

- 2.3 million Hispanic-owned businesses⁴
- 1.9 million Black-owned businesses
- 237,000 American Indian- and Alaska Native-owned businesses
- 38,000 Native Hawaiian and Other Pacific Islander-owned businesses
- 1.5 million Asian-owned businesses

Definitions of Women-Owned, Veteran-Owned, and Minority-Owned Businesses

Per the SBO, and in this report, business ownership is defined as having 51 percent or more⁵ of the equity, interest, or stock of the business.

Because there is overlap between women, veteran, and minority business ownership, the totals reported for each category of owners are not additive. For example, if a business is owned by a woman who is also a veteran, the business would be included in both the women-owned and veteran-owned categories. However, such a business would only be counted once toward the summary business totals. The following definitions are used to describe business ownership throughout this report:

- **Women-owned:** Women own 51 percent or more of the equity, interest, or stock of the business

⁴ Per the SBO, Hispanic is an ethnicity, and can be of any race. For example, if a business is owned by a Hispanic who is also Black, the business would be included in both the Hispanic-owned and Black-owned categories. However, such a business would only be counted once toward the higher level business totals and the subcategories may not sum to totals.

⁵ The SBO categorizes the percentage of women-owned, veteran-owned, and minority-owned businesses in three groups. For example, when categorizing business ownership by veteran status, a business is either (1) veteran-owned (veteran(s) own 51 percent or more of the business), (2) non-veteran-owned (non-veteran(s) own 51 percent or more of the business), or (3) equally veteran- and non-veteran-owned (veteran(s) own 50 percent of the business and non-veteran(s) own 50 percent of the business). The same categorization applies to women-owned and minority-owned businesses. For the purposes of this report, equally-owned businesses are not considered to be women-owned, veteran-owned, or minority-owned businesses.

- Veteran-owned: Veterans of the U.S. military own 51 percent or more of the equity, interest, or stock of the business.
- Hispanic-owned: Hispanics of any race own 51 percent or more of the equity, interest or stock of the business.
- Black-owned: Persons having origins in any of the Black racial groups of Africa, including those who consider themselves Haitian, own 51 percent or more of the equity, interest, or stock of the business.
- American Indian- and Alaska Native-owned: Persons of Native American origins and who maintain tribal affiliations or community attachments, own 51 percent or more of the equity, interest, or stock of the business.
- Native Hawaiian- and Other Pacific Islander-owned: Persons of Native Hawaiian or Other Pacific Islander origin own 51 percent of the equity, interest, or stock of the business.
- Asian-owned: Persons of Asian origin own 51 percent or more of the equity, interest, or stock of the business.

For additional information regarding the methodology of the SBO, visit the Census Bureau's website at www.census.gov/econ/sbo.

CHAPTER TWO: OVERVIEW OF COMMUNITIES SERVED BY CDLFs

CDLFs fill a vital role in the U.S. economy by providing loans to small businesses that are sometimes overlooked or underserved by the larger banking sector, including women-, veteran-, and minority-owned businesses. The SBLF's low-cost capital program provided 51 CDLFs across the country with \$104 million in equity equivalents, helping these CDLFs work with small businesses in their communities to grow and create jobs.

Participating CDLFs are non-profit loan funds, certified by Treasury as Community Development Financial Institutions (CDFIs) that play a critical role in distressed communities that lack access to mainstream financial services. CDLFs engage in activities that include offering microloans to entrepreneurs, providing mezzanine debt to growing small businesses, and financing community facilities like charter schools and health clinics.

Some CDLFs seek to reduce the risks associated with lending in distressed communities through a detailed assessment of a potential borrower's skills and abilities. CDLFs often provide technical assistance or mentoring opportunities for borrowers and, typically, build strong relationships with the organizations and businesses they finance.

For example, the Wisconsin Women's Business Initiative Corporation (WWBIC), a CDLF participating in the SBLF program, offers the following description of providing "access to capital including direct lending: one-on-one business assistance; business education; and financial education programming. Our financing products and development services are open to anyone, but our mission emphasis is women, people of color, and people of lower wealth and incomes -- those most likely to be underserved by traditional financial institutions."

While the missions of CDLFs vary from institution to institution, they usually have an economic or social objective that is focused on the city, community, or region they serve.

For example, Bridgeway Capital in western Pennsylvania states that it is focused on financing "job-creating businesses and product-based businesses in particular (as opposed to service-based)."

The Midwest Minnesota Community Development Corporation (MMCDC) offers an additional example of a

CDLF funded through SBLF. Among its other development projects in Minnesota, the MMCDC has committed to invest \$20 million on the White Earth Reservation by 2020. This initiative is called the White Earth Investment Initiative and it is governed by a predominantly Native American board of directors.

In South Carolina, Charleston's Local Development Corporation (LDC) received funding through the SBLF. This CDLF provides flexible lending to many women- and minority-owned businesses. In general, the LDC provides technical assistance to a borrower prior to originating a loan. LDC originated \$3.9 million in loans between 2008 to 2010, and almost 2,000 loans in the last year alone.

The \$104 million in capital provided to 51 CDLFs through the SBLF can help small businesses in underserved communities—like those supported by the WWBIC, Bridgeway Capital, the MMCDC, and the LDC—access the capital they need to grow and create jobs.

The following lists the 51 CDLFs that received funding through the SBLF:

- Appalachian Community Enterprises, *Cleveland GA*
- Boston Community Loan Fund, *Boston MA*
- Bridgeway Capital, *Pittsburgh PA*
- Building Hope... A Charter School Facilities Fund, *Washington DC*
- California Coastal Rural Development Corporation, *Salinas CA*
- Capital Link, *Boston MA*
- CEN-TEX Certified Development Corporation, *Austin TX*
- Charleston Citywide Local Development Corporation, *Charleston SC*
- Citizen Potawatomi Community Development Corporation, *Shawnee OK*
- Coastal Enterprises, *Wiscasset ME*
- Colorado Enterprise Fund, *Denver CO*
- Common Capital, *Holyoke MA*
- Community First Fund, *Lancaster PA*
- Community Loan Fund of the Capital Region, *Albany NY*
- Community Reinvestment Fund, *Minneapolis MN*
- Community Ventures Corporation, *Lexington KY*
- ECDC Enterprise Development Group, *Arlington VA*
- Economic and Community Development Institute, *Columbus OH*
- Enterprise Community Loan Fund, *Columbia MD*
- Federation of Appalachian Housing Enterprises, *Berea KY*
- Forward Community Investments, *Madison WI*
- Greater New Haven Community Loan Fund, *New Haven CT*

- IFF, *Chicago IL*
- Impact Seven, *Almena WI*
- La Fuerza Unida Community Development Corporation, *East Norwich NY*
- Leviticus 25:23 Alternative Fund, Inc., *Elmsford NY*
- Low Income Investment Fund, *San Francisco CA*
- Lowcountry Housing Trust Incorporated, *North Charleston SC*
- Midwest Minnesota Community Development Corporation, *Detroit Lakes MN*
- Montana Community Development Corporation, *Detroit Lakes MN*
- Mountain BizCapital, *Asheville NC*
- NCB Capital Impact, *Arlington VA*
- Nebraska Enterprise Fund, *Oakland NE*
- Nonprofits Assistance Fund, *Minneapolis MN*
- Northeast South Dakota Economic Corporation, *Sisseton SD*
- Northside Community Development Fund, *Pittsburgh PA*
- OBDC Small Business Finance, *Oakland CA*
- Opportunity Fund Northern California, *San Jose CA*
- Partners for the Common Good, *Washington DC*
- PeopleFund, *Austin TX*
- Primary Care Development Corporation, *New York, NY*
- Rural Community Assistance Corporation, *West Sacramento CA*
- Rural Electric Economic Development, *Madison SC*
- Seedco Financial Services, *New York NY*
- ShoreBank Enterprise Group, Pacific, *Ilwaco WA*
- South Eastern Development Foundation, *Sioux Falls SD*
- The Progress Fund, *Greensburg PA*
- The Reinvestment Fund, *Philadelphia PA*
- Valley Economic Development Center, *Van Nuys CA*
- Vermont Community Loan Fund, *Montpelier VT*
- Wisconsin Women's Business Initiative Corporation, *Milwaukee WI*

CHAPTER THREE: OUTREACH TO POTENTIAL APPLICANTS

To raise awareness of the SBLF program, Treasury initiated 4,600 outreach calls, including calls to 60 percent of potentially qualified community banks and 100 percent of potentially qualified CDLFs. In particular, Treasury initiated calls to over 70 percent of the potentially qualified institutions in states with the largest number and highest concentrations of women-, veteran-, and minority-owned businesses.

Treasury engaged directly with community banks and CDLFs—including those that serve small businesses that are women-owned, veteran-owned, and minority-owned—to build nationwide awareness about the SBLF program.

On December 20, 2010, less than three months after passage of the Act, Treasury published detailed program terms and application materials on the SBLF website.

Treasury hosted or participated in more than 50 industry events, teleconferences, and webinars, including sessions organized by the Independent Community Bankers of America, National Bankers Association, Opportunity Finance Network, National Development Council, and the Interagency Minority Depository Institutions Conference. In addition, as described, Treasury initiated more than 4,600 calls to potentially qualified institutions, including substantially all loan funds certified as Community Development Financial Institutions (CDFIs) by Treasury's CDFI Fund.

The following describes the distribution of the 4,600 outreach calls to the community banks and loan funds that serve states with the largest number, highest percent, and most substantial growth of women-owned, veteran-owned and minority-owned businesses:

Women-Owned Business Communities

- **64.5 percent** of the potentially qualified community banks and CDLFs in **the 10 states with the largest number of women-owned businesses** received calls initiated by Treasury with information about applying for SBLF funding. In total, 1,154 of 1,788 potentially qualified institutions in these states received calls.

These states include: California [1.0 million women-owned businesses], Texas [0.6], New York [0.6], Florida [0.6], Illinois [0.3], Georgia [0.3], Pennsylvania [0.3], Ohio [0.2], Michigan [0.2], and North Carolina [0.2].

- **68.2 percent** of the potentially qualified community banks and CDLFs in **the 10 states with the highest percentage of women-owned businesses** received calls initiated by Treasury with information about applying for SBLF funding. In total, 761 of 1,115 potentially qualified institutions in these states received calls.

These states include: Maryland [32.6% women-owned businesses], New Mexico [31.7%], Hawaii [31.0%], Georgia [30.9%], Illinois [30.5%], New York [30.4%], Michigan [30.4%], California [30.3%], Virginia [30.1%], and the District of Columbia [34.5%].

- **69.0 percent** of the potentially qualified community banks and CDLFs in **the 10 states with the largest percentage increase in women-owned businesses from 2002 to 2007** received calls initiated by Treasury with information about applying for SBLF funding. In total, 596 of 864 potentially qualified institutions in these states received calls about the program.

These states include: Georgia [41.8% growth in women-owned businesses], Florida [32.9%], Nevada [32.9%], Alabama [31.4%], Texas [30.2%], North Carolina [29.7%], South Carolina [29.4%], Mississippi [29.2%], Utah [26.8%], and Delaware [26.7%].

Veteran-Owned Business Communities

- **63.5 percent** of the potentially qualified community banks and CDLFs in **the 10 states with the largest number of veteran-owned businesses** received calls initiated by Treasury with information about applying for SBLF funding. In total, 1,127 of 1,776 potentially qualified institutions in these states received calls.

These states include: California [0.2 million veteran-owned businesses], Texas [0.2], Florida [0.2], New York [0.1], Georgia [0.1], Pennsylvania [0.1], Ohio [0.1], North Carolina [0.1], Illinois [0.1], and Virginia [0.1].

- **70.0 percent** of the potentially qualified community banks and CDLFs in **the 10 states with the highest percentage of veteran-owned businesses** received calls initiated by Treasury with information about applying for SBLF funding. In total, 447 of 639 potentially qualified institutions in these states received calls.

These states include: South Carolina [12.9% veteran-owned businesses], West Virginia [12.6%], Virginia [12.4%], Tennessee [11.9%], Alabama [11.8%], Mississippi [11.6%], Rhode Island [11.1%], Georgia [10.8%], Nevada [10.7%], and North Carolina [10.6%].

Hispanic-Owned Business Communities

- **63.7 percent** of the potentially qualified community banks and CDLFs in **the 10 states with the largest number of Hispanic-owned businesses** received calls initiated by Treasury with information about applying for SBLF funding. In total, 939 of 1,475 potentially qualified institutions in these states received calls.

These states include: California [0.6 million Hispanic-owned businesses], Florida [0.5], Texas [0.4], New York [0.2], New Jersey [0.06], Illinois [0.06], Arizona [0.06], New Mexico [0.03], Colorado [0.03], and Georgia [0.03].

- **64.1 percent** of the potentially qualified community banks and CDLFs in **the 10 states with the highest percentage of Hispanic-owned businesses** received calls initiated by Treasury with information about applying for SBLF funding. In total, 671 of 1,047 potentially qualified institutions in these states received calls.

These states include: New Mexico [23.6% Hispanic-owned businesses], Florida [22.4%], Texas [20.7%], California [16.5%], Arizona [10.7%], New York [9.9%], New Jersey [8.7%], Nevada [8.1%], Colorado [6.2%], and Washington, D.C. [6.1%].

- **66.6 percent** of the potentially qualified community banks and CDLFs in **the 10 states with the largest percentage increase in Hispanic-owned businesses from 2002 to 2007** received calls initiated by Treasury with information about applying for SBLF funding. In total, 500 of 751 potentially qualified institutions in these states received calls about the program.

These states include: Arkansas [159.6% growth in Hispanic-owned businesses], North Carolina [135.5%], Pennsylvania [106.8%], Tennessee [102.9%], South Carolina [97.8%], Nevada [85.1%], Oregon [78.3%], Utah [78.1%], Georgia [77.9%], and Alabama [76.0%].

Black-Owned Business Communities

- **66.6 percent** of the potentially qualified community banks and CDLFs in **the 10 states with the largest number of Black-owned businesses** received calls initiated by Treasury with information about applying for SBLF funding. In total, 1,055 of 1,583 potentially qualified institutions in these states received calls.

These states include: New York [0.2 million Black-owned businesses], Georgia [0.2], Florida [0.2], Texas [0.2], California

[0.1], Illinois [0.1], Maryland [0.1], North Carolina [0.08], Michigan [0.07], and Virginia [0.06].

- **74.0 percent** of the potentially qualified community banks and CDLFs in **the 10 states with the highest percentage of Black-owned businesses** received calls initiated by Treasury with information about applying for SBLF funding. In total, 578 of 781 potentially qualified institutions in these states received calls.

These states include: Washington, D.C. [28.2% Black-owned businesses], Georgia [20.4%], Maryland [19.3%], Mississippi [18.0%], Louisiana [15.9%], Alabama [14.8%], South Carolina [12.1%], North Carolina [10.5%], New York [10.4%], and Virginia [9.9%].

- **65.6 percent** of the potentially qualified community banks and CDLFs in **the 10 states with the largest percentage increase in Black-owned businesses from 2002 to 2007** received calls initiated by Treasury with information about applying for SBLF funding. In total, 644 of 982 potentially qualified institutions in these states received calls about the program.

These states include: Maine [127.2% growth in Black-owned businesses], North Dakota [109.0%], Georgia [103.3%], Nevada [99.7%], Alabama [97.8%], Oregon [81.9%], Pennsylvania [80.6%], Florida [77.8%], Utah [76.3%], and Texas [73.8%].

American Indian- and Alaska Native-Owned Business Communities

- **66.4 percent** of the potentially qualified community banks and CDLFs in **the 10 states with the largest number of American Indian- and Alaska Native-owned businesses** received calls initiated by Treasury with information about applying for SBLF funding. In total, 776 of 1,169 potentially qualified institutions in these states received calls.

These states include: California [0.04 million American Indian- and Alaska Native-owned businesses], Oklahoma [0.02], Texas [0.02], New York [0.01], Florida [0.01], Arizona [0.01], New Mexico [0.01], North Carolina [0.01], Alaska [0.01], and Washington [0.01].

- **66.7 percent** of the potentially qualified community banks and CDLFs in **the 10 states with the highest percentage of American Indian- and Alaska Native-owned businesses** received calls initiated by Treasury with information about applying for SBLF funding. In total, 430 of 645 potentially qualified institutions in these states received calls.

These states include: Alaska [10.0% American Indian- and Alaska Native-owned businesses], Oklahoma [6.3%], New Mexico [5.3%], South Dakota [2.2%], Montana [2.0%], Arizona [1.9%], North Dakota [1.6%], California [1.3%], Hawaii [1.3%], and Washington [1.2%].

- **62.7 percent** of the potentially qualified community banks and CDLFs in **the 10 states with the largest percentage increase in American Indian- and Alaska Native-owned businesses from 2002 to 2007** received calls initiated by Treasury with information about applying for SBLF funding. In total, 525 of 838 potentially qualified institutions in these states received calls about the program.

These states include: Washington [130.5% growth in American Indian and Alaska Native-owned businesses], Hawaii [130.5%], Illinois [74.3%], Nebraska [61.8%], Oregon [61.2%], Arizona [39.3%], Vermont [37.1%], North Carolina [34.9%], Connecticut [34.6%], and Georgia [34.3%].

Native Hawaiian- and Other Pacific Islander-Owned Business Communities

- **87.5 percent** of the potentially qualified community banks and CDLFs in **Hawaii** received calls initiated by Treasury with information about applying for SBLF funding. In total, 7 of 8 potentially qualified institutions in Hawaii received calls.

Asian-Owned Business Communities

- **64.9 percent** of the potentially qualified community banks and CDLFs in **the 10 states with the largest number of Asian-owned businesses** received calls initiated by Treasury with information about applying for SBLF funding. In total, 970 of 1,494 potentially qualified institutions in these states received calls.

These states include: California [0.5 million Asian-owned businesses], New York [0.2], Texas [0.1], New Jersey [0.07], Florida [0.07], Illinois [0.06], Hawaii [0.06], Georgia [0.06], Virginia [0.05], and Washington [0.04].

- **64.3 percent** of the potentially qualified community banks and CDLFs in **the 10 states with the highest percentage of Asian-owned businesses** received calls initiated by Treasury with information about applying for SBLF funding. In total, 650 of 1,011 potentially qualified institutions in these states received calls.

These states include: Hawaii [47.2% Asian-owned businesses], California [14.9%], New York [10.1%], New Jersey

[8.7%], Nevada [7.9%], Virginia [7.0%], Washington [6.8% Asian-owned businesses], Maryland [6.8%], Washington, D.C. [5.9%], and Texas [5.3%].

- **70.9 percent** of the potentially qualified community banks and CDLFs in **the 10 states with the largest percentage increase in Asian-owned businesses from 2002 to 2007** received calls initiated by Treasury with information about applying for SBLF funding. In total, 603 of 851 potentially qualified institutions in these states received calls about the program.

These states include: Nevada [97.7% growth in Asian-owned businesses], Kentucky [71.8%], Georgia [71.7%], Arkansas [65.0%], Utah [64.7%], Alabama [61.8%], Arizona [59.9%], Iowa [58.7%], Delaware [57.8%], and Florida [57.4%].

Table 3.1 - Analysis: State-By-State Outreach Calls to Banks and CDLFs

	Total Businesses	Women-Owned Businesses %	Veteran-Owned Businesses %	Minority-Owned Businesses %	Potentially Eligible Banks & Loan Funds	
					#	% Called
United States Total	27,258,564	28.6%	9.0%	22.0%	4,984	62.3%
Midwest Region	5,548,272	28.0%	8.8%	10.9%	2,097	58.2%
Illinois	1,123,817	30.5%	7.2%	20.4%	354	58.2%
Indiana	482,847	26.8%	9.7%	8.7%	106	61.3%
Iowa	259,931	25.5%	9.2%	3.1%	240	64.6%
Kansas	237,040	27.5%	9.7%	7.7%	218	45.4%
Michigan	816,972	30.4%	8.2%	13.6%	99	83.8%
Minnesota	496,657	26.8%	8.8%	6.4%	252	68.3%
Missouri	501,064	26.1%	9.6%	8.7%	220	54.1%
Nebraska	159,665	25.7%	10.0%	5.5%	134	50.7%
North Dakota	61,546	24.7%	10.0%	3.1%	56	57.1%
Ohio	897,939	27.7%	9.9%	9.2%	173	43.9%
South Dakota	76,997	22.1%	9.5%	3.9%	53	66.0%
Wisconsin	433,797	25.9%	9.1%	6.1%	192	57.3%
Northeast Region	5,112,551	28.7%	8.2%	20.4%	684	59.8%
Connecticut	332,150	28.1%	9.4%	12.4%	48	56.3%
Maine	150,389	25.6%	10.6%	2.4%	31	54.8%
Massachusetts	596,790	29.8%	8.9%	11.6%	141	51.8%
New Hampshire	137,815	25.8%	10.1%	3.5%	22	40.9%
New Jersey	781,622	27.3%	7.9%	25.6%	73	52.1%
New York	1,956,733	30.4%	6.5%	31.2%	164	67.7%
Pennsylvania	981,501	27.0%	9.8%	10.4%	176	63.6%
Rhode Island	96,822	27.3%	11.1%	11.7%	12	75.0%
Vermont	78,729	26.0%	9.2%	1.9%	17	76.5%
South Region	10,092,204	28.5%	10.2%	25.9%	1,653	68.1%
Alabama	382,350	28.1%	11.8%	18.7%	90	80.0%
Arkansas	238,994	24.5%	10.4%	10.4%	84	60.7%
Delaware	74,573	25.9%	10.2%	14.7%	10	70.0%
Florida	2,009,589	28.9%	8.8%	35.2%	112	75.9%
Georgia	901,105	30.9%	10.8%	29.9%	101	81.2%
Kentucky	337,600	25.6%	9.3%	6.1%	151	78.8%
Louisiana	375,808	27.3%	10.2%	22.3%	100	78.0%
Maryland	528,112	32.6%	10.2%	31.7%	57	57.9%
Mississippi	225,977	26.9%	11.6%	20.9%	60	93.3%
North Carolina	798,791	28.2%	10.6%	16.8%	66	71.2%
Oklahoma	333,797	25.3%	10.4%	13.7%	158	63.3%
South Carolina	360,397	27.6%	12.9%	16.2%	40	70.0%
Tennessee	545,348	25.9%	11.9%	12.6%	127	53.5%
Texas	2,164,852	28.2%	9.2%	34.1%	349	58.5%
Virginia	638,643	30.1%	12.4%	22.0%	87	64.4%
District of Columbia	55,887	34.5%	7.2%	41.1%	16	93.8%
West Virginia	120,381	28.0%	12.6%	2.0%	45	53.3%
West Region	6,505,537	29.3%	8.0%	26.6%	550	63.6%
Alaska	68,728	25.9%	10.4%	14.9%	12	91.7%
Arizona	491,529	28.1%	9.8%	17.9%	27	63.0%
California	3,425,510	30.3%	7.0%	37.0%	194	76.3%
Colorado	547,770	29.2%	8.9%	11.4%	66	42.4%
Hawaii	120,374	31.0%	8.5%	62.5%	8	87.5%
Idaho	151,671	23.5%	7.8%	4.5%	13	53.8%
Montana	114,398	24.6%	10.6%	3.8%	50	54.0%
Nevada	221,260	28.6%	10.7%	21.0%	11	45.5%
New Mexico	157,231	31.7%	9.6%	32.3%	35	57.1%
Oregon	348,154	29.7%	9.3%	9.5%	31	80.6%
Utah	246,393	24.9%	7.2%	7.0%	25	40.0%
Washington	551,340	28.6%	8.7%	11.4%	52	63.5%
Wyoming	61,179	25.5%	8.2%	4.5%	26	46.2%

Sources: U.S. Treasury – SBLF Outreach Calls in 2011, U.S. Census Bureau – 2007 Survey of Business Owners

CHAPTER FOUR: SMALL BUSINESS LENDING PLANS SUBMITTED BY PARTICIPATING BANKS AND CDLFs

According to lending plans submitted by participating banks and loan funds, two-thirds belong to or work with associations or organizations that represent women, veteran, or minority communities. Approximately 90 percent of SBLF participants planned to target these communities in upcoming media and outreach campaigns, with more than 80 percent reporting the use of bilingual or multilingual outreach materials.

Treasury required each SBLF applicant to submit a small business lending plan that described its approach to community outreach. Applicants were asked to note in their lending plans the use of print, radio, television, or electronic media outlets that target organizations, trade associations, and individuals that represent, work with, or are women, minorities, or veterans. Treasury further requested that applicants describe plans to provide linguistically and culturally appropriate outreach.

Treasury evaluated all lending plans and considered each institution's experience with small business lending and the extent of their planned community outreach activities. Of the 332 SBLF participants:

- **65 percent** indicated that involvement in local civic and professional organizations was an effective method for communicating their credit offerings to targeted small business, including those owned by women, veterans, and minorities.
- **90 percent** indicated that they plan on executing targeted campaigns to reach women, veteran, or minority business owners.
- **82 percent** indicated that they had produced or plan to produce linguistically and culturally appropriate outreach materials.

The following offers some examples of community outreach opportunities highlighted by participating banks and CDLFs:

- *"Historically, 51% of the borrowers that we serve in this community have been women and 29% African-American."*
- *"The Bank's large capital base and strong ties to the Latino community have helped it grow when many community banks have had to curtail or even shrink their lending portfolios. We expect this additional capital will further support our on-going commitment to providing credit to the business communities which we serve."*
- *"We are also an active member of several organizations that serve the needs of business owners, professionals and non-profit leaders including the Colorado Society of Association Executives, the 20/30 Club and Women's Vision Foundation, an organization targeting professional women in metro Denver... The bank's outreach to women is enforced by its high percentage of women in leadership roles within the company including our CFO, three of the eight Colorado bank presidents and one of three in Arizona."*
- *"We augment our targeted outreach effort with a scholarship program for students to attend business planning programs at Chatham University's Center for Women's Entrepreneurship and Seton Hill University's E-Magnify women's business center. [We] also refer borrowers and potential borrowers to workshops conducted by the Small Business Development Centers located at several local universities as well as the Pittsburgh chapter of SCORE and the Veteran's Entrepreneurship Program at Robert Morris University."*
- *"Our bank is currently pursuing advertising in the ethnic newspapers and magazines in our area to reach a more culturally diverse market, primarily the large Hispanic population located in close proximity."*
- *"The bank has a specific emphasis in the women-owned business sector, and co-hosts annually the 'Women Who Move the City' event which targets businesswomen in all industry categories."*

CHAPTER FIVE: POTENTIAL IMPACT OF SBLF FUNDING ON WOMEN-, VETERAN-, AND MINORITY-OWNED BUSINESSES

The SBLF investments could spur a potential \$2.6 billion increase in lending to women-owned businesses, \$863 million increase in lending to veteran-owned businesses, and \$1.9 billion increase in lending to minority-owned businesses.

This chapter is organized into two sections. Section 5.1 provides maps and data on the potential increase in lending to women-, veteran-, and minority-owned businesses across the four major regions of the United States: Midwest, Northeast, South, and West. Section 5.2 provides more detail on each category of business owners, including information on the potential impact of the SBLF funding on each category of businesses.

SECTION 5.1

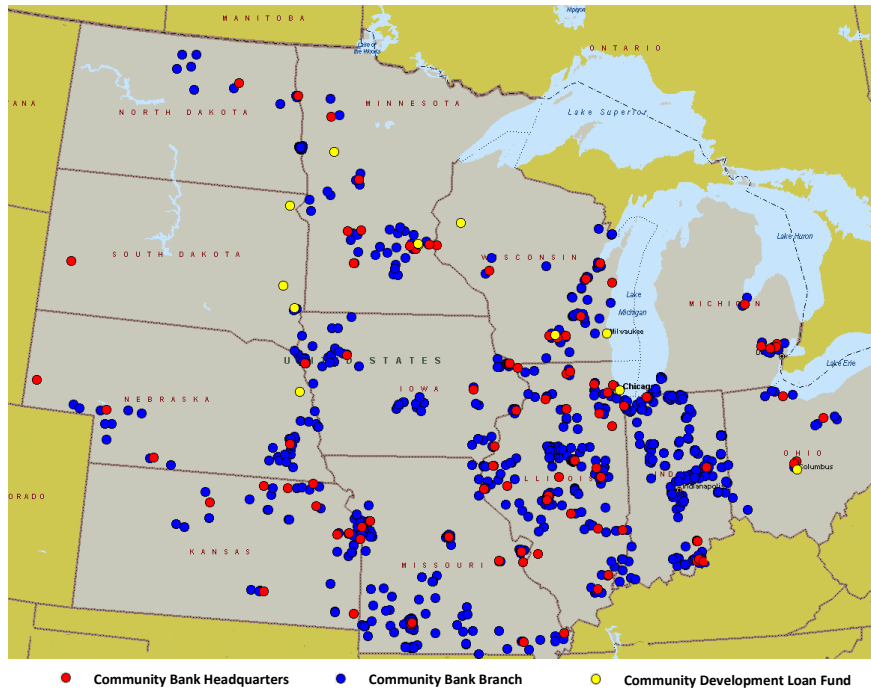
- a. Midwest Region
- b. Northeast Region
- c. South Region
- d. West Region

SECTION 5.2

- a. Women-Owned Businesses
- b. Veteran-Owned Businesses
- c. Hispanic-Owned Businesses
- d. Black-Owned Businesses
- e. American Indian- and Alaska Native-Owned Businesses
- f. Native Hawaiian- and Other Pacific Islander-Owned Businesses
- g. Asian-Owned Businesses

SECTION 5.1(a): MIDWEST REGION

Map 5.1(a): Participating Banks, Branches, and CDLFs in the Midwest



Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits

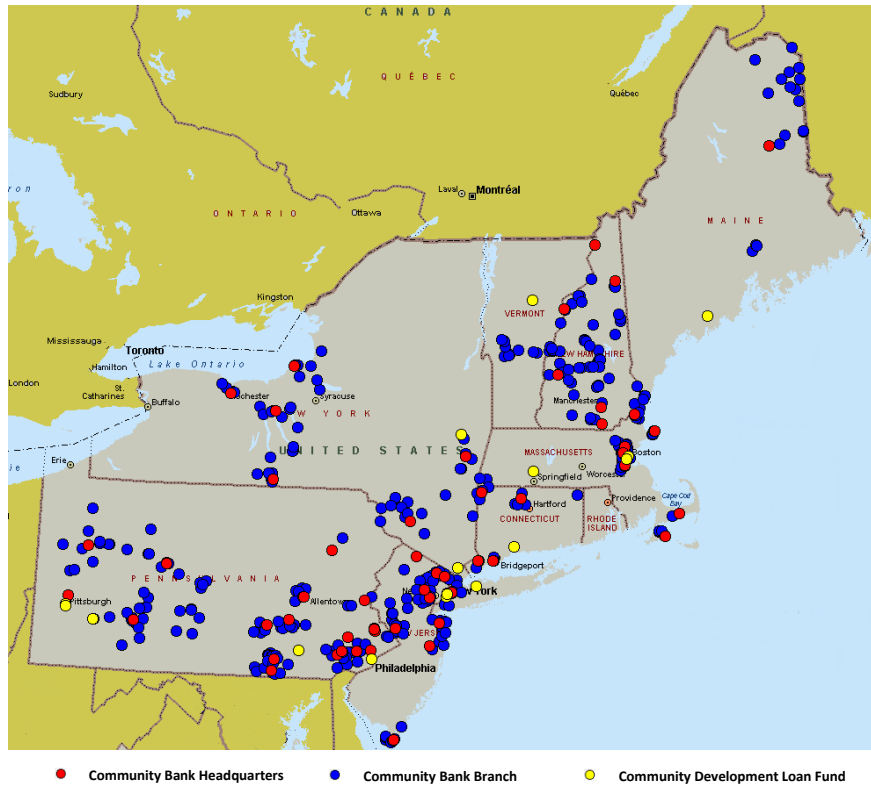
Analysis 5.1(a): Potential Increase in Small Business Lending to Women-, Veteran-, and Minority-Owned Businesses in the Midwest

	Locations of Participating Institutions #	Potential Lending Increase (millions)	Women-Owned Businesses		Veteran-Owned Businesses		Minority-Owned Businesses	
			Potential Lending Increase %	Potential Lending Increase \$	Potential Lending Increase %	Potential Lending Increase \$	Potential Lending Increase %	Potential Lending Increase \$
United States Total	3,053	\$9,259.8	28.1%	\$2,600.7	9.3%	\$863.4	20.4%	\$1,884.8
Midwest Region	971	\$2,100.0	27.4%	\$575.3	8.9%	\$186.6	10.0%	\$209.1
Illinois	251	\$435.6	30.5%	\$132.8	7.2%	\$31.4	20.4%	\$88.9
Indiana	214	\$240.3	26.8%	\$64.4	9.7%	\$23.3	8.7%	\$20.9
Iowa	78	\$192.9	25.5%	\$49.2	9.2%	\$17.7	3.1%	\$6.0
Kansas	60	\$90.4	27.5%	\$24.9	9.7%	\$8.8	7.7%	\$7.0
Michigan	27	\$168.5	30.4%	\$51.2	8.2%	\$13.8	13.6%	\$22.9
Minnesota	46	\$189.5	26.8%	\$50.8	8.8%	\$16.7	6.4%	\$12.1
Missouri	148	\$245.7	26.1%	\$64.1	9.6%	\$23.6	8.7%	\$21.4
Nebraska	39	\$62.4	25.7%	\$16.0	10.0%	\$6.2	5.5%	\$3.4
North Dakota	27	\$140.0	24.7%	\$34.6	10.0%	\$14.0	3.1%	\$4.3
Ohio	16	\$71.4	27.7%	\$19.8	9.9%	\$7.1	9.2%	\$6.6
South Dakota	10	\$19.6	22.1%	\$4.3	9.5%	\$1.9	3.9%	\$0.8
Wisconsin	55	\$243.9	25.9%	\$63.2	9.1%	\$22.2	6.1%	\$14.9

Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits, U.S. Census Bureau – 2007 Survey of Business Owners

SECTION 5.1(b): NORTHEAST REGION

Map 5.1(b): Participating Banks, Branches, and CDLFs in the Northeast



Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits

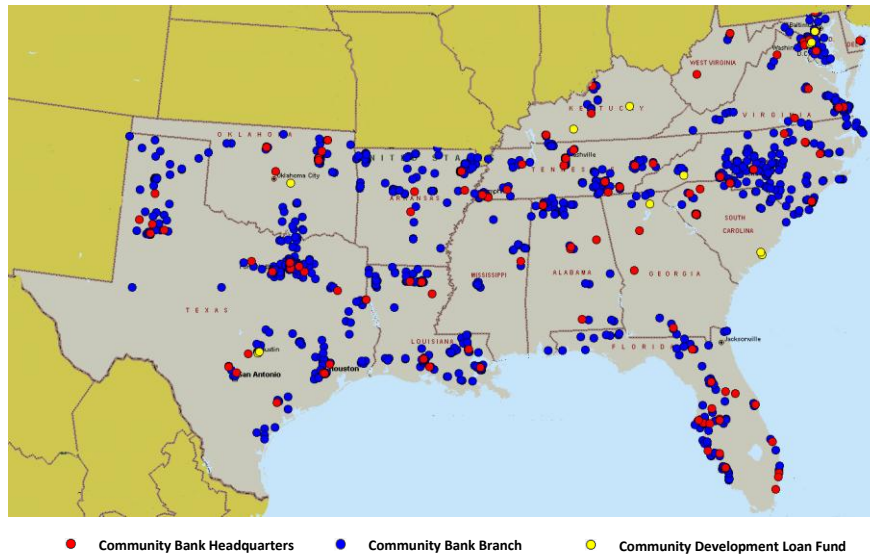
Analysis 5.1(b): Potential Increase in Small Business Lending to Women-, Veteran-, and Minority-Owned Businesses in the Northeast

Locations of Participating Institutions #	Potential Lending Increase (millions)	Women-Owned Businesses		Veteran-Owned Businesses		Minority-Owned Businesses		
		Potential Lending Increase %	Potential Lending Increase \$	Potential Lending Increase %	Potential Lending Increase \$	Potential Lending Increase %	Potential Lending Increase \$	
United States Total	3,053	\$9,259.8	28.1%	\$2,600.7	9.3%	\$863.4	20.4%	\$1,884.8
Northeast Region	481	\$1,197.7	28.0%	\$335.4	8.8%	\$105.1	15.7%	\$188.0
Connecticut	19	\$43.9	28.1%	\$12.3	9.4%	\$4.1	12.4%	\$5.4
Maine	20	\$48.0	25.6%	\$12.3	10.6%	\$5.1	2.4%	\$1.2
Massachusetts	56	\$197.8	29.8%	\$58.9	8.9%	\$17.6	11.6%	\$22.9
New Hampshire	71	\$159.2	25.8%	\$41.1	10.1%	\$16.1	3.5%	\$5.6
New Jersey	81	\$167.5	27.3%	\$45.7	7.9%	\$13.2	25.6%	\$42.9
New York	68	\$240.5	30.4%	\$73.1	6.5%	\$15.6	31.2%	\$75.0
Pennsylvania	155	\$335.5	27.0%	\$90.6	9.8%	\$32.9	10.4%	\$34.9
Rhode Island	0	\$0.0	27.3%	\$0.0	11.1%	\$0.0	11.7%	\$0.0
Vermont	11	\$5.3	26.0%	\$1.4	9.2%	\$0.5	1.9%	\$0.1

Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits, U.S. Census Bureau – 2007 Survey of Business Owners

SECTION 5.1(c): SOUTH REGION

Map 5.1(c): Participating Banks, Branches, and CDLFs in the South



Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits

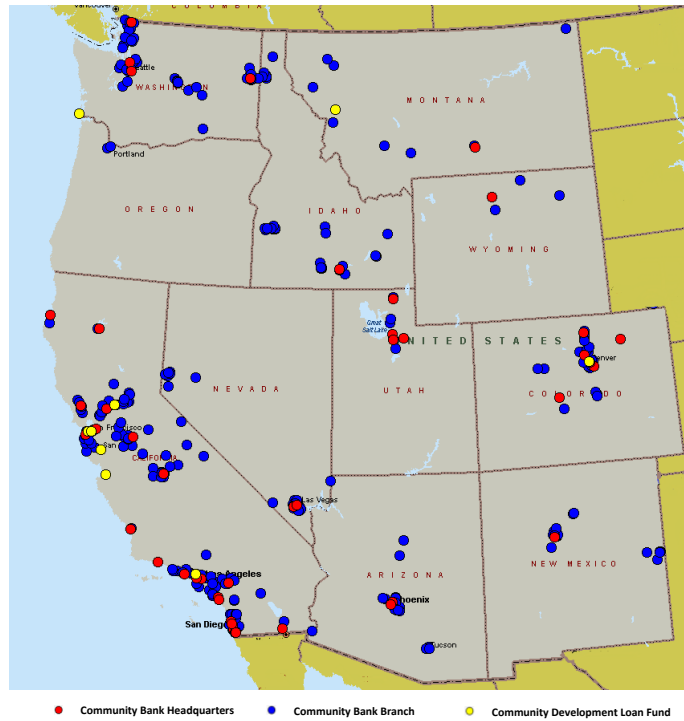
Analysis 5.1(c): Potential Increase in Small Business Lending to Women-, Veteran-, and Minority-Owned Businesses in the South

	Locations of Participating Institutions #	Potential Lending Increase (millions)	Women-Owned Businesses		Veteran-Owned Businesses		Minority-Owned Businesses	
			Potential Lending Increase %	Potential Lending Increase \$	Potential Lending Increase %	Potential Lending Increase \$	Potential Lending Increase %	Potential Lending Increase \$
United States Total	3,053	\$9,259.8	28.1%	\$2,600.7	9.3%	\$863.4	20.4%	\$1,884.8
South Region	1,155	\$4,278.3	28.1%	\$1,203.1	10.2%	\$437.5	25.1%	\$1,074.2
Alabama	59	\$321.1	28.1%	\$90.2	11.8%	\$37.9	18.7%	\$60.0
Arkansas	89	\$211.7	24.5%	\$51.9	10.4%	\$22.0	10.4%	\$22.0
Delaware	2	\$15.0	25.9%	\$3.9	10.2%	\$1.5	14.7%	\$2.2
Florida	105	\$388.1	28.9%	\$112.2	8.8%	\$34.1	35.2%	\$136.6
Georgia	15	\$41.0	30.9%	\$12.7	10.8%	\$4.4	29.9%	\$12.3
Kentucky	24	\$59.4	25.6%	\$15.2	9.3%	\$5.5	6.1%	\$3.6
Louisiana	122	\$569.3	27.3%	\$155.4	10.2%	\$58.1	22.3%	\$126.9
Maryland	43	\$216.0	32.6%	\$70.4	10.2%	\$22.0	31.7%	\$68.5
Mississippi	21	\$36.5	26.9%	\$9.8	11.6%	\$4.2	20.9%	\$7.6
North Carolina	141	\$186.6	28.2%	\$52.6	10.6%	\$19.8	16.8%	\$31.3
Oklahoma	47	\$226.7	25.3%	\$57.4	10.4%	\$23.6	13.7%	\$31.1
South Carolina	25	\$75.1	27.6%	\$20.7	12.9%	\$9.7	16.2%	\$12.2
Tennessee	100	\$284.4	25.9%	\$73.7	11.9%	\$33.8	12.6%	\$35.8
Texas	272	\$1,202.2	28.2%	\$339.0	9.2%	\$110.6	34.1%	\$410.0
Virginia	73	\$332.3	30.1%	\$100.0	12.4%	\$41.2	22.0%	\$73.1
District of Columbia	11	\$99.0	34.5%	\$34.2	7.2%	\$7.1	41.1%	\$40.7
West Virginia	6	\$14.0	28.0%	\$3.9	12.6%	\$1.8	2.0%	\$0.3

Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits, U.S. Census Bureau – 2007 Survey of Business Owners

SECTION 5.1(d): WEST REGION

Map 5.1(d): Participating Banks, Branches, and CDLFs in the West



Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits

Analysis 5.1(d): Potential Increase in Small Business Lending to Women-, Veteran-, and Minority-Owned Businesses in the West

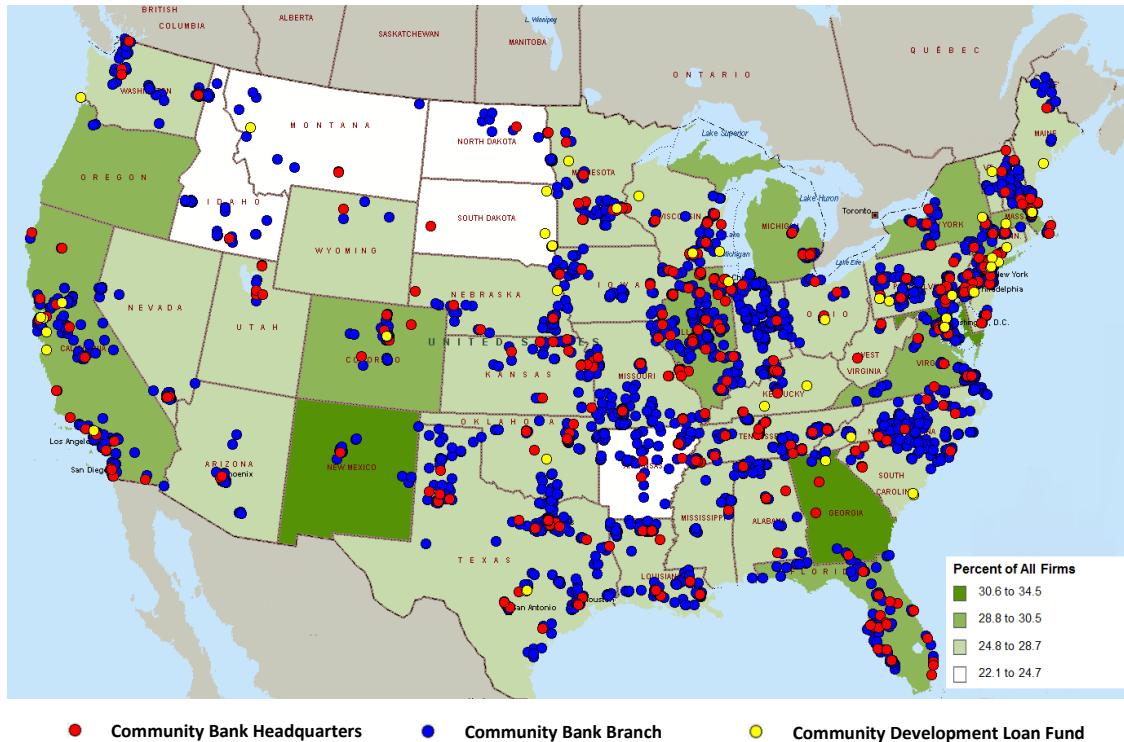
	Locations of Participating Institutions #	Potential Lending Increase (millions)	Women-Owned Businesses		Veteran-Owned Businesses		Minority-Owned Businesses	
			Potential Lending Increase %	Potential Lending Increase \$	Potential Lending Increase %	Potential Lending Increase \$	Potential Lending Increase %	Potential Lending Increase \$
United States Total	3,053	\$9,259.8	28.1%	\$2,600.7	9.3%	\$863.4	20.4%	\$1,884.8
West Region	446	\$1,683.8	28.9%	\$486.9	8.0%	\$134.2	24.6%	\$413.4
Alaska	0	\$0.0	25.9%	\$0.0	10.4%	\$0.0	14.9%	\$0.0
Arizona	33	\$89.1	28.1%	\$25.0	9.8%	\$8.7	17.9%	\$15.9
California	186	\$822.0	30.3%	\$249.1	7.0%	\$57.5	37.0%	\$304.1
Colorado	42	\$165.0	29.2%	\$48.2	8.9%	\$14.7	11.4%	\$18.8
Hawaii	0	\$0.0	31.0%	\$0.0	8.5%	\$0.0	62.5%	\$0.0
Idaho	36	\$69.9	23.5%	\$16.4	7.8%	\$5.5	4.5%	\$3.1
Montana	11	\$26.3	24.6%	\$6.5	10.6%	\$2.8	3.8%	\$1.0
Nevada	32	\$117.5	28.6%	\$33.6	10.7%	\$12.6	21.0%	\$24.7
New Mexico	18	\$40.6	31.7%	\$12.9	9.6%	\$3.9	32.3%	\$13.1
Oregon	2	\$3.3	29.7%	\$1.0	9.3%	\$0.3	9.5%	\$0.3
Utah	9	\$142.5	24.9%	\$35.5	7.2%	\$10.3	7.0%	\$10.0
Washington	73	\$187.7	28.6%	\$53.7	8.7%	\$16.3	11.4%	\$21.4
Wyoming	4	\$20.0	25.5%	\$5.1	8.2%	\$1.6	4.5%	\$0.9

Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits, U.S. Census Bureau – 2007 Survey of Business Owners

SECTION 5.2(a): WOMEN-OWNED BUSINESSES

Nationwide, the investments made through the SBLF could spur a potential **\$2.6 billion increase** in lending to women-owned businesses through the community banks and CDLFs in their local communities.

Map 5.2(a): Percent of Women-Owned Businesses in Each State Overlaid with SBLF Participant Locations



Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits, U.S. Census Bureau – 2007 Survey of Business Owners

The following details findings on women-owned businesses released on December 7, 2010 based on the data collected in the Census Bureau’s most recent Survey of Business Owners (2007 SBO):

- There were 7.8 million women-owned businesses, which accounted for 28.6% of all businesses in the United States. These businesses generated \$1.2 trillion in receipts.
- From 2002 to 2007, the number of women-owned businesses grew by 20.1%.
- 88.3% of these businesses were non-employer firms, with average receipts of \$26,486.
- 11.7% of these businesses had employees and average receipts of \$1.1 million.
- Approximately, 7.6 million people worked for the 910,761 women-owned businesses with employees. The total payroll for these employees was \$217.6 billion.

The Act defines small business lending to include certain loans⁶ of up to \$10 million to businesses with up to \$50 million in annual sales. The substantial majority of women-owned businesses (98.2 percent) report less than \$1 million in annual

⁶ These loans are defined to include: (i) commercial and industrial loans, (ii) nonfarm, nonresidential real estate loans, (iii) loans to finance agricultural production, and (iv) loans secured by farmland.

sales. Even the top 1.8 percent of these businesses average \$5.9 million in annual receipts, well under the \$50 million threshold for qualified small business lending under the SBLF program.

With respect to the geography and concentration of women-owned businesses, the data from the 2007 SBO states that, “the percentage of women-owned businesses was fairly constant from state-to-state. In every state, women owned at least a fifth of the businesses and the percentage exceeded 30 percent in several states” (U.S. Census Bureau, Press Release, December 7, 2010). Similarly, the funding provided to community banks and CDLFs through the SBLF is dispersed across 332 lending institutions with over 3,000 locations serving small businesses in almost every state. While there are concentrations of women-owned businesses in certain geographic areas, those concentrations mostly follow the general population distribution.

Across industry sectors, there are certain concentrations of women-owned businesses. According to the 2007 SBO, women-owned businesses accounted for:

- 52.0% of all businesses in health care and social assistance;
- 45.9% of all businesses in educational services;
- 37.0% of all businesses in administration and support and waste management and remediation services;
- 34.4% of all businesses in retail trade; and
- 30.4% of all businesses in arts, entertainment, and recreation.

Loans made to the substantial majority of small businesses in the sectors listed above may be eligible for inclusion in the ‘commercial and industrial loan’ category under the Act’s definition of small business lending.

According to the 2007 SBO, the top five concentrations of women-owned businesses – 67.9 percent of 7.8 million firms – include the following sectors:

- 16.1 % in repair and maintenance, and personal laundry services;
- 15.8% in health care and social assistance;
- 14.1% in professional, scientific, and technical services;
- 11.8% in retail trade; and
- 10.1% in administrative and support and waste management and remediation services.

Analysis 5.2(a): Potential Increase in Small Business Lending to Women-Owned Businesses in Each State

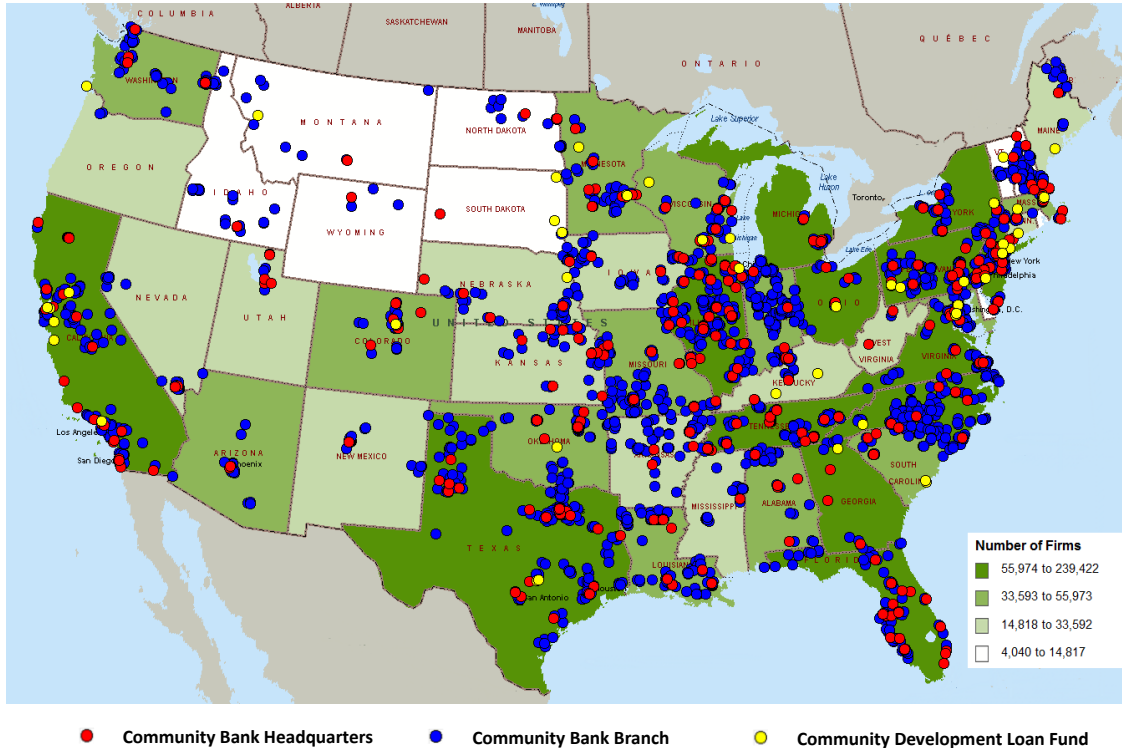
	Number of Participating Institutions	Locations of Participating Institutions	Potential Lending Increase (millions)	Total Businesses	Women-Owned Businesses		
					#	Potential Lending Increase %	Potential Lending Increase \$
United States Total	332	3,053	\$9,259.8	27,258,564	7,798,928	28.1%	\$2,600.7
Midwest Region	89	971	\$2,100.0	5,548,272	1,551,308	27.4%	\$575.3
Illinois	21	251	\$435.6	1,123,817	343,117	30.5%	\$132.8
Indiana	6	214	\$240.3	482,847	129,559	26.8%	\$64.4
Iowa	4	78	\$192.9	259,931	66,270	25.5%	\$49.2
Kansas	9	60	\$90.4	237,040	65,235	27.5%	\$24.9
Michigan	5	27	\$168.5	816,972	248,426	30.4%	\$51.2
Minnesota	9	46	\$189.5	496,657	133,172	26.8%	\$50.8
Missouri	7	148	\$245.7	501,064	130,741	26.1%	\$64.1
Nebraska	5	39	\$62.4	159,665	41,004	25.7%	\$16.0
North Dakota	2	27	\$140.0	61,546	15,239	24.7%	\$34.6
Ohio	5	16	\$71.4	897,939	249,062	27.7%	\$19.8
South Dakota	5	10	\$19.6	76,997	17,081	22.1%	\$4.3
Wisconsin	11	55	\$243.9	433,797	112,402	25.9%	\$63.2
Northeast Region	69	481	\$1,197.7	5,112,551	1,465,633	28.0%	\$335.4
Connecticut	4	19	\$43.9	332,150	93,487	28.1%	\$12.3
Maine	2	20	\$48.0	150,389	38,495	25.6%	\$12.3
Massachusetts	12	56	\$197.8	596,790	178,172	29.8%	\$58.9
New Hampshire	6	71	\$159.2	137,815	35,620	25.8%	\$41.1
New Jersey	10	81	\$167.5	781,622	213,418	27.3%	\$45.7
New York	12	68	\$240.5	1,956,733	594,421	30.4%	\$73.1
Pennsylvania	22	155	\$335.5	981,501	265,132	27.0%	\$90.6
Rhode Island	0	0	\$0.0	96,822	26,431	27.3%	\$0.0
Vermont	1	11	\$5.3	78,729	20,457	26.0%	\$1.4
South Region	121	1,155	\$4,278.3	10,092,204	2,873,380	28.1%	\$1,203.1
Alabama	5	59	\$321.1	382,350	107,499	28.1%	\$90.2
Arkansas	5	89	\$211.7	238,994	58,588	24.5%	\$51.9
Delaware	1	2	\$15.0	74,573	19,435	25.9%	\$3.9
Florida	17	105	\$388.1	2,009,589	581,045	28.9%	\$112.2
Georgia	4	15	\$41.0	901,105	278,287	30.9%	\$12.7
Kentucky	5	24	\$59.4	337,600	86,444	25.6%	\$15.2
Louisiana	7	122	\$569.3	375,808	102,790	27.3%	\$155.4
Maryland	5	43	\$216.0	528,112	172,241	32.6%	\$70.4
Mississippi	1	21	\$36.5	225,977	60,869	26.9%	\$9.8
North Carolina	9	141	\$186.6	798,791	225,522	28.2%	\$52.6
Oklahoma	8	47	\$226.7	333,797	84,399	25.3%	\$57.4
South Carolina	5	25	\$75.1	360,397	99,454	27.6%	\$20.7
Tennessee	14	100	\$284.4	545,348	141,379	25.9%	\$73.7
Texas	22	272	\$1,202.2	2,164,852	610,162	28.2%	\$339.0
Virginia	8	73	\$332.3	638,643	192,194	30.1%	\$100.0
District of Columbia	3	11	\$99.0	55,887	19,286	34.5%	\$34.2
West Virginia	2	6	\$14.0	120,381	33,786	28.0%	\$3.9
West Region	53	446	\$1,683.8	6,505,537	1,908,607	28.9%	\$486.9
Alaska	0	0	\$0.0	68,728	17,822	25.9%	\$0.0
Arizona	0	33	\$89.1	491,529	138,121	28.1%	\$25.0
California	30	186	\$822.0	3,425,510	1,039,484	30.3%	\$249.1
Colorado	7	42	\$165.0	547,770	160,080	29.2%	\$48.2
Hawaii	0	0	\$0.0	120,374	37,373	31.0%	\$0.0
Idaho	1	36	\$69.9	151,671	35,602	23.5%	\$16.4
Montana	2	11	\$26.3	114,398	28,128	24.6%	\$6.5
Nevada	3	32	\$117.5	221,260	63,379	28.6%	\$33.6
New Mexico	0	18	\$40.6	157,231	49,889	31.7%	\$12.9
Oregon	0	2	\$3.3	348,154	103,617	29.7%	\$1.0
Utah	4	9	\$142.5	246,393	61,467	24.9%	\$35.5
Washington	5	73	\$187.7	551,340	158,036	28.6%	\$53.7
Wyoming	1	4	\$20.0	61,179	15,609	25.5%	\$5.1

Sources: U.S. Treasury – September 28, 2011 SBL Transactions Report, FDIC – June 2010 Survey of Deposits, U.S. Census Bureau – 2007 Survey of Business Owners

SECTION 5.2(b): VETERAN-OWNED BUSINESSES

Nationwide, the investments made through the SBLF could spur a potential **\$863 million increase** in lending to veteran-owned businesses through the community banks and CDLFs in their local communities.

Map 5.2(b): Number of Veteran-Owned Businesses in Each State Overlaid with SBLF Participant Locations



Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits, U.S. Census Bureau – 2007 Survey of Business Owners

The following details findings on veteran-owned businesses released on May 17, 2011 based on the data collected in the Census Bureau’s most recent Survey of Business Owners (2007 SBO):

- There were 2.4 million veteran-owned businesses, which accounted for 9.0% of all businesses in the United States. These businesses generated \$1.2 trillion in receipts.
- 79.9% of these businesses were non-employer firms, with average receipts of \$47,931.
- 20.1% of these businesses had employees and average receipts of \$2.3 million.
- Approximately, 5.8 million people worked for the 491,344 veteran-owned businesses with employees. The total payroll for these employees was \$210.0 billion.

The Act defines small business lending as certain loans⁷ up to \$10 million to businesses with up to \$50 million in annual sales. The substantial majority of veteran-owned businesses (95.2 percent) report less than \$1 million in annual sales. Even the top 4.8 percent of these businesses average \$8.7 million in annual receipts, well under the \$50 million threshold for qualified small business lending under the SBLF program.

⁷ These loans are defined to include: (i) commercial and industrial loans, (ii) nonfarm, nonresidential real estate loans, (iii) loans to finance agricultural production, and (iv) loans secured by farmland.

With respect to the data on veteran-owned businesses, the 2007 SBO states that, “veteran-owned businesses make a valuable contribution to our economy, but until now, we did not have a benchmark that measured their role. This is the first time that we can estimate the total number of veteran-owned businesses.” (U.S. Census Bureau, Press Release, May 17, 2011).

Across industry sectors, there are certain concentrations of veteran-owned businesses. According to the 2007 SBO, veteran owned businesses accounted for:

- 13.2% of all businesses in finance and insurance;
- 12.7% of all businesses in transportation and warehousing;
- 12.4% of all businesses in mining, quarrying, and oil and gas extraction;
- 11.1% of all businesses in construction; and
- 10.9% of all businesses in professional, scientific, and technical services.

Loans made to the substantial majority of small businesses in the sectors listed above may be eligible for inclusion in the ‘commercial and industrial loan’ category under the Act’s definition of small business lending.

According to the 2007 SBO, the top five concentrations of veteran-owned businesses – 59.3 percent of 2.4 million firms – include the following sectors:

- 16.9% in professional, scientific, and technical services;
- 15.5% in construction;
- 9.9% in repair and maintenance, and personal and laundry services;
- 8.9% in real estate and rental and leasing; and
- 8.1% in retail trade.

Analysis 5.2(b): Potential Increase in Small Business Lending to Veteran-Owned Businesses in Each State

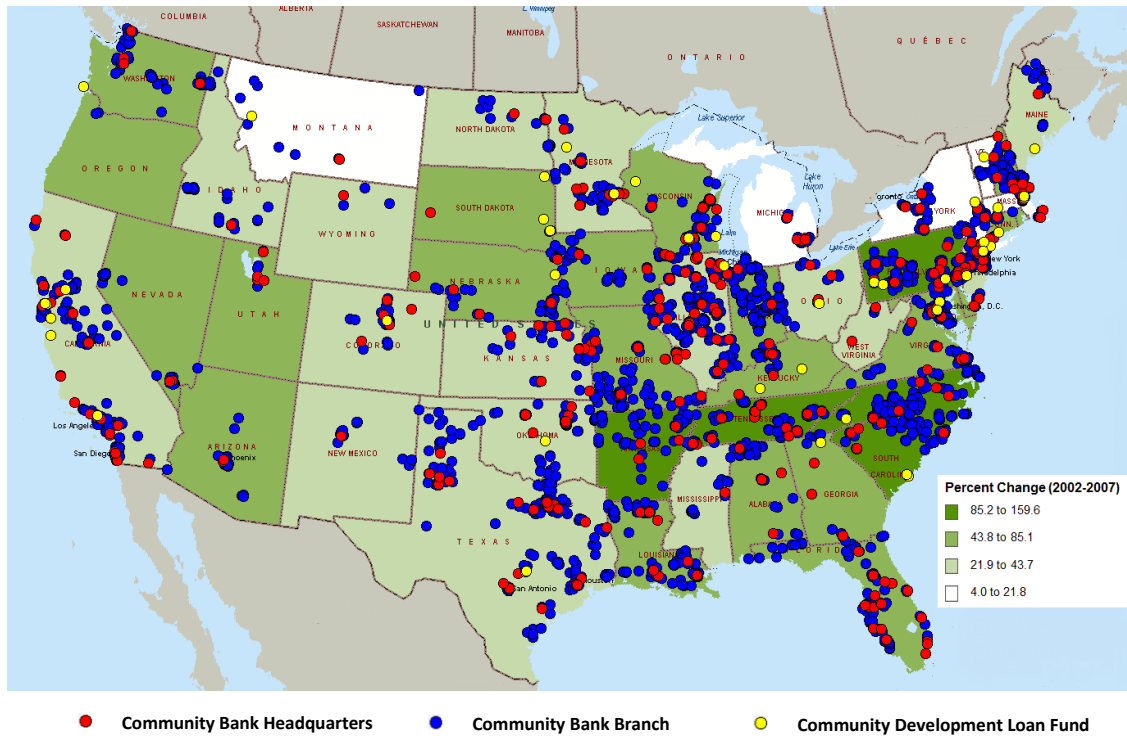
	Number of Participating Institutions #	Locations of Participating Institutions #	Potential Lending Increase (millions)	Total Businesses #	Veteran-Owned Businesses		
					#	Potential Lending Increase %	Potential Lending Increase \$
United States Total	332	3,053	\$9,259.8	27,258,564	2,456,925	9.3%	\$863.4
Midwest Region	89	971	\$2,100.0	5,548,272	489,725	8.9%	\$186.6
Illinois	21	251	\$435.6	1,123,817	80,612	7.2%	\$31.4
Indiana	6	214	\$240.3	482,847	46,772	9.7%	\$23.3
Iowa	4	78	\$192.9	259,931	23,867	9.2%	\$17.7
Kansas	9	60	\$90.4	237,040	22,898	9.7%	\$8.8
Michigan	5	27	\$168.5	816,972	66,739	8.2%	\$13.8
Minnesota	9	46	\$189.5	496,657	43,484	8.8%	\$16.7
Missouri	7	148	\$245.7	501,064	48,103	9.6%	\$23.6
Nebraska	5	39	\$62.4	159,665	15,933	10.0%	\$6.2
North Dakota	2	27	\$140.0	61,546	6,136	10.0%	\$14.0
Ohio	5	16	\$71.4	897,939	88,569	9.9%	\$7.1
South Dakota	5	10	\$19.6	76,997	7,302	9.5%	\$1.9
Wisconsin	11	55	\$243.9	433,797	39,310	9.1%	\$22.2
Northeast Region	69	481	\$1,197.7	5,112,551	417,466	8.8%	\$105.1
Connecticut	4	19	\$43.9	332,150	31,366	9.4%	\$4.1
Maine	2	20	\$48.0	150,389	15,946	10.6%	\$5.1
Massachusetts	12	56	\$197.8	596,790	53,299	8.9%	\$17.6
New Hampshire	6	71	\$159.2	137,815	13,921	10.1%	\$16.1
New Jersey	10	81	\$167.5	781,622	61,767	7.9%	\$13.2
New York	12	68	\$240.5	1,956,733	127,156	6.5%	\$15.6
Pennsylvania	22	155	\$335.5	981,501	96,066	9.8%	\$32.9
Rhode Island	0	0	\$0.0	96,822	10,713	11.1%	\$0.0
Vermont	1	11	\$5.3	78,729	7,232	9.2%	\$0.5
South Region	121	1,155	\$4,278.3	10,092,204	1,029,957	10.2%	\$437.5
Alabama	5	59	\$321.1	382,350	45,085	11.8%	\$37.9
Arkansas	5	89	\$211.7	238,994	24,847	10.4%	\$22.0
Delaware	1	2	\$15.0	74,573	7,616	10.2%	\$1.5
Florida	17	105	\$388.1	2,009,589	176,727	8.8%	\$34.1
Georgia	4	15	\$41.0	901,105	97,692	10.8%	\$4.4
Kentucky	5	24	\$59.4	337,600	31,468	9.3%	\$5.5
Louisiana	7	122	\$569.3	375,808	38,286	10.2%	\$58.1
Maryland	5	43	\$216.0	528,112	54,042	10.2%	\$22.0
Mississippi	1	21	\$36.5	225,977	26,125	11.6%	\$4.2
North Carolina	9	141	\$186.6	798,791	84,350	10.6%	\$19.8
Oklahoma	8	47	\$226.7	333,797	34,738	10.4%	\$23.6
South Carolina	5	25	\$75.1	360,397	46,445	12.9%	\$9.7
Tennessee	14	100	\$284.4	545,348	64,657	11.9%	\$33.8
Texas	22	272	\$1,202.2	2,164,852	199,476	9.2%	\$110.6
Virginia	8	73	\$332.3	638,643	79,248	12.4%	\$41.2
District of Columbia	3	11	\$99.0	55,887	4,040	7.2%	\$7.1
West Virginia	2	6	\$14.0	120,381	15,115	12.6%	\$1.8
West Region	53	446	\$1,683.8	6,505,537	519,777	8.0%	\$134.2
Alaska	0	0	\$0.0	68,728	7,155	10.4%	\$0.0
Arizona	0	33	\$89.1	491,529	48,039	9.8%	\$8.7
California	30	186	\$822.0	3,425,510	239,422	7.0%	\$57.5
Colorado	7	42	\$165.0	547,770	48,833	8.9%	\$14.7
Hawaii	0	0	\$0.0	120,374	10,288	8.5%	\$0.0
Idaho	1	36	\$69.9	151,671	11,808	7.8%	\$5.5
Montana	2	11	\$26.3	114,398	12,141	10.6%	\$2.8
Nevada	3	32	\$117.5	221,260	23,656	10.7%	\$12.6
New Mexico	0	18	\$40.6	157,231	15,157	9.6%	\$3.9
Oregon	0	2	\$3.3	348,154	32,445	9.3%	\$0.3
Utah	4	9	\$142.5	246,393	17,716	7.2%	\$10.3
Washington	5	73	\$187.7	551,340	48,077	8.7%	\$16.3
Wyoming	1	4	\$20.0	61,179	5,040	8.2%	\$1.6

Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits, U.S. Census Bureau – 2007 Survey of Business Owners

SECTION 5.2(c): HISPANIC-OWNED BUSINESSES

Nationwide, the investments made through the SBLF could spur a potential **\$700 million increase** in lending to Hispanic-owned businesses through the community banks and CDLFs in their local communities.

Map 5.2(c): Percentage Growth of Hispanic-Owned Businesses in Each State Overlaid with SBLF Participant Locations



Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits, U.S. Census Bureau – 2007 Survey of Business Owners

The following details findings on Hispanic-owned businesses released on September 21, 2010 based on the data collected in the Census Bureau’s most recent Survey of Business Owners (2007 SBO):

- There were 2.3 million Hispanic-owned businesses, which accounted for 8.3% of all businesses in the United States. These businesses generated \$345.2 billion in receipts.
- From 2002 to 2007, the number of Hispanic-owned businesses grew by 43.7%.
- 89.0% of these businesses were non-employer firms, with average receipts of \$33,321
- 11.0% of these businesses had employees and average receipts of \$1.1 million.
- Approximately, 1.9 million people worked for the 249,168 Hispanic-owned businesses with employees. The total payroll for these employees was \$54.6 billion.

The Act defines small business lending as certain loans⁸ up to \$10 million to businesses with up to \$50 million in annual sales. The substantial majority of Hispanic-owned businesses (98.1 percent) report less than \$1 million in annual sales. Even the top 1.9 percent of these businesses average \$5.2 million in annual receipts, well under the \$50 million threshold for qualified small business lending under the SBLF program.

⁸ These loans are defined to include: (i) commercial and industrial loans, (ii) nonfarm, nonresidential real estate loans, (iii) loans to finance agricultural production, and (iv) loans secured by farmland.

Across industry sectors, there are certain concentrations of Hispanic-owned businesses. According to the 2007 SBO, Hispanic-owned businesses accounted for:

- 16.0% of all businesses in transportation and warehousing;
- 14.8% of all businesses in administration and support and waste management and remediation services;
- 10.0% of all businesses in construction; and
- 9.9% of all businesses in health care and social assistance.

Loans made to the substantial majority of small businesses in the sectors listed above may be eligible for inclusion in the 'commercial and industrial loan' category under the Act's definition of small business lending.

According to the 2007 SBO, the top five concentrations of Hispanic-owned businesses – 63.2 percent of 2.3 million firms – include the following sectors:

- 15.1% in construction;
- 14.9% in repair and maintenance, and personal and laundry services;
- 13.9% in administrative and support and waste management and remediation services;
- 10.4% in health care and social assistance; and
- 8.9% in transportation and warehousing.

Analysis 5.2(c): Potential Increase in Small Business Lending to Hispanic-Owned Businesses in Each State

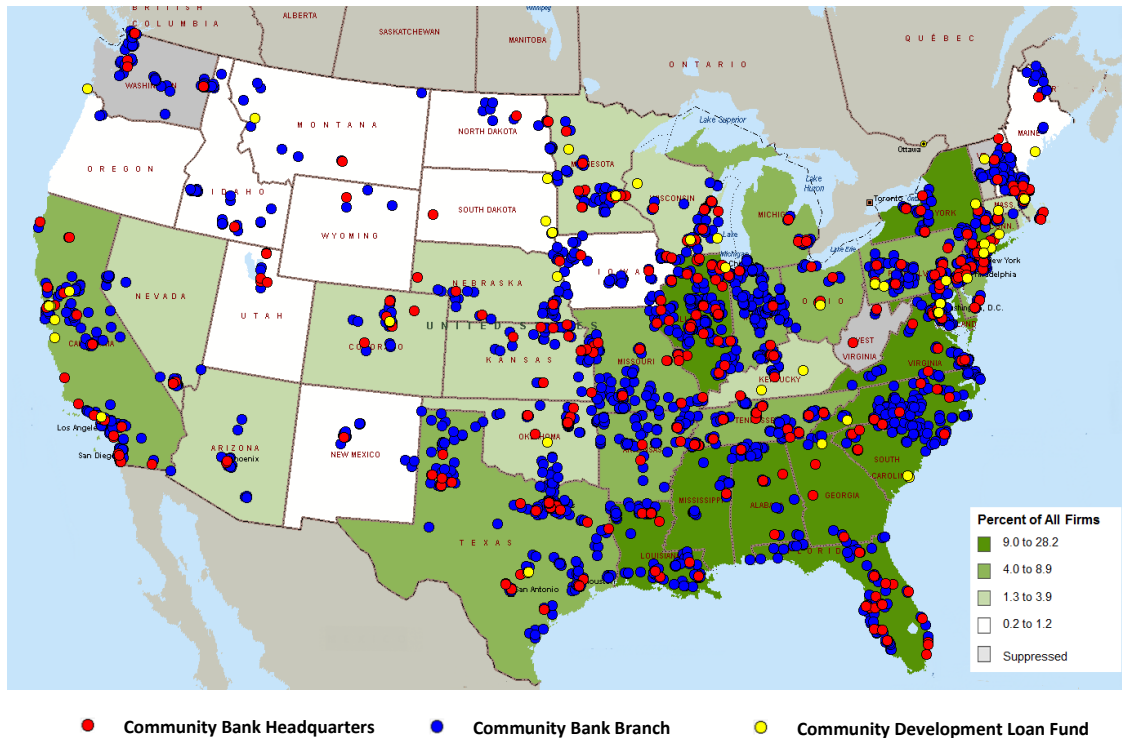
	Number of Participating Institutions #	Locations of Participating Institutions #	Potential Lending Increase (millions)	Total Businesses #	Hispanic-Owned Businesses		
					#	Potential Lending Increase %	Potential Lending Increase \$
United States Total	332	3,053	\$9,259.8	27,258,564	2,259,375	7.6%	\$699.5
Midwest Region	89	971	\$2,100.0	5,548,272	114,592	2.0%	\$43.0
Illinois	21	251	\$435.6	1,123,817	56,552	5.0%	\$21.8
Indiana	6	214	\$240.3	482,847	8,567	1.8%	\$4.3
Iowa	4	78	\$192.9	259,931	2,455	0.9%	\$1.7
Kansas	9	60	\$90.4	237,040	5,775	2.4%	\$2.2
Michigan	5	27	\$168.5	816,972	10,763	1.3%	\$2.2
Minnesota	9	46	\$189.5	496,657	5,011	1.0%	\$1.9
Missouri	7	148	\$245.7	501,064	6,177	1.2%	\$2.9
Nebraska	5	39	\$62.4	159,665	3,060	1.9%	\$1.2
North Dakota	2	27	\$140.0	61,546	286	0.5%	\$0.7
Ohio	5	16	\$71.4	897,939	9,726	1.1%	\$0.8
South Dakota	5	10	\$19.6	76,997	595	0.8%	\$0.2
Wisconsin	11	55	\$243.9	433,797	5,625	1.3%	\$3.2
Northeast Region	69	481	\$1,197.7	5,112,551	326,535	4.7%	\$56.4
Connecticut	4	19	\$43.9	332,150	14,049	4.2%	\$1.8
Maine	2	20	\$48.0	150,389	979	0.7%	\$0.3
Massachusetts	12	56	\$197.8	596,790	19,411	3.3%	\$6.5
New Hampshire	6	71	\$159.2	137,815	1,440	1.0%	\$1.6
New Jersey	10	81	\$167.5	781,622	68,377	8.7%	\$14.6
New York	12	68	\$240.5	1,956,733	193,248	9.9%	\$23.8
Pennsylvania	22	155	\$335.5	981,501	22,797	2.3%	\$7.7
Rhode Island	0	0	\$0.0	96,822	5,764	5.9%	\$0.0
Vermont	1	11	\$5.3	78,729	470	0.6%	\$0.0
South Region	121	1,155	\$4,278.3	10,092,204	1,060,582	9.6%	\$411.5
Alabama	5	59	\$321.1	382,350	4,443	1.2%	\$3.9
Arkansas	5	89	\$211.7	238,994	5,436	2.3%	\$4.9
Delaware	1	2	\$15.0	74,573	1,535	2.0%	\$0.3
Florida	17	105	\$388.1	2,009,589	450,185	22.4%	\$86.9
Georgia	4	15	\$41.0	901,105	32,575	3.6%	\$1.5
Kentucky	5	24	\$59.4	337,600	3,679	1.1%	\$0.7
Louisiana	7	122	\$569.3	375,808	11,088	2.9%	\$16.5
Maryland	5	43	\$216.0	528,112	25,742	4.9%	\$10.6
Mississippi	1	21	\$36.5	225,977	1,830	0.8%	\$0.3
North Carolina	9	141	\$186.6	798,791	21,297	2.7%	\$5.0
Oklahoma	8	47	\$226.7	333,797	7,692	2.3%	\$5.2
South Carolina	5	25	\$75.1	360,397	5,963	1.7%	\$1.3
Tennessee	14	100	\$284.4	545,348	8,728	1.6%	\$4.6
Texas	22	272	\$1,202.2	2,164,852	447,486	20.7%	\$248.9
Virginia	8	73	\$332.3	638,643	28,580	4.5%	\$15.0
District of Columbia	3	11	\$99.0	55,887	3,427	6.1%	\$6.0
West Virginia	2	6	\$14.0	120,381	896	0.7%	\$0.1
West Region	53	446	\$1,683.8	6,505,537	757,666	11.2%	\$188.5
Alaska	0	0	\$0.0	68,728	NA	0.0%	\$0.0
Arizona	0	33	\$89.1	491,529	52,667	10.7%	\$9.5
California	30	186	\$822.0	3,425,510	566,567	16.5%	\$135.6
Colorado	7	42	\$165.0	547,770	33,762	6.2%	\$10.2
Hawaii	0	0	\$0.0	120,374	4,384	3.6%	\$0.0
Idaho	1	36	\$69.9	151,671	3,874	2.6%	\$1.8
Montana	2	11	\$26.3	114,398	1,131	1.0%	\$0.3
Nevada	3	32	\$117.5	221,260	18,029	8.1%	\$9.5
New Mexico	0	18	\$40.6	157,231	37,155	23.6%	\$9.6
Oregon	0	2	\$3.3	348,154	11,339	3.3%	\$0.1
Utah	4	9	\$142.5	246,393	9,220	3.7%	\$5.3
Washington	5	73	\$187.7	551,340	17,809	3.2%	\$6.0
Wyoming	1	4	\$20.0	61,179	1,729	2.8%	\$0.6

Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits, U.S. Census Bureau – 2007 Survey of Business Owners

SECTION 5.2(d): BLACK-OWNED BUSINESSES

Nationwide, the investments made through the SBLF could spur a potential **\$657 million increase** in lending to Black-owned businesses through the community banks and CDLFs in their local communities.

Map 5.2(d): Percent of Black-Owned Businesses in Each State Overlaid with SBLF Participant Locations



Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits, U.S. Census Bureau – 2007 Survey of Business Owners

The following details findings on Black-owned businesses released on February 8, 2011 based on the data collected in the Census Bureau’s most recent Survey of Business Owners (SBO):

- In 2007, there were 1.9 million Black-owned businesses, which accounted for 7.0% of all businesses in the United States. These businesses generated \$137.5 billion in receipts.
- From 2002 to 2007, the number of Black-owned businesses grew by 60.5%.
- 94.4% of these businesses were non-employer firms, with average receipts of \$21,263.
- 5.6% of these businesses had employees and average receipts of \$925,427.
- Approximately, 921,032 people worked for the 106,824 Black-owned businesses with employees. The total payroll for these employees was \$23.9 billion.

The Act defines small business lending as certain loans⁹ up to \$10 million to businesses with up to \$50 million in annual sales. The substantial majority of Black-owned businesses (99.3 percent) report less than \$1 million in annual sales. Even the top 0.7 percent of these businesses average \$5.4 million in annual receipts, well under the \$50 million threshold for qualified small business lending under the SBLF program.

⁹ These loans are defined to include: (i) commercial and industrial loans, (ii) nonfarm, nonresidential real estate loans, (iii) loans to finance agricultural production, and (iv) loans secured by farmland.

With respect to the data on Black-owned businesses, the 2007 SBO states that, “black-owned businesses continued to be one of the fastest growing segments of our economy, showing rapid growth in both the number of businesses and total sales during this time period,” (U.S. Census Bureau, Press Release, February 8, 2011).

Across industry sectors, there are certain concentrations of Black-owned businesses. According to the 2007 SBO, Black-owned businesses accounted for:

- 15.4% of all businesses in health care and social assistance;
- 13.4% of all businesses in transportation and warehousing;
- 10.2% of all businesses in administrative and support and waste management and remediation services; and
- 7.9% of all businesses in educational services.

Loans made to the substantial majority of small businesses in the sectors listed above may be eligible for inclusion in the ‘commercial and industrial loan’ category under the Act’s definition of small business lending.

According to the 2007 SBO, the top five concentrations of Black-owned businesses – 66.2 percent of 1.9 million firms – include the following sectors:

- 19.0 % in health care and social assistance;
- 18.6% in repair and maintenance, and personal and laundry services;
- 11.3% in administrative and support and waste management and remediation services;
- 8.8% in transportation and warehousing; and
- 8.5% in professional, scientific, and technical services.

Analysis 5.2(d): Potential Increase in Small Business Lending to Black-Owned Businesses in Each State

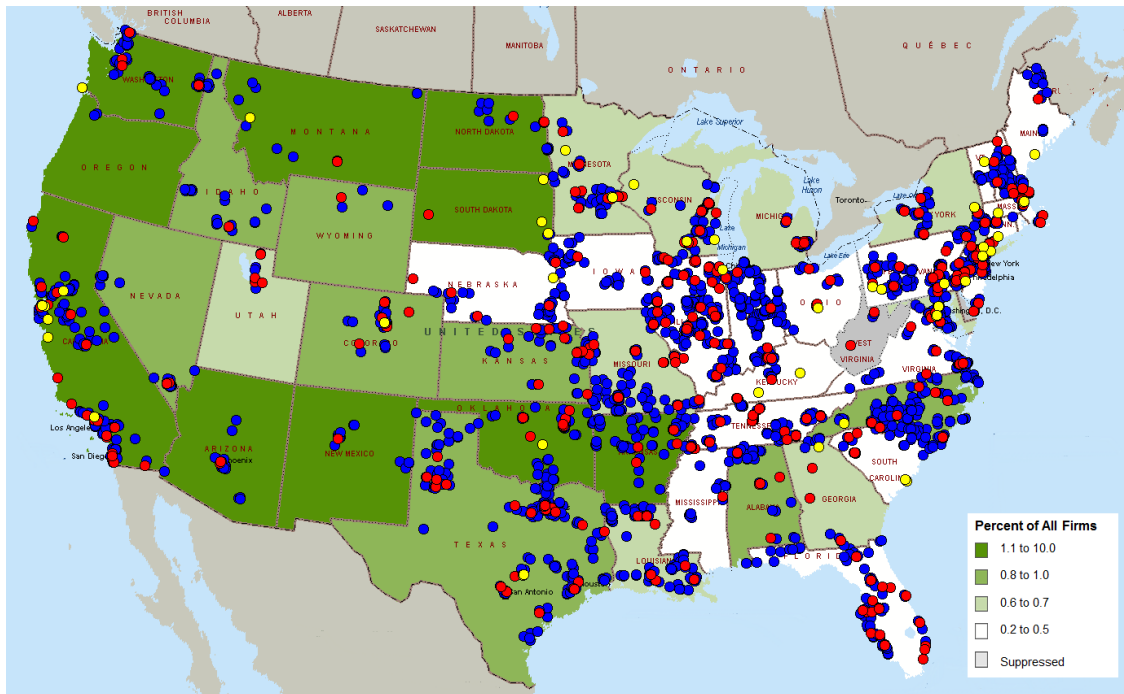
	Number of Participating Institutions #	Locations of Participating Institutions #	Potential Lending Increase (millions)	Total Businesses #	Black-Owned Businesses		
					#	Potential Lending Increase %	Potential Lending Increase \$
United States Total	332	3,053	\$9,259.8	27,258,564	1,909,946	7.1%	\$656.7
Midwest Region	89	971	\$2,100.0	5,548,272	312,903	4.8%	\$100.0
Illinois	21	251	\$435.6	1,123,817	106,663	9.5%	\$41.4
Indiana	6	214	\$240.3	482,847	22,072	4.6%	\$11.1
Iowa	4	78	\$192.9	259,931	2,190	0.8%	\$1.5
Kansas	9	60	\$90.4	237,040	5,647	2.4%	\$2.2
Michigan	5	27	\$168.5	816,972	72,561	8.9%	\$15.0
Minnesota	9	46	\$189.5	496,657	12,454	2.5%	\$4.7
Missouri	7	148	\$245.7	501,064	24,684	4.9%	\$12.0
Nebraska	5	39	\$62.4	159,665	2,857	1.8%	\$1.1
North Dakota	2	27	\$140.0	61,546	163	0.3%	\$0.4
Ohio	5	16	\$71.4	897,939	52,122	5.8%	\$4.1
South Dakota	5	10	\$19.6	76,997	207	0.3%	\$0.1
Wisconsin	11	55	\$243.9	433,797	11,283	2.6%	\$6.3
Northeast Region	69	481	\$1,197.7	5,112,551	349,062	5.3%	\$63.0
Connecticut	4	19	\$43.9	332,150	14,679	4.4%	\$1.9
Maine	2	20	\$48.0	150,389	743	0.5%	\$0.2
Massachusetts	12	56	\$197.8	596,790	20,589	3.4%	\$6.7
New Hampshire	6	71	\$159.2	137,815	750	0.5%	\$0.8
New Jersey	10	81	\$167.5	781,622	60,336	7.7%	\$12.9
New York	12	68	\$240.5	1,956,733	204,032	10.4%	\$25.0
Pennsylvania	22	155	\$335.5	981,501	44,717	4.6%	\$15.4
Rhode Island	0	0	\$0.0	96,822	3,216	3.3%	\$0.0
Vermont	1	11	\$5.3	78,729	NA	0.0%	\$0.0
South Region	121	1,155	\$4,278.3	10,092,204	1,072,173	10.5%	\$450.2
Alabama	5	59	\$321.1	382,350	56,714	14.8%	\$47.5
Arkansas	5	89	\$211.7	238,994	13,240	5.5%	\$11.6
Delaware	1	2	\$15.0	74,573	6,513	8.7%	\$1.3
Florida	17	105	\$388.1	2,009,589	181,437	9.0%	\$34.9
Georgia	4	15	\$41.0	901,105	183,874	20.4%	\$8.4
Kentucky	5	24	\$59.4	337,600	10,401	3.1%	\$1.8
Louisiana	7	122	\$569.3	375,808	59,906	15.9%	\$90.5
Maryland	5	43	\$216.0	528,112	102,135	19.3%	\$41.7
Mississippi	1	21	\$36.5	225,977	40,613	18.0%	\$6.6
North Carolina	9	141	\$186.6	798,791	83,900	10.5%	\$19.6
Oklahoma	8	47	\$226.7	333,797	10,455	3.1%	\$7.0
South Carolina	5	25	\$75.1	360,397	43,789	12.1%	\$9.1
Tennessee	14	100	\$284.4	545,348	45,765	8.4%	\$23.9
Texas	22	272	\$1,202.2	2,164,852	154,281	7.1%	\$85.4
Virginia	8	73	\$332.3	638,643	63,376	9.9%	\$32.9
District of Columbia	3	11	\$99.0	55,887	15,774	28.2%	\$27.9
West Virginia	2	6	\$14.0	120,381	NA	0.0%	\$0.0
West Region	53	446	\$1,683.8	6,505,537	175,808	2.6%	\$43.5
Alaska	0	0	\$0.0	68,728	1,048	1.5%	\$0.0
Arizona	0	33	\$89.1	491,529	10,073	2.0%	\$1.8
California	30	186	\$822.0	3,425,510	137,932	4.0%	\$32.9
Colorado	7	42	\$165.0	547,770	9,174	1.7%	\$2.8
Hawaii	0	0	\$0.0	120,374	1,067	0.9%	\$0.0
Idaho	1	36	\$69.9	151,671	358	0.2%	\$0.1
Montana	2	11	\$26.3	114,398	231	0.2%	\$0.1
Nevada	3	32	\$117.5	221,260	8,671	3.9%	\$4.6
New Mexico	0	18	\$40.6	157,231	1,944	1.2%	\$0.5
Oregon	0	2	\$3.3	348,154	4,042	1.2%	\$0.0
Utah	4	9	\$142.5	246,393	1,144	0.5%	\$0.7
Washington	5	73	\$187.7	551,340	NA	0.0%	\$0.0
Wyoming	1	4	\$20.0	61,179	124	0.2%	\$0.0

Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits, U.S. Census Bureau – 2007 Survey of Business Owners

SECTION 5.2(e): AMERICAN INDIAN- AND ALASKA NATIVE-OWNED BUSINESSES

Nationwide, the investments made through the SBLF could spur a potential **\$84 million increase** in lending to American Indian- and Alaska Native-owned (AI & AN-owned) businesses through the community banks and CDLFs in their local communities.

Map 5.2(e): Percent of American Indian- and Alaska Native-Owned Businesses in Each State and SBLF Participant Locations



● Community Bank Headquarters ● Community Bank Branch ● Community Development Loan Fund

Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits, U.S. Census Bureau – 2007 Survey of Business Owners

The following details findings on AI & AN-owned businesses released on March 15, 2011 based on the Census Bureau’s most recent Survey of Business Owners (2007 SBO):

- There were 236,967 AI & AN-owned businesses, which accounted for 0.9% of all businesses in the United States. These businesses generated \$34.4 billion in receipts.
- From 2002 to 2007, the number of AI & AN-owned businesses grew by 17.7%.
- 90.0% of these businesses were non-employer firms, with average receipts of \$32,227.
- 10.0% of these businesses had employees and average receipts of \$1.2 million.
- Approximately, 184,416 people worked for the 23,704 AI & AN-owned businesses with employees. The total payroll for these employees was \$5.9 billion.

The Act defines small business lending as certain loans¹⁰ up to \$10 million to businesses with up to \$50 million in annual sales. The substantial majority of AI & AN-owned businesses (98.1 percent) report less than \$1 million in annual sales. Even

¹⁰ These loans are defined to include: (i) commercial and industrial loans, (ii) nonfarm, nonresidential real estate loans, (iii) loans to finance agricultural production, and (iv) loans secured by farmland.

the top 1.9 percent of these businesses average \$5.0 million in annual receipts, well under the \$50 million threshold for qualified small business lending under the SBLF program.

Across industry sectors, there are certain concentrations of AI & AN-owned businesses. According to the 2007 SBO, AI & AN-owned businesses accounted for:

- 1.9% of all businesses in agriculture, forestry, fishing and hunting; and
- 1.1% of all businesses in construction.

Loans made to the substantial majority of small businesses in the sectors listed above may be eligible for inclusion in the 'commercial and industrial loan' category under the Act's definition of small business lending.

According to the 2007 SBO, the top five concentrations of AI & AN-owned businesses – 60.8 percent of 236,967 firms – include the following sectors:

- 15.9% in construction;
- 14.6% in repair and maintenance, and personal laundry services;
- 10.6% in health care and social assistance;
- 10.1% in professional, scientific, and technical services; and
- 9.6% in administrative and support and waste management and remediation services.

Analysis 5.2(e): Potential Increase in Small Business Lending to American Indian- and Alaska Native-Owned Businesses

	Number of Participating Institutions #	Locations of Participating Institutions #	Potential Lending Increase (millions)	Total Businesses #	American Indian & Alaska Native-Owned Businesses		
					#	Potential Lending Increase %	Potential Lending Increase \$
United States Total	332	3,053	\$9,259.8	27,258,564	236,200	0.9%	\$83.5
Midwest Region	89	971	\$2,100.0	5,548,272	31,410	0.6%	\$13.0
Illinois	21	251	\$435.6	1,123,817	5,467	0.5%	\$2.2
Indiana	6	214	\$240.3	482,847	2,210	0.5%	\$1.2
Iowa	4	78	\$192.9	259,931	604	0.2%	\$0.4
Kansas	9	60	\$90.4	237,040	2,228	0.9%	\$0.8
Michigan	5	27	\$168.5	816,972	6,079	0.7%	\$1.2
Minnesota	9	46	\$189.5	496,657	2,890	0.6%	\$1.1
Missouri	7	148	\$245.7	501,064	2,895	0.6%	\$1.5
Nebraska	5	39	\$62.4	159,665	690	0.4%	\$0.2
North Dakota	2	27	\$140.0	61,546	988	1.6%	\$2.2
Ohio	5	16	\$71.4	897,939	2,989	0.3%	\$0.2
South Dakota	5	10	\$19.6	76,997	1,729	2.2%	\$0.4
Wisconsin	11	55	\$243.9	433,797	2,641	0.6%	\$1.5
Northeast Region	69	481	\$1,197.7	5,112,551	24,829	0.4%	\$5.3
Connecticut	4	19	\$43.9	332,150	1,626	0.5%	\$0.2
Maine	2	20	\$48.0	150,389	714	0.5%	\$0.2
Massachusetts	12	56	\$197.8	596,790	2,294	0.4%	\$0.8
New Hampshire	6	71	\$159.2	137,815	533	0.4%	\$0.6
New Jersey	10	81	\$167.5	781,622	2,883	0.4%	\$0.7
New York	12	68	\$240.5	1,956,733	13,113	0.7%	\$1.7
Pennsylvania	22	155	\$335.5	981,501	2,862	0.3%	\$1.0
Rhode Island	0	0	\$0.0	96,822	394	0.4%	\$0.0
Vermont	1	11	\$5.3	78,729	410	0.5%	\$0.0
South Region	121	1,155	\$4,278.3	10,092,204	85,693	1.0%	\$44.0
Alabama	5	59	\$321.1	382,350	3,068	0.8%	\$2.6
Arkansas	5	89	\$211.7	238,994	2,650	1.1%	\$2.3
Delaware	1	2	\$15.0	74,573	NA	0.0%	\$0.0
Florida	17	105	\$388.1	2,009,589	9,747	0.5%	\$1.9
Georgia	4	15	\$41.0	901,105	5,979	0.7%	\$0.3
Kentucky	5	24	\$59.4	337,600	1,015	0.3%	\$0.2
Louisiana	7	122	\$569.3	375,808	2,682	0.7%	\$4.0
Maryland	5	43	\$216.0	528,112	3,302	0.6%	\$1.3
Mississippi	1	21	\$36.5	225,977	727	0.3%	\$0.1
North Carolina	9	141	\$186.6	798,791	8,053	1.0%	\$1.9
Oklahoma	8	47	\$226.7	333,797	21,194	6.3%	\$14.3
South Carolina	5	25	\$75.1	360,397	1,651	0.5%	\$0.4
Tennessee	14	100	\$284.4	545,348	2,708	0.5%	\$1.4
Texas	22	272	\$1,202.2	2,164,852	19,057	0.9%	\$10.8
Virginia	8	73	\$332.3	638,643	3,353	0.5%	\$1.7
District of Columbia	3	11	\$99.0	55,887	507	0.9%	\$0.9
West Virginia	2	6	\$14.0	120,381	NA	0.0%	\$0.0
West Region	53	446	\$1,683.8	6,505,537	94,268	1.3%	\$21.3
Alaska	0	0	\$0.0	68,728	6,852	10.0%	\$0.0
Arizona	0	33	\$89.1	491,529	9,108	1.9%	\$1.7
California	30	186	\$822.0	3,425,510	45,629	1.3%	\$10.7
Colorado	7	42	\$165.0	547,770	4,618	0.8%	\$1.3
Hawaii	0	0	\$0.0	120,374	1,555	1.3%	\$0.0
Idaho	1	36	\$69.9	151,671	1,348	0.9%	\$0.6
Montana	2	11	\$26.3	114,398	2,343	2.0%	\$0.5
Nevada	3	32	\$117.5	221,260	1,776	0.8%	\$0.9
New Mexico	0	18	\$40.6	157,231	8,313	5.3%	\$2.2
Oregon	0	2	\$3.3	348,154	4,263	1.2%	\$0.0
Utah	4	9	\$142.5	246,393	1,462	0.6%	\$0.9
Washington	5	73	\$187.7	551,340	6,532	1.2%	\$2.3
Wyoming	1	4	\$20.0	61,179	469	0.8%	\$0.2

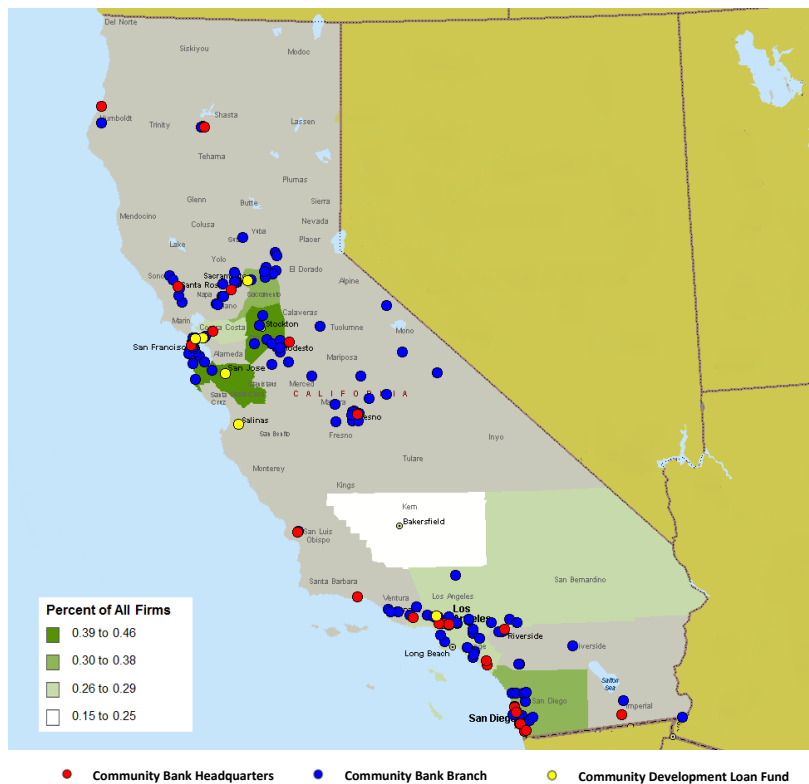
Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits, U.S. Census Bureau – 2007 Survey of Business Owners

SECTION 5.2(f): NATIVE HAWAIIAN- AND OTHER PACIFIC ISLANDER-OWNED BUSINESSES

Nationwide, the investments made through the SBLF could spur a potential **\$8.5 million increase** in lending to Native Hawaiian- and Other Pacific Islander-owned (NH & OPI-owned) businesses through the community banks and CDLFs in their local communities.

Hawaii (30.0 percent) and California (24.4 percent) are home to over 54 percent of all NH & OPI-owned businesses. Because Hawaii-based community banks and CDLFs did not apply to participate in the SBLF, the data presented in this section provides more detail on counties in California where NH & OPI-owned businesses are most concentrated.

Map 5.2(f): Percent of Native Hawaiian- and Other Pacific Islander-Owned Businesses in Select California Counties and SBLF Participant Locations



Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits, U.S. Census Bureau – 2007 Survey of Business Owners

The following details findings on NH & OPI-owned businesses released on April 5, 2011 based on the data collected in the Census Bureau’s most recent Survey of Business Owners (2007 SBO):

- There were 37,957 NH & OPI-owned businesses, which accounted for 0.1% of all businesses in the United States. These businesses generated \$6.5 billion in receipts.
- From 2002 to 2007, the number of NH & OPI-owned businesses grew by 31.1%.
- 89.0% of these businesses were non-employer firms, with average receipts of \$31,991.
- 11.0% of these businesses had employees and average receipts of \$1.3 million.
- Approximately, 38,750 million people worked for the 4,172 NH & OPI-owned businesses with employees. The total payroll for these employees was \$1.3 billion.

The Act defines small business lending as certain loans¹¹ up to \$10 million to businesses with up to \$50 million in annual sales. The substantial majority of NH & OPI-owned businesses (97.7 percent) report less than \$1 million in annual sales. Even the top 2.3 percent of these businesses average \$5.0 million in annual receipts, well under the \$50 million threshold for qualified small business lending under the SBLF program.

The data from the 2007 SBO indicates that, “businesses owned by Native Hawaiians and Other Pacific Islanders continue to grow both in number and in sales at rates that are faster than national rates for all businesses.” (U.S. Census Bureau, Press Release, April 5, 2011).

According to the 2007 SBO, the top five concentrations of NH & OPI-owned businesses – 56.8 percent of 37,957 firms – include the following sectors:

- 14.0% in repair and maintenance, and personal and laundry services;
- 13.1% in construction;
- 10.3% in retail trade;
- 9.8% in health care and social assistance; and
- 9.6% in professional, scientific, and technical services.

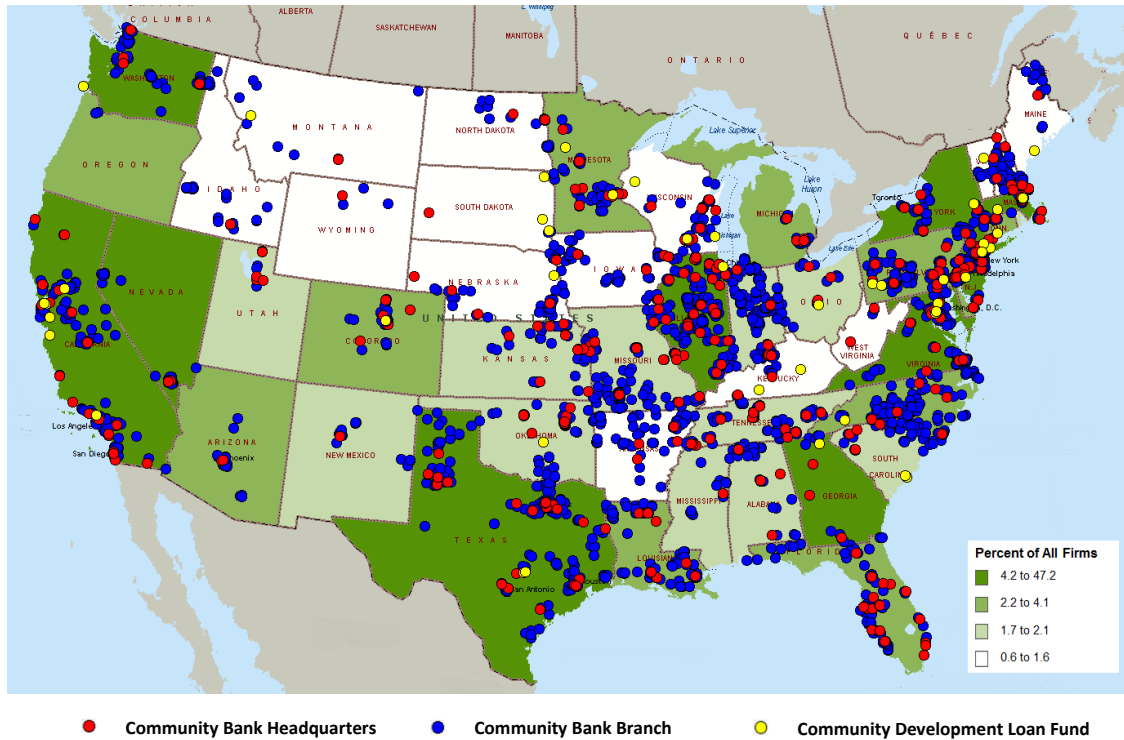
Loans made to the substantial majority of small businesses in the sectors listed above may be eligible for inclusion in the ‘commercial and industrial loan’ category under the Act’s definition of small business lending.

¹¹ These loans are defined to include: (i) commercial and industrial loans, (ii) nonfarm, nonresidential real estate loans, (iii) loans to finance agricultural production, and (iv) loans secured by farmland.

SECTION 5.2(g): ASIAN-OWNED BUSINESSES

Nationwide, the investments made through the SBLF could spur a potential **\$437 million increase** in lending to Asian-owned businesses through the community banks and CDLFs in their local communities.

Map 5.2(g): Percent of Asian-Owned Businesses in Each State and SBLF Participant Locations



Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits, U.S. Census Bureau – 2007 Survey of Business Owners

The following details findings on Asian-owned businesses released on April 28, 2011 based on the data collected in the Census Bureau’s most recent Survey of Business Owners (2007 SBO):

- There were 1.5 million Asian-owned businesses, which accounted for 5.7% of all businesses in the United States. These businesses generated \$507.6 billion in receipts.
- From 2002 to 2007, the number of Asian-owned businesses grew by 40.4%.
- 74.4% of these businesses were non-employer firms, with average receipts of \$45,543.
- 25.6% of these businesses had employees and average receipts of \$1.1 million.
- Approximately, 2.8 million people worked for the 397,484 Asian-owned businesses with employees. The total payroll for these employees was \$79.6 billion.

The Act defines small business lending as certain loans¹² up to \$10 million to businesses with up to \$50 million in annual sales. The substantial majority of Asian-owned businesses (95.0 percent) report less than \$1 million in annual sales. Even the top 5.0 percent of these businesses average \$4.7 million in annual receipts, well under the \$50 million threshold for qualified small business lending under the SBLF program.

¹² These loans are defined to include: (i) commercial and industrial loans, (ii) nonfarm, nonresidential real estate loans, (iii) loans to finance agricultural production, and (iv) loans secured by farmland.

Across industry sectors, there are certain concentrations of Asian-owned businesses. According to the 2007 SBO, Asian owned businesses accounted for:

- 17.2% of all businesses in accommodation and food services;
- 8.3% of all businesses in wholesale trade;
- 7.1% of all businesses in retail trade; and
- 6.9% of all businesses in healthcare and social assistance.

Loans made to the substantial majority of small businesses in the sectors listed above may be eligible for inclusion in the 'commercial and industrial loan' category under the Act's definition of small business lending.

According to the 2007 SBO, the top five concentrations of Asian-owned businesses – 63.9 percent of 1.5 million firms – include the following sectors:

- 18.6% in repair and maintenance, and personal and laundry services;
- 13.8 % in professional, scientific, and technical services;
- 12.3% in retail trade;
- 10.6% in health care and social assistance; and
- 8.6% in accommodation and food services.

Analysis 5.2(g): Potential Increase in Small Business Lending to Asian-Owned Businesses

	Number of Participating Institutions #	Locations of Participating Institutions #	Potential Lending Increase (millions)	Total Businesses #	Asian-Owned Businesses		
					#	Potential Lending Increase %	Potential Lending Increase \$
United States Total	332	3,053	\$9,259.8	27,258,564	1,551,531	4.7%	\$436.5
Midwest Region	89	971	\$2,100.0	5,548,272	146,622	2.5%	\$52.0
Illinois	21	251	\$435.6	1,123,817	59,347	5.3%	\$23.1
Indiana	6	214	\$240.3	482,847	8,756	1.8%	\$4.3
Iowa	4	78	\$192.9	259,931	2,834	1.1%	\$2.1
Kansas	9	60	\$90.4	237,040	4,833	2.0%	\$1.8
Michigan	5	27	\$168.5	816,972	21,588	2.6%	\$4.4
Minnesota	9	46	\$189.5	496,657	11,382	2.3%	\$4.4
Missouri	7	148	\$245.7	501,064	9,753	1.9%	\$4.7
Nebraska	5	39	\$62.4	159,665	2,277	1.4%	\$0.9
North Dakota	2	27	\$140.0	61,546	413	0.7%	\$1.0
Ohio	5	16	\$71.4	897,939	18,200	2.0%	\$1.4
South Dakota	5	10	\$19.6	76,997	453	0.6%	\$0.1
Wisconsin	11	55	\$243.9	433,797	6,786	1.6%	\$3.9
Northeast Region	69	481	\$1,197.7	5,112,551	339,556	5.2%	\$62.9
Connecticut	4	19	\$43.9	332,150	11,083	3.3%	\$1.4
Maine	2	20	\$48.0	150,389	1,107	0.7%	\$0.3
Massachusetts	12	56	\$197.8	596,790	26,581	4.5%	\$8.9
New Hampshire	6	71	\$159.2	137,815	2,211	1.6%	\$2.5
New Jersey	10	81	\$167.5	781,622	67,758	8.7%	\$14.6
New York	12	68	\$240.5	1,956,733	196,852	10.1%	\$24.3
Pennsylvania	22	155	\$335.5	981,501	31,315	3.2%	\$10.7
Rhode Island	0	0	\$0.0	96,822	2,000	2.1%	\$0.0
Vermont	1	11	\$5.3	78,729	649	0.8%	\$0.0
South Region	121	1,155	\$4,278.3	10,092,204	388,618	3.9%	\$165.3
Alabama	5	59	\$321.1	382,350	6,908	1.8%	\$5.8
Arkansas	5	89	\$211.7	238,994	3,322	1.4%	\$3.0
Delaware	1	2	\$15.0	74,573	2,990	4.0%	\$0.6
Florida	17	105	\$388.1	2,009,589	64,930	3.2%	\$12.4
Georgia	4	15	\$41.0	901,105	46,223	5.1%	\$2.1
Kentucky	5	24	\$59.4	337,600	5,559	1.6%	\$0.9
Louisiana	7	122	\$569.3	375,808	10,365	2.8%	\$15.9
Maryland	5	43	\$216.0	528,112	35,864	6.8%	\$14.7
Mississippi	1	21	\$36.5	225,977	4,005	1.8%	\$0.7
North Carolina	9	141	\$186.6	798,791	20,162	2.5%	\$4.7
Oklahoma	8	47	\$226.7	333,797	6,735	2.0%	\$4.5
South Carolina	5	25	\$75.1	360,397	6,660	1.8%	\$1.4
Tennessee	14	100	\$284.4	545,348	11,179	2.0%	\$5.7
Texas	22	272	\$1,202.2	2,164,852	114,336	5.3%	\$63.7
Virginia	8	73	\$332.3	638,643	44,575	7.0%	\$23.3
District of Columbia	3	11	\$99.0	55,887	3,279	5.9%	\$5.8
West Virginia	2	6	\$14.0	120,381	1,526	1.3%	\$0.2
West Region	53	446	\$1,683.8	6,505,537	676,735	9.3%	\$156.3
Alaska	0	0	\$0.0	68,728	2,149	3.1%	\$0.0
Arizona	0	33	\$89.1	491,529	16,335	3.3%	\$2.9
California	30	186	\$822.0	3,425,510	509,097	14.9%	\$122.5
Colorado	7	42	\$165.0	547,770	14,484	2.6%	\$4.3
Hawaii	0	0	\$0.0	120,374	56,835	47.2%	\$0.0
Idaho	1	36	\$69.9	151,671	1,270	0.8%	\$0.6
Montana	2	11	\$26.3	114,398	646	0.6%	\$0.2
Nevada	3	32	\$117.5	221,260	17,544	7.9%	\$9.3
New Mexico	0	18	\$40.6	157,231	3,322	2.1%	\$0.9
Oregon	0	2	\$3.3	348,154	12,650	3.6%	\$0.1
Utah	4	9	\$142.5	246,393	4,650	1.9%	\$2.7
Washington	5	73	\$187.7	551,340	37,355	6.8%	\$12.8
Wyoming	1	4	\$20.0	61,179	398	0.7%	\$0.1

Sources: U.S. Treasury – September 28, 2011 SBLF Transactions Report, FDIC – June 2010 Survey of Deposits, U.S. Census Bureau – 2007 Survey of Business Owners

CHAPTER SIX: METHODOLOGY

The community banks and CDLFs participating in the SBLF received funding from the program in the second and third quarter of 2011. Consequently, Treasury assessed the potential impact of SBLF funds on women-owned, veteran-owned, and minority-owned businesses.

Treasury collected data on women-owned, veteran-owned, and minority-owned businesses from the U.S. Census Bureau's most recent Survey of Business Owners (SBO) and depository data on participating banks from the Federal Deposit Insurance Corporation's (FDIC) most recent Summary of Deposits Survey. Treasury used the data from these surveys to compare the geographic footprint of women-owned, veteran-owned, and minority-owned businesses to the geographic footprint of funds received by institutions participating in SBLF.

Data Sources

In addition to information on community banks and CDLFs provided by participating institutions to Treasury, this report uses data from the following two sources:

The U.S. Census Bureau's 2007 Survey of Business Owners

The most recent, large-scale survey regarding business ownership in the United States is Census Bureau's 2007 SBO. This survey provides demographic and geographic data on the number, size, and types of businesses operating across the country, including, on a state-by-state basis, the number of women-owned, veteran-owned, and minority-owned businesses. Specifically, Treasury gathered the following state-level information from this report:

- The number of businesses in the United States owned by: 1) women, 2) veterans, 3) Hispanic-Americans, 4) Black or African-Americans, 5) Asian-Americans, 6) American Indians & Alaskan Natives, and 7) Native Hawaiians & Other Pacific Islanders.
- The total number of businesses in the United States irrespective of ownership demographics.

Using the number and concentration of women-owned, veteran-owned, and minority-owned businesses in each state, Treasury calculated the potential increase in small business lending from the SBLF funding for each category of business owners and aggregated the increases to the regional and national levels.

The Federal Deposit Insurance Corporation's June 30, 2010 Summary of Deposits Survey

The most recent, large-scale survey regarding branch office deposits for insured depository institutions in the United States is the FDIC's June 2010 Summary of Deposits Survey. The FDIC has conducted this survey every year since 1934. Each insured financial institution is required to report to the FDIC the amount of deposits attributable to each of its branches.

Treasury used the data from the FDIC survey to determine the county-level location of each branch of the banks participating in SBLF. Using deposits as an indirect measure of lending activity, Treasury calculated the increase in small business lending that could be associated with each branch and then aggregated the increases to the regional and national levels.

Linkage Between Deposits and Lending Activities

Because information on the geographic distribution of individual loans is not reported on a bank-specific basis, the analysis in this report uses the depository footprint¹³ of a participating bank¹⁴ from the FDIC survey as a proxy for its lending activities. In this report, Treasury establishes the branch's share of small business lending as proportionate to the branch's level of non-brokered deposits as a percentage of the bank's total

This framework is generally consistent with the business activities of community lenders, which tend to have concentrated geographic footprints. While there are certain instances in which the correlation between deposits and loans may be reduced (e.g., an institution with a loan production office outside of its depository footprint), this relationship establishes a basis for evaluating the potential impact of SBLF funding on women-owned, veteran-owned, and minority-owned businesses.

Calculating the SBLF Funding Footprint

Treasury employed the following methodology to assess the potential use of SBLF funding to increase lending to women-owned, veteran-owned, and minority-owned businesses:

- 1. Assignment of participating institutions to specific state and county locations.**

¹³ For this report, the depository footprint of a bank is the percentage of deposits it collects at each of its branch locations.

¹⁴ For this report, the depository footprint of the participating CDLFs is the county-level location of the CDLF's headquarters.

For banks, Treasury used the data available in the FDIC survey to assign the headquarters and branch locations of each participant to the state and county in which the institution is located. For CDLFs, Treasury assigned a state and county based on the CDLF's headquarters location.

2. Elimination of wholesale brokered funding from each participating bank's branch network.

Many community banks employ brokered funding that is unlikely to be representative of its lending base. In reporting deposits, banks generally include brokered deposits in the deposit base of their headquarters locations. Treasury subtracted brokered deposits from (a) each bank's headquarters location and from (b) the bank's aggregate deposits.

3. Calculation of the percentage of deposits attributed to each location within the participating banks' branch networks.

Treasury divided the adjusted deposit base for each bank's headquarters and branch locations by the aggregate adjusted deposit base for each bank (calculated as described in step #2).

4. Calculation of the potential increase in small business lending in specific state and county locations.

All participants in SBLF submitted lending plans to Treasury. In these lending plans, participating community banks and CDLFs were required to report the dollar amount increase in qualified small business lending they expected to achieve within two years of receiving Treasury's investment.

To assess the SBLF's potential increase in small business lending within states, Treasury completed the following calculations for each participating institution:

- For each bank headquarters and branch location, Treasury multiplied the increase in small business lending reported on the bank's lending plan by the percentage of deposits attributed to that headquarters or branch location (as calculated in step #3). Treasury then assigned the resulting increase in small business lending to the county of that location and aggregated the county-level increases to state-level increases.

- For each CDLF, Treasury assigned the dollar amount increase in small business lending reported on the CDLF's lending plan to the county and state of the CDLF's headquarters location.

5. Calculation of the potential increase in lending to women-, veteran-, and minority-owned businesses.

Treasury multiply the potential state-level increases in small business lending (as calculated in step #4) by the percentage of women-owned, veteran-owned, and minority-owned businesses in each state. For this calculation, Treasury used the percentages reported in the Census Bureau's SBO. These state-level totals for each category of business owners were then aggregated to develop regional- and national-level estimates.

FOR MORE INFORMATION

To learn more about the Small Business Lending Fund, visit www.treasury.gov/SBLF.

For media inquiries, please call the U.S. Department of the Treasury Press Office at 202-622-2960.

APPENDICES

Appendix A: SBLF Participating Community Banks, listed by Region and State

Region, State	Bank or Bank Holding Company	City	State	County	MSA/CBSA Name	SBLF Funding (millions)
Midwest Region						
Illinois						
	Bancorp Financial, Inc.	Oak Brook	Illinois	DuPage	Chicago, IL-IN-WI	\$14.6
	Community First Bancorp, Inc.	Fairview Heights	Illinois	Saint Clair	Saint Louis, MO-IL	\$7.0
	Community Illinois Corporation	Rock Falls	Illinois	Whiteside	Sterling, IL	\$4.5
	First Bankers Trustshares, Inc.	Quincy	Illinois	Adams	Quincy, IL-MO	\$10.0
	First Busey Corporation	Champaign	Illinois	Champaign	Champaign-Urbana, IL	\$72.7
	First Community Financial Corporation	Elgin	Illinois	Kane	Chicago, IL-IN-WI	\$6.1
	First Eldorado Bancshares, Inc.	Eldorado	Illinois	Saline	Harrisburg, IL	\$3.0
	First Robinson Financial Corporation	Robinson	Illinois	Crawford	Rural / No MSA	\$4.9
	Fisher Bancorp, Inc.	Fisher	Illinois	Champaign	Champaign-Urbana, IL	\$1.0
	Heartland Bancorp, Inc.	Bloomington	Illinois	McLean	Bloomington-Normal, IL	\$25.0
	Illinois State Bancorp, Inc. ¹	Chicago	Illinois	Cook	Chicago, IL-IN-WI	\$13.4
	Merchants and Manufacturers Bank Corporation	Channahon	Illinois	Will	Chicago, IL-IN-WI	\$6.8
	People First Bancshares, Inc.	Pana	Illinois	Christian	Taylorville, IL	\$9.2
	Prime Banc Corp.	Dieterich	Illinois	Effingham	Effingham, IL	\$10.0
	QCR Holdings, Inc. ¹	Rockford	Illinois	Winnebago	Rockford, IL	\$40.1
	Signature Bancorporation, Inc.	Chicago	Illinois	Cook	Chicago, IL-IN-WI	\$12.5
	Southern Illinois Bancorp, Inc.	Carmi	Illinois	White	Rural / No MSA	\$9.0
	Town and Country Financial Corporation ¹	Springfield	Illinois	Sangamon	Springfield, IL	\$5.0
	Tri-County Financial Group, Inc.	Mendota	Illinois	La Salle	Ottawa-Streator, IL	\$20.0
	United Community Bancorp, Inc. ¹	Chatham	Illinois	Sangamon	Springfield, IL	\$22.3
Indiana						
	AMB Financial Corp.	Munster	Indiana	Lake	Chicago, IL-IN-WI	\$3.9
	Community Bank Shares of Indiana, Inc. ¹	New Albany	Indiana	Floyd	Louisville-Jefferson County, KY-IN	\$28.0
	First Merchants Corporation	Muncie	Indiana	Delaware	Muncie, IN	\$90.8
	First Savings Financial Group, Inc.	Clarksville	Indiana	Clark	Louisville-Jefferson County, KY-IN	\$17.1
	Horizon Bancorp	Michigan City	Indiana	La Porte	Michigan City-La Porte, IN	\$12.5
	MutualFirst Financial, Inc.	Muncie	Indiana	Delaware	Muncie, IN	\$28.9
Iowa						
	Commercial Financial Corp	Storm Lake	Iowa	Buena Vista	Storm Lake, IA	\$18.0
	Heartland Financial USA, Inc. ¹	Dubuque	Iowa	Dubuque	Dubuque, IA	\$81.7
	Heritage Bancshares Group, Inc.	Holstein	Iowa	Ida	Rural / No MSA	\$11.0
	Liberty Financial Services, Inc.	Sioux City	Iowa	Woodbury	Sioux City, IA-NE-SD	\$7.0
	Two Rivers Financial Group, Inc.	Burlington	Iowa	Des Moines	Burlington, IA-IL	\$23.2

Appendix A: SBLF Participating Community Banks, listed by Region and State (Continued)

Region, State	Bank or Bank Holding Company	City	State	County	MSA/CBSA Name	SBLF Funding (millions)
Midwest Region (continued)						
Kansas						
	Bern Bancshares, Inc.	Bern	Kansas	Nemaha	Rural / No MSA	\$1.5
	Brotherhood Bancshares, Inc.	Kansas City	Kansas	Wyandotte	Kansas City, MO-KS	\$16.0
	CB Bancshares Corp.	Weir	Kansas	Cherokee	Rural / No MSA	\$0.2
	Equity Bancshares, Inc. ¹	Andover	Kansas	Butler	Wichita, KS	\$16.4
	Farmers State Bankshares, Inc.	Circleville	Kansas	Jackson	Topeka, KS	\$0.7
	First Financial Bancshares, Inc. ¹	Lawrence	Kansas	Douglas	Lawrence, KS	\$3.9
	Freedom Bancshares, Inc.	Overland Park	Kansas	Johnson	Kansas City, MO-KS	\$4.0
	Osborne Investments, Inc.	Osborne	Kansas	Osborne	Rural / No MSA	\$1.0
	UBT Bancshares, Inc.	Marysville	Kansas	Marshall	Rural / No MSA	\$16.5
Michigan						
	Birmingham Bloomfield Bancshares, Inc.	Birmingham	Michigan	Oakland	Detroit-Warren-Livonia, MI	\$4.6
	Crestmark Bancorp Inc.	Troy	Michigan	Oakland	Detroit-Warren-Livonia, MI	\$8.3
	Huron Valley State Bank	Milford	Michigan	Oakland	Detroit-Warren-Livonia, MI	\$2.6
	Level One Bancorp, Inc.	Farmington Hills	Michigan	Oakland	Detroit-Warren-Livonia, MI	\$11.3
	Valley Financial Group, Ltd.	Saginaw	Michigan	Saginaw	Saginaw-Saginaw Township North, MI	\$2.0
Minnesota						
	Financial Services of Winger, Inc.	Winger	Minnesota	Polk	Grand Forks, ND-MN	\$4.1
	Kerkhoven Bancshares, Inc.	Kerkhoven	Minnesota	Swift	Rural / No MSA	\$1.5
	McLeod Bancshares, Inc.	Minnetonka	Minnesota	Hennepin	Minneapolis-St.Paul-Bloomington, MN-WI	\$6.0
	Midwest Bancorporation, Inc.	Bertha	Minnesota	Todd	Rural / No MSA	\$5.1
	Platinum Bancorp, Inc.	Oakdale	Minnesota	Washington	Minneapolis-St.Paul-Bloomington, MN-WI	\$4.5
	Redwood Financial, Inc.	Redwood Falls	Minnesota	Redwood	Rural / No MSA	\$6.4
Missouri						
	Cardinal Bancorp II, Inc.	Union	Missouri	Franklin	Saint Louis, MO-IL	\$6.3
	Fortune Financial Corporation	Arnold	Missouri	Jefferson	Saint Louis, MO-IL	\$3.3
	Great Southern Bancorp, Inc.	Springfield	Missouri	Greene	Springfield, MO	\$57.9
	Landrum Company	Columbia	Missouri	Boone	Columbia, MO	\$20.0
	Liberty Bancorp, Inc.	Liberty	Missouri	Clay	Kansas City, MO-KS	\$16.2
	Liberty Bancshares, Inc.	Springfield	Missouri	Greene	Springfield, MO	\$23.0
	Security State Bancshares, Inc.	Charleston	Missouri	Mississippi	Rural / No MSA	\$22.0
	Triad Bancorp, Inc.	Frontenac	Missouri	Saint Louis	Saint Louis, MO-IL	\$5.0

Appendix A: SBLF Participating Community Banks, listed by Region and State (Continued)

Region, State	Bank or Bank Holding Company	City	State	County	MSA/CBSA Name	SBLF Funding (millions)
Midwest Region (continued)						
Nebraska						
	Adbanc, Inc.	Ogallala	Nebraska	Keith	Rural / No MSA	\$21.9
	Banner County Ban Corporation	Harrisburg	Nebraska	Banner	Scottsbluff, NE	\$2.4
	Wilber Co.	Lincoln	Nebraska	Lancaster	Lincoln, NE	\$12.0
Norh Dakota						
	Alerus Financial Corporation	Grand Forks	North Dakota	Grand Forks	Grand Forks, ND-MN	\$20.0
	Western State Agency, Inc.	Devils Lake	North Dakota	Ramsey	Rural / No MSA	\$12.0
Ohio						
	Columbus First Bancorp, Inc.	Worthington	Ohio	Franklin	Columbus, OH	\$6.2
	Community Independent Bancorp, Inc.	West Salem	Ohio	Wayne	Wooster, OH	\$2.3
	Indebancorp	Oak Harbor	Ohio	Ottawa	Toledo, OH	\$2.0
	Insight Bank	Columbus	Ohio	Delaware	Columbus, OH	\$4.3
South Dakota						
	BHCB Holding Company	Rapid City	South Dakota	Pennington	Rapid City, SD	\$2.0
Wisconsin						
	County Bancorp, Inc.	Manitowoc	Wisconsin	Manitowoc	Manitowoc, WI	\$15.0
	Deerfield Financial Corporation	Deerfield	Wisconsin	Dane	Madison, WI	\$3.7
	First American Investment, Inc.	Hudson	Wisconsin	Saint Croix	Minneapolis-St.Paul-Bloomington, MN-WI	\$1.7
	First Menasha Bancshares, Inc.	Menasha	Wisconsin	Winnebago	Oshkosh-Neenah, WI	\$10.0
	Nicolet Bankshares, Inc.	Green Bay	Wisconsin	Brown	Green Bay, WI	\$24.4
	Northern Bankshares, Inc.	McFarland	Wisconsin	Dane	Madison, WI	\$22.0
	PFSB Bancorporation, Inc.	Pigeon Falls	Wisconsin	Trempealeau	Rural / No MSA	\$1.5
	Sword Financial Corporation	Horicon	Wisconsin	Dodge	Beaver Dam, WI	\$17.0
Northeast Region						
Connecticut						
	BNC Financial Group, Inc. ¹	New Canaan	Connecticut	Fairfield	Bridgeport-Stamford-Norwalk, CT	\$11.0
	SBT Bancorp, Inc.	Simsbury	Connecticut	Hartford	Hartford-West Hartford-East Hartford, CT	\$9.0
	Salisbury Bancorp, Inc.	Lakeville	Connecticut	Litchfield	Torrington, CT	\$16.0
Maine						
	Katahdin Bankshares Corporation	Patten	Maine	Penobscot	Bangor, ME	\$11.0

Appendix A: SBLF Participating Community Banks, listed by Region and State (Continued)

Region, State	Bank or Bank Holding Company	City	State	County	MSA/CBSA Name	SBLF Funding (millions)
Northeast Region (continued)						
Massachusetts						
	Central Bancorp, Inc.	Somerville	Massachusetts	Middlesex	Boston-Cambridge-Quincy, MA-NH	\$10.0
	Hyde Park Bancorp, MHC	Boston	Massachusetts	Suffolk	Boston-Cambridge-Quincy, MA-NH	\$18.7
	Island Bancorp, Inc.	Edgartown	Massachusetts	Dukes	Rural / No MSA	\$4.0
	Leader Bancorp Inc.	Arlington	Massachusetts	Middlesex	Boston-Cambridge-Quincy, MA-NH	\$12.9
	Mercantile Capital Corp	Boston	Massachusetts	Suffolk	Boston-Cambridge-Quincy, MA-NH	\$7.0
	New England Bancorp, Inc.	Hyannis	Massachusetts	Barnstable	Barnstable Town, MA	\$4.0
	Provident Bancorp	Amesbury	Massachusetts	Essex	Boston-Cambridge-Quincy, MA-NH	\$17.1
	Rockport National Bancorp, Inc.	Rockport	Massachusetts	Essex	Boston-Cambridge-Quincy, MA-NH	\$3.0
	StonehamBank	Stoneham	Massachusetts	Middlesex	Boston-Cambridge-Quincy, MA-NH	\$13.8
New Hampshire						
	Centrix Bank & Trust	Bedford	New Hampshire	Hillsborough	Manchester-Nashua, NH	\$24.5
	First Colebrook Bancorp, Inc.	Colebrook	New Hampshire	Coos	Berlin, NH-VT	\$8.6
	Guaranty Bancorp, Inc.	Woodsville	New Hampshire	Grafton	Lebanon, NH-VT	\$7.0
	Nashua Bank	Nashua	New Hampshire	Hillsborough	Manchester-Nashua, NH	\$3.0
	New Hampshire Thrift Bancshares, Inc.	Newport	New Hampshire	Sullivan	Claremont, NH	\$20.0
	Northway Financial, Inc.	Berlin	New Hampshire	Coos	Berlin, NH-VT	\$23.6
New Jersey						
	Center Bancorp, Inc.	Union	New Jersey	Union	New York, NY-NJ-PA	\$11.3
	Community Partners Bancorp	Middletown	New Jersey	Monmouth	New York, NY-NJ-PA	\$12.0
	Crest Savings Bancorp, Inc.	Wildwood	New Jersey	Cape May	Ocean City, NJ	\$2.5
	Freedom Bank	Oradell	New Jersey	Bergen	New York, NY-NJ-PA	\$4.0
	Harmony Bank	Jackson	New Jersey	Ocean	New York, NY-NJ-PA	\$3.5
	Highlands Bancorp, Inc.	Vernon	New Jersey	Sussex	New York, NY-NJ-PA	\$6.9
	Hopewell Valley Community Bank	Pennington	New Jersey	Mercer	Trenton-Ewing, NJ	\$11.0
	Regal Bank	Livingston	New Jersey	Essex	New York, NY-NJ-PA	\$7.0
	Stewardship Financial Corporation	Midland Park	New Jersey	Bergen	New York, NY-NJ-PA	\$15.0
New York						
	Alma Bank	Astoria	New York	Queens	New York, NY-NJ-PA	\$19.0
	Catskill Hudson Bancorp, Inc.	Rock Hill	New York	Sullivan	Rural / No MSA	\$9.7
	Elmira Savings Bank, FSB	Elmira	New York	Chemung	Elmira, NY	\$14.1
	Greater Rochester Bancorp, Inc.	Rochester	New York	Monroe	Rochester, NY	\$7.0
	Kinderhook Bank Corporation	Kinderhook	New York	Columbia	Hudson, NY	\$7.0
	Pathfinder Bancorp, Inc. (MHC)	Oswego	New York	Oswego	Syracuse, NY	\$13.0
	Seneca-Cayuga Bancorp, Inc. (MHC)	Seneca Falls	New York	Seneca	Seneca Falls, NY	\$5.0

Appendix A: SBLF Participating Community Banks, listed by Region and State (Continued)

Region, State	Bank or Bank Holding Company	City	State	County	MSA/CBSA Name	SBLF Funding (millions)
Northeast Region (continued)						
Pennsylvania						
	AmeriServ Financial, Inc.	Johnstown	Pennsylvania	Cambria	Johnstown, PA	\$21.0
	CBT Financial Corporation	Clearfield	Pennsylvania	Clearfield	DuBois, PA	\$10.0
	Centric Financial Corporation	Harrisburg	Pennsylvania	Dauphin	Harrisburg-Carlisle, PA	\$7.5
	Codorus Valley Bancorp, Inc.	Glen Rock	Pennsylvania	York	York-Hanover, PA	\$25.0
	DNB Financial Corporation	Downingtown	Pennsylvania	Chester	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	\$13.0
	Emclair Financial Corp.	Emlenton	Pennsylvania	Venango	Oil City, PA	\$10.0
	Enterprise Financial Services Group, Inc	Allison Park	Pennsylvania	Allegheny	Pittsburgh, PA	\$5.0
	First Resource Bank	Exton	Pennsylvania	Chester	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	\$5.1
	Franklin Security Bancorp, Inc.	Wilkes-Barre	Pennsylvania	Luzerne	Scranton-Wilkes-Barre, PA	\$7.0
	Jonestown Bank & Trust Co.	Jonestown	Pennsylvania	Lebanon	Lebanon, PA	\$4.0
	MileStone Bank	Doylestown	Pennsylvania	Bucks	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	\$5.1
	Monument Bank	Doylestown	Pennsylvania	Bucks	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	\$3.0
	Penn Liberty Financial Corp	Wayne	Pennsylvania	Delaware	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	\$20.0
	Phoenix Bancorp, Inc.	Minersville	Pennsylvania	Schuylkill	Pottsville, PA	\$3.5
	Team Capital Bank	Bethlehem	Pennsylvania	Northampton	Allentown-Bethlehem-Easton, PA-NJ	\$22.4
	Valley Green Bank	Philadelphia	Pennsylvania	Philadelphia	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	\$5.0
	Victory Bancorp, Inc.	Limerick	Pennsylvania	Montgomery	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	\$3.4
	York Traditions Bank	York	Pennsylvania	York	York-Hanover, PA	\$5.1
South Region						
Alabama						
	BancIndependent Incorporated	Sheffield	Alabama	Colbert	Florence-Muscle Shoals, AL	\$30.0
	ServisFirst Bancshares, Inc.	Birmingham	Alabama	Jefferson	Birmingham-Hoover, AL	\$40.0
	SouthCity Bank	Vestavia Hills	Alabama	Jefferson	Birmingham-Hoover, AL	\$5.2
	Southern National Corporation	Andalusia	Alabama	Covington	Rural / No MSA	\$6.0
	Southern States Bancshares, Inc.	Anniston	Alabama	Calhoun	Anniston-Oxford, AL	\$7.5
Arkansas						
	Community Bank Delaware	Lewes	Delaware	Sussex	Seaford, DE	\$4.5
	Evolve Bancorp, Inc.	Parkin	Arkansas	Cross	Rural / No MSA	\$4.7
	First Service Bancshares, Inc.	Greenbrier	Arkansas	Faulkner	Little Rock-North Little Rock-Conway, AR	\$7.7
	Liberty Bancshares, Inc	Jonesboro	Arkansas	Craighead	Jonesboro, AR	\$52.5
	Rock Bancshares, Inc.	Bryant	Arkansas	Saline	Little Rock-North Little Rock-Conway, AR	\$6.7
	Southern Missouri Bancorp, Inc.	Batesville	Arkansas	Independence	Batesville, AR	\$20.0

Appendix A: SBLF Participating Community Banks, listed by Region and State (Continued)

Region, State	Bank or Bank Holding Company	City	State	County	MSA/CBSA Name	SBLF Funding (millions)
South Region (continued)						
Florida						
	Bank of Central Florida	Lakeland	Florida	Polk	Lakeland-Winter Haven, FL	\$7.0
	Broward Financial Holdings, Inc.	Fort Lauderdale	Florida	Broward	Miami-Fort Lauderdale, FL	\$3.1
	CBOS Bankshares, Inc.	Merritt Island	Florida	Brevard	Palm Bay-Melbourne-Titusville, FL	\$3.9
	Community Southern Bank	Lakeland	Florida	Polk	Lakeland-Winter Haven, FL	\$5.7
	FineMark Holdings, Inc.	Fort Myers	Florida	Lee	Cape Coral-Fort Myers, FL	\$5.7
	First Federal Bancorp, Inc.	Lake City	Florida	Columbia	Lake City, FL	\$20.0
	First Green Bank	Eustis	Florida	Lake	Orlando-Kissimmee-Sanford, FL	\$4.7
	Florida Business BancGroup, Inc.	Tampa	Florida	Hillsborough	Tampa-St.Petersburg-Clearwater, FL	\$15.4
	Florida Community Bankshares, Inc.	Ocala	Florida	Marion	Ocala, FL	\$17.0
	Florida Shores Bancorp, Inc. ¹	Pompano Beach	Florida	Broward	Miami-Fort Lauderdale, FL	\$12.8
	Florida Traditions Bank	Dade City	Florida	Pasco	Tampa-St.Petersburg-Clearwater, FL	\$8.8
	Gulfstream Bancshares, Inc.	Stuart	Florida	Martin	Port St. Lucie, FL	\$7.5
	HomeBancorp, Inc.	Lake Mary	Florida	Seminole	Orlando-Kissimmee-Sanford, FL	\$7.4
	Jefferson Bank of Florida	Oldsmar	Florida	Pinellas	Tampa-St.Petersburg-Clearwater, FL	\$3.4
	Marquis Bank	Coral Gables	Florida	Miami-Dade	Miami-Fort Lauderdale, FL	\$3.5
	Ovation Holdings, Inc.	Port Charlotte	Florida	Charlotte	Punta Gorda, FL	\$5.0
	Platinum Bank	Brandon	Florida	Hillsborough	Tampa-St.Petersburg-Clearwater, FL	\$13.8
Georgia						
	Lowndes Bancshares, Inc.	Valdosta	Georgia	Lowndes	Valdosta, GA	\$6.0
	Peoples Bank of Talbotton	Talbotton	Georgia	Talbot	Rural / No MSA	\$0.9
	Resurgens Bancorp	Atlanta	Georgia	DeKalb	Atlanta, GA	\$3.0
Kentucky						
	FCB Bancorp, Inc.	Louisville	Kentucky	Jefferson	Louisville-Jefferson County, KY-IN	\$9.8
	Magnolia Bancshares, Incorporated	Magnolia	Kentucky	Larue	Elizabethtown, KY	\$2.0
	Planters Financial Group, Inc.	Hopkinsville	Kentucky	Christian	Clarksville, TN-KY	\$20.0
Louisiana						
	Community First Bancshares, Inc.	New Iberia	Louisiana	Iberia	New Iberia, LA	\$30.9
	First Guaranty Bancshares, Inc.	Hammond	Louisiana	Tangipahoa	Hammond, LA	\$39.4
	First NBC Bank Holding Company	New Orleans	Louisiana	Orleans	New Orleans-Metairie-Kenner, LA	\$37.9
	MidSouth Bancorp, Inc.	Lafayette	Louisiana	Lafayette	Lafayette, LA	\$32.0
	Ouachita Bancshares Corp.	Monroe	Louisiana	Ouachita	Monroe, LA	\$17.9
	Progressive Bancorp, Inc.	Winnsboro	Louisiana	Franklin	Rural / No MSA	\$12.0

Appendix A: SBLF Participating Community Banks, listed by Region and State (Continued)

Region, State	Bank or Bank Holding Company	City	State	County	MSA/CBSA Name	SBLF Funding (millions)
South Region (continued)						
Maryland						
	Eagle Bancorp, Inc.	Bethesda	Maryland	Montgomery	Washington, DC-VA-MD-WV	\$56.6
	Howard Bancorp, Inc.	Ellicott City	Maryland	Howard	Baltimore-Towson, MD	\$12.6
	Monument Bank	Bethesda	Maryland	Montgomery	Washington, DC-VA-MD-WV	\$11.4
	Tri-County Financial Corporation	Waldorf	Maryland	Charles	Washington, DC-VA-MD-WV	\$20.0
Mississippi						
	Bankfirst Capital Corporation	Macon	Mississippi	Noxubee	Rural / No MSA	\$20.0
North Carolina						
	Citizens South Banking Corporation	Gastonia	North Carolina	Gaston	Charlotte-Gastonia-Rock Hill, NC-SC	\$20.5
	First Bancorp	Troy	North Carolina	Montgomery	Rural / No MSA	\$63.5
	Live Oak Bancshares, Inc.	Wilmington	North Carolina	New Hanover	Wilmington, NC	\$6.8
	Pemara Financial, Inc.	Charlotte	North Carolina	Mecklenburg	Charlotte-Gastonia-Rock Hill, NC-SC	\$6.2
	Providence Bank	Rocky Mount	North Carolina	Nash	Rocky Mount, NC	\$4.3
	Select Bancorp, Inc.	Greenville	North Carolina	Pitt	Greenville, NC	\$7.6
	Union Bank & Trust Company	Oxford	North Carolina	Granville	Rural / No MSA	\$6.2
Oklahoma						
	Ameribank Holding Company	Collinsville	Oklahoma	Tulsa	Tulsa, OK	\$5.3
	Central Service Corporation	Enid	Oklahoma	Garfield	Enid, OK	\$7.0
	F & M Bancorporation Inc.	Tulsa	Oklahoma	Tulsa	Tulsa, OK	\$38.2
	Grand Capital Corporation	Tulsa	Oklahoma	Tulsa	Tulsa, OK	\$5.2
	Prime Bank Group, Inc.	Edmond	Oklahoma	Oklahoma	Oklahoma City, OK	\$4.5
	Regent Capital Corporation	Nowata	Oklahoma	Nowata	Rural / No MSA	\$3.4
South Carolina						
	Carolina Alliance Bank	Spartanburg	South Carolina	Spartanburg	Spartanburg, SC	\$5.0
	GrandSouth Bancorporation	Greenville	South Carolina	Greenville	Greenville-Mauldin-Easley, SC	\$15.4
	TCB Corporation	Greenwood	South Carolina	Greenwood	Greenwood, SC	\$8.6

Appendix A: SBLF Participating Community Banks, listed by Region and State (Continued)

Region, State	Bank or Bank Holding Company	City	State	County	MSA/CBSA Name	SBLF Funding (millions)
South Region (continued)						
Tennessee						
	Avenue Financial Holdings, Inc.	Nashville	Tennessee	Davidson	Nashville-Davidson-Murfreesboro-Franklin, TN	\$19.0
	CapitalMark Bank & Trust	Chattanooga	Tennessee	Hamilton	Chattanooga, TN-GA	\$18.2
	Carroll Financial Services, Inc.	Huntingdon	Tennessee	Carroll	Rural / No MSA	\$3.0
	Franklin Financial Network, Inc.	Franklin	Tennessee	Williamson	Nashville-Davidson-Murfreesboro-Franklin, TN	\$10.0
	Independent Holdings, Inc	Memphis	Tennessee	Shelby	Memphis, TN-MS-AR	\$34.9
	InsCorp, Inc.	Nashville	Tennessee	Davidson	Nashville-Davidson-Murfreesboro-Franklin, TN	\$3.0
	Landmark Community Bank	Collierville	Tennessee	Shelby	Memphis, TN-MS-AR	\$8.0
	Magna Bank	Memphis	Tennessee	Shelby	Memphis, TN-MS-AR	\$18.4
	Merchants & Planters Bancshares, Inc.	Bolivar	Tennessee	Hardeman	Rural / No MSA	\$2.0
	Moneytree Corporation	Lenoir City	Tennessee	Loudon	Knoxville, TN	\$10.0
	Sequatchie Valley Bancshares, Inc.	Dunlap	Tennessee	Sequatchie	Chattanooga, TN-GA	\$5.0
	SmartFinancial, Inc.	Pigeon Forge	Tennessee	Sevier	Sevierville, TN	\$12.0
	Southern Heritage Bancshares, Inc.	Cleveland	Tennessee	Bradley	Cleveland, TN	\$5.1
	Sumner Bank & Trust	Gallatin	Tennessee	Sumner	Nashville-Davidson-Murfreesboro-Franklin, TN	\$4.3
Texas						
	AIM Bancshares, Inc.	Littlefield	Texas	Lamb	Rural / No MSA	\$9.1
	Algodon De Calidad Bancshares, Inc	Abernathy	Texas	Hale	Plainview, TX	\$0.6
	ANB Corporation ¹	Terrell	Texas	Kaufman	Dallas-Fort Worth-Arlington, TX	\$37.0
	BMC Bancshares, Inc.	Graford	Texas	Palo Pinto	Mineral Wells, TX	\$1.2
	BOH Holdings, Inc.	Houston	Texas	Harris	Houston, TX	\$23.9
	Community Trust Financial Corporation	Dallas	Texas	Dallas	Dallas-Fort Worth-Arlington, TX	\$48.3
	Encore Bancshares, Inc.	Houston	Texas	Harris	Houston, TX	\$32.9
	FB BanCorp	San Antonio	Texas	Bexar	San Antonio-New Braunfels, TX	\$12.0
	First Texas BHC, Inc.	Fort Worth	Texas	Tarrant	Dallas-Fort Worth-Arlington, TX	\$29.8
	Frontier Bancshares, Inc.	Austin	Texas	Travis	Austin-Round Rock-San Marcos, TX	\$6.2
	FVNB Corp.	Victoria	Texas	Victoria	Victoria, TX	\$18.0
	Happy Bancshares, Inc.	Happy	Texas	Swisher	Rural / No MSA	\$31.9
	Joaquin Bankshares, Inc.	Joaquin	Texas	Shelby	Rural / No MSA	\$3.9
	Liberty Capital Bancshares, Inc.	Addison	Texas	Dallas	Dallas-Fort Worth-Arlington, TX	\$1.5
	McLaughlin Bancshares, Inc.	Ralls	Texas	Crosby	Lubbock, TX	\$6.6
	Pioneer Bank, SSB	Dripping Springs	Texas	Hays	Austin-Round Rock-San Marcos, TX	\$3.0
	PlainsCapital Corporation	Lubbock	Texas	Lubbock	Lubbock, TX	\$114.1
	Southwestern Bancorp, Inc.	Boerne	Texas	Kendall	San Antonio-New Braunfels, TX	\$1.5
	Sovereign Bancshares, Inc.	Dallas	Texas	Collin	Dallas-Fort Worth-Arlington, TX	\$24.5
	Steele Holdings, Inc.	Arp	Texas	Smith	Tyler, TX	\$8.3
	Third Coast Bank, SSB	Humble	Texas	Harris	Houston, TX	\$8.7
	Veritex Holdings, Inc.	Plano	Texas	Collin	Dallas-Fort Worth-Arlington, TX	\$8.0

Appendix A: SBLF Participating Community Banks, listed by Region and State (Continued)

Region, State	Bank or Bank Holding Company	City	State	County	MSA/CBSA Name	SBLF Funding (millions)
Virginia						
	Blue Ridge Bankshares, Inc.	Luray	Virginia	Page	Rural / No MSA	\$4.5
	Citizens Community Bank	South Hill	Virginia	Mecklenburg	Rural / No MSA	\$4.0
	Heritage Bankshares, Inc.	Norfolk	Virginia	Norfolk City	Virginia Beach-Norfolk-Newport News, VA-NC	\$7.8
	TowneBank	Portsmouth	Virginia	Newport News City	Virginia Beach-Norfolk-Newport News, VA-NC	\$76.5
	United Financial Banking Companies, Inc.	Vienna	Virginia	Fairfax	Washington, DC-VA-MD-WV	\$3.0
	Virginia Heritage Bank	Fairfax	Virginia	Fairfax City	Washington, DC-VA-MD-WV	\$15.3
	WashingtonFirst Bankshares, Inc.	Reston	Virginia	Fairfax	Washington, DC-VA-MD-WV	\$17.8
	Xenith Bankshares, Inc.	Richmond	Virginia	Richmond City	Richmond, VA	\$8.4
West Virginia						
	First Bank of Charleston, Inc.	Charleston	West Virginia	Kanawha	Charleston, WV	\$3.3
	MVB Financial Corp.	Fairmont	West Virginia	Marion	Fairmont, WV	\$8.5
West Region						
California						
	1st Enterprise Bank	Los Angeles	California	Los Angeles	Los Angeles, CA	\$16.4
	Bank of Commerce Holdings	Redding	California	Shasta	Redding, CA	\$20.0
	Bank of Santa Barbara	Santa Barbara	California	Santa Barbara	Santa Barbara-Santa Maria-Goleta, CA	\$1.9
	California Bank of Commerce	Lafayette	California	Contra Costa	San Francisco, CA	\$11.0
	Capital Bank	San Juan Capistrano	California	Orange	Los Angeles, CA	\$3.1
	Central Valley Community Bancorp	Kerman	California	Fresno	Fresno, CA	\$7.0
	Community Valley Bank	El Centro	California	Imperial	El Centro, CA	\$2.4
	First California Financial Group, Inc.	San Luis Obispo	California	San Luis Obispo	San Luis Obispo-Paso Robles, CA	\$25.0
	First Northern Community Bancorp	Dixon	California	Solano	Vallejo-Fairfield, CA	\$22.8
	First PacTrust Bancorp, Inc.	Chula Vista	California	San Diego	San Diego-Carlsbad-San Marcos, CA	\$32.0
	FNB Bancorp	Daly City	California	San Mateo	San Francisco, CA	\$12.6
	Founders Bancorp	San Luis Obispo	California	San Luis Obispo	San Luis Obispo-Paso Robles, CA	\$4.2
	Oak Valley Bancorp	Oakdale	California	Stanislaus	Modesto, CA	\$13.5
	Pacific Coast Bankers' Bancshares	San Francisco	California	San Francisco	San Francisco, CA	\$12.0
	Partners Bank of California	Mission Viejo	California	Orange	Los Angeles, CA	\$2.5
	Private Bank of California	Los Angeles	California	Los Angeles	Los Angeles, CA	\$10.0
	Promerica Bank	Los Angeles	California	Los Angeles	Los Angeles, CA	\$3.8
	Redwood Capital Bancorp	Eureka	California	Humboldt	Eureka-Arcata-Fortuna, CA	\$7.3
	Seacoast Commerce Bank	Chula Vista	California	San Diego	San Diego-Carlsbad-San Marcos, CA	\$4.0
	Security Business Bancorp	San Diego	California	San Diego	San Diego-Carlsbad-San Marcos, CA	\$8.9
	Security California Bancorp	Riverside	California	Riverside	Riverside-San Bernardino, CA	\$7.2
	Silvergate Capital Corporation	La Jolla	California	San Diego	San Diego-Carlsbad-San Marcos, CA	\$12.4
	Summit State Bank	Santa Rosa	California	Sonoma	Santa Rosa-Petaluma, CA	\$13.8

Appendix A: SBLF Participating Community Banks, listed by Region and State (Continued)

Region, State	Bank or Bank Holding Company	City	State	County	MSA/CBSA Name	SBLF Funding (millions)
West Region (continued)						
Colorado						
	CIC Bancshares, Inc.	Centennial	Colorado	Arapahoe	Denver-Aurora-Broomfield, CO	\$1.8
	CoBiz Financial Inc.	Denver	Colorado	Denver	Denver-Aurora-Broomfield, CO	\$57.4
	Columbine Capital Corporation	Buena Vista	Colorado	Chaffee	Rural / No MSA	\$6.1
	Morgan Capital Corporation	Fort Morgan	Colorado	Morgan	Fort Morgan, CO	\$3.3
	State Bank of Bartley	Colorado Springs	Colorado	El Paso	Colorado Springs, CO	\$2.4
	Steele Street Bank Corporation	Denver	Colorado	Denver	Denver-Aurora-Broomfield, CO	\$11.4
	Verus Acquisition Group, Inc.	Fort Collins	Colorado	Larimer	Fort Collins-Loveland, CO	\$9.7
Idaho						
	D. L. Evans Bancorp	Burley	Idaho	Cassia	Burley, ID	\$29.9
Montana						
	Bancorp of Montana Holding Company	Missoula	Montana	Missoula	Missoula, MT	\$1.5
Nevada						
	Meadows Bank	Las Vegas	Nevada	Clark	Las Vegas-Paradise, NV	\$8.5
	Western Alliance Bancorporation	Las Vegas	Nevada	Clark	Las Vegas-Paradise, NV	\$141.0
Utah						
	Cache Valley Banking Company	Logan	Utah	Cache	Logan, UT-ID	\$11.7
	Continental Bancorporation	Salt Lake City	Utah	Salt Lake	Salt Lake City, UT	\$4.7
	LCA Bank Corporation	Park City	Utah	Summit	Salt Lake City, UT	\$2.7
	Medallion Bank	Salt Lake City	Utah	Salt Lake	Salt Lake City, UT	\$26.3
Washington						
	GBC Holdings, Incorporated	Shoreline	Washington	King	Seattle-Tacoma-Bellevue, WA	\$5.0
	Peoples Bancorp	Lynden	Washington	Whatcom	Bellingham, WA	\$18.0
	Puget Sound Bank	Bellevue	Washington	King	Seattle-Tacoma-Bellevue, WA	\$9.9
	U & I Financial Corporation	Lynnwood	Washington	Snohomish	Seattle-Tacoma-Bellevue, WA	\$5.5
	W.T.B. Financial Corporation	Spokane	Washington	Spokane	Spokane, WA	\$89.1
Wyoming						
	Financial Security Corporation	Basin	Wyoming	Big Horn	Rural / No MSA	\$5.0

1.) This institution is a multi-bank, bank holding company. Locations in this appendix reflect the headquarters of the overall institution.

Appendix B: SBLF Participating Community Development Loan Funds, listed by Region and State

Region, State	Community Development Loan Fund	City	County	MSA/CBSA Name	SBLF Funding (millions)
Midwest Region					
Illinois					
	IFF	Chicago	Cook	Chicago, IL-IN-WI	\$8.3
Minnesota					
	Community Reinvestment Fund, Inc.	Minneapolis	Hennepin	Minneapolis-St.Paul-Bloomington, MN-WI	\$5.1
	Midwest Minnesota Community Development Corporation	Detroit Lakes	Becker	Minneapolis-St.Paul-Bloomington, MN-WI	\$4.6
	Nonprofits Assistance Fund	Minneapolis	Hennepin	Minneapolis-St.Paul-Bloomington, MN-WI	\$0.7
Nebraska					
	Nebraska Enterprise Fund	Oakland	Burt	Rural / No MSA	\$0.2
Ohio					
	Economic and Community Development Institute	Columbus	Franklin	Columbus, OH	\$0.2
South Dakota					
	Northeast South Dakota Economic Corporation	Sisseton	Roberts	Rural / No MSA	\$1.0
	Rural Electric Economic Development, Inc.	Madison	Lake	Rural / No MSA	\$1.2
	South Eastern Development Foundation	Sioux Falls	Minnehaha	Sioux Falls, SD	\$0.2
Wisconsin					
	Forward Community Investments, Inc.	Madison	Dane	Madison, WI	\$0.5
	Impact Seven, Inc.	Almena	Barron	Rural / No MSA	\$4.0
	Wisconsin Women's Business Initiative Corporation	Milwaukee	Milwaukee	Milwaukee-Waukesha-West Allis, WI	\$0.4

Appendix B: SBLF Participating Community Development Loan Funds, listed by Region and State (Continued)

Region, State	Community Development Loan Fund	City	County	MSA/CBSA Name	SBLF Funding (millions)
Northeast Region					
Connecticut					
	Greater New Haven Community Loan Fund	New Haven	New Haven	New Haven-Milford, CT	\$0.5
Maine					
	Coastal Enterprises	Wiscasset	Lincoln	Rural / No MSA	\$2.3
Massachusetts					
	Boston Community Loan Fund	Boston	Suffolk	Austin-Round Rock-San Marcos, TX	\$4.4
	Capital Link Inc.	Boston	Suffolk	Austin-Round Rock-San Marcos, TX	\$0.2
	Western Massachusetts Enterprise Fund, Inc	Holyoke	Hampden	Rural / No MSA	\$0.2
New York					
	Community Loan Fund of the Capital Region, Inc.	Albany	Albany	Rural / No MSA	\$0.5
	La Fuerza Unida Community Development Corporation	East Norwich	Nassau	Rural / No MSA	\$0.0
	Leviticus 25:23 Alternative Fund, Inc.	Elmsford	Westchester	Rural / No MSA	\$0.8
	Primary Care Development Corporation	New York	New York	New York, NY-NJ-PA	\$4.0
	Seedco Financial Services	New York	New York	New York, NY-NJ-PA	\$2.5
Pennsylvania					
	Bridgeway Capital, Inc.	Pittsburg	Allegheny	Pittsburgh, PA	\$1.8
	Community First Fund	Lancaster	Lancaster	Lancaster, PA	\$0.9
	Northside Community Development Fund	Pittsburgh	Allegheny	Pittsburgh, PA	\$0.3
	The Progress Fund	Greensburg	Westmoreland	Rural / No MSA	\$1.1
	The Reinvestment Fund	Philadelphia	Philadelphia	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD	\$11.7
Vermont					
	Vermont Community Loan Fund	Montpelier	Washington	Rural / No MSA	\$1.2
District of Columbia					
	BUILDING HOPE...A CHARTER SCHOOL FACILITIES FUND	Washington	District of Columbia	Washington, DC-VA-MD-WV	\$2.1
	Partners for the Common Good	Washington	District of Columbia	Washington, DC-VA-MD-WV	\$1.0

Appendix B: SBLF Participating Community Development Loan Funds, listed by Region and State (Continued)

Region, State	Community Development Loan Fund	City	County	MSA/CBSA Name	SBLF Funding (millions)
South Region					
Georgia					
	Appalachian Community Enterprises, Inc.	Cleveland	White	Rural / No MSA	\$0.2
Kentucky					
	Community Ventures Corporation	Bowling Green	Warren	Bowling Green, KY	\$1.0
	Federation of Appalachian Housing Enterprises, Inc.	Berea	Madison	Rural / No MSA	\$2.1
Maryland					
	Enterprise Community Loan Fund	Columbia	Howard	Rural / No MSA	\$8.8
North Carolina					
	Mountain BizCapital	Asheville	Buncombe	Asheville, NC	\$0.2
Oklahoma					
	Citizen Potawatomi Community Development Corporation	Shawnee	Pottawatomie	Shawnee, OK	\$0.5
South Carolina					
	Charleston Citywide Local Development Corporation	Charleston	Charleston	Charleston-North Charleston-Summerville, SC	\$1.0
	Lowcountry Housing Trust	North Charleston	Charleston	Charleston-North Charleston-Summerville, SC	\$0.4
Texas					
	CEN-TEX Certified Development Corporation	Austin	Travis	Austin-Round Rock-San Marcos, TX	\$0.5
	PeopleFund	Austin	Travis	Austin-Round Rock-San Marcos, TX	\$0.5
Virginia					
	ECDC Enterprise Development Group	Arlington	Arlington	Washington, DC-VA-MD-WV	\$0.3
	NCB Capital Impact	Arlington	Arlington	Washington, DC-VA-MD-WV	\$8.2

Appendix B: SBLF Participating Community Development Loan Funds, listed by Region and State (Continued)

Region, State	Community Development Loan Fund	City	County	MSA/CBSA Name	SBLF Funding (millions)
West Region					
California					
	California Coastal Rural Development Corporation	Salinas	Monterey	Salinas, CA	\$0.9
	Low Income Investment Fund	San Francisco	San Francisco	San Francisco, CA	\$7.5
	OBDC Small Business Finance	Oakland	Alameda	San Francisco, CA	\$0.2
	Opportunity Fund Northern California	San Jose	Santa Clara	San Jose-Santa Clara, CA	\$2.2
	Rural Community Assistance Corporation	West Sacramento	Yolo	Sacramento-Arden-Arcade-Roseville, CA	\$4.3
	Valley Economic Development Center, Inc.	Van Nuys	Los Angeles	Los Angeles, CA	\$0.7
Colorado					
	Colorado Enterprise Fund, Inc.	Denver	Denver	Denver-Aurora-Broomfield, CO	\$0.5
Montana					
	Montana Community Development Corporation	Missoula	Missoula	Missoula, MT	\$0.6
Washington					
	ShoreBank Enterprise Group, Pacific dba Enterprise Cascadia	Ilwaco	Pacific	Rural / No MSA	\$1.9