

**U.S. Small Business Administration**

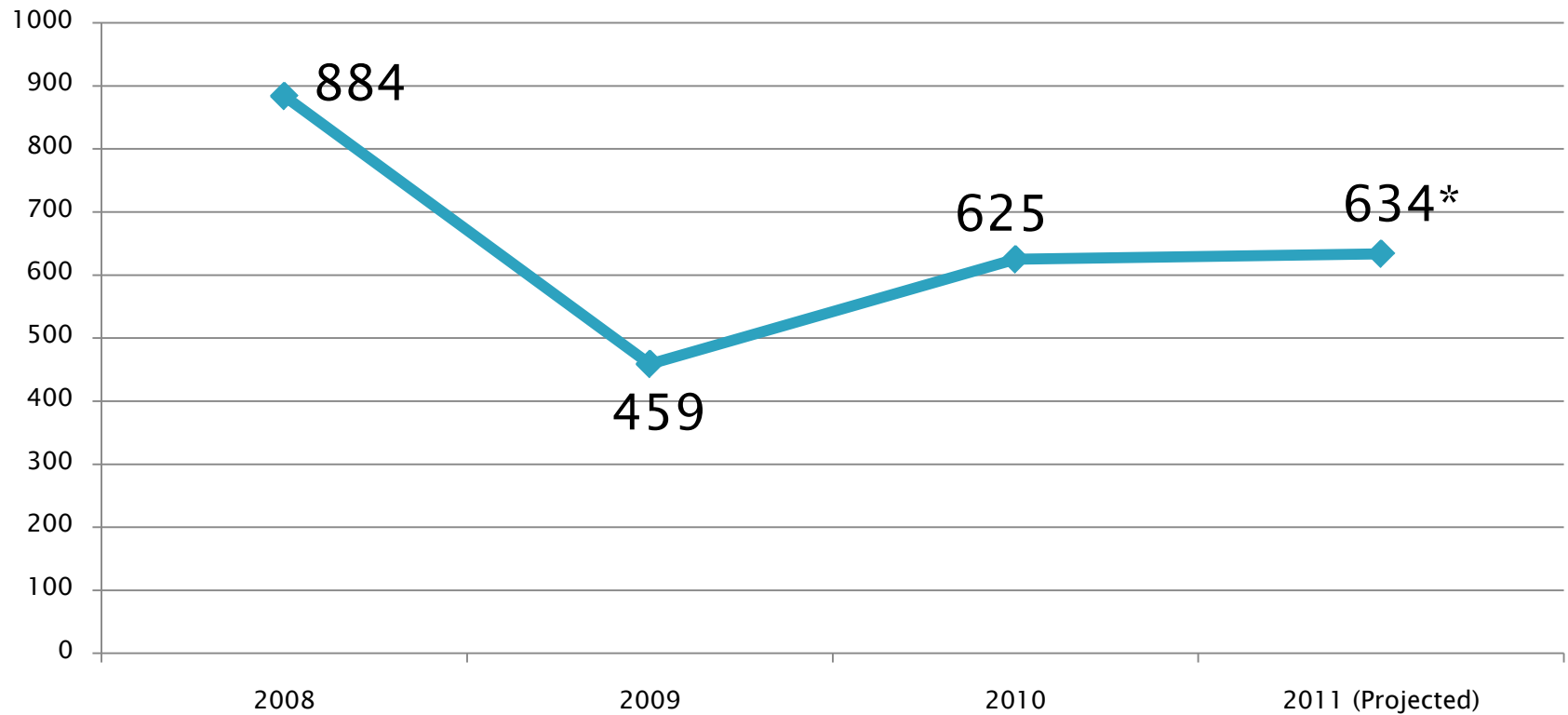


***Your Small Business Resource***

Who is Lending?

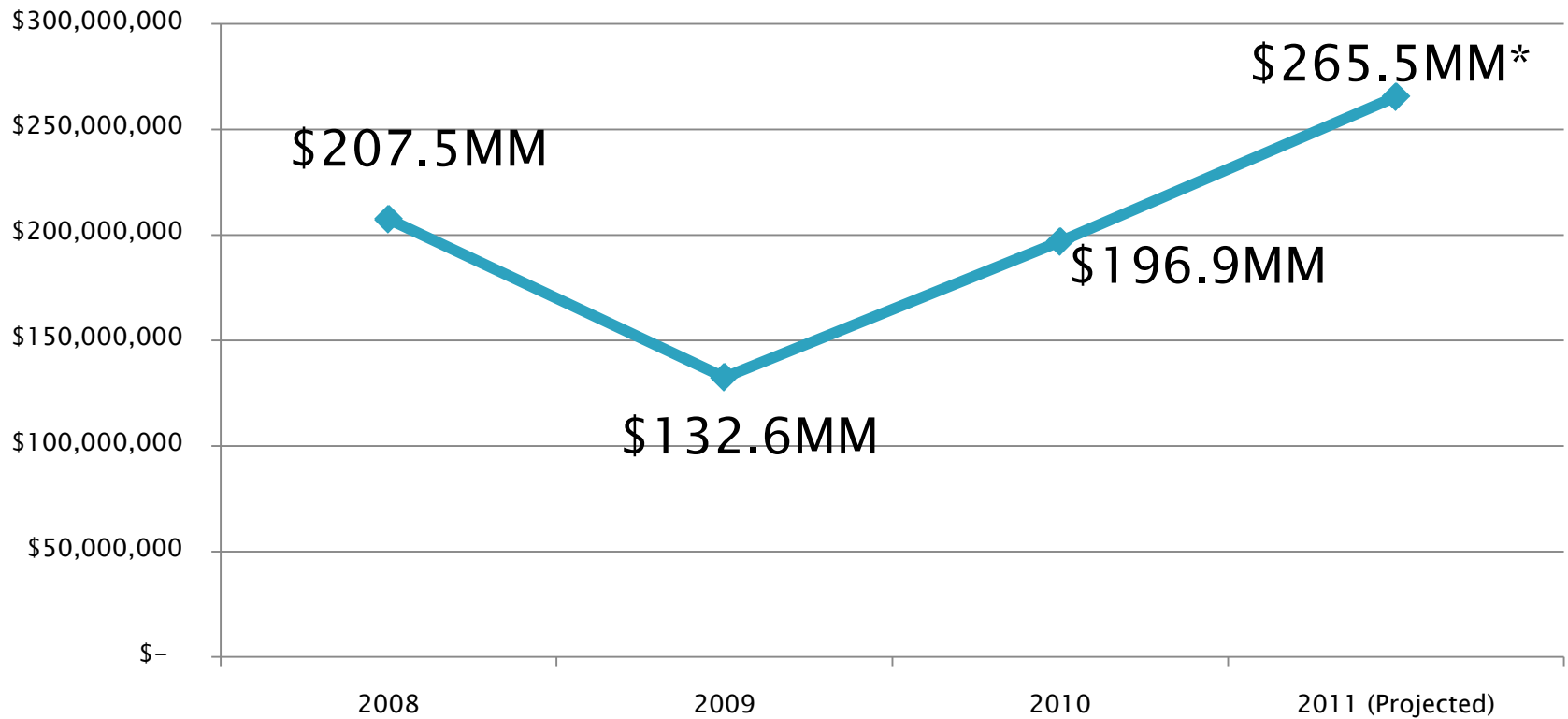
# Since Fiscal Year 2008...

## Loan Approvals



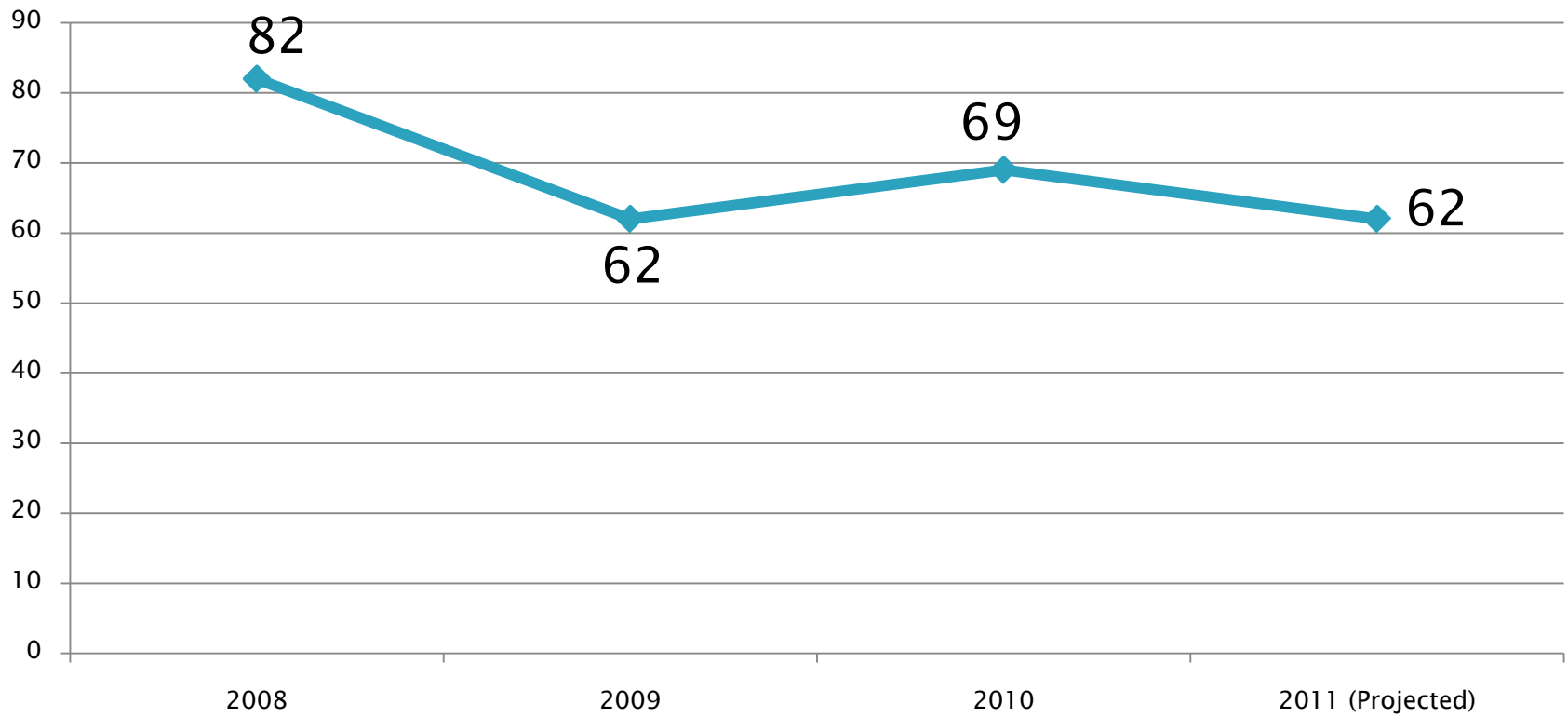
# Since Fiscal Year 2008...

## Dollars



# Who is Lending?

## Active Lenders



# Top Lenders (as of 8/31/2011)

M&T Bank	100	Business Finance Group	56.7M
Business Finance Group	83	Access National Bank	35.3M
BB&T Bank	56	M&T Bank	14.0M
Access National Bank	42	EagleBank	13.0M
Superior Financial Group	30	Chesapeake Business Fin.	9.6M
Wells Fargo	25	Wells Fargo	8.4M
SunTrust Bank	21	BB&T Bank	7.1M
PNC Bank	19	Monument Bank	6.7M
Mid-Atlantic FCU	12	Mid-Atlantic FCU	6.1M
SONABank	12	SONABank	5.3M

Top Ten Loan Approvals

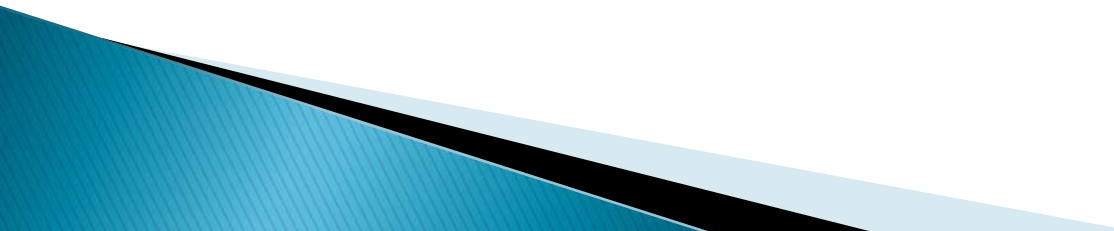
Top Ten Lenders –Dollars

# Top Industries for Loan Approvals

- ▶ NAICS Series 52 – IT & Professional (152)
  - ▶ NAICS Series 72 – Food Service & Hospitality (77)
  - ▶ NAICS Series 62 – Medical, Dental, Day Care (70)
  - ▶ NAICS Series 44 – Retail (58)
  - ▶ NAICS Series 81 – Personal Services (44)
  - ▶ NAICS Series 23 – Specialty Contractors (39)
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# Demographics

## Loan Approvals for WMADO in FY 11

- ▶ 41% of loans to Minority-Owned Businesses
  - ▶ 24% of loans to Women-Owned Businesses
  - ▶ 11% of loans to Veteran-Owned Businesses
  - ▶ 30% of loans to Start-Up Businesses
  - ▶ 75% of loans approved in less than 1 day!
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# Loan Approvals\* by Territory

<u>Location</u>	<u>Loans</u>	<u>Dollars</u>
<b>Washington, DC</b>	<b>91</b>	<b>\$39.7M</b>
<b>Maryland</b>	<b>217</b>	<b>\$84.5M</b>
◦ Montgomery	146	\$56.9M
◦ Prince George's	71	\$27.6M
<b>Virginia</b>	<b>290</b>	<b>\$121.6M</b>
◦ Alexandria	18	\$10.1M
◦ Arlington	22	\$6.7M
◦ Fairfax	175	\$66.0M
◦ Falls Church	5	\$2.5M
◦ Loudoun	70	\$36.2M

\* As of September 17, 2011