

TOP AREA SBA LENDERS

(RANKED BY NUMBER OF SBA-GUARANTEED LOANS TO BUSINESSES IN THE KANSAS CITY AREA DURING THE 12 MONTHS ENDING SEPT. 30, 2011)

RANK 2011 2010	LENDER	NUMBER OF SBA LOANS	VALUE OF SBA LOANS	HOLDING COMPANY OR PARENT	SBA LENDING OFFICER
1. 3.	U.S. Bank 7500 College Blvd., Suite 660, Overland Park, KS 66210 www.usbank.com 913-498-1799	50	\$23,612,400	U.S. Bancorp Minneapolis	Tom Stattman 913-498-1799, ext. 25
2. 1.	UMB Bank 1010 Grand Blvd., Kansas City, MO 64106 www.umb.com 816-860-7000	40	\$10,839,400	UMB Financial Corp. Kansas City	Kathy Hunter 816-860-7113
3. 4.	Heartland Business Capital Inc. 8900 Indian Creek Parkway, Suite 150, Overland Park, KS 66210 www.hbcloans.com 913-599-1717	27	\$11,931,000	Heartland Business Capital Inc. Overland Park	David Long 913-599-1717
4. 6.	Commerce Bank 1000 Walnut St., Kansas City, MO 64106 www.commercebank.com 816-234-7388	26	\$8,741,600	Commerce Bancshares Inc. Kansas City	Diane Wier 816-234-7388
5. 10.	Mazuma Credit Union 9300 Troost Ave., Kansas City, MO 64131 www.mazuma.org 816-361-4194	25	\$6,038,000	Mazuma Credit Union Kansas City	William Maher 816-361-4194
6. none	Equity Bank 4551 W. 107th St., Suite 210, Overland, KS 66221 www.equitybank.com 913-323-9311	21	\$10,562,200	Equity Bancshares Inc. Wichita	Brian Roby 913-323-9311
7. 2.	Summit Bank of Kansas City 1650 N.E. Grand Ave., Suite 100, Lee's Summit, MO 64086 www.summitbankofkc.com 816-251-9019	19	\$8,403,700	Capitol Bancorp Ltd. Lansing, Mich.	Pat Case 816-251-9000
8. 15.	Country Club Bank 414 Nichols Road, Kansas City, MO 64112 www.countryclubbank.com 816-751-9345	12	\$6,268,200	CCB Financial Corp. Kansas City	Robin Wells 816-931-4060
9. 7.	Superior Financial Group LLC 165 Lennon Lane, Suite 101, Walnut Creek, CA 94598 www.superiorfg.com 925-296-0500	12	\$125,000	Superior Financial Group Walnut Creek, Calif.	small business loan officer 925-296-0510
10. 22.	Valley View State Bank 7500 W. 95th St., Overland Park, KS 66212 www.valleyviewbank.com 913-381-3311	11	\$1,640,700	Valley View Bancshares Inc. Overland Park	Brett Osborne 913-381-3311
11. none	Bank of the West 6263 Nall Ave., Mission, KS 66202 www.bankofthewest.com 913-362-8900	9	\$10,597,100	BNP Paribas Paris	Jeff Benton 720-941-9583
12. 5.	Wells Fargo 7500 College Blvd., Overland Park, KS 66210 www.wellsfargo.com 913-234-2920	9	\$4,479,200	Wells Fargo & Co. San Francisco	Eric Liudahl 402-536-2680
13. 24.	Enterprise Bank & Trust 12695 Metcalf Ave., Overland Park, KS 66213 www.enterprisebank.com 913-663-5525	8	\$15,228,800	Enterprise Financial Services Corp. Clayton, Mo.	Catherine Casey 913-234-6110
14. none	Great Western Bank 10610 Shawnee Mission Parkway, Merriam, KS 66203 www.greatwesternbank.com 913-901-5102	8	\$4,301,100	National Australia Bank Group Ltd. Docklands, Australia	Scott Miller 913-248-3350
15. 19.	First State Bank of Kansas City, Kan. 650 Kansas Ave., Kansas City, KS 66105 www.fsbkcks.com 913-371-1242	8	\$1,389,800	First Bancshares Inc. Kansas City, Kan.	Steve Ketteler 913-371-1242
16. none	Bank of Blue Valley 11935 Riley St., Overland Park, KS 66213 www.bankbv.com 913-338-1000	8	\$1,230,000	Blue Valley Ban Corp. Overland Park	Gary Davidson 913-234-2484
17. 14.	Borrego Springs Bank NA 7777 Alvarado Road, Suite 501, La Mesa, CA 91942 www.borregospringsbank.com 619-668-5150	7	\$393,500	American Heritage Holdings La Mesa, Calif.	small business loan officer 619-668-5150
18. 16.	Rural Missouri Inc. 3324 Emerald Lane, Jefferson City, MO 65109 www.rmiinc.org 573-635-0136	6	\$4,967,000	Rural Missouri Inc. Jefferson City	Mindy Murray 573-635-0136
19. none	Citizens Bank & Trust Co. 7280 N.W. 87th Terrace, Suite 300, Kansas City, MO 64153 www.ebankcbt.com 816-459-4054	6	\$3,196,825	Young Partners LP Chillicothe, Mo.	Karine Decker 816-459-4054
20. 17.	Missouri Bank & Trust Co. 1044 Main St., Kansas City, MO 64105 www.mobank.com 816-881-8200	6	\$2,505,000	MBT Bancshares Inc. Kansas City	Linda Laurence 816-881-8200
21. none	Frontier Financial Partners Inc. 6731 W. 121st St., Suite 208, Overland Park, KS 66209 www.frontierfinancialpartners.com 913-312-5686	5	\$2,377,000	Frontier Financial Partners Inc. Emporia, Kan.	Wayne Symmonds 602-342-7041
22. 12.	EDC Loan Corp. 1100 Walnut St., Suite 1700, Kansas City, MO 64106 www.edck.com 816-691-2111	5	\$2,176,000	Economic Development Corp. of Kansas City Kansas City	Tom Kenagy 816-691-2111
23. 8.	M&I/BMO Harris Bank* 11301 Nall Ave., Leawood, KS 66211 www.mibank.com 816-561-1000	5	\$989,500	BMO Financial Group Chicago	David Lindstrom 816-561-1000
24. none	Kearney Trust Co. 310 W. Missouri Highway 92, Kearney, MO 64060 www.kearneytrust.com 816-628-6666	5	\$497,900	Trustco Bankshares Inc. Kearney, Mo.	Scott Middleton 816-628-6666
25. none	Freedom Bank 6640 W. 143rd St., Overland Park, KS 66223 www.ibankwithfreedom.com 913-563 5600	4	\$1,782,000	Freedom Bancshares Inc. Overland Park	David Vander Veen Jr. 913-563-5600



RE-RANKING THE LIST:

TOP AREA SBA LENDERS RANKED BY TOTAL AMOUNT OF SBA LENDING IN THE KANSAS CITY AREA.

NAME	VALUE OF SBA LOANS
1. U.S. Bank	\$23,612,400
2. Enterprise Bank & Trust	\$15,228,800
3. Heartland Business Capital Inc.	\$11,931,000
4. UMB Bank	\$10,839,400
5. Bank of the West	\$10,597,100
6. Equity Bank	\$10,562,200
7. Commerce Bank	\$8,741,600
8. Summit Bank of Kansas City	\$8,403,700
9. Country Club Bank	\$6,268,200
10. Mazuma Credit Union	\$6,038,000
11. Rural Missouri Inc.	\$4,967,000
12. Wells Fargo	\$4,479,200
13. Great Western Bank	\$4,301,100
14. Citizens Bank & Trust Co.	\$3,196,825
15. Missouri Bank & Trust Co.	\$2,505,000
16. Frontier Financial Partners Inc.	\$2,377,000
17. EDC Loan Corp.	\$2,176,000
18. Freedom Bank	\$1,782,000
19. Valley View State Bank	\$1,640,700
20. First State Bank of Kansas City, Kan.	\$1,389,800
21. Bank of Blue Valley	\$1,230,000
22. M&I/BMO Harris Bank*	\$989,500
23. Kearney Trust Co.	\$497,900
24. Borrego Springs Bank NA	\$393,500
25. Superior Financial Group LLC	\$125,000

NOTES:

Data provided by Small Business Administration. Ties are ranked by total loan value.

* M&I Bank sold to Bank of Montreal in July 2011. BMO merged the bank with its U.S. subsidiary, Harris Bank and renamed the entire U.S. organization BMO Harris Bank NA.

FUTURE LISTS:

NOVEMBER 25, Private Schools
DECEMBER 2, Hotels
DECEMBER 9, Highest-Paid Executives
DECEMBER 16, Fee-Based Investment Advisers
DECEMBER 23, Convention/Banquet Facilities
DECEMBER 30, IS Outsourcing Firms
JANUARY 6, Commercial Real Estate Companies
JANUARY 13, Universities & Colleges
JANUARY 13, MBA Programs
JANUARY 20, Residential Real Estate Agents & Teams
JANUARY 27, Most-Active Commercial Real Estate Firms
FEBRUARY 3, Commercial Lending Banks
FEBRUARY 10, Residential Real Estate Firms
FEBRUARY 10, Home Builders
FEBRUARY 17, United Way Beneficia-