

2020 OCTOBER ISSUE

monitor

THE VOICE OF EQUIPMENT FINANCE

ICONS



**MONITOR
ICONS:**

RAYKOVICH, DOHERTY,
VERHELLE, MCGRIFF &
CONLEY

PG. 28

**MONITOR'S TOP
50 BANKS**

VOLUME UP 11.4% Y/Y
KEY & U.S. BANK
ASCEND

PG. 40

**PLAYING
CATCH UP:**

ADVICE FROM
TECH LEADERS

PG. 68

37

EASTERN FUNDING

HQ: New York, NY

Total Assets **\$960.5**
 New Business Vol. **\$357.4**
 # of Employees **74**

President: Michael Fanger



Eastern Funding is a commercial lender to small and medium sized businesses

nationwide. The company offers funding to buy businesses and for startup capital, equipment loans and commercial real estate financing. For more than 20 years, Eastern Funding has offered customized financing to help entrepreneurs make their dreams of owning a business a reality. Above all, the company builds solid relationships, with more than 60% of its business coming from repeat customers.

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NAVITAS CREDIT

HQ: Ponte Vedra, FL

Total Assets **\$782.7**
 New Business Vol. **\$544.2**
 # of Employees **157**

President & CEO: Gary R. Shivers



Navitas Credit's commitment to customer care is the foundation of its relationships with

equipment buyers and seller customers. Ethical in all business practices, Navitas never veers away from its promises, strives for a win-win outcome in business negotiations, delights customers through quality service, treats everyone with respect and continuously communicates with customers. By adhering to these values, Navitas Credit creates long-term partnerships versus simply being a provider of capital.

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FNB EQUIPMENT FINANCE

HQ: Pittston, PA

Total Assets **\$726.0**
 New Business Vol. **\$386.0**
 # of Employees **37**

President & CEO: Gary Cook



Since 2016, F.N.B. Equipment Finance has experienced record growth in net assets and high

levels of new business volume. It offers clients diverse leasing and financing options with flexible terms, innovative tools and resources, and personalized service delivered by highly qualified leasing professionals. First National Bank of Pennsylvania has been recognized as a top workplace and gives back to the communities it serves through financial support, education, employee volunteerism and partnerships.



Customers Commercial Finance, LLC (CCF) is the equipment financing and leasing subsidiary of Customers Bank, formed in 2015. This alliance allows CCF to provide clients with the best of both worlds: the industry knowledge, responsiveness and personal service of a specialty finance company, coupled with the financial strength, stability, and low cost of funds of a growing bank. Five years and \$750 million of closed transactions later, CCF continues to grow its portfolio in plastics, packaging, construction, franchise, transportation, marine and aviation.



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Experienced. Dedicated. Equipment Finance and Leasing.

- \$3 million to \$30 million
- Finance tenors up to 10 years or more
- Public and private U.S. based companies
- Transportation, industrials, manufacturing, healthcare

Capital, synthetic, operating, TRAC, Split-TRAC leases
 Taxable and tax-exempt lease structures
 Capex financing for new and used equipment
 Sale/leaseback of existing equipment
 Secured term debt and balloon financing structures

For information: Rich Johnston | Senior Vice President
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45 WEBSTER CAPITAL FINANCE

HQ: New Britain, CT

Total Assets **\$537.3**
 New Business Vol. **\$224.6**
 # of Employees **7**

President: Mike Giusto



Webster Capital Finance, a wholly owned subsidiary of Webster Bank, offers a range of equipment leasing solutions with superior execution and delivery. The company provides commercial equipment financing solutions for all types of equipment, new or used, including loans, lease purchases, floating and fixed rates, TRAC, and tax leases. Webster Capital Finance serves various industries, including construction, food processing, manufacturing, marine, transportation and more.

46 HANMI BANK COMMERCIAL EQUIPMENT LEASING

HQ: Irvine, CA

Total Assets **\$502.3**
 New Business Vol. **\$277.4**
 # of Employees **21**

EVP: Kevin Kepp



Hanmi Bank's Commercial Equipment Leasing Group is a boutique funder of equipment loans and leases sourced by independent finance companies, banks and captives nationwide. Hanmi's team is dedicated to a culture of customer-centric focus, creativity and consistency. Its relationships meet the needs of its funding partners. Transactions can be individually funded or offered in portfolios. Customer focus is on flow-based relationships with annual funding in excess of \$6 million.

47 CUSTOMERS COMMERCIAL FINANCE

HQ: Portsmouth, NH

Total Assets **\$483.4**
 New Business Vol. **\$269.8**
 # of Employees **17**

President: Samuel H. Smith III



Customers Commercial Finance was formed by Samuel H. Smith III in 2015. Notably,

half of the staff have worked together in three different companies — and in a few cases, have worked together for 30 years. CCF has gone back to basics with true relationship lending by knowing customers up front, looking at deals quickly and providing a definitive term sheet. The company is focused on delivering exceptional customer service.



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Total Assets **\$605.3**
 New Business Volume **\$240.3**
 # of Employees **10**

President: Ken Gates

FROST EQUIPMENT LEASING & FINANCE

HQ: San Antonio, TX



Frost is the banking, investments and insurance subsidiary of Cullen/Frost Bankers (CFR), a financial holding company with \$34.1 billion in assets. Frost provides a full range of banking, investments and insurance services to businesses and individuals across numerous Texas regions. In 2002, Frost established its Equipment Leasing and Finance group with a focus on financing commercial equipment, vehicles and aircraft for its customers. The group also provides equipment finance for municipalities.