



# Volume 100

# 51-100



## Headquarters:

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## Number of Employees:

40+

## Years in Business:

22 Years

## Executive Management Team:

Jules Buenabenta, President/CEO  
Scott Monroe, Senior Vice President  
Michael Behar, Senior Vice President  
Leticia Moreno, Operations Manager

## Target Market Served:

Middle Market for all major industries including Health, Legal, Manufacturing, Food Service, Construction, Not-for-Profit and Universities

## Products Offered:

Operating Leases, Capital Leases, Tax Leases and Equipment Finance Agreements. Each structure offers its own unique tax and/or cash flow benefit.

## MONITOR 100 FOOTNOTES

- |   |   |
|---|---|
| <p><b>1 GE Capital</b><br/>2009 data restated to reflect reclassifications in several business units</p> <p><b>2 International Lease Finance &amp; AIG</b><br/>ILFC data sourced from 2010 10-K;<br/>AIG Comm'l AF shown separately to reflect hierarchical structure</p> <p><b>3 Wells Fargo EF</b><br/>2009 data restated to reflect the merger of Wells Fargo Financial Leasing into Wells Fargo Equipment Finance in 2010</p> <p><b>4</b> Fiscal year-end 10/31/10</p> <p><b>5 De Lage Landen Financial Svcs</b><br/>Data reflects U.S.-based activities only (excludes Europe)</p> <p><b>6</b> Fiscal year-end 9/30/10</p> <p><b>7 Boeing Capital</b><br/>Data sourced from 2010 10-K</p> <p><b>8 GATX</b><br/>Data sourced from 2010 10-K</p> <p><b>9 PHH Arval</b><br/>Data sourced from 2010 10-K</p> | <p><b>10 Dell Financial Services</b><br/>1/31/11, 2009 volume restated to align with 2010 presentation</p> <p><b>11</b> Fiscal year-end 6/30/10</p> <p><b>12</b> Fiscal year-end 3/31/10</p> <p><b>13 People's United EF</b><br/>2009 data restated to reflect change from fiscal 7/09 (Financial Federal) to 12/09 calendar year-end reporting</p> <p><b>14</b> Fiscal year-end 11/30/10</p> <p><b>15 CapitalSource Corp Asset Finance</b><br/>Startup, no comparable data for 2009</p> <p><b>16 Stearns Bank/efd</b><br/>2009 net assets adjusted to reflect calculation error</p> <p><b>17 MicroFinancial</b><br/>Data sourced from 2010 10-K</p> <p><b>18</b> Fiscal year-end 8/31/10</p> <p><b>19Huntington EF</b><br/>2009 volume data adjusted slightly for greater accuracy</p> |
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RANK		COMPANY	SEG	NEW BUSINESS VOLUME			
'10	'09			2010	2009	VARIANCE +/-	% +/-
51	60	Zions Credit	USB	178.0	178.0	0.0	0.0%
52	61	BancorpSouth EF	USB	173.9	177.3	-3.4	-1.9%
53	52	Webster Capital Finance	USB	160.2	237.9	-77.7	-32.7%
54	53	ADP Commercial Leasing <sup>11</sup>	CAP	148.5	223.6	-75.1	-33.6%
55	—	Western Alliance EF	USB	148.3	95.5	52.8	55.3%
56	—	First National Capital	IND	146.3	164.0	-17.7	-10.8%
57	66	Somerset Capital Group	IND	145.8	147.4	-1.6	-1.1%
58	63	First American EF	IND	144.3	154.1	-9.8	-6.4%
59	—	First Niagara Leasing	USB	140.9	88.1	52.8	59.9%
60	76	Marlin Leasing	IND	134.0	88.9	45.1	50.7%
61	64	Océ Financial Services <sup>14</sup>	CAP	127.0	153.0	-26.0	-17.0%
62	68	CBI Leasing	USB	126.0	138.0	-12.0	-8.7%
64	71	Financial Pacific Leasing	NEC	122.0	109.9	12.1	11.0%
63	57	Willis Lease Finance	IND	122.0	205.0	-83.0	-40.5%
65	69	First-Citizens Bank & Trust Lsg	USB	118.9	125.9	-7.0	-5.6%
66	67	California First National Bancorp <sup>11</sup>	USB	117.0	144.0	-27.0	-18.8%
67	46	LEAF Financial <sup>6</sup>	NEC	115.7	401.3	-285.6	-71.2%
68	73	M&I Equipment Finance	USB	113.9	98.6	15.3	15.5%
69	65	AT&T Capital Services	CAP	110.0	152.0	-42.0	-27.6%
70	58	CoActiv Capital Partners	FOR	96.4	191.0	-94.6	-49.5%
71	—	Kingsbridge Holdings	IND	96.0	89.0	7.0	7.9%
72	78	Stearns Bank/efd <sup>16</sup>	USB	96.0	86.0	10.0	11.6%
<b>73</b>	<b>77</b>	<b>Jules and Associates</b>	<b>IND</b>	<b>95.6</b>	<b>87.3</b>	<b>8.3</b>	<b>9.5%</b>
74	72	Verizon Capital Group	CAP	92.9	104.6	-11.7	-11.2%
75	86	Eastern Funding	USB	84.8	67.7	17.1	25.3%
76	81	MicroFinancial <sup>17</sup>	IND	78.2	76.9	1.3	1.7%
77	87	Frost Leasing	USB	77.1	66.1	11.0	16.6%
78	88	Trans Lease	IND	75.7	62.2	13.5	21.7%
79	83	First Financial Corporate Svcs	IND	75.0	75.9	-0.9	-1.2%
80	32	Boeing Capital	CAP	72.0	766.0	-694.0	-90.6%
81	82	Forsythe Technology	IND	67.8	76.3	-8.5	-11.1%
82	92	Lease Corporation of America <sup>14</sup>	IND	65.3	50.6	14.7	29.1%
83	79	Merchants Capital Resources	USB	64.3	82.7	-18.4	-22.2%
84	89	Trilogy Leasing	IND	57.5	54.5	3.0	5.5%
85	95	First Hawaiian Leasing	USB	57.0	25.0	32.0	128.0%
86	94	Sterling National Bank EFD	USB	54.0	42.4	11.6	27.4%
87	91	Northland Capital Financial Svcs <sup>18</sup>	IND	53.1	51.8	1.3	2.5%
88	84	LaSalle Solutions (MB Fin'l Bank)	USB	52.9	75.1	-22.2	-29.6%
89	80	City National Bank	USB	49.1	77.3	-28.2	-36.5%
90	98	AIG Comm'l Asset Finance	NEC	48.5	15.9	32.6	205.0%
91	93	United Leasing (Indiana)	IND	47.5	49.6	-2.1	-4.2%
92	—	Pawnee Leasing	FOR	42.4	34.6	7.8	22.5%
93	90	Axis Capital	IND	41.2	53.8	-12.6	-23.4%
94	51	Main Street Bank	USB	38.5	238.2	-199.7	-83.8%
95	97	FirstMerit Equipment Finance	USB	36.0	21.0	15.0	71.4%
96	85	Continental Bank	USB	34.6	69.3	-34.7	-50.1%
97	—	Arvest Equipment Finance	USB	29.9	31.9	-2.0	-6.3%
98	—	RJ Young Company	CAP	29.0	28.5	0.5	1.8%
99	—	Sumner Group	CAP	23.4	21.7	1.7	7.8%
100	96	Telerent Leasing	FOR	19.4	24.9	-5.5	-22.1%
Total Companies 51-100 (Shown Above)				4,443.8	5,880.3	-1,436.5	-24.4%
<b>Total Companies 1-50 (Not Shown)</b>				<b>160,008.4</b>	<b>144,892.1</b>	<b>15,116.3</b>	<b>10.4%</b>
<b>Total Monitor 100</b>				<b>164,452.2</b>	<b>150,772.4</b>	<b>13,679.8</b>	<b>9.1%</b>