

THE MOST INFLUENTIAL LENDERS IN LOS ANGELES COUNTY - 2018

HAVING THE RIGHT LENDER ON YOUR SIDE MAY BE ONE OF THE MOST IMPORTANT ASPECTS OF A BUSINESS' DEVELOPMENT. It can be the difference between a simple infusion of cash vs. genuinely preparing your organization with the right resources, capital and advice to take it to the next level.

Fortunately, there are some truly outstanding professionals making up the Los Angeles lending landscape. We've alphabetically listed some of the very best of them here, along with some basic information about their careers, practice and some relevant recent projects they've been involved with.

Congratulations to the trailblazing professionals who made this list and thank you for your contributions to the local business community's continued success!

PATTY ARVIELO
Co-Founder/President
NEW AMERICAN FUNDING



PATTY Arvielo specializes in multicultural lending and has made notable progress developing services to enhance the quality of the lending experience for underserved borrowers. As President of New American Funding she carries out the company's mission to provide homeowners and future homeowners a variety of affordable home financing options. She has become a driving force behind initiatives supporting diversity and inclusion in mortgage banking. She continues to originate and book home loans each month on her own, all while managing operations and sales for New American Funding's headquarters, branches, and about 2700 employees. She sits on numerous committees and pursues her passion of helping Latino Americans

achieve homeownership.

Arvielo has worked diligently to create a diverse workforce: women make up 58% of all employees with many holding C-level positions, 43% of all employees are minorities, and 34% are Millennials. Last year, Arvielo created a quarterly mentorship program called "Thrive and Lead." The program includes New American Funding employees and external mortgage professionals who are mentored for 3 months. When the program launched in October, 79 participants applied and in December, 132 applied, bringing the total to 211. She is also currently a member of the NAHREP Corporate Board of Governors and formerly a chairman of the board. In May of 2017, New American Funding pledged to increase Hispanic sustainable homeownership and triple Hispanic household wealth by lending \$25 Billion in new mortgages to Hispanic borrowers.

GREG BELL
Senior Vice President, Commercial Banking Center Manager
CITIZENS BUSINESS BANK



GREG Bell serves as Senior Vice President and Center Manager of the Burbank Commercial Banking Center at Citizens Business Bank. He joined Citizens Business Bank in 2002 and manages a team of experienced commercial banking professionals. He also oversees an extensive portfolio of banking and lending relationships throughout Los Angeles and Orange County. Bell provides leadership to his colleagues and associates throughout Southern California and works closely with his team to ensure his clients receive personal and dedicated service.

Bell began his career working exclusively with Small Business Administration (SBA) loans, which provided him valuable insight into business lending. He is consistently

recognized as a top performer in both sales and service. Greg specializes in all areas of commercial lending including SBA, commercial real estate, construction, small business, and commercial & industrial loans. Recently, he assisted a client with the purchase of a ground lease for a regional shopping center with multiple credit tenants. Using a team approach, they were able to successfully close the deal. The commercial banking team members under his leadership are known for identifying opportunities, resolving obstacles, and delivering high quality products and services to clients through their extensive and diverse lending background. Their focus is to expand the bank's market share in the areas they serve by building long-term relationships and helping businesses achieve their objectives.