

# monitor

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## SPOTLIGHTING THE ENTREPRENEURS

### Monitor Top Private Independents Approach \$6 Billion Threshold

After passing the \$5 billion milestone last year, the **Monitor Top Private Independents** continued their trajectory of growth with \$5.83 billion in 2014 new business volume. With a forecast of 16.6% growth in 2015, these entrepreneurs are on the fast track toward the \$7 billion mark, which is now on the horizon. > >



“We saw a more competitive marketplace in our space with new entrants and pricing pressures. Best-in-Class service and on-line finance offerings continue to be the difference makers in this space.”

— 2014 retrospective from survey participant, Jim Freund, EVP/CMO Engs Commercial Finance Co.

# Monitor Top Private Independents

RANKED BY FUNDED NEW BUSINESS VOLUME

(\$ IN MILLIONS)

RANK		COMPANY	NEW BUSINESS VOLUME			
'14	'13		2014	2013	VARIANCE +/-	% +/-
1	1	CSI Leasing <sup>1</sup>	984.2	858.1	126.1	14.7%
2	2	GreatAmerica Financial Services	737.7	697.7	40.0	5.7%
3	5	Ascentium Capital	440.0	275.4	164.6	59.8%
4	3	ICON Capital	358.5	441.8	-83.3	-18.9%
5	..	LEAF Commercial Capital	321.1	325.0	-3.9	-1.2%
6	8	First National Capital	242.3	212.2	30.1	14.2%
7	7	Nations Equipment Finance	238.1	228.4	9.7	4.2%
8	..	Fleet Advantage	232.6	81.7	150.9	184.7%
9	9	Somerset Capital Group	214.6	179.2	35.4	19.8%
10	..	ENGs Commercial Finance	206.0	144.5	61.5	42.6%
11	6	Kingsbridge Holdings	180.2	229.8	-49.6	-21.6%
12	16	Crossroads Equipment Lease & Finance	166.5	110.9	55.6	50.1%
13	11	Trans Lease	157.7	148.6	9.1	6.1%
14	13	Wallwork Financial	144.0	128.2	15.8	12.3%
15	14	Axis Capital	137.2	118.8	18.4	15.5%
16	..	Med One Capital	132.6	103.0	29.6	28.7%
17	15	United Leasing (Indiana)	125.0	116.0	9.0	7.8%
18	17	Jules and Associates	117.8	109.4	8.4	7.7%
19	23	Lease Corporation of America <sup>2</sup>	117.7	74.6	43.1	57.8%
20	19	Northland Capital Financial <sup>3</sup>	115.3	92.3	23.0	24.9%
21	22	First Financial Corporate	114.5	74.7	39.8	53.3%
22	18	CCA Financial	106.7	94.8	11.9	12.6%
23	21	Forsythe Technology	100.0	75.0	25.0	33.3%
24	20	Great Atlantic Capital	81.0	76.9	4.1	5.3%
25	25	Vision Financial Group	62.7	49.9	12.8	25.7%
			5,834.0	5,046.9	787.1	15.6%

