

Written Statement of Carl Hairston of M&T Bank  
Small Business & Entrepreneurship Committee Field Hearing  
"Minority Access to Capital"

March 16, 2015

Thank you, Senator Cardin, for the opportunity to speak today on small business financing in general and minority access to capital in particular. These are very important topics.

My name is Carl Hairston. I am the Administrative Vice President & Regional Manager of M&T Bank's National Capital Business & Professional Banking Group. I cover the District of Columbia, Prince George's County, Arlington, Alexandria and McLean, Virginia. In my role as VP and Regional Manager, I oversee the lending and servicing team that is responsible for the loan and deposit portfolios as well as the development of new business.

I also lead M&T's Diversity Business Group, which was established in 2006 to provide access to senior leaders of the Bank to business executives and key community stakeholders in order to increase the Bank's market share in diverse business communities as well as leads the Bank's African-American Recruitment and Retention Committee.

I am proud to say that M&T is the most active SBA 7(a) lender in Maryland as well as the Washington Metropolitan District of the SBA in loan volume and have been for the past five years consecutively. In 2014, M&T processed 297 loans to local businesses, totaling \$37.6 million in FY14 (average loan size of \$126,000) in the Baltimore District of the SBA and 128 loans to local businesses, totaling \$18.8 million in FY14 (average loan size of \$147,000) in the Washington Metropolitan District of the SBA. In addition to SBA loans, M&T offers many business credit products, from lines of credit to term loans where our average loan size is approximately \$158,000.

Thank you again for the opportunity to speak today and tell M&T's story about small business lending and my experiences with the diversity business group. I look forward to answering any questions you may have.