

Summary of 7(a) Loan Approvals by \$ Volume  
Buffalo/Rochester Combined  
Fiscal Year 2011 as of August 2011

Lender	# of Loans	Total Dollars
MANUFACTURERS & TRADERS TR CO	248	43,465,100
FIVE STAR BANK	119	16,043,500
EVANS BANK NATL ASSOC	54	10,762,300
FIRST NIAGARA BANK NATL ASSOC	64	9,748,500
KEYBANK NATIONAL ASSOCIATION	43	5,897,200
THE BANK OF CASTILE	22	4,767,900
HSBC BK USA NATL ASSOC	50	4,661,700
THE LYONS NATIONAL BANK	19	4,333,500
NEW YORK BUS. DEVEL CORP	11	3,230,000
GENESEE REGIONAL BANK	16	3,015,700
NORTHWEST SAVINGS BANK	3	2,375,000
CANANDAIGUA NATL BK & TR CO	23	2,296,900
USNY BANK	6	2,060,000
STEUBEN TRUST CO	11	1,825,000
UPS CAPITAL BUSINESS CREDIT	1	1,655,000
LIVE OAK BANKING COMPANY	1	1,375,000
CORNING FCU	3	1,280,000
RBS CITIZENS NATL ASSOC	19	1,250,000
JPMORGAN CHASE BANK NATL ASSOC	9	1,126,200
CAPITALSOURCE BANK	1	1,053,000
NEWTEK SMALL BUS. FINANCE INC.	1	871,000
COMMUNITY BANK NATL ASSOC	6	829,500
THE UPSTATE NATIONAL BANK	1	500,000
WELLS FARGO BANK NATL ASSOC	1	478,000
BNB BANK, NATIONAL ASSOCIATION	1	375,000
REGIONS BANK	1	231,800
CNB BANK	1	206,200
OCEANSIDE CHRISTOPHER FCU	1	130,000
BANK OF AKRON	1	83,000
RELIANT COMMUNITY FCU	2	70,000
ESL FCU	1	65,000
SUPERIOR FINANCIAL GROUP, LLC	4	50,000
BANK OF AMERICA NATL ASSOC	1	25,000
<b>Grand Total</b>	<b>745</b>	<b>\$126,136,000</b>

Summary of 7(a) Loan Approvals by # of Loans  
Buffalo/Rochester Combined  
Fiscal Year 2011 as of August 2011

Lender	# of Loans	Total Dollars
MANUFACTURERS & TRADERS TR CO	248	43,465,100
FIVE STAR BANK	119	16,043,500
FIRST NIAGARA BANK NATL ASSOC	64	9,748,500
EVANS BANK NATL ASSOC	54	10,762,300
HSBC BK USA NATL ASSOC	50	4,661,700
KEYBANK NATIONAL ASSOCIATION	43	5,897,200
CANANDAIGUA NATL BK & TR CO	23	2,296,900
THE BANK OF CASTILE	22	4,767,900
THE LYONS NATIONAL BANK	19	4,333,500
RBS CITIZENS NATL ASSOC	19	1,250,000
GENESEE REGIONAL BANK	16	3,015,700
NEW YORK BUS. DEVEL CORP	11	3,230,000
STEUBEN TRUST CO	11	1,825,000
JPMORGAN CHASE BANK NATL ASSOC	9	1,126,200
USNY BANK	6	2,060,000
COMMUNITY BANK NATL ASSOC	6	829,500
SUPERIOR FINANCIAL GROUP, LLC	4	50,000
NORTHWEST SAVINGS BANK	3	2,375,000
CORNING FCU	3	1,280,000
RELIANT COMMUNITY FCU	2	70,000
UPS CAPITAL BUSINESS CREDIT	1	1,655,000
LIVE OAK BANKING COMPANY	1	1,375,000
CAPITALSOURCE BANK	1	1,053,000
NEWTEK SMALL BUS. FINANCE INC.	1	871,000
THE UPSTATE NATIONAL BANK	1	500,000
WELLS FARGO BANK NATL ASSOC	1	478,000
BNB BANK, NATIONAL ASSOCIATION	1	375,000
REGIONS BANK	1	231,800
CNB BANK	1	206,200
OCEANSIDE CHRISTOPHER FCU	1	130,000
BANK OF AKRON	1	83,000
ESL FCU	1	65,000
BANK OF AMERICA NATL ASSOC	1	25,000
<b>Grand Total</b>	<b>745</b>	<b>\$126,136,000</b>

**Summary of 504 Third Party Loans**  
**Buffalo/Rochester Combined**  
**Fiscal Year 2011 as of August 2011**

<b>Lender</b>	<b># of Loans</b>	<b>Total Dollars</b>
MANUFACTURERS & TRADERS TR CO	16	9,150,300
CANANDAIGUA NATL BK & TR CO	6	3,139,250
FIRST NIAGARA BANK NATL ASSOC	5	5,378,450
GENESEE REGIONAL BANK	5	1,657,500
THE BANK OF CASTILE	5	1,291,175
NORTHWEST SAVINGS BANK	4	3,633,050
FIVE STAR BANK	3	6,900,000
HSBC BK USA NATL ASSOC	1	800,000
JPMORGAN CHASE BANK NATL ASSOC	1	350,500
NEW YORK BUS. DEVEL CORP	1	283,500
KEYBANK NATIONAL ASSOCIATION	1	262,500
LAKE SHORE SAVINGS BANK	1	135,000
COMMUNITY BANK NATL ASSOC	1	132,500
RELIANT COMMUNITY FCU	1	131,250
ESL FCU	1	120,000
EVANS BANK NATL ASSOC	1	100,000
<b>Grand Total</b>	<b>53</b>	<b>\$33,464,975</b>

Summary of 504 Loan Approvals  
Buffalo/Rochester Combined  
Fiscal Year 2011 as of August 2011

<b>Lender</b>	<b># of Loans</b>	<b>Total Dollars</b>
EMPIRE ST. CERT. DEVEL CORP	27	18,801,000
MONROE CNTY INDUST DEVEL CORP	20	6,211,000
ROCHESTER ECONOMIC DEVEL CORP	5	1,191,000
GREATER SYRACUSE BUS. DEVEL CO	1	188,000
<b>Grand Total</b>	<b>53</b>	<b>\$26,391,000</b>

Summary of Loans to Exporters  
Buffalo/Rochester Combined  
Fiscal Year 2011 as of August 2011

<b>Lender</b>	<b># of Loans</b>	<b>Total Dollars</b>
MANUFACTURERS & TRADERS TR CO	4	485,000
THE BANK OF CASTILE	2	198,400
RBS CITIZENS NATL ASSOC	1	50,000
KEYBANK NATIONAL ASSOCIATION	1	50,000
HSBC BK USA NATL ASSOC	1	25,000
<b>Grand Total</b>	<b>9</b>	<b>\$808,400</b>