

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

Lender	# of Loans	Total Dollars
MANUFACTURERS & TRADERS TR CO	218	40,851,800
FIVE STAR BANK	94	13,205,000
FIRST NIAGARA BANK NATL ASSOC	54	7,983,500
HSBC BK USA NATL ASSOC	48	4,611,700
EVANS BANK NATL ASSOC	47	9,741,500
KEYBANK NATIONAL ASSOCIATION	36	5,434,200
CANANDAIGUA NATL BK & TR CO	20	1,931,900
THE BANK OF CASTILE	18	4,408,200
RBS CITIZENS NATL ASSOC	18	1,075,000
GENESEE REGIONAL BANK	16	3,015,700
THE LYONS NATIONAL BANK	14	3,343,500
STEUBEN TRUST CO	11	1,825,000
NEW YORK BUS. DEVEL CORP	10	3,183,000
USNY BANK	6	2,060,000
COMMUNITY BANK NATL ASSOC	5	664,500
JPMORGAN CHASE BANK NATL ASSOC	4	456,500
SUPERIOR FINANCIAL GROUP, LLC	4	50,000
CORNING FCU	2	280,000
NORTHWEST SAVINGS BANK	1	2,075,000
UPS CAPITAL BUSINESS CREDIT	1	1,655,000
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
CNB BANK	1	206,200
OCEANSIDE CHRISTOPHER FCU	1	130,000
BANK OF AKRON	1	83,000
ESL FCU	1	65,000
RELIANT COMMUNITY FCU	1	30,000
Grand Total	636	\$110,589,200

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

Lender	# of Loans	Total Dollars
MANUFACTURERS & TRADERS TR CO	218	40,851,800
FIVE STAR BANK	94	13,205,000
EVANS BANK NATL ASSOC	47	9,741,500
FIRST NIAGARA BANK NATL ASSOC	54	7,983,500
KEYBANK NATIONAL ASSOCIATION	36	5,434,200
HSBC BK USA NATL ASSOC	48	4,611,700
THE BANK OF CASTILE	18	4,408,200
THE LYONS NATIONAL BANK	14	3,343,500
NEW YORK BUS. DEVEL CORP	10	3,183,000
GENESEE REGIONAL BANK	16	3,015,700
NORTHWEST SAVINGS BANK	1	2,075,000
USNY BANK	6	2,060,000
CANANDAIGUA NATL BK & TR CO	20	1,931,900
STEUBEN TRUST CO	11	1,825,000
UPS CAPITAL BUSINESS CREDIT	1	1,655,000
RBS CITIZENS NATL ASSOC	18	1,075,000
NEWTEK SMALL BUS. FINANCE INC.	1	871,000
COMMUNITY BANK NATL ASSOC	5	664,500
THE UPSTATE NATIONAL BANK	1	500,000
WELLS FARGO BANK NATL ASSOC	1	478,000
JPMORGAN CHASE BANK NATL ASSOC	4	456,500
BNB BANK, NATIONAL ASSOCIATION	1	375,000
CORNING FCU	2	280,000
CNB BANK	1	206,200
OCEANSIDE CHRISTOPHER FCU	1	130,000
BANK OF AKRON	1	83,000
ESL FCU	1	65,000
SUPERIOR FINANCIAL GROUP, LLC	4	50,000
RELIANT COMMUNITY FCU	1	30,000
Grand Total	636	\$110,589,200

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

Lender	# of Loans	Total Dollars
MANUFACTURERS & TRADERS TR CO	14	8,505,300
CANANDAIGUA NATL BK & TR CO	6	3,139,250
NORTHWEST SAVINGS BANK	4	3,633,050
GENESEE REGIONAL BANK	4	1,387,500
THE BANK OF CASTILE	4	996,500
FIRST NIAGARA BANK NATL ASSOC	3	1,012,500
FIVE STAR BANK	2	3,675,000
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
Grand Total	46	\$24,664,350

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

Lender	# of Loans	Total Dollars
EMPIRE ST. CERT. DEVEL CORP	23	12,681,000
MONROE CNTY INDUST DEVEL CORP	17	5,454,000
ROCHESTER ECONOMIC DEVEL CORP	5	1,191,000
GREATER SYRACUSE BUS. DEVEL CO	1	188,000
Grand Total	46	\$19,514,000

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

Lender	# of Loans	Total Dollars
MANUFACTURERS & TRADERS TR CO	3	385,000
RBS CITIZENS NATL ASSOC	1	50,000
KEYBANK NATIONAL ASSOCIATION	1	50,000
HSBC BK USA NATL ASSOC	1	25,000
Grand Total	6	\$510,000