

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

Lender	# of Loans	Total Dollars
MANUFACTURERS & TRADERS TR CO	202	37,838,600
FIVE STAR BANK	85	12,205,000
FIRST NIAGARA BANK NATL ASSOC	50	7,818,500
EVANS BANK NATL ASSOC	43	7,091,500
KEYBANK NATIONAL ASSOCIATION	36	5,434,200
HSBC BK USA NATL ASSOC	46	4,282,000
NEW YORK BUS. DEVEL CORP	9	3,058,000
GENESEE REGIONAL BANK	16	3,015,700
THE LYONS NATIONAL BANK	12	2,906,000
NORTHWEST SAVINGS BANK	1	2,075,000
USNY BANK	6	2,060,000
STEUBEN TRUST CO	10	1,795,000
CANANDAIGUA NATL BK & TR CO	18	1,771,900
UPS CAPITAL BUSINESS CREDIT	1	1,655,000
THE BANK OF CASTILE	14	1,358,200
RBS CITIZENS NATL ASSOC	16	1,035,000
NEWTEK SMALL BUS. FINANCE INC.	1	871,000
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
COMMUNITY BANK NATL ASSOC	1	246,000
CNB BANK	1	206,200
OCEANSIDE CHRISTOPHER FCU	1	130,000
BANK OF AKRON	1	83,000
SUPERIOR FINANCIAL GROUP, LLC	4	50,000
RELIANT COMMUNITY FCU	1	30,000
Grand Total	584	\$99,105,300

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THE BANK OF CASTILE	14	1,358,200
THE LYONS NATIONAL BANK	12	2,906,000
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USNY BANK	6	2,060,000
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
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THE UPSTATE NATIONAL BANK	1	500,000
WELLS FARGO BANK NATL ASSOC	1	478,000
BNB BANK, NATIONAL ASSOCIATION	1	375,000
COMMUNITY BANK NATL ASSOC	1	246,000
CNB BANK	1	206,200
OCEANSIDE CHRISTOPHER FCU	1	130,000
BANK OF AKRON	1	83,000
RELIANT COMMUNITY FCU	1	30,000
Grand Total	584	\$99,105,300

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

Lender	# of Loans	Total Dollars
MANUFACTURERS & TRADERS TR CO	13	7,071,300
NORTHWEST SAVINGS BANK	4	3,633,050
CANANDAIGUA NATL BK & TR CO	4	2,300,575
GENESEE REGIONAL BANK	4	1,387,500
THE BANK OF CASTILE	4	996,500
FIVE STAR BANK	2	3,675,000
FIRST NIAGARA BANK NATL ASSOC	2	625,000
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	42	\$22,004,175

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

Lender	# of Loans	Total Dollars
EMPIRE ST. CERT. DEVEL CORP	21	10,931,000
MONROE CNTY INDUST DEVEL CORP	16	5,134,000
ROCHESTER ECONOMIC DEVEL CORP	4	1,077,000
GREATER SYRACUSE BUS. DEVEL CO	1	188,000
Grand Total	42	\$17,330,000

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