

Summary of 7(a) Loan Approvals by # of Loans
Buffalo/Rochester Combined
Fiscal Year 2012 as of December 2011

Lender	# of Loans	Total Dollars
MANUFACTURERS & TRADERS TR CO	57	5,556,900
FIVE STAR BANK	31	4,721,900
EVANS BANK NATL ASSOC	12	4,529,000
KEYBANK NATIONAL ASSOCIATION	11	1,165,000
GENESEE REGIONAL BANK	10	3,270,000
THE BANK OF CASTILE	9	2,584,000
THE LYONS NATIONAL BANK	8	981,400
HSBC BK USA NATL ASSOC	8	936,500
FIRST NIAGARA BANK NATL ASSOC	6	373,400
RBS CITIZENS NATL ASSOC	4	258,000
STEUBEN TRUST CO	4	180,000
JPMORGAN CHASE BANK NATL ASSOC	3	800,000
THE UPSTATE NATIONAL BANK	3	205,000
CANANDAIGUA NATL BK & TR CO	3	147,000
CAPITALSOURCE BANK	1	1,950,000
COMPASS BANK	1	398,000
BANK OF AKRON	1	145,000
OLEAN AREA FCU	1	100,000
ESL FCU	1	100,000
RELIANT COMMUNITY FCU	1	65,500
COMMUNITY BANK NATL ASSOC	1	50,000
Grand Total	176	\$28,516,600

Summary of 7(a) Loan Approvals by \$ Volume
Buffalo/Rochester Combined
Fiscal Year 2012 as of December 2011

Lender	# of Loans	Total Dollars
MANUFACTURERS & TRADERS TR CO	57	5,556,900
FIVE STAR BANK	31	4,721,900
EVANS BANK NATL ASSOC	12	4,529,000
GENESEE REGIONAL BANK	10	3,270,000
THE BANK OF CASTILE	9	2,584,000
CAPITALSOURCE BANK	1	1,950,000
KEYBANK NATIONAL ASSOCIATION	11	1,165,000
THE LYONS NATIONAL BANK	8	981,400
HSBC BK USA NATL ASSOC	8	936,500
JPMORGAN CHASE BANK NATL ASSOC	3	800,000
COMPASS BANK	1	398,000
FIRST NIAGARA BANK NATL ASSOC	6	373,400
RBS CITIZENS NATL ASSOC	4	258,000
THE UPSTATE NATIONAL BANK	3	205,000
STEUBEN TRUST CO	4	180,000
CANANDAIGUA NATL BK & TR CO	3	147,000
BANK OF AKRON	1	145,000
OLEAN AREA FCU	1	100,000
ESL FCU	1	100,000
RELIANT COMMUNITY FCU	1	65,500
COMMUNITY BANK NATL ASSOC	1	50,000
Grand Total	176	\$28,516,600

Summary of 504 Third Party Loans
Buffalo/Rochester Combined
Fiscal Year 2012 as of January 2012

Lender	# of Loans	Total Dollars
HSBC BK USA NATL ASSOC	2	828,050
FIRST NIAGARA BANK NATL ASSOC	2	614,250
MANUFACTURERS & TRADERS TR CO	2	585,000
COMMUNITY BANK NATL ASSOC	1	656,275
NEW YORK BUS. DEVEL CORP	1	437,500
EVANS BANK NATL ASSOC	1	350,000
BANK OF AKRON	1	195,000
Grand Total	10	\$3,666,075

Summary of 504 Loan Approvals
Buffalo/Rochester Combined
Fiscal Year 2012 as of January 2012

Lender	# of Loans	Total Dollars
EMPIRE ST. CERT. DEVEL CORP	8	2,486,000
ROCHESTER ECONOMIC DEVEL CORP	1	323,000
MONROE CNTY INDUST DEVEL CORP	1	161,000
Grand Total	10	\$2,970,000

Summary of Loans to Exporters
Buffalo/Rochester Combined
Fiscal Year 2012 as of January 2012

Lender	# of Loans	Total Dollars
FIVE STAR BANK	2	1,650,000
EVANS BANK NATL ASSOC	2	630,000
Grand Total	4	\$2,280,000

Summary of Loans to Veteran Owned Businesses
Buffalo/Rochester Combined
Fiscal Year 2012 as of January 2012

Lender	# of Loans	Total Dollars
GENESEE REGIONAL BANK	2	200,000
MANUFACTURERS & TRADERS TR CO	2	146,500
EVANS BANK NATL ASSOC	1	200,000
THE BANK OF CASTILE	1	20,000
FIVE STAR BANK	1	18,000
Grand Total	7	\$584,500