

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

Lender	# of Loans	Total Dollars
MANUFACTURERS & TRADERS TR CO	227	26,808,200
FIRST NIAGARA BANK NATL ASSOC	81	14,125,300
FIVE STAR BANK	78	10,656,900
EVANS BANK NATL ASSOC	40	11,441,200
KEYBANK NATIONAL ASSOCIATION	37	2,666,700
THE BANK OF CASTILE	28	6,681,000
GENESEE REGIONAL BANK	22	5,995,000
THE LYONS NATIONAL BANK	20	2,571,700
RBS CITIZENS NATL ASSOC	13	576,000
CANANDAIGUA NATL BK & TR CO	11	735,400
JPMORGAN CHASE BANK NATL ASSOC	8	1,148,100
STEUBEN TRUST CO	6	333,000
COMMUNITY BANK NATL ASSOC	5	267,000
NEW YORK BUS. DEVEL CORP	4	1,401,000
THE UPSTATE NATIONAL BANK	4	1,305,000
HSBC BK USA NATL ASSOC	4	567,500
RELIANT COMMUNITY FCU	4	410,500
WELLS FARGO BANK NATL ASSOC	3	1,210,800
LIVE OAK BANKING COMPANY	2	2,175,000
NORTHWEST SAVINGS BANK	2	168,300
CNB BANK	2	15,000
MB FINAN BANK NATL ASSOC	1	4,000,000
CAPITALSOURCE BANK	1	1,950,000
COMPASS BANK	1	398,000
BANK OF AKRON	1	145,000
OLEAN AREA FCU	1	100,000
BORREGO SPRINGS BANK, N.A.	1	100,000
ESL FCU	1	100,000
HOME LOAN INVEST BANK F.S.B.	1	40,000
Grand Total	609	\$98,091,600

Summary of 7(a) Loan Approvals by \$ Volume
Buffalo District Office (only)
Fiscal Year 2012

Lender	# of Loans	Total Dollars
MANUFACTURERS & TRADERS TR CO	116	15,717,300
FIRST NIAGARA BANK NATL ASSOC	64	12,502,800
EVANS BANK NATL ASSOC	40	11,441,200
FIVE STAR BANK	27	4,132,700
MB FINAN BANK NATL ASSOC	1	4,000,000
THE BANK OF CASTILE	18	3,371,000
LIVE OAK BANKING COMPANY	2	2,175,000
KEYBANK NATIONAL ASSOCIATION	29	2,125,900
NEW YORK BUS. DEVEL CORP	3	1,111,000
RBS CITIZENS NATL ASSOC	10	512,000
COMPASS BANK	1	398,000
WELLS FARGO BANK NATL ASSOC	2	389,200
STEUBEN TRUST CO	4	213,000
NORTHWEST SAVINGS BANK	2	168,300
COMMUNITY BANK NATL ASSOC	3	150,000
BANK OF AKRON	1	145,000
HSBC BK USA NATL ASSOC	2	127,500
OLEAN AREA FCU	1	100,000
BORREGO SPRINGS BANK, N.A.	1	100,000
JPMORGAN CHASE BANK NATL ASSOC	1	100,000
HOME LOAN INVEST BANK F.S.B.	1	40,000
CNB BANK	2	15,000
Total	331	\$59,034,900

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

Lender	# of Loans	Total Dollars
MANUFACTURERS & TRADERS TR CO	12	5,484,900
EVANS BANK NATL ASSOC	6	1,904,250
FIRST NIAGARA BANK NATL ASSOC	4	907,750
HSBC BK USA NATL ASSOC	3	2,131,550
ESL FCU	2	2,650,000
THE BANK OF CASTILE	2	1,816,000
GENESEE REGIONAL BANK	2	1,281,000
WELLS FARGO BANK NATL ASSOC	1	2,470,000
USNY BANK	1	2,245,000
COMMUNITY BANK NATL ASSOC	1	656,275
KEYBANK NATIONAL ASSOCIATION	1	650,000
NEW YORK BUS. DEVEL CORP	1	437,500
BANK OF AKRON	1	195,000
Grand Total	37	\$22,829,225

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

Lender	# of Loans	Total Dollars
EMPIRE ST. CERT. DEVEL CORP	26	12,327,000
MONROE CNTY INDUST DEVEL CORP	9	5,395,000
ROCHESTER ECONOMIC DEVEL CORP	2	438,000
Grand Total	37	\$18,160,000

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

Lender	# of Loans	Total Dollars
EVANS BANK NATL ASSOC	6	1,430,000
FIRST NIAGARA BANK NATL ASSOC	3	685,000
FIVE STAR BANK	2	1,650,000
MANUFACTURERS & TRADERS TR CO	1	500,000
GENESEE REGIONAL BANK	1	300,000
COMMUNITY BANK NATL ASSOC	1	100,000
BORREGO SPRINGS BANK, N.A.	1	100,000
Grand Total	15	\$4,765,000

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

Lender	# of Loans	Total Dollars
FIRST NIAGARA BANK NATL ASSOC	8	808,000
FIVE STAR BANK	6	2,357,000
MANUFACTURERS & TRADERS TR CO	6	604,400
CANANDAIGUA NATL BK & TR CO	4	385,000
MONROE CNTY INDUST DEVEL CORP	2	476,000
GENESEE REGIONAL BANK	2	200,000
EMPIRE ST. CERT. DEVEL CORP	1	1,074,000
EVANS BANK NATL ASSOC	1	200,000
KEYBANK NATIONAL ASSOCIATION	1	115,000
THE BANK OF CASTILE	1	20,000
Grand Total	32	\$6,239,400