

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	50	4,983,400
FIVE STAR BANK	26	4,249,900
KEYBANK NATIONAL ASSOCIATION	9	725,000
EVANS BANK NATL ASSOC	8	4,117,000
GENESEE REGIONAL BANK	8	2,720,000
HSBC BK USA NATL ASSOC	7	836,500
THE BANK OF CASTILE	6	1,259,000
THE LYONS NATIONAL BANK	4	281,400
FIRST NIAGARA BANK NATL ASSOC	4	265,000
RBS CITIZENS NATL ASSOC	4	258,000
JPMORGAN CHASE BANK NATL ASSOC	3	800,000
THE UPSTATE NATIONAL BANK	3	205,000
STEUBEN TRUST CO	2	65,000
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
CANANDAIGUA NATL BK & TR CO	1	80,000
RELIANT COMMUNITY FCU	1	65,500
Grand Total	141	\$23,603,700

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

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MANUFACTURERS & TRADERS TR CO	50	4,983,400
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RELIANT COMMUNITY FCU	1	65,500
STEUBEN TRUST CO	2	65,000
Grand Total	141	\$23,603,700

Summary of 504 Third Party Loans
Buffalo/Rochester Combined
Fiscal Year 2012 as of December 2011

Lender	# of Loans	Total Dollars
FIRST NIAGARA BANK NATL ASSOC	2	614,250
MANUFACTURERS & TRADERS TR CO	2	585,000
Grand Total		\$1,199,250

Summary of 504 Loan Approvals
Buffalo/Rochester Combined
Fiscal Year 2012 as of December 2011

Lender	# of Loans	Total Dollars
EMPIRE ST. CERT. DEVEL CORP	2	510,000
ROCHESTER ECONOMIC DEVEL CORP	1	323,000
MONROE CNTY INDUST DEVEL CORP	1	161,000
Grand Total	4	\$994,000

Summary of Loans to Exporters
Buffalo/Rochester Combined
Fiscal Year 2012 as of December 2011

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 December 2011

Lender	# of Loans	Total Dollars
GENESEE REGIONAL BANK	2	200,000
THE BANK OF CASTILE	1	20,000
Grand Total	3	\$220,000