

NORTH CAROLINA COMMISSIONER OF BANKS

Consumer Finance Annual Report



2010

n o r t h c a r o l i n a
COMMISSIONER OF BANKS

Joseph A. Smith, Jr.
Commissioner





State of North Carolina

OFFICE OF THE COMMISSIONER OF BANKS

BEVERLY E. PERDUE
GOVERNOR

JOSEPH A. SMITH, JR.
COMMISSIONER OF BANKS

To The Honorable Beverly E. Perdue, Governor

It is my pleasure to submit to you our 2010 Annual Report ("Report") on licensed consumer finance lenders ("CFLs"). The figures in this Report represent a compilation of unaudited reports submitted by licensees in accordance with N.C.G.S. § 53-184(b).

On December 31, 2010, there were 79 CFLs with 479 branch offices in North Carolina (see Chart A for 5-year trend). Of these, 6 CFLs make consumer loans under N.C.G.S. § 53-173; and 73 CFLs make consumer loans under the optional rate section under N.C.G.S. § 53-176.

For the year ended December 31, 2010, CFLs had outstanding loans of \$862,651,593 and stated equity of \$265,806,942. Assets of these lenders totaled \$905,027,947 in 2010, which is a 29% decrease in assets compared to \$1,277,313,282 in 2009 (see Chart B for 5-year trend). Fifty-one percent of CFLs reported operating losses in 2010, with Provision for Credit Losses Expense and Interest Expense totaling approximately 52% of Total Operating Income. Overall, income of medium sized CFLs exceeded expenses compared to that of small and large sized CFLs.

As a result of a study of the Consumer Finance Act conducted by our office in 2010, we received valuable feedback from licensees and consumer advocacy groups regarding ways to enhance the Consumer Finance Annual Report. We have incorporated these suggestions for the 2010 reporting period, including implementing an allocation formula that enables more uniform reporting of expenses for CFLs engaging in more than one line of business. Given the diversity in size of CFLs, these companies have been broken down into three segments: large, medium, and small, in certain charts. Large CFLs are defined as having 40 or more branch locations, medium CFLs as having 7-39 branch locations, and small CFLs as having 6 or fewer branch locations. Additionally, certain charts have been included in the Report to further enhance and clarify the data.

As a convenience to the public and the industry, this report is also available on the Commissioner of Banks' website at www.nccob.gov.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Joseph A. Smith, Jr.", written over a white background.

Joseph A. Smith, Jr.
Commissioner of Banks

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The North Carolina Consumer Finance Act

The North Carolina Consumer Finance Act, N.C.G.S. § 53-164 *et seq.*, authorizes the Commissioner of Banks to license and supervise loan companies that make direct consumer loans of \$10,000 or less. A licensee may charge interest that exceeds the rate allowed in Chapter 24 of the North Carolina General Statutes. It cannot make a loan secured by real property.

A licensee may choose to make loans under one of the following sections of the Act:

Statutory Reference	Amount of Loan
G.S. 53-173	\$3,000 or less
G.S. 53-176	\$10,000 or less

For licensees that loan a cash advance of \$3,000 or less, N.C.G.S. § 53-173 allows maximum interest charges of 36% per year on the part of the unpaid principal balance which does not exceed \$600, and 15% per year on the portion which is more than \$600 but not more than the \$3,000 ceiling.

Optional rate lenders, those that make cash advances of \$10,000 or less, must adhere to the provisions of N.C.G.S. § 53-176. This section of the Consumer Finance Act permits maximum interest charges of 30% per year on the part of the unpaid principal balance which does not exceed \$1,000, and 18% per year on the remainder which does not exceed \$7,500. If the principal balance is more than \$7,500, the maximum rate is 18% per year on the entire loan.

Lenders that do not charge interest rates in excess of 16%, as permitted by Chapter 24, are exempt from the Consumer Finance Act. Also exempted are banks, trust companies, savings and loan associations, cooperative credit unions, agricultural credit corporations, production credit associations, pawn brokers, and installment paper dealers.

Chart A

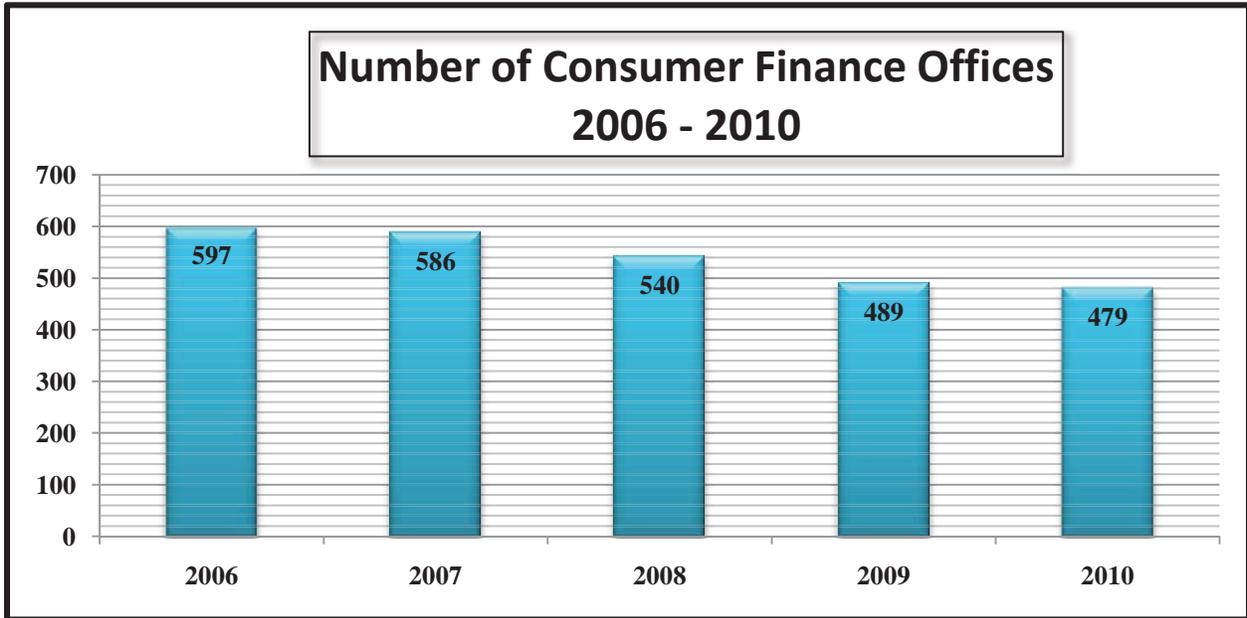
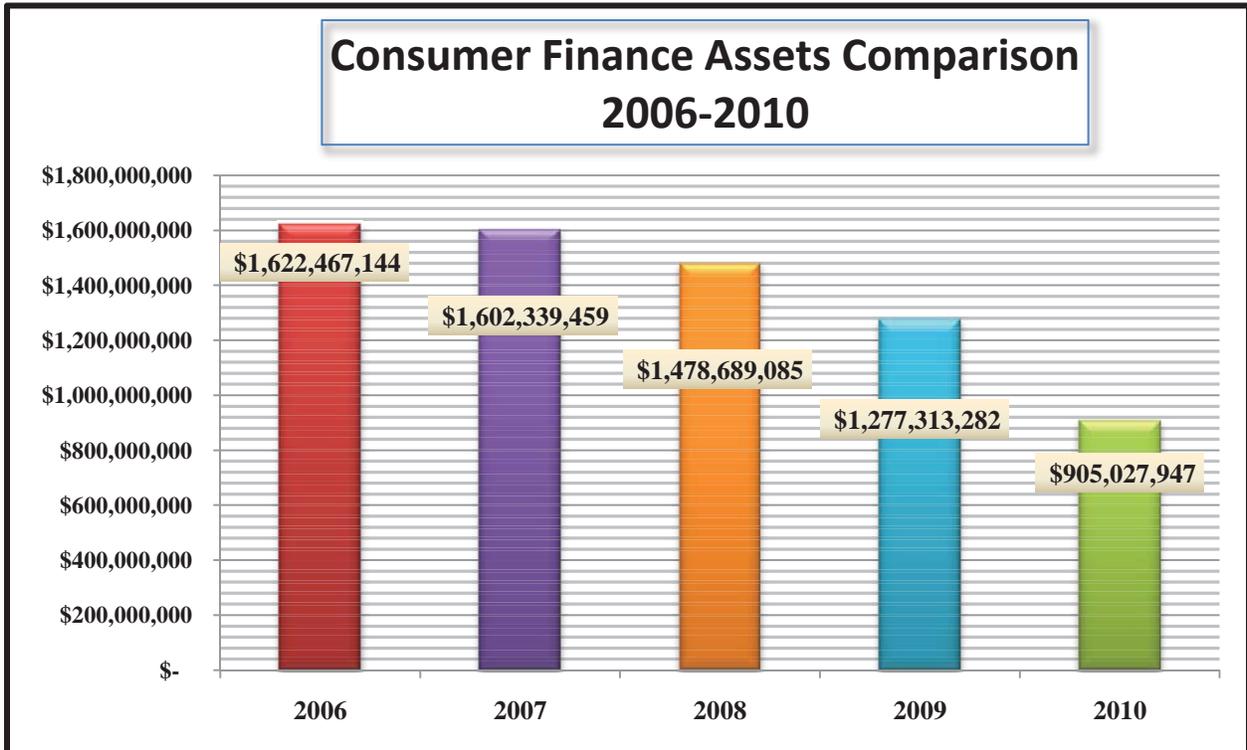


Chart B



Consumer Finance Act Licensees

December 31, 2010

Licensee Home Office	Number of Branches	Loan Category	Loans Receivable (\$)
Allied Finance Company of Kannapolis, Inc. 2113 Dale Earnhardt Blvd. Kannapolis, NC 28082	2	G.S. 53-17	\$ 413,518
Allied Financial Services, Inc. 821 Baxter Street, Suite 307 Charlotte, NC 28202	11	G.S. 53-176	16,542,943
Alpha Finance Company 38 East Cheek Street Sparta, NC 28675	1	G.S. 53-176	741,289
Amity Finance of Kings Mountain, Inc. 219 South Battleground Avenue Kings Mountain, NC 28086	1	G.S. 53-176	1,450,583
Amity Finance of Mooresville, Inc. 236 North Main Street Mooresville, NC 28115	1	G.S. 53-176	379,566
Amity Finance of Troy, Inc. 320 North Main Street Troy, NC 27371	1	G.S. 53-176	264,541
Amity Finance, Inc. 2477 East Ozark Avenue Gastonia, NC 28054	1	G.S. 53-176	1,162,126
Apple Valley Financial Services, Inc. 1819 Asheville Highway, Suite A Hendersonville, NC 28791	1	G.S. 53-176	71,868
Atlantic Discount Corporation 1300 S. Croatan Highway Kill Devil Hills, NC 27948	3	G.S. 53-176	3,853,212
Basic Finance, Inc. 4664 NC Hwy 90 East Hiddenite, NC 28636	7	G.S. 53-176	23,710,190
Cape Fear Finance Company, LLC 108 McFarland Avenue Rossville, GA 30741	1	G.S. 53-173	1,569,826

Licensee Home Office	Number of Branches	Loan Category	Loans Receivable (\$)
Cape Fear Lending Inc. 7050 Market Street Wilmington, NC 28411	1	G.S. 53-176	145,085
Capitol Credit Company 745 Carolina Avenue Washington, NC 27889	2	G.S. 53-176	2,217,180
Capitol Credit Company of Wilmington 420 Eastwood Road, Suite 101 Wilmington, NC 28403	1	G.S. 53-176	610,884
Cardinal Finance Company of Lumberton, Inc. 406 North Chestnut Street Lumberton, NC 28358	1	G.S. 53-176	490,420
Cardinal Finance Company of Whiteville, Inc. 608 S. Madison Street Whiteville, NC 28472	1	G.S. 53-176	1,483,091
Carolina Finance Company of Tarboro N.C., Inc. 423 Main Street Tarboro, NC 27886	1	G.S. 53-173	217,011
Carolina Finance, LLC 4190 Piedmont Parkway, Suite 101 Greensboro, NC 27410	2	G.S. 53-176	341,261
Caswell Financial Services, Inc. 9597 US 29 Business N. Ruffin, NC 27326	1	G.S. 53-176	127,717
Century Finance, Inc. 453 Sunset Avenue Rocky Mount, NC 27804	5	G.S. 53-176	5,851,689
CitiFinancial, Inc. NC 300 St. Paul Place, BSP17C Baltimore, MD 21202	107	G.S. 53-176	221,968,582
Coastal Finance Company, Inc. 4370-A Arendell Street Morehead City, NC 28557	6	G.S. 53-176	7,521,640
Colonial Credit, Inc. 810 N. Broad Street Edenton, NC 27932	1	G.S. 53-176	237,717

Licensee Home Office	Number of Branches	Loan Category	Loans Receivable (\$)
Consumer Financial Services Inc. 119 S. Van Buren Road Eden, NC 27288	1	G.S. 53-176	1,906,356
Cornerstone Loan Center, Inc. 3004 S. Memorial Drive Greenville, NC 27834	1	G.S. 53-176	1,332,992
Creekside Finance, Inc. 171 West Cornish Road Blowing Rock, NC 28605	3	G.S. 53-176	3,328,539
Federal Financial Services, Inc. 116 E. Market Elkin, NC 28621	3	G.S. 53-176	4,022,342
Future Financial Services, LLC 827 Hardee Road Kinston, NC 28504	4	G.S. 53-176	3,136,845
Green Cap Financial, LLC 2630 Ramada Road Burlington, NC 27215	5	G.S. 53-176	8,805,714
Greene Finance Corporation 141 N. Main Street Mount Airy, NC 27030	1	G.S. 53-176	957,407
Greenville Financial Services, Inc. 3101 S. Memorial Drive Greenville, NC 27834	1	G.S. 53-176	1,101,261
Hanover Financial Services, Inc. 4230 Market Street Wilmington, NC 28405	1	G.S. 53-176	2,840,317
Heritage Finance Co., Inc. 687 Rutherford Road Marion, NC 28752	2	G.S. 53-176	984,637
Holiday Finance of Statesville, Inc. 223 North Center Street Statesville, NC 28677	1	G.S. 53-176	672,014
Holiday Finance, Inc. 1410 Dale Earnhardt Blvd. Kannapolis, NC 28083	1	G.S. 53-176	1,007,520

Licensee Home Office	Number of Branches	Loan Category	Loans Receivable (\$)
Home Credit Corporation, Inc. 946 West Andrews Avenue Henderson, NC 27536	11	G.S. 53-176	9,607,013
Imperial Finance Company of Mount Olive, Incorporated 507-A N. Breazeale Avenue Mount Olive, NC 28365	1	G.S. 53-176	800,199
KR Finance, LLC 1834 Startown Road SE Hickory, NC 28602	1	G.S. 53-176	241,603
Lendmark Financial Services, Inc. 2118 Usher Street Covington, GA 30014	10	G.S. 53-176	43,489,620
M & J Loans, Incorporated 409 South LaFayette Street Shelby, NC 28151	1	G.S. 53-176	742,794
Macon Credit Company, Inc. 339 Westgate Road Franklin, NC 28734	1	G.S. 53-173	833,033
Marion Credit Company, Inc. 216 South Main Street Marion, NC 28752	1	G.S. 53-173	1,488,587
Metrolina Credit Company of Burlington, Inc. 2260 South Church Street, Suite 407 Burlington, NC 27216	1	G.S. 53-176	485,204
Metrolina Credit Company of Cabarrus, Inc. 845 Church Street North, Suite 106 Concord, NC 28025	1	G.S. 53-176	719,301
Metrolina Credit Company of Charlotte, Inc. 7140-A E. Independence Blvd. Charlotte, NC 28227	1	G.S. 53-176	997,878
Metrolina Credit Company of High Point, Inc. 1001 Phillips Ave, Suite 104 High Point, NC 27262	1	G.S. 53-176	369,043
Mid-East Acceptance Corporation of N.C., Inc. 3015 S. Memorial Drive Greenville, NC 27834	3	G.S. 53-176	4,775,266

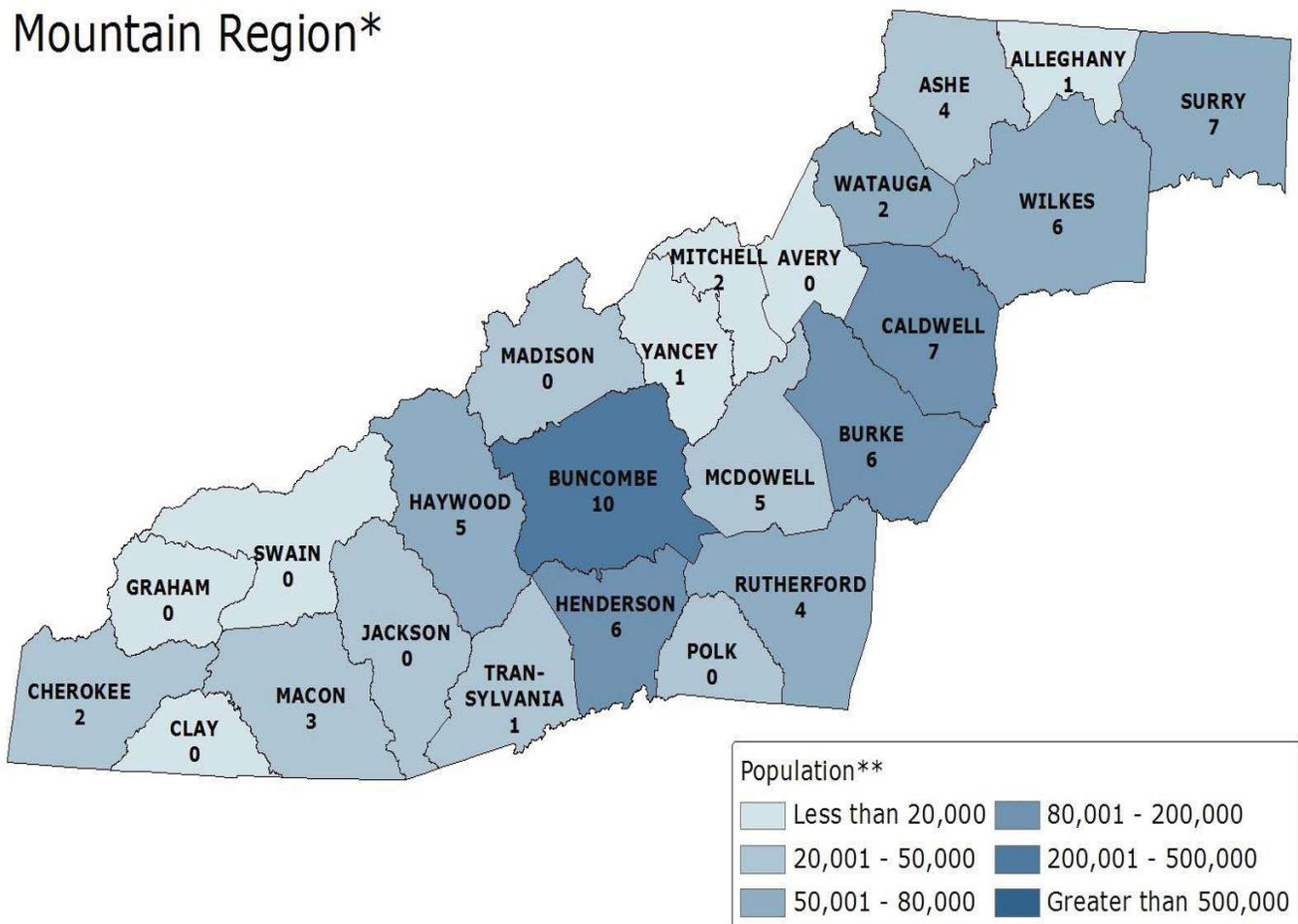
Licensee Home Office	Number of Branches	Loan Category	Loans Receivable (\$)
Mitchell Credit Company, Inc. 155 Oak Avenue Spruce Pine, NC 28777	1	G.S. 53-173	1,338,341
National Finance Company, Inc. 1500 South Horner Boulevard Sanford, NC 27330	22	G.S. 53-176	26,582,728
New Southern Loans, Inc. 112 South Pearl Street Rocky Mount, NC 27804	4	G.S. 53-176	5,910,634
Nicholas Financial, Inc. 2454 McMullen Booth Rd, Bldg. C Suite 501B Clearwater, FL 33759	4	G.S. 53-176	934,293
North State Acceptance, L.L.C. 2305 East Millbrook Road Raleigh, NC 27604	5	G.S. 53-176	4,112,949
Omni Financial of North Carolina, Inc. One Radisson Plaza, Suite 804 New Rochelle, NY 10801	3	G.S. 53-176	13,160,836
Peoples Finance Company of Lexington, Inc. 128 Forest Hill Road Lexington, NC 27293	1	G.S. 53-176	559,120
Port City Finance Company LLC 5733 Oleander Drive Wilmington, NC 28403	1	G.S. 53-176	71,729
Premier Home Services, Inc. 1534 North Bridge Street Elkin, NC 28621	1	G.S. 53-176	414,408
Professional Financial Services of North Carolina, LLC 181 Security Place Spartanburg, SC 29307	6	G.S. 53-176	2,021,535
Quality Finance Co., Inc. 2026 W. US 70 Highway Goldsboro, NC 27530	3	G.S. 53-176	1,941,905
Regional Finance Corporation of North Carolina 509 West Butler Road Greenville, SC 29607	19	G.S. 53-176	32,019,389

Licensee Home Office	Number of Branches	Loan Category	Loans Receivable (\$)
Royalty Management Corporation 200 South Broad Street Edenton, NC 27932	4	G.S. 53-176	6,935,555
Sandhill Finance Company, Inc. Cross Pointe Place, 1701 North Sandhills Blvd. Aberdeen, NC 28315	2	G.S. 53-176	2,373,865
Security Credit Corporation 710 S. Brightleaf Blvd. Smithfield, NC 27577	1	G.S. 53-176	2,713,218
Security Finance Corporation of Lincolnton 181 Security Place Spartanburg, SC 29307	34	G.S. 53-176	99,202,752
Smithfield Financial Services, Inc. 130 Peedin Road Smithfield, NC 27577	1	G.S. 53-176	507,207
Southern Loan Corporation 972 A South Bennett Street Southern Pines, NC 28387	1	G.S. 53-176	1,137,115
Southern Loans, Inc. 112 S. Pearl Street Rocky Mount, NC 27804	5	G.S. 53-176	7,306,080
Springleaf Financial Services of America, Inc. 601 NW Second Street Evansville, IN 47701-0059	90	G.S. 53-176	180,010,092
Steele Financial Services, Inc. 143 N. Main Street, Suite 3 Kernersville, NC 27284	1	G.S. 53-176	150,739
The Money Shoppe, Inc. 211 N. Main Street Graham, NC 27253	1	G.S. 53-176	377,821
Time Investment Corporation 1501-C W. Arlington Blvd. Greenville, NC 27835	18	G.S. 53-176	44,441,825
Trophy Financial, Inc. 1301 Atkinson Street Laurinburg, NC 28352	1	G.S. 53-176	1,683,177

Licensee Home Office	Number of Branches	Loan Category	Loans Receivable (\$)
Turner Finance Co., Inc. 2418 North Main Avenue Newton, NC 28658	1	G.S. 53-176	2,379,283
Universal Acceptance Corporation 2600 Discovery Drive Raleigh, NC 27616	1	G.S. 53-176	170,571
Universal Finance, Inc. 839 Wilkesboro Blvd. Lenoir, NC 28645	9	G.S. 53-176	21,174,951
Wagner Financial Services, Inc. 175 Jonestown Road Winston-Salem, NC 27104	3	G.S. 53-176	2,468,972
Warren Finance Services Inc. 103 N. Main Street Warrenton, NC 27589	1	G.S. 53-173	282,371
Welcome Finance Company, Inc. 112 West Center Street Mebane, NC 27302	17	G.S. 53-176	13,377,036
Whitestone Financial CPS Inc. 4633-A West Market Street Greensboro, NC 27407	1	G.S. 53-176	261,652
Whitestone Financial, Inc. 2265-C Lewisville-Clemmons Road Clemmons, NC 27012	1	G.S. 53-176	612,020
TOTALS	479		\$ 862,651,593

Number of Consumer Finance Branch Locations by Region and County

Mountain Region*



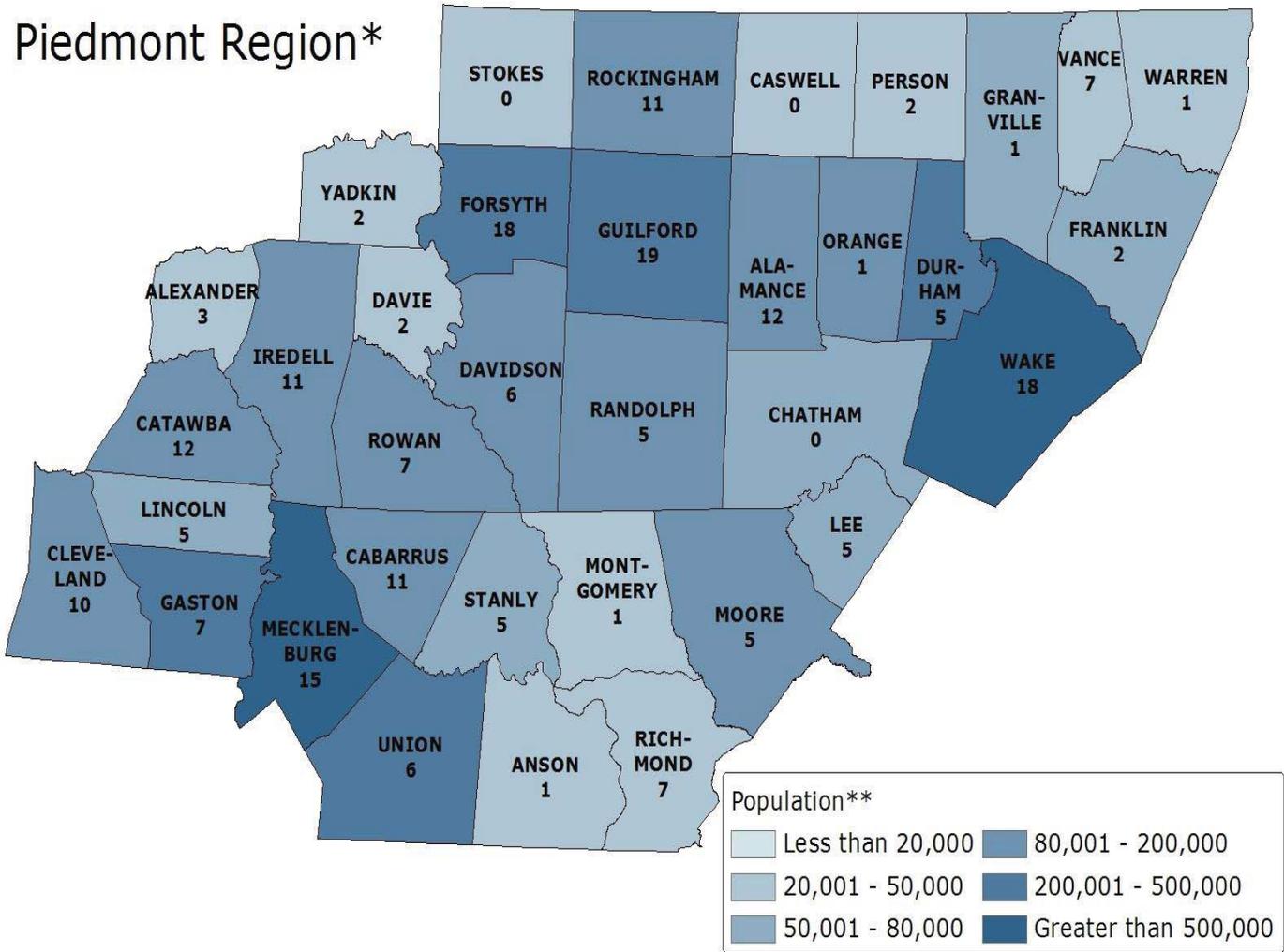
Map Created May 2011

* NC Climate & Geography (www.secretary.state.nc.us/kidspg/geog.htm)

** 2010 Provisional County Population Estimates, July 2010 Estimate (www.osbm.state.nc.us/ncosbm/facts_and_Charts)

Number of Consumer Finance Branch Locations by Region and County

Piedmont Region*



Map Created May 2011

* NC Climate & Geography (www.secretary.state.nc.us/kidspg/geog.htm)

** 2010 Provisional County Population Estimates, July 2010 Estimate (www.osbm.state.nc.us/ncosbm/facts_and_Charts)

Consolidated Comparative Balance Sheet 2010 – 2009

Assets	2010	2009
Cash _____ \$	8,580,313	\$ 12,045,282
Loans Receivable _____	862,651,593	1,219,953,844
Less Reserve for Loan Losses _____	103,444,358	105,879,307
Net Loans Receivable _____	759,207,235	1,114,074,537
Real Estate _____	1,634,823	1,569,874
Furniture and Equipment _____	8,850,085	7,081,060
Unamortized Fee _____	104,919	-----
Other Assets _____	126,650,572	142,542,529
Total Assets _____ \$	905,027,947	\$ 1,277,313,282

Liabilities, Net Worth and Shareholders' Equity

Accounts and Notes Payable		
(a) Banks and other lending institutions _____ \$	129,263,552	\$ 133,933,148
(b) Parent company or affiliates _____	445,610,989	826,494,448
(c) Other _____	45,243,206	43,522,703
Total Accounts and Notes Payable _____ \$	620,117,747	\$ 1,003,950,299
Other Liabilities _____	19,103,258	27,482,336
Total Liabilities _____	639,221,005	1,031,432,635
Net Worth and Shareholders' Equity _____	265,806,942	245,880,647
Total Liabilities, Worth And Shareholders' Equity _____ \$	905,027,947	\$ 1,277,313,282

Consolidated Statement of Income and Expense
January 1, 2010 - December 31, 2010

Income

Interest Collected and Earned on Loans under G.S. 53-173 and 53-176 _____	227,963,526
Loan Processing Fees Under G.S. 53-173(a1) and G.s. 53-176(b) _____	5,524,506
Insurance Income, Including Origination Fees _____	16,431,258
NSF _____	944,324
Other Income _____	13,734,966
Total Income _____	\$ 264,598,580

Expenses

Salaries, wages, and benefits _____	51,327,436
Occupancy expense _____	9,451,570
Depreciation and amortization _____	2,960,933
Interest Expense _____	59,570,473
Provision for credit losses _____	78,661,095
Other expenses _____	57,949,831
Total Expenses, Before Income Taxes _____	\$ 259,921,338

Net Income, Before Income Taxes _____	4,677,242
Income Taxes (tax credits are entered as negative) _____	-16,982,664
Net Income _____	\$ 21,659,906

Loan Classifications
January 1, 2010 - December 31, 2010

Loan Balances

	Number		Amount
Loans Receivable, Beginning of Year* _____	519,998	\$	1,218,329,901
Loans Made During the Year _____	420,354		1,088,391,539
Loan Balances Purchased During the Year _____	3		4,616
Loan Balances Sold During the Year _____	88,107		551,637,588
Loan Balances Charged Off During the Year _____	32,223		84,272,375
Collections of Principal During the Year _____	_____		808,164,500
Loans Receivable Outstanding at End of Period _____	332,741	\$	862,651,593

Loans By Size

Loans Made During the Year:	Number		Amount
(a) \$600.00 or less _____	15,028	\$	7,326,073
(b) Over \$600.01 to \$1,000.00 _____	35,655		28,624,569
(c) Over \$1,000.01 to \$3,000.00 _____	257,818		441,089,075
(d) Over \$3,000.01 to \$5,000.00 _____	54,825		206,797,490
(e) Over \$5,000.01 to \$7,500.00 _____	33,417		201,648,613
(f) Over \$7,500.01 to \$10,000.00 _____	23,611		202,905,719
Total Loans Made _____	420,354	\$	1,088,391,539

Loans By Type of Security

Loans Made During the Year:	Number		Amount
(a) Personal property _____	265,866	\$	566,906,188
(b) Signature endorsement _____	54,542		237,650,235
(c) Motor vehicles _____	90,789		257,243,603
(d) Other considerations _____	9,157		26,591,513
Total Loans Made During the Period _____	420,354	\$	1,088,391,539

Loans By Type of Borrower

Loans Made During the Year:	Number		Amount
(a) Which renewed existing accounts _____	285,776	\$	765,044,502
(b) To former borrowers _____	51,612		115,065,715
(c) To new borrowers _____	82,966		208,281,322
Total Loans Made During the Period _____	420,354	\$	1,088,391,539

* Does not match prior year's published chart for loans outstanding at end of period due to unreported disposition of loan balances by companies no longer licensed at reporting date.

Other Consumer Finance Loan Data
January 1, 2010 - December 31, 2010

	Number		
Number of loan applications:			
(a) Approved* _____	465,132		
(b) Withdrawn _____	37,997		
(c) Denied _____	297,561		
Loans with specified fee charged:			
(a) Processing fees _____	296,063	\$	296,063
(b) UCC-1 _____	58,487		1,183,858
(c) Returned check fees _____	28,586		1,062,756
(d) Non-Filing fees: Third Party _____	109,431		3,258,356
(e) Non-Filing fees: Self Insurance _____	11,347		339,752
(f) Insurance Origination fees _____	382,527		1,597,471
Loans with credit insurance and premiums charged:			
(a) Credit life insurance _____	311,245	\$	13,848,378
(b) Credit accident and health insurance _____	205,577		41,910,739
(c) Credit unemployment insurance _____	136,834		16,980,195
(d) Credit property insurance _____	244,702		14,155,554
(e) Total credit insurance (any type) _____	594,107		60,474,608
As of December 31, total number and amount of loans:			
(a) Current or less than 30 days past due _____	399,505	\$	820,452,816
(b) 30-59 days past due _____	12,628		27,343,710
(c) 60-89 days past due _____	5,883		13,766,553
(d) 90 + days past due _____	19,477		62,117,981
Defaults, repossessions, and filing insurance:			
(a) Charged-off or otherwise uncollectable during year _____	29,966	\$	84,486,277
(b) Recoveries _____	6,130		13,404,210
(c) Where collateral was repossessed _____	2,591		8,612,506
(d) Where claim made against non-filing insurance policy _____	2,084		2,708,024.00

* Approved applications do not necessarily reflect loans made in this reporting period.

Changes in Receivables and Related Categories

Chart C

	2009	2010	% of Change
LOAN RECEIVABLES	1,219,953,844	862,651,593	-41.42%
LOAN LOSS RESERVES	105,879,307	103,444,358	-2.35%
TOTAL ASSETS	1,277,313,282	905,027,947	-41.14%
TOTAL LIABILITIES	1,031,432,635	639,842,894	-61.20%
NET WORTH OF FIRMS	245,880,647	265,806,942	7.50%

Chart C: The predominant reduction in assets is attributed to the decrease in net loans receivable. The predominant reduction in liabilities is attributable to a decrease in accounts and notes payable to parent companies or affiliates. The difference between the net change in total assets and total liabilities resulted in the approximate 7.5% increase in net worth as reported by companies.

Chart D

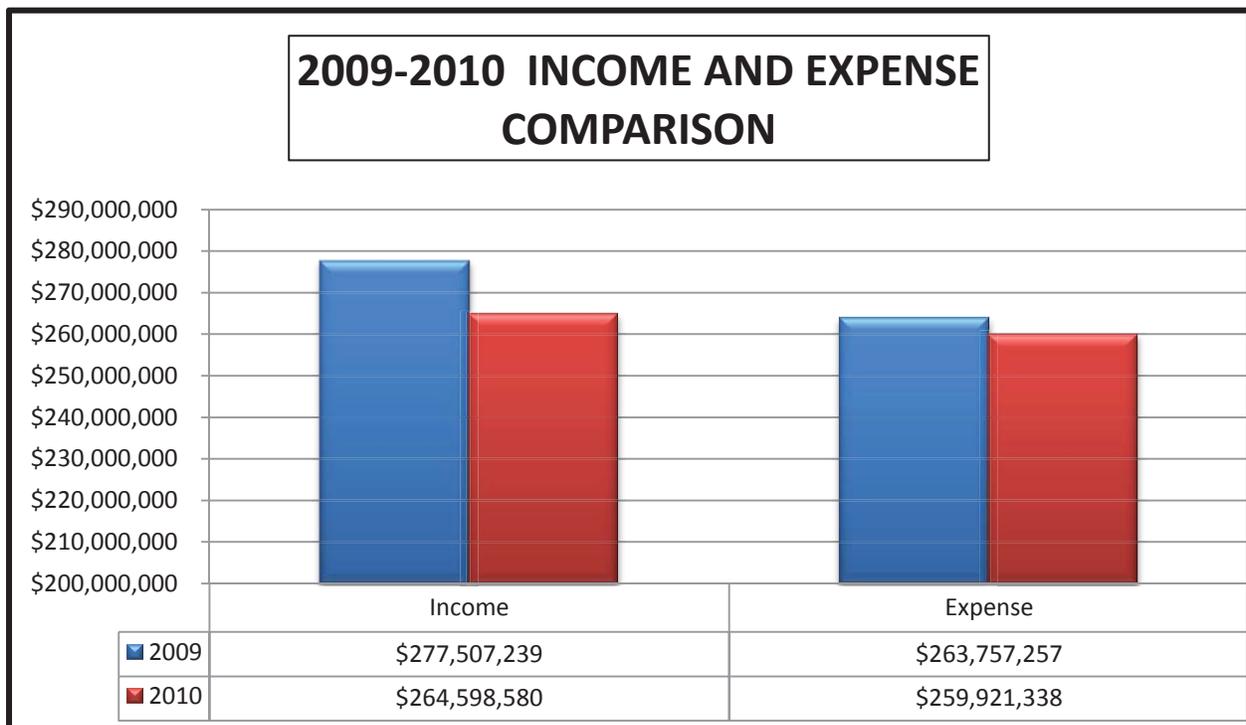


Chart D above shows a comparison of income and expenses of licensed CFLs from 2009 - 2010.

Chart E

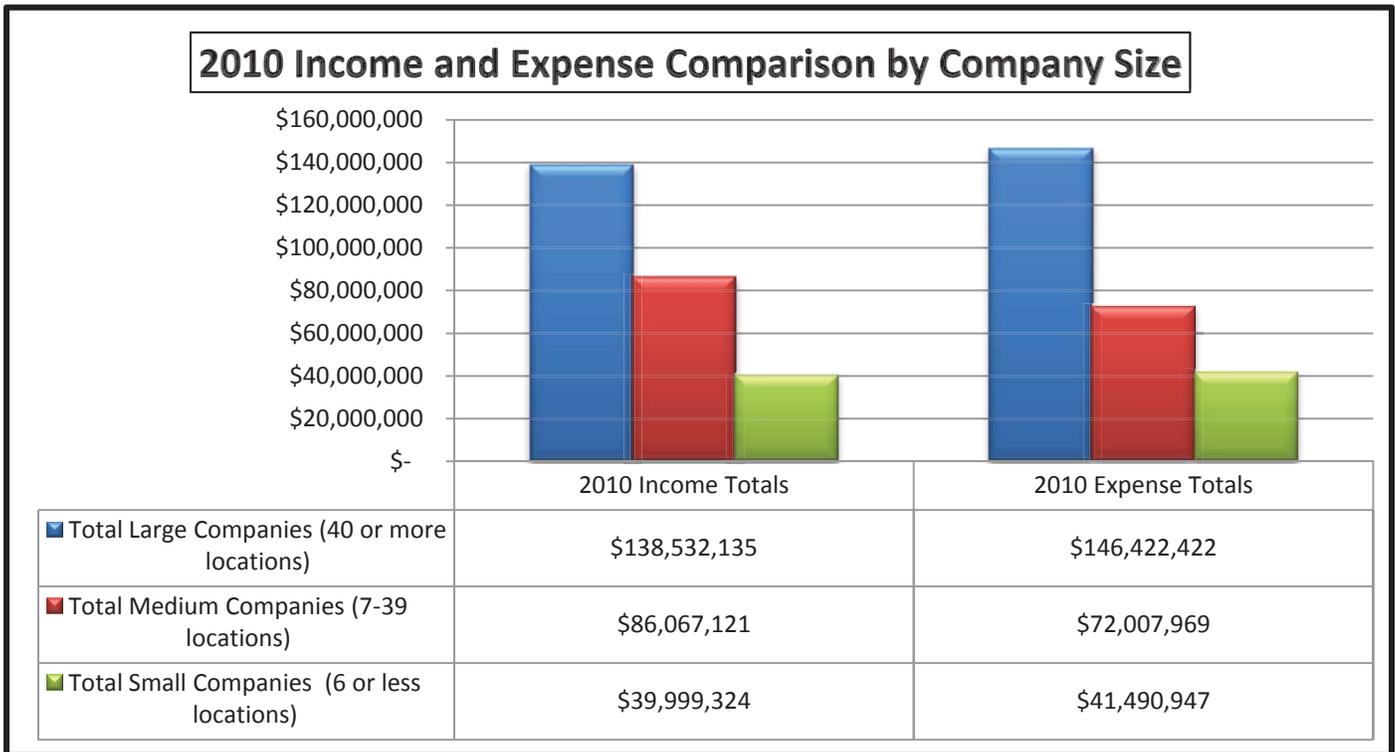


Chart E above shows 2010 income and expenses for small, medium, and large companies. Expenses exceeded income for small and large companies, while income exceeded expenses for medium size companies.

Chart F

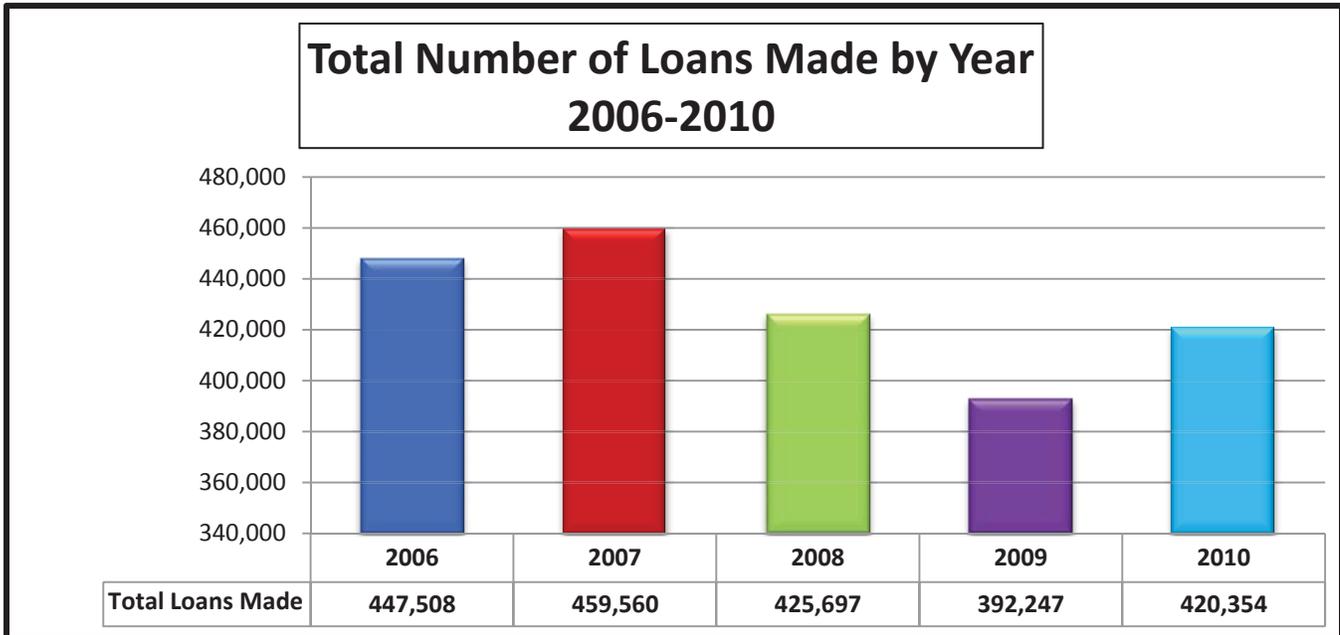


Chart G

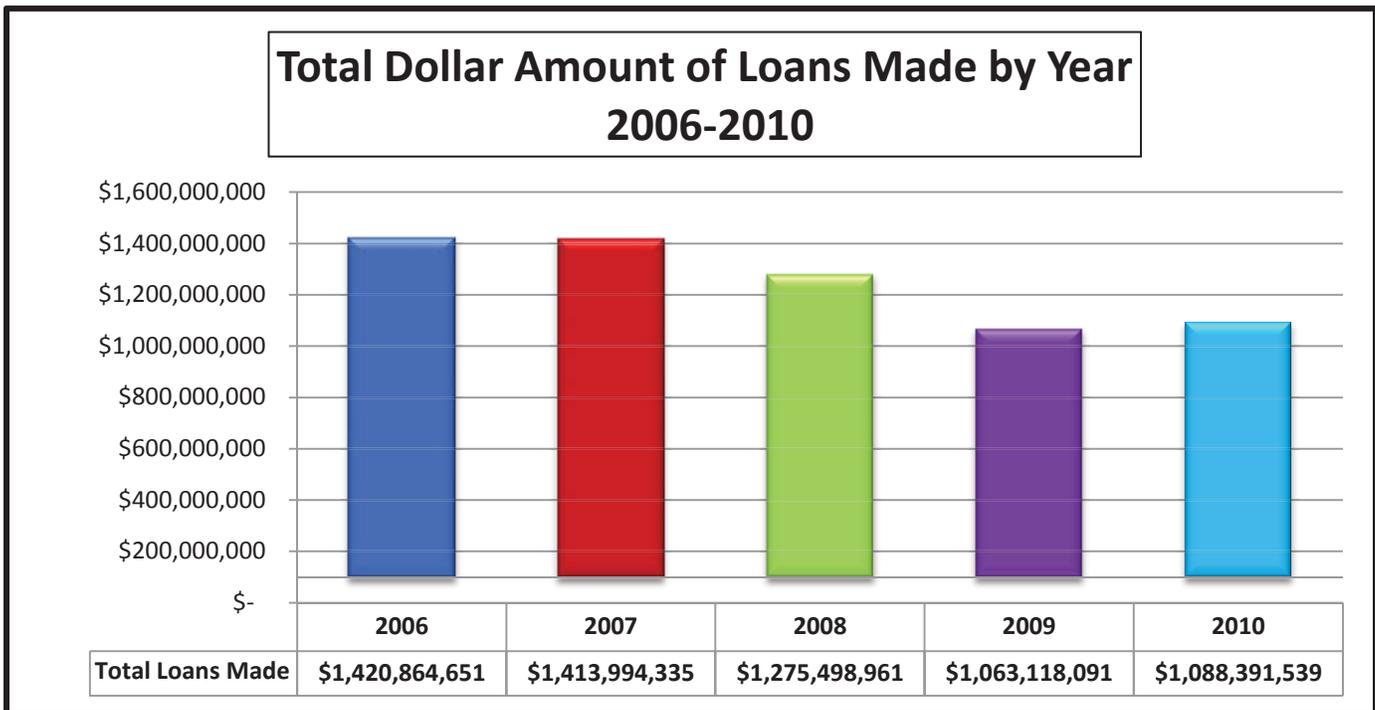


Chart F and G show the total number and dollar amount of loans made by licensed CFLs over the past five years. Although the number of loans made in 2010 significantly increased compared to that of 2009, the total dollar amount for the same period shows a small increase. This would be the result of more loans being made, but at smaller loan amounts.

Chart H

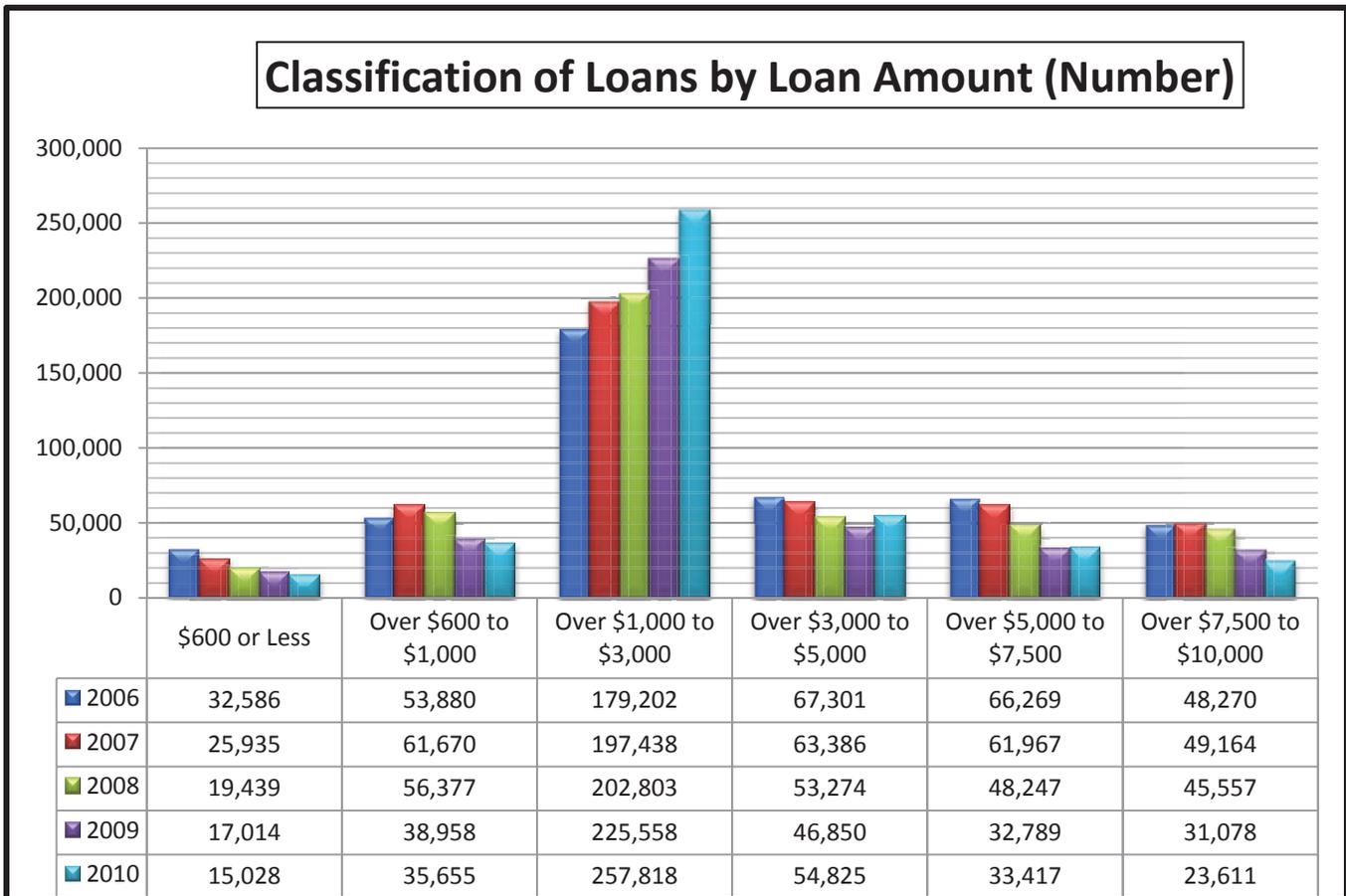


Chart I

2010 Loans by Size of Company (Number)	Large Companies (40 or more locations)	Medium Companies (7-39 locations)	Small Companies (6 or less locations)
\$600.00 OR LESS	1,288	7,386	6,354
\$600.01 TO \$1,000.00	2,415	20,026	13,214
\$1,000.01 TO \$3,000.00	27,678	184,519	45,621
\$3,000.01 TO \$5,000.00	24,723	20,528	9,574
\$5,000.01 TO \$7,500.00	23,564	5,973	3,880
\$7,500.01 TO \$10,000.00	19,390	2,571	1,650

Chart H shows the number of loans made over the past five years, as reported by licensed CFLs. Chart I breaks the data down further showing the number of loans by size of company, as reported in 2010. Loans in the \$1,000 to \$3,000 range remain predominant, and have steadily increased over the past five years.

Chart J

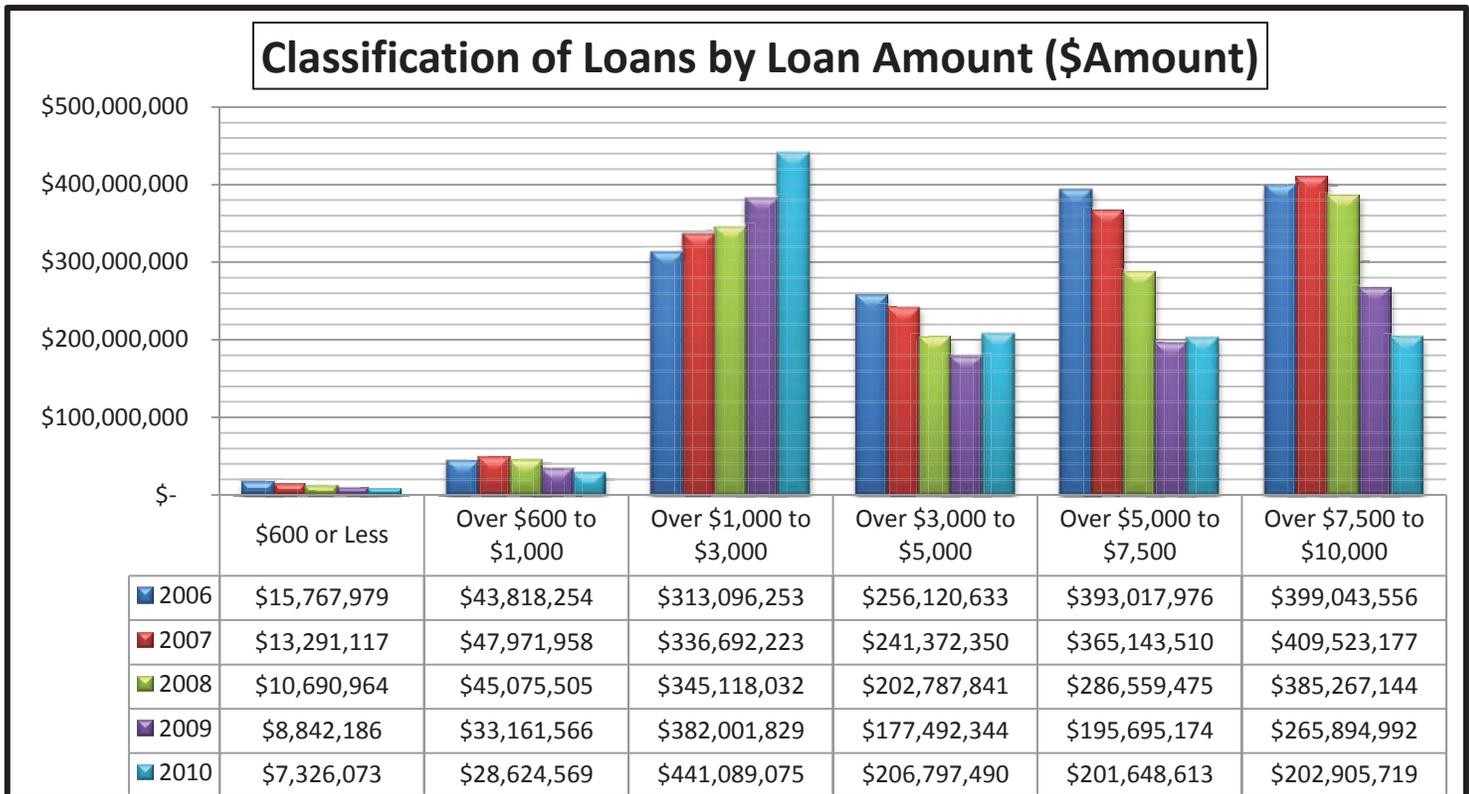


Chart K

2010 Loans by Size of Company (\$Amount)	Large Companies (40 or more locations)	Medium Companies (7-39 locations)	Small Companies (6 or less locations)
\$ 600.00 OR LESS	\$ 684,765	\$ 3,498,940	\$ 3,142,368
\$ 600.01 TO \$ 1,000.00	\$ 1,950,629	\$ 16,213,005	\$ 10,460,935
\$ 1,000.01 TO \$ 3,000.00	\$ 54,340,556	\$ 306,961,783	\$ 79,786,736
\$ 3,000.01 TO \$ 5,000.00	\$ 94,467,807	\$ 76,618,113	\$ 35,711,570
\$ 5,000.01 TO \$ 7,500.00	\$ 142,663,709	\$ 35,776,277	\$ 23,208,627
\$ 7,500.01 TO \$ 10,000.00	\$ 163,914,476	\$ 23,955,292	\$ 15,035,951

Chart J shows the dollar amount of loans made over the past five years, as reported by licensed CFLs. Chart K breaks the data down further showing the dollar amount of loans by size of company, as reported in 2010. Over the past five years, loans in the \$1,000 to \$3,000 range have steadily increased. Conversely, loans in the \$5,000 to \$10,000 range appear to be declining.

Chart L

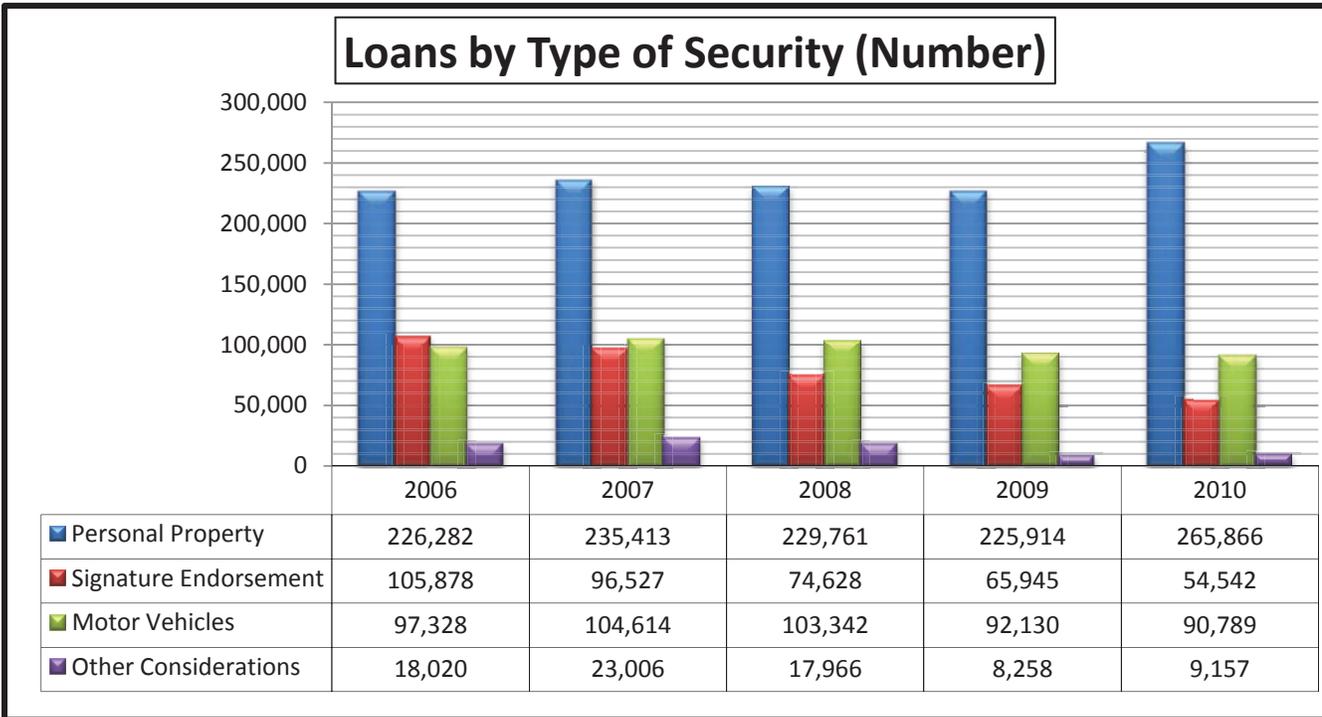
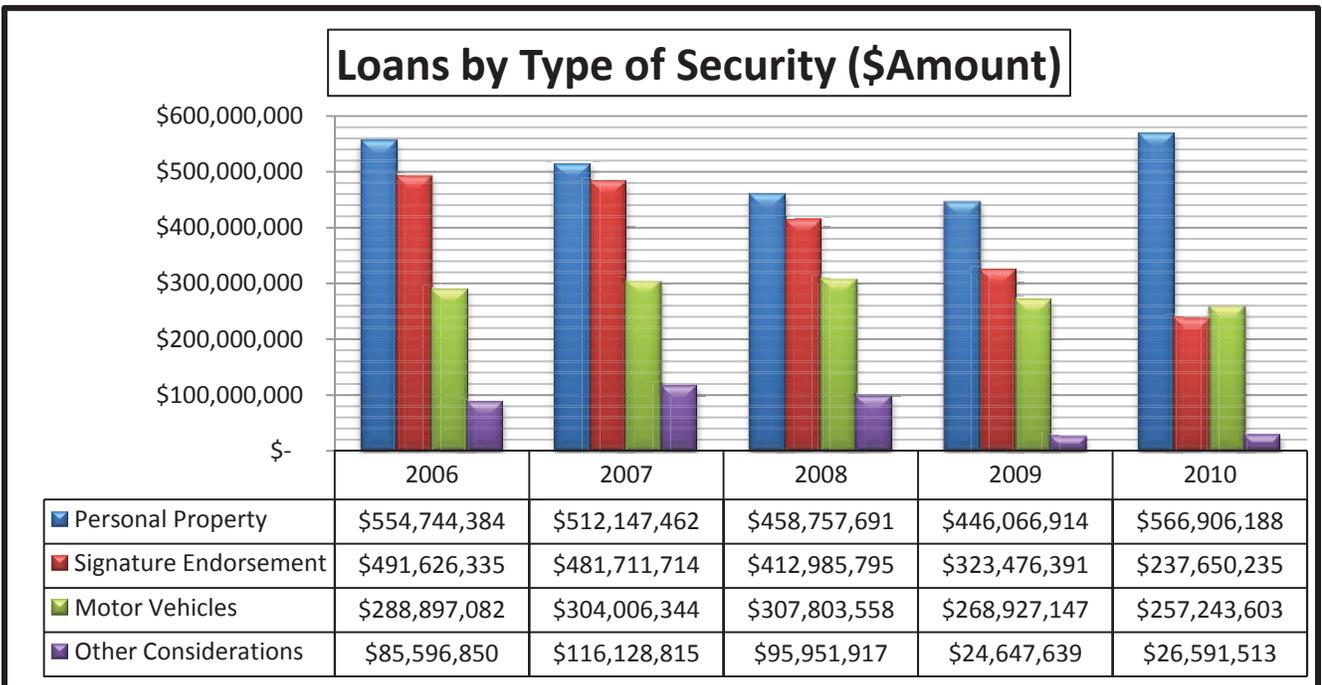


Chart M



Charts L and M above show the number and dollar amount of loans made over the past five years which were secured by personal property, signature endorsement, motor vehicle, or other considerations. There was a significant increase in loans secured by personal property from 2009 to 2010. Conversely, loans secured by signature and motor vehicles have steadily decreased over the past five years.

Chart N

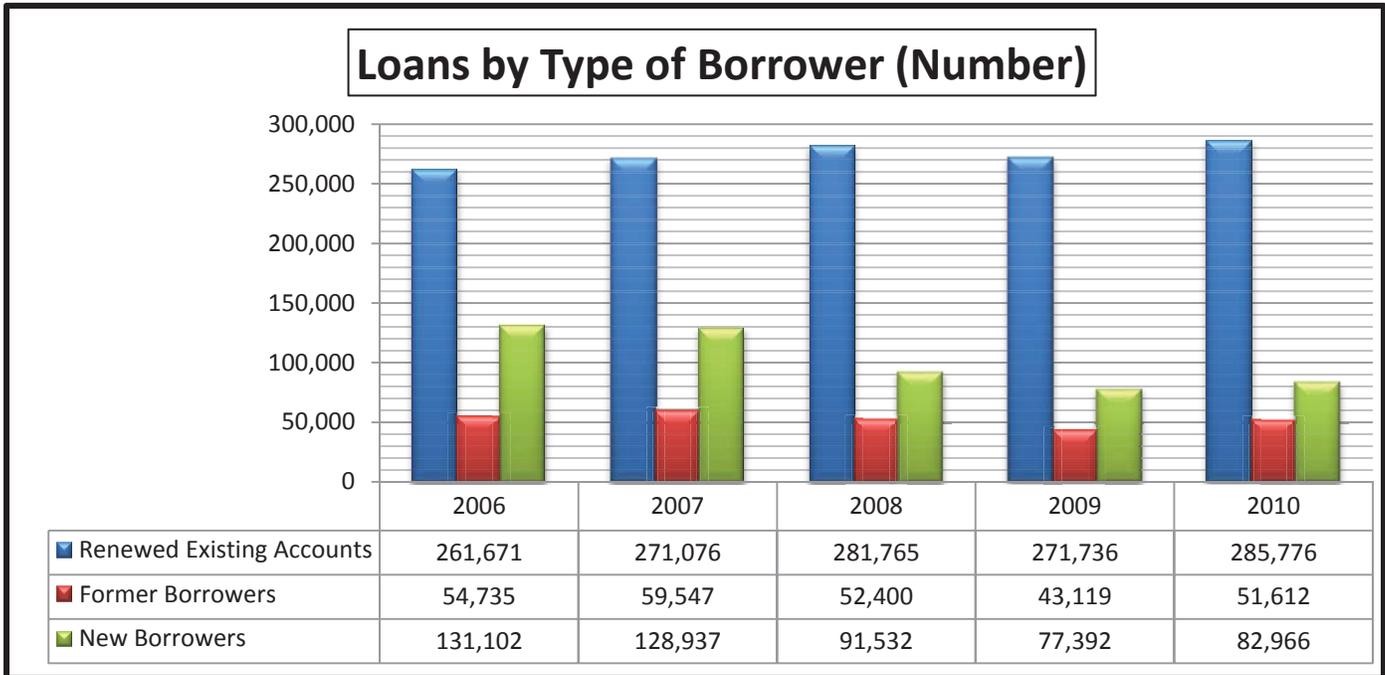
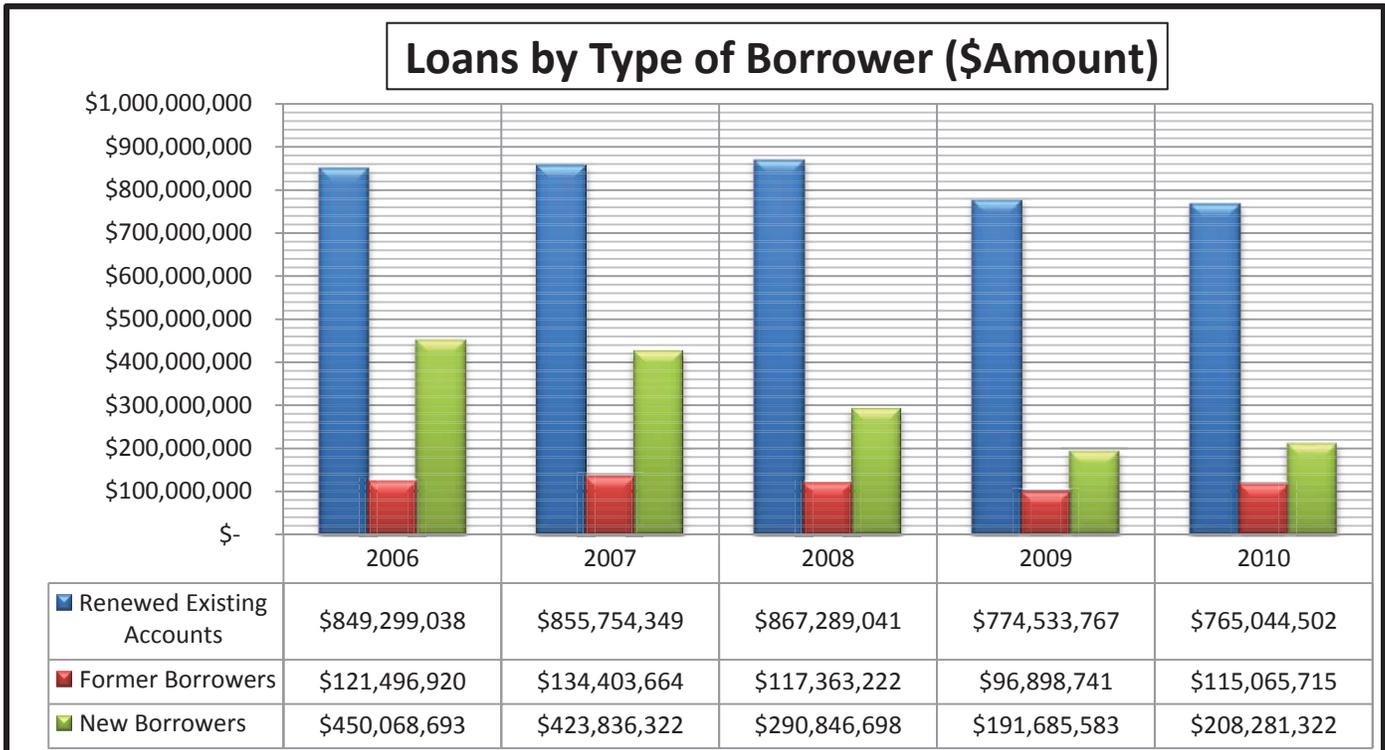


Chart O



Charts N and O above show the number and dollar amount of loans made over the past five years to new borrowers, former borrowers, and renewals of existing customers. Both number and dollar amount of loans made over this time period have remained relatively proportionate in each of the three categories.