



2006 - 2008 Lending Activity

<u># of loans (includes SFRLF)</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>
January	8	7	7	7
February	5	6	4	6
March	18	7	3	3
April	9	3	4	6
May	5	8	6	2
June	11	5	5	6
July	12	6	2	6
August	6	5	1	13
September	7	8	4	6
October	6	6	6	6
November	2	5	7	4
December	7	5	2	9
TOTAL	96	71	51	74

<u>Funds Committed (includes refinances/restructures/SFRLF)</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>
	\$2,408,565	\$2,922,108	\$1,503,359	\$3,234,306

<u>Loans By City</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>
Albuquerque	35	25	41
Santa Fe	11	11	14
Other	25	15	16

<u>By Borrower Type</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>
Former clients	21	25	23
New clients	41	23	41

<u>Products by Size</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>
>= \$100,000	7	4	6
\$50,000 - \$99,999	7	7	14
\$25,000 - \$49,999	13	12	18
\$10,000 - \$24,999	28	16	29
< \$10,000	16	12	7

<u>Products by Type</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>	<u>2008 adi</u>
Term loans	63	45	50	-\$750K loan
Average	\$37,018	\$28,630	\$49,886	\$35,598
LOCs	8	6	24	
Average	\$73,750	\$35,833	\$30,833	

<u>By Business Type</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>
New	21	11	15
Totaling	\$338,319	\$411,500	\$1,048,586 (incl \$750K loan)
Existing	50	40	59
Totaling	\$2,583,790	\$1,091,859	\$2,185,720

<u>Borrower Demographics</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>
Nonprofit orgs	11	4	13
Individuals served	51	44	51
Female	25	19	25
Male	26	25	26
Hispanic	25	27	26
Native American	8	4	4
White	17	12	19
Asian	1	1	1
Other	0	0	1

<u># and \$ LF EOY Active Portfolio</u>	<u>SFRLF EOY Active Portfolio</u>
2006 169 accounts, \$5,857,045	33 accounts, \$426,404
2007 155 accounts, \$5,543,446	32 accounts, \$361,416
2008 157 accounts, \$5,631,299	32 accounts, \$547,138