

NORTH CAROLINA COMMISSIONER OF BANKS

Consumer Finance Annual Report



2019

n o r t h c a r o l i n a

COMMISSIONER OF BANKS

Katherine M. R. Bosken
Interim Commissioner





State of North Carolina

Roy Cooper
Governor

OFFICE OF THE COMMISSIONER OF BANKS

Katherine M.R. Bosken
Interim Commissioner of Banks

To The Honorable Roy Cooper, Governor

It is my pleasure to submit to you our 2019 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, 2019, there were 68 CFLs with 449 branch offices in North Carolina (see Chart A for 5-year trend).

Given the diversity in the size of the CFLs, 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.

For the year ended December 31, 2019, CFLs had aggregate outstanding loans of \$1,480,258,008 and stated equity of \$341,901,800. Assets of these lenders totaled \$1,523,423,912 in 2019, a 20% increase over the previous years' \$1,271,171,494 (see Chart B for 5-year trend).

The consumer lending landscape continues to evolve as entities seek ways to make higher-cost short-term loans sustainable. While in the aggregate, the industry experienced a profitable year in 2019, operating losses in 2019 were reported by 28% of CFLs, with Provision for Credit Losses Expense and Interest Expense totaling approximately 37% of Total Operating Income.

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 that reads "Katherine M.R. Bosken".

Katherine M. R. Bosken,
Interim 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 (the Act), authorizes the Office of the Commissioner of Banks (NCCOB) to license and supervise finance companies that offer installment loans to North Carolina consumers. The Act authorizes interest rates on loans in excess of the limits otherwise applicable under Chapter 24 of the North Carolina General Statutes.

Lenders that do not charge rates in excess of those permitted by Chapter 24 are exempted from the 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.

Amendments to the Act adopted during the 2013 Legislative Session resulted in a revised interest rate structure effective for loans made after July 1, 2013. Due to this change, there were two rate structures in place for loans originated during the period covered by this report.

Loans Made Prior to July 1, 2013. The rates authorized under the Act as it existed prior to July 1, 2013, provided for loans of \$3,000 or less made subject to G.S. § 53-173 and loans of \$10,000 or less made subject to G.S. § 53-176. Loan terms under both G.S. § 53-173 and G.S. § 53-176 were no less than 6 months and no more than 84 months, payable in substantially equal consecutive monthly installments.

- Licensees subject to G.S. § 53-173 were permitted interest rates of 36% per year on the portion of the unpaid principal balance not exceeding \$600 and 15% on the remainder.
- Licensees subject to G.S. § 53-176 were permitted interest rates of 30% per year on the unpaid balance not exceeding \$1,000 and 18% on the remainder up to \$7,500. In addition, loans exceeding \$7,500 were restricted to a flat rate of 18% per year.

Loans Made After July 1, 2013. Following the passage of Session Law 2013-162 (Senate Bill 489), rate structures under the Act were consolidated into G.S. § 53-176. NCCOB grandfathered all licensees formerly operating under § 53-173 into § 53-176 in an effort to ease this transition. Under the revised G.S. § 53-176, the maximum loan amount was increased to \$15,000 with a minimum term of 12 months and a maximum of 96 months, payable in substantially equal consecutive monthly installments.

- For loans of less than \$10,000, all licensees are now permitted to charge 30% per year on the unpaid balance not exceeding \$4,000, 24% per year on the principal balance of more than \$4,000 and less than \$8,000, and 18% on the remainder up to 15,000. Loans of more than \$10,000 are restricted to a flat interest rate of 18% per year.

Chart A

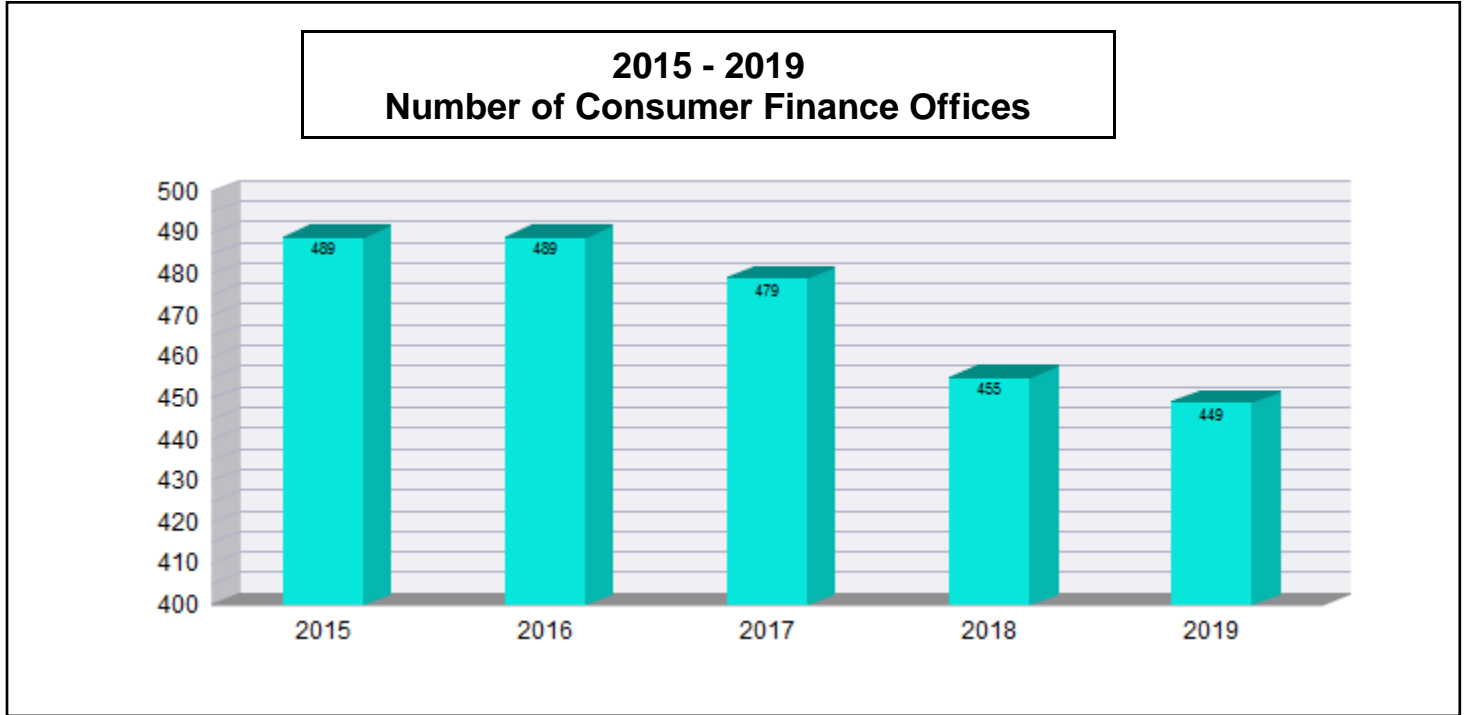
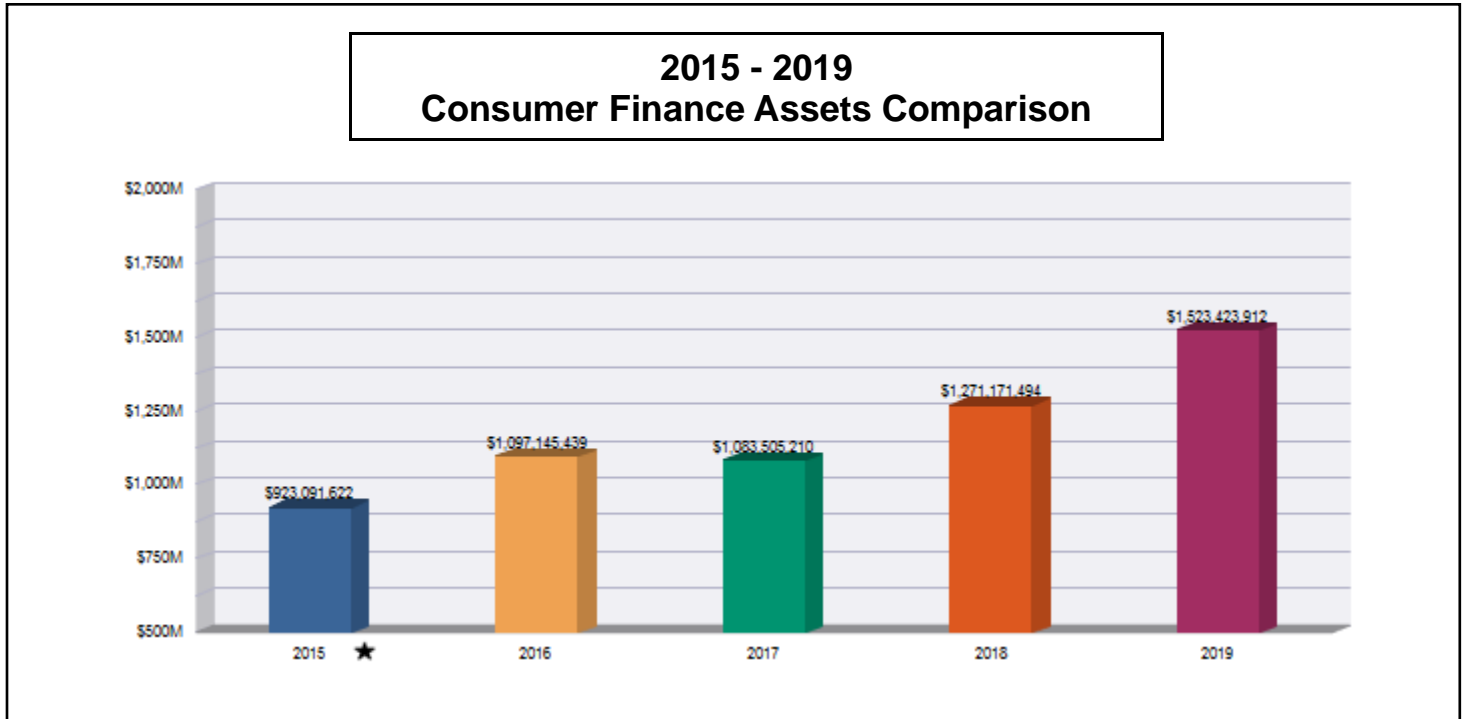


Chart B



★ Change in 2015 assets due to misreported data by certain licensees involved in mergers and lenders reporting national loan volume rather than North Carolina-specific loan volume.

Consumer Finance Act Licensees

December 31, 2019

Licensee Home Office	Number of Operating Locations	Loan Category	Loans Receivable (\$)
Allied Finance Company of Kannapolis, Inc. 2113 Dale Earnhardt Blvd. Kannapolis, NC 28082	2	G.S. 53-176	139,076
Allied Financial Services, Inc. 821 Baxter Street, Suite 307 Charlotte, NC 28202	13	G.S. 53-176	27,850,046
Atlantic Discount Corporation 1300 S. Croatan Highway Kill Devil Hills, NC 27948	3	G.S. 53-176	5,551,427
ATP Investments, LLC 320 N. Salem Street, Unit 106 Apex, NC 27502	1	G.S. 53-176	430,606
Automatic Financing, Inc. 7048 Knightdale Blvd Suite 100 Knightdale, NC 27545	1	G.S. 53-176	1,272,660
Baraka Financial Services, Inc. 8307 University Executive Park Drive, Suite 244 Charlotte, NC 28262	1	G.S. 53-176	58,204
Basic Finance, Inc. 4664 NC Hwy 90 East Hiddenite, NC 28636	9	G.S. 53-176	35,252,566
Brighter Financial, Inc. 285 N. Talbert Blvd. Lexington, NC 27292	1	G.S. 53-176	1,429,853
Cape Fear Finance Company, LLC 8126 E. Brainerd Rd. #116 Chattanooga, TN 37421	1	G.S. 53-176	1,530,857
Cape Fear Lending Inc. 7050 Market Street Wilmington, NC 28411	1	G.S. 53-176	586,562
Capitol Credit Company 745 Carolina Avenue Washington, NC 27889	2	G.S. 53-176	3,042,162

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Cardinal Finance Company of Lumberton, Inc. 406 North Chestnut Street Lumberton, NC 28358	1	G.S. 53-176	366,537
Cardinal Finance Company of Whiteville, Inc. 608 S. Madison Street Whiteville, NC 28472	1	G.S. 53-176	834,570
Carolina Finance LLC 4280 Piedmont Parkway, Suite 110 Greensboro, NC 27410	1	G.S. 53-176	2,914
Century Finance, Inc. 453 Sunset Avenue Rocky Mount, NC 27804	8	G.S. 53-176	13,670,398
Choice Loan of Georgia, Inc. 25 Technology Parkway South, Ste. 201 Peachtree Corners, GA 30092	2	G.S. 53-176	50,417
Coastal Finance Company, Inc. 5113-D Hwy 70 W Morehead City, NC 28557	5	G.S. 53-176	7,279,904
Consumer Portfolio Services, Inc. 3800 Howard Hughes Pkwy., Suite 1400 Las Vegas, NV 89169	2	G.S. 53-176	0*
Creekside Finance, Inc. 845 Blowing Rock Blvd. STE. L4 Lenoir, NC 28645	6	G.S. 53-176	10,951,601
Delmarva Funding 9201 Corporate Blvd, Suite #110 Rockville, MD 20850	1	G.S. 53-176	14,699
Eastern Financial Services, LLC 2512 Charles Boulevard Greenville, NC 27858	1	G.S. 53-176	380,240
Foothills Family Finance LLC 524 West Fleming Drive Morganton, NC 28655	1	G.S. 53-176	535,930
Future Financial Services, LLC 827 Hardee Road Kinston, NC 28504	4	G.S. 53-176	3,976,471
Greene Finance Corporation 141 N. Main Street Mount Airy, NC 27030	1	G.S. 53-176	707,147

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Greenville Financial Services, Inc. 700 E. Arlington Blvd. Greenville, NC 27858	1	G.S. 53-176	833,589
Hanover Financial Services, Inc. 4230 Market Street Wilmington, NC 28405	1	G.S. 53-176	2,391,527
Happy Money, Inc. 1700 Flight Way, Suite 300 Tustin, CA 92782	1	G.S. 53-176	40,373
Heritage Finance Co., Inc. 687 Rutherford Road Marion, NC 28752	5	G.S. 53-176	4,871,452
Holiday Finance, Inc. 1410 Dale Earnhardt Blvd. Kannapolis, NC 28083	1	G.S. 53-176	1,105,650
Home Credit Corporation, Inc. 946 West Andrews Avenue Henderson, NC 27536	10	G.S. 53-176	10,488,052
Imperial Finance Company of Mount Olive, Incorporated 507-A N. Breazeale Avenue Mount Olive, NC 28365	1	G.S. 53-176	768,456
Kuber Financial, LLC 400 Spectrum Center Dr., Suite 350 Irvine, CA 92618	1	G.S. 53-176	2,550
Lend Street Financial, Inc. 1714 Franklin Street Oakland, CA 94612	1	G.S. 53-176	264,329
Lendmark Financial Services, LLC 2118 Usher Street Covington, GA 30014	50	G.S. 53-176	282,169,339
M & J Loans of Shelby, Inc. 409 S. LaFayette St. Shelby, NC 28151	1	G.S. 53-176	975,420
Macon Credit Company, Inc. 339 Westgate Road Franklin, NC 28734	1	G.S. 53-176	1,280,029
Mariner Finance North Carolina, Inc. 8211 Town Center Drive Nottingham, MD 21236	37	G.S. 53-176	162,332,220

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Marion Credit Company, Inc. 216 South Main Street Marion, NC 28752	1	G.S. 53-176	1,904,524
Metrolina Credit Company of Burlington, Inc. 2260 South Church Street, Suite 407 Burlington, NC 27216	1	G.S. 53-176	525,029
Mid-East Acceptance Corporation of N.C., Inc. 3015 S. Memorial Drive Greenville, NC 27834	3	G.S. 53-176	2,525,984
Mid-South Finance, LLC 709 W. Front Street Lillington, NC 27546	1	G.S. 53-176	509,581
Mid-State Financial, LLC 80 Guardian Court, Suite 125 Rocky Mount, NC 27804	1	G.S. 53-176	2,780,477
Mitchell Credit Company , Inc. 155 Oak Avenue Spruce Pine, NC 28777	1	G.S. 53-176	1,237,414
National Finance Company, Inc. 1500 South Horner Boulevard Sanford, NC 27330	23	G.S. 53-176	39,411,450
New Southern Loans, Inc. 7041 Knightdale Blvd Knightdale, NC 27545	6	G.S. 53-176	9,737,736
Nicholas Financial, Inc. 2454 McMullen Booth Rd, Bldg. C Suite 501B Clearwater, FL 33759	3	G.S. 53-176	10,932,440
North State Acceptance, LLC 4700 Six Forks Rd. Suite 230 Raleigh, NC 27604	9	G.S. 53-176	5,405,615
Omni Financial of Nevada, Inc. One Radisson Plaza, Suite 804 New Rochelle, NY 10801	2	G.S. 53-176	8,356,019
OneMain Financial Group, LLC 100 International Drive, 16th Baltimore, MD 21202	97	G.S. 53-176	577,155,206
Professional Financial Services of North Carolina, LLC 181 Security Place Spartanburg, SC 29307	8	G.S. 53-176	734,039

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Pure Financial Group 1506 Joh Avenue, Suite 184 Baltimore, MD 21227	1	G.S. 53-176	17,481
Quality Finance Co., Inc. 2719 Graves Drive, Building 20, Suite B Goldsboro, NC 27534	2	G.S. 53-176	1,779,566
Regional Finance Corporation of North Carolina 979 Batesville Road, Suite B Greer, SC 29651	38	G.S. 53-176	84,349,257
Royalty Management Corporation 200 South Broad Street Edenton, NC 27932	5	G.S. 53-176	5,326,019
Scratch Financial, Inc. 225 S. Lake Ave. Suite 250 Pasadena, CA 91101	1	G.S. 53-176	651,936
Security Credit Corporation 710 S. Brightleaf Blvd. Smithfield, NC 27577	1	G.S. 53-176	2,365,590
Select Acceptance Corporation 3004 S. Memorial Drive Greenville, NC 27834	1	G.S. 53-176	484,521
Simple Path Financial LLC 16842 Von Karman Ave, Suite 200 Irvine, CA 92606	1	G.S. 53-176	30,400
Southern Loans, Inc. 112 S. Pearl Street Rocky Mount, NC 27804	7	G.S. 53-176	11,146,975
Time Investment Corporation 1501-C W. Arlington Blvd. Greenville, NC 27835	24	G.S. 53-176	93,155,097
Trophy Financial, Inc. 452 S. Main Street Laurinburg, NC 28352	2	G.S. 53-176	4,108,757
Turner Finance Co., Inc. 24 South Brady Avenue, Suite A Newton, NC 28658	1	G.S. 53-176	1,779,329
Universal Acceptance Corporation 2600 Discovery Drive Raleigh, NC 27616	1	G.S. 53-176	184,052
Universal Finance, Inc. 700 12th Street Dr NW Hickory, NC 28601	7	G.S. 53-176	14,698,403

Wagner Financial Services, Inc. 175 Jonestown Road Winston-Salem, NC 27104	3	G.S. 53-176	3,089,737
Welcome Finance Company , Inc. 112 West Center Street Mebane, NC 27302	16	G.S. 53-176	11,887,644
Whitestone Financial, Inc. 1796 Silas Creek Parkway Winston-Salem, NC 27103	1	G.S. 53-176	249,956
WNC Credit Company, Inc. 48 N. Church Street Murphy, NC 28906	1	G.S. 53-176	299,941
TOTALS	449		\$1,480,258,008







* Licensed as of December 31, 2019. However, no loans receivable were on licensee's books as of this date.

Number of Consumer Finance Offices by Region and County

Mountain

	Ashe	4
	Buncombe	11
	Burke	7
	Caldwell	7
	Cherokee	3
	Haywood	3
	Henderson	5
	Lincoln	2
	Macon	3
	Mitchell	2
	Wilkes	6
	Yancey	1

Population **

	Less than 20,000		80,000 - 200,000
	20,000 - 50,000		200,000 - 500,000
	50,000 - 80,000		Greater than 500,000







** 2019 Provisional County Population Estimates
(www.osbm.state.nc.us/ncosbm/facts_and_figures)

Number of Consumer Finance Offices by Region and County

Piedmont

 Alamance	11	 Rutherford	4
 Alexander	2	 Stanly	5
 Anson	1	 Surry	6
 Cabarrus	8	 Union	6
 Catawba	11	 Vance	7
 Cleveland	8	 Wake	26
 Davidson	4	 Yadkin	1
 Davie	2		
 Durham	8		
 Forsyth	18		
 Franklin	3		
 Gaston	7		
 Guilford	18		
 Iredell	9		
 Lee	5		
 McDowell	5		
 Mecklenburg	14		
 Moore	3		
 Person	2		
 Randolph	3		
 Richmond	7		
 Rockingham	6		
 Rowan	6		





























Population **

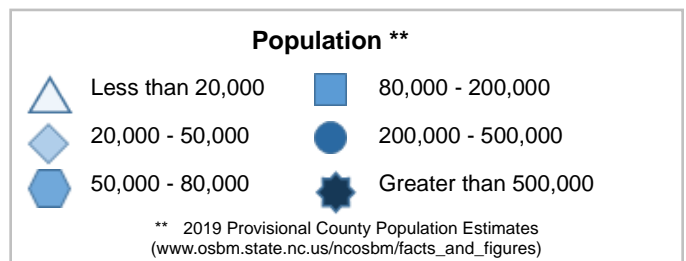
	Less than 20,000		80,000 - 200,000
	20,000 - 50,000		200,000 - 500,000
	50,000 - 80,000		Greater than 500,000

** 2019 Provisional County Population Estimates
(www.osbm.state.nc.us/ncosbm/facts_and_figures)

Number of Consumer Finance Offices by Region and County

Coastal

 Beaufort	4	 Sampson	4
 Brunswick	3	 Scotland	5
 Carteret	4	 Washington	1
 Chowan	2	 Wayne	10
 Columbus	3	 Wilson	7
 Craven	4		
 Cumberland	14		
 Dare	1		
 Duplin	3		
 Edgecombe	2		
 Halifax	8		
 Harnett	6		
 Hertford	4		
 Hoke	1		
 Johnston	11		
 Lenoir	5		
 Martin	4		
 Nash	9		
 New Hanover	14		
 Onslow	7		
 Pasquotank	4		
 Pitt	16		
 Robeson	8		



Consolidated Balance Sheet

January 1, 2019 - December 31, 2019

Assets	2019	2018
Cash	\$ 27,931,600	\$ 19,013,887
Loans Receivable	1,480,258,008	1,210,787,751
Less Reserve for Loan Losses	92,360,574	69,036,936
Net Loans Receivable	1,387,897,434	1,141,750,815
Real Estate	2,350,112	3,431,653
Furniture and Equipment	11,421,917	11,502,533
Unamortized Fee	4,957,652	-1,918,310
Other Assets	88,865,197	97,327,916
Total Assets	\$ 1,523,423,912	\$ 1,271,171,494

Liabilities, Net Worth and Shareholders' Equity

Accounts and Notes Payable		
(a) Banks and other lending institutions	\$ 435,720,120	\$ 409,074,910
(b) Parent company or affiliates	628,420,973	443,294,385
(c) Other	59,802,640	57,631,578
Total Accounts and Notes Payable	1,123,943,733	910,000,873
Other Liabilities	57,578,379	46,731,931
Total Liabilities	1,181,522,112	956,732,804
Net Worth and Shareholders' Equity	341,901,800	314,375,690
Total Liabilities, Worth and Shareholders' Equity	\$ 1,523,423,912	\$ 1,271,108,494

Consolidated Statement of Income and Expense

January 1, 2019 - December 31, 2019

Income**2019**

Interest Collected and Earned on Loans under G.S. § 53-176	\$ 334,903,542
Insurance Income, Including Origination Fees	32,748,015
Loan Processing Fees Under G.S. § 53-176(b)	8,915,353
Loan Filing Fees (UCC-1 and Title Fee)	8,254
NSF	817,348
Non-filing Fees	2,648,127
Late Fee	12,592,526
Deferral Charge	1,792,392
Other Income	24,368,568
Total Income	\$ 418,794,125

Expenses

Salaries, wages, and benefits	\$ 94,770,496
Occupancy expense	15,340,625
Depreciation and amortization	3,885,450
Interest Expense	66,080,974
Provision for credit losses	87,799,852
Information Technology Services	2,590,998
Product Management Services	1,601,099
Administrative Expenses	20,357,603
Management Fees	10,717,941
Provision for State & Local Taxes	733,648
Other expenses	32,795,114
Total Expenses, Before Income Taxes	\$ 336,673,800
Net Income, Before Income Taxes	\$ 82,120,325
Income Taxes (tax credits are entered as negative)	4,189,721
Net Income	\$ 77,930,604

Loan Classifications

January 1, 2019 - December 31, 2019

Loan Balances

	Number	Amount
Loans Receivable, Beginning of Year*	324,689	\$ 1,204,975,385
Loans Made During the Year	459,333	1,741,270,532
Loan Balances Purchased During the Year	1,715	2,651,394
Loan Balances Sold During the Year	16,639	83,721,506
Loan Balances Charged Off During the Year	38,020	98,094,338
Collections of Principal During the Year	0	1,286,823,459
Loans Receivable Outstanding at End of Period	415,894	\$ 1,480,258,008

Loans By Size

Loans Made During the	Number	Amount
(a) \$600.00 or less	5,854	\$ 2,741,839
(b) \$600.01 to \$1,000.00	17,857	14,297,174
(c) \$1,000.01 to \$3,000.00	239,456	442,775,301
(d) \$3,000.01 to \$5,000.00	77,634	290,430,652
(e) \$5,000.01 to \$7,500.00	57,389	354,244,551
(f) \$7,500.01 to \$10,000.00	24,723	210,392,300
(g) \$10,000.01 to \$12,500.00	25,613	278,948,559
(h) \$12,500.01 to \$15,000.00	10,807	147,440,156
Total Loans Made	459,333	\$ 1,741,270,532

Loans By Type of Security

Loans Made During the	Number	Amount
(a) Personal property	239,241	\$ 636,219,319
(b) Signature endorsement	118,346	496,214,959
(c) Motor vehicles	96,380	591,539,498
(d) Other consideration	5,366	17,296,756
Total Loans Made During the Period	459,333	\$ 1,741,270,532

Loans By Type of Borrower

Loans Made During the	Number	Amount
(a) Which renewed existing accounts	251,253	\$ 1,031,039,238
(b) To former borrowers	57,771	161,686,957
(c) To new borrowers	150,309	548,544,337
Total Loans Made During the Period	459,333	\$ 1,741,270,532

* Does not match prior years' 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, 2019 - December 31, 2019

Number of Loan Applications: Number

(a) Approved*	406,339
(b) Withdrawn	42,695
(c) Denied	531,719

Loans with specified fees collected: Number Amount

(a) Processing fees	330,410	\$ 8,915,353
(b) UCC-1	2,246	8,254
(c) Returned check fees	33,391	817,348
(d) Non-Filing fees: Third Party	74,238	1,733,667
(e) Non-Filing fees: Self Insurance	30,256	914,460
(f) Late Fees	855,162	12,592,526
(g) Deferral Charges	16,782	1,792,392

Loans with credit insurance and net premiums collected Number Premiums Charged

(a) Credit life insurance	240,176	\$ 6,438,272
(b) Credit accident and health insurance	119,280	10,333,691
(c) Credit unemployment insurance	87,513	7,695,849
(d) Credit property insurance	242,449	4,910,012
(e) Other insurance	0	3,370,191

As of December 31, total number and amount of loans: Number Amount

(a) Current or less than 30 days past due	385,375	\$ 1,362,092,382
(b) 30-59 days past due	17,317	57,350,800
(c) 60-89 days past due	5,882	16,558,942
(d) 90 + days past due	14,318	43,701,486

Defaults, repossessions and filing insurance: Number Amount

(a) Loan balances charged off	38,020	\$ 98,094,338
(b) Recoveries	22,312	9,061,237
(c) Where collateral was repossessed	2,301	10,314,816
(d) Where claim made against non-filing insurance policy	1,089	2,414,670

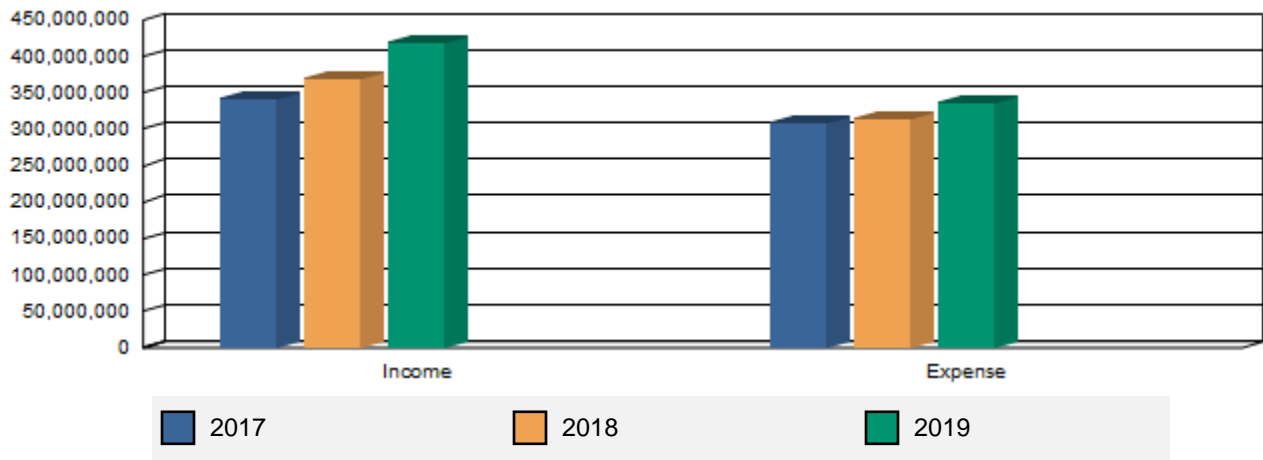
* Approved applications do not necessarily reflect loans made in this reporting period.

Changes in Receivables and Related Categories

	2018	2019	% of change
Loan Receivables	\$1,210,787,751	\$1,480,258,008	18
Loan Loss Reserves	\$69,036,936	\$92,360,574	25
Total Assets	\$1,271,171,494	\$1,523,423,912	17
Total Liabilities	\$956,732,804	\$1,181,522,112	19
Net Worth of Firms	\$314,375,690	\$341,901,800	8

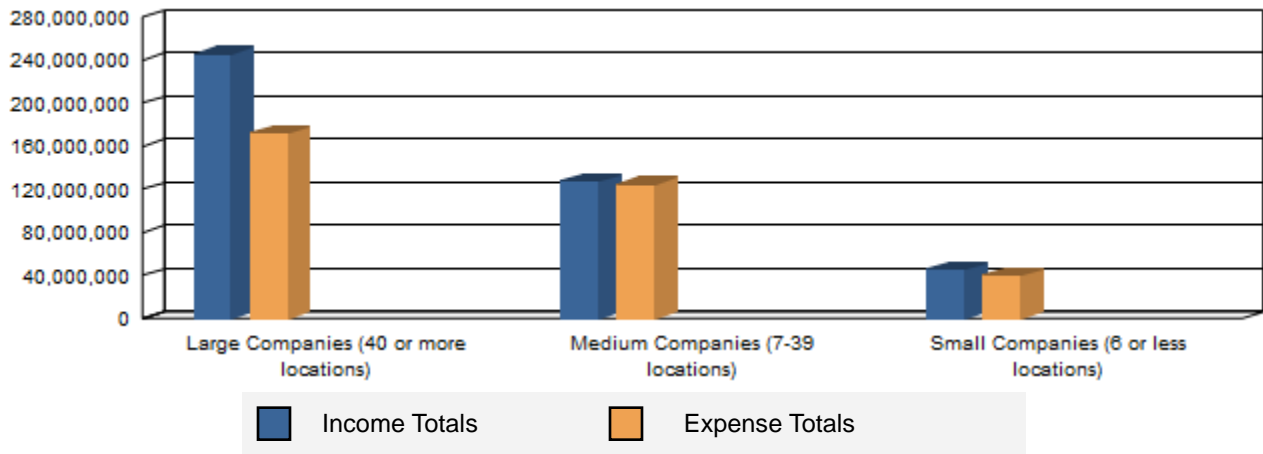
Income and Expense Comparison

	2017	2018	2019
Income	\$341,431,822	\$369,158,938	\$418,794,125
Expense	\$308,219,011	\$314,594,062	\$336,673,800



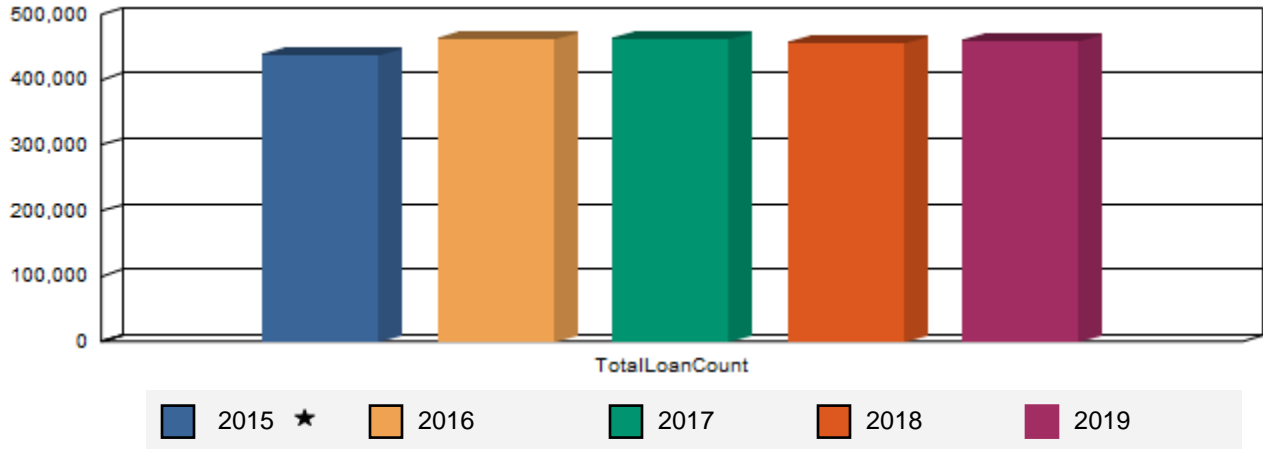
Income and Expense Comparison by Company Size for 2019

	Income Totals	Expense Totals
Large Companies (40 or more locations)	\$245,991,566	\$172,414,467
Medium Companies (7-39 locations)	\$127,039,976	\$124,556,848
Small Companies (6 or less locations)	\$45,762,583	\$39,702,485



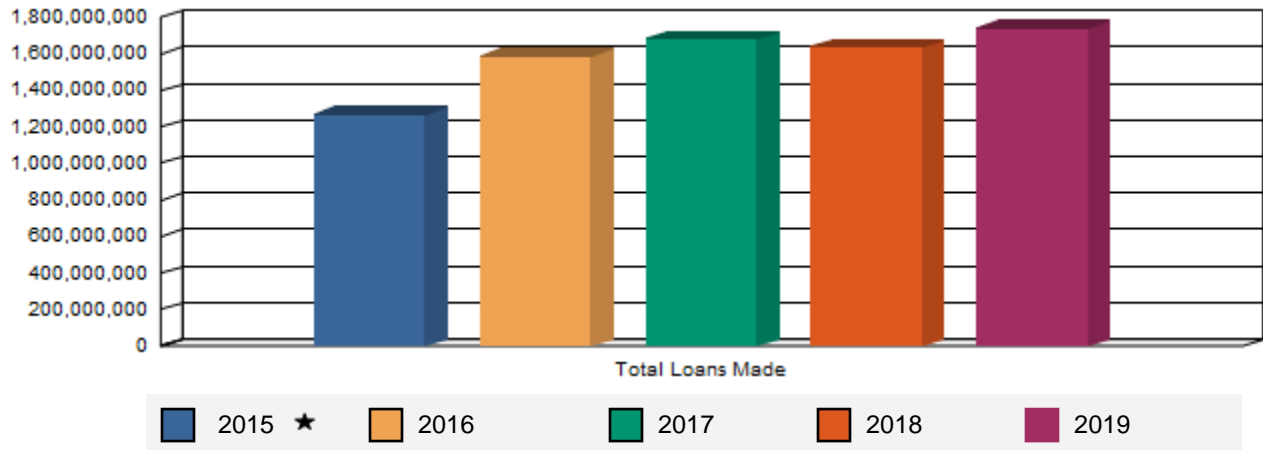
Total Number of Loans Made by Year

	2015	2016	2017	2018	2019
Total Loan Count	438,615	461,910	463,888	456,305	459,333



Total Dollar Amount of Loans Made by Year

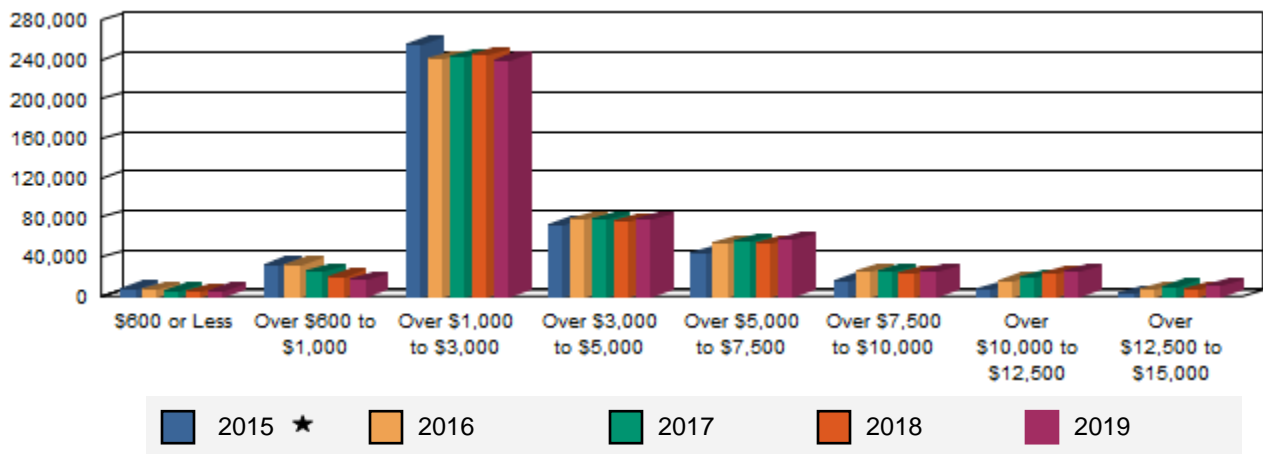
	2015	2016	2017	2018	2019
Total Loans Made	\$1,269,737,046	\$1,590,325,041	\$1,683,936,658	\$1,641,741,205	\$1,741,270,532



★ Change in 2015 assets due to misreported data by certain licensees involved in mergers and lenders reporting national loan volume rather than North Carolina-specific loan volume.

Classification of Loans by Size (Number)

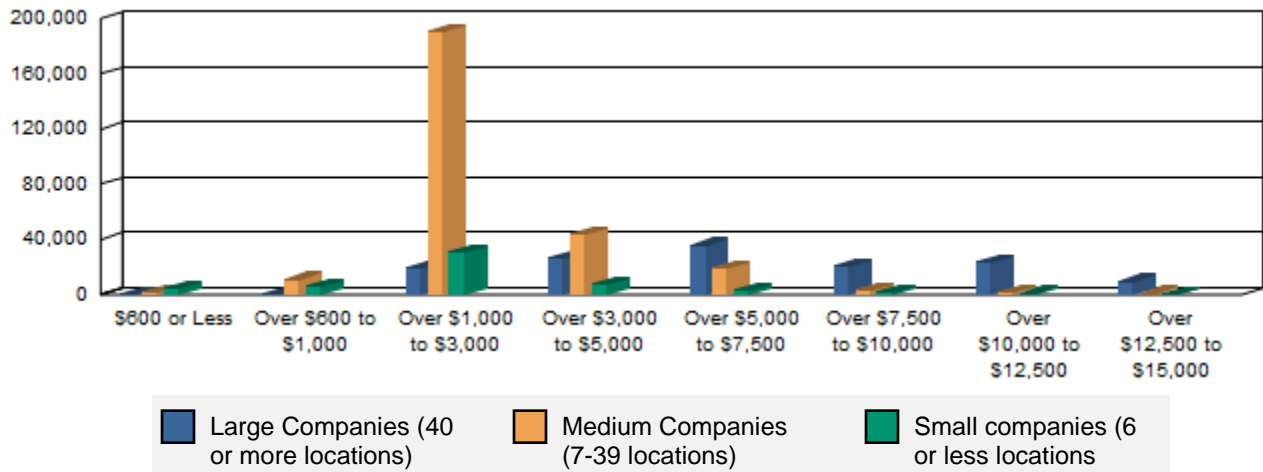
	2015	2016	2017	2018	2019
\$600 or Less	8,006	7,259	5,955	5,636	5,854
Over \$600 to \$1,000	32,466	32,207	25,547	20,097	17,857
Over \$1,000 to \$3,000	256,020	240,924	242,779	245,379	239,456
Over \$3,000 to \$5,000	72,879	78,541	78,728	76,060	77,634
Over \$5,000 to \$7,500	43,485	53,677	55,324	53,887	57,389
Over \$7,500 to \$10,000	16,301	25,580	25,775	23,967	24,723
Over \$10,000 to \$12,500	6,714	16,211	19,830	23,620	25,613
Over \$12,500 to \$15,000	2,744	7,511	9,950	7,659	10,807



★ Change in 2015 assets due to misreported data by certain licensees involved in mergers and lenders reporting national loan volume rather than North Carolina-specific loan volume.

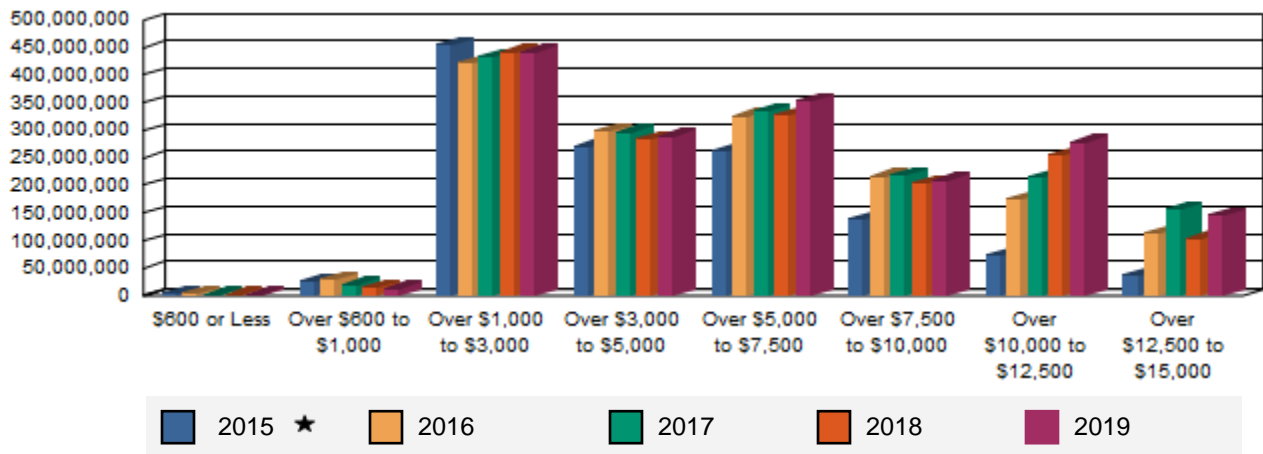
2019 Loans by Size of Company (Number)

	Large Companies (40 or more locations)	Medium Companies (7-39 locations)	Small companies (6 or less locations)
\$600 or Less	128	1,678	4,048
Over \$600 to \$1,000	281	11,203	6,373
Over \$1,000 to \$3,000	18,750	190,008	30,698
Over \$3,000 to \$5,000	26,187	44,036	7,411
Over \$5,000 to \$7,500	35,907	18,612	2,870
Over \$7,500 to \$10,000	20,139	3,114	1,470
Over \$10,000 to \$12,500	23,764	1,110	739
Over \$12,500 to \$15,000	9,732	705	370



Classification of Loans by Size (\$ Amount)

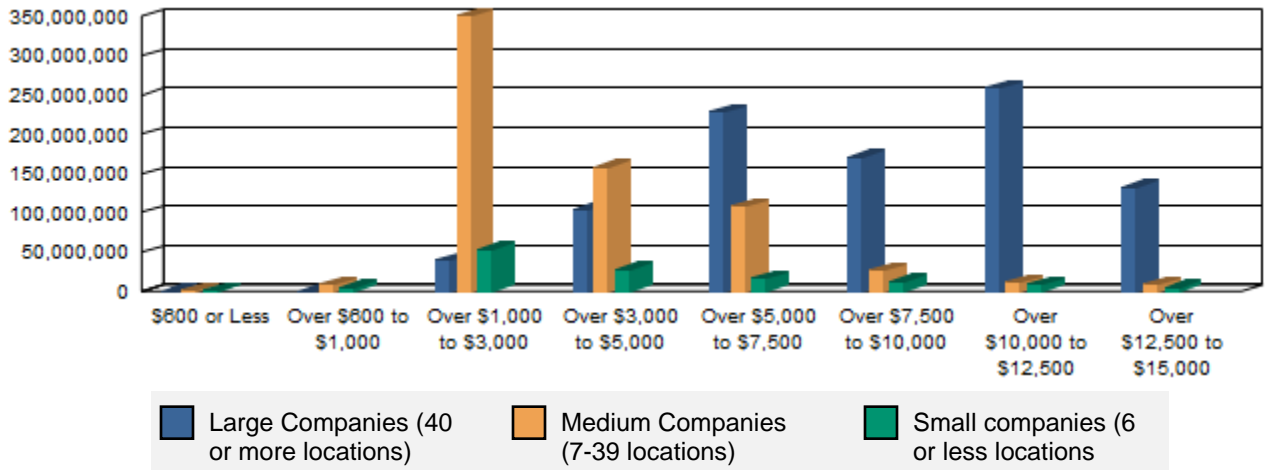
	2015	2016	2017	2018	2019
\$600 or Less	\$4,187,149	\$3,569,491	\$3,022,872	\$2,805,456	\$2,741,839
Over \$600 to \$1,000	\$26,274,073	\$31,403,372	\$21,157,702	\$16,043,992	\$14,297,174
Over \$1,000 to \$3,000	\$454,996,105	\$422,572,609	\$434,328,201	\$442,416,592	\$442,775,301
Over \$3,000 to \$5,000	\$271,880,627	\$298,112,822	\$297,074,568	\$285,526,644	\$290,430,652
Over \$5,000 to \$7,500	\$262,115,998	\$326,984,704	\$334,700,798	\$328,399,794	\$354,244,551
Over \$7,500 to \$10,000	\$138,733,370	\$217,455,013	\$219,732,525	\$204,680,459	\$210,392,300
Over \$10,000 to \$12,500	\$72,878,181	\$176,656,000	\$215,593,732	\$256,821,274	\$278,948,559
Over \$12,500 to \$15,000	\$38,671,543	\$113,571,030	\$158,326,260	\$105,046,994	\$147,440,156



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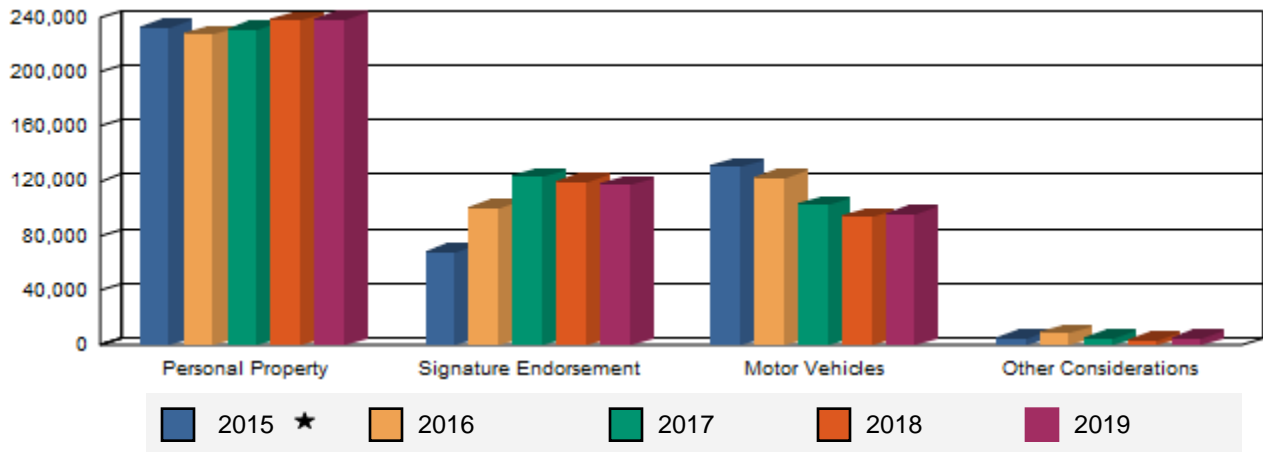
2019 Loans by Size of Company (\$ Amount)

	Large Companies (40 or more locations)	Medium Companies (7-39 locations)	Small companies (6 or less locations)
\$600 or Less	\$58,924	\$912,815	\$1,770,100
Over \$600 to \$1,000	\$227,315	\$8,998,162	\$5,071,697
Over \$1,000 to \$3,000	\$39,823,994	\$349,726,235	\$53,225,072
Over \$3,000 to \$5,000	\$104,343,146	\$158,283,792	\$27,803,714
Over \$5,000 to \$7,500	\$228,716,580	\$108,328,497	\$17,199,474
Over \$7,500 to \$10,000	\$171,187,287	\$26,385,487	\$12,819,526
Over \$10,000 to \$12,500	\$258,876,131	\$11,899,966	\$8,172,462
Over \$12,500 to \$15,000	\$132,658,403	\$9,607,595	\$5,174,158



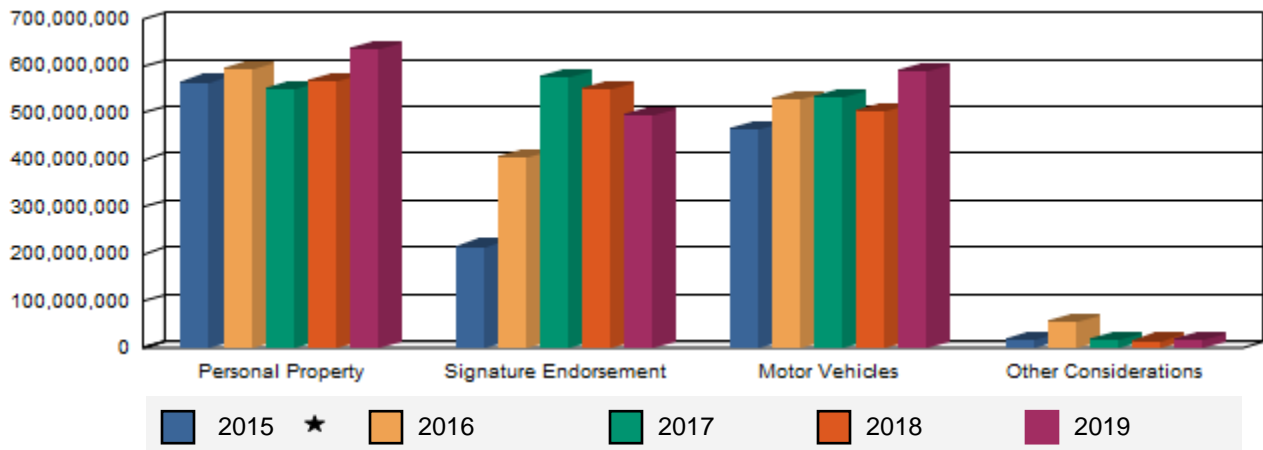
Loans by Type of Security (Number)

	2015	2016	2017	2018	2019
Personal Property	233,159	228,446	231,811	238,157	239,241
Signature Endorsement	68,762	100,990	123,886	120,261	118,346
Motor Vehicles	131,371	123,025	102,841	93,856	96,380
Other Considerations	5,323	9,449	5,350	4,031	5,366



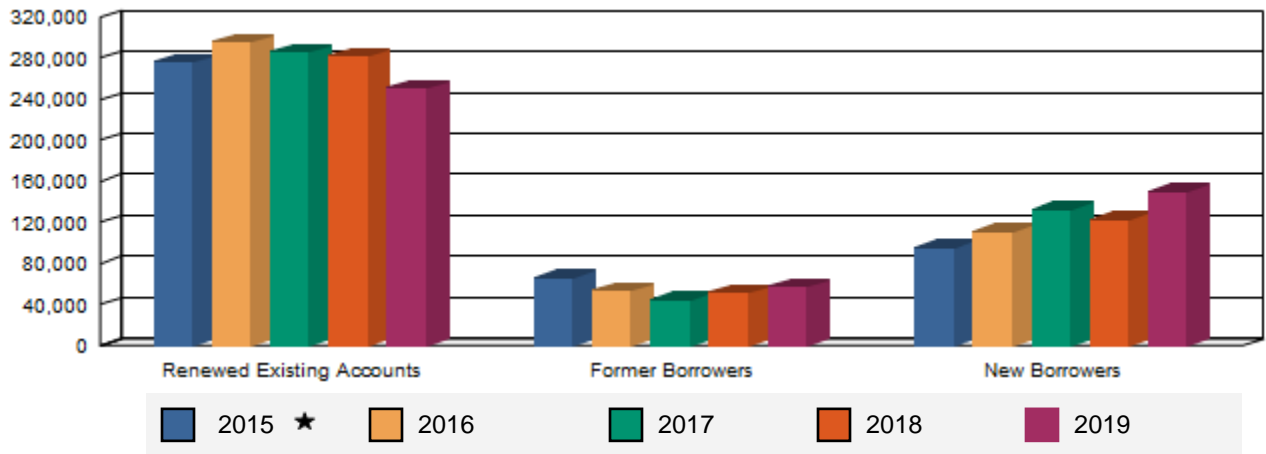
Loans by Type of Security (\$ Amount)

	2015	2016	2017	2018	2019
Personal Property	\$567,306,754	\$593,716,226	\$551,484,480	\$568,344,991	\$636,219,319
Signature Endorsement	\$217,170,037	\$406,662,983	\$578,203,625	\$552,326,735	\$496,214,959
Motor Vehicles	\$465,928,899	\$531,888,863	\$535,281,209	\$504,536,209	\$591,539,498
Other Considerations	\$19,331,356	\$58,056,969	\$18,967,344	\$16,533,270	\$17,296,756



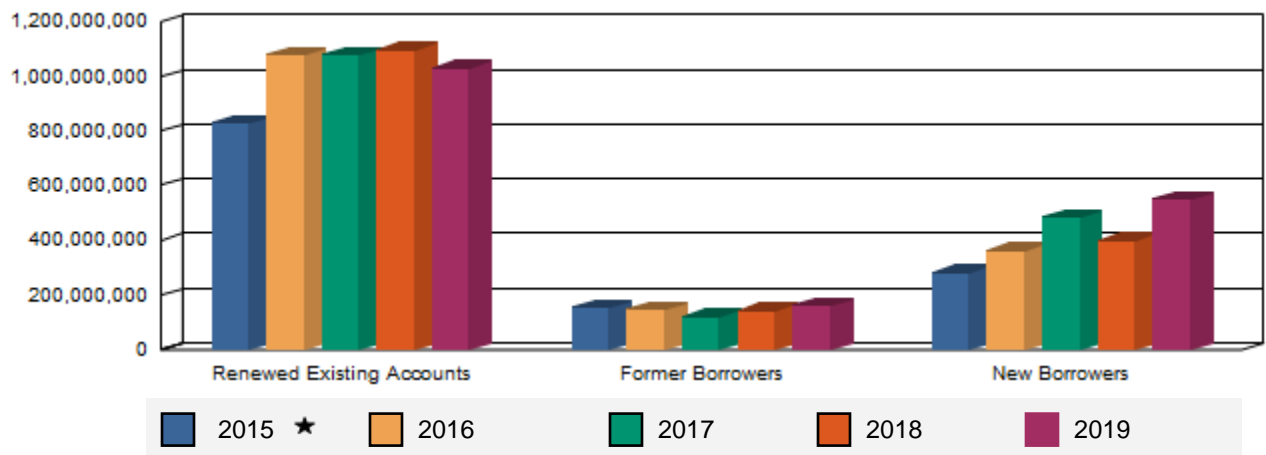
Loans by Type of Borrower (Number)

	2015	2016	2017	2018	2019
Renewed Existing Accounts	276,112	296,475	286,001	281,900	251,253
Former Borrowers	66,589	53,970	44,850	51,500	57,771
New Borrowers	95,914	111,465	133,037	122,905	150,309



Loans by Type of Borrower (\$ Amount)

	2015	2016	2017	2018	2019
Renewed Existing Accounts	\$828,895,186	\$1,077,202,124	\$1,078,822,359	\$1,096,670,277	\$1,031,039,238
Former Borrowers	\$156,796,488	\$148,015,337	\$121,003,403	\$144,215,650	\$161,686,957
New Borrowers	\$284,045,372	\$365,107,580	\$484,110,896	\$400,855,278	\$548,544,337



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