

NORTH CAROLINA COMMISSIONER OF BANKS

Consumer Finance Annual Report



2020

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

COMMISSIONER OF BANKS

Katherine M.R. Bosken
Commissioner of Banks





State of North Carolina

Roy Cooper
Governor

OFFICE OF THE COMMISSIONER OF BANKS

Katherine M.R. Bosken
Commissioner of Banks

To The Honorable Roy Cooper, Governor

It is my pleasure to submit to you our 2020 Annual Report ("Report") on consumer finance lenders ("CFLs") licensed in North Carolina. The figures in this Report represent a compilation of unaudited reports submitted by licensees in accordance with North Carolina General Statute § 53-184(b).

On December 31, 2020, there were 64 CFLs with 444 branch offices in North Carolina (see Chart A for 5-year trend).

Due to the diversity in the size of the CFLs, certain charts within this Report categorize the companies as large, medium, and small. 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, 2020, CFLs had aggregate outstanding loans of \$1,434,041,630 and stated equity of \$330,746,702. Assets of these lenders totaled \$1,439,206,070 in 2020, a 6 percent decline from the previous years' amount of \$1,523,423,912 (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. Overall, the industry experienced a profitable year in 2020; however, 40 percent of the CFLs reported operating losses, with Provision for Credit Losses Expense and Interest Expense totaling approximately 29 percent of Total Operating Income.

Respectfully submitted,

A handwritten signature in cursive script that reads "Katherine M.R. Bosken".

Katherine M.R. Bosken
Commissioner of Banks

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The North Carolina Consumer Finance Act

The North Carolina Consumer Finance Act, North Carolina General Statutes (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 N.C.G.S.

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

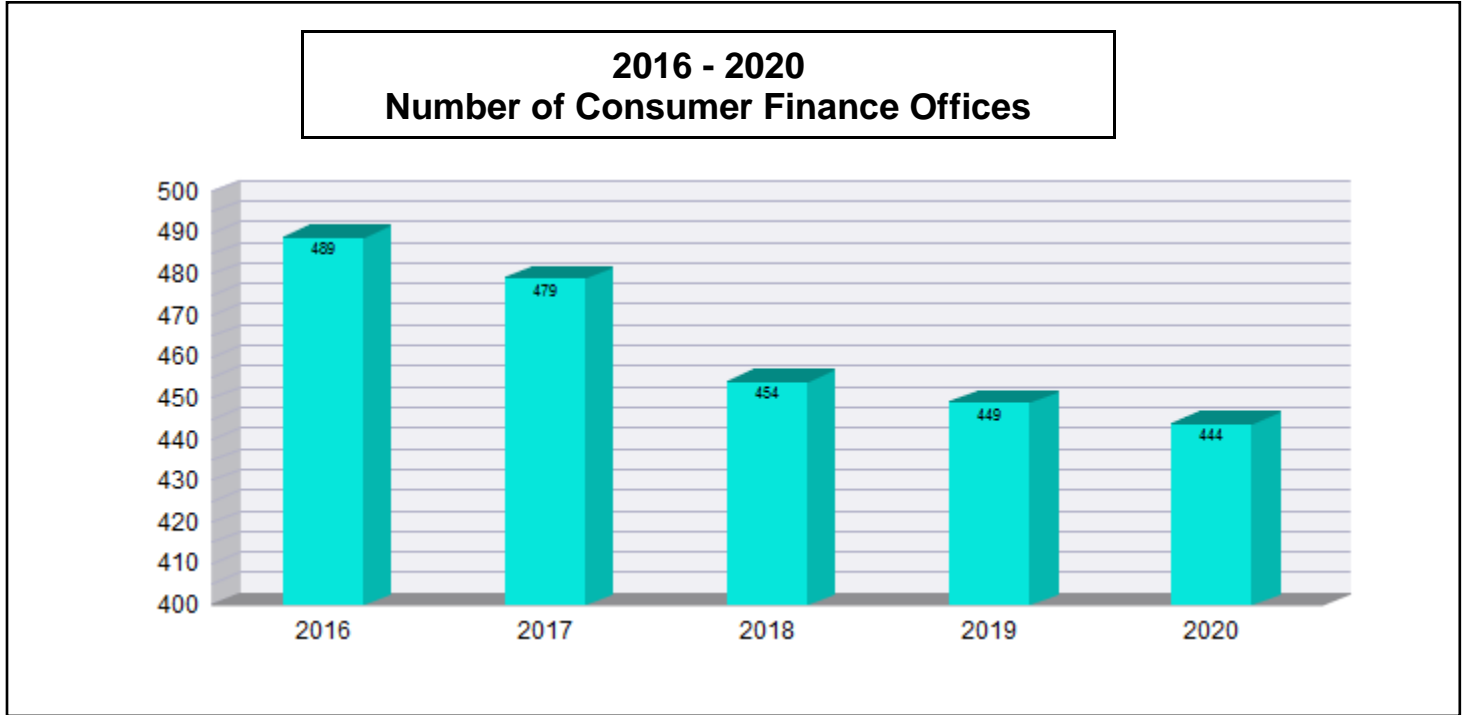
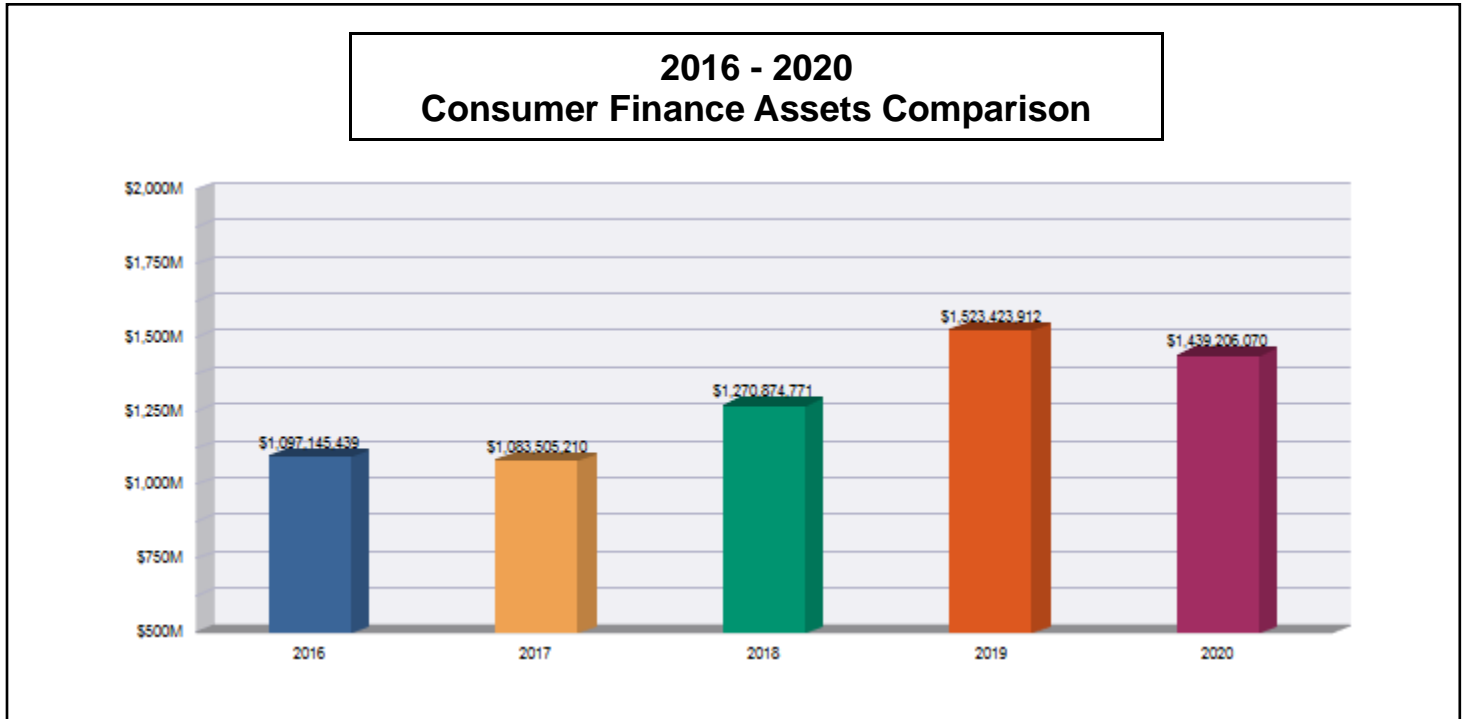


Chart B



**Consumer Finance Act Licensees
December 31, 2020**

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	65,789
Allied Financial Services, Inc. 821 Baxter Street, Suite 307 Charlotte, NC 28202	13	G.S. 53-176	27,584,408
Atlantic Discount Corporation 1300 S. Croatan Highway Kill Devil Hills, NC 27948	3	G.S. 53-176	5,473,826
Automatic Financing, Inc. 7048 Knightdale Blvd Suite 100 Knightdale, NC 27545	1	G.S. 53-176	1,036,196
Baraka Financial Services, Inc. 8307 University Executive Park Drive, Suite 244 Charlotte, NC 28262	1	G.S. 53-176	64,174
Basic Finance, Inc. 4664 NC Hwy 90 East Hiddenite, NC 28636	9	G.S. 53-176	29,588,848
Brighter Financial, Inc. 285 N. Talbert Blvd. Lexington, NC 27292	1	G.S. 53-176	1,345,235
Cape Fear Finance Company, LLC 8126 E. Brainerd Rd. #116 Chattanooga, TN 37421	1	G.S. 53-176	1,307,716
Cape Fear Lending Inc. 112 N Cardinal Drive, Unit 201 Wilmington, NC 28405	1	G.S. 53-176	609,415
Capitol Credit Company 745 Carolina Avenue Washington, NC 27889	2	G.S. 53-176	2,535,257
Cardinal Finance Company of Lumberton, Inc. 406 North Chestnut Street Lumberton, NC 28358	1	G.S. 53-176	310,804

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Cardinal Finance Company of Whiteville, Inc. 608 S. Madison Street Whiteville, NC 28472	1	G.S. 53-176	748,694
Carolina Finance LLC 4280 Piedmont Parkway, Suite 110 Greensboro, NC 27410	1	G.S. 53-176	1,097,693
Century Finance, Inc. 453 Sunset Avenue Rocky Mount, NC 27804	8	G.S. 53-176	12,681,955
Choice Loan of Georgia, Inc. 25 Technology Parkway South, Ste. 201 Peachtree Corners, GA 30092	2	G.S. 53-176	42,629
Coastal Finance Company, Inc. 5113-D Hwy 70 W Morehead City, NC 28557	5	G.S. 53-176	6,289,092
Consumer Portfolio Services, Inc. 3800 Howard Hughes Pkwy., Suite 1400 Las Vegas, NV 89169	2	G.S. 53-176	36,260
Creekside Finance, Inc. 845 Blowing Rock Blvd. STE. L4 Lenoir, NC 28645	6	G.S. 53-176	10,069,728
Delmarva Funding 5275 Westview Drive, Suite 120 Frederick, MD 21703	1	G.S. 53-176	14,500
Eastern Financial Services, LLC 2512 Charles Boulevard Greenville, NC 27858	1	G.S. 53-176	417,259
Foothills Family Finance LLC 524 West Fleming Drive Morganton, NC 28655	1	G.S. 53-176	657,328
Future Financial Services, LLC 827 Hardee Road Kinston, NC 28504	4	G.S. 53-176	3,528,356
Greene Finance Corporation 141 N. Main Street Mount Airy, NC 27030	1	G.S. 53-176	574,284
Greenville Financial Services, Inc. 700 E. Arlington Blvd. Greenville, NC 27858	1	G.S. 53-176	760,929
Hanover Financial Services, Inc. 4230 Market Street Wilmington, NC 28405	1	G.S. 53-176	2,096,820

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Heritage Finance Co., Inc. 687 Rutherford Road Marion, NC 28752	5	G.S. 53-176	4,888,508
Holiday Finance, Inc. 1410 Dale Earnhardt Blvd. Kannapolis, NC 28083	1	G.S. 53-176	913,659
Home Credit Corporation, Inc. 946 West Andrews Avenue Henderson, NC 27536	10	G.S. 53-176	8,909,040
Imperial Finance Company of Mount Olive, Incorporated 507-A N. Breazeale Avenue Mount Olive, NC 28365	1	G.S. 53-176	686,428
Lendmark Financial Services, LLC 2118 Usher Street Covington, GA 30014	54	G.S. 53-176	323,817,281
M & J Loans of Shelby, Inc. 409 S. LaFayette St. Shelby, NC 28151	1	G.S. 53-176	872,136
Macon Credit Company, Inc. 339 Westgate Road Franklin, NC 28734	1	G.S. 53-176	1,255,168
Mariner Finance North Carolina, Inc. 8211 Town Center Drive Nottingham, MD 21236	37	G.S. 53-176	162,428,195
Marion Credit Company, Inc. 216 South Main Street Marion, NC 28752	1	G.S. 53-176	1,805,308
Metrolina Credit Company of Burlington, Inc. 2260 South Church Street, Suite 407 Burlington, NC 27216	1	G.S. 53-176	551,523
Mid-East Acceptance Corporation of N.C., Inc. 3015 S. Memorial Drive Greenville, NC 27834	3	G.S. 53-176	2,356,228
Mid-South Finance, LLC 709 W. Front Street Lillington, NC 27546	1	G.S. 53-176	412,236
Mid-State Financial, LLC 80 Guardian Court, Suite 125 Rocky Mount, NC 27804	1	G.S. 53-176	2,416,914

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Mitchell Credit Company, Inc. 155 Oak Avenue Spruce Pine, NC 28777	1	G.S. 53-176	994,987
National Finance Company, Inc. 1500 South Horner Boulevard Sanford, NC 27330	23	G.S. 53-176	36,335,077
New Southern Loans, Inc. 7041 Knightdale Blvd Knightdale, NC 27545	7	G.S. 53-176	10,519,946
Nicholas Financial, Inc. 2454 McMullen Booth Rd, Bldg. C Suite 501B Clearwater, FL 33759	3	G.S. 53-176	1,125,036
North State Acceptance, LLC 4700 Six Forks Rd. Suite 230 Raleigh, NC 27604	8	G.S. 53-176	5,119,174
Oak Tree Finance, LLC Hartwell Plaza, 1027 US Hwy 70 W., Suite 206 Garner, NC 27529	1	G.S. 53-176	46,729
Omni Financial of Nevada, Inc. One Radisson Plaza, Suite 804 New Rochelle, NY 10801	2	G.S. 53-176	7,851,724
OneMain Financial Group, LLC 100 International Drive, 16th Baltimore, MD 21202	92	G.S. 53-176	518,091,071
Professional Financial Services of North Carolina, LLC 181 Security Place Spartanburg, SC 29307	8	G.S. 53-176	1,019,839
Pure Financial Group 1506 Joh Avenue, Suite 184 Baltimore, MD 21227	1	G.S. 53-176	15,403
Quality Finance Co., Inc. 2719 Graves Drive, Building 20, Suite B Goldsboro, NC 27534	2	G.S. 53-176	1,500,436
Regional Finance Corporation of North Carolina 979 Batesville Road, Suite B Greer, SC 29651	37	G.S. 53-176	92,865,138
Royalty Management Corporation 200 South Broad Street Edenton, NC 27932	5	G.S. 53-176	4,906,898

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Scratch Financial, Inc. 225 S. Lake Ave. Suite 250 Pasadena, CA 91101	1	G.S. 53-176	661,855
Security Credit Corporation 710 S. Brightleaf Blvd. Smithfield, NC 27577	1	G.S. 53-176	2,249,730
Select Acceptance Corporation 3004 S. Memorial Drive Greenville, NC 27834	1	G.S. 53-176	432,415
Southern Loans, Inc. 112 S. Pearl Street Rocky Mount, NC 27804	7	G.S. 53-176	9,186,625
Time Investment Corporation 1501-C W. Arlington Blvd. Greenville, NC 27835	24	G.S. 53-176	87,551,570
Trophy Financial, Inc. 452 S. Main Street Laurinburg, NC 28352	2	G.S. 53-176	3,753,762
Turner Finance Co., Inc. 24 South Brady Avenue, Suite A Newton, NC 28658	1	G.S. 53-176	1,593,523
Universal Acceptance Corporation 2600 Discovery Drive Raleigh, NC 27616	1	G.S. 53-176	153,286
Universal Finance, Inc. 700 12th Street Dr NW Hickory, NC 28601	6	G.S. 53-176	15,271,247
Wagner Financial Services, Inc. 175 Jonestown Road Winston-Salem, NC 27104	3	G.S. 53-176	2,923,080
Welcome Finance Company, Inc. 112 West Center Street Mebane, NC 27302	17	G.S. 53-176	9,243,953
Whitestone Financial, Inc. 1796 Silas Creek Parkway Winston-Salem, NC 27103	2	G.S. 53-176	145,266
WNC Credit Company, Inc. 48 N. Church Street Murphy, NC 28906	1	G.S. 53-176	234,041
TOTALS	444		\$1,434,041,630

Companies Closed in 2020







Licensee	Number of Locations	Date Closed
ATP Investments, LLC 320 N. Salem Street, Unit 106 Apex, NC 27502	1	10/12/2020
Happy Money, Inc. 1700 Flight Way, Suite 300 Tustin, CA 92782	1	11/02/2020
Kuber Financial, LLC 400 Spectrum Center Dr., Suite 350 Irvine, CA 92618	1	09/08/2020
Lend Street Financial, Inc. 1714 Franklin Street Oakland, CA 94612	1	11/06/2020
Port City Finance Company LLC 5733 Oleander Drive Wilmington, NC 28403	0	03/26/2020
Simple Path Financial LLC 16842 Von Karman Ave, Suite 200 Irvine, CA 92606	1	08/15/2020

Number of Consumer Finance Offices by Region and County

Mountain

	Ashe	4
	Buncombe	9
	Burke	7
	Caldwell	7
	Cherokee	3
	Haywood	4
	Henderson	5
	Lincoln	2
	Macon	3
	Mitchell	2
	Wilkes	6
	Yancey	1

Population **

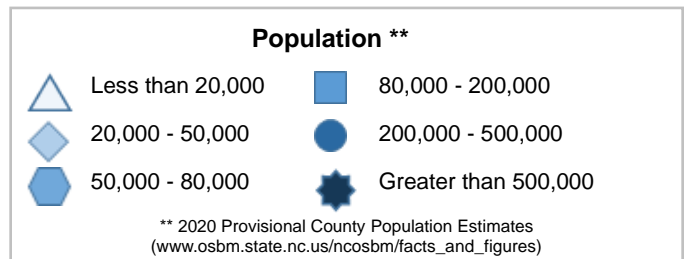
	Less than 20,000		80,000 - 200,000
	20,000 - 50,000		200,000 - 500,000
	50,000 - 80,000		Greater than 500,000

** 2020 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	9	 Union	6
 Catawba	11	 Vance	6
 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	15		
 Moore	3		
 Person	2		
 Randolph	3		
 Richmond	7		
 Rockingham	7		
 Rowan	5		









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	9
 Columbus	3	 Wilson	7
 Craven	4		
 Cumberland	15		
 Dare	1		
 Duplin	3		
 Edgecombe	2		
 Halifax	7		
 Harnett	6		
 Hertford	4		
 Hoke	1		
 Johnston	11		
 Lenoir	5		
 Martin	4		
 Nash	9		
 New Hanover	15		
 Onslow	7		
 Pasquotank	4		
 Pitt	15		
 Robeson	8		

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

** 2020 Provisional County Population Estimates
(www.osbm.state.nc.us/ncosbm/facts_and_figures)

Consolidated Balance Sheet

January 1, 2020 - December 31, 2020

Assets	2020	2019
Cash	\$ 27,996,280	\$ 27,931,600
Loans Receivable	1,434,041,630	1,480,258,008
Less Reserve for Loan Losses	129,562,214	92,360,574
Net Loans Receivable	1,304,479,416	1,387,897,434
Real Estate	2,471,108	2,350,112
Furniture and Equipment	10,224,293	11,421,917
Unamortized Fee	-2,704,422	4,957,652
Other Assets	96,739,395	88,865,197
Total Assets	\$ 1,439,206,070	\$ 1,523,423,912

Liabilities, Net Worth and Shareholders' Equity

Accounts and Notes Payable		
(a) Banks and other lending institutions	\$ 412,291,955	\$ 435,720,120
(b) Parent company or affiliates	540,104,811	628,420,973
(c) Other	64,064,054	59,802,640
Total Accounts and Notes Payable	1,016,460,820	1,123,943,733
Other Liabilities	91,998,548	57,578,379
Total Liabilities	1,108,459,368	1,181,522,112
Net Worth and Shareholders' Equity	330,746,702	341,901,800
Total Liabilities, Worth and Shareholders' Equity	\$ 1,439,206,070	\$ 1,523,423,912

Consolidated Statement of Income and Expense

January 1, 2020 - December 31, 2020

Income

2020

Interest Collected and Earned on Loans under 53-176	\$ 327,971,931
Insurance Income, Including Origination Fees	26,577,989
Loan Processing Fees Under G.S. 53-176(b)	7,336,529
Loan Filing Fees (UCC-1)	31,750
NSF	745,877
Non-filing fees	2,305,614
Late Fee	10,960,040
Deferral Charge	609,702
Other Income	47,400,621
Total Income	\$ 423,940,053

Expenses

Salaries, wages, and benefits	\$ 93,510,225
Occupancy expense	16,055,175
Depreciation and amortization	3,171,583
Interest Expense	63,584,189
Provision for credit losses	61,332,453
Information Technology Services	2,297,672
Product Management Services	863,218
Administrative Expenses	17,793,422
Management Fees	12,519,251
Provision for State & Local Taxes	834,923
Other expenses	33,491,935
Total Expenses, Before Income Taxes	\$ 305,454,046
Net Income, Before Income Taxes	\$ 118,486,007
Income Taxes (tax credits are entered as negative)	13,081,557
Net Income	\$ 105,404,450

Loan Classifications

January 1, 2020 - December 31, 2020

Loan Balances

	Number	Amount
Loans Receivable, Beginning of Year*	415,736	\$ 1,479,489,750
Loans Made During the Year	368,850	1,446,440,042
Loan Balances Purchased During the Year	5,430	22,403,716
Loan Balances Sold During the Year	12,900	63,193,897
Loan Balances Charged Off During the Year	36,384	89,251,200
Collections of Principal During the Year	0	1,361,846,781
Loans Receivable Outstanding at End of Period	385,503	\$ 1,434,041,630

Loans By Size

Loans Made During the Year	Number	Amount
(a) \$600.00 or less	3,889	\$ 1,874,465
(b) \$600.01 to \$1,000.00	11,663	9,334,580
(c) \$1,000.01 to \$3,000.00	192,722	356,282,583
(d) \$3,000.01 to \$5,000.00	60,242	229,361,096
(e) \$5,000.01 to \$7,500.00	46,790	288,913,769
(f) \$7,500.01 to \$10,000.00	23,113	197,127,849
(g) \$10,000.01 to \$12,500.00	19,687	216,072,300
(h) \$12,500.01 to \$15,000.00	10,744	147,473,400
Total Loans Made	368,850	\$ 1,446,440,042

Loans By Type of Security

Loans Made During the Year	Number	Amount
(a) Personal property	201,066	\$ 571,740,584
(b) Signature endorsement	88,481	351,111,256
(c) Motor vehicles	74,290	506,345,825
(d) Other consideration	5,013	17,242,377
Total Loans Made During the Period	368,850	\$ 1,446,440,042

Loans By Type of Borrower

Loans Made During the Year	Number	Amount
(a) Which renewed existing accounts	228,518	\$ 945,171,191
(b) To former borrowers	38,159	100,561,554
(c) To new borrowers	102,173	400,707,297
Total Loans Made During the Period	368,850	\$ 1,446,440,042

* 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, 2020 - December 31, 2020

Number of Loan Applications:	Number	
(a) Approved*	323,752	
(b) Withdrawn	30,143	
(c) Denied	404,661	
Loans with specified fees collected:	Number	Amount
(a) Processing fees	277,891	\$ 7,336,529
(b) UCC-1	2,644	31,750
(c) Returned check fees	26,444	745,877
(d) Non-Filing fees: Third Party	64,984	1,598,544
(e) Non-Filing fees: Self Insurance	23,484	707,070
(f) Late Fees	749,583	10,960,040
(g) Deferral Charges	19,712	609,702
Loans with credit insurance and net premiums collected	Number	Premiums Charged
(a) Credit life insurance	188,520	\$ 6,409,319
(b) Credit accident and health insurance	88,571	7,855,043
(c) Credit unemployment insurance	66,751	5,364,212
(d) Credit property insurance	191,747	4,448,696
(e) Other insurance	0	2,500,719
As of December 31, total number and amount of loans:	Number	Amount
(a) Current or less than 30 days past due	357,255	\$ 1,387,154,477
(b) 30-59 days past due	11,349	40,684,427
(c) 60-89 days past due	3,739	12,406,649
(d) 90 + days past due	10,107	30,198,759
Defaults, repossessions and filing insurance:	Number	Amount
(a) Loan balances charged off	36,384	\$ 89,251,200
(b) Recoveries	30,583	9,956,960
(c) Where collateral was repossessed	1,747	6,644,215
(d) Where claim made against non-filing insurance policy	1,087	1,507,946

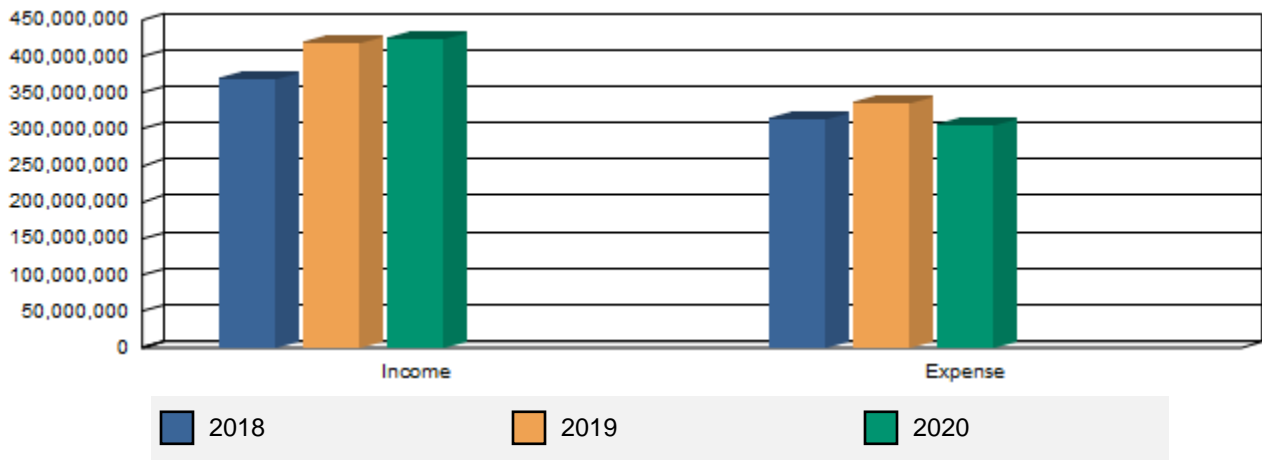
* Approved applications do not necessarily reflect loans made in this reporting period.

Changes in Receivables and Related Categories

	2019	2020	% of change
Loan Receivables	\$1,480,258,008	\$1,434,041,630	(3)
Loan Loss Reserves	\$92,360,574	\$129,562,214	29
Total Assets	\$1,523,423,912	\$1,439,206,070	(6)
Total Liabilities	\$1,181,522,112	\$1,108,459,368	(7)
Net Worth of Firms	\$341,901,800	\$330,746,702	(3)

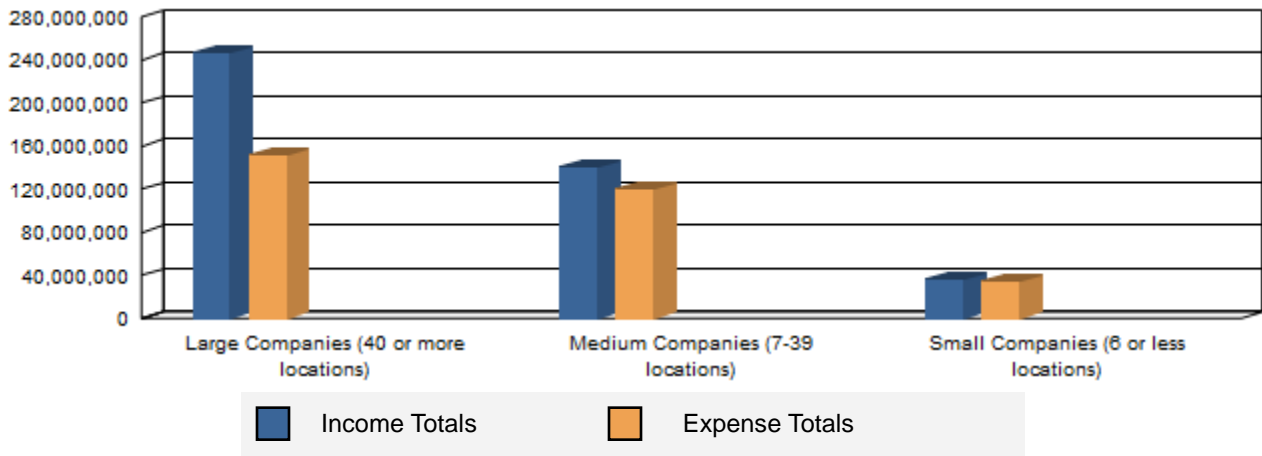
Income and Expense Comparison

	2018	2019	2020
Income	\$369,129,478	\$418,794,125	\$423,940,053
Expense	\$314,522,719	\$336,673,800	\$305,454,046



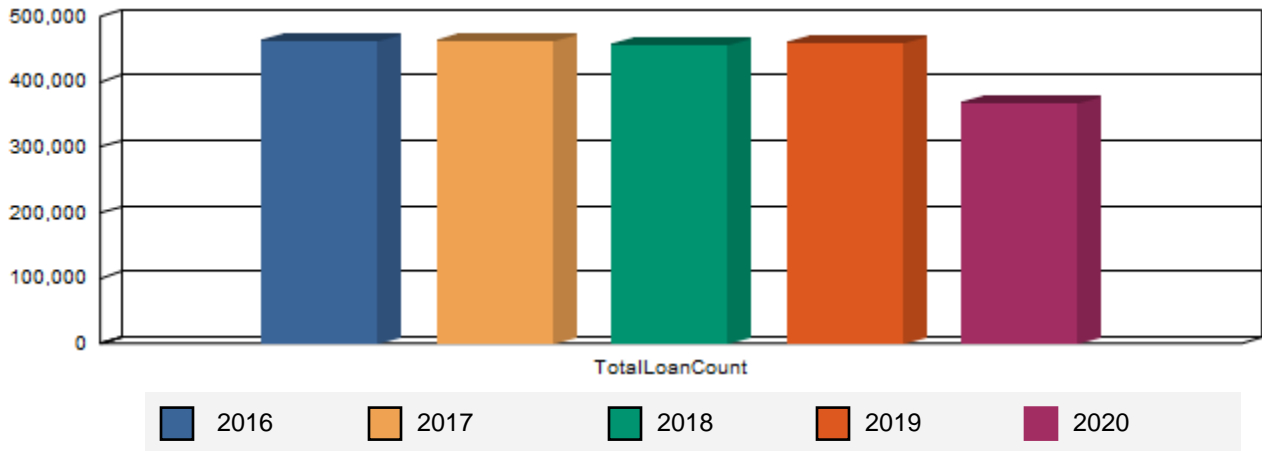
Income and Expense Comparison by Company Size for 2020

	Income Totals	Expense Totals
Large Companies (40 or more locations)	\$246,151,529	\$152,067,382
Medium Companies (7-39 locations)	\$140,941,762	\$119,473,478
Small Companies (6 or less locations)	\$36,846,762	\$33,913,186



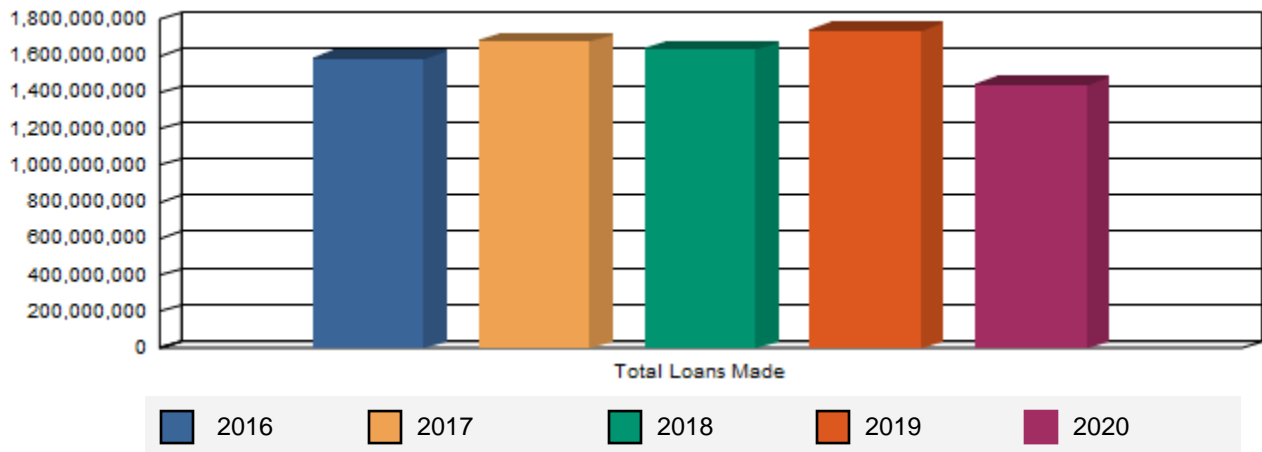
Total Number of Loans Made by Year

	2016	2017	2018	2019	2020
Total Loan Count	461,910	463,888	456,292	459,333	368,850



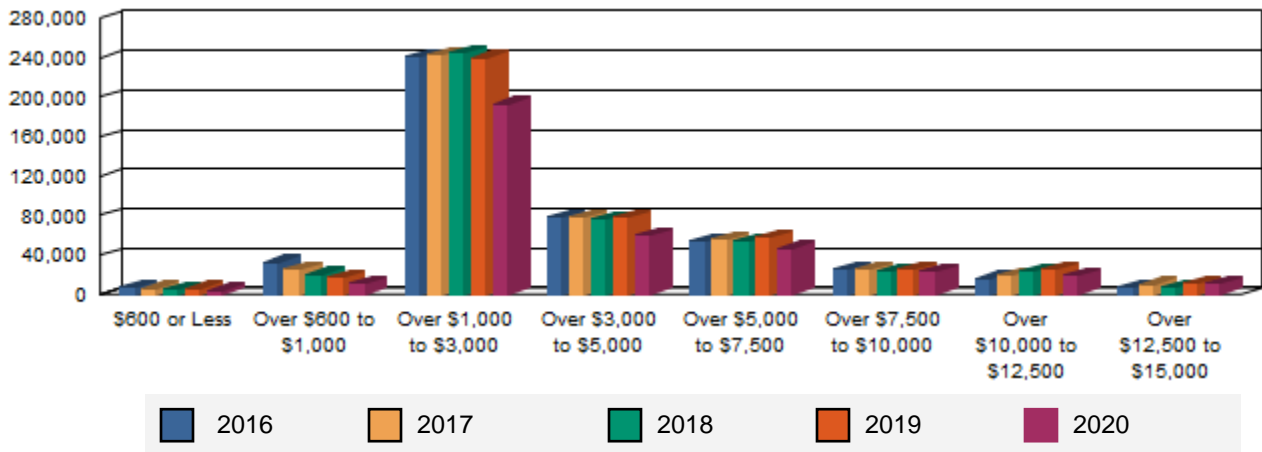
Total Dollar Amount of Loans Made by Year

	2016	2017	2018	2019	2020
Total Loans Made	\$1,590,325,041	\$1,683,936,658	\$1,641,714,338	\$1,741,270,532	\$1,446,440,042



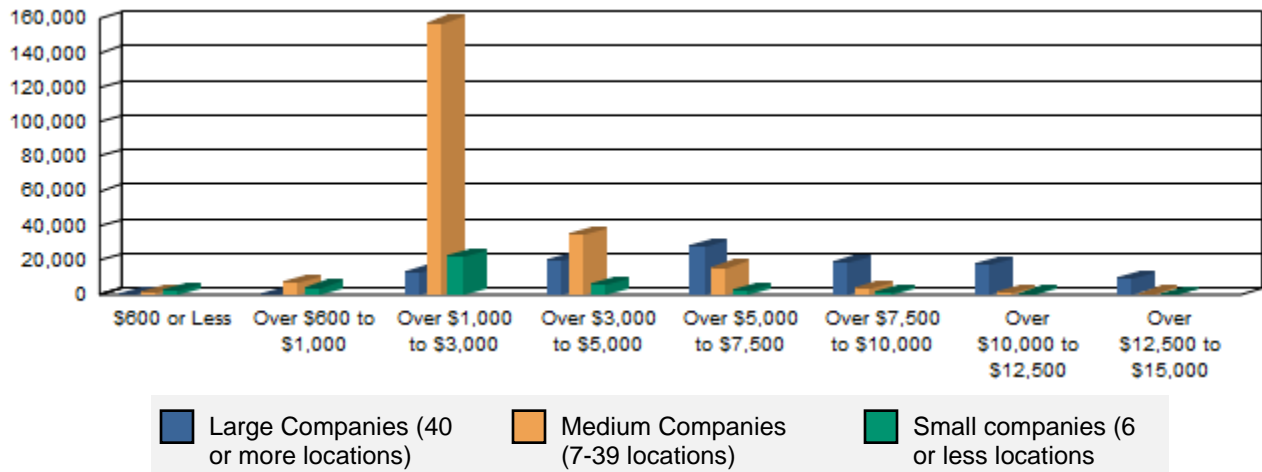
Classification of Loans by Size (Number)

	2016	2017	2018	2019	2020
\$600 or Less	7,259	5,955	5,636	5,854	3,889
Over \$600 to \$1,000	32,207	25,547	20,097	17,857	11,663
Over \$1,000 to \$3,000	240,924	242,779	245,379	239,456	192,722
Over \$3,000 to \$5,000	78,541	78,728	76,060	77,634	60,242
Over \$5,000 to \$7,500	53,677	55,324	53,887	57,389	46,790
Over \$7,500 to \$10,000	25,580	25,775	23,967	24,723	23,113
Over \$10,000 to \$12,500	16,211	19,830	23,620	25,613	19,687
Over \$12,500 to \$15,000	7,511	9,950	7,659	10,807	10,744



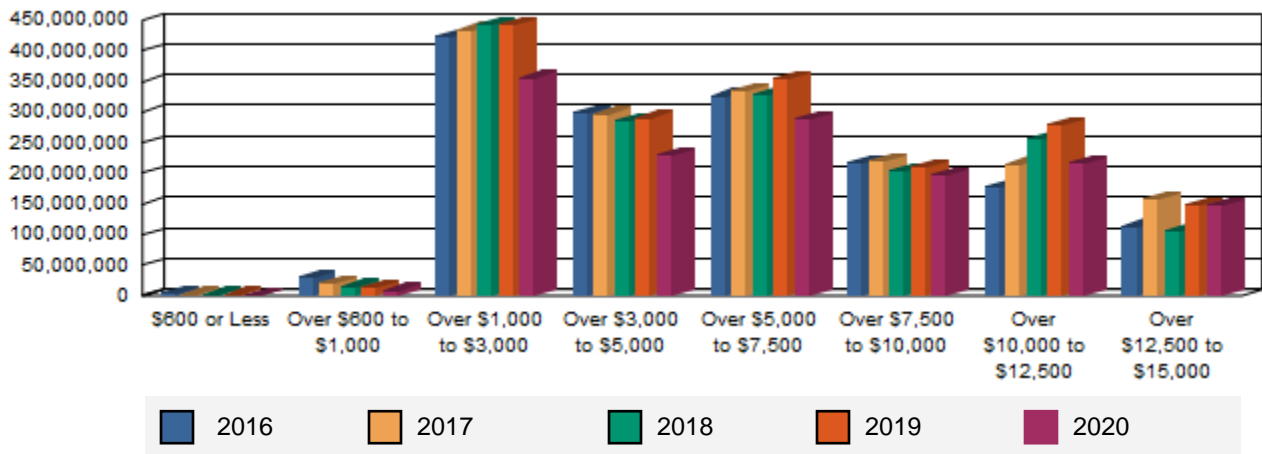
Loans by Size of Company (Number) for 2020

	Large Companies (40 or more locations)	Medium Companies (7-39 locations)	Small companies (6 or less locations)
\$600 or Less	144	1,012	2,733
Over \$600 to \$1,000	229	7,110	4,324
Over \$1,000 to \$3,000	12,609	157,538	22,575
Over \$3,000 to \$5,000	19,791	34,707	5,744
Over \$5,000 to \$7,500	28,252	15,781	2,757
Over \$7,500 to \$10,000	18,628	3,221	1,264
Over \$10,000 to \$12,500	17,605	1,455	627
Over \$12,500 to \$15,000	9,607	716	421



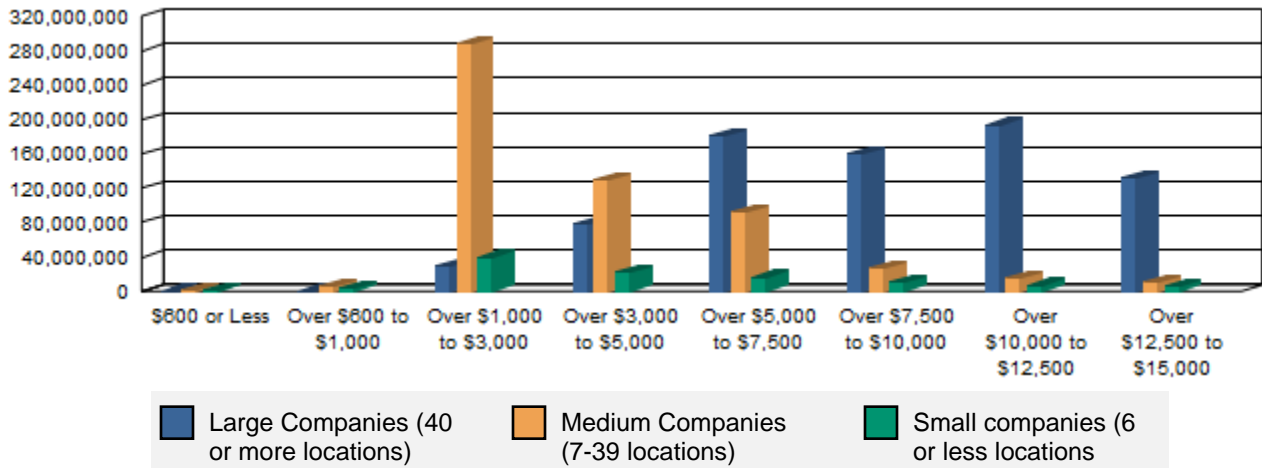
Classification of Loans by Size (\$ Amount)

	2016	2017	2018	2019	2020
\$600 or Less	\$3,569,491	\$3,022,872	\$2,805,456	\$2,741,839	\$1,874,465
Over \$600 to \$1,000	\$31,403,372	\$21,157,702	\$16,042,274	\$14,297,174	\$9,334,580
Over \$1,000 to \$3,000	\$422,572,609	\$434,328,201	\$442,400,197	\$442,775,301	\$356,282,583
Over \$3,000 to \$5,000	\$298,112,822	\$297,074,568	\$285,523,519	\$290,430,652	\$229,361,096
Over \$5,000 to \$7,500	\$326,984,704	\$334,700,798	\$328,394,165	\$354,244,551	\$288,913,769
Over \$7,500 to \$10,000	\$217,455,013	\$219,732,525	\$204,680,459	\$210,392,300	\$197,127,849
Over \$10,000 to \$12,500	\$176,656,000	\$215,593,732	\$256,821,274	\$278,948,559	\$216,072,300
Over \$12,500 to \$15,000	\$113,571,030	\$158,326,260	\$105,046,994	\$147,440,156	\$147,473,400



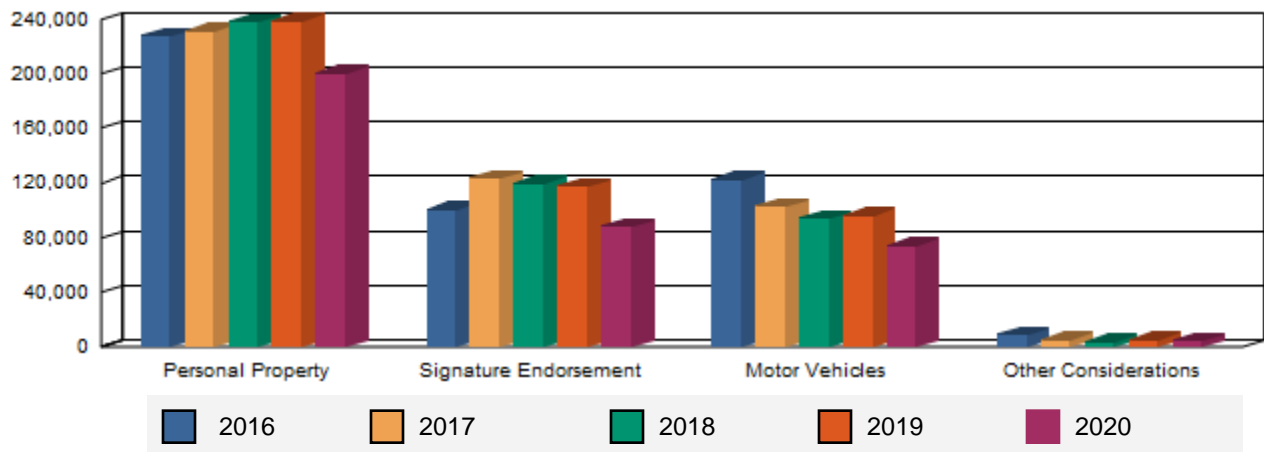
Loans by Size of Company (\$ Amount) for 2020

	Large Companies (40 or more locations)	Medium Companies (7-39 locations)	Small companies (6 or less locations)
\$600 or Less	\$64,973	\$567,409	\$1,242,083
Over \$600 to \$1,000	\$184,673	\$5,716,029	\$3,433,878
Over \$1,000 to \$3,000	\$28,755,634	\$287,847,546	\$39,679,403
Over \$3,000 to \$5,000	\$78,376,182	\$129,314,492	\$21,670,422
Over \$5,000 to \$7,500	\$179,963,511	\$92,407,725	\$16,542,533
Over \$7,500 to \$10,000	\$159,326,237	\$26,875,165	\$10,926,447
Over \$10,000 to \$12,500	\$193,455,189	\$15,673,043	\$6,944,068
Over \$12,500 to \$15,000	\$131,508,713	\$10,101,998	\$5,862,689



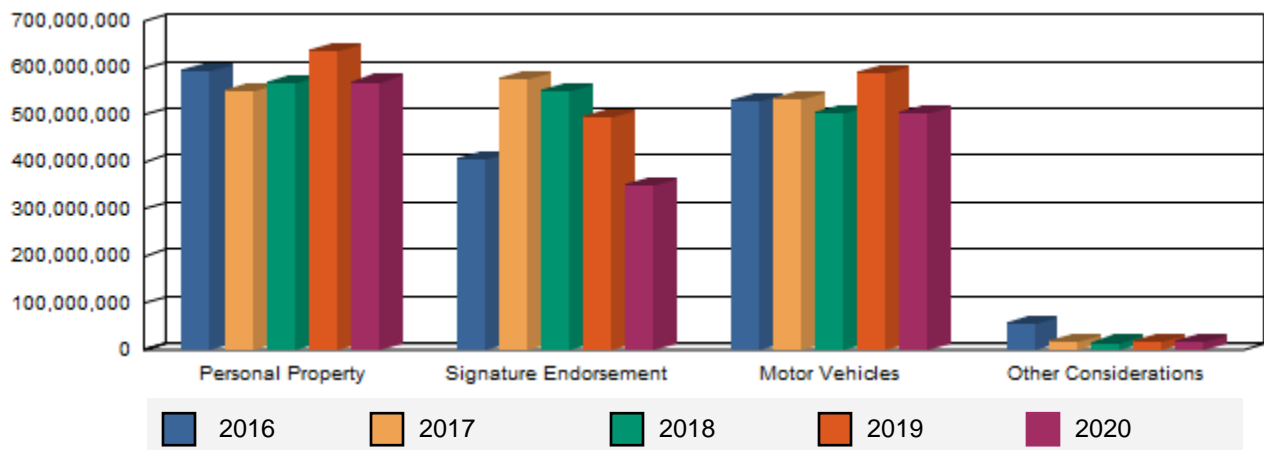
Loans by Type of Security (Number)

	2016	2017	2018	2019	2020
Personal Property	228,446	231,811	238,155	239,241	201,066
Signature Endorsement	100,990	123,886	120,258	118,346	88,481
Motor Vehicles	123,025	102,841	93,848	96,380	74,290
Other Considerations	9,449	5,350	4,031	5,366	5,013



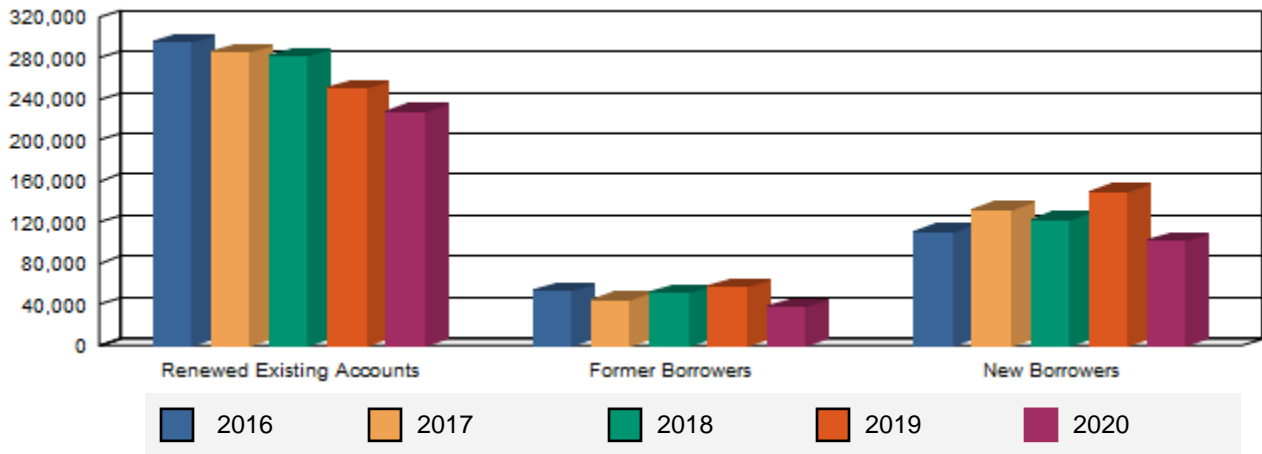
Loans by Type of Security (\$ Amount)

	2016	2017	2018	2019	2020
Personal Property	\$593,716,226	\$551,484,480	\$568,342,964	\$636,219,319	\$571,740,584
Signature Endorsement	\$406,662,983	\$578,203,625	\$552,320,172	\$496,214,959	\$351,111,256
Motor Vehicles	\$531,888,863	\$535,281,209	\$504,517,932	\$591,539,498	\$506,345,825
Other Considerations	\$58,056,969	\$18,967,344	\$16,533,270	\$17,296,756	\$17,242,377



Loans by Type of Borrower (Number)

	2016	2017	2018	2019	2020
Renewed Existing Accounts	296,475	286,001	281,892	251,253	228,518
Former Borrowers	53,970	44,850	51,497	57,771	38,159
New Borrowers	111,465	133,037	122,903	150,309	102,173



Loans by Type of Borrower (\$ Amount)

	2016	2017	2018	2019	2020
Renewed Existing Accounts	\$1,077,202,124	\$1,078,822,359	\$1,096,652,646	\$1,031,039,238	\$945,171,191
Former Borrowers	\$148,015,337	\$121,003,403	\$144,210,142	\$161,686,957	\$100,561,554
New Borrowers	\$365,107,580	\$484,110,896	\$400,851,550	\$548,544,337	\$400,707,297

