U.S. Small Business Administration



NEWS RELEASE

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The Adirondack Trust Company Top Small Community Bank Lender

The U. S. Small Business Administration recently recognized The Adirondack Trust Company as the most active Small Community Bank Lender in the Capital Region for 2005.

The Adirondack Trust Company led all banks with asset size of less than \$1 billion with 19 SBA guaranteed loans valued at \$2,739,500. SBA has recognized The Adirondack Trust Company as the top small community bank lender for the past five consecutive years. This year, small business customers of the bank received almost \$1.5 million more in SBA 7(a) loans than last year.

Nearly 90% of the loans were made through SBA's expedited loan processing programs, mainly SBA*Express*. SBA*Express* allows the bank to make business loans up to \$350,000 using their own forms and analysis to process and close the loan. Since the credit decision is delegated by SBA to the bank, the time to process and close the loan is quicker.

"The Adirondack Trust Company is such a strong community bank and a great supporter of SBA. They have been the leader in SBA lending for six years running now, said Bernard J. Paprocki, SBA's Syracuse District Director. "They know how to use our programs so that they can make loans to small businesses that really need the capital and at the same time, reduce the risk to the bank."

Charles V. Wait, President & CEO of The Adirondack Trust Company stated, "We are pleased that we have been recognized by the SBA as the number one community bank lender in the Capital Region. We have continued to focus on providing funding to small businesses in our communities who are so vital to helping them grow. We are equally pleased that we have now had this distinction as being the number one SBA Community Bank lender in the Capital Region for six consecutive years."

The Adirondack Trust Company is a community-based, full-service financial services company offering a wide variety of business, personal, banking products and services. The bank offers trust, insurance and investment services and originates real estate mortgages, both residential and commercial, and commercial business loans throughout its primary market area.

Lenders in the Capital Region counties of Albany, Columbia, Clinton, Essex, Greene, Rensselaer, Montgomery, Saratoga, Schenectady, Schoharie, Warren and Washington made 582 loans valued at \$48,279,555 in 2005. The total number of SBA loans made in the 34-county Syracuse District was 1581 loans, totaling \$194,043,449, an increase of 86% over last year.