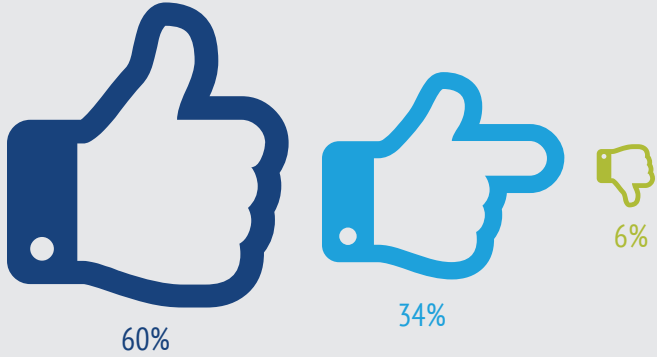


# 2016 SMALL BUSINESS OUTLOOK

Each year, TMC Financing surveys our small business clients in California and Nevada to understand their outlook and predictions for the coming year.

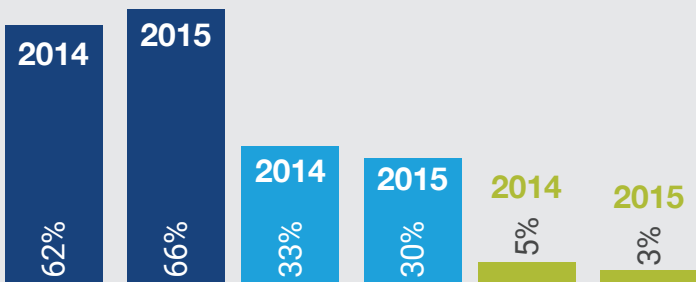
## BUSINESS GROWTH

Do you believe 2016 will be better, the same or worse in comparison to 2015?



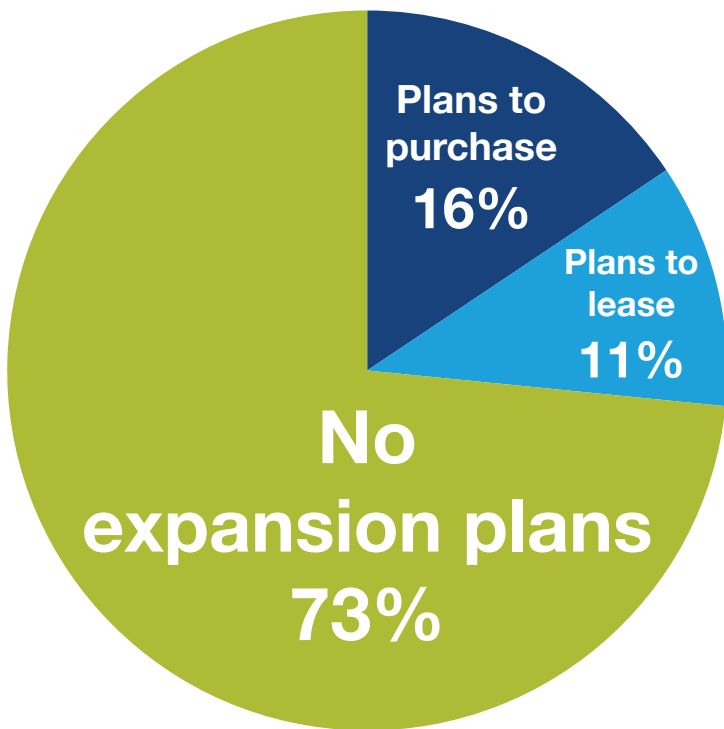
Increase Remain the same Decrease

### COMPARED TO PREVIOUS YEARS



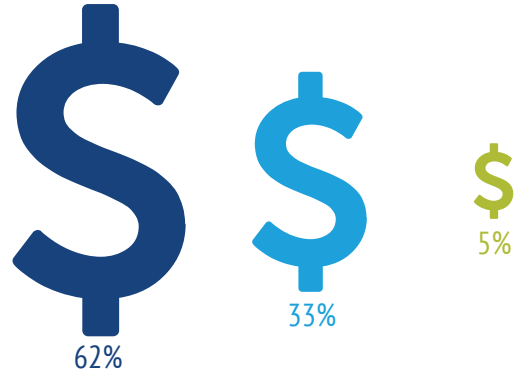
## EXPANSION PLANS

What real estate changes are you considering in 2016?



## SALES REVENUE

Do you predict your business revenue to increase, remain the same or decrease in 2016?

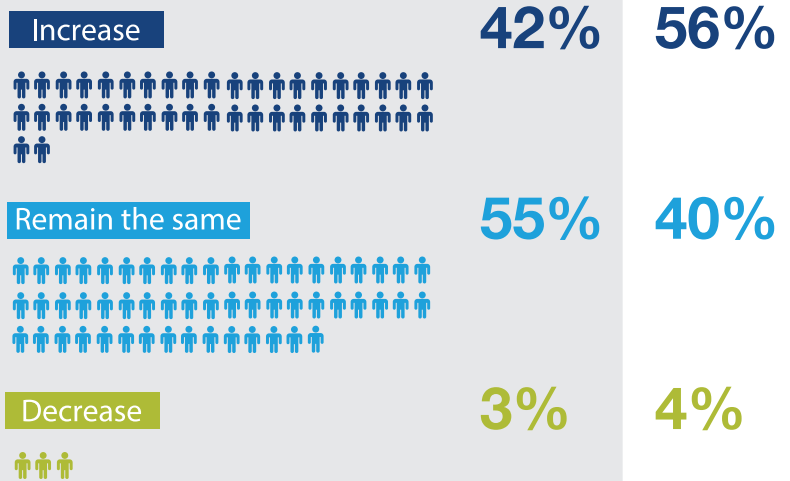


Increase Remain the same Decrease

**59%** of TMC clients who took our survey saw an increase in sales in 2015 from 2014

## JOBS

In 2016 are you planning to increase, maintain or decrease workforce?



**2,242 Jobs**

Number of NEW jobs created by TMC borrowers in 2015 (based on loans approved)

**\$236 Million**

Total SBA 504 financing provided by TMC in 2015

**\$654 Million**

Total Project Cost (estimated) for TMC clients in 2015

Results are based on 240 responses from TMC borrowers surveyed by TMC Financing in November and December of 2015. The survey was sent to more than 1,400 business owners who closed a loan with TMC in the past three years. The views and opinions in this infographic are from a collection of business owners throughout California and Nevada and do not represent the views of TMC Financing or the SBA.

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