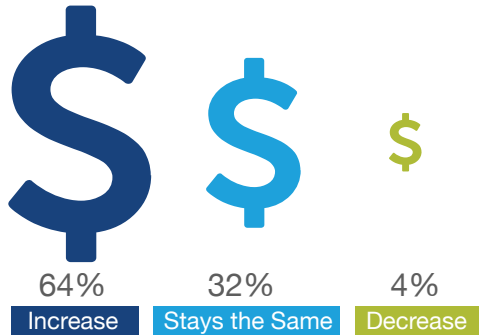


2017 SMALL BUSINESS OUTLOOK

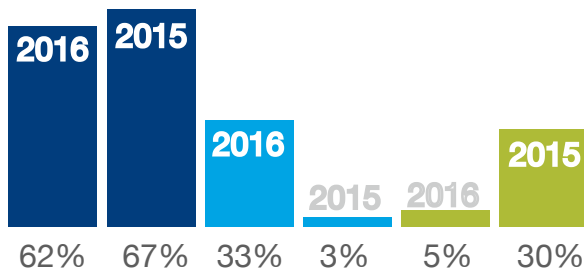
Each year, TMC Financing surveys small business owners in California and Nevada to understand their outlook and predictions for the coming year. Overall, small business owners seem to have an optimistic view for 2017.

SALES REVENUE PREDICTIONS

Do you predict your business revenue to increase, remain the same or decrease in 2017?

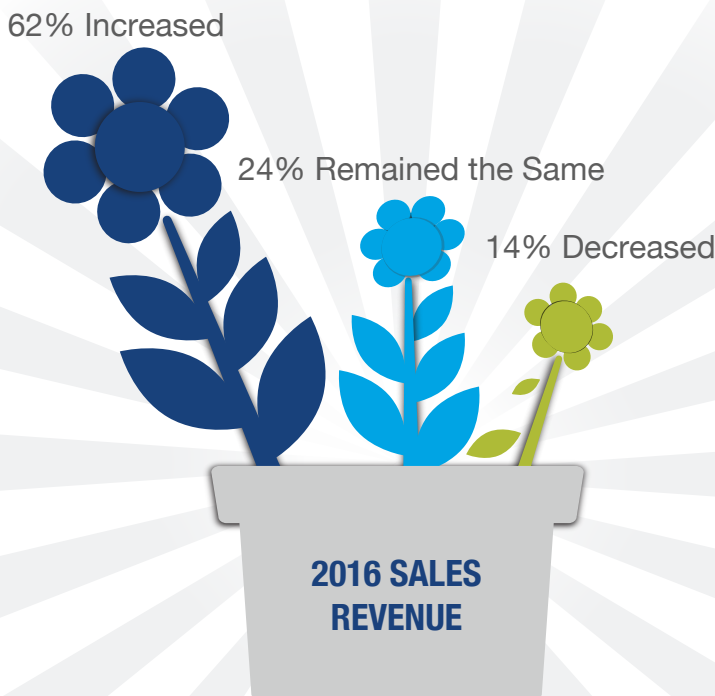


COMPARED TO PREVIOUS YEARS



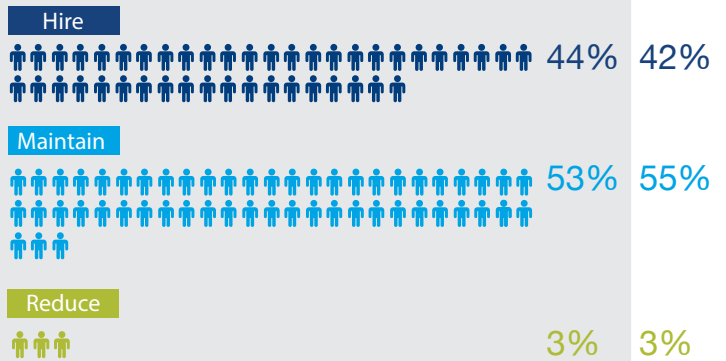
2016 SALES REVENUE

In 2016, did your business revenue increase, decrease, or remain the same as compared for 2015?



JOBS

For 2017, do you anticipate hiring, reducing or maintaining your current number of employees?

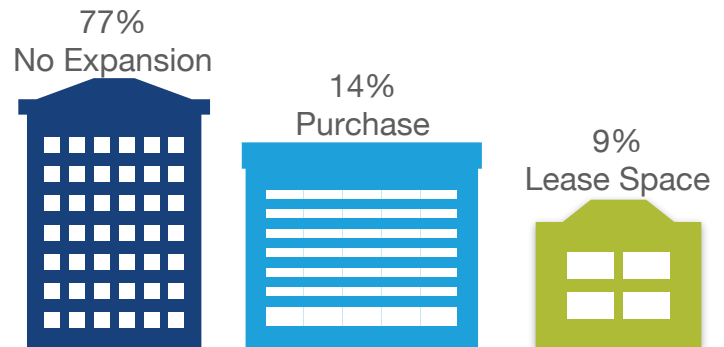


3,390 NEW jobs have been created or retained by TMC borrowers (based on loans approved)

51% More jobs than 2015

EXPANSION PLANS

What real estate changes are you considering in 2017?



REFINANCE

Do you plan to refinance in 2017?



\$257 MILLION

Total SBA 504 financing provided by TMC in 2016

\$701 MILLION

Total project cost for TMC borrowers

This survey was conducted by TMC Financing in November-December of 2016. TMC sent the survey to more than 1,500 existing TMC business owner clients. Clients selected were chosen based on the criteria that they had closed an SBA 504 loan with TMC within the last 3 years. The views and opinions in this infographic are from a collection of small business owners throughout California and Nevada, and do not represent the views of TMC Financing or the SBA. ©TMC Financing 2017. All rights reserved.

