

# 2018 SMALL BUSINESS OUTLOOK

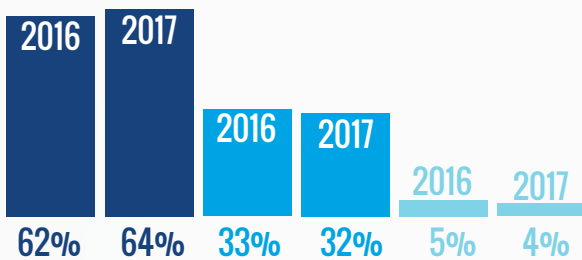
Each year, TMC Financing surveys small business owners in California and Nevada to understand their outlook and predictions for the coming year. Small business owners seem to have an optimistic view for 2018.

## REVENUE PREDICTIONS

Do you predict your business revenue to increase, remain the same or decrease in 2018?

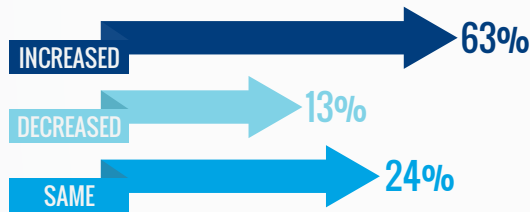


### REVENUE PREDICATIONS IN PREVIOUS YEARS



## ACTUAL REVENUE

In 2017, did your business revenue increase, decrease, or remain the same as compared for 2016?



## EXPANSION PLANS

What real estate changes are you considering in 2018?

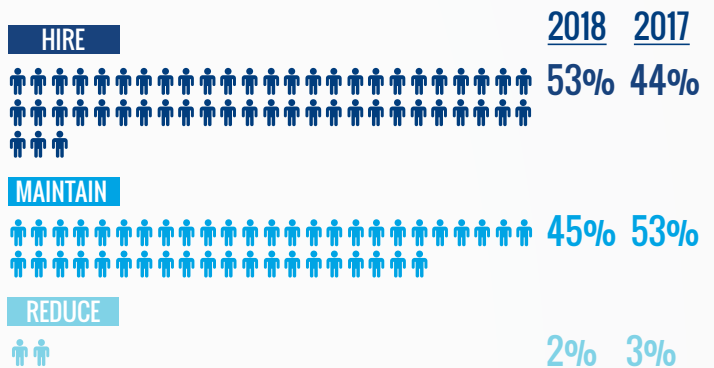


2,597 JOBS

to be created or retained by TMC borrowers (based on loans approved)

## JOBS

Do you anticipate hiring, reducing or maintaining your current number of employees in 2018?

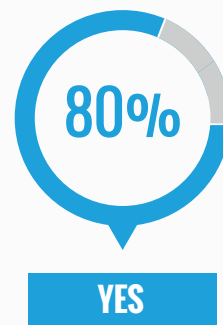


## REFINANCE

Do you plan to refinance in 2017?



## HAS THE 504 LOAN HELPED YOUR BUSINESS?



"TMC has been exceptional!"

"ABSOLUTELY!!"

"Definitely yes. We have now been able to put a "cap" on the annual rent increases through which we had always suffered before as a tenant paying our landlord..."

"It allowed us to purchase the building we are in."

\$274 MILLION

Total SBA 504 financing provided by TMC in 2017

\$769 MILLION

Total project cost for TMC borrowers in 2017

This survey was conducted by TMC Financing in November-December of 2017. 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.

