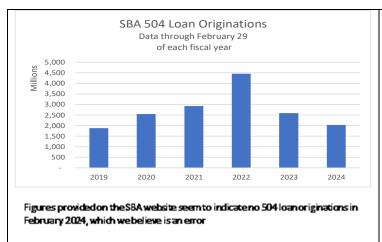
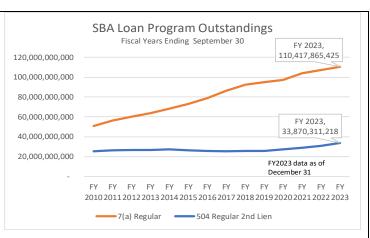
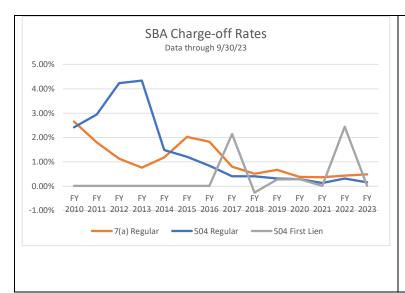


The data provided on the SBA website purportedly through the end of February 2024 is undoubtedly incorrect. The data shows no change on loan originations under the 504 loan program for the entire month of February 2024. As a result, originations are down 22.1% compared to the same point in FY2023, noticeably lower than the 7.5% decline marked at the end of January 2024. We suspect that the program running the data has trouble recognizing February 29th, but multiple efforts to contact the SBA about the issue have been unsuccessful. The same issue seems to be affecting SBA 7(a) loan origination figures as well. The figures on the SBA website through February 29, 2024 show no change from the figures for January 31, 2024, leaving SBA 7(a) originations down 18.7% compared to the same period in FY2023. This is considerably worse than the 1.6% decline measured at January 31, 2024.





The 7(a) program has shown steady growth in loans outstanding in recent years that continued through FY2023 (up 3.1% in FY2023, 3.1% in FY2022, and 6.8% in FY2021). 504 loans have shown accelerating growth, rising 9.7% in FY2023, 6.7% to \$30.9 billion at year-end FY2022, and 6.4% in FY2021. Of course, the published 504 loan figures in the chart above include only the CDC/SBA second lien portion of a 504 loan package, If we include the private lender portion of the same loan projects, which typically accounts for roughly 50% of 504 projects, The total for SBA 504 loan outstandings (1st and 2nd liens combined) would be somewhere in the neighborhood of \$76 billion, still below 7(a) totals, but equal to approximately 69% of the 7(a) balance.



Charge-off rates for the major SBA loan programs remain very low. The chart to the left shows charge-off rates for the CDC/SBA-held second lien position (504 Regular), as well as charge-off rates in the short-lived FMLP program (504 First Lien), authorized in 2009 and ending in 2012. This program held pools of 504 first liens. While accurate data on the privately-held 504 first lien loans is not available, the fact that these loans are in a last loss position after the second lien loans leads to a presumption that charge-off rates would be considerably lower than for the second lien loans, which are only showing a 0.00% rate in FY2023, compared to 0.15% for 504 Regular (second lien) loans and 0.48% for 7(a) loans.

The information presented herein is not an offer, or the solicitation of an offer, to buy or sell any of the products described herein. Any terms or conditions contained herein are indicative and are provided for discussion purposes only. This is intended as an outline only and does not purport to list or summarize all of the terms and conditions of a particular transaction, nor to identify or define all of the risks that would be associated with the purchase or sale of the products described herein. All information contained herein is qualified in its entirety by the information that would be contained in the final documentation for any transaction. The information contained herein should not be construed as investment advice or a recommendation to purchase any of the referenced securities described herein.

News Blurb(s) of the Month — Banks Support National Strategy to Identify Opportunities and Barriers to Financial Inclusion, Austin Anton, Bank Policy Institute.

February 21, 2024 – The Bank Policy Institute, American Bankers Association and Consumer Bankers Association made recommendations yesterday to the U.S. Department of Treasury in response to its request for information to inform its establishment of a nationwide financial inclusion strategy. The percentage of consumers with access to banking account services is at historic highs and significant progress has been made to help all Americans realize the benefits of banking access. Banks are continuing to support this success by investing in a wide range of activities to serve consumer needs.

https://bpi.com/banks-support-national-strategy-to-identify-opportunities-and-barriers-to-financial-inclusion/

| | То | o SBA 504 Le | nders | | |
|-----------|---|--------------------------------------|---|--|--|
| | FY2023 (Through Sep. 30, 2023) | Volume (\$Millions) | FY2024 (Through Dec. 31, 2023) | Volume (\$Millions) | |
| CDCs | Mortgage Capital Development C | \$632.9 | Mortgage Capital Development C | \$154.8 | |
| 2nd Liens | Florida Business Development C | \$402.3 | Business Finance Capital | \$111.4 | |
| | Florida First Capital Finance | \$338.9 | Florida Business Development C | \$110.5 | |
| | Empire State Certified Develop | \$291.3 | California Statewide Certified | \$82.3 | |
| | Business Finance Capital | \$284.5 | Florida First Capital Finance | \$74.5 | |
| | California Statewide Certified | \$281.5 | Empire State Certified Develop | \$68.3 \$54.6 \$45.4 \$39.1 | |
| | Mountain West Small Business F | \$197.5 | Mountain West Small Business F | | |
| | Small Business Growth Corporat | \$196.8 | WBD, Inc. | | |
| | Capital Certified Development | \$190.5 | Capital Certified Development | | |
| | CDC Small Business Finance Cor | \$166.5 Business Finance Group, Inc. | | \$36.8 | |
| | Total | \$6,419.4 | Total | \$1,518.3 | |
| Banks/ | BANK FIVE NINE | \$272.6 | JPMORGAN CHASE BANK, NATIONAL ASSOCIATION | \$77.7 | |
| TPLs | JPMORGAN CHASE BANK, NATIONAL ASSOCIATION | \$250.8 | BANK OF AMERICA, NATIONAL ASSOCIATION | \$73.0 | |
| 1st liens | BANK OF AMERICA, NATIONAL ASSOCIATION | \$238.4 | FIRST-CITIZENS BANK & TRUST COMPANY | \$68.1 | |
| | WELLS FARGO BANK, NATIONAL ASSOCIATION | \$165.9 | BANK FIVE NINE | \$53.8 | |
| | CELTIC BANK CORPORATION | \$163.8 | HARVEST COMMERCIAL CAPITAL, LLC | \$47.4 | |
| | POPPY BANK | \$143.1 | CELTIC BANK CORPORATION | \$46.2 \$43.4 \$35.2 \$33.3 \$29.5 | |
| | ZIONS BANK, A DIVISION OF | \$142.2 | WELLS FARGO BANK, NATIONAL ASSOCIATION | | |
| | CALPRIVATE BANK | \$119.3 | CALPRIVATE BANK | | |
| | U.S. BANK, NATIONAL ASSOCIATION | \$111.7 | FIRST CITIZENS BANK | | |
| | HARVEST COMMERCIAL CAPITAL, LLC | \$107.0 | POPPY BANK | | |
| | Total | \$8,969.1 | Total | \$2,121.5 | |

| | Top States for SBA 504 Loan Approvals | | | | | |
|-----|---------------------------------------|------|--------------------------------|--|--|--|
| | FY2023 (Through Sep. 30, 2023) | | FY2024 (Through Dec. 31, 2023) | | | |
| CA | \$1,494,047,000 | CA | \$399,004,000 | | | |
| FL | 673,256,000 | FL | 156,560,000 | | | |
| TX | 425,687,000 | TX | 115,444,000 | | | |
| IL | 299,333,000 | NY | 59,170,000 | | | |
| UT | 239,479,000 | GA | 58,447,000 | | | |
| NY | 236,476,000 | IL | 52,546,000 | | | |
| C v | 21/1 606 000 | 14/1 | 1E 000 nnn | | | |

| Full Yields & Rates Table | | | | | | | | | | |
|---|---------|-------------|---------|----------|------------|-------------|--|--|--|--|
| Asset Yields | Current | 1 month aga | 1 month | 3-months | 1 1005 000 | 3 voore ee | | | | |
| Asset Yields 1m US T-Bill (BEY) | Current | 1-month ago | change | ago | 1-year ago | 3-years ago | | | | |
| | 5.52% | 5.49% | 0.03% | 5.54% | 4.23% | 0.02% | | | | |
| 3m US T-Bill (BEY) | 5.48% | 5.43% | 0.05% | 5.44% | 4.75% | 0.04% | | | | |
| 6m US T-Bill (BEY) | 5.38% | 5.30% | 0.08% | 5.33% | 4.73% | 0.06% | | | | |
| 1y US T-Bill | 5.05% | 4.93% | 0.12% | 4.95% | 4.19% | 0.08% | | | | |
| 2y US T-Note | 4.72% | 4.56% | 0.16% | 4.44% | 3.93% | 0.14% | | | | |
| 3y US T-Note | 4.51% | 4.36% | 0.15% | 4.13% | 3.83% | 0.33% | | | | |
| 5y US T-Note | 4.33% | 4.22% | 0.11% | 3.91% | 3.59% | 0.84% | | | | |
| 10y US T-Note | 4.31% | 4.24% | 0.07% | 3.91% | 3.51% | 1.62% | | | | |
| 20y US T-Bond | 4.55% | 4.54% | 0.01% | 4.19% | 3.82% | 2.27% | | | | |
| 30y US T-Bond | 4.43% | 4.42% | 0.01% | 4.00% | 3.70% | 2.37% | | | | |
| Federal Funds | 5.33% | 5.33% | 0.00% | 5.33% | 4.58% | 0.07% | | | | |
| Fed Discount Rate | 5.50% | 5.50% | 0.00% | 5.50% | 4.75% | 0.25% | | | | |
| Prime Rate | 8.50% | 8.50% | 0.00% | 8.50% | 7.75% | 3.25% | | | | |
| TED Spread | 0.11% | 0.16% | -0.05% | 0.21% | 0.06% | 0.15% | | | | |
| Swap Rates | | | | | | | | | | |
| 2 Year Swap | 5.05% | 4.92% | 0.13% | 4.65% | 4.17% | 0.28% | | | | |
| 5 Year Swap | 4.53% | 4.45% | 0.08% | 4.08% | 3.73% | 1.00% | | | | |
| 10 Year Swap | 4.38% | 4.35% | 0.02% | 3.98% | 3.62% | 1.74% | | | | |
| SBA 504 2nd Lien Loan Rates | | | | | | | | | | |
| 10 Yr | 6.59% | 6.53% | 0.06% | 7.21% | 6.77% | 2.68% | | | | |
| 20 Yr | 6.36% | 6.49% | -0.13% | 6.61% | 6.33% | 3.00% | | | | |
| 25 Yr | 6.28% | 6.38% | -0.10% | 6.60% | 6.33% | 3.04% | | | | |
| Average Prime Rate Offer (APOR) Rates | | | | | | | | | | |
| 10 Yr Fixed | 6.49% | 6.58% | -0.09% | 6.56% | 6.22% | 2.46% | | | | |
| 10 Yr Variable | 7.14% | 7.15% | -0.01% | 7.59% | 6.47% | 3.27% | | | | |
| Depository Rates | | | | | | | | | | |
| 1 Mon. CD - Non Jumbo | 0.23% | 0.23% | 0.00% | 0.23% | 0.18% | 0.04% | | | | |
| 3 Mon. CD - Non Jumbo | 1.69% | 1.67% | 0.02% | 1.62% | 0.61% | 0.07% | | | | |
| 6 Mon. CD - Non Jumbo | 1.53% | 1.51% | 0.02% | 1.43% | 0.89% | 0.10% | | | | |
| 1 Yr CD - Non Jumbo | 1.83% | 1.86% | -0.03% | 1.85% | 1.36% | 0.15% | | | | |
| 2 Yr CD - Non Jumbo | 1.54% | 1.57% | -0.03% | 1.55% | 1.28% | 0.19% | | | | |
| 3 Yr CD - Non Jumbo | 1.40% | 1.40% | 0.00% | 1.39% | 1.22% | 0.23% | | | | |
| Savings | 0.46% | 0.47% | -0.01% | 0.46% | 0.35% | 0.04% | | | | |
| Checking | 0.07% | 0.07% | 0.00% | 0.07% | 0.06% | 0.03% | | | | |
| Money Market - Non Jumbo | 0.66% | 0.65% | 0.01% | 0.63% | 0.48% | 0.06% | | | | |
| Regulatory & Interbank Rates | | | | | | | | | | |
| Secured Overnight Financing Rate (SOFR) | 5.31% | 5.30% | 0.01% | 5.31% | 4.55% | 0.01% | | | | |
| CME Term SOFR 1M | 5.33% | 5.32% | 0.01% | 5.36% | 4.66% | 0.03% | | | | |
| CME Term SOFR 3M | 5.33% | 5.33% | 0.00% | 5.38% | 4.74% | 0.04% | | | | |
| CME Term SOFR 6M | 5.26% | 5.26% | 0.00% | 5.29% | 4.70% | 0.05% | | | | |
| FHLB Fixed Advances (30 day, < \$15m) | 5.50% | 5.53% | -0.03% | 5.49% | 5.12% | 0.29% | | | | |