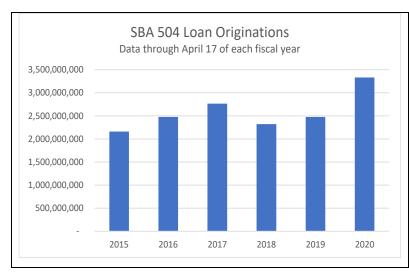
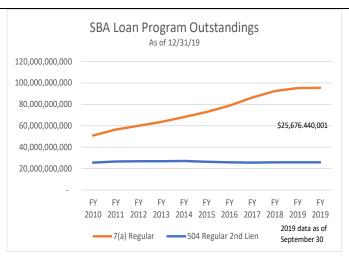
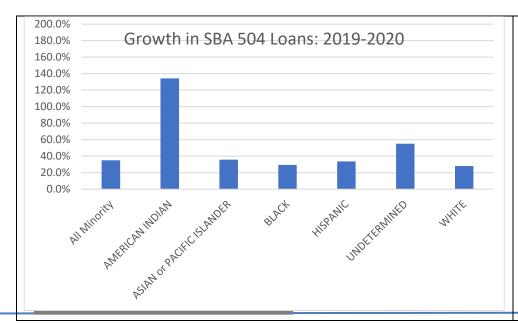


It appears that reporting of SBA loan statistics has slowed a bit recently, likely due to efforts to facilitate the PPP program. Despite the distractions caused by the COVID-19 crisis, SBA 504 loan origination growth continued to progress at an accelerated pace in April. Through April 17, 2020, SBA 504 loan originations were up 34.5% compared to the prior year, reaching \$3.33 billion year-to-date in FY2020 versus \$2.48 billion during the same period in FY2019. The unpaid principal balance of outstanding 504 loans stood at \$25.83 billion as of December 31, 2019, up 0.2% compared to the \$25.77 billion figure at year-end FY2019. In contrast, SBA 7(a) loan originations are down 13.6% year-to-date (through April 17) to \$10.66 billion and the unpaid principal balance of 7(a) loans was \$95.37 billion at December 31, 2019, up 3.0% compared to year-end FY2019.





While 7(a) loan outstandings continue to grow at solid pace (2.9% in FY2019 and 7.2% in FY2018), 504 loans have remained in a fairly tight range between \$25 billion and \$27 billion over the last nine years. Of course, the published 504 loan figures in the chart above includes only the CDC/SBA second lien portion of a 504 loan package, which typically amounts to roughly 40% of the financing. If the first lien loan and borrower investment were included, the 504 loan totals would be closer to 7(a) loan totals.



growth strong in loan originations in the 504 program almost seven months into FY2020 has been broadly distributed among variety of groupings. percentage terms, the growth has been greatest for American Indian borrowers. which recorded year-over-year 134.4% increase through April 17, 2020. Asian or Pacific Islander, Black, Hispanic borrowers also grew at rates between 29.5% and 35.8% so far this year.

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 of the Week — Agencies urged to pause CRA reform as banks manage pandemic response, Brendan Pedersen, American Banker

May 7, 2020 – Regulators should slow efforts to modernize the Community Reinvestment Act as the coronavirus pandemic dominates the workload of bankers and the agencies, a cohort of stakeholders said this week.

https://www.americanbanker.com/news/agencies-urged-to-pause-cra-reform-as-banks-manage-pandemic-response

Though the SBA continues to offer loans to businesses through its 7(a) and 504 loan programs, as well as other loan programs, the focus at the agency, legislators, and the general public has been on the programs that are geared toward alleviating some of the pain caused by the COVID-19 pandemic and the associated shutdown of many non-essential businesses. The primary programs being used to offset the economic impact of the pandemic are the Paycheck Protection Program (PPP) and the Economic Injury Disaster Loan (EIDL) program.

## **Paycheck Protection Program Loan Information**

The Paycheck Protection Program is a loan designed to provide a direct incentive for small businesses to keep their workers on the payroll.

SBA will forgive loans if all employees are kept on the payroll for eight weeks and the money is used for payroll, rent, mortgage interest, or utilities.

## **Economic Injury Disaster Loan and Advance**

In response to the Coronavirus (COVID-19) pandemic, small business owners in all U.S. states, Washington D.C., and territories were able to apply for an Economic Injury Disaster Loan advance of up to \$10,000. This advance is designed to provide economic relief to businesses that are currently experiencing a temporary loss of revenue. This loan advance will not have to be repaid. **SBA will begin accepting new Economic Injury Disaster Loan (EIDL) and EIDL Advance applications on a limited basis only to provide relief to U.S. agricultural businesses.** 

The new eligibility is made possible as a result of the latest round of funds appropriated by Congress in response to the COVID-19 pandemic.

- Agricultural businesses includes those businesses engaged in the production of food and fiber, ranching, and raising of livestock, aquaculture, and all other farming and agricultural related industries (as defined by section 18(b) of the Small Business Act (15 U.S.C. 647(b)).
- o SBA is encouraging all eligible agricultural businesses with 500 or fewer employees wishing to apply to begin preparing their business financial information needed for their application.

At this time, only agricultural business applications will be accepted due to limitations in funding availability and the unprecedented submission of applications already received.

## **About Us**

	Round 1	Round 1	PPP Loans Rounds 1 & 2 (Through 5/1/2020) Round 1 Round 2 Round 2			Total Rounds 1 & 2		
		Kouna 1		Kouna 2		Kounas 1 & 2		
State	Approved Loans	Approved Dollars	Approved Loans	Approved Dollars	Approved Loans	Approved Dolla		
AK	4,842	921,927,504	4,750	368,180,450	9,592	1,290,107,95		
AL	27,922	4,862,690,120	30,647	1,525,755,462	58,569	6,388,445,58		
AR	21,754	2,722,726,557	17,401	663,435,916	39,155	3,386,162,47		
AS	21,734	419,583	87	4,966,444	35,133	5,386,02		
AZ	19,280	4,846,959,062	51,317	4,012,653,804	70,597	8,859,612,86		
CA	112,967	33,413,693,192	376,803	35,802,231,257	489,770	69,215,924,4		
CO	41,635	7,392,960,359	52,785	3,267,353,381	94,420	10,660,313,74		
СТ	18,435	4,151,934,451	34,629	2,725,531,573	53,064	6,877,466,02		
DC	3,253	1,247,218,727	7,216	1,065,656,193	10,469	2,312,874,9		
DE	5,171	1,090,415,848	5,667	395,884,847	10,403	1,486,300,69		
FL	88,997	17,863,199,837	222,570	13,410,559,155	311,567	31,273,758,9		
GA	48,332	9,464,475,442	78,008	5,117,317,474	126,340	14,581,792,9		
GU	508	102,418,346	1,206	93,721,567	1,714	196,139,9		
HI	11,553	2,046,450,982	10,414	487,023,393	21,967	2,533,474,3		
IA	29,424	4,315,688,444	23,191	855,528,382	52,615	5,171,216,8		
ID	13,627	1,850,034,026	14,051	763,899,867	27,678	2,613,933,8		
IL	69,893	15,972,578,071	101,905	6,973,556,382	171,798	22,946,134,4		
IN	35,990	7,491,445,351	35,624	2,173,039,568	71,614	9,664,484,9		
KS	26,245	4,288,652,108	21,106	873,817,925	47,351	5,162,470,0		
KY	23,797	4,149,467,684	20,394	1,159,401,378	44,191	5,308,869,0		
LA	26,635	5,100,534,501	37,186	2,271,563,428	63,821	7,372,097,9		
MA	46,937	10,360,907,178	56,506	4,678,358,510	103,443	15,039,265,6		
MD	26,068	6,537,733,687	41,378	3,556,949,724	67,446	10,094,683,4		
ME	14,993	1,944,425,549	10,287		25,280			
MI	43,438	10,381,310,070	66,790	345,125,193 5,822,149,865	110,228	2,289,550,7 16,203,459,9		
MN	46,383	9,014,060,040		2,351,171,512	89,246	11,365,231,5		
MO	46,481	7,547,822,023	42,863 36,808	1,806,239,740	83,289	9,354,061,7		
MP	56		259		315			
	20,748	12,619,835 2,481,000,606	19,614	21,052,640 708,706,077		33,672,4 3,189,706,6		
MS					40,362			
MT	13,456	1,470,300,136	8,121	297,612,268	21,577	1,767,912,4		
NC ND	39,520	8,005,752,270	66,677	4,696,588,382	106,197	12,702,340,6		
ND NE	11,002 23,477	1,548,384,035	7,461 15,647	246,267,563	18,463	1,794,651,5		
NH	11,582	2,988,890,489 2,006,858,477	10,228	513,129,973 611,995,492	39,124 21,810	3,502,020,4 2,618,853,9		
NJ	33,519	9,527,794,260	90,970	8,027,542,309	124,489	17,555,336,5		
		1,424,408,711			19,842			
NM NV	8,277		11,565	818,989,209	•	2,243,397,9		
NV	8,674	2,013,939,889	26,516	2,097,112,541	35,190	4,111,052,4		
NY	81,075 59,800	20,345,681,101 14,108,889,927	190,052 66,359	18,789,434,045	271,127	39,135,115,1 19,054,028,5		
OH				4,945,138,628	126,159			
OK	35,557	4,615,708,450	23,856	929,949,637 3,217,222,676	59,413	5,545,658,0		
OR	18,732	3,806,104,476	35,751		54,483	7,023,327,1		
PA	69,567	15,697,648,689	81,093	5,740,967,808	150,660	21,438,616,4		
PR	2,856	658,573,638	23,787	1,053,976,529	26,643	1,712,550,1		
RI	7,732	1,335,777,801	7,960	593,188,486	15,692	1,928,966,2		
SC	22,933	3,807,578,397	33,061	2,019,303,964	55,994	5,826,882,3		
SD	11,324	1,369,616,339	8,991	307,098,234	20,315	1,676,714,5		
TN	34,035	6,542,045,089	46,905	2,613,261,852	80,940	9,155,306,9		
TX	134,737	28,483,710,273	204,762	13,860,253,758	339,499	42,343,964,0		
UT	21,257	3,695,399,459	24,733	1,771,010,637	45,990	5,466,410,0		
VA	40,371	8,721,170,223	54,989	4,337,890,876	95,360	13,059,061,0		
VI	240	62,242,612	913	61,469,771	1,153	123,712,3		
VT	6,983	1,000,127,478	4,152	204,865,767	11,135	1,204,993,2		
WA	30,421	6,959,680,159	58,149	5,394,106,824	88,570	12,353,786,9		
WI	43,395	8,317,705,842	34,118	1,785,329,072	77,513	10,103,034,9		
WV	7,861	1,351,223,328	7,897	485,847,921	15,758	1,837,071,2		
WY	7,618	837,018,372	4,804	215,303,718	12,422	1,052,322,09		
be confirmed			188	7,899,524	188	7,899,52		

	F151	6 - 10 - 1	EIDL Loans			. Leie	
	EIDL Loans as of 4/24/20 EIDL Advances as of 5/8/			nces as of 5/8/20			
	Approved		Approved		Approved		
State	Loans	Approved Dollars	Loans	Approved Dollars	Loans	Approved Dollars	
AK	336	63,376,000	7,261	24,558,000	7,597	87,934,000	
AL	8	3,120,100	37,132	120,793,000	37,140	123,913,100	
AR	155	31,675,500	20,099	65,251,000	20,254	96,926,500	
AZ	645	139,672,400	52,593	176,408,000	53,238	316,080,400	
CA	8,985	1,895,998,988	450,449	1,448,196,000	459,434	3,344,194,988	
CO CT	958 947	197,010,900	60,405	192,407,000	61,363	389,417,900	
	95	185,811,200	33,793	109,950,000	34,740 7,871	295,761,200	
DE FL		23,319,300	7,776	27,050,000		50,369,300	
GA	2,936 1,498	540,305,900	297,763 116,203	897,753,000 364,785,000	300,699 117,701	1,438,058,900 669,152,000	
HI	1,498	304,367,000 3,428,400	19,566	61,509,000	19,583	64,937,400	
IA	154		16,497		16,651		
	98	28,010,200		54,761,000	· ·	82,771,200	
ID IL	1,243	19,497,100	14,255 101,679	46,170,000	14,353 102,922	65,667,100	
		255,901,100	-	340,966,000	· ·	596,867,100	
IN KS	530 202	105,397,100	36,938 21,479	131,643,000	37,468	237,040,100	
KY	202	42,892,700	-	69,839,000	21,681 25,338	112,731,700 132,028,600	
		49,688,600	25,054 52,733	82,340,000		333,958,800	
LA	860 768	166,639,800	,	167,319,000	53,593		
MA		153,589,400	64,819	222,480,000	65,587	376,069,400	
MD	664	145,745,800	47,846	168,535,000	48,510	314,280,800	
ME	315	50,262,400	12,964	42,188,000	13,279	92,450,400	
MI	738	160,708,400	71,442	257,197,000	72,180	417,905,400	
MN	552	128,716,700	44,956	153,061,000	45,508	281,777,700	
MO	336	74,806,500	42,785	140,755,000	43,121	215,561,500	
MS	140	30,532,800	24,450	77,282,000	24,590	107,814,800	
MT	114	20,068,200	13,018	40,025,000	13,132	60,093,200	
NC ND	1,120	221,116,800	77,089	263,253,000	78,209	484,369,800	
ND	80	17,069,100	7,452	24,333,000	7,532	41,402,100	
NE NU	90	21,148,200	17,198	53,749,000	17,288	74,897,200	
NH	208	45,186,100	13,318	46,685,000	13,526	91,871,100	
NJ	1,098	225,636,100	98,379	326,486,000	99,477	552,122,100	
NM	206	37,534,200	14,200	49,411,000	14,406	86,945,200	
NV	734	149,739,100	29,487	92,283,000	30,221	242,022,100	
NY	1,674	356,159,000	235,074	733,262,000	236,748	1,089,421,000	
OH	1,278	252,197,100	70,315	243,238,000	71,593	495,435,100	
OK	261	59,792,200	32,100	101,866,000	32,361	161,658,200	
OR	423	91,249,100	39,646	134,747,000	40,069	225,996,100	
PA	1,058	211,045,800	99,790	332,300,000	100,848	543,345,800	
RI	223	33,808,600	10,758	36,231,000	10,981	70,039,600	
SC	446	87,427,800	40,305	131,579,000	40,751	219,006,800	
SD	36	6,157,400	9,504	29,348,000	9,540	35,505,400	
TN	420	93,487,100	47,556	158,703,000	47,976	252,190,100	
TX	2,073	457,792,100	242,004	831,489,000	244,077	1,289,281,100	
UT	484	105,804,100	22,428	78,562,000	22,912	184,366,100	
VA	903	195,125,600	65,449	232,248,000	66,352	427,373,600	
VT	51	10,383,500	9,119	29,255,000	9,170	39,638,500	
WA	1,794	311,360,500	64,994	220,001,000	66,788	531,361,500	
WI	339	71,675,400	39,818	141,251,000	40,157	212,926,400	
WV	53	8,085,000	8,515	29,357,000	8,568	37,442,000	
WY	55	12,034,900	6,534	20,346,000	6,589	32,380,900	
AS	-	-	87	448,000	87	448,000	
DC	254	63,681,600	6,765	26,364,000	7,019	90,045,600	
GU	-	-	774	3,472,000	774	3,472,000	
MP	1	63,500	109	534,000	110	597,500	
PR	11	1,126,800	6,138	25,279,000	6,149	26,405,800	
VI	3	565,700	1,029	3,909,000	1,032	4,474,700	
To be confirmed	-	-			-	-	
Totals	38,954	7,966,994,888	3,009,889	9,883,210,000	3,048,843	17,850,204,888	

Full Yields & Rates Table							
			1 month				
Asset Yields	Current	1-month ago	change	3-months ago	1-year ago	3-years ago	
1m US T-Bill (BEY)	0.10%	0.14%	-0.04%	1.57%	2.42%	0.73%	
3m US T-Bill (BEY)	0.12%	0.22%	-0.10%	1.56%	2.43%	0.91%	
6m US T-Bill (BEY)	0.15%	0.24%	-0.09%	1.57%	2.45%	1.02%	
1y US T-Bill	0.15%	0.23%	-0.08%	1.49%	2.37%	1.12%	
2y US T-Note	0.16%	0.27%	-0.11%	1.41%	2.30%	1.33%	
3y US T-Note	0.21%	0.34%	-0.13%	1.39%	2.26%	1.53%	
5y US T-Note	0.33%	0.47%	-0.14%	1.41%	2.28%	1.91%	
10y US T-Note	0.69%	0.77%	-0.08%	1.59%	2.49%	2.39%	
20y US T-Bond	1.12%	1.18%	-0.06%	1.89%	2.71%	2.76%	
30y US T-Bond	1.39%	1.37%	0.02%	2.05%	2.89%	3.02%	
Federal Funds	0.25%	0.25%	0.00%	1.75%	2.50%	1.00%	
Prime Rate	3.25%	3.25%	0.00%	4.75%	5.50%	4.00%	
Swap Rates							
2 Year LIBOR Swap	0.27%	0.47%	-0.20%	1.43%	2.37%	1.59%	
5 Year LIBOR Swap	0.36%	0.57%	-0.21%	1.39%	2.31%	1.98%	
10 Year LIBOR Swap	0.65%	0.81%	-0.16%	1.51%	2.46%	2.30%	
SBA 504 2nd Lien Loan Rates							
10 Yr	2.64%	2.84%	-0.20%	3.79%	4.35%	4.36%	
20 Yr	2.68%	2.96%	-0.28%	3.39%	4.26%	4.46%	
25 Yr	2.76%	3.03%	-0.27%	3.46%	4.39%		
Depository Rates							
1 Mon. CD - Non Jumbo	0.06%	0.07%	-0.01%	0.10%	0.12%	0.06%	
3 Mon. CD - Non Jumbo	0.11%	0.13%	-0.02%	0.19%	0.22%	0.09%	
6 Mon. CD - Non Jumbo	0.19%	0.20%	-0.01%	0.33%	0.42%	0.14%	
1 Yr CD - Non Jumbo	0.28%	0.30%	-0.02%	0.48%	0.67%	0.24%	
2 Yr CD - Non Jumbo	0.36%	0.40%	-0.04%	0.62%	0.87%	0.39%	
3 Yr CD - Non Jumbo	0.43%	0.47%	-0.04%	0.74%	1.00%	0.52%	
1 Mon. CD - Jumbo	0.08%	0.08%	0.00%	0.12%	0.14%	0.07%	
3 Mon. CD - Jumbo	0.13%	0.14%	-0.01%	0.22%	0.24%	0.11%	
6 Mon. CD - Jumbo	0.20%	0.23%	-0.03%	0.37%	0.46%	0.16%	
1 Yr CD - Jumbo	0.30%	0.33%	-0.03%	0.53%	0.73%	0.27%	
2 Yr CD - Jumbo	0.39%	0.43%	-0.04%	0.67%	0.91%	0.43%	
3 Yr CD - Jumbo	0.45%	0.50%	-0.05%	0.79%	1.04%	0.55%	
Savings	0.06%	0.07%	-0.01%	0.09%	0.10%	0.06%	
Checking	0.04%	0.05%	-0.01%	0.06%	0.06%	0.04%	
Money Market - Non Jumbo	0.09%	0.11%	-0.02%	0.16%	0.19%	0.08%	
Money Market - Jumbo	0.17%	0.19%	-0.02%	0.28%	0.29%	0.12%	
Regulatory & Interbank Rates							
Secured Overnight Financing Rate (SOFR)	0.05%	0.01%	0.04%	1.59%	2.44%		
FHLB Fixed Advances (30 day, < \$15m)	0.45%	0.80%	-0.35%	1.82%	2.63%	1.05%	