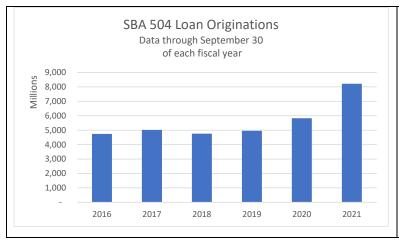
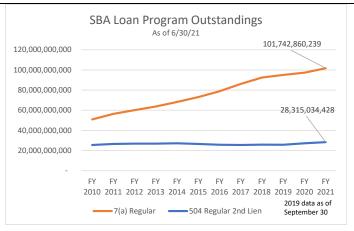
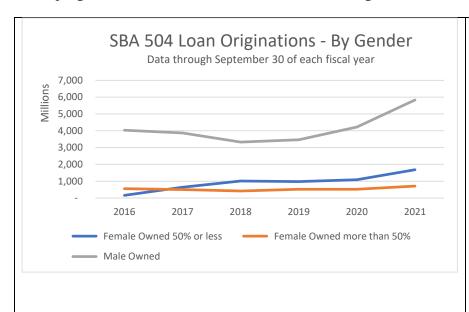


Originations of SBA 504 loans slowed down a bit as the SBA's fiscal year came to a close on September 30. However, originations for the full fiscal year 2021 still grew 41.0% compared to FY2020, reaching \$8.22 billion in FY2021 versus \$5.83 billion in FY2020. Last month, originations were up 51.9% compared to the prior year. Unpaid Principal Balance of SBA 504 loan stood at \$28.32 billion as of June 30, 2021, up 4.1% compared to the \$27.20 billion figure at year-end FY2020. SBA 7(a) loan originations accelerated towards the fiscal year-end. They are now up 62.0% through September 30, 2021 (they were up 57.7% through Sept. 3, 2021) compared to the same period in FY2020 and the unpaid principal balance of 7(a) loans is \$101.74 billion at June 30, 2021, up 4.6% compared to year-end FY2020.





The 7(a) program has shown steady growth in loan outstandings in recent years that continued through the end of FY2021 (4.6% in FY2021, 2.3% in FY2020, and 2.9% in FY2019). 504 loans have advanced at a slower pace, but outstandings grew 4.1% to \$28.3 billion at year-end 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, which typically amounts to roughly 40% of the financing. The first lien loan financing typically accounts for another 50% of 504 projects, meaning the actual program totals would be more than double the figures shown in the graph above.



The gender breakdown of borrowers for loan originations in the 504 program continues to change since the beginning of the pandemic. Loan originations to companies owned 50% or more by females grew 37.2% in FY2021, just below the 38.0% growth posted by male-owned businesses. However, loans to companies owned less than 50% by women climbed 54.9% over the same period. Still, loan originations to male-owned businesses represented 70.9% of 504 originations in FY2021.

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 — Tug-of-war over anti-redlining law heads back to the drawing board, By Kathryn Brenzel, The Real Deal

October 11, 2021 – On September 8, 2021, the Office of the Comptroller of the Currency (OCC) issued a proposal to rescind the Community Reinvestment Act (CRA) rule that the OCC published in June 2020 and replace it with rules based largely on the rules adopted jointly by the federal banking agencies in 1995.

https://therealdeal.com/2021/10/11/tug-of-war-over-anti-redlining-law-heads-back-to-the-drawing-board/

Top SBA 504 Lenders							
	FY2020 (Through Sep. 30, 2020)	Volume (\$Millions)	FY2021 (Through Jun.30, 2021)	Volume (\$Millions)			
CDCs	Florida First Capital Finance Corporation, Inc.	\$346.9	Mortgage Capital Development Corporation	\$334.0			
2nd Liens	Mortgage Capital Development Corporation	\$307.1	CDC Small Business Finance Corporation	\$322.1			
	Business Finance Capital	\$300.0	Business Finance Capital	\$302.5			
	CDC Small Business Finance Corporation	\$292.8	Florida First Capital Finance Corporation, Inc.	\$271.4			
	Florida Business Development Corporation	\$260.4	Empire State Certified Development Corporation	\$259.9			
	Empire State Certified Development Corporation	\$250.3	Florida Business Development Corporation				
	WBD, Inc.	\$198.4	California Statewide Certified Development Corpora	\$195.3			
	California Statewide Certified Development Corpora	\$189.0	Mountain West Small Business Finance	\$186.9			
	Mountain West Small Business Finance	\$171.7	WBD, Inc.	\$171.7			
	Small Business Growth Corporation	\$126.6	Small Business Growth Corporation	\$162.2			
	Total	\$5,886.7	Total	\$5,752.1			
Banks/	JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	\$318.5	JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	\$288.1			
TPLs	WELLS FARGO BANK, NATIONAL ASSOCIATION	\$188.1	WELLS FARGO BANK, NATIONAL ASSOCIATION	\$192.5			
1st liens	BANK OF THE WEST	\$183.6	BANK OF AMERICA, NATIONAL ASSOCIATION	\$156.2			
	ONEWEST BANK, A DIVISION OF	\$156.1	CITY NATIONAL BANK	\$147.8			
	CITY NATIONAL BANK	\$141.3	ONEWEST BANK, A DIVISION OF	\$119.5			
	TD BANK, NATIONAL ASSOCIATION	\$134.9	BANK OF THE WEST	\$100.2			
	ZIONS BANK, A DIVISION OF	\$124.9	BANK FIVE NINE	\$98.0 \$95.0			
	BANK OF AMERICA, NATIONAL ASSOCIATION	\$116.2	TD BANK, NATIONAL ASSOCIATION				
	TRUIST BANK D/B/A BRANCH BANKING & TRUST CO	\$80.1	ZIONS BANK, A DIVISION OF	\$85.4			
	BANK FIVE NINE	\$74.2	TRUIST BANK D/B/A BRANCH BANKING & TRUST CO	\$81.4			
	Total	\$7,759.0	Total	\$7,483.2			

Top States for SBA 504 Loan Approvals							
	FY2020 (Through Sep. 30, 2020)		FY2021 (Through Jun. 30, 2021)				
CA	\$1,412,326,000	CA	\$1,393,779,000				
FL	\$567,471,000	FL	\$474,136,000				
TX	\$347,419,000	TX	\$292,343,000				
IL	\$229,715,000	NY	\$238,381,000				
WI	\$208,972,000	UT	\$224,717,000				
UT	\$207,079,000	IL	\$222,893,000				
NY	\$186,610,000	MN	\$186,241,000				
MN	\$168,751,000	WI	\$183,451,000				
MA	\$162,183,000	СО	\$171,809,000				
WA	\$156,494,000	GA	\$162,314,000				
Source: SBA			SBA Fiscal Years end on September 30				

Full Yields & Rates Table										
Asset Yields	Current	1-month ago	1 month change	3-months ago	1-year ago	3-years ag				
1m US T-Bill (BEY)	0.02%	0.05%	-0.03%	0.06%	0.09%	2.15%				
3m US T-Bill (BEY)	0.05%	0.05%	0.00%	0.06%	0.09%	2.23%				
6m US T-Bill (BEY)	0.07%	0.06%	0.01%	0.06%	0.12%	2.41%				
1y US T-Bill	0.09%	0.08%	0.01%	0.07%	0.13%	2.64%				
2y US T-Note	0.32%	0.22%	0.10%	0.19%	0.13%	2.88%				
3y US T-Note	0.59%	0.43%	0.16%	0.37%	0.18%	2.99%				
5y US T-Note	1.05%	0.81%	0.24%	0.74%	0.33%	3.07%				
10y US T-Note	1.61%	1.35%	0.26%	1.30%	0.78%	3.23%				
20y US T-Bond	2.11%	1.88%	0.23%	1.84%	1.34%	3.34%				
30y US T-Bond	2.16%	1.95%	0.21%	1.91%	1.57%	3.40%				
Federal Funds	0.08%	0.08%	0.00%	0.10%	0.09%	NA				
Fed Discount Rate	0.25%	0.25%	0.00%	0.25%	0.25%	2.75%				
Prime Rate	3.25%	3.25%	0.00%	3.25%	3.25%	5.25%				
TED Spread	0.07%	0.07%	0.01%	0.06%	0.13%	NA				
Swap Rates										
2 Year LIBOR Swap	0.47%	0.33%	0.14%	0.31%	0.26%	3.04%				
5 Year LIBOR Swap	1.15%	0.92%	0.23%	0.87%	0.43%	3.12%				
10 Year LIBOR Swap	1.64%	1.37%	0.27%	1.34%	0.83%	3.27%				
SBA 504 2nd Lien Loan Rates										
10 Yr	2.37%	2.67%	-0.30%	2.59%	2.47%	5.15%				
20 Yr	2.77%	2.86%	-0.09%	2.69%	2.55%	5.15%				
25 Yr	2.91%	2.97%	-0.06%	2.81%	2.58%	5.21%				
Average Prime Rate Offer (APOR) Rates										
10 Yr Fixed	3.13%	3.03%	0.10%	2.30%	2.47%	4.21%				
10 Yr Variable	3.00%	2.94%	0.06%	2.99%	3.17%	4.62%				
Depository Rates										
1 Mon. CD - Non Jumbo	0.03%	0.03%	0.00%	0.03%	0.05%	0.10%				
3 Mon. CD - Non Jumbo	0.06%	0.07%	-0.01%	0.07%	0.08%	0.17%				
6 Mon. CD - Non Jumbo	0.09%	0.09%	0.00%	0.09%	0.12%	0.27%				
1 Yr CD - Non Jumbo	0.14%	0.14%	0.00%	0.14%	0.18%	0.47%				
2 Yr CD - Non Jumbo	0.17%	0.17%	0.00%	0.17%	0.23%	0.67%				
3 Yr CD - Non Jumbo	0.21%	0.21%	0.00%	0.20%	0.27%	0.81%				
Covingo	0.000/	0.00%	0.000/	0.000/	0.050/	0.000/				
Savings	0.06%	0.06%	0.00%	0.06%	0.05%	0.09%				
Checking Manay Market Non Jumba	0.03%	0.03%	0.00%	0.03%	0.04%	0.06%				
Money Market - Non Jumbo	0.08%	0.09%	-0.01%	0.09%	0.07%	0.15%				
Regulatory & Interbank Rates		0.6==/		0.6	0.65-7					
Secured Overnight Financing Rate (SOFR)	0.05%	0.05%	0.00%	0.05%	0.09%	NA				
FHLB Fixed Advances (30 day, < \$15m)	0.32%	0.30%	0.02%	0.31%	0.38%	2.429				