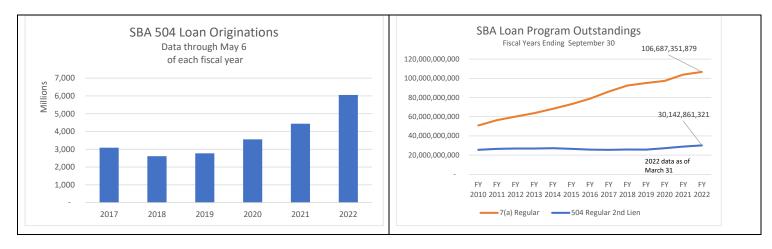
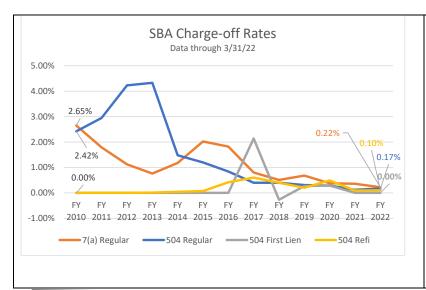


The pace of SBA 504 loan originations slowed a bit in April. Thirty-one weeks into the new fiscal year (started October 1st), 504 loan originations are up 36.6% compared to the same period a year ago. Originations this year are also up 70.1% compared to the same period two years ago. Originations were up 46.3% from the prior year one month ago, so while slowing, this is still exceptional growth. Unpaid Principal Balance of SBA 504 loans stood at \$30.14 billion as of March 31, 2022, up 4.1% compared to the \$28.94 billion figure at year-end FY2021. SBA 7(a) loan originations have not shown the same uptick versus last year, as they are down (4.1)% compared to the same period the previous year, down slightly from the pace a month ago, when originations were down (0.4)% compared to the same period in FY2021. The unpaid principal balance of 7(a) loans is \$106.69 billion at March 31, 2021, up 2.7% compared to year-end FY2021.



The 7(a) program has shown steady growth in loan outstandings in recent years that continued through the end of FY2021 (6.8% in FY2021, 2.3% in FY2020, and 2.9% in FY2019). 504 loans have shown accelerating growth, rising 6.4% to \$28.9 billion at year-end FY2021, after climbing 5.5% in FY2020 and (0.2%) in FY2019. 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 50% of 504 projects, The total for SBA 504 loan outstandings (1st and 2nd liens combined) would be somewhere in the neighborhood of \$68 billion, still below 7(a) totals, but much closer.



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.

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 — Community Reinvestment Act Revisions Proposed

by US Banking Regulators, Jeffrey P. Taft, Stephanie C. Robinson, Matthew Bisanz, Kerri Elizabeth Webb; Mayer Brown LLP

May 10, 2022 – On May 5, 2022, the US banking regulators proposed revisions to the regulations implementing the Community Reinvestment Act (the "Proposal"). The Proposal is a comprehensive interagency effort that would change both the process and substantive tests that the regulators use to assess the record of each bank in fulfilling its obligation to the community.

 $\underline{https://www.mayerbrown.com/en/perspectives-events/publications/2022/05/community-reinvestment-act-revisions-proposed-by-us-banking-regulators}$

Top SBA 504 Lenders							
	FY2021 (Through Sep. 30, 2021)	Volume (\$Millions)	FY2022 (Through Mar. 31, 2022)	Volume (\$Millions)			
CDCs	Mortgage Capital Development C	\$448.8	Mortgage Capital Development C	\$207.6			
2nd Liens	CDC Small Business Finance Cor	\$440.1	CDC Small Business Finance Cor	\$176.7			
	Business Finance Capital	\$427.3	Empire State Certified Develop	\$136.9			
	Florida First Capital Finance	\$375.3	Business Finance Capital	\$136.6			
	Empire State Certified Develop	\$362.7	Florida Business Development C	\$135.8 \$125.0 \$88.0			
	Florida Business Development C	\$304.6	Florida First Capital Finance				
	WBD, Inc.	\$270.5	California Statewide Certified				
	California Statewide Certified	\$267.9	WBD, Inc.	\$83.2			
	Mountain West Small Business F	\$264.0	Mountain West Small Business F	\$77.8			
	Small Business Growth Corporat \$245.2 Small Business Growth C		Small Business Growth Corporat	\$66.8			
	Total	\$8,218.1	Total	\$5,313.5			
Banks/	JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	\$417.2	JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	\$198.6			
TPLs	WELLS FARGO BANK, NATIONAL ASSOCIATION	\$231.6	CITY NATIONAL BANK	\$138.3			
1st liens	CITY NATIONAL BANK	\$202.9	POPPY BANK	\$135.4			
	BANK OF AMERICA, NATIONAL ASSOCIATION	\$193.7	BANK FIVE NINE	\$132.6			
	ZIONS BANK, A DIVISION OF	\$152.6	BANK OF AMERICA, NATIONAL ASSOCIATION	\$130.7			
	BANK FIVE NINE	\$136.7	WELLS FARGO BANK, NATIONAL ASSOCIATION	\$115.6			
	TD BANK, NATIONAL ASSOCIATION	\$126.7	ZIONS BANK, A DIVISION OF	\$93.6			
	BANK OF THE WEST	\$117.9	TRUIST BANK	\$82.7			
	TRUIST BANK	\$111.0	MUFG UNION BANK, NATIONAL ASSOCIATION	\$78.7			
	FIRST-CITIZENS BANK & TRUST COMPANY	\$92.3	KEYBANK NATIONAL ASSOCIATION	\$62.4			
	Total	\$10,708.0	Total	\$7,051.7			

Top States for SBA 504 Loan Approvals							
	FY2021 (Through Sep. 30, 2021)		FY2022 (Through Mar. 31, 2022)				
CA	\$1,936,220,000	CA	\$1,302,338,000				
FL	\$658,573,000	FL	\$432,148,000				
TX	\$406,503,000	TX	\$274,658,000				
IL	\$346,816,000	IL	\$251,330,000				
NY	\$329,880,000	NY	\$235,372,000				
UT	\$313,330,000	UT	\$211,779,000				
WI	\$297,781,000	MN	\$181,653,000				
MN	\$281,289,000	WI	\$163,616,000				
CO	\$238,617,000	AZ	\$159,645,000				
GA	\$209,152,000	GA	\$143,130,000				
Source: SBA			SBA Fiscal Years end on September 30				

About Us

Full Yields & Rates Table										
Asset Yields	Current	1-month ago	1 month change	3-months ago	1-year ago	3-years ago				
1m US T-Bill (BEY)	0.67%	0.26%	0.41%	0.03%	0.00%	2.41%				
3m US T-Bill (BEY)	1.03%	0.75%	0.28%	0.36%	0.02%	2.41%				
6m US T-Bill (BEY)	1.47%	1.20%	0.27%	0.71%	0.03%	2.42%				
1y US T-Bill	2.04%	1.78%	0.26%	1.07%	0.05%	2.32%				
2y US T-Note	2.61%	2.37%	0.24%	1.50%	0.16%	2.18%				
3y US T-Note	2.79%	2.57%	0.22%	1.71%	0.33%	2.15%				
5y US T-Note	2.89%	2.66%	0.23%	1.84%	0.84%	2.18%				
10y US T-Note	2.93%	2.70%	0.23%	1.92%	1.66%	2.40%				
20y US T-Bond	3.32%	2.97%	0.35%	2.30%	2.28%	2.65%				
30y US T-Bond	3.10%	2.81%	0.29%	2.24%	2.39%	2.83%				
Federal Funds	0.83%	0.33%	0.50%	0.08%	0.06%	NA				
Fed Discount Rate	1.00%	0.50%	0.50%	0.25%	0.25%	#VALUE!				
Prime Rate	4.00%	3.50%	0.50%	3.25%	3.25%	5.50%				
TED Spread	0.41%	0.29%	0.12%	0.15%	0.14%	NA				
Swap Rates										
2 Year Swap	2.89%	2.58%	0.31%	1.78%	0.26%	2.26%				
5 Year Swap	2.93%	2.67%	0.26%	2.04%	0.93%	2.20%				
10 Year Swap	2.99%	2.71%	0.28%	2.12%	1.64%	2.36%				
SBA 504 2nd Lien Loan Rates										
10 Yr	4.92%	3.81%	1.11%	3.07%	2.61%	4.35%				
20 Yr	5.06%	4.62%	0.44%	3.45%	2.85%	4.26%				
25 Yr	5.12%	4.68%	0.44%	3.59%	2.93%	4.39%				
Average Prime Rate Offer (APOR) Rates										
10 Yr Fixed	4.10%	3.79%	0.31%	3.04%	2.34%	3.63%				
10 Yr Variable	4.33%	4.07%	0.26%	3.24%	3.20%	4.35%				
Depository Rates										
1 Mon. CD - Non Jumbo	0.03%	0.03%	0.00%	0.03%	0.02%	0.12%				
3 Mon. CD - Non Jumbo	0.06%	0.06%	0.00%	0.06%	0.05%	0.22%				
6 Mon. CD - Non Jumbo	0.10%	0.09%	0.01%	0.09%	0.09%	0.41%				
1 Yr CD - Non Jumbo	0.17%	0.15%	0.02%	0.13%	0.14%	0.66%				
2 Yr CD - Non Jumbo	0.22%	0.19%	0.03%	0.17%	0.17%	0.85%				
3 Yr CD - Non Jumbo	0.25%	0.22%	0.03%	0.21%	0.19%	0.98%				
Savings	0.06%	0.06%	0.00%	0.06%	0.06%	0.10%				
Checking	0.03%	0.03%	0.00%	0.03%	0.03%	0.06%				
Money Market - Non Jumbo	0.08%	0.08%	0.00%	0.08%	0.06%	0.19%				
Regulatory & Interbank Rates										
Secured Overnight Financing Rate (SOFR)	0.79%	0.29%	0.50%	0.05%	0.01%	2.40%				
FHLB Fixed Advances (30 day, < \$15m)	1.06%	0.72%	0.34%	0.35%	0.27%	2.64%				