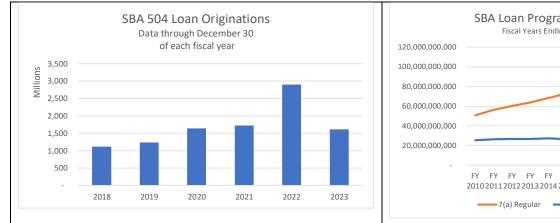
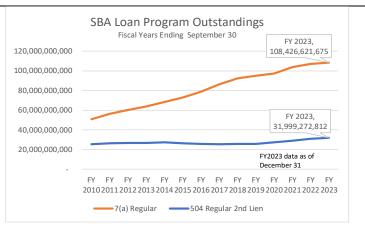
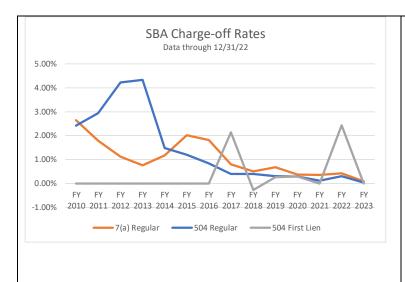


The SBA has not updated their weekly lending reports for any periods in 2023 so far, but as we reported last month, loan originations under the 504 loan program are proceeding at a considerably slower pace in this fiscal year than in FY2022. Still, originations, are comparable to other recent years. Through December 30, 2022, 504 loan originations are down 44.5% compared to FY2022, though they are down just 6.8% compared to the same period on FY2021. We believe this slowdown is primarily due to the rapidly rising interest rate environment and fears of a recession. Unpaid Principal Balance of SBA 504 loans stood at \$32.00 billion as of December 31, 2022, up 3.7% compared to the \$30.87 billion figure at year-end FY2022. Unlike SBA 504 loans, SBA 7(a) loan originations are doing quite well so far in FY2023. In fact, 7(a) loans have jumped 52.5% compared to the previous year. The unpaid principal balance of 7(a) loans is \$108.43 billion at December 31, 2022, up 1.2% compared to year-end FY2022.





The 7(a) program has shown steady growth in loan outstandings in recent years that continued into FY2023 (up 1.2\$ year-to-date in FY2023, 3.1% in FY2022, and 6.8% in FY2021). 504 loans have shown accelerating growth, rising 3.7% year-to-date 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 \$72 billion, still below 7(a) totals, but equal to approximately 67% 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 0.03% rate so far in FY2023.

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 face avalanche of data demands ahead of CRA,

CFPB final rules, Miriam Cross, American Banker

February 7, 2023 – The Community Reinvestment Act is on the brink of substantial reform, with a final rule expected soon and a proposed 12-month implementation period to follow. A final rule from the Consumer Financial Protection Bureau to implement section 1071 of the Dodd-Frank Act, governing the collection and reporting of small-business lending data, has a deadline of March 31.

https://www.americanbanker.com/news/banks-face-avalanche-of-data-needs-ahead-of-cra-cfpb-final-rules

Top SBA 504 Lenders							
	FY2022 (Through Sep. 30, 2022)	Volume (\$Millions)	FY2023 (Through Dec. 31, 2022)	Volume (\$Million s)			
CDCs	CDC Small Business Finance Cor	\$592.3	Florida Business Development C	\$105.3			
2nd Liens	Mortgage Capital Development C	\$586.6	Mortgage Capital Development C	\$98.4			
	Empire State Certified Develop	\$426.6	Empire State Certified Develop	\$86.5			
	Florida Business Development C	\$419.1	Business Finance Capital	\$84.4			
	Business Finance Capital	\$414.0	CDC Small Business Finance Cor	\$78.1			
	Florida First Capital Finance	\$372.8	Florida First Capital Finance	\$61.3 \$59.7 \$49.4 \$46.9 \$42.3			
	California Statewide Certified	\$301.7	Small Business Growth Corporat				
	Mountain West Small Business F	\$292.0	California Statewide Certified				
	WBD, Inc.	\$270.1	Mountain West Small Business F				
	Small Business Growth Corporat	\$259.4	WBD, Inc.				
	Total	\$9,208.0	Total	\$1,611.4			
Banks/	JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	\$370.0	BANK FIVE NINE	\$71.3			
TPLs	BANK FIVE NINE	\$261.6	JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	\$60.9			
1st liens	BANK OF AMERICA, NATIONAL ASSOCIATION	\$247.0	POPPY BANK	\$59.5			
	CITY NATIONAL BANK	\$197.2	BANK OF AMERICA, NATIONAL ASSOCIATION	\$54.3			
	ZIONS BANK, A DIVISION OF	\$189.6	FIRST CITIZENS BANK	\$46.5			
	POPPY BANK	\$182.5	CITY NATIONAL BANK	\$39.7			
	WELLS FARGO BANK, NATIONAL ASSOCIATION	\$180.4	ZIONS BANK, A DIVISION OF	\$37.0			
	MUFG UNION BANK, NATIONAL ASSOCIATION	\$159.4	TD BANK, NATIONAL ASSOCIATION	\$33.6			
	FIRST CITIZENS BANK	\$117.0	BELL BANK	\$29.5 \$28.9			
	HARVEST COMMERCIAL CAPITAL, LLC	\$113.6	WELLS FARGO BANK, NATIONAL ASSOCIATION				
	Total	\$12,204.1	Total	\$2,270.6			

Top States for SBA 504 Loan Approvals								
	FY2022 (Through Sep. 30, 2022)		FY2023 (Through Dec. 31, 2022)					
CA	\$2,234,541,000	CA	\$361,920,000					
FL	732,352,000	FL	141,716,000					
TX	489,889,000	TX	107,080,000					
IL	430,463,000	IL	72,915,000					
NY	394,153,000	NY	70,596,000					
UT	371,026,000	UT	58,838,000					
MN	326,931,000	MN	56,863,000					
WI	287,098,000	GA	54,302,000					
GA	267,306,000	MI	45,420,000					
AZ	258,938,000	WI	44,899,000					
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)	4.64%	4.60%	0.04%	3.93%	0.06%	1.60%			
3m US T-Bill (BEY)	4.84%	4.71%	0.13%	4.32%	0.36%	1.58%			
6m US T-Bill (BEY)	4.99%	4.82%	0.17%	4.57%	0.65%	1.56%			
1y US T-Bill	5.00%	4.67%	0.33%	4.68%	1.05%	1.49%			
2y US T-Note	4.60%	4.18%	0.42%	4.43%	1.49%	1.42%			
3y US T-Note	4.33%	3.86%	0.47%	4.22%	1.70%	1.40%			
5y US T-Note	4.03%	3.60%	0.43%	3.93%	1.85%	1.42%			
10y US T-Note	3.82%	3.53%	0.29%	3.77%	1.97%	1.59%			
20y US T-Bond	4.01%	3.81%	0.20%	4.10%	2.35%	1.89%			
30y US T-Bond	3.88%	3.64%	0.24%	3.89%	2.31%	2.04%			
Federal Funds	4.58%	4.33%	0.25%	3.83%	0.08%	1.58%			
Fed Discount Rate	4.75%	4.50%	0.25%	4.00%	0.25%	2.25%			
Prime Rate	7.75%	7.50%	0.25%	7.00%	3.25%	4.75%			
TED Spread	0.06%	0.12%	-0.06%	0.35%	0.11%	0.11%			
Swap Rates									
2 Year Swap	5.11%	4.62%	0.49%	4.96%	1.76%	1.52%			
5 Year Swap	4.28%	3.80%	0.48%	4.16%	2.05%	1.48%			
10 Year Swap	4.02%	3.63%	0.38%	3.92%	2.18%	1.61%			
SBA 504 2nd Lien Loan Rates									
10 Yr	6.43%	6.43%	0.00%	6.53%	3.07%	3.79%			
20 Yr	5.98%	6.28%	-0.30%	6.45%	3.45%	3.39%			
25 Yr	6.01%	6.31%	-0.30%	6.53%	3.59%	3.46%			
Average Prime Rate Offer (APOR) Rates									
10 Yr Fixed	5.51%	5.46%	0.05%	6.12%	3.27%	3.08%			
10 Yr Variable	6.24%	6.13%	0.11%	6.11%	3.42%	3.78%			
Depository Rates									
1 Mon. CD - Non Jumbo	0.15%	0.13%	0.02%	0.09%	0.03%	0.10%			
3 Mon. CD - Non Jumbo	0.57%	0.45%	0.12%	0.19%	0.06%	0.19%			
6 Mon. CD - Non Jumbo	0.81%	0.65%	0.16%	0.42%	0.09%	0.33%			
1 Yr CD - Non Jumbo	1.28%	1.07%	0.21%	0.71%	0.13%	0.48%			
2 Yr CD - Non Jumbo	1.21%	1.06%	0.15%	0.77%	0.17%	0.62%			
3 Yr CD - Non Jumbo	1.16%	1.02%	0.14%	0.77%	0.21%	0.74%			
Savings	0.33%	0.30%	0.03%	0.21%	0.06%	0.09%			
Checking	0.06%	0.05%	0.01%	0.04%	0.03%	0.06%			
Money Market - Non Jumbo	0.44%	0.38%	0.06%	0.23%	0.08%	0.16%			
Regulatory & Interbank Rates									
Secured Overnight Financing Rate (SOFR)	4.55%	4.31%	0.24%	3.81%	0.05%	1.58%			
FHLB Fixed Advances (30 day, < \$15m)	4.76%	4.70%	0.06%	4.14%	0.33%	1.84%			