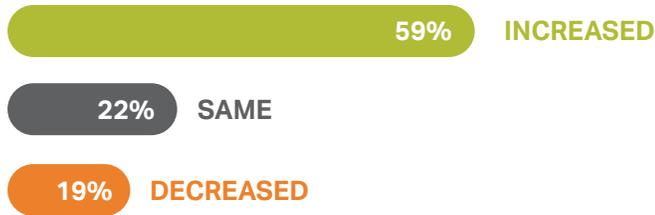


2023 SMALL BUSINESS OUTLOOK

TMC Financing surveyed small business owners in their portfolio to understand their 2023 outlook and predictions. According to the results, most small businesses are not quite as optimistic as the prior year, but still feeling good.

2022 REVENUE

In 2022, did your business revenue increase, decrease, or remain the same as compared to 2021?

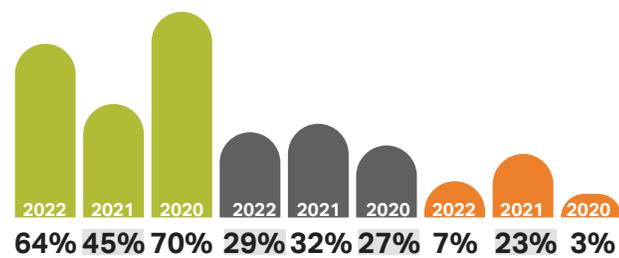


2023 REVENUE PREDICTIONS

Do you predict your business revenue to increase, remain the same or decrease in 2023?



PREVIOUS REVENUE PREDICTIONS



EXPANSION PLANS

What real estate changes are you considering in 2023?



4,953 JOBS

to be created or retained by TMC borrowers

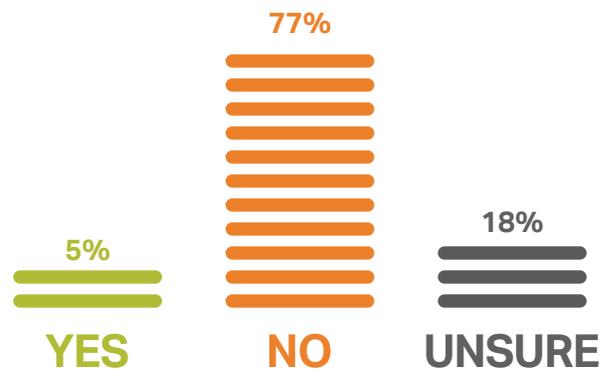
JOBS

Do you anticipate hiring, reducing or maintaining your current number of employees in 2023?



REFINANCE

Do you plan to refinance in 2023?



HAS THE 504 LOAN HELPED YOUR BUSINESS?

"It is what has allowed us to **exist**."
 "It has played a crucial role in our **expansion**."
 "It helped a lot and gave our business **stability**."
 "Not paying today's ridiculously high rents."
 "Helped me **conserve capital** to grow my business."
 "I own my building! This is the key to my baseline **retirement plan**."



\$623 MILLION

Total SBA 504 financing authorized by TMC in 2022

\$1.74 BILLION

Total project cost of TMC borrowers in 2022

This survey was conducted by TMC Financing in January of 2022. TMC sent the survey to approx 2,000 existing TMC business owner clients. The views and opinions in this infographic are from a collection of small business owners throughout Arizona, California, Oregon and Nevada, and do not represent the views of TMC Financing or the SBA. ©TMC Financing 2023. All rights reserved.

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