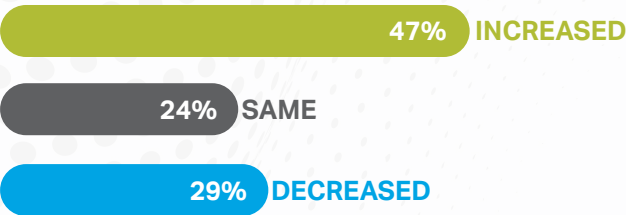


2024 SMALL BUSINESS OUTLOOK

TMC Financing recently surveyed small business owners within their portfolio to gauge their outlook and predictions for 2024. The results reveal a prevailing sense of optimism among most respondents, despite 2023 being more challenging than anticipated.

2023 REVENUE

In 2023, did your business revenue increase, decrease, or remain the same as compared to 2022?

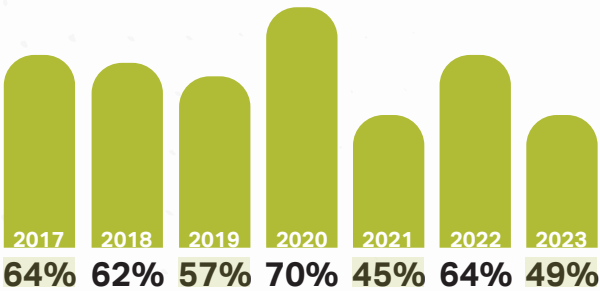


2024 REVENUE PREDICTIONS

Do you predict your business revenue to increase, remain the same or decrease in 2024?



PREVIOUS PREDICTIONS FOR INCREASED REVENUE



EXPANSION PLANS

What real estate changes are you considering in 2024?



JOBS

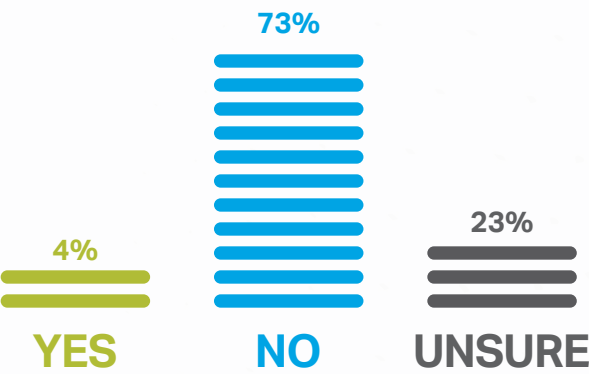
Do you anticipate hiring, reducing or maintaining your current number of employees in 2024?



4,477 JOBS
to be created or retained by TMC borrowers

REFINANCE

Do you plan to refinance in 2024?



HAS THE 504 LOAN HELPED YOUR BUSINESS?



"Low rates make our property **affordable**."
"Fixed rate has given us **stability**."
"Helped with **cash flow**."
"We are **building equity** and can offer better service."
"The building purchase has been a **game changer** for my long-term financial outlook."
"Fixed payment. Low interest rate. Payment actually lower than rent. **Best thing that happened to us.**"

\$620 MILLION
Total SBA 504 financing authorized by TMC in 2023

\$1.78 BILLION
Total project cost of TMC borrowers in 2023

This survey was conducted by TMC Financing in January of 2024. 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 2024. All rights reserved.
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