2020 Lending Impacts

$46.1MM Loans Originated 168 Businesses Funded 85% CDFI Qualified ($) 78% CDFI Qualified (#)

CLIENT PROFILE
109 New Relationships
52 Minority-Owned
57 Women-Owned
2,272 Jobs Supported

CDFI Target Markets:
We focus our loan and learning programs on underserved target markets throughout Tennessee and the Southeast with a special focus on businesses located in Qualified Investment Areas — as defined by low-income census tracts, poverty rates, and unemployment statistics — and Black-owned businesses. In these markets, we must deliver 60% of our products and services to maintain our certification and have met or exceeded that threshold since 2002.

2020 Education Impacts

15,791 Education Hours Delivered 2,051 Unique Clients Served 292 Classes Hosted 60% CDFI Qualified

CLIENT PROFILE
52% Women-Owned
42% Minority-Owned
32% Veteran-Owned

Mission Driven:
The mission of Pathway Lending is to provide lending solutions and educational programs that support the development, growth, and preservation of underserved small businesses, affordable housing, and sustainable communities.

Driven by the belief that learning is key to our clients’ long-term success, we have strategically expanded services through our Women’s Business Center (WBC) and Veterans Business Outreach Center (VBOC), developed new programs and partnerships, and invested in technology to deliver our learning programs to entrepreneurs across the region. Sustaining growth in our learning programs will remain a key focus.

2020 Education Clients by Race & Ethnicity

<table>
<thead>
<tr>
<th>Race/Ethnicity</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>American Indian or Native American</td>
<td>1.1%</td>
</tr>
<tr>
<td>Asian</td>
<td>2.2%</td>
</tr>
<tr>
<td>Black or African American</td>
<td>30.4%</td>
</tr>
<tr>
<td>Hispanic or Latino</td>
<td>7.6%</td>
</tr>
<tr>
<td>Native Hawaiian or Pacific Islander</td>
<td>0.5%</td>
</tr>
<tr>
<td>White</td>
<td>49.0%</td>
</tr>
<tr>
<td>Unknown</td>
<td>5.0%</td>
</tr>
</tbody>
</table>

2020 Loans Originated

$46,080,046

2020 Portfolio Outstanding

$138,327,075

$32.9MM Affordable Housing
$ 1.15MM Microlents
$19.7MM Energy
$56.58MM Business
$28.0MM Commercial RE

2020 Total Classes

WBC Classes 183
VBOC Classes 109
Total Classes 292

2020 Total Hours

Classroom 10,042
1-1 Coaching 5,074
Group Training 675
Total Hours 15,791

2020 Total FTE

Lending FTE 22.50
Education FTE 12.00
Other FTE 11.00
Total FTE 45.50