2020

STAKEHOLDER INSIGHTS

Pathway Lending
DEAR FRIENDS & STAKEHOLDERS,

In a year filled with uncertainty, the most important thing we did as an organization started long ago: we invested in our ability to do business. These investments in our team, infrastructure, and technology afforded us the agility the circumstances demanded this year. We shifted to a remote work environment without disruption. We also surpassed our expectations for the year across new community partnerships, financial products, and educational services to deliver:

- $46.1MM in loan originations;
- $138.2MM in loans outstanding (81.06% CDFI Qualified);
- 225 loans closings, including 109 new Pathway borrowers;
- 15,791 hours of classroom training and 1-on-1 technical assistance; and
- educational services to 2,031 unique clients.

We could not have achieved these tremendous results on our own. The outpouring of support from community partners continues to be a source of hope and inspiration. Together, we mobilized more than $4.5MM in grant support for coordinated emergency response efforts. Likewise, expanding and launching new initiatives with partners like JPMorgan & Chase, PNC Bank, and the Truist Foundation has enabled Pathway Lending to respond in innovative and meaningful ways:

- March: Mobilized listening sessions to understand the real-time needs of entrepreneurs during the first wave of COVID-related business closures.
- April: Launched COVID Emergency Response and ReStart Loan products.
- May: Undertook proactive loan deferral and technical assistance program to stabilize the outstanding loan portfolio and support the small businesses we work with to adapt to the sudden change caused by the pandemic. Our team’s great work helping clients develop new business models and financial projections provided these entrepreneurs strategies and confidence to face the uncertainties brought on by the pandemic. All of this work by our education, lending, and credit teams resulted in strong portfolio performance as evidenced by a .89% charge off rate in 2020.
- June: Launched Pathway Learning with the Docebo platform to deliver virtual and on demand education to more entrepreneurs across the Region.
- August: Began delivering small business economic recovery grants through partners like the Trust Foundation and Metropolitan Government of Nashville & Davidson County totaling over $3.75MM.

Now, as we start on the path to recovery, we seek to cultivate economic renewal in the communities we serve and to elevate the work we do to advance economic inclusion and build an equitable future. Pathway Lending is well-positioned to use our programs and initiatives to ensure no missed opportunities for entrepreneurs in our region.

This year’s Stakeholder Insights report highlights how Pathway Lending has built a strong framework, which allows our team to be agile and responsive in our work. We can deliver long-term solutions to economic disparities and also provide relief to the immediate needs of our community.

I invite you to learn more about our work, our partners and our financial stewardship. Join with us in making an impact and building resilient communities that are stronger than ever.

Sincerely,

Clint Gwin, President and CEO

Hank Helton, Executive Vice President

TOM HUNTER, CHAIRMAN
Owner, American Heritage Trees

DR. WILLIAM H. (HERB) BYRD, III, VICE CHAIRMAN
Vice President for Public Service, University of Tennessee

DAVID BEREZOV
Associate Professor of the Practice of Engineering Management, Vanderbilt University School of Engineering

JON DAVIES
Senior Vice President/Compliance Executive – Community Affairs and Contributions, Regions Financial Corporation

IVANETTA DAVIS-SAMUELS
Senior Vice President – General Counsel & Corporate Secretary, Meharry Medical College

ANDRE GIST
CEO, MIG LLC and CEO, B-G Innovative Safety Systems

CINDY HERRON
Vice President Energy Right and Renewable Solutions, Tennessee Valley Authority

HUGH QUEENER
Chief Administrative Officer, Pinnacle Financial Partners

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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 Unique Education Clients by Race & Ethnicity

2020 Loans Originated
$46,080,046

2020 Portfolio Outstanding
$138,327,075

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

2020 Total Hours
15,791

2020 Total FTE
45.50
Each year, Pathway Lending builds on its previous efforts to improve the impacts it makes in the communities it serves. Now, more than ever, we feel as though it is important to clearly communicate the impacts of our work to our network of partners, peers, and investors.

As a way to bridge the information gap between the work we do and our partners, we created the following impact section to offer more detail on the outcomes of our efforts.

In 2020, we pivoted our work to support smaller, earlier stage entrepreneurs with a wider range of capital and capacity-building needs.

### Economic Security

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td>SBA Microloans Disbursed (r)</td>
<td>32</td>
<td>29</td>
<td>37</td>
<td>32</td>
<td>25</td>
<td>155</td>
</tr>
<tr>
<td>SBA Microloans Disbursed ($)</td>
<td>$750,000</td>
<td>$131,992</td>
<td>$625,660</td>
<td>$42,000</td>
<td>$42,300</td>
<td>$2,670,952</td>
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<tr>
<td>Unique Clients 1-on-1 Coaching (r)</td>
<td>295</td>
<td>361</td>
<td>325</td>
<td>433</td>
<td>389</td>
<td>1,803</td>
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<tr>
<td>Hr of 1-on-1 Coaching Delivered (r)</td>
<td>2873.50</td>
<td>4797.26</td>
<td>4407.75</td>
<td>6795.00</td>
<td>5897.50</td>
<td>24,743</td>
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<tr>
<td>Total Businesses Assisted (r)</td>
<td>633</td>
<td>865</td>
<td>194</td>
<td>192</td>
<td>193</td>
<td>6,777</td>
</tr>
<tr>
<td>Business Education Classes Hosted (r)</td>
<td>152</td>
<td>187</td>
<td>221</td>
<td>231</td>
<td>243</td>
<td>1,074</td>
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### Target Beneficiaries

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<tr>
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<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td>Loans to Low-Income Populations (r)</td>
<td>45</td>
<td>32</td>
<td>32</td>
<td>43</td>
<td>20</td>
<td>172</td>
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<tr>
<td>Loans to Low-Income Populations ($)</td>
<td>$10,526,304</td>
<td>$2,499,592</td>
<td>$6,465,999</td>
<td>$4,088,656</td>
<td>$3,724,899</td>
<td>$27,305,450</td>
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<tr>
<td>Loans to People of Color (r)</td>
<td>37</td>
<td>25</td>
<td>36</td>
<td>31</td>
<td>73</td>
<td>202</td>
</tr>
<tr>
<td>Loans to People of Color ($)</td>
<td>$4,038,902</td>
<td>$2,586,800</td>
<td>$3,014,544</td>
<td>$2,731,276</td>
<td>$6,705,354</td>
<td>$19,077,476</td>
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<tr>
<td>Loans to Women (r)</td>
<td>42</td>
<td>50</td>
<td>45</td>
<td>44</td>
<td>74</td>
<td>295</td>
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<tr>
<td>Loans to Women ($)</td>
<td>$6,551,730</td>
<td>$6,708,783</td>
<td>$11,440,136</td>
<td>$8,116,723</td>
<td>$6,856,805</td>
<td>$39,675,777</td>
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<tr>
<td>Loans to Veterans (r)</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
<td>10</td>
<td>9</td>
<td>19</td>
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<tr>
<td>Loans to Veterans ($)</td>
<td>n/a</td>
<td>n/a</td>
<td>n/a</td>
<td>$802,468</td>
<td>$1,457,000</td>
<td>$2,277,488</td>
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<tr>
<td>Loans in Non-Metropolitan Areas (r)</td>
<td>15</td>
<td>20</td>
<td>15</td>
<td>14</td>
<td>23</td>
<td>87</td>
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<tr>
<td>Loans in Non-Metropolitan Areas ($)</td>
<td>$4,897,100</td>
<td>$5,403,928</td>
<td>$5,037,674</td>
<td>$3,104,738</td>
<td>$8,284,345</td>
<td>$24,918,385</td>
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### Affordable Housing

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<tr>
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<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td>Loans to Developers (r)</td>
<td>1</td>
<td>2</td>
<td>0</td>
<td>3</td>
<td>16</td>
<td>22</td>
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<tr>
<td>Loans to Developers ($)</td>
<td>$3,400,000</td>
<td>$11,660,823</td>
<td>$0</td>
<td>$170,000</td>
<td>$18,816,780</td>
<td>$41,577,603</td>
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<td>Units Created/Preserved (r)</td>
<td>195</td>
<td>379</td>
<td>0</td>
<td>112</td>
<td>505</td>
<td>1,111</td>
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<tr>
<td>Beneficiaries Served (r)</td>
<td>725</td>
<td>831</td>
<td>0</td>
<td>383</td>
<td>1,868</td>
<td>3,802</td>
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### Environment

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
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<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Energy Efficiency &amp; Renewable Energy Loans (r)</td>
<td>36</td>
<td>30</td>
<td>30</td>
<td>43</td>
<td>20</td>
<td>159</td>
</tr>
<tr>
<td>kWh Generated &amp; Conserved (r)</td>
<td>8,018,834</td>
<td>7,818,834</td>
<td>12,433,726</td>
<td>13,186,289</td>
<td>3,529,579</td>
<td>43,006,972</td>
</tr>
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<td>Annual Energy Cost Savings ($)</td>
<td>$8,275,935</td>
<td>$660,853</td>
<td>$1,363,028</td>
<td>$1,426,586</td>
<td>$383,328</td>
<td>$4,662,370</td>
</tr>
</tbody>
</table>

### Community Facilities

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Community Facility Loans Disbursed (r)</td>
<td>16</td>
<td>7</td>
<td>18</td>
<td>19</td>
<td>10</td>
<td>70</td>
</tr>
<tr>
<td>Community Facility Loans Disbursed ($)</td>
<td>$4,185,500</td>
<td>$1,455,468</td>
<td>$4,663,574</td>
<td>$6,522,750</td>
<td>$2,092,132</td>
<td>$19,649,424</td>
</tr>
<tr>
<td>Student Seats at Closing (r)</td>
<td>2,999</td>
<td>2,580</td>
<td>10,699</td>
<td>5,887</td>
<td>972</td>
<td>23,136</td>
</tr>
<tr>
<td>Childcare Seats at Closing (r)</td>
<td>129</td>
<td>50</td>
<td>0</td>
<td>95</td>
<td>99</td>
<td>373</td>
</tr>
<tr>
<td>Healthcare Seats at Closing (r)</td>
<td>33,000</td>
<td>3,100</td>
<td>18,800</td>
<td>4,979</td>
<td>18,369</td>
<td>78,048</td>
</tr>
<tr>
<td>Commercial RE Developed/Renovated (SQ FT)</td>
<td>166,194</td>
<td>32,854</td>
<td>333,920</td>
<td>395,937</td>
<td>120,475</td>
<td>1,061,380</td>
</tr>
</tbody>
</table>
The Tennessee Small Business Jobs Opportunity Fund (SBJOF) is a public-private collaboration between the State of Tennessee, private financial institutions, and Pathway Lending that offers loans up to $3.0MM statewide with an emphasis on business expansion.

**Geographies Served: Statewide Tennessee**

The SBJOF has provided a much needed source of capital for businesses across the state during the economic expansion of the last 10 years. Since 2019, capital constraints and the initial impacts of the COVID-19 pandemic significantly reduced annual loan originations. As businesses recover from this pandemic and undertake growth activities at scale, we anticipate strong demand for financing.

The SBJOF is a priority investment need for 2021.

**Client Profile: CDFI Priority Markets**

- **63%** Low-to-Moderate Income
- **39%** Woman-Owned Businesses
- **27%** Minority-Owned Businesses

**Loan Portfolio: Year-End Outstandings**

The TN SBJOF has provided a much needed source of capital for businesses across the state during the economic expansion of the last 10 years. Since 2019, capital constraints and the initial impacts of the COVID-19 pandemic significantly reduced annual loan originations. As businesses recover from this pandemic and undertake growth activities at scale, we anticipate strong demand for financing.

The TN SBJOF is a priority investment need for 2021.
The TN ROF was initially capitalized with $10 million of private bank capital and expanded in 2017 with a new grant from the State of Tennessee’s Department of Economic and Community Development. The new expansion supports lending in the same target markets with a focus on Disadvantaged Business Enterprises (DBE) and underserved and underrepresented populations in at-risk and distressed counties.

**Client Profile: CDFI Priority Markets**
- 55% Low-to-Moderate Income
- 37% Woman-Owned Businesses
- 14% Minority-Owned Businesses

**Loan Portfolio: Year-End Outstandings**
The TN ROF was initially capitalized with $10 million of private bank capital and expanded in 2017 with a new grant from the State of Tennessee’s Department of Economic and Community Development. The new expansion supports lending in the same target markets with a focus on Disadvantaged Business Enterprises (DBE) and underserved and underrepresented populations in at-risk and distressed counties.

**Deployment Ratio:** 74%

**Deployed & Committed Ratio:** 86%

**Total Loan Capital:** $23.6MM

**FUND CAPITALIZATION**
- **Banks:** $11,350,000
- **Grants:** $16,055,000
- **Total Fund Capital:** $27,405,000
- **Historic Stakeholders:** 23

**Geographies Served:** 92 Rural Counties
Formed in collaboration with the State of Tennessee and Member Banks of the Tennessee Bankers Association, this perpetual revolving loan fund provides capital to small, disadvantaged, and early stage businesses located in Tennessee’s 92 rural counties (excludes Davidson, Knox, and Shelby Counties).
Since its inception, KCTJF has provided loans to growing technology-based small businesses and underserved small businesses with a focus on creating jobs in the region.

**Loan Portfolio: Year-End Outstandings**

Since its inception, KCTJF has provided loans to growing technology-based small businesses and underserved small businesses with a focus on creating jobs in the region.

**HISTORIC LOAN IMPACTS**

$12.3MM

Loans Originated

71

Businesses Funded

**Client Profile: CDFI Priority Markets**

64% Low-to-Moderate Income

38% Woman-Owned Businesses

19% Minority-Owned Businesses

**Geographies Served: Knox County Metro Area**

Created in collaboration with Knox County in 2004, this fund provides loans to small businesses and technology companies in East Tennessee, including Anderson, Blount, Campbell, Claiborne, Cocke, Grainger, Jefferson, Knox, Loudon, Monroe, Morgan, Roane, Sevier, Scott, and Union Counties.

**FUND CAPITALIZATION**

**BANKS**

$4,280,000

**GRANTS**

$0

**TOTAL FUND CAPITAL**

$4,280,000

**OTHER STAKEHOLDERS**

$394,286

**HISTORIC STAKEHOLDERS**

4
NASHVILLE OPPORTUNITY FUND

NOF

EST. 2000

HISTORIC LOAN IMPACTS

$23.1MM
Loans Originated

161
Businesses Funded

Geographies Served: Davidson County

In partnership with the Metropolitan Development Housing Agency (MDHA), this fund addresses the financing needs of underfunded small businesses and underserved commercial corridors throughout Davidson County.

Client Profile: CDFI Priority Markets

70%
Low-to-Moderate Income

41%
Woman-Owned Businesses

31%
Minority-Owned Businesses

Loan Portfolio: Year-End Outstandings

With a focus on designated pockets of poverty in Nashville’s urban core, NOF is close to fully deployed with loans supporting small businesses located in commercial corridors throughout Davidson County.

FUND CAPITALIZATION

BANKS
$10,500,000

GRANTS
$165,000

TOTAL FUND CAPITAL
$10,665,000

OTHER STAKEHOLDERS
$0

82%
Deployment Ratio

89%
Deployed & Committed Ratio

$9.5MM
Loans Outstanding & Committed

HISTORIC STAKEHOLDERS

6

NOF: Loans Originated By Year

NOF: Loans Outstanding

2016 2017 2018 2019 2020

$0MM $2.5MM $5MM $7.5MM $10MM

A focus on designated pockets of poverty in Nashville's urban core, NOF is close to fully deployed with loans supporting small businesses located in commercial corridors throughout Davidson County.
Geographies Served: Memphis Metro Area
In collaboration with Epicenter Memphis and three financial institutions, this fund provides responsible loan capital and technical training to the small businesses in Shelby, Fayette, and Tipton Counties in Tennessee; Tunica, DeSoto, Tate, Marshall, and Benton Counties in Mississippi; and Crittenden County in Arkansas.

Client Profile: CDFI Priority Markets
57% Low-to-Moderate Income
40% Woman-Owned Businesses
79% Minority-Owned Businesses

Loan Portfolio: Year-End Outstandings
MSBOF connects business owners with funding to help scale their businesses. Working in collaboration with Epicenter and its local network of entrepreneurial partners, the fund has been particularly successful deploying capital and serving as a source of affordable, flexible funding for area Black-owned businesses with growth opportunities.

35% Deployment Ratio
48% Deployed & Committed Ratio
$7.3MM Loans Outstanding & Committed

FUND CAPITALIZATION
$15,172,000 BANKS
$0 GRANTS
$15,172,000 TOTAL FUND CAPITAL
$600,000 OTHER STAKEHOLDERS

HISTORIC STAKEHOLDERS
3
In response to a dramatic increase in demand in 2020, Pathway extended $18.82 million in multifamily loans to create or preserve 502 affordable rental units in 10 Tennessee counties. Unlike prior years, loans primarily financed emerging developers producing non-incentivized naturally occurring affordable housing in outlying counties. With Tennessee’s supply of affordable housing ranked 34th nationally, we expect sustained high demand.

The TN AMLF is a priority investment need for 2021.
Every business’s issues are completely specific to them, and the topics will change over time. Prioritizing issues gives us a moment to pause and consider opportunities for improvement, determine how to implement new programming, and build trust with our stakeholders. A wide range of operational topics are meaningful to us, but for this report, we’ll continue to focus on the six issues deemed very high in importance to both internal and external constituencies.

**COVID-19 Response**
In 2020, our primary focus was to be a “financial first responder” in the COVID crisis—leveraging resources, listening to community needs and assisting small businesses, non-profits, and individuals impacted by COVID-19 with a range of new products and services.

**Place-Based Approach**
Strong partnerships matter when we consider the depth and breadth of need in the communities we serve. In 2020, we focused on these foundational relationships as part of a place-based strategy to best serve markets like Memphis, Chattanooga and those impacted by natural disasters.

**Portfolio Management**
Gathering and analyzing real-time data on our active loan portfolio was critical to our growth activities in 2020. We improved internal systems and processes to manage relationships, collect key data points, and understand trends within our portfolio.

**Technology Infrastructure & Data Security**
As Pathway has grown, so too has our use of technology to drive our business. In 2020, we maintained our focus on mapping systems, implementing new technology platforms to improve user experience, and implementing process improvements, which resulted in stronger networks and integrity.

**Grant Administrator**
Investments in technology and a community focus opened the door to a new role during COVID-19 - that of a grant administrator. We quickly pivoted our business model to deliver resources to small businesses, live music venues and arts nonprofits impacted by the pandemic.

**Pathway Learning - LMS**
Education remains a core pillar of our work. The launch of Pathway Learning, an online education delivery system, allowed our team to reach entrepreneurs in communities across the region with virtual classroom training and self-paced, on-demand educational modules.
**Audited Financial Statement**

**INCOME STATEMENT**

<table>
<thead>
<tr>
<th>2020</th>
<th>2019</th>
<th>$ Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUE</strong></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Interest Income Deposits</td>
<td>$350,496</td>
<td></td>
<td>88.64%</td>
</tr>
<tr>
<td>Interest Income Loans</td>
<td>$7,039,240</td>
<td>$6,311,698</td>
<td>12.02%</td>
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<tr>
<td>Interest Income Deposits</td>
<td>$350,496</td>
<td></td>
<td>88.64%</td>
</tr>
<tr>
<td>Interest Income Loans</td>
<td>$7,039,240</td>
<td>$6,311,698</td>
<td>12.02%</td>
</tr>
<tr>
<td>Other Support Expenses</td>
<td>$10,059,630</td>
<td>$7,273,607</td>
<td>37.32%</td>
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<tr>
<td>Professional Services</td>
<td>$132,556</td>
<td>$90,662</td>
<td>46.32%</td>
</tr>
<tr>
<td>Salaries and Benefits</td>
<td>$1,761,584</td>
<td>$1,627,716</td>
<td>8.00%</td>
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<tr>
<td>Total Program Services Expenses</td>
<td>$15,324,380</td>
<td>$11,191,083</td>
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<tr>
<td><strong>PROGRAM SERVICES &amp; FUNDRAISING EXPENSES</strong></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Salaries and Benefits</td>
<td>$5,247,524</td>
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<td>Professional Services</td>
<td>$585,051</td>
<td>$522,167</td>
<td>11.65%</td>
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<tr>
<td>Travel</td>
<td>$14,129</td>
<td>$12,404</td>
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<td>Marketing</td>
<td>$2,587</td>
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<td>Other Program Expenses</td>
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<td>$13,109,996</td>
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<td><strong>TOTAL PROGRAM SERVICES EXPENSES</strong></td>
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<td>$6,794,665</td>
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<td><strong>SUPPORT SERVICES EXPENSES</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Salaries and Benefits</td>
<td>$616,794</td>
<td>$597,175</td>
<td>3.32%</td>
</tr>
<tr>
<td>Professional Services</td>
<td>$40,305</td>
<td>$12,057</td>
<td>237.62%</td>
</tr>
<tr>
<td>Other Support Expenses</td>
<td>$104,884</td>
<td>$140,378</td>
<td>-24.49%</td>
</tr>
<tr>
<td>Depreciation</td>
<td>$37,707</td>
<td>$30,296</td>
<td>24.49%</td>
</tr>
<tr>
<td><strong>TOTAL SUPPORT SERVICES EXPENSES</strong></td>
<td>$180,869</td>
<td>$799,906</td>
<td>-77.17%</td>
</tr>
<tr>
<td><strong>NET OPERATING EXPENSE</strong></td>
<td>$13,143,237</td>
<td>$5,994,769</td>
<td>116.67%</td>
</tr>
<tr>
<td><strong>NET INCOME AFTER PROVISION FOR LOSS</strong></td>
<td>$3,821,512</td>
<td>$2,275,000</td>
<td>70.63%</td>
</tr>
</tbody>
</table>

**RATIOS (as of 12/31/20)**

- Net Assets/Total Assets: 17.20%
- Allowance for Loan Losses/Total Loans: 6.84%
- Delinquency > 90 days: 0
- Net Loan Losses/Outstanding Loans: 1.79%
- Earnings Income/Program Expense: 107.94%
- Staffing Level: 45.5%
- Depreciation: 2.01%

**$348.6 million**

1.69% historic loan loss rate

**2020 FINANCIALS**

**2020 PERCENTAGE ASSETS**

**2020 BALANCE SHEET**

**LIABILITIES**

- Accounts Payable: $213,064
- Interest Payable: $3,821,512
- Lines of Credit Payable: $789,159
- Mortgage Payable: $2,142,273
- Other Payable: $257,090
- Notes Payable (Program Borrowings): $179,953
- Notes Payable (Program EQ2): $373,928
- Other Deferred Revenue: $1,122,295
- Other Liabilities: $1,122,295
- **TOTAL LIABILITIES**: $1,761,584

**NET ASSETS**

- Without Donor Restrictions: $9,474,717
- With Donor Restrictions: $8,026,446
- **TOTAL NET ASSETS**: $17,501,163

**TOTAL LIABILITIES AND NET ASSETS**

- $19,092,663

**INCOME STATEMENT**

- **2020**
- **2019**
- **$ Change**
- **% Change**

**REVENUE**

- Interest Income Loans: $7,039,240
- Interest Income Deposits: $350,496
- Other Support Expenses: $10,059,630
- Salaries and Benefits: $1,761,584

**PROGRAM SERVICES & FUNDRAISING EXPENSES**

- Salaries and Benefits: $5,247,524
- Professional Services: $585,051
- Travel: $14,129
- Marketing: $2,587
- Occupancy: $104,226

**SUPPORT SERVICES EXPENSES**

- Salaries and Benefits: $616,794
- Professional Services: $40,305
- Other Support Expenses: $104,884
- Depreciation: $37,707

**TOTAL OPERATING EXPENSE**

- $13,143,237

**NET INCOME AFTER PROVISION FOR LOSS**

- $3,821,512
**PATHWAY LENDING BOARD OF DIRECTORS**

**IVANETTA DAVIS-SAMUELS | 2016**
- Senior VP - General Counsel Meharry Medical College
- Nashville Ballet; YWCA; Metro Nashville Arts Commission; Metro Parks & Recreation Board; Metro Nashville Study & Formulating Committee 
- University School of Nashville

**HERB BYRD | 2016**
- VP for Public Service, University of Tennessee
- Teenage Christian Camp; Hillbrook Christian Association; Tennessee Center for Performance Excellence

**DAVE BEREZOV | 2010**
- Associate Professor, Vanderbilt University School of Engineering

**TOM HUNTER | 2015**
- President: American Heritage Trees Appalachian Regional Commission (retired)

**CINDY HERRON | 2014**
- Director, Energy Efficiency & Demand Response - TVA

**HUGH QUEENER | 2007**
- EVP & CAO, Pinnacle Financial Partners
- Habitat for Humanity; Middle TN Council Board of Trustees for Hiwassee College (Madisonville, TN)

**JON DAVIES | 2016**
- Compliance Executive - CMS, CRA & HMDA, Regions Bank
- HICA (Hispanic Interest Coalition of Alabama); Operation Hope - Hope Inside Advisory Board

**ANDRE GIST | 2016**
- CEO, MIG LLC and CEO, B-G Innovative Safety Systems
- TN Automotive Manufacturer’s Association; NAACP; TheCO

**HERB BYRD | 2016**
- VP for Public Service, University of Tennessee
- Teenage Christian Camp; Hillbrook Christian Association; Tennessee Center for Performance Excellence

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Thank you to all of the organizations that have shown their commitment to communities in Tennessee and in Alabama, Kentucky and Mississippi by partnering with Pathway Lending. We are grateful for your support.

**FOUNDATIONS & PUBLIC STAKEHOLDERS:**
- Alabama Department of Economic & Community Affairs
- Appalachian Regional Commission
- Association of Women’s Business Centers
- Bank of America Charitable Foundation
- Community Development Financial Institutions Fund (US Department of Treasury)
- Epicenter Memphis
- Foundation For The Carolinas (Bank of America)
- Joe C. Davis Foundation
- JPMorgan Chase Foundation
- Metropolitan Development & Housing Agency (Nashville, TN)
- Metropolitan Government of Nashville & Davidson County
- PNC Bank
- Regions Bank CDC
- Regions Foundation
- Tennessee Bankers Association
- Tennessee Department of Economic & Community Development
- Tennessee Department of Environment & Conservation
- Tennessee Department of Revenue
- Tennessee Department of Treasury Small and Minority-Owned Business Assistance Program
- Tennessee Housing Development Agency
- Tennessee Valley Authority
- Truist Foundation
- United Way of Metropolitan Nashville
- University of Tennessee
- US Department of Agriculture
- US Small Business Administration
- Wells Fargo Foundation
- The Women’s Fund – Community Foundation of Middle TN

**PRIVATE STAKEHOLDERS:**
- Appalachian Community Capital
- Andrew Johnson Bank
- Bank of America
- BBVA/Compass
- CapStar Bank
- CB&S Bank
- Centennial Bank
- Citizens Bank (Carthage)
- Citizens Bank (Elizabethton)
- City National Bank
- Commercial Bank and Trust
- Decatur County Bank
- F&M Bank (Clarksville)
- Fifth Third Bank
- First Citizens National Bank
- First Community Bank of East TN
- First Horizon
- FirstBank
- Fourth Capital
- INSBANK
- Legends Bank
- Macon Bank and Trust Company
- McKenzie Banking Company
- Paragon Bank
- Peoples Bank
- Pinnacle Bank
- Regions Bank
- Reliant Bank
- Renasant Bank
- Security Bank and Trust Company
- Simmons Bank
- Synovus Bank
- Tennessee State Bank
- TriStar Bank
- Truist Bank
- Truxton Trust
- US Bank
- Wells Fargo Bank
- Wilson Bank & Trust
- Woodforest National Bank