

# The Solomon Hess SBA Loan Fund

Fact Sheet 1Q 2024

## INVESTMENT DETAILS

as of March 31, 2024

|                          |  |
|--------------------------|--|
| Inception Date           | December 2004  |
| Assets                   | \$844 million  |
| Investors                | Over 125 nationwide  |
| Min. Investment          | \$2,000,000  |
| Liquidity                | Monthly with 30 days' notice   |
| Asset Class              | Primarily the federally guaranteed portion of floating-rate SBA 7(a) loans |
| Preferred Return Q2 2024 | 5.95% annualized net of all fees and expenses                              |
| Management Fee           | 0.60%  |
| Target Region Fee        | 0.10%  |

## PORTFOLIO CHARACTERISTICS

as of March 31, 2024

|  |         |
|--|---------|
| # Bond Issues                            | 2,313   |
| Weighted Average Coupon                  | 8.30%   |
| Weighted Average Maturity (years)        | 14.92   |
| Effective Duration (years)               | 0.42    |
| Weighted Average Life (years, at 12 CPR) | 4.6     |
| Average Loan Size                        | 568,837 |

## PORTFOLIO COMPOSITION

as of March 31, 2024

|                             |       |
|-----------------------------|-------|
| Interest-Only Securities    | 4.3%  |
| SBA 7(a) Pools              | 43.7% |
| SBA & USDA Guaranteed Loans | 48.9% |
| Cash and Other              | 3.2%  |

## PORTFOLIO MANAGER

### Mike Fallon

Chief Investment Officer  
Since 2012

The **SBA Loan Fund** is a Community Reinvestment Act (CRA)-eligible open-ended Community Development investment fund. The Fund seeks to provide current income consistent with the returns available in adjustable-rate government guaranteed financial products by investing in Community Development loans guaranteed by the Small Business Administration (SBA). Community Development loans are loans to small businesses located in low- and moderate-income areas or that employ low- and moderate-income persons.



## Why Invest?

### HIGH, TARGETED CRA-ELIGIBLE IMPACT

Investors are able to identify specific target areas. Investment in the Fund can be counted for either **Community Development Lending Test or Investment Test Credit for CRA**.

### "SHOW ME" INSTEAD OF "TRUST ME"

CRA-qualified loans in targeted assessment areas shown to investors **before capital is called**.

### HIGH CREDIT QUALITY ASSETS

Primary asset class is **explicitly guaranteed** by the SBA and variable rate. The Fund comprises over 1,000 Community Development loans in 47 states.

### CUSTOMIZED REPORTING

Customized impact report detailing jobs and Community Development loans supported by investor capital provided "on demand" basis. Also provided are quarterly reports on the financial performance of the Fund.

## Fund Impact as of March 31, 2024

|   |  |  |  |  |
|---|--|--|--|--|
| <b>79,816</b><br>Total jobs created/<br>retained since<br>inception | <b>5,347</b><br>Total small<br>business<br>loans invested<br>in since<br>inception | <b>\$3.1B</b><br>Total amount<br>invested since<br>inception | <b>19,232</b><br>Total jobs<br>created/<br>retained<br>in current<br>portfolio | <b>1,244</b><br>Total small<br>business<br>loans invested<br>in current<br>portfolio |
|---|--|--|--|--|

## Loans in Current Portfolio as of March 31, 2024



**1,112**

Located in LMI and/or distressed communities



**230**

Businesses that are minority owned



**305**

Businesses that are woman owned



**96**

Originated by mission-driven lenders or CDFIs



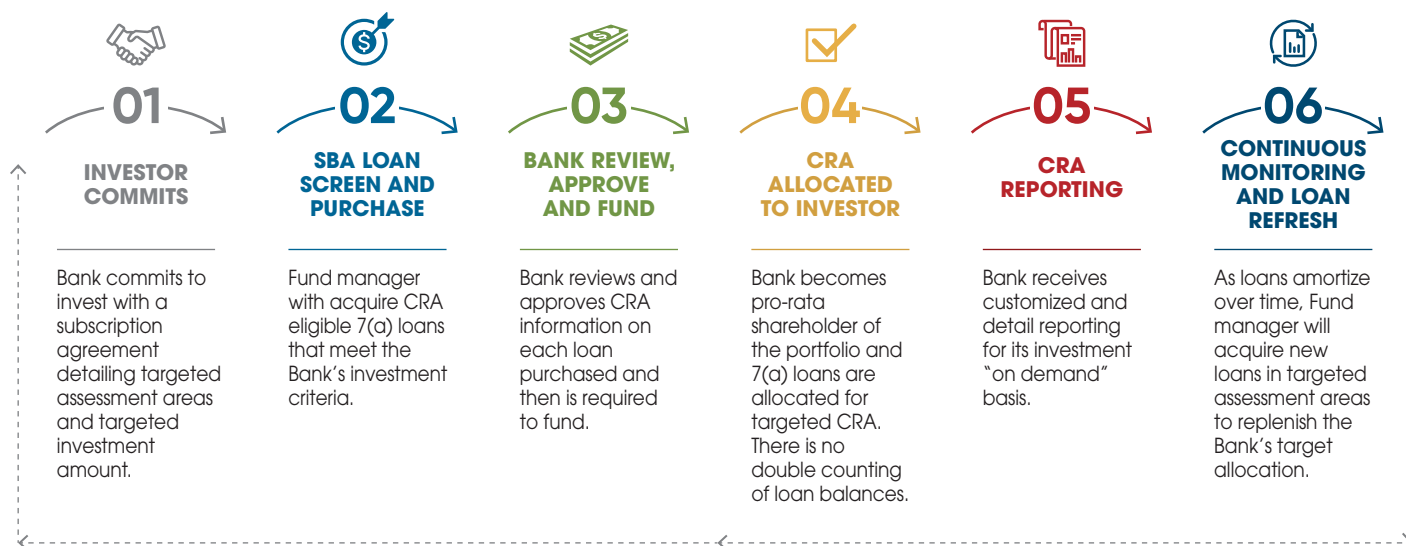
**27**

Businesses that are Veteran-owned

**HISTORICAL PREFERRED RETURN** (Annualized and NET of all fees and expenses)

|    | 2012  | 2013  | 2014  | 2015  | 2016   | 2017  | 2018  | 2019  | 2020  | 2021  | 2022  | 2023  | 2024  |
|----|-------|-------|-------|-------|--------|-------|-------|-------|-------|-------|-------|-------|-------|
| Q1 | 2.00% | 1.50% | 1.75% | 1.25% | 1.25%  | 1.75% | 2.35% | 3.00% | 2.40% | 1.00% | 1.00% | 5.25% | 5.95% |
| Q2 | 1.75% | 1.50% | 1.75% | 1.25% | 1.375% | 2.00% | 2.50% | 3.00% | 0.90% | 1.00% | 1.25% | 5.65% | 5.95% |
| Q3 | 1.75% | 1.50% | 1.25% | 1.25% | 1.50%  | 2.25% | 2.65% | 3.00% | 0.90% | 1.00% | 2.50% | 5.80% |       |
| Q4 | 1.75% | 1.75% | 1.25% | 1.25% | 1.50%  | 2.25% | 2.75% | 2.65% | 0.90% | 1.00% | 4.00% | 5.95% |       |

**INVESTMENT PROCESS**



**ABOUT SOLOMON HESS**

Solomon Hess Capital Management (Solomon Hess) is an alternative asset manager specializing in fixed income investing. Our mission is to provide investors with community and economic development-focused investment funds that generate both risk-adjusted returns and positive, quantifiable impact. Founded in 2004 and located in Falls Church, Virginia, Solomon Hess has over \$900 million of assets under management. Solomon Hess is Fund Manager to the SBA Loan Fund. Other investment opportunities with Solomon Hess include investing in our Absolute Return strategy fund. We offer our strategies as funds or separate accounts.

**CONTACT**

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The Moody’s rating is current and assesses only the credit quality of Solomon Hess SBA Loan Fund LLC, but not other market risks. This rating is subject to change at any time. For more information about Moody’s rating methodology used in this rating/analysis please visit [www.moodys.com](http://www.moodys.com) for a copy of this methodology. Solomon Hess directly compensated Moody’s for this third-party rating. The AERIS Impact Assessment Certification was released in August 2019 and has an assessment date of December 31, 2019. For a copy of this report, please visit [www.solomonhess.com](http://www.solomonhess.com).

The opinions expressed in this fact sheet are those of the Fund Manager. The Fund is only available to “Qualified Purchasers” as defined for the purposes of Section 2(a) (51) of the Investment Company Act of 1940. The Fund has not been approved by any regulatory agency. Past Performance is no guarantee of future results and future returns are not guaranteed. While every investor has earned positive CRA consideration from their regulator thus far, this is no guarantee of future results and future exam results are not guaranteed. Prospective investors should consult with their respective regulator and counsel prior to investing.