



**SBA NAICS and
Franchise Report
(SAMPLE)**

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Report Overview

This report, conducted by Lumos Data, provides an in-depth analysis of loan performance by industry and franchise* related to the Small Business Administration (SBA) 7(a) and 504 loan programs. The analysis draws upon information gathered from publicly accessible sources and responses to requests under the Freedom of Information Act (FOIA). The aim of this comprehensive report is to highlight the dynamics of SBA loan performance across varied industries and franchises.

The data analyzed in this report includes approved, non-cancelled SBA 7(a) and 504 loans from the past ten years, as well as the current fiscal year, respective to the report date. This data was processed and standardized to provide a complete and accurate understanding of trends and patterns in SBA loan performance.

In the report, we analyze SBA loan performance across both industries and franchises. We employed the 2022 NAICS (North American Industry Classification System) 6-digit industry codes to standardize industry data, thereby accounting for any variations in industry classification systems by the SBA over the years. This approach ensures that all historical loans are evaluated under a consistent, unified framework, providing a more holistic view of industry performance.

Similarly, for franchises, we standardized data by mapping available franchise brands to the SBA Franchise Identifier Code, which is maintained in the SBA Franchise Directory. This methodology accommodates for any shifts in franchise classification systems by the SBA over time and ensures all historical franchise loans are evaluated under the same criterion.

The report evaluates each industry and franchise across 8 quantitative metrics. These metrics, which are defined in the following Data Dictionary section, are updated regularly every quarter (unless otherwise specified) to maintain current relevancy. By investigating these metrics, lenders can glean insightful patterns of loan repayment, default rates, charge-off rates, and potential losses. This information aids financial institutions to make safe, sound, and profitable decisions for their loan portfolios.

Key Terms:

- **Annualized:** convert a rate to an annual basis
- **Charge-Off:** gross amount of a loan that is written off as a loss. The gross amount includes the guaranteed and non-guaranteed portion of the loan for SBA 7(a) and the guaranteed CDC portion of the loan for SBA 504. The charge-off date and amount is determined based on the SBA's determination of charge-off which may not align with the date the financial institution charged-off the loan.
- **Default:** determined by the date the loan was reported to be in default to the SBA. The loan is in default, generally, if the loan is greater than 60 days past due without the prospect to bring the loan current, the borrower has filed for bankruptcy protection, or the lender accelerates the loan due to a default on the loan.
- **Prepaid:** voluntarily paid off in advance of the loan's contractual maturity date

** On May 11, 2023, the SBA discontinued the SBA Franchise Directory. In response to these changes, Lumos Data has developed a proprietary matching algorithm to ensure ongoing reporting on SBA franchise performance.*

Metric Dictionary

1. **3 Year Loan Approval Amount:** The total gross approval amount of loans approved in the last 3 years respective to the report date. It is calculated by summing the gross approval amounts of loans approved in the last 3 years respective to the report date. The gross approval amount for SBA 504 includes both the lender and CDC portions of the loan.
2. **3 Year Number of Loans Approved:** The total number of loans approved in the last 3 years respective to the report date. It is calculated by counting the distinct loan numbers for loans approved in the last 3 years respective to the report date.
3. **10 Year Loans Paid in Full:** This metric indicates the percentage of loans that have been paid in full at any point in the last 10 years respective to the report date. It is calculated by dividing the number of loans paid in full by the total number of loans in the last 10 years respective to the report date.
4. **Percent Prepaid in First 5 Years:** This measure represents the percentage of loans that were prepaid in the first 5 years from origination at any point in the last 10 years respective to the report date. It is calculated by dividing the number of loans that were voluntarily paid off within 60 months from origination by the total number of loans approved in the last 10 years respective to the report date.
5. **10 Year Cumulative Charge Offs by \$ of Loans:** This measure shows the percentage of dollars charged-off relative to the gross approval amount of loans that were active in the last 10 years respective to the report date. It is calculated by dividing the total gross charge-off amount by the total gross approval amount of loans that were active in the last 10 years respective to the report date. The charge-off amount and gross approval amount for SBA 504 represents only the guaranteed CDC portion of the loan.
6. **10 Year Annualized Charge Offs by \$ of Loans:** The annualized Charge-Off Rate by Gross Amount of Loans that were active in the last 10 years respective to the report date. The charge-off rate for SBA 504 represents only the guaranteed CDC portion of the loan. It is calculated using the following formula:

$$1 - \left(1 - \frac{\text{Gross Charge Off Amount}}{\text{Total Gross Loan Amount} * \text{Number of Active Loan Months}} \right)^{12}$$

7. **10 Year Cumulative Defaults:** This metric shows the percentage of loans that have defaulted in the last 10 years respective to the report date. It is calculated by dividing the number of loans that have defaulted by the total number of loans that were active in the last 10 years respective to the report date.
8. **10 Year Annualized Defaults:** The annualized Cumulative Defaults (%) that were active in the last 10 years respective to the report date. It is calculated using the following formula:

$$1 - \left(1 - \frac{\text{Number of Defaults}}{\text{Number of Active Loan Months}} \right)^{12}$$



SBA 7(a) NAICS Report

| NAICS Code | NAICS Name | 3 Year Loan Approval Amount | 3 Year Number of Loans Approved | 10 Year Loans Paid in Full | Percent Prepaid in First 5 Years | 10 Year Cumulative Charge Offs by \$ of Loans | 10 Year Annualized Charge Offs by \$ of Loans | 10 Year Cumulative Defaults | 10 Year Annualized Defaults |
|------------|---|-----------------------------|---------------------------------|----------------------------|----------------------------------|---|---|-----------------------------|-----------------------------|
| 111110 | Soybean Farming | \$7.4M | 12 | 64.0% | 33.67% | 1.62% | 0.66% | 2.86% | 0.98% |
| 111120 | Oilseed (except Soybean) Farming | \$0.5M | 2 | 33.3% | 44.44% | 0.00% | 0.00% | 16.67% | 5.20% |
| 111130 | Dry Pea and Bean Farming | \$0.0M | 0 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| 111140 | Wheat Farming | \$0.5M | 3 | 58.3% | 31.73% | 6.67% | 1.27% | 0.00% | 0.00% |
| 111150 | Corn Farming | \$11.0M | 25 | 54.0% | 26.92% | 0.00% | 0.00% | 1.39% | 0.41% |
| 111160 | Rice Farming | \$0.0M | 0 | 100.0% | 50.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| 111191 | Oilseed and Grain Combination Farming | \$12.9M | 12 | 63.0% | 40.00% | 0.00% | 0.00% | 3.70% | 1.29% |
| 111199 | All Other Grain Farming | \$9.3M | 29 | 45.5% | 26.67% | 0.12% | 0.04% | 10.14% | 3.37% |
| 111211 | Potato Farming | \$15.3M | 7 | 57.9% | 30.00% | 0.00% | 0.00% | 5.56% | 1.86% |
| 111219 | Other Vegetable (except Potato) and Melon Farming | \$10.3M | 31 | 48.0% | 26.97% | 5.81% | 1.35% | 19.33% | 6.17% |
| 111310 | Orange Groves | \$0.0M | 0 | 50.0% | 50.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| 111320 | Citrus (except Orange) Groves | \$0.7M | 2 | 50.0% | 37.50% | 3.87% | 1.00% | 11.11% | 2.61% |
| 111331 | Apple Orchards | \$1.0M | 1 | 70.6% | 44.44% | 0.07% | 0.02% | 4.55% | 1.05% |
| 111332 | Grape Vineyards | \$8.7M | 15 | 37.2% | 35.44% | 0.00% | 0.00% | 2.08% | 0.56% |
| 111333 | Strawberry Farming | \$0.0M | 1 | 50.0% | 14.29% | 0.00% | 0.00% | 0.00% | 0.00% |
| 111334 | Berry (except Strawberry) Farming | \$17.9M | 13 | 36.8% | 21.21% | 2.15% | 0.55% | 12.00% | 3.14% |

SBA 504 NAICS Report

| NAICS Code | NAICS Name | 3 Year Loan Approval Amount | 3 Year Number of Loans Approved | 10 Year Loans Paid in Full | Percent Prepaid in First 5 Years | 10 Year Cumulative Charge Offs by \$ of Loans | 10 Year Annualized Charge Offs by \$ of Loans | 10 Year Cumulative Defaults | 10 Year Annualized Defaults |
|------------|---|-----------------------------|---------------------------------|----------------------------|----------------------------------|---|---|-----------------------------|-----------------------------|
| 111110 | Soybean Farming | \$0.5M | 1 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| 111150 | Corn Farming | \$3.7M | 2 | 0.0% | 20.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| 111160 | Rice Farming | \$1.6M | 1 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| 111191 | Oilseed and Grain Combination Farming | \$7.8M | 2 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| 111199 | All Other Grain Farming | \$1.1M | 1 | 50.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| 111211 | Potato Farming | \$20.7M | 3 | 0.0% | 20.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| 111219 | Other Vegetable (except Potato) and Melon Farming | \$5.0M | 1 | 50.0% | 14.29% | 0.00% | 0.00% | 0.00% | 0.00% |
| 111310 | Orange Groves | \$6.0M | 1 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| 111320 | Citrus (except Orange) Groves | \$0.0M | 0 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| 111331 | Apple Orchards | \$5.6M | 2 | 0.0% | 14.29% | 0.00% | 0.00% | 0.00% | 0.00% |
| 111332 | Grape Vineyards | \$8.4M | 2 | 25.0% | 8.33% | 0.00% | 0.00% | 0.00% | 0.00% |
| 111334 | Berry (except Strawberry) Farming | \$0.0M | 0 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| 111335 | Tree Nut Farming | \$8.0M | 3 | 25.0% | 14.29% | 3.15% | 1.00% | 14.29% | 4.75% |
| 111336 | Fruit and Tree Nut Combination Farming | \$0.7M | 1 | 50.0% | 50.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| 111339 | Other Noncitrus Fruit Farming | \$0.9M | 1 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| 111411 | Mushroom Production | \$2.9M | 2 | 25.0% | 25.00% | 0.00% | 0.00% | 0.00% | 0.00% |



SBA 7(a) Franchise Report

| SBA Franchise Code | Franchise Name | 3 Year Loan Approval Amount | 3 Year Number of Loans Approved | 10 Year Loans Paid in Full | Percent Prepaid in First 5 Years | 10 Year Cumulative Charge Offs by \$ of Loans | 10 Year Annualized Charge Offs by \$ of Loans | 10 Year Cumulative Defaults | 10 Year Annualized Defaults |
|--------------------|--|-----------------------------|---------------------------------|----------------------------|----------------------------------|---|---|-----------------------------|-----------------------------|
| None | #GETFRIED FRY CAFE | \$0.0M | 0 | 0.0% | 0.00% | 11.06% | 2.23% | 100.00% | 26.20% |
| S3606 | #THE CHEAT MEAL HEADQUARTERS BY BROTHERS BRUNO PIZZA | \$0.0M | 0 | 33.3% | 33.33% | 10.74% | 2.35% | 66.67% | 29.74% |
| None | \$3,500 FLAT FEE | \$0.0M | 0 | 0.0% | 100.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| S2860 | (ART) ART RECOVERY TECHNOLOGIES | \$1.2M | 3 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| S0548 | (ERS) ELECTRONIC RESTORATION SERVICES | \$2.9M | 4 | 30.0% | 20.00% | 2.33% | 0.73% | 10.00% | 2.54% |
| None | 1-800-FLOWERS/CON ROY'S | \$0.0M | 0 | 33.3% | 27.78% | 0.38% | 0.06% | 25.00% | 5.67% |
| S0008 | 10/MINUTE MANICURE/10 MINUTE MANICURE | \$0.0M | 0 | 100.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| None | 100 MONTADITOS | \$0.0M | 0 | 100.0% | 100.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| S3099 | 100% CHIROPRACTIC | \$10.3M | 33 | 5.6% | 6.06% | 0.00% | 0.00% | 0.00% | 0.00% |
| S0009 | 1000 DEGREES PIZZERIA | \$1.0M | 3 | 15.4% | 7.69% | 25.36% | 5.53% | 73.08% | 22.52% |
| S0010 | 101 MOBILITY | \$0.9M | 3 | 40.9% | 36.36% | 1.15% | 0.29% | 9.09% | 2.67% |
| S0011 | 123 FIT | \$0.0M | 0 | 100.0% | 22.22% | 0.00% | 0.00% | 0.00% | 0.00% |
| S0012 | 16 HANDLES | \$3.7M | 1 | 71.4% | 62.50% | 0.00% | 0.00% | 12.50% | 3.93% |

SBA 504 Franchise Report

| SBA Franchise Code | Franchise Name | 3 Year Loan Approval Amount | 3 Year Number of Loans Approved | 10 Year Loans Paid in Full | Percent Prepaid in First 5 Years | 10 Year Cumulative Charge Offs by \$ of Loans | 10 Year Annualized Charge Offs by \$ of Loans | 10 Year Cumulative Defaults | 10 Year Annualized Defaults |
|--------------------|--|-----------------------------|---------------------------------|----------------------------|----------------------------------|---|---|-----------------------------|-----------------------------|
| None | \$5 PIZZA | \$0.0M | 0 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| S3099 | 100% CHIROPRACTIC | \$0.5M | 1 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| S4574 | 1HEART CAREGIVER SERVICES | \$0.0M | 0 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| S2022 | 1-800 PACKOUTS | \$4.5M | 1 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| S5343 | 1-800-BOARDUP - LOCAL SERVICE PARTNER AGREEMENT | \$2.7M | 1 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| S0005 | 1-800-GOT-JUNK? | \$11.2M | 4 | 14.3% | 12.50% | 0.00% | 0.00% | 0.00% | 0.00% |
| S0007 | 1-800-RADIATOR & A/C | \$0.4M | 1 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| S0019 | 5 & DINER | \$0.0M | 0 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| S3806 | 7 LEAVES | \$1.3M | 1 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| S5037 | 7-ELEVEN, INC - INDIVIDUAL STORE FRANCHISE AGREEMENT | \$0.0M | 0 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| S2884 | 986 PHARMACY | \$1.9M | 1 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| None | A & J CLEANING SERVICE | \$0.0M | 0 | 0.0% | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| S0029 | A&W; | \$1.0M | 1 | 50.0% | 15.00% | 0.00% | 0.00% | 9.09% | 1.78% |