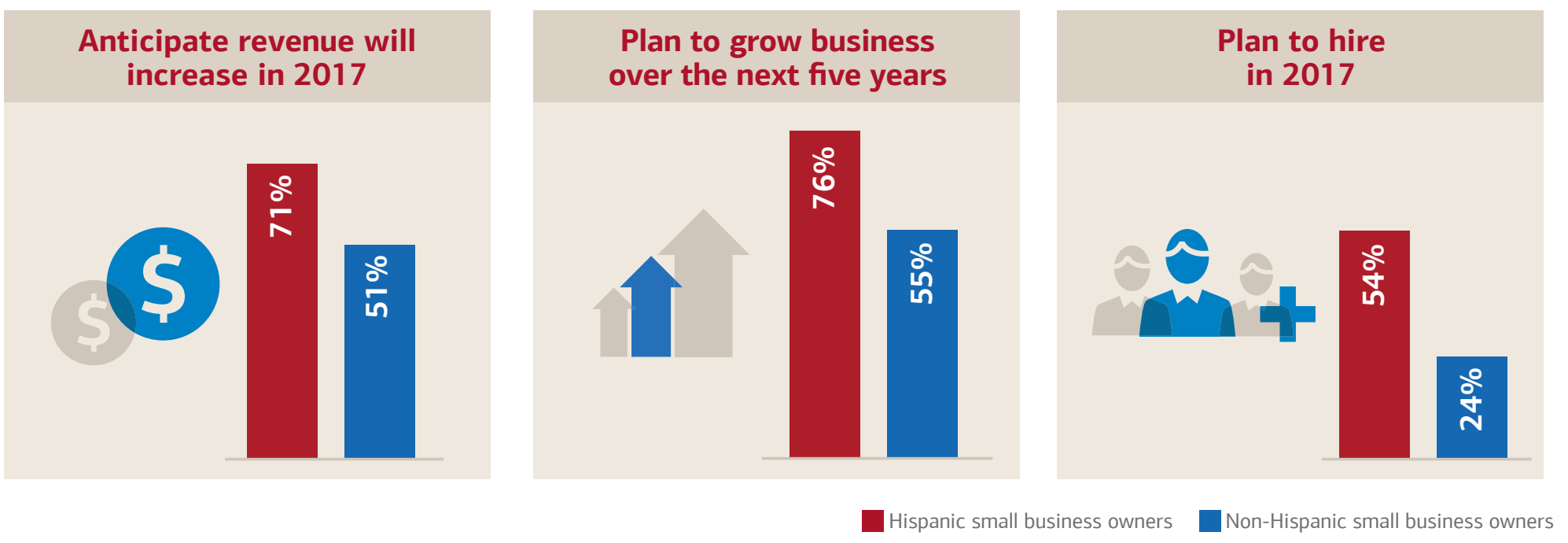
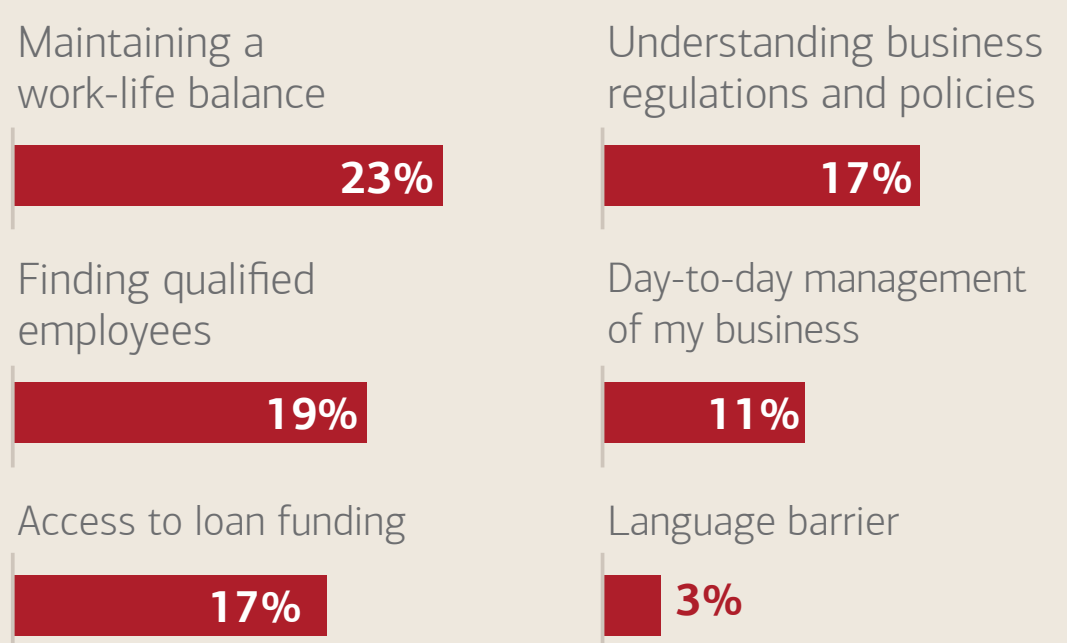


Bank of America 2017 Hispanic Small Business Owner Spotlight

Hispanic small business owners (SBOs) confident about growth prospects

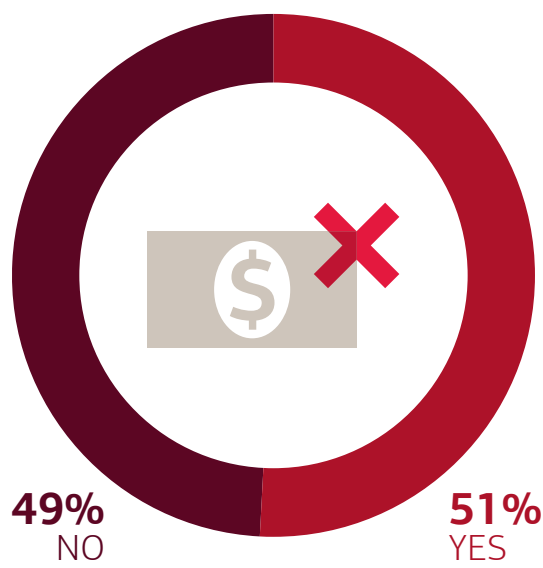


Hispanic SBOs vary on the single biggest business challenge they face

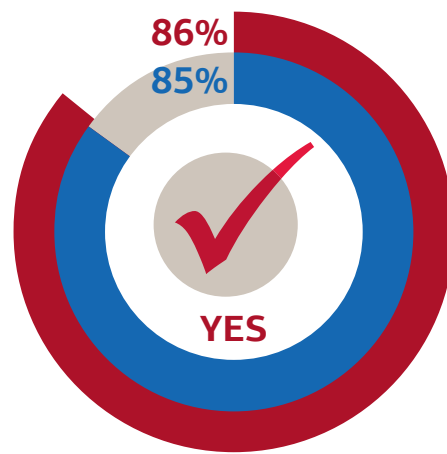


Views on lending

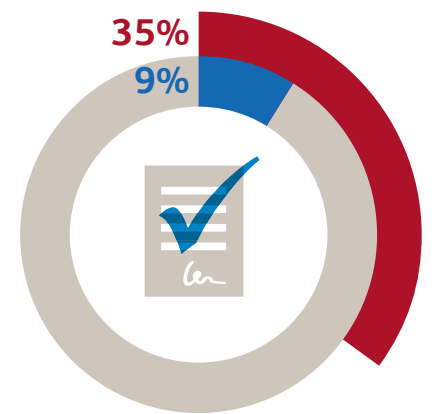
Hispanic entrepreneurs are split on whether a lending disparity exists



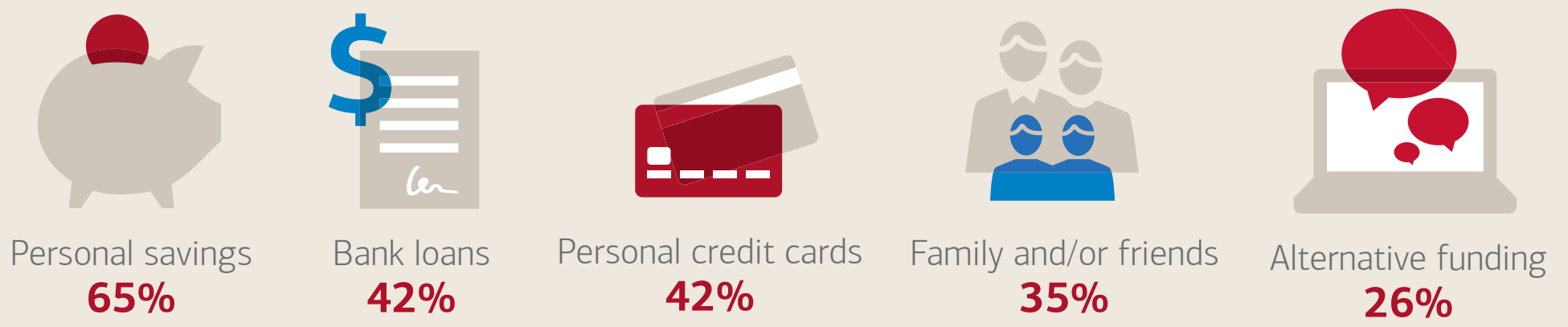
Despite this, a majority of Hispanic SBO loan applicants say they were approved



More intend to apply for a loan in 2017 than their non-Hispanic counterparts



When starting their business, Hispanic SBOs rely on...



Hispanic SBOs are more likely to lean on family for support

My family...

Provides financial, operational and/or emotional assistance



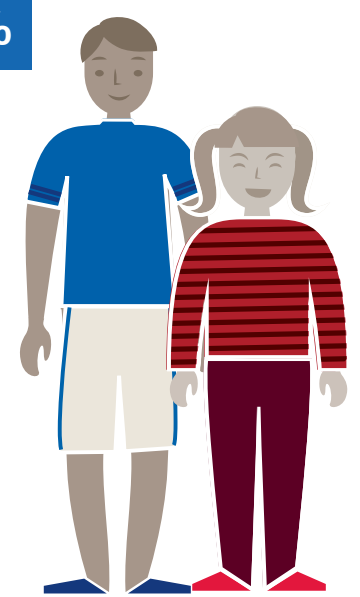
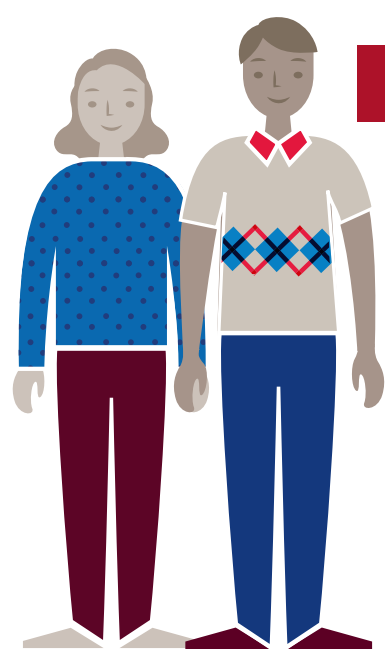
Helps run my business



Plays an influential role in business decisions



Will take over my business when I retire



Hispanic small business owners Non-Hispanic small business owners

GfK Public Affairs and Corporate Communications conducted the Bank of America Hispanic Small Business Owner Spotlight survey between August 7 and October 4, 2016 using a pre-recruited online sample of Hispanic and non-Hispanic small business owners. GfK contacted a national sample of 1,000 small-business owners in the United States with annual revenue between \$100,000 and \$4,999,999 and employing between 2 and 99 employees, as well as 348 interviews among Hispanic small business owners, 100 of whom were primary Spanish speakers. The final results were weighted to national benchmark standards for size, revenue and region, and, for the Hispanic augment, whether the respondents were primarily English-speaking or Spanish-speaking. Previous waves of the Small Business Owner Report survey were conducted by telephone. Best efforts were made to replicate processes in sample, weighting and method.