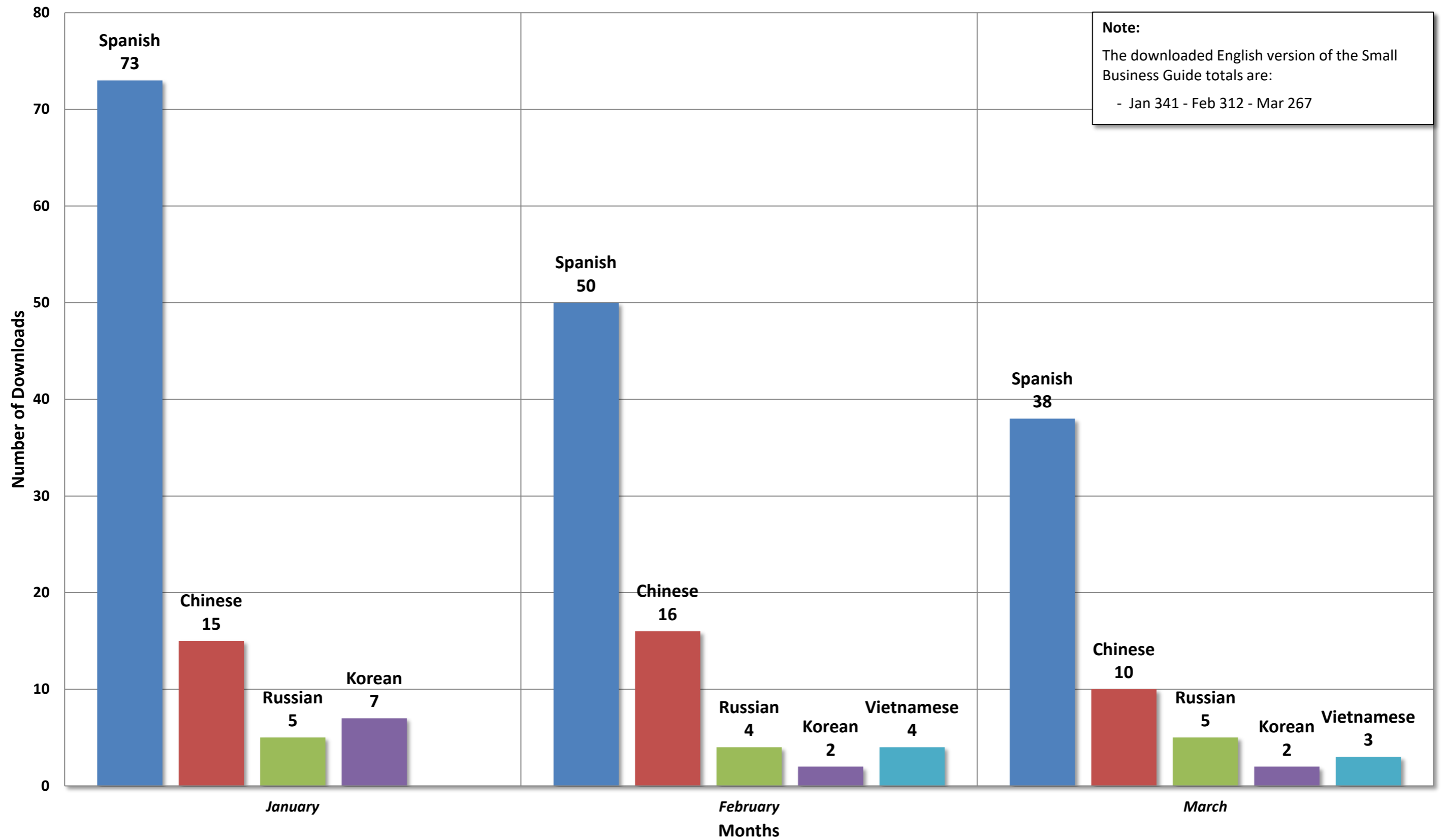
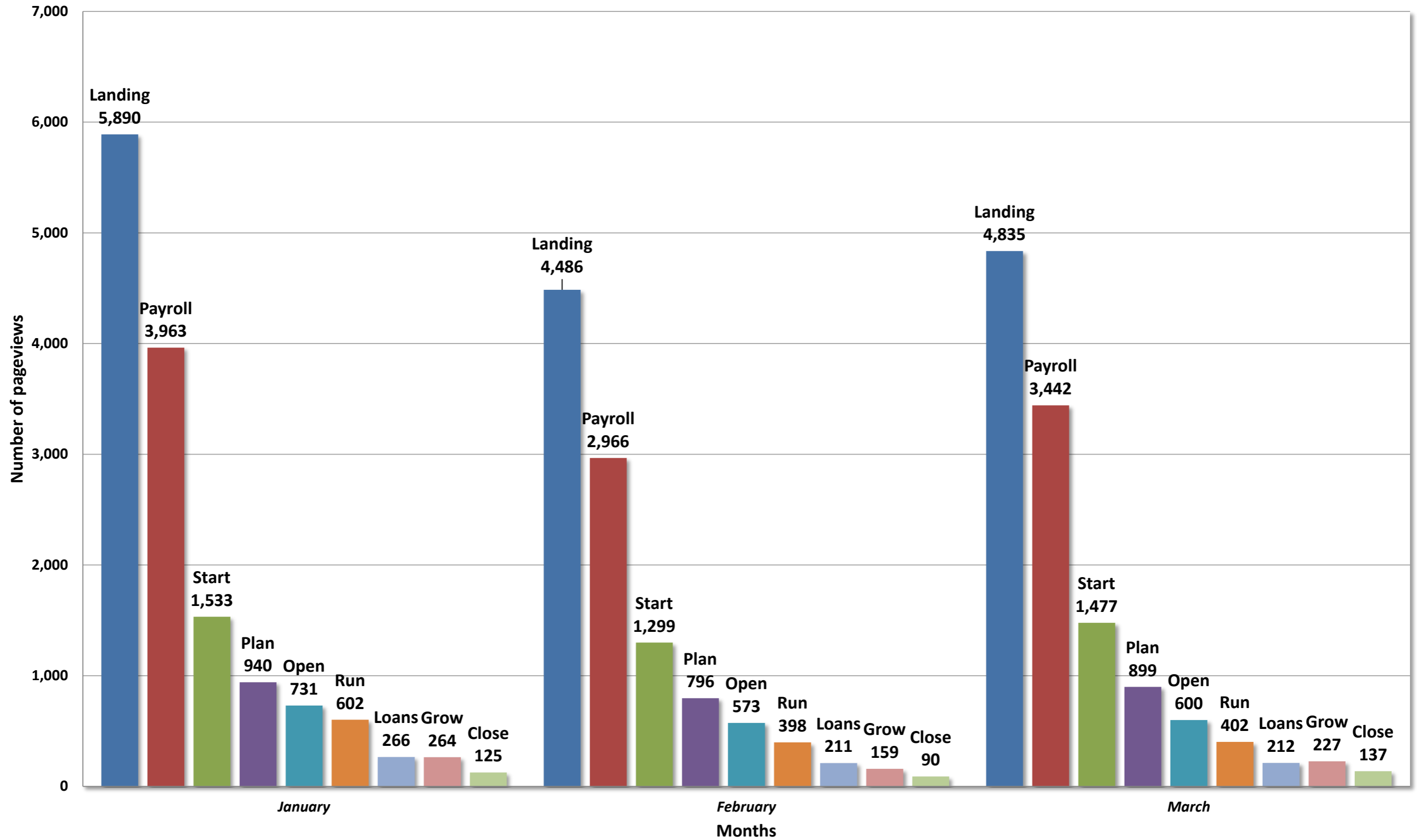


Small Business Guide (Translated) - Downloads

January 2018 - March 2018





Small Business Guide - Pageviews

| Page name | | | | | | | | | | |
|--------------|--------------|--------------|--------------|------------|--------------|------------|------------|------------|---------------|---------------|
| Referrer | Landing | Plan | Start | Payroll | Open | Run | Grow | Close | Loan Programs | Total |
| BLS | 4,202 | 789 | 1,301 | 215 | 546 | 333 | 83 | 62 | 164 | 7,695 |
| LNI | 2,983 | 243 | 540 | 606 | 444 | 264 | 237 | 49 | 69 | 5,435 |
| Access | 606 | 124 | 171 | 27 | 49 | 20 | 16 | 8 | 50 | 1,071 |
| DOL | 192 | 28 | 39 | 9 | 25 | 21 | 5 | 3 | 8 | 330 |
| BusinessHub | 16 | 4 | 3 | 55 | 2 | 3 | 1 | | 2 | 86 |
| DOR | 14 | 2 | 6 | 4 | 6 | 3 | 1 | | 2 | 38 |
| ORIA | 17 | | | | | 3 | | | 1 | 21 |
| WTB | 8 | 2 | | 2 | | | | | | 12 |
| SOS | 7 | 1 | 2 | | | | | | | 10 |
| OFM | 7 | 1 | | 1 | | | | | 1 | 10 |
| DVA | 4 | 1 | | | | | | | 2 | 7 |
| OMWBE | 2 | 2 | 2 | 1 | | | | | | 7 |
| ESD | 4 | | | 2 | | | | | | 6 |
| WSGC | 4 | | | | | 1 | | | | 5 |
| COM | 1 | | | | 1 | | | | | 2 |
| LCB | 2 | | | | | | | | | 2 |
| LEG | 1 | | | | | | | | | 1 |
| WSDOT | 1 | | | | | | | | | 1 |
| Total | 8,071 | 1,197 | 2,064 | 922 | 1,073 | 648 | 343 | 122 | 299 | 14,739 |

Small Business Guide - Downloads

| Referrer | Doc name | | | | | | Loan Programs | Total |
|--------------|------------|------------|----------|----------|-----------|------------|---------------|------------|
| | English | Spanish | Russian | Korean | Chinese | Vietnamese | | |
| BLS | 280 | 42 | 5 | 4 | 7 | 4 | 3 | 345 |
| LNI | 143 | 56 | | 2 | 3 | 2 | | 206 |
| Access | 23 | 5 | 3 | 2 | 1 | | 1 | 35 |
| DOL | 9 | 5 | | | | | | 14 |
| DOR | 3 | | | | | | | 3 |
| ESD | 1 | | | | | | | 1 |
| OMWBE | 1 | | | | | | | 1 |
| Total | 460 | 108 | 8 | 8 | 11 | 6 | 4 | 605 |

January 2018 - March 2018

| Country | Session |
|----------------------|---------|
| United States | 27,159 |
| Canada | 189 |
| (not set) | 57 |
| United Kingdom | 53 |
| Australia | 28 |
| South Korea | 27 |
| France | 18 |
| India | 16 |
| Germany | 13 |
| Japan | 13 |
| Italy | 10 |
| Nigeria | 10 |
| Philippines | 9 |
| Spain | 8 |
| Jamaica | 7 |
| Chile | 6 |
| United Arab Emirates | 6 |
| Zambia | 4 |
| Ukraine | 4 |
| Thailand | 3 |
| Ghana | 3 |
| Indonesia | 3 |
| South Africa | 3 |

| Country | Session |
|-------------------|---------|
| China | 2 |
| Ethiopia | 2 |
| Bangladesh | 2 |
| Uganda | 2 |
| Costa Rica | 2 |
| Mexico | 2 |
| Brazil | 2 |
| Kenya | 2 |
| Ireland | 2 |
| Zimbabwe | 2 |
| Peru | 1 |
| Luxembourg | 1 |
| Pakistan | 1 |
| Netherlands | 1 |
| Singapore | 1 |
| Trinidad & Tobago | 1 |
| Papua New Guinea | 1 |
| Tanzania | 1 |
| St. Helena | 1 |
| Swaziland | 1 |
| Somalia | 1 |
| Oman | 1 |

ORIA Website Sessions - US Totals

January 2018 - March 2018

| State | Session |
|----------------------|---------|
| Washington | 18,737 |
| California | 1,307 |
| Oregon | 948 |
| Texas | 704 |
| Florida | 424 |
| New York | 362 |
| Illinois | 275 |
| Georgia | 269 |
| Idaho | 238 |
| North Carolina | 238 |
| Virginia | 214 |
| Michigan | 199 |
| Pennsylvania | 197 |
| Ohio | 190 |
| Massachusetts | 178 |
| Colorado | 176 |
| New Jersey | 167 |
| Arizona | 155 |
| Minnesota | 154 |
| Missouri | 132 |
| Tennessee | 124 |
| Indiana | 115 |
| Wisconsin | 111 |
| Maryland | 105 |
| Utah | 96 |
| District of Columbia | 95 |
| Louisiana | 90 |

| State | Session |
|----------------|---------|
| Iowa | 82 |
| Kansas | 81 |
| South Carolina | 71 |
| Alabama | 69 |
| Oklahoma | 67 |
| Kentucky | 65 |
| Connecticut | 62 |
| Nevada | 61 |
| Nebraska | 61 |
| Wyoming | 60 |
| Arkansas | 55 |
| Hawaii | 52 |
| Montana | 47 |
| Alaska | 38 |
| West Virginia | 38 |
| New Mexico | 37 |
| (not set) | 36 |
| South Dakota | 34 |
| North Dakota | 32 |
| Mississippi | 31 |
| New Hampshire | 29 |
| Maine | 29 |
| Delaware | 9 |
| Vermont | 8 |
| Rhode Island | 5 |