

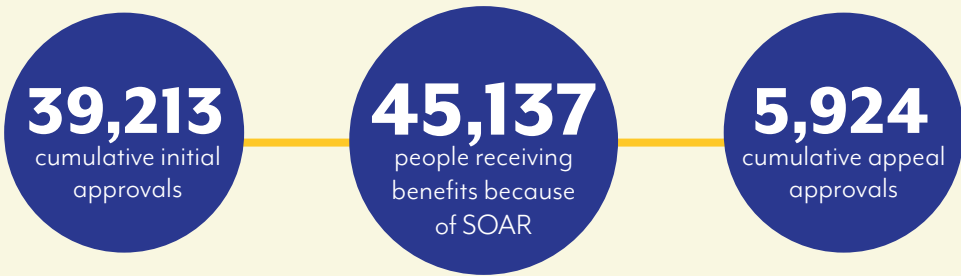
2018 OUTCOMES

INITIAL APPLICATIONS

APPEALS



CUMULATIVE OUTCOMES



FINANCIAL OUTCOMES



TOP STATES

TOP 10 STATES\*

1,000+ DECISION STATES



- Pennsylvania
- Tennessee
- Maryland
- Arkansas
- North Carolina
- Washington
- Oklahoma
- District of Columbia
- Virginia
- New Mexico



\*Inclusion: Cumulative approval rates on initial application, at least 300 cumulative decisions, at least 24 decisions in 2018 (2 per month), and a 2018 approval rate above the national average. Combined, these states had 14,089 decisions.