



Business Finance Program



Why Business Lending?



Job creation/retention, stimulate private investment, social enterprise



Loan Program Staff



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Values



With applicants

- Patient lender, not the first to foreclose
- Business lending is not a grant program

With banks

- We complete, not compete for deals
- Best source of leads

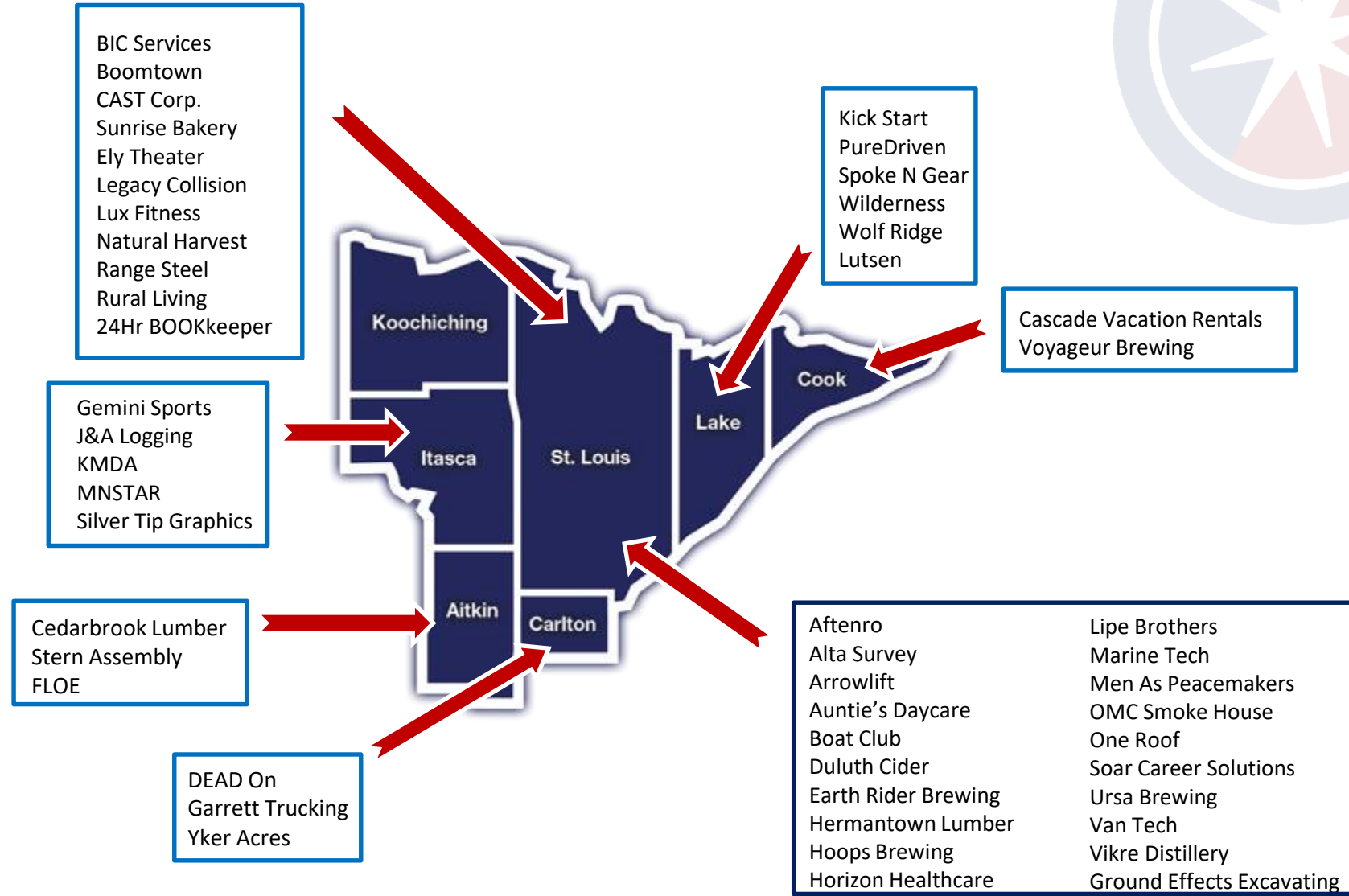
Outcomes:



Loans, Leveraging, and Jobs

- Number of loans 634
- Dollar amount of loans \$66.1 million
- Dollars leveraged \$351 million
- Leverage ratio 5.3
- Jobs created/retained 8,059

Recent Loans



Project Eligibility



- Credit worthiness “5 c’s of credit”
- Business type includes non-profit
- If SBA excludes then so do we
- Loan size ranges from \$25,000 to \$500,000
- Use of funds: avoid “bail outs”
- Loan structure: Equipment, Real Estate, Working Capital
- Collateral often subordinated



Thank You!