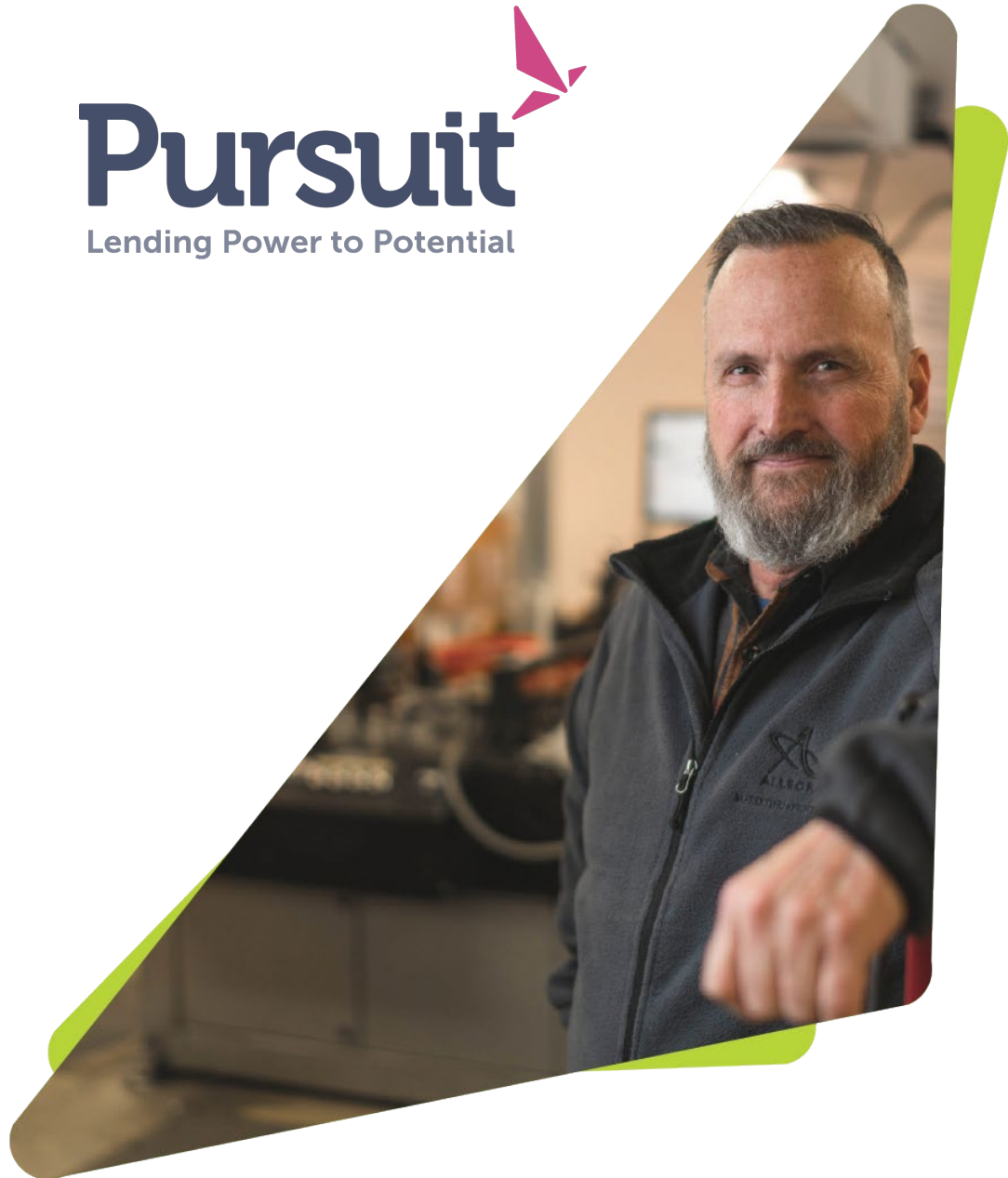




## Exploring Pursuit's core loan programs



## About us

- Community-focused lender 100% invested in our borrowers' success
- 65+ year history of offering innovative lending solutions to help business owners achieve their dreams
- Provides a streamlined path to business funding—borrowers can directly access 15+ loan programs through a single lender

# What we'll cover

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- Why Pursuit?
- Loans that can be used for a variety of business purposes including owner-occupied commercial real estate acquisition, working capital, startup costs, debt refinance and more
- Pursuit's core loan programs: SBA 504, SBA 7(a) and SmartLoan™

# Why Pursuit?

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## MORE OPTIONS, MORE OPPORTUNITY

Access a wide variety of loan programs including SBA loans



## RECEIVE EXPERT SUPPORT

Work one-on-one with an experienced lender dedicated to your success



## RESPONSIBLE LENDING

Get a loan that balances speed with responsibility and sets you up for success



# Fixed asset financing

# What are SBA 504 loans?

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SBA 504 loans are second mortgage loans ideal for businesses seeking financing for:



Acquisition or improvement of owner-occupied real estate



Equipment and machinery purchases



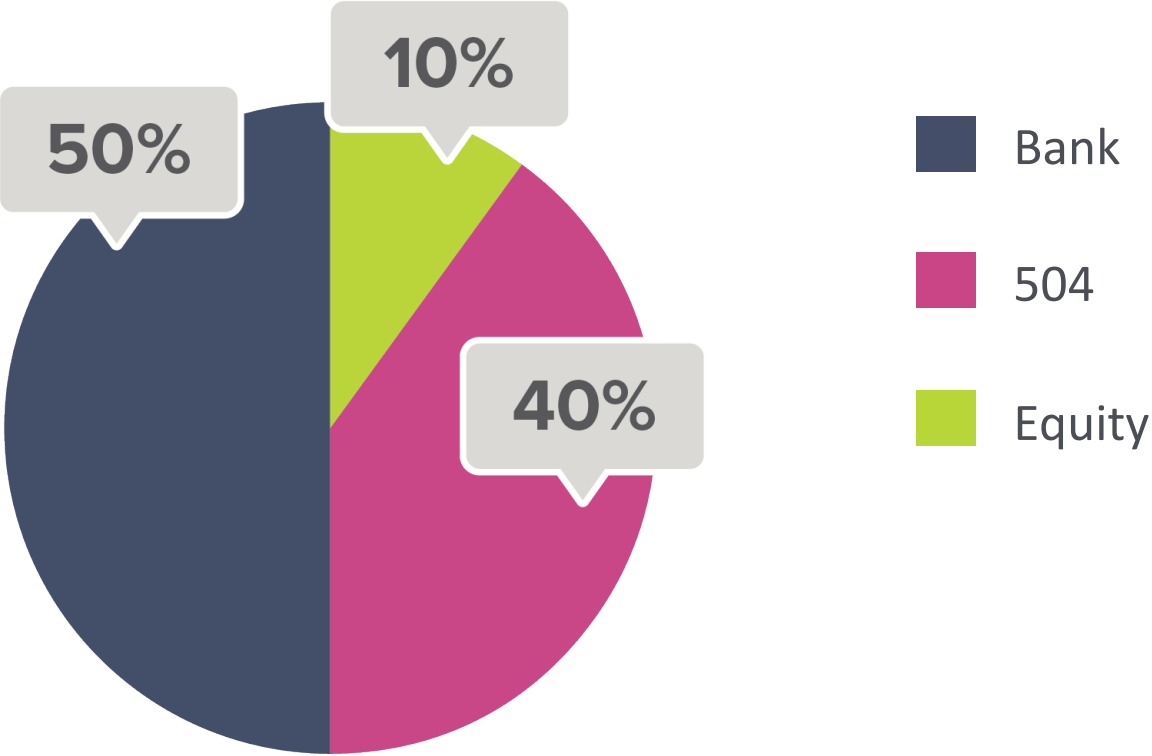
Renovations and leasehold improvements



Refinance of debt incurred for these purposes

# Typical structure

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# SBA 504 program details

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<b>Loan Amounts</b>	\$50,000 to \$5.5 million for the 504 portion of the loan. Significantly larger projects can be funded using the program.
<b>Terms</b>	10- 20- and 25-years
<b>Interest rate</b>	Below-market, fixed rates. View current rates at <a href="https://pursuitlending.com">pursuitlending.com</a>
<b>Time to funding</b>	Approximately the same as the first mortgage



# High-level eligibility

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Businesses that meet the following minimum standards should be referred to a 504 loan officer to determine eligibility:

- Must meet SBA size standards
- Building must be 51% owner-occupied for purchases, 60% for new construction

# SBA 504 Refinance

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- Lenders can use the 504 refinance program to look beyond expansion projects and offer their customers the benefits provided by an SBA 504 loan.
- The 504 refinance is a powerful tool to help small businesses refinance existing commercial loans, turn equity held in real estate into working capital, or restructure a balance sheet.
- SBA 7(a) and 504 loans, as well as conventional mortgages, are eligible to be refinanced.
- Up to 20% of the property value can be cashed out for working capital needs.

# SBA 504 Refinance eligibility checklist

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- Business must have been in business for over 2 years
- A “qualified debt” must be identified
  - Debt must have been incurred for the purchase/renovation of owner-occupied commercial real estate or the purchase of land or equipment
  - Debt was incurred more than 6 months ago
  - Maximum loan-to-value ratio of 90%

# The Pursuit 504 advantage

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## **WORK WITH 504 EXPERTS**

Work with a knowledgeable lender invested in a borrower's success



## **ACCESS SPEED AND RESPONSIBILITY**

We process loans efficiently and responsibly, resulting in a smooth borrowing process



## Case study: C&A Auto

1 <sup>st</sup> Mortgage	\$600,000
SBA 504	\$420,000
Equity	\$180,000
<b>Total</b>	<b>\$1,200,000</b>



# General business funding: SBA 7(a)

# What are SBA 7(a) loans?

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These loan programs provide general business funding for almost any business purpose including:

- Leasehold improvements
- Purchase furniture, fixtures and equipment
- Inventory
- Working capital
- Business acquisition
- Owner-occupied commercial real estate
- Debt refinance for any of these purposes

# SBA 7(a) program details

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<b>Loan Amounts</b>	Up to \$5 million
<b>Terms</b>	Up to 10 years for non-real estate; up to 25 years for real estate
<b>Interest rate</b>	Competitive, interest rates determined on a case-by-case basis
<b>Time to funding</b>	Approvals in 30-45 days after a complete application is received, time to funding varies based on project



# High-level eligibility

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Businesses that meet all or some of the following criteria are good candidates for a 7(a) loan:

- Positive historic or projected cash flow
- Positive net worth or available equity to contribute to your business
- Business assets or real estate to pledge as collateral
- A fair to good personal credit score
- Management experience in your business's industry



## Case study: Bard and Baker

- Owner Charlotte Guyton knew that there was a need in her community for something fun for people to do with friends that didn't involve a bar.
- With the help of a \$209,000 7(a) loan from Pursuit, Charlotte was able to make leasehold improvements, purchase equipment, and more.
- Café is now a popular and profitable destination.



Fast business funding:  
Pursuit SmartLoan™

# What is the Pursuit SmartLoan?

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The Pursuit SmartLoan provides access to up to \$100,000 in business funding with the following benefits:

- Easy-to-use digital application
- Approvals in 2 business days
- Loans fully funded in 5-7 business days

**The SmartLoan provides a responsible option for businesses that might otherwise turn to high-cost online lenders.**

# SmartLoan program details

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<b>Loan Amounts</b>	Up to \$100,000
<b>Terms</b>	6 years
<b>Interest rate</b>	11.9%
<b>Time to funding</b>	Decisions sent within two business days of submitting a complete loan application (including all required documentation); funds disbursed within 5 business days of approval

# High-level eligibility

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Businesses that meet the following requirements qualify for automatic approval. We do approve loans on an exception basis.

- Two or more years in business
- Two or more employees
- Break-even or positive cash flow
- Personal credit score of 640 or higher
- More than \$120,000 in annual revenue
- No tax liens or judgement filed within last 3 years for you or your business
- No prior bankruptcies for you or your business

# Required documents

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- Most recent two years of business and personal tax returns
- Copy of driver's license or other photo ID for all owners
- Information about existing business debts (if applicable)
- Interim financial statements as necessary



## Case study: SRW Engineering

- Partner Yvette Richardson opened SRW Engineering in 2004 along with her partners.
- With the help of a Pursuit SmartLoan, Yvette and SRW were able to pay off a high-rate debt and gain access to additional working capital.
- The firm is now a multidisciplinary firm with expertise in many engineering areas and has anywhere from 15-20 employees depending on the projects at hand.



# Pursuit business advisory services

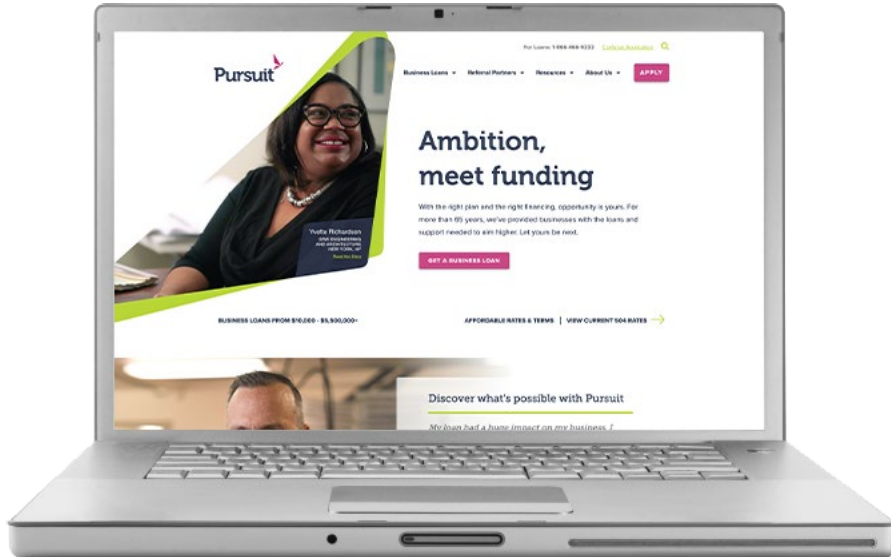
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Support for businesses looking to access financing:

- Loan packaging
- Financing management
- Accounting and tax tips
- Marketing
- And more

# Let's get started



Start an application online

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EVP and COO  
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