



Small Business Alternative Lending

FRB Conference
May 4, 2011



Underwriting Process

- Submit Application
- Conventional Loan
- SBA (Small Business Administration) Loan
- Alternative Lending Options
 - Communication of loan decline includes Alternative Lending options
 - Bank Partners, not all compensated



Partner #1

- Accounts Receivable Factoring
- Business to Business
- Converts accounts receivable to cash
- Based on creditworthiness of receivable



Partner #2

- Alternative Lender
- Requires 2 years in business, minimum 540 owner/personal credit score
- Loan \$5,000 - \$100,000
- 6-12 month loan terms



Partner #3

- Merchant Cash Advance
- Process at least \$2,500 in credit card transactions per month (retail)
- Up to \$150,000



Partner #4

- Alternative Lender
- Start Up to 6 month = up to \$30,000
- > 6 months = up to \$50,000
- Loan terms vary



Partners #5 +

- Referrals to non-market lenders

