



It's our name . . . and our promise.

Hickman Commercial Development Loan Program

Presented by: Betty Gustoff-Ridout VP/Consumer Services Manager-Windsor Heights

Bankers Trust is proud to offer a loan program to help revitalize and promote business growth for Windsor Heights. A pool of \$1,000,000 has been set aside to be offered to local businesses located within a specific area, known as the Windsor Heights' development site south of Hickman; aka the 6300-6400th blocks of Hickman Rd. The program will run for 1 year and if additional funds are needed in the future, we can address any issues to increase or adjust the pool and access the risk at that time. This will reiterate to Windsor Heights that Bankers Trust believes in and supports the community.

Loan Terms:

- Floating at two percent under prime, with a floor of 3.00 percent
- Three year guaranteed rate, after three years the rate would float with prime
- Repayment based on use of funds
- Collateral will be determined by BTC
- Maximum loan amount of \$250,000/business

Purpose of Loan:

- Must be private, for-profit business within the proposed Development Area (Businesses to be located within the above development site)
- Could be existing business expanding
- Could be existing business relocating to area
- Could be new start-up business in area

Loan proceeds:

- Loan may be used for:
 - Purchase of real estate for business
 - Purchase of empty building for business
 - Purchase of equipment and or fixtures to enhance building and appeal
 - Working capital to support expansion
 - Purchase existing business
 - New construction projects
 - In conjunction with the City's grants for this area.

We will restrict the program to the Hickman Development area. The goals of this program are to generate and simulate growth and improvement for our branch, and to attract new business and growth for the City of Windsor Heights.

The Bank's regular underwriting will be followed to minimize the risk. To obtain the discounted rate, the business must move their primary relationship (including checking, savings, and the opportunity to present 100 Great Reasons) to BTC. A committee would be formed to determine eligibility, and as good faith effort, a city council person would be allowed to have a voice on which businesses would be preferred in the area.

Loan Eligibility Criteria:

- Completed application form
- Must be in specified area
- Nature of business
- Proposed use of funds
- Net increase in space occupied
- Job creation (present and future)
- Renovation of existing spaces that have been vacant at least 6 months

Procedures:

- Upon receipt of application, the committee will determine eligibility within two business weeks. Applicants may be required to make a formal presentation to this committee.

Loan Approval:

- Once eligibility is determined, normal BTC loan application and underwriting procedures will be followed
- Documentation needed:
 - Personal/Corporate tax returns
 - Source and use of funds
 - Borrower's business experience and history
 - Business Plan with cash flow projections (for start-up businesses)
 - Collateral for loan