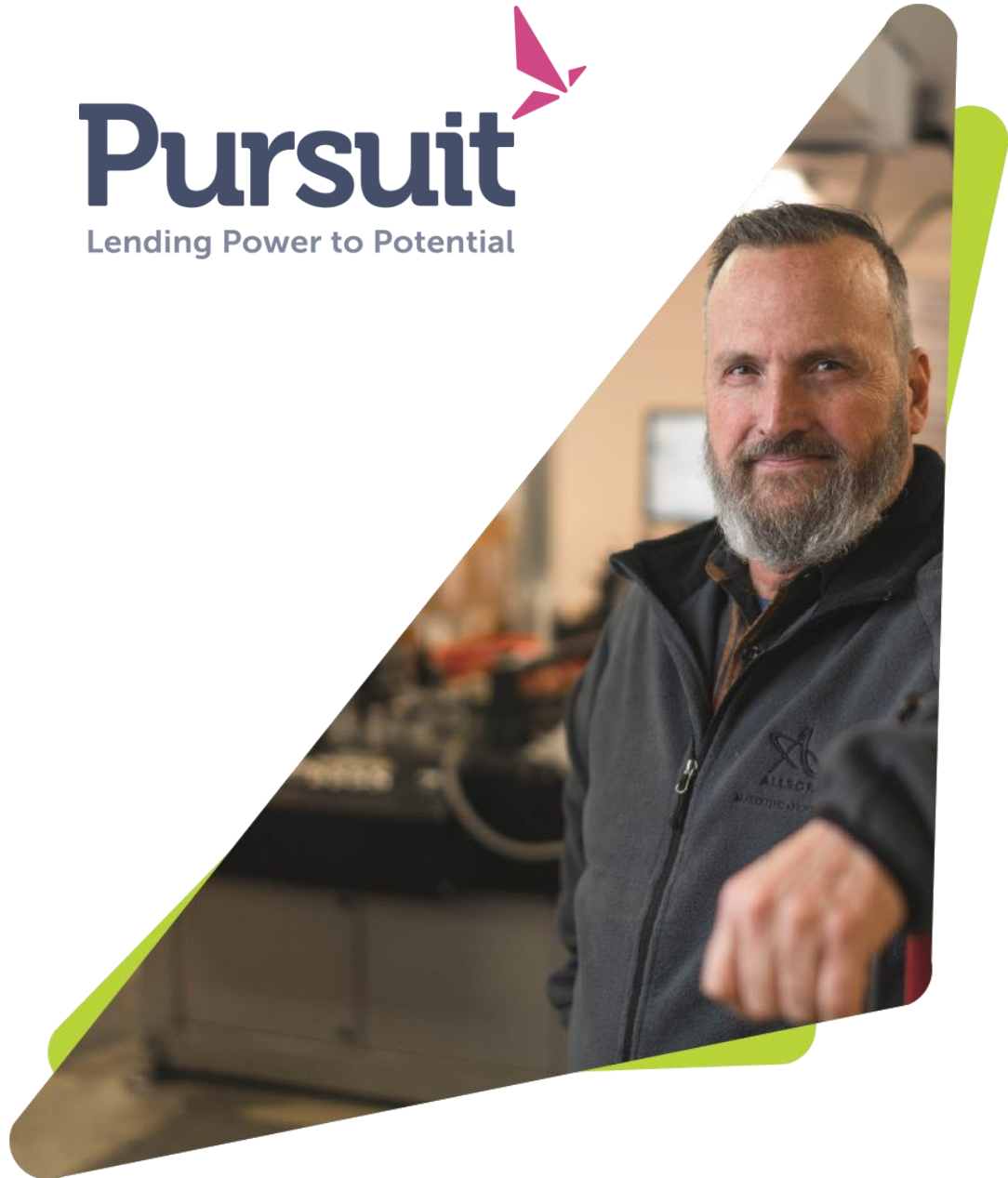




Trends in Small Business Lending

Pat MacKrell
President and CEO, Pursuit
October 1, 2020



About Pursuit

- 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

Today's agenda

- Trends in small businesses and small business lending
- How lenders can support small businesses as they weather and recover from the pandemic



Small Business and Small Business Lending Trends

COVID-19 is impacting businesses disproportionately

Percent of Business Shuttered	
All Businesses	22%
Women-Owned Businesses	25%
African American/Black-Owned Businesses	41%
Asian-Owned Businesses	26%
Hispanic/Latinx-Owned Businesses	32%
Immigrant-Owned Businesses	36%
White-Owned Businesses	17%

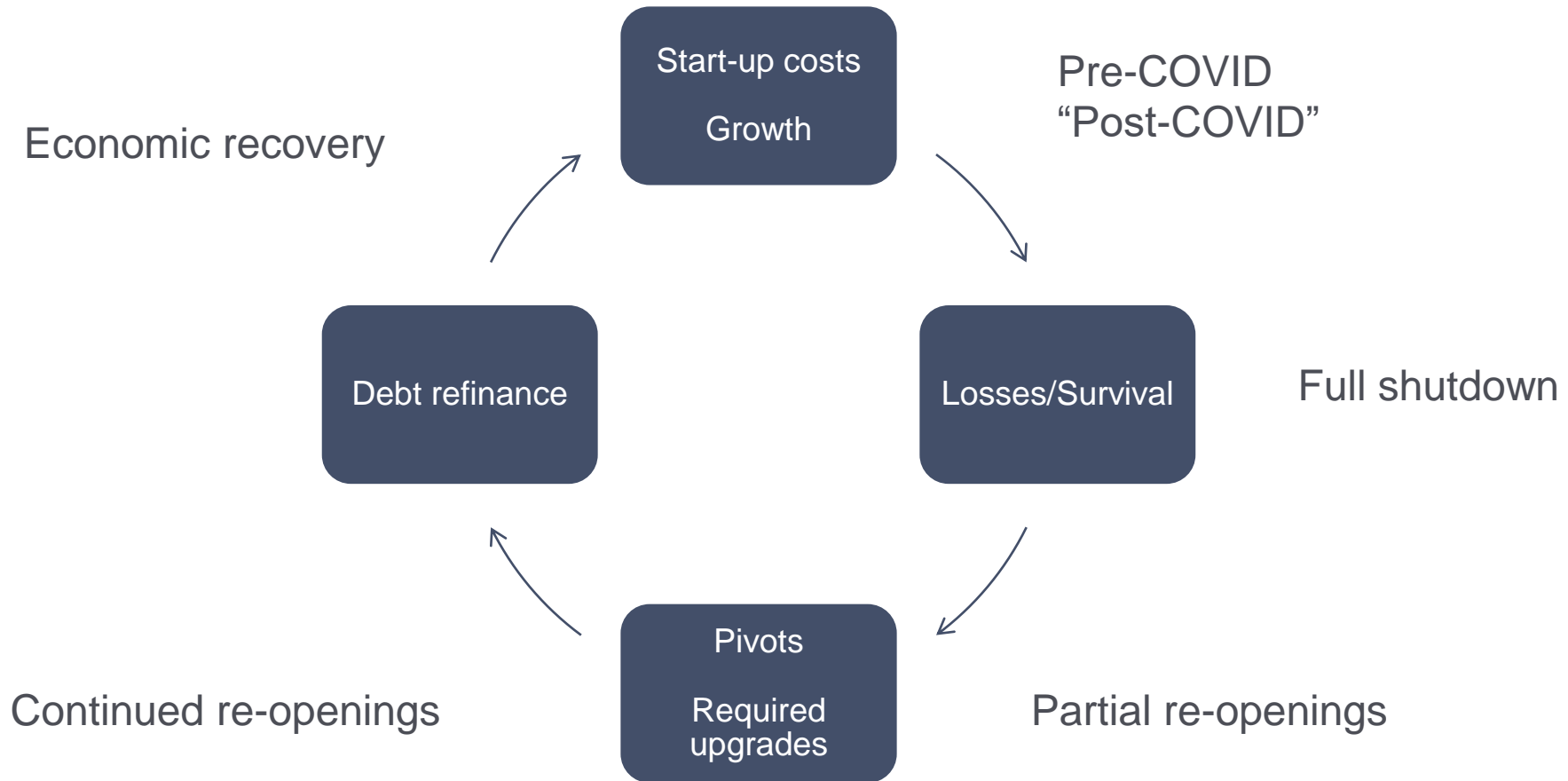
Source: Robert W. Fairlie, *The Impact of Covid-19 on Small Business Owners: Evidence of Early-Stage Losses from the April 2020 Current Population Survey*, NBER Working Paper No. 27309 June 2020 JEL No. J15,J16,L26, accessed July 4, 2020 <https://www.nber.org/papers/w27309.pdf>

True impact of the pandemic in NYS is still unknown

Federal relief programs helped some businesses, but delayed closures for others

- 6 months of payments provided on SBA loans
- Nearly 300,000 businesses in NYS received Paycheck Protection loans
- Economic Injury Disaster Loans and Grants

What are businesses looking to finance?



What to expect when working with small businesses

- Significantly decreased revenues
- High levels of debt compared to revenues
- A lack of other options
- Worry and uncertainty
- Some diamonds in the rough



So, how can banks help these small businesses survive, and ultimately thrive?

Key financing resources: SBA Lender Match

SBA U.S. Small Business Administration

MENU

Lender Match helps you find lenders

Lender Match is a free online tool that connects small businesses with SBA-approved CDFIs and small lenders. Do not use if looking for Disaster loans.

FIND LENDERS

How it works

- Business owners can get matched with multiple SBA lenders with one form
- Keeps business owners away from predatory online lenders

sba.gov/lendermatch

Key financing resources: Pursuit



MORE OPTIONS, MORE OPPORTUNITY

Access a wide variety of loan programs including SBA loans



EXPERT SUPPORT & PROCESSING

Businesses work one-on-one with an experienced lender



RESPONSIBLE LENDING

We balance speed with responsibility to set businesses up for long-term success

Pursuit: COVID-19 Relief Funding



The **New York Forward Loan Fund** provides NYS businesses with up to \$100,000 in COVID-19 relief funding:

- Now open to businesses that received PPP loans under \$50,000 (must not have received an EIDL loan)
- Amount: 100% of average monthly revenues up to \$100,000
- 3% fixed interest rate
- 5-year term (interest only for the first 12 months)

Pursuit Core Loan Programs



Fast Funding
SmartLoan provides
up to \$100,000 in 5-7
business days



**General Business
Funding**
Up to \$5 million in loans
through the SBA 7(a)
program



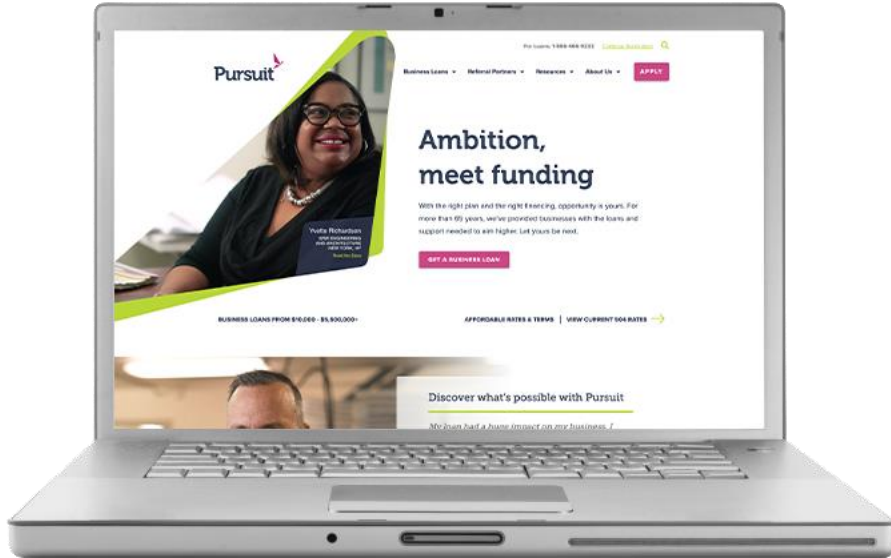
**Owner-Occupied
Commercial Real Estate**
Below-market interest
rates, terms up to 20
years, and 90% financing

Pursuit: Debt Refinance



- We can help businesses take advantage of unprecedented low rates: **SBA 504** refinance option can provide rates as low as 2.33% to refinance commercial mortgages/heavy equipment loans
- Pursuit **SmartLoan** can refinance high cost debt in 5-7 business days
- **SBA 7(a)** has a refinance option as well

Let us know how we can help!



[Pursuitlending.com](https://pursuitlending.com)

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