

# STRAIGHT TALK.

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## CBS, LLC Brings On New Talent To Prepare For 2012

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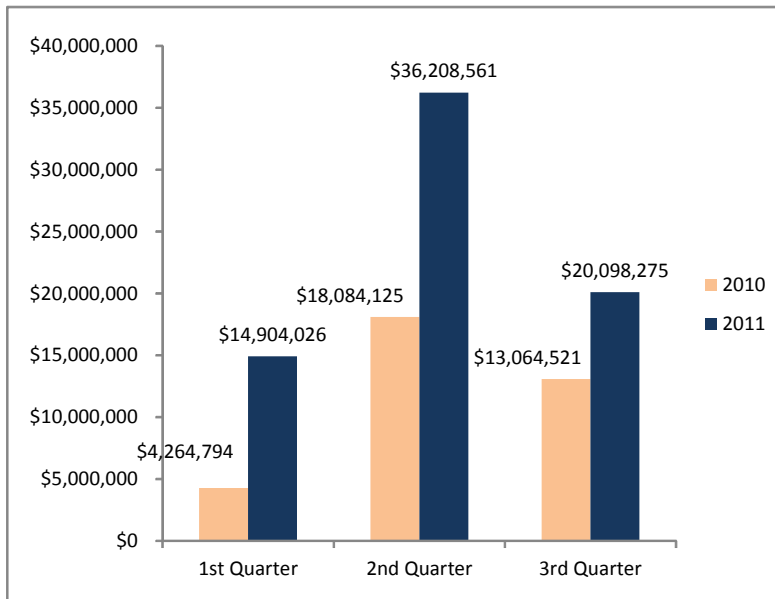


*Pictured top left to right: Sam Slater - Assistant Vice President / Business Development, Jonathan Mokri - Assistant Vice President / Business Development, Jerry Howard - Vice President / Special Assets Counsel*

*Pictured bottom left to right: Dailyn Walker - Paralegal, Nick Hargett - Paralegal*

Over the course of 2011, Cooperative Business Services, LLC ("CBS") has completed several significant initiatives designed to position the company for market growth in FYE 2012 and beyond. Most recently, CBS completed the successful merger of its loan closing function and its special assets function into one new department that will add a more legal and professional flavor to the management and approach of closing business loans and managing troubled credit. CBS has added an attorney and two paralegal professionals to support the newly created department and has also implemented a robust site visit program to more effectively manage and oversee the assets of the business loan portfolio. CBS has also added two shared BDO Models to the sales platform initiative and, with that, has opened two additional loan production offices - one in Dayton, Ohio and one in Cleveland, Ohio. CBS welcomes the additions of Sam Slater, Jerry Howard, Dailyn Walker, Nick Hargett, and Jonathan Mokri to the team and we look forward to their contributions going into the 2012 campaign.

# The Numbers Do Not Lie: 2010 vs 2011



These figures represent the total loan volume, encompassing originations by both shared Business Development Officers and individual credit unions. The numbers speak for themselves. CBS, LLC is committed to continuing this success in 2012.

## Congratulations!



The Cincinnati Chapter of Commercial Real Estate Women (CREW) awarded Francia Harris a full scholarship to attend their 2011 CREW Networking Convention, which was held at the Gaylord Hotel in Washington DC. Francia was one of the four Cincinnati Chapter members selected to go, as a result of her active involvement within this organization. CBS, LLC is proud of Francia and her accomplishments. She has proven herself to be an exceptionally hard worker and very valuable asset to the company. Francia serves as Assistant Vice President of Business Development.



Leslie A Biskner, CCIM was nominated for the Columbus Commercial Deal of the Year this year for her supporting role in a \$6.25 million dollar transaction that involved several CREW members. Although a runner up, she was also nominated by a fellow CREW peers for the CREW Member-to-Member Business Award as a member who is doing an exceptional job at upholding the mission of CREW Columbus. We are proud of Leslie and her achievements as a long standing member and supporter of CREW. Leslie serves as Senior Vice President of Business Development.

# Highlights from 2011

## Recently Funded Transactions

### Shared Business Development Officer Originations

#### **Retail**

\$500,000  
Commercial Real Estate Refinance  
Toledo, Ohio  
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#### **Apartment Complex**

\$540,000  
Commercial Real Estate Refinance  
Cincinnati, Ohio  
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#### **Apartment Complex**

\$90,000  
Commercial Real Estate Refinance  
Toledo, Ohio  
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#### **Synagogue**

\$250,000  
Commercial Real Estate Refinance  
Columbus, Ohio  
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#### **Auto Repair**

\$976,500 SBA 504 Loan  
Commercial Real Estate Purchase  
Cincinnati, Ohio  
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#### **Investment Property**

\$462,300  
Commercial Real Estate Purchase  
Columbus, Ohio

### Credit Union Originations

#### **Storage Unit Facility**

\$2,400,000 & \$525,000  
Commercial Real Estate Refinance  
Toledo, Ohio  
*Originated by Directions Credit Union*  
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#### **Investment Property**

\$160,000  
Commercial Real Estate Refinance  
Dayton, Ohio  
*Originated by Day Air Credit Union*  
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#### **Water Analysis Company**

\$184,000  
Commercial Real Estate Purchase  
Clayton, Ohio  
*Originated by Wright Patt Credit Union*  
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#### **Church**

\$3,417,800  
Commercial Real Estate Refinance  
Columbus, Ohio  
*Originated by KEMBA Financial Credit Union*  
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#### **Greenhouse**

\$1,600,000 Commercial Real Estate Refinance  
\$1,000,000 Line of Credit  
Columbus, Ohio  
*Originated by First Service Federal Credit Union*  
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#### **Trophy Company**

\$80,000  
Line of Credit  
Columbus, Ohio  
*Originated by Member's First Credit Union*

# Construction Lending

## CBS, LLC Helps Build Dreams

Cooperative Business Services understands that construction projects are complex by their very nature. We strive to make the financing portion a hassle free process for our borrowers. Our experienced staff knows that every construction project is unique, therefore we encourage the following general steps, to simplify the process for our borrowers.



### Steps for Stress Free Construction Lending

- 1) Develop a plan. (timeline, nature of construction, building type, etc.)
- 2) Begin our loan application process with CBS and receive pre-qualification for a loan.
- 3) Find location on which to build.
- 4) Check for zoning restrictions and the begin the permitting process.
- 5) Select an architect to develop the plans for construction.
- 6) Select a qualified contractor for your project.
- 7) Submit additional required documents and budgets to CBS.
- 8) CBS finalizes and approves the loan.
- 9) Initial loan closing.
- 10) Submit draw requests for each disbursement.
- 11) Final funding - project complete.

### Key Terms Related to Construction

AIA Form - AIA stands for American Institute of Architects. AIA created standards for construction contracts and documents that are the model for the industry.

Contractor Qualification Statement - This details the contractor's financial strength, experience, licenses, and bank and trade references. Many lenders require an AIA Form A305.

Construction Schedule - A schedule that outlines the timeline for building the project from groundbreaking to 100% completion. Most schedules will show a percentage of expected completion for each week. CBS, LLC requires a copy of this prior to closing.

Payment and Performance Bonds - A performance bond insures that the contractor will complete the project. A payment bond insures that payment will be made to subcontractors and material suppliers.

# New Credit Union Affiliations

CBS, LLC welcomes the addition of two new affiliate credit unions:  
Financial Center Federal Credit Union and First Financial Federal Credit Union.



*Pictured left to right: Trevor Haley - Vice President of Lending for CBS, LLC, Ken Yedlick - Vice President of Commercial Lending, and Kevin Ryan - President/ CEO for Financial Center Federal Credit Union*

Indianapolis, Indiana  
Asset Size: \$419.3 MM



*Pictured left to right: Issa E. Stephan - President/CEO for First Financial Federal Credit Union and Angela Kelley-Executive Vice President and CFO for CBS, LLC*

Wall, New Jersey  
Asset Size: \$171.39 MM

## CBS Promotions



Cooperative Business Service, LLC has promoted John Skeldon to Vice President of Business Development and will support Leslie Biskner in leading and managing the CUSO team of sales professionals in 2012. In addition to his duties of business loan origination in northwest Ohio, John will assist in the mentoring, training, and coaching of the newer business loan development professionals within the organization. Congratulations, John!



Cooperative Business Services, LLC has promoted Jenyel Carroll to Assistant Vice President and Closing Manager. Jenyel will lead and manage a team of paralegals who will be closing business loans for CBS, in addition to her management and oversight of all closing administrative duties within the organization. Congratulations, Jenyel!

# Who Do I Call?

To further assist you , dial 1-888-697-9555 and then look for the direct extension and the order below that applies:

Business Development	Underwriting/ Portfolio Management	Loan Closings	Finance/Audit/ Loan Participation	Special Assets/ Loan Work Out
Leslie A. Biskner 614-203-8188 <i>Central OH</i>	Andy Weingartner x105	Andrew P. Conley x103	Angela R. Kelley x100	Lorain Cooper x104
John M. Skeldon 419-460-2536 <i>NW OH</i>	Trevor Haley x111	Jenyel Carroll x117	Daisy K. Shafer x106	Jerry Howard x122
Francia A. Harris 513-748-1690 <i>SW OH / KY</i>	Kurt N. Weil x113	Lorain Cooper x104	Kathy Dinan x114	Drew O'Connor x110
Sam Slater 513-707-2750 <i>Dayton OH</i>	David Brellenthin x120	Dailyn Walker x121		
Jonathan Mokri 440-526-8700 <i>NE OH</i>		Nick Hargett x123		
Circe Cansino 614-949-9099 <i>Central OH</i>				
Jessica Corbett 513-746-5644 <i>SW OH</i>				
Kaylah Dempsey 614-551-3872 <i>Marketing Coordinator</i>				

## Rate History

KEY RATES	Current	1 Month Prior	3 Month Prior	6 Month Prior	1 Year Prior
US T-Bill 1 yr Index	0.12	.11	.10	0.19	.29
US T-Bill 3 yr Index	.36	.40	.35	.68	1.02
Prime Rate	3.25	3.25	3.25	3.25	3.25
US T-Bill 5 yr Index	.86	.91	.95	1.55	2.01
US T-Bill 10 yr Index	1.92	2.06	2.09	2.98	3.03

Questions, comments, or suggestions? Email us at [kreed@cbcsuso.com](mailto:kreed@cbcsuso.com) or call 888-697-9555

