

STRAIGHT TALK.

June 30, 2011 / volume six, issue one

In this Issue:



Introducing CBS' New Employees

Recently Closed Transactions

CBS' 1st & 2nd Quarter Volume

Conley Receives Scholarship

SBA Product Highlights

New Credit Union Affiliations

CBS Reorganizes

Rates

CBS, LLC Continues to Grow!



Pictured back left to right: Circe Cansino - Business Development Officer, Jim Grobbel - Vice President/Special Assets, Jen Carroll - Closing Administrator

Pictured front left to right: Kaylah Dempsey - Business Development Officer, David Brellenthin - Credit Analyst, Jessica Corbett - Business Development Officer

The Board of Managers for Cooperative Business Services, LLC ("CBS") have recently approved a five year business plan that will support further investment in business lending services to the current CUSO client credit union base. The plan will also support market / foot print growth initiatives enabling CBS to further expand in Ohio and in contiguous states. As a result of this commitment, the company has recently bolstered their business development team and has augmented their internal administrative, credit analysis, and special assets support to begin preparation for the 2012 campaign.

We Put the Focus on Getting Deals Done!

Recently Funded Transactions

Shared Business Development Officer Originations

Manufacturing Company

\$150,000
Machinery & Equipment Purchase
Overpeck, Ohio

Professional Staffing Company

\$990,000 Permanent Conventional Financing
\$720,000 SBA 504 Loan
Cincinnati, Ohio

Mulch Company

\$630,000
Commercial Real Estate Purchase
Blacklick, Ohio

International Engineering Company

\$2,575,000
Conventional Construction Loan
Indianapolis, Indiana

Retail Center

\$3,560,000
Commercial Real Estate Refinance
Canton, Ohio

Apartment Complex

\$761,250
Commercial Real Estate Purchase
Mason, Ohio

Credit Union Originations

Physician Office

\$555,000
Commercial Real Estate Purchase/Construction
Toledo, Ohio
Originated by Directions Credit Union

Retail Center

\$425,000
Commercial Real Estate Refinance
Broadview Heights, Ohio
Originated by Taleris Credit Union

Church

\$575,000
Commercial Real Estate Refinance
Galloway, Ohio
Originated by Members First Credit Union

Pottery Company

\$152,000 Commercial Real Estate Purchase
\$56,250 Inventory Purchase
Dayton, Ohio
Originated by Wright Patt Credit Union

Grocery Store

\$400,000 SBA 7a Loan
Working Capital, Machinery & Equipment Purchase
Commercial Real Estate Improvements
Mason, Ohio
Originated by Day Air Credit Union

1st & 2nd Quarter Loan Volume

While market and economic challenges continue, CBS' commitment to originating new business opportunities is prevalent from the results in 2011. CBS has had one of its best 1st and 2nd quarters since 2003.

1st Quarter 2011 Loan Volume
28 Loans - \$14,904,026

2nd Quarter 2011 Loan Volume
59 Loans - \$36,368,561

FYE 2010
105 Loans - \$54,508,231

Conley Receives ACC Scholarship



The Southwest Ohio Chapter of the Association of Corporate Counsel (ACC) recently awarded Andrew Conley with a full scholarship to attend ACC's national conference in Denver, Colorado. The Southwest Ohio Chapter includes more than 240 corporate attorneys in the Greater Cincinnati and Dayton area. Andrew has served on the board for the past three years and is currently in his second year as Treasurer. CBS, LLC is proud of Andrew's accomplishments and we congratulate Andrew on a job well done. Andrew is the Senior Vice President of Closing & Compliance and General Counsel for CBS, LLC.

SBA Program Highlights

The Small Business Administration (SBA) loan programs are long term financing tools designed to help companies grow their business.

SBA 7a: Maximum loan amount up to \$5 million gross.

SBA 7a Express: Temporarily increased loan amount up to \$1 million until 09/26/2011; afterwards returns to \$350,000.

Small/Rural Lender Advantage: Maximum loan amount up to \$350,000 (mirrors SBA 7a program but has a streamlined process). This program is designed for lenders who make an average of <20 SBA loans annually over the past 3 years.

SBA Export Working Capital: Maximum loan amount up to \$5 million. 90% Guaranty (Up to \$4.5 million maximum guaranty); provides short-term working capital loans for **exporters**. May be used for revolving line of credit or term loan.

SBA Export Express: Must be an approved SBA Express lender; maximum loan amounts up to \$500,000. 90% guaranty for loans of \$350,000 or less; 75% for loans > than \$350,000. Applicant must demonstrate that the loan will allow them to enter a new or expand in an existing export market. Business must have been in operation for at least 12 months (though not necessarily in exporting).

SBA 504: 504 CDC maximum loan amounts from \$5 million to \$5.5 million, depending upon type of business.

Project costs financed as follows:

Lender 50%; CDC up to 40%.

Equity: 10% plus additional 5% if new business and/or 5% if special use/single purpose property.

SBA 504 Debt Refinance: Provided through CDC's; the refinance program will be in effect through 09/27/2012. This program is the same as the 504 loan program plus 85% or more of the proceeds must have been used for 504 eligible purposes.

Borrowers can finance up to 90% of the current appraised value of the property or 100% of the outstanding principal balance, whichever is lower. No-cash out is allowed. The debt considered for refinancing must have a maturity or balloon within the next 2 years. The borrower must have been current on last 12 monthly payments; cannot refinance an existing federal government loan. This program ends 09/27/2012.

New Credit Union Affiliations

CBS, LLC welcomes the addition of six new affiliate credit unions: Stark Federal Credit Union, Standard Register Federal Credit Union, Education First Credit Union, Cardinal Community Credit Union, Presidents Federal Credit Union and Tiffin St. Joseph Federal Credit Union.



Stark Federal Credit Union
Canton, Ohio
Asset Size: \$98,766,696



Standard Register Federal Credit Union
Dayton, Ohio
Asset Size: \$46,546,741



Education First Credit Union
Columbus, Ohio
Asset Size: \$85,954,440



Cardinal Community Credit Union
Mentor, Ohio
Asset Size: \$155,175,159



Presidents Federal Credit Union
Cleves, Ohio
Asset Size: \$11,535,916



Tiffin St. Joseph Federal Credit Union
Tiffin, Ohio
Asset Size: \$43,819,008

CBS Reorganizes

CBS has recently reorganized the CUSO and appointed the following as department heads:

Angela Kelley – Executive Vice President leading and managing all company finance and audit functions

Andy Weingartner – Executive Vice President leading and managing all credit underwriting and portfolio management duties

Lorain Cooper – Executive Vice President leading and managing all special asset responsibilities and loan closing functions

CBS has promoted the following to support the responsibilities of the executive team of CBS:

Andrew Conley – Promotion to Senior Vice President / General Counsel

Daisy Shafer – Promotion to Senior Vice President / Finance

Leslie Biskner – Promotion to Senior Vice President / Business Development

Who Do I Call?

With the reorganization, you may be wondering who to direct your questions to. To further assist you, dial 1-888-697-9555 and then look for the direct extension and the order below that applies:

<u>Business Development</u>	<u>Underwriting/ Portfolio Management</u>	<u>Loan Closings</u>	<u>Finance/Audit/ Loan Participation</u>	<u>Special Assets/ Work Out</u>
Leslie A. Biskner 614-203-8188	Andy Weingartner x105	Andrew P. Conley x103	Angela R. Kelley x100	Lorain Cooper x104
John M. Skeldon 419-460-2536	Trevor Haley x111	Pepper A. Bondie x109	Daisy K. Shafer x106	Jim Grobbel x101
Francia A. Harris 513-748-1690	Kurt N. Weill x113	Jen Carroll x117	Kathy Dinan x114	Drew O'Connor x110
Circe Cansino 614-949-9099	David Brellenthin x120	Lorain Cooper x104		
Jessica Corbett 513-746-5644				
Kaylah Dempsey 614-551-3872				

KEY RATES	Current	1 Month Prior	3 Month Prior	6 Month Prior	1 Year Prior
US T-Bill 1 yr Index	0.18	.18	.31	0.32	0.30
US T-Bill 3 yr Index	.64	.81	1.31	1.11	1.03
Prime Rate	3.25	3.25	3.25	3.25	3.25
US T-Bill 5 yr Index	1.47	1.71	2.25	2.76	1.83
US T-Bill 10 yr Index	2.95	3.07	3.50	4.20	3.82

Questions, comments, or suggestions? Email us at kreed@cbcsuso.com or call 888-697-9555