

The logo for Old National Bank, featuring the text "OLD NATIONAL BANK" in white, serif, all-caps font centered within a dark blue rectangular box. This box is flanked by two horizontal yellow bars above and below it, all contained within a white border.

OLD  
NATIONAL  
BANK®



# EMPOWERMENT

**SMALL BUSINESS LOAN PROGRAM**

North Central Minority Supplier Development Council

# Program Purpose & Eligibility

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- Old National Bank is committed to increasing business loans to Minority and Women Owned Small Businesses. Old National Bank has established the Empowerment Small Business Loan Program (The Program)
- The program will be available to businesses with the following:
  - Revenues less than \$25 million
  - More than 50% owned by minorities and/or women
  - Preference to companies operating within a majority minority or low-to-moderate income census
  - Loans of \$25,000 to \$5 Million

# Program Parameters

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## Minimum Credit Criteria

- Sponsor/Guarantor personal credit score minimum level: 620
  - Tax liens and collections evaluated on case-by-case basis
  - Bankruptcy history and understanding of reason; 2-year period lookback
- Collateral Values and appetite for increased risk from an LTV perspective
  - Owner Occupied CRE @ 85%
  - Equipment (new) 100%; (used) 90%
  - Gap financing provided through outside partnerships

# Program Parameters

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**The Small Business Special Purpose Program includes expansion of credit levers to facilitate providing the following products:**

## **Working Capital Lines**

- Up to 85% advance rate on AR; Up to 60% on Inventory

## **Commercial Real Estate Owner Occupied**

- 85% 1st MTG and up to 10% Mezzanine product. Capped at \$3 Million
- Amortization up to 25 years
- Allow for other subordinated debt up to 95% Total LTV (ONB 1st at 80% or less)

## **Equipment Finance Term Loans**

- Up to 100% Financing on equipment purchases
- Up to 10-year amortization on new equipment
- Up to 7-year amortization on used equipment

# Program Scope and Target Markets

## Initial Pilot of:

\$50 Million

## Initial Pilot in:

Indianapolis, IN

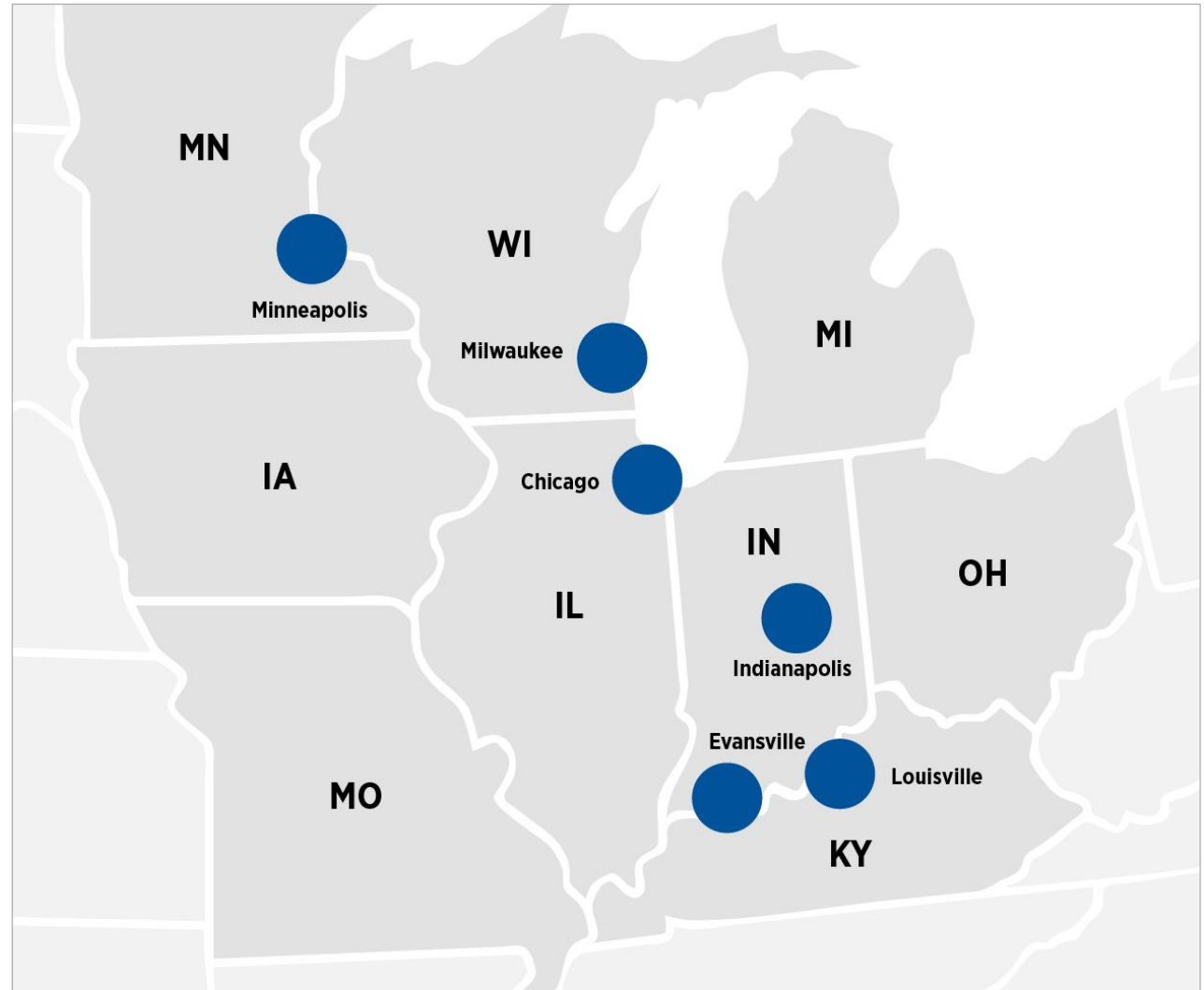
Evansville, IN

Chicago, IL

Minneapolis, MN

Milwaukee, WI

Louisville, KY



● Initial Plots

# How Is This Program Different?

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- Separate process from our standard sales and credit verticals comprised of a team dedicated to find, vet and underwrite new deals.
- Dedicated Credit Partner, tasked approvals for all program loans and with tracking credit performance.





**QUESTIONS OR COMMENTS?**

# Contact Us

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## **Tracy L. Meeks**

Community Lending Executive,  
VP

[Tracy.meeks@oldnational.com](mailto:Tracy.meeks@oldnational.com)

Office: 414-615-1032

Mobile: 414-687-7303

511 N. Broadway, Ste 802  
Milwaukee, WI 53202