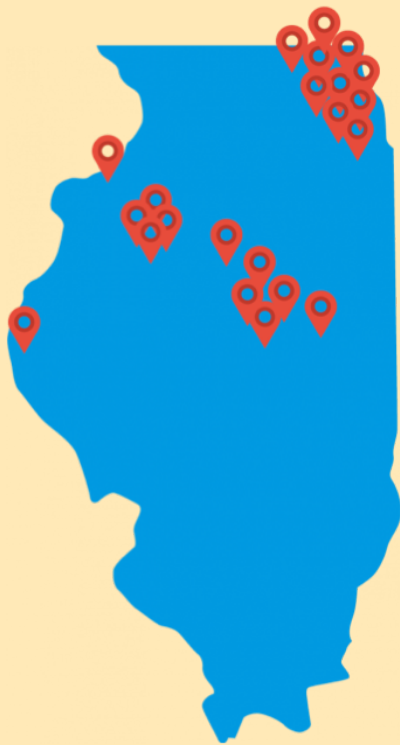


Illinois Business Financial Services newsletter



As IBFS continues to excel in our current fiscal year, we are excited to share our tremendous successes in aiding the growth of the small business community in the state of Illinois through the use of the SBA 504 loan program. In addition, we have made great use of the SBA 504 refinancing program—proudly ranking as the #13 CDC in the nation for Refi deals approved.

What have we been up to?

Thus far, IBFS has approved, closed, or funded loans for companies of 14 different industries, including—but not limited to—bakery, food & beverage, hospitality, manufacturing, medical, recreation, self-storage. These deals have aided in the growth of over 21 communities across Illinois, totaling over \$77 million in project costs, and the creation of 106 jobs so far this year.

Alternative Financing/Lending

In 2016-2017 we have seen great success through our new alternative financing program. The alternative lending program was instituted by IBFS due to the hundreds of small businesses that we come in to contact with each year that fail to meet qualifying guidelines for conventional bank lending and/or the SBA 504 loan. Alternative financing relies on the borrower's ability to meet 1 of the 3 C's: cash flow, collateral, or good credit. The sources of funding available include owner occupied, non-owner occupied, multi-family, purchase order funding, lines of credit, asset based loans, reverse factoring, construction factoring, and machinery & equipment lending and leasing. Thus far, we have helped 8 small businesses obtain over \$1.6 million in funding. Our alternative loans have ranged from \$49,500 to \$757,000 with an average loan size of \$244,000. We have helped 3 start-ups and 6 existing businesses to obtain funding through alternative means.

Introducing:
**Our Chicagoland
Offices!**

*IBFS has brought on additional employees in and around Chicago!
We are confident in their abilities and are excited about the growth
we will be able to achieve with the addition of these individuals!*

Chris McDonald



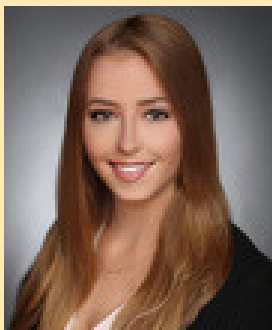
REGIONAL MARKET MANAGER- CHICAGO

cmcdonald@ibfs.org | (312) 868-0104

<https://www.linkedin.com/in/christopher-mcdonald-a6719918/>

Chris and his team support small businesses with lending needs in the greater Chicagoland area. He has experience supporting clients in a variety of ways including Commercial & Industrial loans, SBA 504 loans, SBA 7a loans, Commercial Real Estate loans, and Franchise Finance.

Kristin Dorini



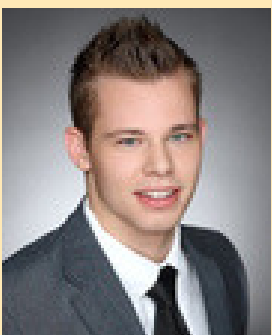
AVP RELATIONSHIP MANAGER- CHICAGO

kdorini@ibfs.org | (312) 489-5004

<https://www.linkedin.com/in/kristindorini>

Kristin is a recent graduate from the University of Oklahoma with a double major in Economics and Political Science. She is trained in loan packaging and traditional and SBA underwriting.

Cody Mellert



CREDIT ANALYST- CHICAGO

cmellert@ibfs.org | (312) 883-0101

<https://www.linkedin.com/in/codymellert/>

Cody is a recent graduate from DePaul University with a major in finance. He has experience as a credit analyst with private capital, debt brokering, financial consulting exposure.

Steve Henley



DIRECTOR NORTH REGION - FOX LAKE

shenley@ibfs.org | (847) 224-3178

<https://www.linkedin.com/in/steve-henley/>

With over 40 years of banking experience, Steve has expertise that encompasses Commercial and SBA lending, strategic planning, customer relationship building, capital raising, business development and local government management.