

Prior to submitting deals, Please review/check the Minimum Requirements

Applicant - On most deals, we will call and do an interview w/applicant

- A "Fraud Alert" on the CBR without a phone number for verification - will not be processed.
- All Permanent Residence Applicants Must Own Real Estate
- Completed, Legible, and Signed Credit Application w/EIN & SS#, Invoice, Spec Sheet and 3 months of Complete All Bank Statements (if >\$150,000 also 2 years tax returns)
- No Deals where the owner/equipment resides in Louisiana
- Sweet Spot Deals:** Equifax CBR 640+ FICO II w/1+ yrs TIB & >\$200,000 Net Worth Construction, Transportation, & AG (We will look at files with a 625 CBR+ score, startups & 0 TIB)
- For Powered Units (truck, tractor, semi) Borrower OTR/Regional
Must have 3 trucks in fleet or own real estate (home, condo, office, land)
- OTR, Owner/Operators, Private Party (Titled in Sellers Name), & **START-UPS** Acceptable
Startup's 1st truck must be driven by the **borrower** w/\$75,000 Max Funding
- Investment Deals - No absentee Owner/Borrowers
The business must be the primary activity of the owner/borrower. Driver/Dispatch/Mgr.
- \$15,000 Minimum Funded amounts with 20% down generally required
- CHB will loan up to 50% of Net Worth (assets - liabilities from Balance Sheet)
- No late pays or past dues on Installment term loans in the last 12 months**
- No past dues / write offs with a BALANCE DUE on any account (revolving or installment)**
- Clean Pay Net Report – No write-offs No Repos (< 5 years old)
- Experian FICO II < 700 CBR must show 2 term loans (home/auto) in good standing
- All Bankruptcies dismissed/discharged at least 3 years ago
- 3 months business Bank Statements for deals > \$25,000
- NSF or Overdrafts on Bank Statements are subject for denial-
- CHB generates applicant'(s) Balance Sheet from phone interview using the CBR & Paynet as documentation
- Additional Documentation may be required. - Tell us the Story
Business Plan, 2 years Tax Returns (for deals over \$150K)
- No TIB Requirements

Collateral

- \$15,000 Minimum Loan Amount on all Collateral**
- Trucks - Semi, Cargo, Expeditor, Crane, Day & Sleeper Cab, +more
- Construction - Backhoe, Track hoe, Wheel loader, Skid Loader, Telehandler +more
- Trailers - Refrigerated, Dry Van, Flat Bed, Drop Deck, Heavy Haul +more
- Trailer, Construction, & Vocation trucks - Real Estate not required except for Permanent Residence Applicants
- All **NEW** Equipment must come from a **Factory Franchised Dealer**
- No Trucks w/MaxxForce/Navistar/International Engines made after 2007
- No Class 7 or 8 trucks from model years 2008, 2009, 2010
- No Trucks over 650,000 miles w/o **SOLID DOCUMENTED** evidence of an engine rebuild
- Reefer/dry van trailers must be 14 years old or newer
- No Tandem axle Dump Trucks/Directional Drills/Food Trucks & Food Trailers, Integrated Car Hauler Trucks, wedges, 4, 5, or 6 car double deckers
- Yellow Iron is acceptable (serial numbered) From a Licensed Dealer only (No PP)
- Repossessed Equipment - CHB will only finance repossessed Power Units that are in CHB inventory. Trailers are an exception with Title in Vendor name.

**** This Criteria may change at any time and on a case by case basis & at Discretion of CHB.**

More Information and/or Clarification - 307.241.7005 / kwest@chbrownco.com

Send all deals to be Funded to - credit@chbrownco.com