

Send all deals to - credit@chbef.com Version 3.5 1/1/2022 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 and must have 10 year PR card
- Completed, Legible, and Signed Credit Application w/EIN & SS#, Invoice, Spec Sheet and 3 months of Complete Bank Statements (if >\$150,000 also 2 years tax returns)
- Louisiana - No Deals where the owner/equipment resides in Louisiana
- Sweet Spot Deals:** Equifax CBR 650+ FICO II w/2+ yrs TIB & >\$150,000 Net Worth Construction, Transportation, & AG (We will look at files with a 625 CBR+ score, startups & 0 TIB)
- Fleet/Owner Operators w/Sleeper/OTR trucks: Applicants Must have - 3 trucks in fleet or live at the same residence for 3 years or 3 years TIB or own real estate (For 2nd and 3rd truck purchase)
- Startups must own **Real Estate** & Must be driving their first truck, w/\$75,000 Max Funding
- Private Party Deals: Titled equipment only and must be Titled in Seller's Name
- Investment Deals - No absentee Owner/Borrowers as They must be involved in Day-to-Day operations The business must be the primary activity of the owner/borrower as a Driver/Dispatch/Mgr./Mechanic
- \$300,000 MAX Funded amounts with 20% down generally required (\$15,000 Minimum Financed)
- CHB will loan up to 50% of Net Worth (assets - liabilities from Balance Sheet) Net Worth >\$100,000
- Child Support & Installment loan Late pays or past dues (12 months) are subject for denial**
- BALANCE DUE on Past Dues/Write Offs/Collections on any account are subject for DENIAL.**

Exceptions: Cell Phone, Utilities, & Medical Bills - (at Discretion of CHB)

- Clean Pay Net Report – No write-offs No Repos (< 5 years old) Paynet Score of 600+
- Experian FICO II < 700 CBR must show 2 current 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 Except Trailer deals under \$75,000
- NSF and/or Overdrafts on Bank Statements are subject for denial-**
- CHB generates applicant'(s) Balance Sheet from phone interview using the CBR & Paynet as documentation (**Net Worth >\$100,000 Required**)
- Additional Documentation may be required. - Tell us the Story Business Plan, 2 years Tax Returns (for deals over \$150K)
- No Real Estate/Residence Timeline Required for Yellow Iron, Vocational Trucks and All Trailers for O/O

Collateral

- \$300,000 Max - \$15,000 Minimum Loan Amount on all Collateral**
- Trucks - Semi, Cargo, Expeditor, Crane, Day & Sleeper Cab, Concrete, Tow, Vocational +more
- Construction - Backhoe, Track hoe, Wheel loader, Skid Loader, Telehandler, Dump Trucks (non start-ups)
- Trailers - Refrigerated, Dry Van, Flat Bed, Drop Deck, Heavy Haul +more
- Trailer, Construction, OTR, Sleeper & Vocation trucks - Real Estate not required (see above)
- All **NEW** Equipment must come from a **Factory Franchised Dealer**
- MaxxForce/Navistar/International Engines made after 2007 - Restricted and will not be funded
- 2008, 2009, 2010 Class 7 and 8 trucks - Restricted and will not be funded
- Trucks over 650,000 miles must have **SOLID DOCUMENTED** evidence of an engine rebuild
- Reefer/dry van trailers must be 13 years old or newer
- Titles BRANDED** - Must be clear of - Rebuilt, Salvage, or Cumulative Damage Brand/Report Title
- 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 the CHB inventory. Trailers are an exception with Title in Vendor name.
- Restricted Collateral:** Directional Drills, Food Trucks & Food Trailers, Integrated Car Hauler Trucks, wedges, 3, 4, 5, or 6 car double deckers car trailers

Broker Points Cap:	Upt to 7 pts	Up To 5 pts	Up To 4 pts	Up to 3 pts
Amount to Vendor:	Up to \$25,000	>\$25,000 - \$75,000	>\$75,000 - 125,000	> \$125,000

**** 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@chbef.com