



Start-Up Program Checklist

Industry Experience >12 Months

CHB recognizes that in order to be a successful start-up, desire is one of the criteria to make it happen. But along with desire, there must be a certain level of industry experience in order to accomplish the goals.

- How is the industry experienced level measured? **Answer:** On a case-by-case basis and at the discretion of the CHB underwriting. We need to hear the whole story.

W2/Company Experience - working under another business is critical, as this allows experience to be built and learn from the mistakes. The more industry experience the better. >12 months

Rent/Leasing Equipment (not "leased on") >18 months - Qualifies as an Established Business

Investor/Silent Partner(s)/Absentee Owner(s) - Do not qualify for the Start-Up Program

Green Card | Permanent Resident | Visa Work Permit - For all Types of Collateral

Permanent Resident/Green Card holders that possess a 10-year unconditional card and also own real estate may **Qualify** w.a.c. Work visa permits and 2 year conditional green cards **do not qualify**

With multiple PGs - 1 needs to own real estate and have qualifying PR documentation

Real Estate Ownership & Net Worth Requirement

OTR start-up businesses must own some sort of real estate. This can be a home, raw land, office, condo.

The real estate ownership must be verifiable by tax documents, mortgage statement, or on the CBR.

\$100,000 minimum net worth required. With multiple PGs - 1 needs to own real estate. w.a.c.

All - Sleeper Trucks and Box/Expeditor Sleeper Trucks - will be considered OTR businesses

OTR start-ups must be the driver of their first truck | No start-up investor deals

Real estate ownership **IS** required | \$75,000 Max Funding | \$100,000 minimum net worth w.a.c.

Yellow Iron/Construction Equipment

Must be using their first purchase for their business | No start-up investor deals

Real estate ownership **NOT** required | \$75,000 Max Funding | \$100,000 minimum net worth w.a.c.

Vocational Trucks

Must be the driver of their first truck. | No start-up investor deals

Real estate ownership **NOT** required | \$75,000 Max Funding | \$100,000 minimum net worth w.a.c.

Day-Cab/Local Haul Trucks

Must be the driver of their first truck. | No start-up investor deals

Real estate ownership **NOT** required | \$75,000 Max Funding | \$100,000 minimum net worth w.a.c.

Box Trucks w/o sleeper

Must be the driver of the truck. | No start-up investor deals

Real estate ownership **NOT** required | \$75,000 Max Funding | \$100,000 minimum net worth w.a.c.

Tow Trucks/Rollback Trucks

Must be the driver of the truck. | No start-up investor deals

Real estate ownership **NOT** required | \$75,000 Max Funding | \$100,000 minimum net worth w.a.c.

Dump Truck (No Start-Ups)

CHB does **NOT** offer financing for Dump Truck businesses who are purchasing their first truck. The businesses that are applying for Dump Truck financing must demonstrate they are in the materials handling, construction & excavation and/or actual dump truck business >18 months. If the applicant does not currently own any of these types of equipment - then they would be considered a start-up and do not Qualify for dump truck financing.

Interest Rates | Length of Terms | Down Payment | 3 Months Bank Statements Required

B - C credits | 11.3% - 22.9% | Terms depends on miles/hours and age | Down Payment - 20% |

Minimum Credit Score

> 625 Experian FICO 2 score with NO late/slow pays in the last 12 months on term loans,

NO active collections, NO accounts with past due balance owed - may qualify for financing. w.a.c

CBR Scores of 625 - 699 with at least 2 **current** satisfactory credit histories may qualify for financing as well

(Cell Phone, Education, Medical, and Utility derogatories may be excluded at discretion of CHB)

There are a number of Factors that go into the underwriting - please call with questions

C.H. Brown Co., LLC | 20 West Frontage Rd. | Wheatland, WY 82201 | 307.322.2545 | www.chbef.com

Trusted by Brokers | Preview The Deal - 307.241.7005



Start-Up Program Checklist Grid

	Real Estate Ownership	Minimum FICO 2 Score	Net Worth	Industry Experience	Interest Buy Rates
Sleeper Trucks OTR Businesses	Yes	625 No late/slow pays collections/repo	\$100,000	>12 Months	13.9% to 22.9%
Yellow Iron Construction Serial #	No	625 No late/slow pays collections/repo	\$100,000	>12 Months	11.3% to 22.9%
Vocational Trucks	No	625 No late/slow pays collections/repo	\$100,000	>12 Months	12.5% to 22.9%
Day Cab Trucks	No	625 No late/slow pays collections/repo	\$100,000	>12 Months	12.5% to 22.9%
Box Trucks w/o sleeper	No	625 No late/slow pays collections/repo	\$100,000	>12 Months	12.5% to 22.9%
Tow Trucks Roll Back Trucks	No	625 No late/slow pays collections/repo	\$100,000	>12 Months	12.5% to 22.9%
Dump Trucks Established Businesses Only	No	625 No late/slow pays collections/repo	\$100,000	Established Businesses Only >18 months	13.9% to 22.9%
10 Year Unconditional Card PG(s)	Yes	625 No late/slow pays collections/repo	\$100,000	>12 Months	13.9% to 22.9%
Food Trucks Directional Drills Car Transport (not tow trucks)	Restricted Collateral - Financing programs are not available for these collateral Types See the CHB Broker Guide for additional guidelines				
Rent/Leasing Equipment (not "leased on") >18 months - Qualifies as an Established Business					
- This is a partial list of collateral that CHB finances - There are a number of FACTORS that go into determining collateral and credit underwriting decisioning - please call with questions 307.241.7005 kwest@chbef.com					
Current Commissions <\$25k = 7pts \$25 - \$75 = 5pts \$75k - \$125K = 4pts >\$125k = 3pts Broker Bonus Points Program					