

## WHAT WE OFFER

**Great Lakes Business Credit** offers Asset Based Lines of Credit ranging from **\$500,000 to \$6,000,000**. Lendable collateral consists of Accounts Receivable, Inventory, Machinery & Equipment, and Owner-occupied Real Estate. Following are general guidelines as advance rates, ineligibles, and caps may change when considering individual requests:

### LENDING PARAMETERS

- First security interest in all assets of borrower
- Personal guaranty of principal owner(s) > 20%
- Notes payable to related parties to be subordinated to GLBC
- Weekly borrowing base reporting
- 12 month facilities; extensions as needed
- Full dominion of funds, with lockbox
- Field Exams as needed

### LENDABLE COLLATERAL

#### Accounts Receivable

- Advance rates up to 85% as determined by historical dilution
- Up to 120 days from invoice date, domestic accounts receivable
- Foreign accounts covered by acceptable credit insurance

#### Inventory

- Advance rate up to 60% of raw materials, finished goods
- Value based on the lower of cost or market
- Ineligible inventory: Work in Progress; Supplies/Packaging; Stale; Items held at outside processors; Damaged goods

#### Machinery and Equipment

- Advance rate up to 70% of forced liquidation value as determined by a recent acceptable appraisal
- Amortization up to 60 months

#### Owner-occupied Real Estate

- Advance rate up to 70% of value as determined by a recent acceptable appraisal
- Amortization up to 300 months
- In conjunction with ABL working capital facilities only

#### Debtor-in-Possession

- Limited to companies in Chapter 11 Bankruptcy
- GLBC must have priority over existing debt, equity and other claims

### OUR LENDING APPROACH

#### Unmatched Service

A founding and enduring principle of Great Lakes is unequalled client service. We establish a stress-free interface and seamlessly manage program details with personalized, knowledgeable attention.

#### No Early Termination Penalty

Unique in the industry, Great Lakes charges no early termination fees. Focusing on client success, our solutions are most often designed to enable borrowers to achieve stability within one year.

#### Streamlined Approvals

Alternative financing is, in many cases, a time-sensitive requirement. Great Lakes streamlines approvals — 30-45 days from application to closing is normal — using on-staff experts for review, vetting, and valuation. Additionally, Great Lakes does not rely on third party outsourcing to accommodate client needs.

Great Lakes Business Credit is an invaluable resource for borrowers when they:

- Are a startup or relatively new business > 6 months
- Have experienced operating losses
- Have little or no equity
- Have stretched payments to vendors
- Are in the process of restructuring their business
- Are in Chapter 11 Bankruptcy

### OUR STORY

Great Lakes Business Credit, formed in 2002, provides financing which allows companies to regain financial stability and return to conventional financing as soon as possible.

We focus on companies with potential that are currently unable to obtain or maintain bank financing, structuring financing packages which meet their immediate needs.

Recapitalized in 2020, Great Lakes now offers the widest and most accessible array of alternative finance solutions in the industry.