

# Your Guide to Commercial Banking



# It's nice to meet you.

Whether you want to expand your business, you are just starting your business, or you are still in the planning stage, it's helpful to know what type of financial support is available to you.

In this guide, we'll explain the loans that may work for you, as well as business services that will make it easier to start, expand, organize and manage your business.



# Overview

- **Commercial Loans**
  - Business Line of Credit
  - Equipment Loans
  - Commercial Real Estate & Construction Loans
  - SBA Loans
  - USDA Loans
  - MEDC Cash Collateral Support Program
- **Commercial Banking Services**
  - Business Deposit & Checking Accounts
  - Business Savings Accounts
  - Cash Management (Treasury Services)
  - Payroll Direct Deposit
  - Remote Deposit Capture
  - Merchant Card





1

# Commercial Loans

Types of Commercial Loans





Depending on the stage of your business and your goals, commercial loans can help you start and expand your business.

**There are many different types of commercial loans, also called business loans. In this section, we'll explain a few of them.**



# business line of credit

## Purchasing Power

Purchase inventory, support accounts receivable, or pay vendors

## Cover the Unexpected

Cover irregular or unexpected payments

## Planning for the Unplanned

Take care of unplanned purchases

## Seasonal

Use for seasonal cash flow requirements





# equipment loans

An equipment loan can help you pay for the equipment you need to start, run, or expand your business. An equipment loan can include a wide range of assets depending on your business needs.

This might include **vehicles, computers, machinery, and much more.** With this type of loan, you could be approved for a set limit and pay the amount back according to the loan agreement.

A pre-approved equipment line can be set up so that funding can occur within 2-3 business days of identifying equipment that will be purchased.



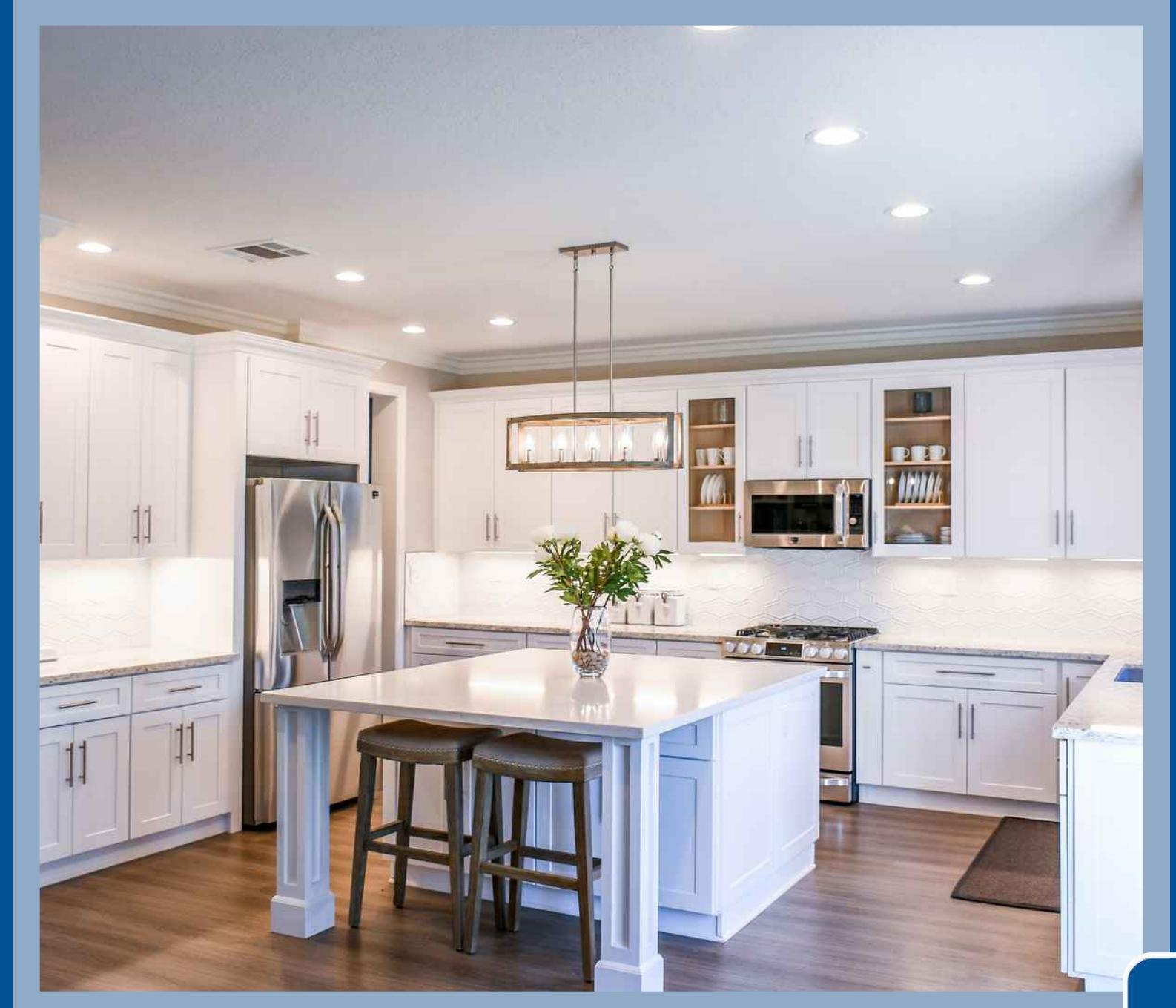
# What our customers are saying...

“

We chose Chelsea State Bank because dealing local matters to us and we couldn't be happier. They are understanding, attentive to our needs and easy to reach. They have not only been there for us but also our employees, subcontractors, and customers.

-Kyle Davis | Dexter Builders

”



equipment loans



# commercial real estate

## construction loans

If you're starting a brick-and-mortar business or opening a new location, you may need to buy real estate or make improvements to a building or piece of property. A real estate loan provides the funding that you need to do this. If approved, you'll have a set amount according to your needs and approval limit, and you'll pay this amount back according to the loan terms.

### Good for:

- Buying, building, or improving your location
- Opening a new location
- Improving the land and property



# What our customers are saying...

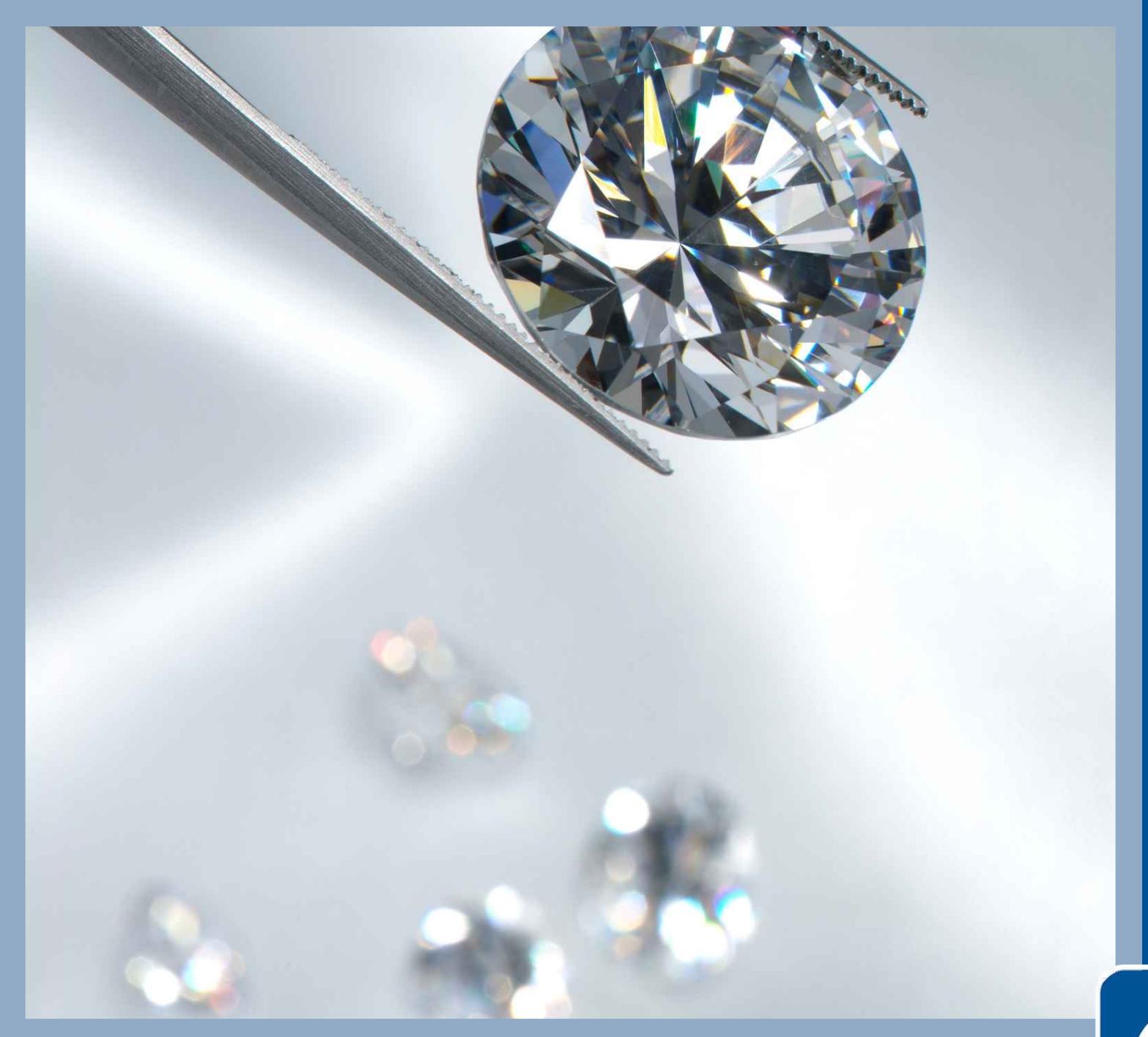
“

With our previous bank, every loan had to go in front of a board, and with Chelsea State Bank, it has worked out much, much better!

Lewis Jewelers started over 100 years ago, Chelsea State Bank started over 125 years ago, and I think that's very important.

-David Lewis, President | Lewis Jewelers

”



construction loans





# SBA loans

The Small Business Administration (SBA) is a government agency that backs loans to small and midsize businesses. These loans are distributed by authorized lenders such as Chelsea State Bank. The SBA does not make loans itself, but rather guarantees the loans.

There are many different types of SBA loans for different circumstances, types of businesses, and more. These are the most popular SBA loans used for small businesses.

- **SBA 504 Assisted Loans**

- The SBA 504 Loan Program provides small businesses with long-term, fixed-rate financing for the acquisition of major fixed assets such as commercial buildings, machinery, and equipment.

- **SBA 7(a) Guaranteed Loans**

- The 7(a) Loan Program is SBA's primary program for helping start-up and established small businesses with financing guaranteed for a variety of general purposes such as the purchase, construction and renovation of owner-occupied commercial real estate, purchase of machinery and equipment for business use, business acquisition, business startup, debt refinance, and working capital.

- SBA7(a) includes the SBA Express loan program for loans less than \$500,000

- **SBA Disaster Loans**

- Most recently used for the Paycheck Protection Program (PPP).



# What our customers are saying...

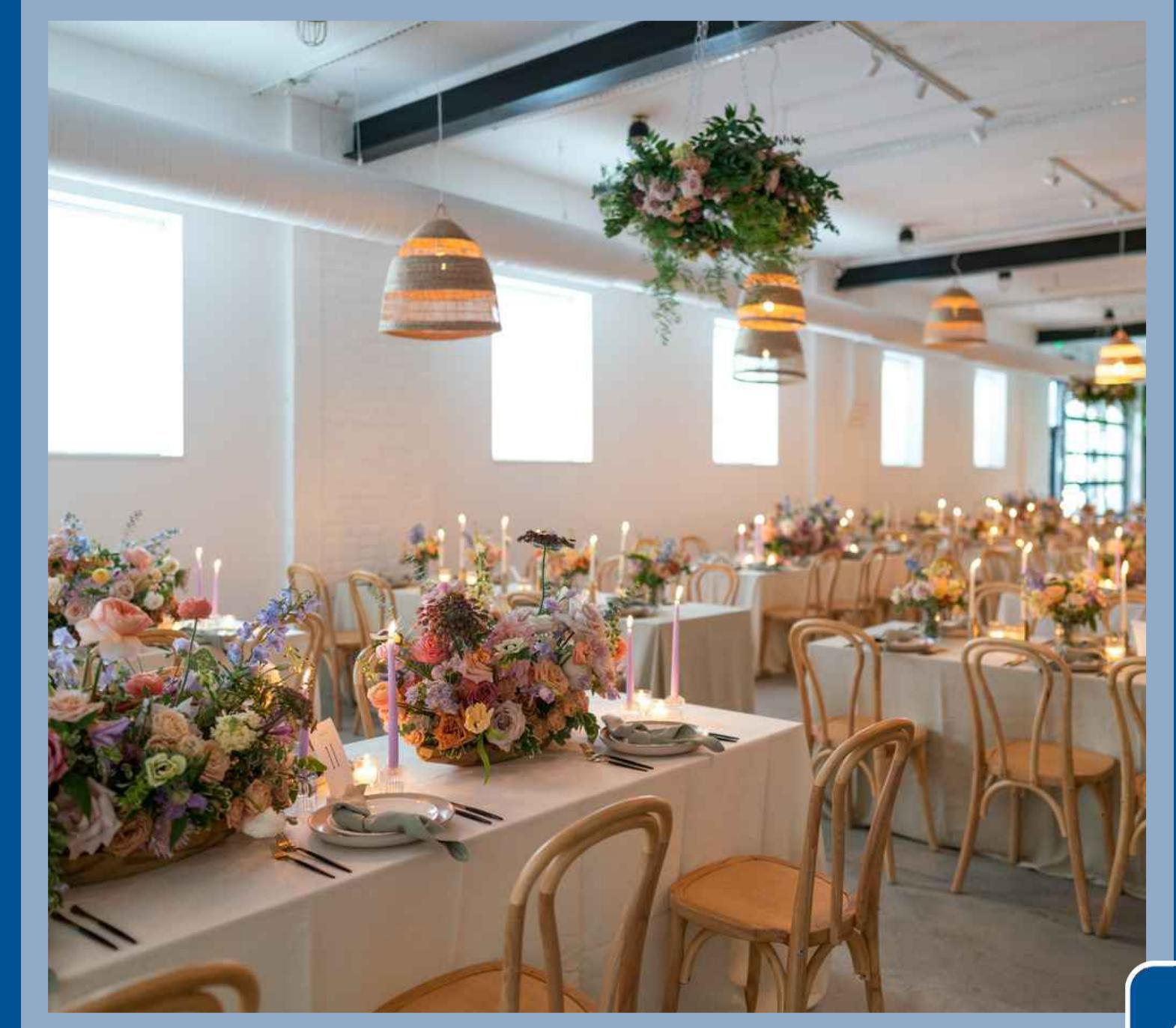
“

With our exciting expansion in less than two years we found it very difficult to navigate the traditional big banks for our lending needs. CSB came alongside us and with the help of the SBA, we're able to source critical funding for us to secure our next level of growth. Now, we will be able to serve even more clients in Chelsea and bring close to 50,000 visitors annually to our beautiful little town. Thank you, CSB for all you do and for championing the small businesses that so greatly need you.

-Amy Collins | The Collins Off Main

”

THE COLLINS  
OFF MAIN



SBA  
Loans

CSB  
CHELSEA  
STATE BANK  
Member FDIC



# USDA loans

USDA loans are similar to SBA loans in the fact that they are also backed by a government agency. Similar to SBA loans, USDA loans are also distributed by lenders such as Chelsea State Bank.

The US Department of Agriculture and the Business and Industry Guaranteed Loan Program all focus on loans to businesses in rural areas to improve infrastructure and create jobs.

## Loans are typically used for:

- Improving or repairing rural businesses
- Developing rural real estate
- Starting or expanding agriculture or related facilities
- Adding positions and new locations in rural areas
- Livestock and supplies
- Commercial real estate located in communities defined by USDA as rural



# MEDC cash collateral support

The intent of the Michigan Business Growth Fund Collateral Support Program (MBGFCSP) is to address collateral shortfalls that would otherwise not allow a lender to provide new financing to a small business operating in Michigan. The program addresses these shortfalls by providing cash collateral to enhance the collateral coverage of borrowers.

- To qualify, a business must be engaged with a private lender for the purpose of acquiring a commercial extension of commercial credit and must exhibit a collateral shortfall according to the lender's analysis
- Borrower must have no more than 750 employees, and otherwise comply with all state and federal requirements for the program



2

# Commercial Banking Services





**All business owners know that running a business means more than just having funds available.**

Although available funds are essential, it's also important to have tools to manage your business efficiently.

Chelsea State Bank provides the necessary business services to help manage your daily operations faster, securely, and easier. Let's take a closer look at these services in the next sections.



# Business Deposit & Checking Accounts

Business deposit accounts allow you to easily manage your funds, including day-to-day operational transactions as well as savings for expansions and other initiatives.

Depending on the size of your business and the number of transactions you typically incur, we have accounts to maximize your money and efficiency.

## All accounts include these services:

- Online & Mobile Banking Access
- Bill Pay
- Online Check Images
- E-Statements
- Business Debit Cards





# business savings accounts

Business savings accounts allow you to maximize your money while saving for expansions and other initiatives.

We offer these accounts with competitive rates and terms for your immediate and long-term business savings plans.

## This includes:

- Business Statement Savings
- Business Money Market Accounts
- Business Certificates of Deposit (CDs)



# What our customers are saying...

“

Working with Chelsea State Bank has been a breath of fresh air. They took the time to get to know our business, our team and learn our story. We were desperately looking for a bank where we were not just numbers to them, we were job providers in the community and difference makers in our business space. The team at Chelsea State Bank took the time to understand why we do what we do and see our vision.

-Stuart Shulman, Chief Executive Officer  
Synchronis Medical

”

**synchronis** Medical  
*Accelerating Device & Service Solutions*



business accounts

**CSB**  
**CHELSEA**  
**STATE BANK**  
Member FDIC

# cash management services

Cash management (treasury) services will help you reach your optimum operating efficiency.

**With a full array of services, you simply choose the services that will help your business succeed:**

- Enjoy 24/7 control over company finances
- Cut down on repetition; save time and reduce errors in accounting
- Streamline record-keeping
- Have anytime control of comprehensive information at your fingertips:
  - Payroll direct deposit services
  - Automated Clearing House (ACH) services
  - Pay bills
  - Make and record tax payments
  - Collect payments electronically
  - Fraud mitigation services (Positive Pay)
  - And much more

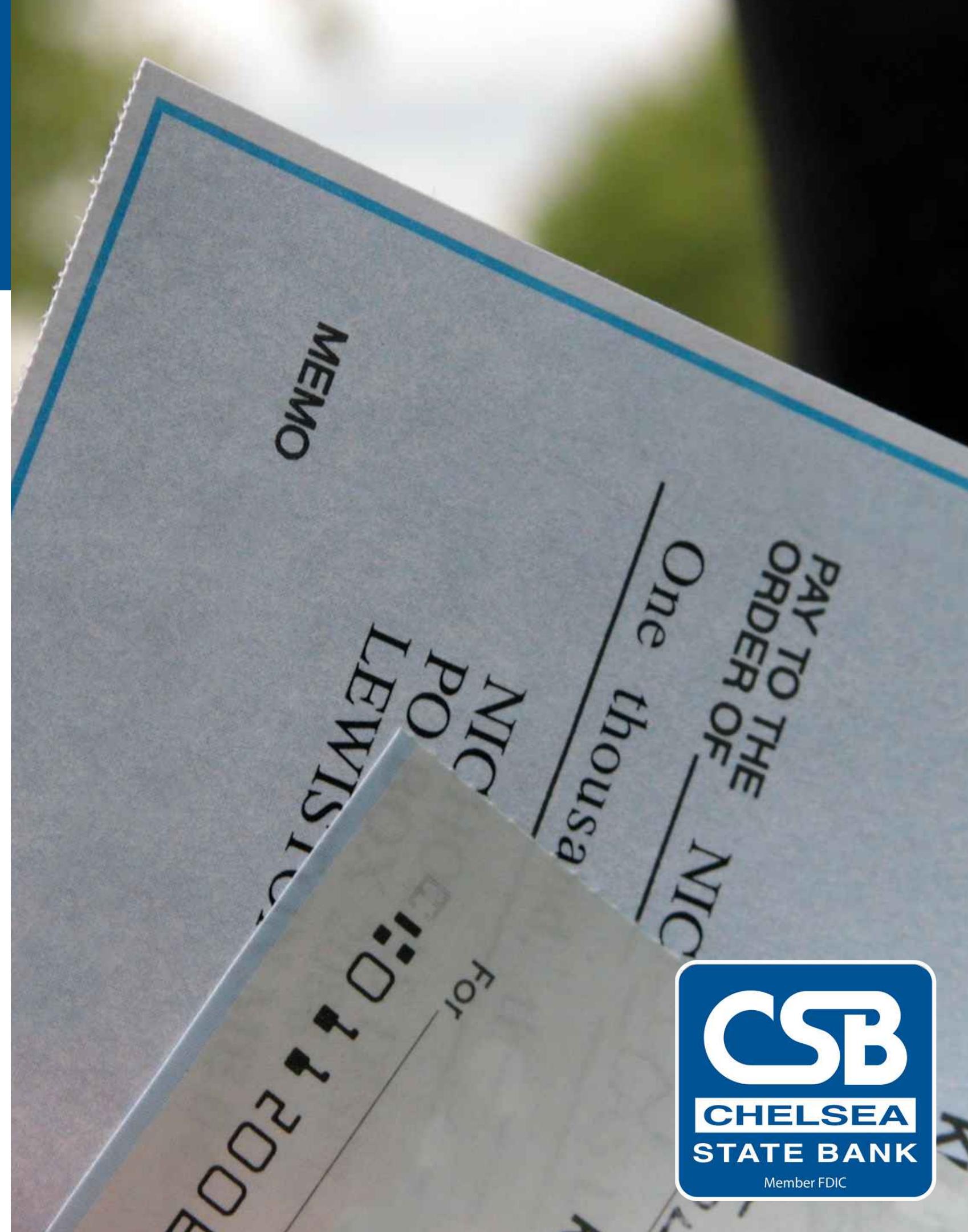


# remote deposit capture

Deposit checks directly from the convenience of your office with remote deposit capture. All you need is the Internet. We will provide a desk scanner. You simply sign, scan, and send your checks to us for processing. Your checks are then converted to an electronic image that is then securely transmitted to the Bank.

## This service offers multiple benefits:

- Streamline check handling from multiple offices or locations
- Same day credit up to 4pm; realize funds quicker, accelerating cash flow
- Save time; the whole process can be done in a matter of minutes
- Reduce time and money spent on document preparation and transportation
- Fewer errors in accounting
- Reduce the risk of check fraud by eliminating the circulation of paper checks
- Online images maintained in online banking



# What our customers are saying...

“

We are so thankful to be customers of Chelsea State Bank. Thank you for supporting us and helping us catch fraudulent activity on our account. That was not only helpful and thoughtful, but allowed us to remain focused on servicing our clients and their guests. A win-win indeed!

”

-Katherine Hilboldt Farrell, President and Co-Founder of Katherine's Catering

THE HEART OF YOUR EVENT™

**Katherine's**

CATERING • EVENTS



remote deposit capture



Member FDIC



# merchant card services

Merchant Card Services allow you to accept debit, credit, and online transactions, including major credit and debit cards for increased versatility.

## Advantages:

- Provide additional payment options for your customers
- Boost your bottom line by making it easier for people to pay you
- Reduce processing time and human error
- Reduce billing expenses
- Equipment is easy to use and set up
- Streamline billing and record-keeping
- Automatic credit directly to your deposit account



# What our customers are saying...

“

In May of this year, Heydlauff's Appliances switched over to Chelsea State Bank's Payment Processing Services. It was a simple and smooth transition while not interrupting our day-to-day business. We love how CSB's merchant card system works. It's convenient and efficient. It has helped us save money every month. We highly recommend this product to any business.

-Mark Heydlauff | Co-Owner, Heydlauff's

”



merchant card services





3

Let's Get Started  
Today!



# Let's chat about your business goals!



You can launch your business, open a new location, expand your business, and more with the right commercial loans and banking tools. If you're ready to get started, we're ready to help. Contact us today to make an appointment with a business banking expert and learn about the services for your business, the loans available, what you'll need, interest rates, and more!

**Request an  
appointment, online**

**Call 734-475-1355, or  
visit us**

**[www.chelseastate.bank](http://www.chelseastate.bank)**

