

# Banking On Business (BOB)

*Banking On Business is a “recoverable assistance” product used by members to help make small business loans that would otherwise not meet lending standards.*

## Benefits to FHLBank Members

- Helps meet underwriting standards by adding equity and/or enhancing repayment ability
- Provides additional fee income on the BOB loan
- Creates new business relationships and cross-selling opportunities
- Integrates with existing commercial underwriting; no separate underwriting required
- Qualifies for CRA credit
- Strengthens the local economy by helping to create and retain jobs

*“The injection of additional funds that BOB provides mitigates the excess risk associated with these transactions. The businesses that BOB has helped fund have created new jobs, occupied empty storefronts and provided many other benefits to the communities we serve.”*

*– Peter Bochnovich,  
Senior Vice President,  
The Dime Bank*

## How to Apply

FHLBank members can enroll in the program at any time by completing a short enrollment form and signing a master agreement. Once enrolled, members can submit registration forms during open funding rounds to request BOB funds on a first-come, first-served basis, until funds are exhausted.

## BOB in 2018

- \$6 million will be available on a first-come, first-served basis
- Funding round will open on Mar. 1 at 9 a.m.
- Each member’s access to the BOB funds will initially be limited to a cumulative maximum of \$600,000
- At 5 p.m. on Friday, Aug. 31, the \$600,000 cap will be lifted should funds still be available
- Any remaining funds will then be re-pooled and made available again to all members beginning at 9 a.m. on Monday, Sept. 17, on a first-come, first-served basis
- Program resources, including forms, manuals and other helpful documents, can be found online at [www.fhlpgh.com](http://www.fhlpgh.com)



601 Grant Street  
Pittsburgh, PA 15219  
[www.fhlpgh.com](http://www.fhlpgh.com)

For more information, contact the Community Investment department at 800-288-3400, option 4.

*See reverse for examples of how members have used BOB in their communities.*

## Banking On Business Success Stories

### Luzerne Bank and BOB Create Perfect Medicine for Family-Owned Pharmacy Expansion



Harrold's Pharmacy, a third-generation family-run business located in Wilkes-Barre, Pa., was established by the Lefkowitz family nearly 70 years ago. To stay abreast of changing times and patients' needs, owner Bruce Lefkowitz decided to expand his offerings and laboratory. The first step was to purchase a nearby bakery, which had been vacant for more than two decades.

To finance the deal, Lefkowitz called on FHLBank member Luzerne Bank for help. His business received \$200,000 in recoverable assistance from FHLBank's Banking On Business (BOB) product. "We had the option to work with any of a number of local and national banks, but because of our community roots, we wanted to keep our banking business local," said

Lefkowitz. With BOB financing, Luzerne Bank was able to help Lefkowitz create a cutting-edge pharmacy in the heart of the neighborhood where his family got their start.

### Delaware Kitchen Business Expands with Perfect Recipe from Wilmington Savings Fund Society



Holcomb Cabinetry of Wilmington, Del., had been in business for three decades, selling and installing residential custom kitchens, when owner Don Holcomb decided it was time to move to a larger facility with more showroom space.

Holcomb found a vacant property in nearby Claymont and called on FHLBank member Wilmington Savings Fund Society (WSFS) for assistance. In addition to a small business loan, Holcomb received \$150,000 in recoverable assistance from FHLBank's Banking On Business (BOB) product. In six months' time, he converted the property into his new showroom. "The BOB loan we received from WSFS was a game-changer for us," said Holcomb's son, Daryl. "They helped give us a future."

Mike Skipper, vice president and community development manager at WSFS, said, "With BOB's assistance, we can lend to well-run businesses that otherwise may not qualify for a loan, and that means jobs for Delaware."

### WesBanco and Bed and Breakfast Win with BOB



The owner of the Gillum House Bed & Breakfast (B&B) in Shinnston, W. Va., needed a little help. The roof of the B&B needed to be replaced, and owner Kathleen Panek was desperate to have reliable transportation for her business needs. Panek turned to FHLBank member WesBanco for help. In addition to a small business loan, Panek received \$26,000 in recoverable assistance from FHLBank's Banking On Business (BOB) product to help with the purchase of a new vehicle and a new roof. The City of Shinnston has also benefitted from having the B&B in town as it attracts tourists and stimulates the local economy.

LuAnne Bush, vice president of WesBanco, said, "The BOB program is a win/win/win for all involved. The borrower continues with their project, the community keeps a local business and the bank creates a scenario that

reduces its exposure while continuing to support lending in the local community."