



Stanley M. Weeks
Executive Vice President/CCO
City National Bank of New Jersey
900 Broad Street
Newark, New Jersey

City National Bank Corporate Overview



- Organized in 1973 in Newark, New Jersey
- Only African American owned and operated bank headquartered in New Jersey
- Over \$450 million in assets and growing
- Profitable for the last 20 years

City National Bank Corporate Overview



- Operates ten branch locations within urban communities of New Jersey, New York, and Pennsylvania
- Certified Development Financial Institution
- Primarily a Commercial Lender
 - Commercial Real Estate
 - Community Development
 - Not for Profit
 - Business Loans



City National Bank Business Lending

- Small Business Loans
 - Approved SBA Lender Since 1990
 - Utilized as a tool to mitigate risk
 - Support growth of businesses
 - SBA 7A and 504 Loans
 - Start-up and Business Expansion
 - Relationship Philosophy
 - Held in Portfolio

City National Bank Business Lending



SBA 7a Loan Examples

Children's Learning Tree Inc.

\$100,000

Expansion of existing HB business

Furniture and equipment

Working capital

Leased Property

Marginal Equity

Projected Financials



City National Bank Business Lending

Cuba Bakery

Family run Business Since 1989

\$250,000 Loan

Purchase of a mixed use property
less than 50% owner occupied

Minimal down payment-10%

Marginal Equity

Growing Business With One Year
Sufficient Cash Flow Coverage

City National Bank Business Lending



SBA 504 Loan Examples

Q. T. Automotive Inc.

Auto Repair, Towing and Car Rental Company
Established in 1993

Purchase of a Commercial Building

100% owner occupied

Cost-\$535,000

Owners Equity-\$53,500

CNB First-\$267,500

NJBFC 2nd-\$214,000

City National Bank Business Lending



L & L Accounting Services

__Income tax and accounting service established 1984.

Purchase of commercial building

100% owner occupied

Cost-\$396,000

Owners Equity-\$39,600

CNB First-\$198,000

NYBDC 2nd-\$158,400