

The Second Look Program

Program Overview

The Second Look Program can increase business for commercial lenders and support small business development in Upstate New York.

Traditional lenders decline a percentage of small business loans, some of which could be approved for funds managed by a local development organization such as The Enterprise Center at ROI. Because of our mission and as a Certified Community Development Financial Institution, we can offer small businesses the flexible terms they need and have the patience required to provide financing.

We will work with commercial lenders to develop a referral process whereby appropriate loan applicants that have been turned down by the commercial lender can be referred to The Enterprise Center for a Second Look.

Program Benefits

- The bank is positioned to become both the bank of deposit for the business and a trusted source for a future loan when the business is in a stronger financial position and has created a positive credit history.
- The small business benefits because it has obtained financing at an affordable rate and is positioned to grow.
- The Enterprise Center is able to attain its highest mission – helping create or expand local businesses, increasing job opportunities in the community.