

Pursuit

Annual Report

FY 2023



.....	3-4
.....	5
.....	6
.....	7
.....	8
.....	9
.....	10
.....	11
.....	12
.....	13
.....	14
.....	15-17
.....	18
.....	19
.....	20-21
.....	22




CHRIS LEVY
President & CEO
Pursuit

Since 1955, Pursuit has been an unwavering force in the landscape of small business support, connecting communities with the capital and resources they need to thrive. As we reflect on our journey, it's clear that our commitment to empowerment remains steadfast.

In the face of a changing world, Pursuit has evolved, deepening its roots in communities while advancing its mission. Our goal is simple but profound – creating a more inclusive economy by ensuring every business owner has a pathway to success.

Our history is marked by innovation in lending solutions, a commitment that has only strengthened over time. Beyond financing, we are architects of opportunity, navigating the dynamic landscape to open doors for small businesses traditionally excluded from mainstream funding. Our journey involves not just financial support but holistic assistance through our internal resources and a consulting corps comprising external experts.

Pursuit is not just a lender; we are facilitators of progress, moving businesses along the “capital continuum.” We have a variety of loan programs available to assist business owners and put them in the best position for success.

At the heart of our approach are our core values, guiding our dedicated staff as they embark on each day's mission to assist small businesses. These values – strengthening communities through collaboration, leading with transparency and authenticity, celebrating diversity and embracing our differences, and engaging on a personal level – form the bedrock of

our culture, fostering an environment where our team can thrive, collaborate, and deliver impactful results.

The fiscal year 2023 presented challenges and triumphs alike, marking the beginning of my tenure as President and CEO. In an industry grappling with a liquidity crisis and economic uncertainties, Pursuit emerged as a beacon of resilience.

In FY 2023, Pursuit funded 785 loans totaling \$309.9 million, a testament to our commitment to offering responsible capital. Notably, 77% of our lending supported minority-owned, woman-owned, veteran-owned, low-to-moderate income, or rural-based businesses. Our impact is measured not just in dollars but in the creation and retention of 3,458 jobs.

Beyond financing, we provided technical assistance to 970 businesses and engaged in 93 consulting sessions. These resources are more than support; they are building blocks for sustainable success along the capital continuum.

Our team, dedicated to our mission, worked tirelessly to weather the storms of FY 2023. Their commitment to small businesses, coupled with teamwork and collaboration, underscored our shared accomplishments.

Beyond our commitment to small businesses, Pursuit stands as a resource hub for banks, government agencies, foundations, and like-minded organizations aspiring to foster an inclusive economy through

small business lending. We actively collaborate with partners, sharing our expertise, insights, and best practices. Whether through joint initiatives, advisory roles, or knowledge exchange, Pursuit is more than a lender – we are a catalyst for building networks that empower businesses and drive economic inclusivity. Together, we shape a future where every entrepreneur has the support needed to turn dreams into thriving enterprises.

Looking back, I am immensely proud of our achievements. Our managed portfolio now boasts 5,413 loans totaling over \$1.9 billion, setting the stage for even greater success in the years to come. Pursuit is not just a lender; we are partners in the journey of every business we support, and our mission resonates stronger than ever.

As we move forward, let's continue to empower success, sustain growth, and write the next chapter of Pursuit's legacy.



CHRIS LEVY
President & CEO
Pursuit

Tropical Juice Bar: Financing Growth with an SBA 504 Loan from Pursuit

Seeing a need for healthier foods in urban New Jersey, the Lopez brothers started Tropical Juice Bar in 2010. Now, the Lopez brothers – Carlos M., Carlos D., and Luis – have seven locations, including their first franchise opening soon in Hackensack.

The Lopez brothers emigrated to the U.S. from the Dominican Republic as children and have always loved Caribbean foods and flavors. They saw an opportunity to bring the fresh flavors and health benefits of the tropics to New Jersey, opening the first Tropical Juice Bar in Passaic.

“Pretty soon after opening our first location, we realized we needed to expand our offerings to attract our target customers,” says Carlos M. “We added traditional Caribbean comfort foods, like empanadas, mofongos, and stuffed yuca to our signature sandwiches and wraps, adding balance while staying true to our goals.”

Up to this point, the brothers had entirely self-funded the growth of Tropical Juice Bar. When an opportunity to buy an ideal location in Newark arose, they decided to take advantage of it.

“We realized that to make this work, we’d need financing because it involved the acquisition and complete renovation of the property,” says Carlos M. “A friend who had been in commercial banking recommended the SBA 504 loan program and Pursuit.”

Soon, they were working with Pursuit Senior Vice President and Loan Officer Hector



DaCosta to apply for an SBA 504 loan, which gave them funding to acquire and renovate the property and kept more money in their business with the low downpayment.

“Working with Hector and the Pursuit team was great,” explains Carlos M. “Considering this was our first business loan, it felt pretty complex and daunting. Hector and the entire Pursuit team were a tremendous help and guided us every step of the way, always ready to answer questions that arose along the way.”

The Lopez brothers have identified several ways to grow their business, including offering franchise opportunities to help others become successful business owners.

“We work with family and friends every day, which makes it fun, and we’ve developed a business model that works financially and serves communities in ways that we can feel good about,” says Carlos M. “Now, our goal is to share what we’ve learned with others so that they can enjoy the same kinds of opportunities and success that we’ve experienced.”

Working Together for Success: Collectiveeffort and an SBA Microloan through Pursuit

The seeds of Collectiveeffort – a Troy, NY-based media, marketing, and co-working agency that launched in 2017 – were planted about a decade ago when Patrick Harris, co-owner and president, and several partners were students at Rensselaer Polytechnic Institute (RPI).

Following graduation, the friends and frequent collaborators followed different paths, including freelancing, business administration, and agency work. Eventually, they came together as Collectiveeffort. Today, the business has five business partners and a client list with several highly influential and internationally recognized names.

Patrick says, “We were at RPI for electronic and media arts, digital communications, and other tech-based creative work. Over the years, we formed a professional creative community, so forming a business together was the next logical step.”

With a deep commitment to running the business as a team and involving creatives from the community and beyond, Patrick says that Collectiveeffort has the feel of a co-op, and everyone brings their ideas and skills to the table for shared success. In addition to his creative contributions, Patrick’s business-management experience has been invaluable to the company’s growth.

“I was COO of a company before Collectiveeffort formed, so I had the business experience that entrepreneurs often don’t when starting out,” Patrick explains. Those skills helped him spot a potential revenue shortfall that would hit the



Patrick Harris
Co-owner and president, Collectiveeffort

company in early 2022. Rather than panic, he reached out to his connections in the community, one of which was Trent Griffin-Braaf from Tech Valley Hospitality Shuttle – a business that’s received financing through Pursuit.

“Trent had a great experience with Pursuit and I realized that I had worked with the team early in my career. That was a huge stepping stone for me – it helped solidify my confidence in my work and my professional path,” Patrick said, “so when I realized we needed a loan, Pursuit was an easy choice. I didn’t hesitate to reach out.”

Collectiveeffort was approved for an SBA Microloan for working capital. Patrick says the funding made it easy to get through a tight revenue cycle and refocus on growth.

He adds, “There can be a lot of anxiety around applying for business loans, but the process was straightforward. The most important difference in working with Pursuit is that our loan officer, Wesley Slyke, has been great and really engaged. We knew he understood our vision and he made the process feel really casual, no stress.”

Ten Businesses, Nine Months, Incredible Results

Ten ambitious Pursuit clients embarked on a nine-month journey in 2023: the Path to Profitability program offered through Pursuit's Business Advisory Services.

Designed to guide businesses toward sustainable financial growth, this intensive program provided expert guidance, customized resources, and a supportive peer network. The results? Remarkable improvements for all, showcasing the transformative power of focused effort and strategic support. The program followed three phases:

Self-Discovery and Goal Setting

It began with a deep dive into each business. Through workshops and consultations, participants identified their strengths and weaknesses, pinpointed improvement opportunities, and determined achievable yet ambitious goals.

Skills and Resources.

With goals firmly in sight, participants received training in areas like marketing optimization, financial management, and operational efficiency. The participant peer network fostered a spirit of collaboration, allowing members to share best practices and offer mutual support.

Long-Term Sustainability and Growth

The final quarter focused on ensuring long-term financial health. Participants crafted personalized plans incorporating sustainable



Alex Tovar and Stephanie MacIntosh, owners of NTC Language Services and participants in the Path to Profitability program

practices, leveraging technology for optimized performance, and developing strategies for continued growth.

Path to Profitability participants are seeing incredible improvements in their businesses, with three participants receiving additional funding to support their goals. In addition:

- NTC Language Services received the Entrepreneur of the Year award from Empire State Development
- Open to Grace Wellness identified an opportunity to rent additional space for their business and secured a loan through the PA SSBCI program to renovate a new building. This led to a 100% increase in service offerings and revenue growth.

The program has received positive feedback from participants, with 95% of survey respondents remarking they would strongly recommend the program. We look forward to the next iteration of Path to Profitability and seeing its impact on the business community!

Padrona and an SBA 7(a) Loan: Cocktails and Camaraderie in Hudson, NY

Kat Dunn has a deep understanding of and appreciation for her industry, tallying more than two decades in bars and restaurants and gaining experience in every facet. Now, with an SBA 7(a) loan and Pursuit, she's created the ideal combination of comfort and cocktail-forward ambiance in her new bar, Hudson, NY's Padrona.

Kat worked for some of the most progressive restaurateurs in Manhattan and Brooklyn, including Fatty Crab and its offshoots. When its chef and owner moved to Hudson, he asked Kat to come along to run the cocktail program. That was in 2012, and she quickly fell for the Hudson community and its emerging bar and restaurant scene.

Kat resolved to own her own bar and she found the perfect location in Hudson, signing the lease in 2019.

She needed financing to bring her dream to fruition, and when she approached her bank, Bank of Greene County, she was approved for a loan to build out the space and purchase equipment and furnishings. That was on March 5, 2020 – and just about a week later, everything closed down. With an uncertain future before her, Kat's bank agreed to put the loan on hold indefinitely. She kept her space under contract and opened a seasonal New England-style takeout and catering venture there to bring in much-needed income during the pandemic.

When restaurants finally reopened for dine-in operations, her bank representative introduced her to Pursuit.



Kat Dunn
Owner, Padrona

Kat was impressed by how interested her Pursuit team was in learning about her vision. "It means so much when a lender has confidence in your ability to create a profitable business," she admits.

Soon, she was approved for an SBA 7(a) loan for working capital and funds to finish and furnish Padrona.

"It was so reassuring to hear that if I ran into issues, all I had to do was contact my [Pursuit] team and they'd find ways to help," says Kat. "It's indicative of the whole experience that I had with Pursuit – very supportive and positive."

Kat received the loan in February 2022, finished the buildout over the following months, and opened Padrona in September 2022. Business has been steady and busy since then!

Working with Pursuit was such a great experience," Kat says. "If you're in need of financing, write up your business plan, get your ducks in a row as best you can, and talk to Pursuit."

Building Successful Small Businesses: Kamran Durrani's Experience with Pursuit

"While planning our move from Australia to the United States in 2017, I made another life-changing decision – instead of getting a job here, I'd find a way to buy and grow a business," explains Kamran Durrani. Since then, he's acquired AAMCO Transmissions franchises in New Jersey and Pennsylvania.

Kamran has over 25 years of business experience and maintaining strong relationships with existing customers while developing new contacts and relationships. He wanted to leverage these skills when searching for a franchise to acquire.

"Acquiring a franchise meant that I could buy an established brand, rather than spending years trying to build one, so that was how I focused my research," Kamran says. The AAMCO Transmissions brand – an auto-repair business focused on transmission-repair services with a 60+ year history – offered everything Kamran wanted.

"I found the AAMCO in Delran, NJ, and knew it would be a great fit," Kamran says. "It was an excellent location with an experienced team and I also saw potential for growth." In June 2017, it became Kamran's first AAMCO shop. By 2020, he was ready for another challenge.

He began his search for a second AAMCO location and found one about 30 minutes away in Prospect Park Township, PA. To finance the acquisition, Kamran shopped around to explore options.

"I got in touch with Orlando Callegari [from



Kamran Durrani
Owner, Durrani Total Auto Care

Pursuit] and from that point on, the whole process was quick and easy," says Kamran. "We reviewed the available loans and decided that the SmartLoan was a great option for my business. Within about a week, I had funds in the bank."

He received a \$75,000 Pursuit SmartLoan, which enabled him to acquire the franchise, with monthly payments that were lower than other options he explored – saving him thousands of dollars every month to reinvest in his growing businesses.

When Kamran wanted to add a tire shop at the Delran location, he again turned to Pursuit. Kamran was quickly approved for another Pursuit SmartLoan and received the funds in November 2022.

He says, "Going into business is inherently risky, but you have to embrace the challenges, and a big part of that is finding the right financing. I did a lot of comparison shopping early on to find the best loan terms, and Pursuit has them. Everything about working with Pursuit has been a great experience."

Pursuit's Ripple Effect Committee Makes a Splash in Local Communities

Prior to 2020, every Friday in the Pursuit offices was Jeans Day. Employees contributed \$3 to the Jeans Day Fund to dress down for the day, and the proceeds were used to support charitable donations and events throughout the year.

As Pursuit's culture and policies have evolved in the wake of the COVID-19 pandemic, one question persisted: how do we continue the important work started by the Jeans Day Fund?

The answer became clear in the summer of 2023 when the Ripple Effect Committee was created. Led by 11 Pursuit staff members across our lending footprint, the committee uses its members' unique perspectives to create a new mission that expands on the original vision for the Jeans Day Fund.

Upholding our core value of strengthening communities through collaboration, the committee aims to expand Pursuit's social responsibility through service and fundraising in the communities we serve.

Inspired by the cultural shift in Pursuit and our goals for corporate community impact, the new committee set out on its first assignment: organizing Pursuit's first annual service day. Building off the event's success, the committee continued to engage staff in giving back and serving their communities.

Through the committee's efforts in its first few months, Pursuit provided more than 500 combined hours of service to 45 different not-for-profits and directed nearly \$2,000 through our match program and committee events.



Pursuit Albany staff volunteer at the Mohawk Hudson Humane Society during our annual service day

"The impact we've had to date shows how even the smallest initiatives can have a significant ripple effect on our larger goals," says Chelsea Dollard, executive assistant and chair for the Ripple Effect Committee.

Moving into 2024, the committee is exploring new opportunities for fundraising and giving back to our communities. This year, the committee will facilitate additional service days, which will be supported by a new policy that gives Pursuit staff designated service hours within their time benefits.

The committee will also continue leveraging Fundwurx, an online platform that optimizes Pursuit's giving program and offers access to additional charitable opportunities. Through this platform, Pursuit's company match program has seen a significant increase in participation as it allows for a more streamlined process for giving.

We look forward to deepening our impact in Pursuit's communities in 2024 and beyond!

Tara Kitchen: A Veteran Loan through Pursuit Helps with a Major Challenge

Aneesa Waheed, owner of Tara Kitchen, didn't set out to create an international conglomerate when she opened a weekend food stand in Schenectady, NY, in 2009. But that's exactly what she has now with six locations in NY, NJ, and India.

Aneesa met her husband, Muntasim Shoaib, in Morocco and moved to upstate New York shortly after their wedding. Together, they opened a shop in Schenectady that sold imported goods.

When a nearby makers' market approached them about opening a food business, Aneesa jumped at the chance. While they initially offered Indian and Pakistani foods, the two realized that the Moroccan food they loved and cooked at home would make them stand out.

By 2012, after three years of honing their recipes, the first Tara Kitchen location opened in Schenectady. They continued to learn the restaurant business, developing processes and recipes that optimized production and quality while reducing waste and soon saw that they'd created a replicable formula for success.

Over the next decade, Tara Kitchen blossomed with additional locations in Troy, Guilderland, and Wildwood, NJ.

When Aneesa set her sights on opening a Manhattan location, she initially self-funded. But when an unforeseen and expensive problem arose, she knew she needed a business loan. The hood in the restaurant's



Muntasim Shoaib and Aneesa Waheed
Co-owners, Tara Kitchen

commercial kitchen had broken, revealing internal structural issues that pushed its replacement cost to \$100,000.

"Several years ago, when we first opened our shop in Schenectady, I got to know Keri Pratico [senior business development officer at Pursuit]," Aneesa says. "When I contacted Keri and Pursuit, I learned that I qualified for Pursuit's veteran loan program because my brother is a veteran. That was a huge help because the terms for the program are really great for borrowers."

With the funding in place to address the emergency, Tara Kitchen's Tribeca location is thriving, and a sixth location in Hyderabad, India opened in late 2023.

"Getting the loan is huge, of course, but what I love about Pursuit is the extra support you get," Aneesa says. "Pursuit is so invested in small business owners and our success, including connecting us to resources and people who can help. The whole Pursuit team is really true to the mission."

Liberty Pole Spirits: Reigniting a Legacy with an SBA 504 Loan

For locals, whiskey enthusiasts, and history buffs, Washington, PA, is known as the home of the “Whiskey Rebellion.” Today, Washington hosts Mingo Creek Craft Distillers, which does business as Liberty Pole Spirits. Here, the Hough family welcomes guests to their new headquarters, where they distill and sell bourbons and whiskeys on a campus that’s as welcoming as it is productive.

Jim Hough, co-founder and co-owner of Liberty Pole along with his wife, Ellen, explains that he was tinkering with home distilling as a potential retirement hobby. When his skills and interest grew, he convinced her that opening a distillery could be fun. When their sons, Kevin and Rob, decided to join the venture, Liberty Pole’s core crew solidified.

“Rye whiskey is our bread-and-butter seller, in part due to its historic ties to Pennsylvania distillers,” Kevins says. “Our bourbon is popular too, and we have a bourbon cream that’s a great way to introduce people to our spirits when they don’t consider themselves whiskey or bourbon drinkers.”

With their spirits growing in popularity, the Houghs twice expanded their operations, including the most recent project: ground-up construction of a new campus. To finance the project, they turned to their commercial bank, Washington Financial, who recommended an SBA 504 loan in partnership with Pursuit.

“Our bank put us in touch with Ryan Lockhart at Pursuit to review the SBA 504 program and



The Liberty Pole Spirits team toasts to their success

we knew it was the right loan for us,” Jim says. “In addition to the low down payment, our loan has a 25-year term, which means that monthly payments are lower, and it has a fixed interest rate, so our payment won’t change over time. That’s important for a business like ours that won’t see a revenue-generation impact from our investment for several years.”

With SBA 504 financing, they created a new campus that includes the Mingo Creek Meetinghouse – a tasting room that’s modeled after an 18th-century meetinghouse with fireplaces, a springhouse bar, and a visitor center – and a state-of-the-art production facility.

The buildings total more than 14,000 square feet for guest services and sales, operations, and production, and capacity can be expanded to produce up to 60,000 gallons of spirits annually.

At the 2022 groundbreaking, the Hough family marked the event with the raising of a Liberty Pole – a symbol of the free-spiritedness cherished by the whiskey rebels.

Key Performance Information

FY 2023 LENDING ACTIVITY



785
loans funded



\$309 Million
loans funded



77%
loans made to underserved communities



3,458
Jobs created/retained from FY 2023 loans



970
Borrowers provided technical assistance



93
Borrower consulting engagements paid

SBA 504

- ✓ 229 loans
- ✓ \$247,013,000 total

Community lending

- ✓ 519 loans
- ✓ \$41,925,821 total

SBA 7(a)

- ✓ 22 loans
- ✓ \$9,229,000 total

Direct lending

- ✓ 9 loans
- ✓ \$11,779,960 total

TOTAL MANAGED
PORTFOLIO



5,413
loans



\$1.9 Billion

CORE VALUES

STRENGTHENING COMMUNITIES THROUGH COLLABORATION

We prioritize teamwork and collaboration to boost and build communities. From fostering an inviting and engaging culture internally to understanding the communities we serve in order to offer the best loan products for their needs, we support small business growth from the ground up. We're a partner to small businesses, banks, community organizations, and our teammates because our impact is greater when we work together to leverage our strengths.

LEADING WITH TRANSPARENCY AND AUTHENTICITY

We're upfront about our requirements and expectations because that's key to lending responsibly. Our staff is always learning to maintain our expertise and provide the most comprehensive and updated information to business owners and our partners. Our decisions are supported by facts, and we share that information with our borrowers and applicants to educate them and improve their financial outlook.

CELEBRATING DIVERSITY AND EMBRACING OUR DIFFERENCES

We're committed to possibility! We support all small businesses in every community and value individual and cultural differences in our borrowers, communities, and our staff. We work to understand economic disparities to find equitable solutions for underserved communities. Every loan opportunity is treated equally, regardless of the dollar amount. We welcome new ideas and perspectives to expand our horizons and offer the best-fit product for each business owner.

ENGAGING ON A PERSONAL LEVEL

We leverage technology to streamline our processes, but we never lose our human touch. We take time to listen to each other, our borrowers, and our partners to fully understand their needs, and we're always present when someone has a question. We embrace our borrowers' goals and make them our own. A business owner is never just a number to us; it's important to us to have a thorough understanding of their story so we can effectively fulfill their needs.

MISSION STATEMENT

Empowering businesses in all communities by providing access to responsible capital and resources.

VISION STATEMENT

To create a more inclusive economy by ensuring every business owner has a path to success.

PURSUIT BDC BOARD OF DIRECTORS

Michael T. Pugh, Chairman of the Board, CEO, Local Initiatives Support Corporation (LISC)

Bruce W. Boyea, Vice Chairman of the Board, Chairman, Security Mutual Life Insurance Company of New York

James H. Bason, President, TruFund Financial Services

Beth Beshaw, Senior Director – Community Banking Division, M&T Bank

Gregg Bishop, Executive Director, Joe and Clara Tsai Foundation's Social Justice Fund

John R. Buran, President & CEO, Flushing Bank

Peter K. Cosgrove, Chief Credit Officer, Chemung Canal Trust Company

William Y. Crowell, Esq., Dickinson & Avella, PLLC

Clare M. Cusack, President & CEO, New York Bankers Association

Linda Dickerson-Hartsock, Executive Director, Blackstone LaunchPad at Syracuse University

Robert Fisher, President & CEO, Tioga State Bank

Richard Fonte, Business Banking Market Manager, JPMorgan Chase Bank

Hugh A. Johnson, Chairman Emeritus, Graypoint, LLC

Robert C. Jussen, Senior Vice President, HSBC Bank USA

Mark R. Lavarney, President & CEO, Watertown Savings Bank

Daniel Letendre, Senior Vice President, Bank of America

Chris Levy, President & CEO, Pursuit

Elizabeth Lusskin, Executive Vice President, Empire State Development

Patrick J. MacKrell, Retired CEO, Pursuit

Kevin O'Connor, President & CEO, Dime Community Bank

Mark E. Tryniski, President & CEO, Community Bank System, Inc.

Rachel Van Tosh, Senior Manager, Strategy and Consulting, Accenture

Michael N. Vittorio, Retired President & CEO, The First National Bank of Long Island

Jessica Walker, President & CEO, Manhattan Chamber of Commerce

Amos Winbush III, Chief Executive Officer, Affix Data Group

Lewis Yevoli, Retired New York State Assemblyman



Chris Levy and Michael Pugh

PURSUIT CDC BOARD OF DIRECTORS

Jeffrey P. Kenefick, Chairman of the Board, Chemung Canal Trust Company

Kale B. Gaston, Vice Chairman of the Board, Head of Government Guaranteed Lending, Lending Club

Mary Bintz, Licensed Real Estate Salesperson, Coldwell Banker Prime Properties

John DeFranza, Senior Vice President, HSBC Bank USA

Anthony Delmonte, Executive Vice President, M&T Bank

Steven Epping, Executive Vice President, M&T Bank

Matthew Flannery, Senior Vice President, SBA Lending Division, Provident Bank

David Kaiser, Chief Lending Officer, Glens Falls National Bank

Oliver L. Kardos, Senior Vice President, Key Bank, N.A.

Hilda Kong, Vice President, JPMorgan Chase Bank N.A.

Edith Longo, Chief Financial Officer of the Hempstead Industrial Development Agency and Town of Hempstead Local Development Corporation

James Lozano, Partner, BST & Co.

Michael Mallaber, Senior Vice President, Canandaigua National Bank and Trust Co.

James Murphy, Executive Vice President, Chief Credit Officer, Pioneer Bank

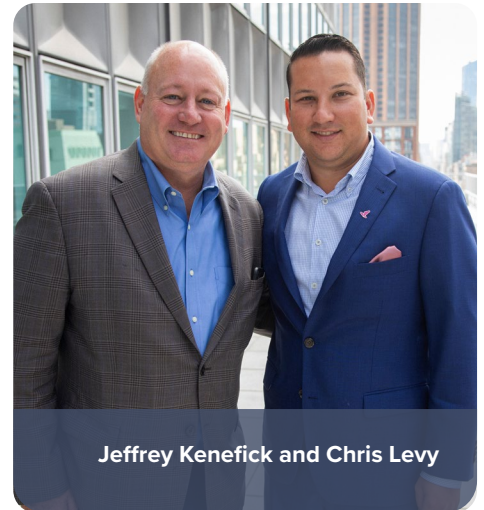
Michael Quigley, Executive Vice President, BankUnited

Angelo Ramirez, Senior Vice President & Regional Market Leader, Tompkins Community Bank

Richard Sleasman, Managing Director, CBRE Upstate NY

Patrick Toriello, President, P&A Financial Services

Joe Vanella, Vice President, Wells Fargo & Company



Jeffrey Kenefick and Chris Levy

PURSUIT COMMUNITY FINANCE BOARD OF DIRECTORS

Gary Berner, Chairman of the Board, Retired Executive, First Niagara Bank

Gregg Bishop, Chairman of the Board, Executive Director, Joe and Clara Tsai Foundation's Social Justice Fund

Bruce W. Boyea, Chairman & CEO, Security Mutual Life Insurance Company

James J. Byrnes, Retired Chairman, Tompkins Financial Corporation

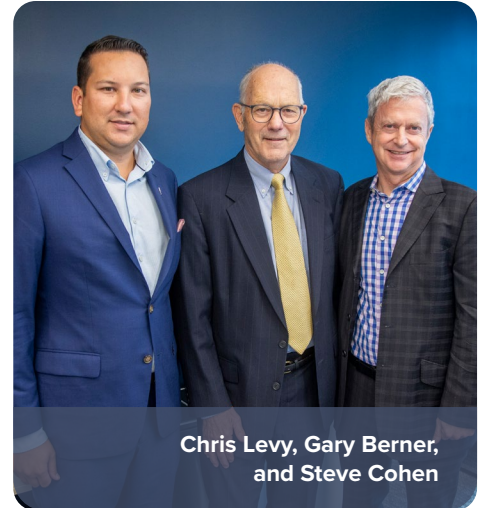
Chris Levy, President & CEO, Pursuit

Patrick MacKrell, Retired CEO, Pursuit

Michael T. Pugh, CEO, Local Initiatives Support Corporation (LISC)

Sonya Smith, State Director, New York Small Business Development Center

John Witkowski, President & CEO, Independent Bankers Association of New York State



Chris Levy, Gary Berner,
and Steve Cohen

SHAREHOLDERS

Our work is made possible thanks to partners across the communities we serve. We're grateful to the following organizations and individuals who have invested in shares of Pursuit BDC, allowing us to deepen our work and impact.

Ballston Spa National Bank	Greater Rochester Chamber of Commerce	Procter & Gamble Pharmaceuticals, Inc.
Bank of America	Greater Utica Chamber of Commerce	RBS Citizens
Barclays Bank, PLC	Hope Gas, Inc.	ReliaStar Life Insurance Company/ING Investment Management MGMT COLLC
Berkshire Bank	HSBC Bank USA	Rochester Gas & Electric Corporation
Capital One Bank	Jeff Bank	Santander Bank
Cattaraugus County Bank	JPMorgan Chase Bank	Shults, David A.
Central Hudson Gas & Electric Corp.	J.P. Morgan Chase Community Development Corporation	TD Bank
Chamber of Commerce of Orange County	KeyBank	Teachers Insurance & Annuity Association of America
Chemung Financial Corporation	KeyCorp	The Adirondack Trust Company
Chenango County Chamber of Commerce, Inc.	Lincoln First Real Estate Credit Corporation	The Bank of Greene County
Citizens Bank	Manufacturers & Traders Trust Company	The Bank of New York Mellon Corporation
Columbian Mutual Life Insurance Company	Montgomery County Chamber of Commerce	The Delaware National Bank of Delhi
Combined Life Insurance Company of New York	Nassau Asset Management Company	The Guardian Life Insurance Company
Community Bank	National Grid	Tice & Co
Council of Industry	NBT Bank	Tioga State Bank
Delaware & Hudson Railway Company	New York Life Insurance Company	Tompkins Trust Company
Drof and Company	New York State Electric & Gas Corp.	Turner and Company
Finch, Barbara L.S.	Northeastern New York Community Trust	Ulster Savings Bank
Flushing Bank	NYSEG Retirement Benefit Plan	Valley National Bank
Frontier Communications Corporation	Orange County Trust Company	Verizon Communications
Fulton Savings Bank	Paragon Home Loans, Inc.	Webster Bank
Glens Falls National Bank & Trust Company	PathFinder Bank	Wells Fargo
Greater Binghamton Chamber of Commerce	PYHD1, Inc.	
	Pleasant Valley Wine Company	

MEMBER BANKS

The support of our valued member banks makes it possible for Pursuit to provide business loans. Member banks fund Pursuit so that we, in turn, can provide essential capital to businesses.

Adirondack Bank	First National Bank of Dryden	Ridgewood Savings Bank
Alden State Bank	First National Bank of Groton	Rondout Savings Bank
Alpine Capital Bank	First National Bank of Long Island	Safra National Bank of New York
American Community Bank	First National Bank of Scotia	Santander Bank
Apple Bank for Savings	Five Star Bank	Saratoga National Bank and Trust Co.
Ballston Spa National Bank	Flushing Bank	Savannah Bank
Bank Hapoalim B.M.	Fulton Savings Bank	Sawyer Savings Bank
Bank on Buffalo	Generations Bank	Seneca Savings
Bank of America	Genesee Regional Bank	Signature Bank
Bank of Cattaraugus	Glens Falls National Bank & Trust Co.	Solvay Bank
Bank of China	Gouverneur Savings & Loan Assn.	State Bank of India
Bank of Holland	Habib American Bank	Steuben Trust Company
Bank of Millbrook	HSBC Bank, USA	TD Bank
Bank of Utica	J. P. Morgan Chase Bank	The Adirondack Trust Company
BankUnited	Jeff Bank	The Bank of Greene County
Berkshire Bank	Key Bank	The Bank of Richmondville
Canandaigua National Bank & Trust Co.	Lakeland Bank	The Berkshire Bank
Carver Federal Savings Bank	Lake Shore Savings Bank	The Delaware National Bank of Delhi
Catskill Hudson Bank	Lyons National Bank	The Upstate National Bank
Cattaraugus County Bank	M & T Bank	Tioga State Bank
Cayuga Lake National Bank	Maple City Savings Bank, FSB	Tompkins Trust Company
Champlain National Bank	National Bank of Cocksackie	Trustco Bank, New York
Chemung Canal Trust Company	NBT Bank	Ulster Savings Bank
Citi Commercial Bank	New York Community Bank	Valley National Bank
Citizens Bank	Northfield Bank	Walden Savings Bank
Citizens & Northern Bank	Northwest Savings Bank	Wallkill Valley Federal Savings and Loan Association
Community Bank	Orange Bank & Trust Company	Watertown Savings Bank
Deutsche Bank Trust Company Americas	PathFinder Bank	Wayne Bank
Dime Community Bank	Peoples Security Bank & Trust Company	
East West Bank	Pioneer Savings Bank	
Empire State Bank	PCSB Bank	
Evans Bank	Rhinebeck Bank	

SEPTEMBER 30

2023

2022

Cash and Investments

\$ 78,632,420

\$ 31,240,784

Loans Receivable

Loans Receivable

279,314,458

286,970,237

Interim loans receivable

6,034,446

6,509,850

PPP loans receivable

10,985,457

32,135,258

Other pandemic loans receivable

8,063,298

13,193,503

504 Program loans funded by SBA

1,391,171,390

1,316,519,748

Loans receivable serviced under LSP

218,709,970

211,508,447

Total Loans Receivable
1,914,279,019
1,866,837,043

Participations sold

(119,518,200)

(68,144,023)

504 Program loans funded by SBA

(1,391,171,389)

(1,345,631,930)

Loans receivable serviced under LSP

(218,709,970)

(211,508,447)

Allowance for loan losses

(10,988,470)

(11,838,222)

Net Loans Receivable
173,890,990
229,714,421
Other Assets
9,265,155
7,554,908
TOTAL ASSETS
261,788,565
268,510,113

Loans Payable

99,853,745

158,872,224

Other Liabilities

67,189,159

21,649,321

TOTAL LIABILITIES
167,042,904
180,521,545

Stockholders Equity - Pursuit BDC

52,805,814

51,990,457

Net Assets - Pursuit CDC

14,096,522

13,251,647

Net Assets - Pursuit Community Finance

24,484,032

20,047,679

Net Assets - Excelsior LDC

3,359,293

2,698,785

TOTAL STOCKHOLDERS EQUITY AND NET ASSETS
94,745,661
87,988,568
TOTAL LIABILITIES, STOCKHOLDERS EQUITY AND NET ASSETS
261,788,565
268,510,113

Financial Statements

INCOME STATEMENT

SEPTEMBER 30

2023

2022

Interest Income	12,594,374	12,347,294
Interest Expense	(4,219,842)	(3,362,107)
PPP and NYCCF Net Interest Income	795,803	9,153,362

Total Net Interest Income	9,170,335	18,138,549
----------------------------------	------------------	-------------------

SBA 504 Program Revenues	12,970,504	11,800,314
Management Fees	3,928,207	2,447,196
Grant Income	7,289,627	7,310,320
Other Income (Origination, Legal, Investment, etc.)	3,129,165	3,124,573
Unrealized Gain / (Loss) on Investments	(1,340,820)	1,040,731
Secondary Market Sales	814,672	775,383
Contributions	812,022	1,749,000

TOTAL NET INTEREST AND NON-INTEREST INCOME	46,388,488	59,471,915
---	-------------------	-------------------

Salaries and Employee Benefits

Salaries	13,299,204	12,674,460
Employee Incentive Plan	1,785,300	2,300,516
401(k)	701,018	582,139
Profit Sharing	2,006,764	1,661,739
Insurance	1,248,600	1,296,272
Payroll Taxes	1,078,036	1,015,886

Total Salaries and Employee Benefits	20,118,922	19,531,012
---	-------------------	-------------------

Information Technology	1,280,663	1,240,437
Rent and Occupancy	1,142,747	1,035,400
SBA 504 First Mortgage Fees	1,374,956	1,442,855
Other Operating Expenses	5,206,429	4,573,504

Total Operating Expenses	29,123,717	27,823,208
---------------------------------	-------------------	-------------------

Provision for Loan Losses	152,935	467,594
---------------------------	---------	---------

Income Before Income Taxes	7,497,060	18,095,264
-----------------------------------	------------------	-------------------

Provision for Income Taxes	729,370	3,069,432
----------------------------	---------	-----------

NET INCOME	6,767,690	15,025,832
-------------------	------------------	-------------------



Anthony Booth, Jr., Assistant Vice President, Business Development, Connecticut

Strengthening communities through collaboration

Anthony is dedicated to growing Pursuit's presence in Connecticut, and through his networking skills and natural curiosity, he's made vital connections throughout the state, including the Department of Economic Development and the local Small Business Development Centers.

WHAT DO YOU ENJOY MOST ABOUT YOUR ROLE?

I'm fortunate to have a role that allows me to work closely with internal and external partners while helping business owners achieve their goals. One of the aspects of my job that I find most fulfilling is serving as a liaison between these different groups, bringing together diverse perspectives, and facilitating open communication to create effective solutions. Seeing the positive impact of our work on business owners and partners is what truly motivates me.



Irene Dominguez, Assistant Vice President, Senior Advisor, New York, NY

Celebrating diversity and embracing our differences

Pursuit clients can always count on Irene to meet them where they are and find the best support for their unique circumstances. With deep experience working with business owners from a variety of backgrounds, particularly those in underserved demographics, Irene approaches her work without assumptions and takes the time to understand her clients and value the individual and cultural differences they bring to the table.

WHAT DO YOU LOOK FOR IN A MENTOR?

I feel a mentor should be someone who shares my values. I would say my close friends are my mentors in a way, as I learn from them all the time and try to improve personally based on their examples and feedback.



Christa Peretin, Vice President, Commercial Loan Officer,
New York, NY

Engaging on a personal level

Christa's career with Pursuit started as an internship and as she continued to deepen her knowledge in small business lending when she joined the team full-time, she worked to become a loan officer in the New York Metro area. When business owners work with Christa, they're working with a loan officer who's dedicated to listening to their needs and getting to know their business as well as they do.

WHAT DO YOU ENJOY MOST ABOUT YOUR ROLE?

Every loan feels like a new journey as I get to learn about different industries and the stories behind the business owners that I work with. It's great to see how passionate they are about their company.



Orlando Callegari, Vice President, Business Development
Officer, New Jersey

Leading with transparency and authenticity

Orlando's extensive experience in finance has made one thing clear: the relationships you develop are the lifeblood of your work. And the best way to build those relationships is to instill trust through transparency and authenticity. Orlando's relationships with business owners and partners rely on his authentic personality and the trust he's built that he has their best interests in mind.

WHAT'S THE BEST ADVICE YOU WERE EVER GIVEN?

My mom always said, in Spanish, "be good to people and people will be good to you," and her other quote is, "life is to enjoy." Her humble words are so simple but so true for me to live by.

Pursuit 