



Business Summary

Bank of Jabez (proposed) will apply to be an Iowa state-chartered bank. We will help strengthen the communities we serve by providing access to financial products and services for all, particularly our minority and immigrant communities. We will work to expand small business lending where our clients live and work.

Customer Problem

In US society, income inequality and financial insecurity are foundational to structural racism. While family median net worth is nearly \$171,000 among white families in the US, for Black families it is just \$17,600, according to the Federal Reserve's 2016 Survey of Consumer Finances.

Across more than 10 million Black families, this wealth gap translates into several *trillion* dollars and massive underinvestment in communities of color.

The wealth gap creates major disparities. White families transfer wealth between generations three times more often than black families do. While 26% of white families reported receiving an inheritance, just 8% of Black families did. This puts many Black families at an economic disadvantage out of the starting gate.

Black households are nearly twice as likely to lack access to credit. About 28% of Black households were deemed "credit invisible or unscorable" compared to about 16% of white households. This prevents the socioeconomic mobility achieved through mortgages and business loans.

Products and Services

Bank of Jabez (proposed) will design a variety of deposit and loan products. The goal is to ensure that all customers have access to mainstream and specifically designed products and services. Deposit products will be offered for individuals, small businesses, and nonprofit organizations. Our required opening balances will be affordable to encourage new account relationships and relationships with the previously unbanked.

According to the Census Bureau Race Data in 2018, 38% of Black Americans have personal finance education compared to white Americans having 55%, which tells us about a tremendous knowledge gap between communities. Because of this disparity, financial literacy courses will also be offered.

Other key products and services include a wide variety of real estate loans and internet banking services – all designed to be affordable and to have competitive mainstream banking that's easily accessible to our minority communities.

Products & Services Continued...

We will provide financial services and products for retail and commercial customers with strong connections to the local community. The use of digital banking platforms, in addition to the use of physical locations for bank branches and ATMs, will make these services simple, affordable and convenient for customers to use.

BANK OF JABEZ Sustainable and Impactful Business Model

We will provide financial services and products for retail and commercial customers with strong connections to the local community. The use of digital banking platforms, in addition to the use of physical locations for bank branches and ATMs, will make these services simple, affordable and convenient for customers to use.

Financial Education	Savings and Deposits	Homeownership Support	Affordable Credit	Wealth Management
<ul style="list-style-type: none"> Financial literacy programs tailored for the needs of various community members Certain programs will serve as a pre-requisites for obtaining access to credit products 	<ul style="list-style-type: none"> Checking accounts Savings accounts Debit cards Money market funds CDs 	<ul style="list-style-type: none"> Mortgages HELOCs 	<ul style="list-style-type: none"> Secured and unsecured credit cards Starter (lower limit) loans Auto loans Micro- and small business loans (~ \$10-15k) Commercial real estate and other loans 	<ul style="list-style-type: none"> Wealth management advisory services (via partnerships with larger firms) IRAs



Competitors

*Credit Unions * Payday Lenders & Check Cashing * Banks

For more information, you can contact ReShonda Young at: reshonda@bankofjabez.com