

Borrowing Company Name _____

Company Address _____

City _____ State _____ Zip Code _____

Contact Name _____ Title _____

Business Number _____ Fax Number _____

Mobile _____ Email _____

Briefly describe what your company does.

How much capital you are seeking?

Breakdown the use of the loan proceeds:

This Years Projected Sales Volume \$ _____

Year Company Began _____

Total Accounts Receivable Now \$ _____

Accounts Receivable over 90 days old \$ _____

Total Accounts Payable over 90 days old \$ _____

Approximately how much are you billing per month \$ _____

Credit terms extended (30 days etc.) _____

Who do you typically sell to? _____

Is the business seasonal? _____

What % of sales are performed under contract with progress billing? _____

What % of customer base is outside U.S.? _____

Does any customer account for more than 25% of A/R? _____

Last year Sales (200__) \$ _____ Last year net income \$ _____

Prior year Sales (200__) \$ _____ Prior year net income \$ _____

Prior 2 years Sales (200__)\$ _____ Prior 2 years net income \$ _____

Prior 3 years Sales (200__)\$ _____ Prior 3 years net income \$ _____

Amount of backlogged orders now \$ _____

Are you currently making or losing money? _____

If making, for how many consecutive months? _____

What is current company net worth \$ _____

Are there any tax delinquencies? _____

Estimate the liquidation value of your inventory excluding work in progress

\$ _____

Estimate the liquidation value of your equipment \$ _____

(Note- furniture and telephone/computer equipment is not acceptable collateral)

If equipment has been appraised, for how much and when? \$ _____

As of _____ What type appraisal: FMV, OLV or FLV? _____

Appraised/estimated value of business owned Real Estate \$ _____

Description of Real Estate owned _____

Estimated value of any other business assets \$ _____

Total secured debt (including mortgage) against company now \$ _____

Monthly payment now on secured debt? _____ Are you current with payments? _____

Do you have accountant prepared financial statements? _____

If so, what date does your accounting year end? _____

What type statement (audited, reviewed, compiled) _____

The personal credit of the majority owner is: Excellent _____ Good _____ Fair _____ Poor _____

Last known Fair Isaac/Beacon Credit Score _____

Additional Comments, if any:

Signature of authorized representative

Print Name and Title

Date

Please include:

1. Most recent internally prepared balance sheet & income statement (with schedules).
2. Last 3 fiscal year-end financial statements.
3. Summary AP & AR aging as of the most recent financial statement.
4. Catalog or any marketing / sales materials

Please forward to:

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