



Loan Worksheet

Operating Company/Business

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Briefly describe what the borrowing company does:

How much capital is being requested?

Breakdown the use of the loan proceeds:

City/Town, State where borrowing company is located? _____

Year Company Began _____

Personal Credit Scores of Principal(s) _____

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 \$ _____

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Credit terms extended (30 days etc.) _____

Is the business seasonal? _____

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

Are there any tax delinquencies? Yes _____ No _____

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

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

What is current company net worth \$ _____

Estimate the liquidation value of inventory excluding work in progress
\$ _____

Estimate the liquidation value of 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 \$ _____

Estimated value of any other business assets \$ _____

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

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

2018 Revenue \$ _____ 2018 net income \$ _____

2017 Revenue \$ _____ 2017 net income \$ _____

2016 Revenue \$ _____ 2016 net income \$ _____

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This Years Projected Sales Volume \$ _____

Amount of backlogged orders now \$ _____

Is company currently making money? Yes _____ No _____

If making for how many consecutive months? _____

Does company have accountant prepared financial statements? _____

If so, on what date does the accounting year end? _____

What type statements (audited, reviewed, compiled) _____

Who does company typically sell to? _____

Additional Comments, if any:

Date