

## Pre-Application Guide



### How much do you want to borrow?

Loans are available to you in an amount of either \$150,000 or up to 100% of revenue (for for-profits) or expenses (for nonprofits) for any six-month period in 2019 or 2020.

**PLEASE READ THESE SUBHEADS- THEY CONTAIN IMPORTANT INFORMATION.**

Please do not request more than \$150,000.



### When do you need financing by?

Please let us know the urgency of your request.

- Today
- In the next two weeks
- Within 1-2 months
- I'm researching



### Tell us a little about your business.

- Name of Business
- Business Type
  - Sole Proprietorship
  - LLC
  - Corporation
  - Nonprofit
  - Other



## Tell us a little about your business. (continued...)

### Business Industry

- Accommodation & Food Service
- Agriculture
- Business Services
- Construction
- Dentists/Physicians
- Educational Services
- Finance & Insurance
- Gas Stations & Convenience Stores
- Healthcare & Social Assistance
- Hotels
- Information Technology
- Landlord
- Manufacturing
- Mining
- Professional Services
- Real Estate
- Restaurant
- Retail
- Transportation & Warehousing
- Utilities
- Waste Management
- Wholesale Trade
- Other

### Time in Business

- Startup
- Less than 1 Year
- 1 – 2 Years
- 2 – 3 Years
- 3+ Years



## Where is your business located?

The main office or headquarters for the business must be located in Washington State to be eligible.

- Business Address
- Business Address Line 2
- City
- State
- Zip Code



## How should we reach you?

The online application should be completed and submitted by the owner of the business with the largest ownership interest. Any owner with more than 20% ownership will be required to attest to the information.

First Name

Last Name

Email

Phone

How would you like to be contacted?

Email

Phone

What time would you prefer to be contacted?

Morning

Afternoon

Evening



## What was your total revenue last year?

Applicants must have realized gross annual revenues of less than \$3 million per year.

Less than \$100,000

\$100,000 –\$250,000

\$250,000 –\$500,000

\$500,000 – \$1 million

\$1 million – \$5 million

More than \$5 million



## Did you earn a profit in 2019?

Yes

No



### What was your annual net profit last year?

Enter annual net profit and select continue.



### I need a few more details about your business.

Applicants must employ 50 or fewer full-time equivalent (FTE) employees.

- Number of full-time employees
- Prior bankruptcies
  - No prior bankruptcies
  - 1 prior bankruptcy
  - 2 or more prior bankruptcies



### Do you have collateral to support the loan?

No specific collateral is required to be eligible (e.g., you do not need to have access to any specific real estate or equipment). Please note that your lender may file a blanket first or second lien on business assets to be filed by the community lender and any owners with more than 20% ownership must sign a personal guarantee.

- Commercial Real Estate
- Residential Real Estate
- Inventory
- Accounts Receivable
- Cash
- Investment Accounts
- New Equipment/Machinery
- Furniture & Fixtures
- Vehicle
- Used Equipment/Machinery
- Vacant Land
- Leasehold Improvements
- Others
- None



### How much revenue do you expect to make this year?

Your total expected business income.

- Less than \$100,000
- \$100,000 – \$250,000
- \$250,000 – \$500,000
- \$500,000 – \$1 million
- \$1 million – \$5 million
- More than \$5 million



### Do you have a business plan?

A complete business plan will include financial projections, a market analysis, and an overview of your business.

- Yes
- No



### Is your business owned by women, people of color, veterans, and/or LGBTQ-identifying people?

Providing this information is completely voluntary. You are not required to provide this information to be considered for a loan.

- Yes
- No



### Is your business owned by women, people of color, veterans, and/or LGBTQ-identifying people?

Providing this information is completely voluntary. You are not required to provide this information to be considered for a loan. If you wish to provide this information, please check each item that applies to you. If you do not choose to provide this information, please do not check any items.

- |   |   |
|---|---|
| <input type="checkbox"/> Women                  | <input type="checkbox"/> Native American  |
| <input type="checkbox"/> Veteran                | <input type="checkbox"/> Alaskan Native   |
| <input type="checkbox"/> LGBTQ                  | <input type="checkbox"/> Native Hawaiian  |
| <input type="checkbox"/> Black/African-American | <input type="checkbox"/> Pacific Islander |
| <input type="checkbox"/> Asian                  | <input type="checkbox"/> Mixed-race       |
| <input type="checkbox"/> Latinx                 | <input type="checkbox"/> Other            |



### What is your Personal Credit Score?

The loan applicant business owner is subject to a credit check.

There is no minimum credit score that is required under this program. Each community lender may set its own credit score for the loan applications it reviews.

- |                                    |                                    |
|------------------------------------|------------------------------------|
| <input type="checkbox"/> 700+      | <input type="checkbox"/> 620 – 639 |
| <input type="checkbox"/> 660 – 699 | <input type="checkbox"/> 580 – 619 |
| <input type="checkbox"/> 640 – 659 | <input type="checkbox"/> Below 580 |