

History of Business

(Use separate attachments to answer questions, if necessary)

Nature of business:

Types of products and services offered / description of business activity:

Customer profile:

List key customers:

Who are your suppliers and what are their credit sales terms?

How do you determine the price of your products/services?

How do you or will you advertise? Do you/will you offer promotions to generate sales?

List major competitors:

List advantages your business has or will have over its competitors:

Approximate distance of your competitors in relation to your current or proposed location:

Major accomplishments:

Future plans for growth and/or expansion:

How will the proposed loan benefit your company?

How many employees do you currently have?

Will the funding of this loan create new employment opportunities? If so, how?

How many employees will you hire?

Describe the type and conditions of the subject building or premises the business occupies or will occupy:

If the subject building is existing, are any improvements needed? Describe: