



Background of Borrower: Questions that may be helpful to consider in obtaining the information needed for a complete and accurate loan application.

- How long have you been a member of the C.U.?
- What is the history of the business?
- Where is the business located?
- Do you have more than one location?
- Are you a Sole Proprietorship/Corporation/Partnership?
- How many business entities do you have?
- Describe the business entity.
- Who are the business owners?
- How is your management structured?
- How long has the business been in existence? (if purchased existing business)
- How long have you owned the business?
- Do you have any existing business debt?

- Does your business have a website? If so please provide.
- How many employees do you have and what are their titles/duties?
- Describe the experience of your employees, employed by you how long?
- How long have you been in this line of work?
- What products/services does your company produce/offer?
- Who are your primary customers/suppliers?
- Do you guarantee the debt for any other business?
- What is your market area?
- Who is your competition?
- What strategic goals or projections do you have for the next year or more?
- Please provide detail regarding the collateral being offered.
- What are you looking to do with the loan proceeds?
- If you own rental property, how many rental properties do you currently have?
- How many rental units are in each rental property?
- Are your rental property units fully occupied? If not please indicated the vacancy for each rental property.
- Are the utility costs included in the rental payments?