



Asset Enhancement Solutions, LLC
Creative Solutions to Financial Challenges

Non-Traditional Financing Programs
 Mergers & Acquisitions

Turnaround Consulting
 Financial Management Services

Financing Questionnaire

Please answer as many questions as possible, and email your responses to neil.seiden@assetenhancement.com. This information will be held in the strictest of confidence. And to provide you with reassurance, located in the same portal as this financing questionnaire is our Confidentiality Agreement which can be signed by both parties electronically. After reviewing this information, we will provide you with our feedback and next steps.

This questionnaire is not meant for PPP Loans. If you are interested in a PPP Loan please call us.

Company:	
Contact:	
Title:	
Business #:	
Cell #:	
Email:	

Address:	
City, State, Zip:	
Incorp. Date:	
Website:	

1. How much are you seeking to borrow?

2. How quickly do you need these funds? (Timing will affect type of Financing and Cost)

3. If you can get the funding quickly, are you willing to pay higher interest rates and fees to a lender, or do you have the time to explore various alternatives and shop around for the best available alternative?

**4. Are you willing to provide a Personal Guarantee to the lender for the financing you qualify for?
99.9% of all lenders will require a Personal Guarantee, especially in today's turbulent environment**

5. What will you be using the proceeds from the financing for?

6. If you need financing for any of the following specific needs please explain: purchase of commercial real estate, purchase of specific machinery and equipment, purchase of vehicles, acquisition of a business, Buy-Out of a partner, purchase of finished product to fulfill existing or future purchase orders from domestic or overseas suppliers, bulk purchase of unsold finished goods to fulfill expected seasonal demand (ie, seasonal product such as goods for the summer, back to school etc.) from customers you anticipate will purchase your products.

7. Have you been providing product or services the last few weeks to customers or have you been closed?

8. Describe your business in a few sentences.

9. Do you invoice your customers, or do you get paid in cash or credit cards?

10. Summarize the ownership of the Company:

	Name	Ownership %	If have interest of 20% or more in Other Businesses - Business Name	Ownership %
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				
13				
14				
15				
	Total	0		

11. What were your sales for the year ended 12/31/19?

12. Summarize your outstanding business debt using the chart below.

Debt Outstanding as of March 31, 2020			
Item #	<u>Lender</u>	<u>Amount</u>	<u>Collateral</u>
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
11			
12			
13			
14			
15			
16			
17			
18			
19			
20			
21			
22			
23			
24			
Total			

13. What is your status with your vendors and suppliers?

14. What is the amount of your accounts payable and please summarize the totals from your Accounts Payable Aging report from either 2/28/20 or the most current report you have available.

Accounts Payable as of ___/___/20

<u>Total</u>	<u>Current</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>91 - 120</u>	<u>120+</u>

15. Are you using your accounts receivable as collateral for a loan?

16. What is the amount of your accounts receivable and please summarize the totals from your most Accounts Receivable Aging report.

Accounts Receivable as of ___/___/20

<u>Total</u>	<u>Current</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>91 - 120</u>	<u>120+</u>

- a. Do you have accounts receivable balances from customers that account for more than 10% of your total accounts receivable balance? If yes please summarize below:

	Customer Name	Accounts Receivable Balance	% of Total Accounts Receivable
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
	Total	0%	0.0%

- b. Do the accounts receivable include any of the following: invoicing for work in progress, milestone billing or percentage of completion billing?

17. During the Stay-at-Home-Orders relating to COVID-19 are you able to receive money from your customers, apply customer payments to their open invoices and maintain accurate accounts receivable customer information on a daily basis? Please discuss.

18. What are the personal credit scores (FICO) of the Principals of your company that have 20% or greater ownership?

19. What is the average month end cash balance reflected in the cash balances of all your bank statements?

20. Do you have a significant amount of inventory that is not currently being used as collateral by a lender?

a. If yes, how much inventory do you have?

b. Describe the nature of this inventory

c. Discuss the system you have in place that tracks this inventory

21. Equipment & Vehicles

a. Do you own equipment that has been fully paid off and free of any outstanding loan?

b. Or do you own equipment where the fair market value is significantly higher than the outstanding loan amount?

22. Do you own commercial real estate where the fair market value is significantly higher than the outstanding loan amount?

23. Do you own residential real estate where the fair market value is significantly higher than the outstanding loan amount?

24. If your business has recurring revenue streams from contracts, royalties or commissions that it receives every month please discuss amounts and type of revenue stream.

25. Summarize your financial results for the past 3 years

	<u>2017</u>	<u>2018</u>	<u>2019</u>
Sales			
Net Income			
Depreciation Expense			
Interest Expense			
Compensation of Officers			

If you only file a tax Return

Sales			
Taxable Income			
Depreciation Expense			
Interest Expense			
Compensation of Officers			

Lined area for writing an answer to question 27.

27. Summarize assets that could serve as collateral for a loan.

As of December 31st,

2017

2018

2019

Cash			
Accounts Receivable			
Inventory			
Finished Goods			
Raw Materials			
Fair Market Value of Equipment & Vehicles			
Outstanding Debt Against these Assets			
Fair Market Value of Commercial Real Estate			
Outstanding Debt Against Commercial Real Estate			
Other			
Other			
Other			
Other			

28. Please explain the causes for the fluctuations noted above.

29. Discuss how your business has been operating and effected during the Stay-at-Home-Orders relating to COVID-19. Please address all the following:

a. Effects on revenue and your ability to ship product to customers or provide service to customers

b. Effects on Supply Chain and ability to receive products

c. Are you able to receive goods and add them to your perpetual inventory system so that you can provide accurate financial reporting of your inventory

d. Cash flow and payments from customers

e. Have you prepared an analysis of your current expenses and anticipated cash coming in to determine how much time you have before you need additional funding. Please discuss.

f. How much funding will you need above and beyond the PPP loan

g. What was the amount of the PPP loan you applied for? What lender did you apply to?

Amount

Lender

h. Financing – what type of financing do you have in place? Is your current lender willing to provide you with additional financing until the PPP and SBA EIDL loans are received?

i. Staffing - what functions are you able to continue vs. not continue?

j. Please discuss areas not noted above with respect to your continuing operations that can give comfort to a lender that you are still be able to operate, and pay interest and principal on a loan that you would want them to make to you

30. If you comfortable doing so at this stage, please also email us the following information:

- a. CPA Audited/Reviewed/Compiled financial statements for the past 3 years**
- b. Business Tax Returns for the past 3 years**
- c. Year to Date 2020 Financials – Balance Sheet and Income Statement**
- d. Income statement and balance sheet projections for 2020 and 2021**
- e. A/R aging – Summary and Detail in Excel**
- f. A/P aging – Summary and Detail in Excel**
- g. Copies of latest equipment, inventory and real estate appraisals**

31. Are there any federal, state or local taxes that are unpaid or past due?

32. Have any liens been filed against the business or any of its assets?
