



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: _____
