

## **Business History**

Please answer each question as it relates to your business.

Name of business (DBA if applicable):

Year established:

Number of employees (non 1099 employees):

Number of employees after loan is complete:

Brief description of your business operation (include types of products and services):

List of your key customers (include standard terms given to customers and # of years working with them):

List your major competitors. What separates you from your competitors?

Your major suppliers (include standard terms received by suppliers and # of years working with them):

Your geographical sales area:

How do you market your business?

Is there seasonality in your business and/or revenue trends? Please explain:

How do you get paid? What is your average transaction size and collection days? Tell us about your

management team:

Other Comments: