# Loan Application: What Might the Lender Ask For?

## Financial Information
- Audited financial statements
- Current year budget
- Year-to-date financial statements
- Existing debt and borrowing history
- Sources of repayment
- If repayment is from fundraising, fundraising plan

## Organizational Information
- Strategic and business plan
- Annual report and brochure
- List and bios of board of directors, key staff
- List of major funders

## Project/Financing Need Information
**Working Capital Loans:**
- Copies of major executed contracts
- Monthly cash flow
Loan Process

Step 1: Assessment
Assess your organization’s readiness and borrowing needs

Step 2: Initial Inquiry
Complete an informational form with financials

Step 3: Review
Lender reviews the initial inquiry and makes recommendation for invitation to apply

Step 4: Loan Application
If invited to apply for a loan, complete the loan application and submit with all attachments
Loan Process

Step 5: Underwriting
Lender underwrites the borrowing request. This process can take up to 3-4 weeks and involves various conversations between the borrower and lender.

Step 6: Recommendation to Loan Committee
Lender will either make a recommendation for approval to loan committee or turn down the loan request. Loan committee approves or denies the loan request. Borrower is notified.

Step 7: Documentation
If loan is approved, lender and borrower finalize the terms of the loan and proceed with documentation.

Loan Closing and Disbursement
Loan is closed and depending on the type of loan, funds may be disbursed at that time.
Beginning the Conversation:
What are Signs of a Good Lender?

- Do they understand your business?
- Are they willing to invest time in understanding your operating model to offer solutions tailored to your needs?
- Do they know your community and market?
- Do they have competitive terms for your marketplace?
- Is the application process reasonable in scope and time frame?