



# DON'T SAY NO, SAY WWBIC

## WWBIC OFFERS WISCONSIN BUSINESS OWNERS...

...small business loans ranging from \$1,000 to \$350,000 (can work with other resources if financing needs are higher.) Loan funds may be used for start-up capital, inventory and equipment, business expansion, working capital and business support. All WWBIC loan clients receive one-on-one small business coaching from our team of Small Business Consultants.

## LOAN UNDERWRITING GUIDELINES

### GENERAL

**Loan Size:** \$1,000 - \$100,000; up to \$350,000 with SBA Community Advantage Guarantee

**Interest Rates:** Rates will generally range from 9 - 11% (other lower interest rates loans available – restrictions apply)

**Origination Fee:** 1.5% of loan amount (only applies to non-SBA loans)

**SBA Community Advantage Loans:** 2.5% of the loan, up to a \$7,000 maximum; plus 3rd party expenses

### CREDIT POLICY

**Credit Score:** Low credit scores allowable as long as client is not behind on any bills, has open collection items, or judgments and reasonable explanation for delinquency. Payment arrangements and written agreement with creditor is required. Credit abuse is not allowed.

**Bankruptcy Chapter 7 or Chapter 13:** Allowable if discharged for at least 18 months. Bankruptcy in credit history may be considered if history of credit abuse is not present and a reasonable explanation for bankruptcy is provided.

### CAPACITY AND CASH FLOW ITEMS

**Business Debt Service Coverage:** 1.2x (covering all business debt, including lease payments)

**Global Debt Service Coverage:** If global cash flow of 1.2x is not available for individual household, WWBIC may underwrite guarantors for coverage. WWBIC may look at capacity for repayment and outside income from spouses and guarantors, as this may improve the repayment viability of the loan. Global Cash Flow must be present to show that client has the ability to afford the loan debt. Businesses with a history of losses are generally not approved; however, if a client is coming out of the downturn, WWBIC looks to see how the business is trending and relies upon the business model to justify considerations for approval.

**Equity Injection:** 5-10% preferred.

### COLLATERAL POLICY

**Ratio:** WWBIC aims for 1:1 collateral coverage. However, we understand there are times when that level of coverage is not possible.

## APPLICATION INFORMATION

To apply, complete the application online at [wwbic.com/business-lending](http://wwbic.com/business-lending).

**MINIMUM REQUIRED INFORMATION** (Additional information may be requested based as needed)

### PERSONAL

(Required of both borrower & spouse, and guarantor if applicable)

- Driver's license or state identification
- Personal financial statement (PFS)
- Most recent pay stub (showing year to date income)
- Previous year's W-2/1099

### BUSINESS

- Business plan including 12 months cashflow & 3 years projections
- Previous 3 years of corporate tax returns (for existing businesses or if purchasing an existing business)
- Current Profit & Loss Statement and Balance Sheet
- Business debt listing with corresponding rates/terms/current balance (if applicable)
- Business entity documents (Articles of Incorporation and EIN)