

# **Lincoln Electric Cooperative's**

## **Requirements Overview for New Business RLF Loan Applicants**

### **1. Business Plan**

- a. Projected Financial Statements – Income Statement, Balance Sheet and Cashflow
  - i. Previous sales in a smaller capacity or some way to justify numbers
  - ii. Proven Market
- b. Marketing Analysis and Strategy
- c. Operating Plan

### **2. Collateral** – The amount of collateral needs to be comparable to the loan amount requested.

#### Examples

- i. A building that RLF loan will purchase
- ii. Inventory/Equipment
- iii. Personal Assets

### **3. Personal Finances**

- a. Previous year's 1040

### **4. Financial References**

#### Examples

- i. Loans of similar value that are in good standing.
- ii. Bank Reference stating a loan paid off as terms outlined.

### **5. Experience and Skill Set**

### **6. List of Other Financing Options being pursued.**

### **7. Backup plan if projected financial income fails.**