



COVID-19 ECONOMIC IMPACT QUESTIONNAIRE

During the COVID-19 pandemic, SBA has provided guidance as well as requested additional information from both Lenders and Applicants to facilitate the continuation of SBA lending in the current economic environment. The following questions aim to provide the information required to comply with the SBA's current loan review requirements. Your assistance in providing thorough and accurate responses is greatly appreciated and will help ensure a smoother overall SBA loan process.

NAME of your company here: _____

1. Does the applicant have any other loan(s) (PPP, EIDL, or other stimulus financing, etc.) that have repayment or contingent repayment requirements that could impact cash flow?
 - a. If so, please list loans and provide full copies of all loan documents.
2. Based on the sector and industry in which the applicant operates, how is the industry and the business impacted by the COVID-19 emergency?
 - a. Have the applicant's business revenue and staffing levels been impacted, and has the applicant provided a plan to return to normal operations?
 - b. Does the business have a contingency plan for revenues and operations for a minimum of the next 18 months should the current economic environment continue or worsen (i.e. changes in products and/or service)?
3. How have any restrictions such as "stay-at-home orders", social distancing, travel, traffic flow, and trade limitations impacted the applicant's cost projections, clientele or access to supplies, inventory and/or equipment?
 - a. If so, please provide dates and types of any such occurrences.
 - b. Does the business have a contingency plan in place should such restrictions reoccur?
4. What are the other impacts to the business' operational cost(s) such as providing protective gear, cleaning materials and essential costs to ensure the safety of customers and employees?
5. How concentrated or diversified is the customer base?
 - a. How reliant is the applicant on sales to or receivables from customers in those concentrations?
6. How concentrated or diversified is the applicant's vendor/supplier pool, and which, if any, vendors/suppliers have decreased ability to support the business?
7. Please provide monthly projections for the next 12 months with detailed assumptions specifically related to the current and projected economic environment and how it impacts the business.

Signature

Title

Date