



Vermont Economic Development Authority

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www.veda.org

Special Underwriting Criteria for New Loans Made During the COVID-19 Emergency

Business Name:

Please provide VEDA with responses (where applicable) to the following questions specifically related to your operations during and through the current COVID-19 Pandemic:

1. Do you have any Special COVID-19 Emergency loan(s) (PPP, EIDL, or other stimulus financing, etc.) that have repayment or contingent repayment requirements that could impact your business's cash flow?
 - a. If yes, please provide the dollar amount:
 - b. What is the loan's status (current, on deferment, or past due)? For PPP loans, is the loan forgiveness application in process?
 - c. Will you have sufficient cash flow to repay the PPP loan (or any other forgivable loan) if the loan is only partially forgiven or not forgiven at all?
 - d. What lien position do these loans have?
2. For Change of Ownership loans, does the seller have any other loan(s) (PPP, EIDL, or other stimulus financing, etc.) that may become your repayment or contingent repayment obligation?
 - a. How are you addressing those obligations with the seller?
3. What industry sector do you operate in and how is that sector and your business being impacted by the COVID-19 emergency?
4. How has your business revenue and staffing levels been impacted?
5. Do you have a plan to return to normal operations as well as a contingency plan for revenues and operations for a minimum of the next 18 months (i.e. changes in products and/or service)?
6. How have any restrictions such as stay-at-home orders, social distancing, travel, traffic flow, and trade limitations impacted your customers, your costs, and your access to supplies, inventory and/or equipment?

7. 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?
8. How have your revenues, profits and cash flow been impacted by current market conditions and what will it take to get back to normal?
9. How concentrated or diversified is the customer base?
10. How concentrated or diversified is your vendor/supplier pool, and which, if any, vendors/suppliers have decreased ability to support the business?
 - a. Is it possible to replace key vendors if necessary?
11. How does the current market impact the value of collateral proposed for the loan?