

(SBA Use Only)	U.S. SMALL BUSINESS ADMINISTRATION	
Date Received	EXPORT-IMPORT BANK OF THE UNITED STATES	Date Received
C.I.D. No.	JOINT APPLICATION FOR	
Intermediary	EXPORT WORKING CAPITAL GUARANTEE	

PART A. PRINCIPAL PARTIES

1. Borrower/Exporter Please circle the appropriate answer: New to Ex-Im Bank or SBA? Yes No					
Company Name		D&B No.		Telephone No.	
Name and Title of Contact Person		Federal ID No.		Fax No.	
Address		City	State	Zip	
Gross Sales: \$	No. of Full-Time Employees:	Primary North American Industrial Classification System (NAIC) No.:		"Small Business Concern" as described in SBA Guidelines? <input type="checkbox"/> Yes <input type="checkbox"/> No	
Has the Borrower or its owner(s), or the Guarantor ever filed for protection under U.S. bankruptcy laws? <input type="checkbox"/> Yes <input type="checkbox"/> No					
Is the Borrower a minority-owned business <input type="checkbox"/> Yes <input type="checkbox"/> No A women-owned business? <input type="checkbox"/> Yes <input type="checkbox"/> No					
2. Borrower's Management (Proprietors, partners, officers, directors and holders of all outstanding stock or other ownership interests - 100% of ownership must be shown. Include anyone who was a principal within the last six months.) Attach separate sheet of paper if necessary.					
Name	Complete Street Address	% owned	Social Security Number	Title/Management position	Gender* (M/F)
Race* (check one or more boxes): <input type="checkbox"/> American Indian/Alaska Native; <input type="checkbox"/> Black/African American; <input type="checkbox"/> Asian; <input type="checkbox"/> Native Hawaiian/Pacific Islander; <input type="checkbox"/> White. Ethnicity:* <input type="checkbox"/> Hispanic/Latino; <input type="checkbox"/> Not Hispanic/Latino.					
Military Service Status* (choose one): <input type="checkbox"/> Non-Veteran; <input type="checkbox"/> Veteran; <input type="checkbox"/> Service Disabled Veteran					
Race* (check one or more boxes): <input type="checkbox"/> American Indian/Alaska Native; <input type="checkbox"/> Black/African American; <input type="checkbox"/> Asian; <input type="checkbox"/> Native Hawaiian/Pacific Islander; <input type="checkbox"/> White. Ethnicity:* <input type="checkbox"/> Hispanic/Latino; <input type="checkbox"/> Not Hispanic/Latino.					
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Military Service Status* (choose one): <input type="checkbox"/> Non-Veteran; <input type="checkbox"/> Veteran; <input type="checkbox"/> Service Disabled Veteran					
*This information is collected for statistical purposes only. It has no bearing on the credit decision. Disclosure is voluntary.					
3. Borrower's Affiliate(s) If more than one affiliate, please attach separate sheet of paper.					
Company Name		D&B No.		Telephone No.	
Name and Title of Contact Person		Federal ID No.		Fax No.	
Street Address		City	State	Zip	
4. Personal Guarantor(s) If more than one guarantor, please attach separate sheet of paper.					
Name		Social Security No.		Telephone No.	
		Date of Birth and Place of Birth		Fax No.	
Street Address		City	State	Zip	

PART C. CERTIFICATIONS

***Please attach a signed, duplicate original of Part C for each Borrower and each Lender**

1. Borrower and Lender Certifications

The undersigned, each as authorized representative of the Borrower and the Lender (respectively) and on its behalf, each independently make the following certifications:

Debarment/Suspension – I certify and acknowledge that neither I or my Principals have within the past 3 years been a) debarred, suspended, declared ineligible from participating in, or voluntarily excluded from participation in, a Transaction; b) formally proposed for debarment, with a final determination still pending; c) indicted, convicted or had a civil judgment rendered against us for any of the offenses listed in the Regulations; d) delinquent on any amounts due and owing to the U.S. Government or its agencies or instrumentalities as of the date of execution of this certification; or the undersigned has received a written statement of exception from Ex-Im Bank or SBA attached to this certification, permitting participation in this Transaction despite an inability to make certifications a) through d) in this paragraph. I further certify that I have not and will not knowingly enter into any agreements in connection with the goods and/or services purchased with the proceeds of this loan with any individual or entity that has been debarred, suspended, declared ineligible from participating in, or voluntarily excluded from participation in a Transaction. All capitalized terms not defined herein shall have the meanings set forth in the Government-wide Non-procurement Suspension and Debarment Regulations - Common Rule (13 CFR part 145 – SBA Regulations and 12 CFR part 413 – Ex-Im Bank Regulations).

Compliance with Laws - In addition, I certify that I have not, and will not, engage in any activity in connection with this transaction that is a violation of a) the Foreign Corrupt Practices Act of 1977, 15 U.S.C. 78dd-1, et seq. (which provides for civil and criminal penalties against individuals who directly or indirectly make or facilitate corrupt payments to foreign officials to obtain or keep business); b) the Arms Export Control Act, 22 U.S.C. 2751 et seq.; c) the International Emergency Economic Powers Act, 50 U.S.C. 1701 et seq.; or d) the Export Administration Act of 1979, 50 U.S.C. 2401 et seq. I further certify that I have not been found by a court of the United States to be in violation of any of these statutes within the preceding 12 months and, to the best of my knowledge, the performance by the parties to this transaction of their respective obligations does not violate any other applicable law.

Lobbying (applicable to Lender only) – I certify to the best of my knowledge and belief, that if any funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with this commitment providing for the United States to guarantee a loan, I will complete and submit a Standard Form-LLL, "Disclosure Form to Report Lobbying" in accordance with its instructions. Submission of this statement is imposed by 31 U.S.C. 1352 as a prerequisite for making or entering into this transaction. Any person who fails to file this statement when required is subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

False Statements – I certify that the representations made and the facts stated in this application and its attachments are true to the best of my knowledge and belief, and I have not misrepresented or omitted any material facts. I understand that knowingly making false statements or overvaluing a security to obtain a Government-guaranteed loan can subject me to a fine of up to \$10,000 and imprisonment for up to five years under 18 U.S.C. 1001.

Borrower:

Name of Borrower	
Signature	Date
Name and Title of Authorized Representative (Print or Type)	

Lender:

Name of Lender	
Signature	Date
Name and Title of Authorized Representative (Print or Type)	

2. Guarantor and Additional Borrower Representations and Certifications (SBA applicants only)

The undersigned, each as authorized representative of the Borrower and the Guarantor(s) (respectively) and on its behalf, each independently make the following representations and certifications:

(If any answer to any of these questions is "yes," provide complete information on a separate sheet of paper)	Borrower	Guarantor
a. Are there any pending or threatened liens, tax liens, judgments or material litigation against the:	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
b. Does the Borrower or Guarantor or any spouse or member of the household of the Borrower or Guarantor, or anyone who owns, manages or directs the Borrower's business or their spouses or members of their households, work for SBA, Small Business Advisory Council, SCORE, any Federal Agency, or the Lender?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
c. Has the Borrower or its owner(s), or the Guarantor ever filed for protection under U.S. bankruptcy laws? Has either had an involuntary bankruptcy petition filed against it?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
d. Has the Borrower or its owner(s) or affiliates, or the Guarantor ever previously requested U.S. Government financing?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
e. Is the Borrower or Guarantor now, or ever have been in the past: (a) under indictment, on parole or probation; or (b) charged with or arrested for any criminal offense other than a minor motor vehicle violation (including offenses which have been dismissed, discharged, or nolle prosequi); or (c) convicted, placed on pretrial diversion, or placed on any form of probation including adjudication withheld pending probation for any criminal offense other than a minor vehicle violation?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
f. Are all owners and Guarantors U.S. Citizens? If no: Are the non-U.S. Citizens lawful permanent resident aliens? <input type="checkbox"/> Yes (provide alien registration number(s): _____) <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No

Authorization - I authorize SBA and/or the Lender to make inquiries as necessary to verify the accuracy of the statements made and to determine my creditworthiness. I authorize the SBA's Office of Inspector General to request criminal record information about me from criminal justice agencies for the purpose of determining my eligibility for programs authorized by the Small Business Act, as amended.

Agreements - I agree that if SBA approves this application I will not, for at least two years after the date of SBA's approval, hire as an employee or consultant anyone that was employed by the SBA during the one-year period prior to the disbursement of the loan. I further agree that as consideration for any management, technical, and business development assistance that may be provided to me by SBA or on its behalf, I waive all claims against SBA and its consultants. I understand and agree that I need not pay anybody to deal with SBA, and that I have read and understand SBA Form 159, which explains SBA policy on Borrower and Lender representatives and their fees. By my signature, I certify that I have received a copy and read a copy of the "Statements Required by Law and Executive Order" (SBA Form 1261) that was attached to this application, and that I agree to comply with all such laws and executive orders.

False Statements - I certify that the representations made and the facts stated in this application and its attachments are true, to the best of my knowledge and belief, and I have not misrepresented or omitted any material facts. I understand that knowingly making false statements or overvaluing a security to obtain a Government-guaranteed loan can subject me to a fine of up to \$10,000 and imprisonment for up to five years under 18 U.S.C. 1001, and to the civil remedies available under the False Claims Act, 31 U.S.C. 3729 et seq. I further understand that knowingly making false statements or overvaluing a security to a Federally insured institution can subject me to a fine of up to \$1,000,000 and imprisonment for up to 20 years under 18 U.S.C. 1014.

Borrower:

Name of Borrower	
Signature	Date
Name and Title of Authorized Representative (Print or Type)	

Guarantor:

Name of Guarantor	
Signature	Date
Name and Title of Authorized Representative (Print or Type)	

3. Additional Lender Certifications (SBA applicants only)

The undersigned, as authorized representative of the Lender and on its behalf, make the following certifications:

I submit this application to SBA for approval subject to the terms and conditions outlined above. Without the participation of SBA as described in the application, I would not be willing to make this loan, and in my opinion this financial assistance is not otherwise available on reasonable terms.

I certify that none of the Lender's employees, officers, directors, or substantial stockholders (more than 10%) have a financial interest in the applicant.

I certify that the representations made and the facts stated in this application and its attachments are true, to the best of my knowledge and belief, and I have not misrepresented or omitted any material facts. I understand that knowingly making false statements or overvaluing a security to obtain a Government-guaranteed loan can subject me to a fine of up to \$10,000 and imprisonment for up to five years under 18 U.S.C. 1001, and to the civil remedies available under the False Claims Act, 31 U.S.C. 3729 et seq.

Name of Lender	
Signature	Date
Name and Title of Authorized Representative (Print or Type)	

NOTICE TO APPLICANT:

Authority for Requiring Submission of Information in Application - The applicant is hereby notified that Ex-Im Bank and SBA request the information in this application under the authority of the Export-Import Bank Act of 1945, as amended (12 U.S.C. 635 et seq.) and section 7(a)(14) of the Small Business Act ("SB Act"), (15 U.S.C. 636(a)(14)), respectively. Providing the requested information is mandatory (except, see Privacy Act notice below concerning social security number), and failure to provide the requested information may result in SBA/Ex-Im Bank being unable to determine the applicant's eligibility for financial assistance. Unless a currently valid OMB control number is displayed on this form (see upper right of each page), SBA/Ex-Im Bank may not require the information requested in this application, and applicants are not required to provide such information.

Submission of Social Security Number (Privacy Act notice) - Under the Privacy Act, the applicant is not required to provide social security number information, and failure to provide social security number may not affect any right, benefit, or privilege to which applicant is entitled. Disclosures of name and other personal identifiers are required for a benefit, however, and SBA requires an applicant seeking financial assistance to provide sufficient information to allow SBA to make a character and credit determination concerning individuals that are borrowers, principals, and guarantors. In determining whether an individual is of good character, SBA considers the person's integrity, candor, and disposition toward criminal actions. In making loans pursuant to section 7(a) of the SB Act (15 U.S.C. 636(a)(6)), SBA is required to have reasonable assurance that the loan is of sound value and will be repaid, or that it is in the best interest of the Government to grant the financial assistance requested. Additionally, SBA is specifically authorized to verify the applicant's criminal history, or lack thereof, pursuant to section 7(a)(1) of the SB Act (15 U.S.C. 636(a)(1)(B)). Further, for all forms of assistance, SBA is authorized to make all investigations necessary to ensure that a person has not engaged in acts that violate or will violate the SB Act or the Small Business Investment Act (15 U.S.C. 634 and 687b(a)). For these purposes, applicant is asked to voluntarily provide social security numbers to assist SBA in making character determinations and to distinguish the individuals listed in this application from other individuals with the same or similar name or other personal identifier.

The Privacy Act authorizes SBA to make certain "routine uses" of information protected by that Act. One such routine use is that when this information indicates a violation or potential violation of law, whether civil, criminal, or administrative in nature, SBA may refer it to the appropriate agency, whether Federal, State, local or foreign, charged with responsibility for or otherwise involved in investigation, prosecution, enforcement or prevention of such violations. Another routine use is to assist in obtaining credit bureau reports, including business credit reports on the small business borrower and consumer credit reports and scores on the principals of the small business and guarantors on the loan for purposes of originating, servicing, and liquidating small business loans and for purposes of routine periodic loan portfolio management and lender monitoring. See 69 F.R. 58598, 58617 (and any subsequently published notices) for additional background and other routine uses.

Disclosure - Ex-Im Bank and SBA will hold confidential all information provided in the application, subject only to disclosure as required under the Freedom of Information Act (5 USC 552), the Privacy Act of 1974 (5 USC 552a), the Right to Financial Privacy Act of 1978 (12 USC 3401), or any other law or court order.

Public Burden Statement - Reporting for this collection of information is estimated to average 7.5 hours per response, including reviewing instructions, searching data sources, gathering information, and completing and reviewing the application. Send comments regarding the burden estimate, including suggestions for reducing it, to Office of Management and Budget, Paperwork Reduction Project OMB# 3048-0009, Washington, D.C. 20503.

APPLICATION INSTRUCTIONS

PART A. PRINCIPAL PARTIES

1. **Borrower/Exporter.** Complete this section with information on the individual or corporate borrower. Provide the preliminary North American Industrial Classification System No. (NAIC) of the borrower, rather than the product being exported.
2. **Management.** Complete this section for each proprietor, partner, officer, director or other individual owning 20% or more of the borrower. 100% of ownership must be shown.
3. **Personal Guarantor(s).** List all individuals and entities that will guarantee repayment of the loan. The personal guarantee of the owner(s) is required in most cases.
4. **Lender.** Leave blank if you are applying for a Preliminary Commitment and a prospective lender has not been identified.

PART B. INFORMATION ABOUT THE TRANSACTION

Provide the loan amount, term and type of loan requested, and answer all questions in Part B. (See also Checklist item 2 below.)

PART C. CERTIFICATIONS

This section must be signed by an authorized representative of the borrower, each guarantor, and, if this is a request for a final commitment, the Lender.

CHECKLIST OF INFORMATION TO BE ATTACHED

(Note: All Attachments must be signed and dated by all person(s) signing this form.)

BACKGROUND	Yes	N/A
1. Brief resume of principals and key employees, History of business; copy of business plan, if available; identify whether sole proprietorship, general partnership, limited liability company (LLC), corporation and/or subchapter-S corporation.		
2. Explanation of use of proceeds and benefits of the loan guarantee, including details of the underlying transaction(s) for which the loan is needed, including country(s) where the buyers are located.		
TRANSACTION	Yes	N/A
3. Attach product literature. (<i>Ex-Im Bank applicants only</i>): If applicable, attach description of items if they are nuclear, military, environmental, on the U.S. Munitions Control List, or require an export license.		
4. Copy of letter of credit and/or copy of buyer's order/contract, if available.		
5. Export credit insurance-related material (policy, application, buyer credit limit), if applicable.		
6. Copy of export license, if required.		
FINANCIAL INFORMATION	Yes	N/A
7. Business financial statements (Balance Sheet, Income Statement, statement of Cash Flows) for the last three years, if applicable, supported by the most recent Federal income tax return for the business. (<i>SBA applicants only</i>): Also submit the last three years of signed Federal income tax returns for the business.		
8. Current financial statement (interim) dated within 90 days of the date of application filing.		
9. Aging of accounts receivable and accounts payable.		
10. Schedule of all principal officer/owner's compensation for the past three years, and current year to date [if none, please indicate].		
11. Signed joint personal financial statements(s) of each major shareholder(s)/partner(s), owner(s), of the company (with 20% or greater ownership, including assets and liabilities of both spouses) and their most recent Federal income tax return (not required for venture capital partners).		
12. Estimate of monthly cash flow for the term of the loan, highlighting the proposed export transaction.		
13. Description of type and value of proposed collateral to support the loan (company assets/export product, i.e., inventory, accounts receivable, other).		
14. Attach credit memorandum prepared by the Lender. (<i>SBA applicants only</i>): Also attach D&B Report and Personal Credit Reports on Principals and Guarantors.		
15. (<i>Ex-Im Bank applicants only</i>): Nonrefundable \$500 application fee for a Preliminary Commitment or nonrefundable \$100 application fee for a Final Commitment, whichever is applicable, by check or money order made out to the Ex-Im Bank.		
16. (<i>SBA applicants only</i>): SBA Form 1261		
17. (<i>SBA applicants only</i>): Copy of IRS Form 4506-T (original to be submitted to IRS by the Lender).		

MAILING/FORWARDING INSTRUCTIONS

Please circle the appropriate answer.

1. If application is submitted by a Borrower/Exporter:

- a. Is Borrower/Exporter's requested loan amount in Part B \$1,666,666 or less? Yes No
- b. Is Borrower/Exporter a small business, as defined by 13 CFR 121.105? Yes No

If answer to *both* of the above is YES, send entire set of materials to the SBA Representative in the U.S. Export Assistance Center nearest you. Call (800) 827-5722 for the address.

If answer to *both* of the above is NO, send entire set of materials to:
Export-Import Bank of the U.S.
Office of Credit Applications and Processing
811 Vermont Avenue, NW
Washington, DC 20571

2. If application is submitted by a Lender.

- a. Is Lender an **SBA 7(a) Participating Lender**? Yes No
If YES, and if the loan will have a maturity of twelve (12) months or less, submit with this application a Lender's check equal to 0.25% of the guaranteed amount of the loan.
- b. Is Lender using its **Ex-Im Bank Delegated Authority**? Yes No
If YES, send the application, the Loan Authorization Notice (two originals), the appropriate facility fee, and the \$100 application fee to the Ex-Im Bank address above, **regardless of the guarantee amount.**

OR SBA USE ONLY

Loan Officer's Recommendation: Approve Decline State Reason(s):

Signature	Title	Date
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Other Recommendation if required: Approve Decline State Reason(s):

Signature	Title	Date
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THIS BLOCK TO BE COMPLETED BY SBA OFFICIAL TAKING FINAL ACTION

Approve Decline State Reason(s):

Signature	Title	Date
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