

Ranking of Screen Out Reasons (FY16-Q2)

Small Loans/Community Advantage	Ranking	All Other Loans	Ranking
Credit Memo Incomplete	1	Form 1920 Incomplete	1
Form 1920 Incomplete	2	Credit Memo Incomplete	2
Form 1919 Incomplete	3	Form 1919 Incomplete	3
Copy of Notes to be Refinanced Missing	4	Copy of Notes to be Refinanced Missing	4
Lender's Internal Business Valuation Missing	5	Personal Financial Statement Incomplete	5
Purchase Agreement For Business Needed	6	Collateral Shortfall - Real Estate Available	6
Certificate of Franchise Documents Needed	7	Business Debt Schedule Incomplete	7
Franchise Agreement and FDD Needed	8	Derogatory Credit - Explanation Needed	8
Unclear Use of Proceeds	9	Affiliate financials Missing	9
Life Insurance Not Addressed	10	Life Insurance Not Addressed	10