



**CDFFA**  
Community Development Finance Authority  
*Strengthening New Hampshire's Communities*

## Attachment B.

### FINANCIAL INDICATOR CHECKLIST

\_\_\_\_\_ Company

#### Average of 1.5 to meet minimum standard for CDBG

For questions that are not applicable to the project, do not score that questions and do not include any points when determining whether project meets minimum score.

- 0 – Unacceptable
- 1 – Minimally acceptable
- 2 – Average
- 3 – In good standing

In the comment section of this form or an attached spreadsheet you MUST show work.

**This Application Scores \_\_\_\_\_ Points**

#### **BALANCE SHEET**

#### **SCORE (0-3)**

##### ▪ **Does the Company Collect?**

1. Based on the company's terms are the Receivables current?

Points

Comment:

##### ▪ **Does the Company Pay?**

1. Based on the company's payment terms, are Days Payable nearly equal to Payment Terms?

Points

Comment:

2. Is the payroll current? Have there ever been delays in making payroll?

Points

Comment:

3. Are Taxes current?

Points

Comment:

▪ **Does the Company Control Its Inventory?**

1. Are Days Inventory nearly equal to the Inventory Cycle?

Points

Comment:

▪ **Are Officers Committed?**

1. Are there Notes Payable or Subordinated Officer Debt?

Points

Comment:

2. There is evidence that Officer Debt is truly subordinated

Points

Comment:

3. Is Debt/Equity ratio reasonable?

Points

Comment:

▪ **Does the Company Have Profitable Operating History?**

1. Are Retained Earnings positive?

Points

Comment:

**PROFIT & LOSS STATEMENT**

▪ **Is Company Growing?**

1. Are current Sales rising, stable or falling?

Points

2. Are projects Sales likely to rise, be stable or fall?

Points

Comment:

▪ **Does the Company Maintain Margins?**

1. Is COGS/Sales rising, stable or falling?

Points

Comment:

▪ **Does Company Control Overhead**

1. Is SGA/Sales stable or falling?

Points

Comment:

▪ **Is the Company Profitable?**

1. Is Operating Profit/Sales rising, stable, or falling?

Points

Comment:

2. Is EBT/Sales rising, stable, or falling?

Points

Comment:

**CASH FLOW STATEMENT**

1. Is Cash Flow from operations positive?

Points

Comment:

2. Is Cash Flow overall positive?

Points

Comment:

**OTHER**

▪ **Financial Statements**

1. Are the reviewed or provided financial statements current and without findings ?

Points

**Comment:**

▪ **Is Officer Compensation reasonable?**

1. Is Officer Compensation reasonable?

Points

Reasonable is defined as, compensation of officers and owners will be limited to an amount that, when taken, will not adversely affect the repayment ability of the Borrowers. This amount may not be increased year to year unless (1) an after tax profit was made in the preceding fiscal year, (2) the Borrowers are and will remain in compliance with covenants of the Loan Agreement, (3) all of Borrowers' debts are paid to a current status, and (4) prior written concurrence of the Lender is obtained.

**(a) Total SCORE**

**(b) Total # of applicable Questions**

**Total score (a) divided by Total # of applicable Questions (b) = CDBG SCORE**