



## SBA Export *Express* Qualification Documentation

### Section 1

Outline your plan on how the Export *Express* loan funds would allow you to enter a new export market or increase production in your existing export market & list the goods and/or services you are exporting:

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### Section 2

Please document the following production / projections:

Last year's export sales figures (new exporters indicate n/a): \$ \_\_\_\_\_

This year's export sales figures (new exporters indicate n/a): \$ \_\_\_\_\_

Next year's export sales projections (all clients must answer): \$ \_\_\_\_\_

### Section 3

	Please answer all of the following questions:	Circle One	
1.	Have you been in business for at least one consecutive calendar year?	Y	N
2a.	Will the loan proceeds enable your company to enter a new export market? <b>(Please enclose any pertinent contracts in addition to the above information)</b>	Y	N
2b.	Will the loan proceeds enable your company to expand your existing export market? <b>(Please enclose any pertinent contracts in addition to the above information)</b>		
3.	Can you certify that NONE of the loan proceeds will be used to finance an overseas operation except for marketing purposes?	Y	N
4.	Can you certify that the specific usage of all funds will be <b>WORKING CAPITAL</b> ?	Y	N

Applicant / Guarantor ("borrower") authorizes Innovative Bank / SBA / Affiliates to investigate and confirm the information herein and hereby certifies that all information provided is true, correct, and complete. Borrower hereby authorizes Innovative Bank / SBA / Affiliates to utilize its own agents for purposes of verifying the accuracy of any information provided by borrower. By signing below the borrower hereby represents that the information presented on this questionnaire is complete & accurate. I understand that applicants with operations, facilities, or offices overseas, other than those strictly associated with the marketing and/or distribution of products/services exported from the U.S., are not eligible for SBA *Express* or Export *Express*.

Borrower Signature \_\_\_\_\_ Date \_\_\_\_\_