



Business Name _____

Loan Rubric Template

Criteria	Strength (1-4)	Weight (% of total)	Weighted Score
Financial Soundness		15	0
Owner/Operator Experience		10	0
Business Plan		10	0
Projected Growth & Economic Impact		25	0
Business Development Partnerships		10	0
Quality of Life Impact		10	0
Owner/3rd Party Funding		10	0
Community Commitment		10	0
TOTAL	0	100	<u>0</u>

ONLY FILL IN BLUE CELLS

Reviewer Name _____

Signature _____

Date _____

Formula:

Weight / Max * Strength = Weighted Score

Encouraged approval	90-100
Caution	61-89
Encouraged deny	60-0

Example from first line:

=C2/4*B2

SCALE

- 4 = Exceeds expectations
- 3= Meets expectations
- 2= Partially meets expectations
- 1= Does not meet expectations



GLOSSARY OF TERMS:

Financial Soundness – This is determined by personal financial statements, previous business financials or by a financial institutions willingness to loan funds. No documents are required to be reviewed. If an individual is a good financial steward, it is likely that they will be good stewards of these loan funds as well.

Owner/Operator Experience – This is determined by the qualifications the applicant has to be able to run an effective business. This varies based upon the business that funds have been applied for. Experience can be noted by the Financial Review Board knowledge of the individual, references or an interview process.

Business Plan – To effectively operate a business it is essential to have evaluated all the aspects of a business which is done through a business plan. A thorough business plan, including financials is advised. A business plan can be substituted by experience for business expansions or growth businesses.

Projected Growth & Economic Impact – This is determined by the applicant’s identified long-term and short-term goals, most commonly found in their business plan. For existing businesses this can be identified in their financial information or application for funding/expansion.

Business Development Partnerships – This is identified through the applicant’s use of local/regional resource partners during the planning and implementation process. These partners include, but are not limited to: KS Small Business Development Center, Economic Development organizations, KS Department of Commerce, etc.

Quality of Life Impact – This is identified through the following questions: Does the business provide an unfulfilled need? Will the new business or growth be value added? Do they provide necessary and valuable jobs? Will the business enrich the community?

Owner/3rd Party Funding – It is highly recommended that the owner have some financial commitment to the business success. This can be found in owner investment, 3rd party funding or no immediate owner draw in the business financials.

Community Commitment– For an established business wanting to expand, do they participate in the community and give back to the community when possible? For beginning businesses, do the owners/operators have a commitment to short term and long term community success?