

SBA - Scoring Matrix

	Cash Flow	Collateral	Management	Credit	Down Payment
5	Debt Service Coverage (DSC) of 1.5 or better for the last three years plus interim, with positive or stable trends	Collateral coverage 125% or greater based on liquidation value and lendable equity	Min. 3 years recent experience owning & running profitable small business in same industry	Clean credit, no present or past (7yrs) derogatory items - FICO above 700	Loan to Purchase Price (LTV) not to exceed 60% with non borrowed cash injection of 35% or greater
4	DSC of 1.25 or better for the prior two years with DSC of 1.5 for current year plus interim, with positive or stable trends	Collateral coverage 100% or greater based on liquidation value and lendable equity	Min 3 years recent experience owning & running profitable small business	Clean credit, no present or past (7yrs) derogatory items - FICO above 680	LTV not to exceed 65% with non borrowed cash injection of 30% or greater
3	DSC of 1.25 or better for the last three years plus interim, with positive or stable trends	Collateral coverage 75% or greater based on liquidation value and lendable equity	Min 3 years recent experience managing profitable small business in same or related industry	Only minor past derogatory items (30 day late) No items in past 24 months	LTV not to exceed 70% with non borrowed cash injection of 20% or greater
2	DSC of 1.00 or better for the prior two years with DSC of 1.25 for current year plus interim, with positive or stable trends	Collateral coverage 50% or greater based on liquidation value and lendable equity	2 or more years management experience	Serious delinquencies (90 days late) or several minor derogatory items	LTV not to exceed 75% with non borrowed cash injection of 15% or greater
1	DSC of 1.00 or better for the last year plus interim OR Company with decline in revenue or profit of 15% or greater	Collateral coverage below 50% based on liquidation value and lendable equity	No or very limited management experience	Collections, charge-offs, tax liens, or bankruptcy with acceptable explanation	LTV not to exceed 85% with non borrowed cash injection of 15% or greater
Points					

Total Points _____
 Borrower Name _____
 Date _____

21-25 Excellent
17-20 Good
12-16 Fair
10-13 Marginal