



Commercial Laundry Financing Request Checklist New/Existing Coin Laundromat Rehabs, Business Acquisitions, Plant Laundromats & Route Operators

(United States and Canada) rev.11.2015

Information We Request from You

- Finance Application for all Principals
- Personal Financial Statement for All Principals
- Last Three Months Bank Statements
- Last Two Years Tax Returns for all Principals (Include extension if applicable)
- Last Two Years Tax Returns for Business (Include extension if applicable)
- Seller Financials, Tax Returns (Acquisitions only)
- Seller Utility Bills and Bank Statements (Acquisitions only)
- Coin Laundromat Underwriting Supplement (Coin Laundromats only)
- Location Information and Revenue Projection (Coin Laundromats only)
- Plant Laundromat Supplement (Plant Laundromats only for requests over \$100K)
- Route Operator Supplement (Route Operators only for requests over \$100K)
- Premises Lease or Purchase Sales Agreement for Equipment

Information We Request from Your Distributor

- Signed Equipment Sales Order
- Site Survey, Demographics and Comments (Coin Laundromats Only)

Once completed, submit your entire package via e-mail, fax or mail to the following:

Chris Michalek
Prime Capital, Inc.
12848 Summer House Drive
Plainfield, Illinois 60585
630-884-8900 x1400 Office/Fax/Text
847-858-2718 Cell
chrismichalek@goprimecap.com



PRIME
CAPITAL

Commercial Laundry Finance Application

Business Entity Information

Exact Legal Company Name: _____ DBA: _____

Street Address: _____

City: _____ State: _____ Zip: _____ County: _____

Business Contact: _____ E-Mail: _____

Business Phone Number: _____ FAX: _____

Check Which One Applies: Corporation LLC Partnership Proprietor

Federal Tax I.D. Number: _____ D&B Number (if known): _____

Date Incorporated: _____ State of Incorporation: _____ Current Ownership Control Since: _____

Personal Information

Principal #1 Name: _____ Social Security Number: _____

Title: _____ Address: _____

City: _____ State: _____ Zip: _____ County: _____

Home Phone: _____ Mobile Phone: _____ Percent of Business Owned: _____

E-Mail: _____ US Citizen: Yes No

Principal #2 Name: _____ Social Security Number: _____

Title: _____ Address: _____

City: _____ State: _____ Zip: _____ County: _____

Home Phone: _____ Mobile Phone: _____ Percent of Business Owned: _____

E-Mail: _____ US Citizen: Yes No

Financing Term Requested 36 Months 60 Months 84 Months (For requests over \$150,000.00)

By submitting this Application, the undersigned warrants that the applicant and each individual listed as a principal, partner, owner, guarantor or obligor consent, authorize and warrant as follows: (a) Prime Capital, Inc. and or its assigns may obtain commercial and consumer credit reports, investigate references and statements, and make other credit inquiries about the applicant and all such individuals, and anybody contacted in connection therewith may release any credit and financial information; (b) Prime Capital, Inc. and or its assigns may share with one another financial, credit and other information about the applicant and such individuals and use shared information to market to the applicant and the individuals; (c) the information on or accompanying this Application is true and complete, and the undersigned will notify Prime Capital, Inc. of any material change in any information; (d) this Application is submitted in connection with financing solely for business and commercial purposes and NOT for personal, family or household purposes; (e) the applicant, if an individual, is a citizen or lawful permanent resident of the United States; and (f) this Application will apply to any future request for additional financing and all notices, disclosures, consents and warranties shall be deemed repeated for each future request, unless the applicant submits a new written application. Prime Capital, Inc. does not make offers or commitments to extend credit except in final signed documents and, in limited circumstances, in and pursuant to the terms and conditions of written commitment letters. Term sheets, proposal letters, approval letters and the like are not commitment letters.

Principal #1 Signature: _____ Birthdate: _____ Date: _____

Principal #2 Signature: _____ Birthdate: _____ Date: _____



Commercial Laundry Personal Financial Statement

Page 1 of 4 (United States and Canada) rev.2.2015

This PFS should be completed by all principal investors for new store projects, large equipment replacement projects and business acquisitions

Personal Financial Statement (To be filled out by all principals)

Principal's Exact Legal Name (as stated on driver's license): _____

Spouse's Exact Legal Name (as stated on driver's license): _____

Financial information as of what date: _____

Assets	Dollars \$	Liabilities and Net Worth	Dollars \$
Cash on hand and in Banks <small>(checking, savings, CDs, coffee cans, mattresses)</small> (Schedule A)		Credit Card Balances	
Retirement Accounts (IRA, 401K, etc.) (Schedule B)		Automobile Loans	
Investments <u>not</u> held in Retirement Accounts (Schedule C)		Real Estate Mortgages Payable (Schedule E)	
Accounts and Notes Receivable		Notes Payable—Businesses Owned (Schedule F)	
Real Estate Owned (Schedule D)		Notes Payable to Others (Schedule G)	
Businesses Owned (Market Value) (Schedule F)		Unpaid Past Due Taxes <small>(State & Federal)</small>	
Other Assets: Please Itemize		Other Liabilities: Please Itemize	
TOTAL ASSETS (A) \$		TOTAL LIABILITIES (L) \$	
		NET WORTH (NW) = Assets-Liabilities (A-L) \$	



Commercial Laundry Personal Financial Statement

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Personal Financial Statement (To be filled out by all principals)

General Information	Principal	Spouse
Employer		
Position & Length of Employment		
Employer's Phone Number		
Salary		
Current Retirement and/or Current Pension Income		
Real Estate Income (Rentals)		
Other Income (Disability, Unemployment)		
Partner, Officer in any other Venture? If so, explain below.	No Yes	No Yes
Are you a Defendant in any suits or legal action? If so, explain below.	No Yes	No Yes
Have you ever filed for bankruptcy or settled any debts for less than the amount owed? If so, explain below.	No Yes	No Yes
Have you ever had a judgment or lien against you? If so, explain below.	No Yes	No Yes
Have you ever had any repossessions? If so, explain below.	No Yes	No Yes

Explanations for above (if needed): _____



Commercial Laundry Personal Financial Statement

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Personal Financial Statement (To be filled out by all principals)

Schedule A: Banks

Name of Institution	Name on Account	Account #	Balance on Deposit
TOTAL			

Schedule B: Retirement Accounts (IRA, 401K, etc.)

Account Description	Account Owner	Market Value
TOTAL		

Schedule C: Investments not held in Retirement Accounts (stocks, bonds, gold, etc.)

# of Shares	Description	Registered Owner	L-Listed U-Unlisted	Cost	Market Value
TOTAL					

Schedule D: Real Estate Owned

Property #	Address	Title In Name	Monthly Income	Year Acquired	Market Value
TOTAL					



Commercial Laundry Personal Financial Statement

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Personal Financial Statement (To be filled out by all principals)

Schedule E: Real Estate Mortgages Payable

Property #	To Whom Payable	Monthly Payment	Unpaid Balance
TOTAL			

Schedule F: Businesses Owned - Market Value & Notes Payable

Business Name	Nature of Business	% Owned	Owned By Self/Spouse	Market Value	Notes Payable
TOTALS					

Schedule G: Notes Payable to Others

To Whom Payable	Secured By	Monthly Payment	Maturity Date	Unpaid Balance
TOTAL				

I/we have carefully read and submitted the foregoing information provided on this statement to Prime Capital, Inc. The information is presented as a true and accurate statement of my/our financial condition on the date indicated. This statement is provided for the purpose of obtaining and maintaining credit with Prime Capital, Inc. or our assigns. I/we agree that if any material change(s) occur(s) in my/our financial condition that I/we will immediately notify Prime Capital, Inc. of said change(s) and unless Prime Capital, Inc. is so notified it may continue to rely upon this financial statement and the representations made herein as a true and accurate statement of my/our financial condition.

I/we authorize Prime Capital, Inc. or its assigns to make whatever credit inquiries it deems necessary in connection with this financial statement. I/we authorize and instruct any person or consumer reporting agency to furnish to Prime Capital, Inc. any information that it may have or obtain in response to such credit inquiries.

I/we also hereby certify that no payment requirements listed herein are delinquent or in default except as follows; if "NONE" so state. _____

US Applicants: I/we fully understand that it is a federal crime punishable by fine or imprisonment or both to knowingly make any false statements concerning any of the above facts, pursuant to 18 U.S.C. Section 1014.

Canadian Applicants: I/we do solemnly affirm that all facts stated herein are true and correct, that this solemn affirmation is made as if under oath per the terms of the Evidence Act of Canada and that it is a criminal offence under said Evidence Act to knowingly make any false statements concerning any of the facts stated herein.

Principal #1 Signature/Title _____ Date Signed _____

Principal #2 Signature/Title _____ Date Signed _____



Coin Laundromat Underwriting Supplement

(United States and Canada) rev.6.2015

This questionnaire should be completed by principal investors of new store projects, large equipment replacement projects and business acquisitions.

Background Information (To be filled out by all principals – attach resume if available)

What is your current occupation and/or current employer? _____

Will you continue employment if the proposed transaction is completed? _____

Explain your current and/or past business ownership experience and/or management experience: _____

Explain why you will succeed in the Coin Laundromat business: _____

Location Details (Leasehold improvements and build out specifics)

How much will leasehold improvements and build outs cost? _____

How will you pay for these costs? _____

If cash, what is the source of the funds (i.e., banks, stocks, bonds, etc.)? _____

Do you plan to borrow money to cover the cost of the leasehold improvements? _____

If so, what are the terms? _____

Landlord Information if Applicant Leased (Rented) the Location (If not, skip to the next section)

If transaction is for existing or brand new location, when does monthly rent begin? _____

Name of Landlord: _____ Current Monthly Rent: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ E-Mail: _____

Term of Lease: _____ Term of Option(s) to Extend Lease: _____

Scheduled Rent Adjustments: _____

Other Comments (Still in negotiations, etc.): _____



Coin Laundromat Underwriting Supplement

Page 2 of 2 (United States and Canada) rev.6.2015

Location Information if Property is Owned (Purchased) by Applicant (If not go back to the previous section)

How long have you owned the property? _____

Name of Deed Holder of property: _____

If Deed Holder is not the Applicant, what is the relationship? _____

Name of 1st Mortgage Holder: _____

Address: _____

Phone: _____ Monthly Payment: _____

Name of 2nd Mortgage Holder: _____

Address: _____

Phone: _____ Monthly Payment: _____

Location Evaluation & Description:

Explain your Competition: (For example, how many laundries are in the vicinity? Age of machines in surrounding laundries? Curb appearance of competitors? Condition of competitive stores? Pictures are helpful)

Explain why this is a good location: (For example, street visibility and accessibility, parking spaces, access to other services in the area, nearby services, anchor stores in the area, multi-family housing in the area, mobile homes, etc. Pictures are helpful.)

Description of Property: (For example, strip center, free standing building, age of building, etc.)



Commercial Laundry Location Info & Revenue Projection

(United States and Canada) rev.2.2015

Location Information

Store Type? Existing New

Free Standing Building? Yes No Square Footage of Laundry: _____

Parking? Street Off-Street Number of Stalls _____

Attendant Information Unattended Store Part-Time (Hours: _____) Attended Full-Time

Revenue Projections

# of Machines	Equipment	# of Cycles Per Day	Vend Price	Revenue Per Day
	Top Load Washer		\$	\$
	High Efficiency Washer		\$	\$
	18 or 20 lb. Washer		\$	\$
	30 lb. Washer		\$	\$
	40 lb. Washer		\$	\$
	50 lb. Washer		\$	\$
	60 lb. Washer		\$	\$
	80 lb. Washer		\$	\$
	30 lb. Dryer Pockets		\$	\$
	45 or 50 lb. Dryer Pockets		\$	\$

Daily Machine Revenue \$ _____

Wash, Dry & Fold (Consumer & Commercial) _____ Loads Per Day @ \$ _____ per lb. = Daily W/D/F Revenue \$ _____

Misc. Daily Vending Revenue \$ _____

Total Daily Tanning / Beverage / Leather & Show Repair / Alterations Revenue \$ _____

Total Daily Revenue \$ _____

X30 Days = Projected Total Monthly Revenue \$ _____

Expense Projections

Monthly Utilities (Gas \$ _____ Electric \$ _____ Water \$ _____) (~18% to 20% of machine revenue) \$ _____

Monthly Rent / Mortgage Payment for Laundry Location \$ _____

Monthly Property (Taxes \$ _____ Insurance \$ _____ Maintenance \$ _____) \$ _____

Monthly Labor \$ _____

Monthly Advertising & Promotion \$ _____

Monthly Vending Costs \$ _____

Monthly Misc. Expenditures (Trash Collection, etc.) \$ _____

Projected Total Monthly Expenses \$ _____

(Revenue – Expenses) **Projected Monthly Net Income \$ _____**



Plant Laundromat Underwriting Supplement

(United States and Canada) rev.6.2015

This questionnaire should be completed by plant laundromat operators.

Plant Laundromat Information Specifics

Approximately how many commercial accounts do you service? _____

Approximately what is the percentage breakdown of the industries that you service? _____

Approximately how much per pound do you charge? _____

Approximately how many pounds per year do you process? _____

On average, can you let us know the initial term length of your contracts and auto-renewal options? _____

What is the scope demographically of the accounts that you service? _____

What differentiates you from your competition? _____

How long have you been in the commercial laundry business? _____



Route Operator Underwriting Supplement

(United States and Canada) rev.6.2015

This questionnaire should be completed by route operators.

Route Information Specifics

Approximately how many washer and dryers do you currently have out on route? _____

Approximately how many locations house the washers and dryers you currently have out on route? _____

On average, can you let us know the initial term length of your route contracts and auto-renewal options? _____

How long have you been in the route business? _____
