VHCDC.org

Community, In Action!

Greetings,

When a construction company gets a new project, it has to have money on hand to pay for the job. Expenses typically include raw materials, equipment and labor. This puts an obvious financial strain on many companies.

Work volumes are growing, but so are the piles of unpaid invoices. As a contractor or sub-contractor you are exposed to the types of risks that could put you out of business. Although prompt pay laws have been instituted in many states, few work as they were intended. According to the Construction Financial Management Association it now takes specialty contractors an average of 66 days to collect on due invoices. Often a qualified construction company will have to pass on a job simply because it does not have the resources to fund the project. Commercial construction loans from a bank can be an option, but are rare and ridiculously hard to qualify for.

**Construction factoring** is an alternative to standard **commercial construction loans** and is a great way to grow your company. Factoring with our CapitalPlus program gets you money quickly for your invoices. It will make sure you can pay for materials and labor, and will let you compete for larger jobs that you did not think you could afford to take on. Just like with standard factoring, with **construction factoring** you can receive up to 80% of your invoice amount in advance. The balance is held in reserve until the invoice is paid. Historically the 80% advance is more than enough to cover all related expenses while still leaving your company with a good profit margin.

Our CapitalPlus program is ideal for the following types of businesses:

Appraisers
Architects
Asphalt Contractors
Cable Companies
Carpenters
Carpet & Flooring Contractors
Ceiling - Drywall Contractors
Electrical Contractors
Engineering Companies
Fire Sprinkler Contractors
General Contractors
HVAC Contractors
Landscapers
Manufacturers
Paving Contractors
Plumbing Contractors
Roofing Contractors
Security Firms
Space Planners
Steel Fabricators
Supply Houses
Tile Contractors
Underground Utility Contractors
Staffing Companies
Textile Companies

Can we help your business? Complete the CapitalPlus Construction Factoring Application and **fax it to 866-931-5843**. Please be sure to submit all of the documents requested.

Thank you for choosing VHCDC as your business financial services provider!

Sincerely,

James R. Taylor, III
President

VIRGINIA HOUSING AND COMMUNITY DEVELOPMENT CORPORATION
445 N. MAIN ST., #1574 SUFFOLK, VA 23439 866.931.5760
www.vhcdc.org

CapitalPlus+
Your Success. Our Capital.

# Factoring Application

**Please complete and return via fax to (866) 931-5843 or email to: info@vhcdc.org**

To assist CapitalPlus Equity, LLC ("CPE") in its evaluation of whether to acquire Invoices issued by applicant ("Company"), we represent and warrant to you, the following information about the Company, its organizational structure, and other matters of interest to you.

## COMPANY INFORMATION

Legal Company Name: ______________________ State of Incorporation: _____ Years in Business: _______

Primary Contact Regarding this Application: ______________________ Title: ____________

Business Phone (direct): ______________ Business Phone (main): ______________

Cell Phone: __________ Fax: __________ Email: ______________

Business Address: ______________ City: __________ State: _______ Zip: __________

Business Type: Corporation ☐ Partnership☐ LLC ☐ Individual ☐Other ☐ Federal ID #: ______________

State Incorporation Number (State ID #): ______________________

Describe Your Business: ______________________

Has Company Ever Filed for Bankruptcy? Yes ☐ No ☐ Are There any Judgments Pending Against the Company? Yes ☐ No ☐

Is There Any Pending or Threatened Litigation Against the Company? Yes ☐ No ☐

Federal or State Taxes Past Due? Yes ☐ No ☐ If Yes, Amount? __________ Year(s)? ________ Tax Lien Filed? Yes ☐ No ☐

Are Accounts Receivable Pledged as Collateral? Yes ☐ No ☐ Is the Company Bonded? Yes ☐ No ☐

How Did You Hear About Us?: Virginia Housing and Community Development Corporation (VHCDC)

## PRINCIPALS OF BUSINESS

**If there are more than two principals, please list any additional persons on a separate sheet and include with completed application.**

Name: ______________________ Title: ______________ % Owned _______

Social Security #: ____________ Drivers License # ____________ State: ______ Place of Birth: __________

Home Address: ______________________ City, State, Zip ______________________

Home Phone: ____________ Cell Phone: ____________ Email: ______________

Name: ______________________ Title: ______________ % Owned _______

Social Security #: ____________ Drivers License # ____________ State: ______ Place of Birth: __________

Home Address: ______________________ City, State, Zip ______________________

Home Phone: ____________ Cell Phone: ____________ Email: ______________

Have Any of the Principals of This Business Ever Filed for Bankruptcy? Yes ☐ No ☐

Is There Litigation Pending Against the Principals? Yes ☐ No ☐

Any Federal or State Taxes Past Due? Yes ☐ No ☐If Yes, Amount? __________Year(s)? ____________

## ACCOUNTS RECEIVABLE INFORMATION

Aging of Receivables ($ Amount): 0-30 days: $_________________ 61-90 days: $_________________

31-60 days: $_________________ Over 90 days: $_________________

Is business currently or has it previously factored its receivables? Yes ☐ No ☐ With whom? _________________________________

Average monthly amount company wants to factor: $ _________________________________

## PROFESSIONAL SERVICES INFORMATION

| | | |
|---|---|---|
| Bank Name: | Accountant: | Attorney: |
| Contact: | Contact: | Contact: |
| Phone: | Phone: | Phone: |
| Email: | Email: | Email: |

## 3 LARGEST ACCOUNTS YOU EXPECT TO FACTOR (Accounts are not contacted at this time.)

| | | |
|---|---|---|
| Company Name: | Company Name: | Company Name: |
| Monthly Sales: | Monthly Sales: | Monthly Sales: |
| Desired Amount of Credit: | Desired Amount of Credit: | Desired Amount of Credit: |
| Terms: | Terms: | Terms: |
| Address: | Address: | Address: |
| Phone: | Phone: | Phone: |

## ADDITIONAL DOCUMENTATION REQUIRED (if possible)

- ☐ Company Financial Statements (P&L, Balance Sheet, A/R & A/P Aging)
- ☐ Business Bank Statements (last three months)
- ☐ Copy of Driver License (all owners)
- ☐ Additional Documentation Upon Request

***I/We certify as to the accuracy of the information provide and understand that you will be relying on the accuracy of this information when evaluating our Company's Application. By submitting this Application either by FAX or electronically, Company and individual(s) authorizes CPE to use any credit bureau or business to verify any information that is provided or needed in underwriting.***

Signature:___________________________________ Date: ________ Signature:___________________________________ Date: _________

Print Name:_________________________________ Title: __________ Print Name:_________________________________ Title: __________