Sageworks Commercial and Industrial Loan Case Study

CREDIT ANALYSIS SOLUTION
Case Study Goals

This case study provides an introduction to the Sageworks Credit Analysis solution. This will be a basic example of a global cash flow analysis for a commercial loan. It is designed for someone with no experience with the Sageworks software.

It should take you no longer than 1 hour to complete the case study, review the results, and check your work. It will introduce you to the concepts of navigation, entry process, and reporting in Sageworks.

Case Study Instructions

The first step in analyzing a commercial loan is to decide who the borrowers are and how the loan will be structured. In this case, we will utilize a global cash flow analysis. The analysis will combine cash flows from the Business and Guarantor to service the debt.

Background

Computer Manufacturing is a manufacturing company that produces hard drives and external devices for the technology space.

John Doe owns 50% of Computer Manufacturing with a silent partner owning the other 50%. Computer Manufacturing has been successfully growing over the last few years. They recognize that in order to grow, their strategy is going to be partially through organic growth and partially through acquisition. Computer Manufacturing puts all money back into the business and does not make any distributions to John Doe.

You are conducting the credit analysis for the loan request and have received financial information for both the company and owner.
Request: New Proposed Term Loan

Terms

- $750,000 Fixed Payment Balloon
- P&I with 5 year maturity & 20 year amortization
  - Payment Amount: $4,770.22
  - Interest rate 4.5% (4% WSJ Prime + 50 BPS)
  - Loan Term: 60
  - Amortized Over: 240
  - Balloon Payment: $625,704.40

Uses

- Fund Working Capital
- Purchase Equipment
Overview of Entry Process

1. Set Up Lending Relationship on Group Profile page
   - Business
   - Person

2. Enter Loan Request on Portfolio Loan Info page
   - Proposed Loans

3. Enter Financial Data
   - Personal Tax Return, Recurring Debt, and Personal Financial Statement for Individuals
   - Tax Return and Debt Schedule for Businesses

4. Input Existing Collateral
   - Add Existing Collateral
   - Attach Liens to Collateral

When you have completed the entry process, you can generate a Standard Report.
Step 1: Who is the borrower?

Create the Group

Login to Sageworks Analyst manually:

- Go to www.sageworksanalyst.com
- Click Customer Login and enter your user name and password.
- Select Credit Analysis

1. In the Credit Analysis solution, click Add/Edit link in the navigation at the top and then select Group.

   Please include your initials where indicated. This will make your group, business, person and real estate unique from other users inputting the case study in Credit Analysis.

2. Name the Group Computer Manufacturing (Your Initials).
3. Click Save.
4. After naming the Group, Add a New Business.
   - Entry Method – Traditional
   - Business Name – Computer Manufacturing (Your Initials)
5. Enter information for a Person.
   - First Name – John
   - Last Name – Doe (Your Initials)
   - Address, City, State (optional)

6. Click Save.

You have now successfully created and saved a lending relationship. This completes the entry of the group profile, which allows us to move to the next step of entering the loan request.
Step 2: Enter Loan Request

1. In the Credit Analysis solution, click **Add/Edit** link in the navigation at the top and then select **Portfolio Loan Information**.
2. Click **Proposed** on the **Portfolio Loan Information** page.
3. Click **Add a New Loan**.
4. Click the **Borrower** drop-down and select **Computer Manufacturing (Your Initials)**.

   ![Loan Request Form](image)

   **a.** Enter top line information.
   **b.** Click **Save**.
   **c.** Click **Expand** next to the loan you created.
   **d.** Enter additional information in the terms tab.
   **e.** Click **Save**.
You have now successfully entered a loan request and allows us to move to the next step of entering financial data.

**Step 3: Enter Financial Data**

1. In the Credit Analysis solution, click *Add/Edit* link in the navigation at the top and then select *Financial Data*.
2. Enter financial data for *Computer Manufacturing (Your Initials)*.

   a. Hover over *Add Financial Data* for the business.
   b. Click *Financial Statements*.
   c. Select 3.

Follow the progression of the form input: Income Statement, Balance Sheet, Statement of Equity .......
   a. As you work through form input, you will have to create sub-accounts by going underneath appropriate field and clicking the blue add sign. You will need to add the appropriate label and value into the input box.
### Income Statement Data

<table>
<thead>
<tr>
<th>Category</th>
<th>12/31/2013</th>
<th>12/31/2014</th>
<th>12/31/2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (Revenue)</td>
<td>$15,513,157</td>
<td>$17,111,583</td>
<td>$20,820,000</td>
</tr>
<tr>
<td>External Devices</td>
<td>$4,729,005</td>
<td>$7,333,500</td>
<td>$9,380,500</td>
</tr>
<tr>
<td>Hard drives</td>
<td>$3,107,694</td>
<td>$6,963,210</td>
<td>$10,365,000</td>
</tr>
<tr>
<td>Other</td>
<td>$675,668</td>
<td>$814,837</td>
<td>$1,038,500</td>
</tr>
<tr>
<td>Cost of Sales (COGS)</td>
<td>$10,865,436</td>
<td>$12,391,026</td>
<td>$16,408,300</td>
</tr>
<tr>
<td>Direct Materials</td>
<td>$4,571,278</td>
<td>$5,543,141</td>
<td>$6,891,485</td>
</tr>
<tr>
<td>Direct Labor</td>
<td>$2,172,887</td>
<td>$2,936,028</td>
<td>$4,102,075</td>
</tr>
<tr>
<td>Other</td>
<td>$4,019,471</td>
<td>$4,511,059</td>
<td>$5,414,739</td>
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<tr>
<td>Gross Profit</td>
<td>$2,649,721</td>
<td>$4,220,557</td>
<td>$4,441,700</td>
</tr>
<tr>
<td>Depreciation</td>
<td>$11,901</td>
<td>$10,146</td>
<td>$10,000</td>
</tr>
<tr>
<td>Amortization</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Overhead or S, G, &amp; A Expenses</td>
<td>$2,842,736</td>
<td>$3,123,052</td>
<td>$4,203,000</td>
</tr>
<tr>
<td>G &amp; A Payroll Expense</td>
<td>$677,774</td>
<td>$964,805</td>
<td>$1,483,300</td>
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<tr>
<td>Rent</td>
<td>$47,555</td>
<td>$50,961</td>
<td>$56,860</td>
</tr>
<tr>
<td>Advertising</td>
<td>$4,755</td>
<td>$5,098</td>
<td>$5,888</td>
</tr>
<tr>
<td>Officer's Compensation</td>
<td>$225,000</td>
<td>$225,000</td>
<td>$250,000</td>
</tr>
<tr>
<td>Repairs &amp; Maintenance</td>
<td>$1,852,352</td>
<td>$1,781,890</td>
<td>$2,232,074</td>
</tr>
<tr>
<td>Utilities</td>
<td>$55,300</td>
<td>$105,300</td>
<td>$175,300</td>
</tr>
<tr>
<td>Operating Profit</td>
<td>- $4,916</td>
<td>$1,067,359</td>
<td>$180,700</td>
</tr>
<tr>
<td>Interest Expense</td>
<td>$45,367</td>
<td>$97,468</td>
<td>$123,000</td>
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<tr>
<td>Other Income</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Other Expenses</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Net Profit before Taxes</td>
<td>- $50,783</td>
<td>$989,891</td>
<td>$75,700</td>
</tr>
<tr>
<td>Taxes Paid</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Net Income</td>
<td>- $50,783</td>
<td>$989,891</td>
<td>$75,700</td>
</tr>
</tbody>
</table>

b. Enter line items for the Income Statement.

c. Click **Save and Continue**.
d. Enter the line items for Balance Sheet

<table>
<thead>
<tr>
<th>Balance Sheet Data</th>
<th>12/31/2013</th>
<th>12/31/2014</th>
<th>12/31/2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash (Bank Funds)</td>
<td>$270,102</td>
<td>$193,486</td>
<td>$295,000</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>$1,412,591</td>
<td>$869,539</td>
<td>$1,448,000</td>
</tr>
<tr>
<td>Accounts Receivable &lt; 90 Days</td>
<td>$1,002,940</td>
<td>$652,154</td>
<td>$1,049,450</td>
</tr>
<tr>
<td>Accounts Receivable &gt; 90 Days</td>
<td>$409,651</td>
<td>$217,385</td>
<td>$398,550</td>
</tr>
<tr>
<td>Inventory</td>
<td>$1,761,308</td>
<td>$1,747,240</td>
<td>$2,157,000</td>
</tr>
<tr>
<td>Work in Progress</td>
<td>$1,232,916</td>
<td>$1,223,068</td>
<td>$1,509,900</td>
</tr>
<tr>
<td>Finished Goods</td>
<td>$528,392</td>
<td>$524,172</td>
<td>$647,100</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td>$49,666</td>
<td>$59,702</td>
<td>$47,000</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>$44,666</td>
<td>$54,702</td>
<td>$42,000</td>
</tr>
<tr>
<td>Other</td>
<td>$5,000</td>
<td>$5,000</td>
<td>$5,000</td>
</tr>
<tr>
<td>Total Current Assets</td>
<td>$3,493,667</td>
<td>$2,869,967</td>
<td>$3,947,000</td>
</tr>
<tr>
<td>Gross Fixed Assets</td>
<td>$339,644</td>
<td>$323,189</td>
<td>$315,000</td>
</tr>
<tr>
<td>Machinery and Equipment</td>
<td>$277,672</td>
<td>$261,217</td>
<td>$255,000</td>
</tr>
<tr>
<td>Leasehold Improvements</td>
<td>$61,972</td>
<td>$61,972</td>
<td>$60,000</td>
</tr>
<tr>
<td>Accumulated Depreciation</td>
<td>$272,141</td>
<td>$277,890</td>
<td>$268,000</td>
</tr>
<tr>
<td>Net Fixed Assets</td>
<td>$67,503</td>
<td>$45,299</td>
<td>$47,000</td>
</tr>
<tr>
<td>Net Intangible Assets</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Other Assets</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Total Assets</td>
<td>$3,561,170</td>
<td>$2,915,266</td>
<td>$3,994,000</td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>$166,142</td>
<td>$121,120</td>
<td>$214,000</td>
</tr>
<tr>
<td>Short Term Debt</td>
<td>$288,724</td>
<td>$0</td>
<td>$70,000</td>
</tr>
<tr>
<td>Notes Payable / Current Portion of Long Term Debt</td>
<td>$33,280</td>
<td>$27,296</td>
<td>$126,773</td>
</tr>
<tr>
<td>Other Current Liabilities</td>
<td>$540,204</td>
<td>$458,246</td>
<td>$590,000</td>
</tr>
<tr>
<td>Other</td>
<td>$270,102</td>
<td>$229,123</td>
<td>$295,000</td>
</tr>
<tr>
<td>Accrued Interest</td>
<td>$3,000</td>
<td>$2,000</td>
<td>$8,000</td>
</tr>
<tr>
<td></td>
<td>2015</td>
<td>2014</td>
<td>2013</td>
</tr>
<tr>
<td>--------------------------</td>
<td>------</td>
<td>------</td>
<td>------</td>
</tr>
<tr>
<td>Other Accruals</td>
<td>$242,102</td>
<td>$185,123</td>
<td>$165,000</td>
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<tr>
<td>Accrued Wages/Salaries</td>
<td>$25,000</td>
<td>$42,000</td>
<td>$122,000</td>
</tr>
<tr>
<td>Total Current Liabilities</td>
<td>$1,028,350</td>
<td>$606,662</td>
<td>$1,000,773</td>
</tr>
<tr>
<td>Notes Payable / Senior Debt</td>
<td>$860,000</td>
<td>$100,000</td>
<td>$1,534,227</td>
</tr>
<tr>
<td>Total Long Term Liabilities</td>
<td>$860,000</td>
<td>$100,000</td>
<td>$1,534,227</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>$1,888,350</td>
<td>$706,662</td>
<td>$2,535,000</td>
</tr>
<tr>
<td>Common Stock</td>
<td>$1,882</td>
<td>$1,882</td>
<td>$2,000</td>
</tr>
<tr>
<td>Additional Paid-in Capital</td>
<td>$193,005</td>
<td>$193,005</td>
<td>$193,000</td>
</tr>
<tr>
<td>Ending Retained Earnings</td>
<td>$1,477,933</td>
<td>$2,013,717</td>
<td>$1,264,000</td>
</tr>
<tr>
<td>Total Equity</td>
<td>$1,672,820</td>
<td>$2,208,604</td>
<td>$1,459,000</td>
</tr>
</tbody>
</table>

e. Click Save and Continue.
f. Click Save and Continue on the Statement of Equity page.
g. Click Save and Continue on the Real Estate Investments page.

**Itemize Debt for 2015 Only: Enter Business Loans for Computer Manufacturing (Your Initials)**

a. You are now on the Business Loans page.
   *If you do not have 'Do not automatically create loans for Balance Sheet debt not itemized below' checked off, please check it off.*
b. Select Add Multiple Loans.
c. Add 2 Loans.
d. Enter the debt information and check Loans with your Institution box (Collateral will be assigned later).
If you have a core integration, the option to select the loan as a loan with your institution will not exist; please enter the loan regardless.

e. Click Save and Finish.
Enter Financial Information for John Doe (Your Initials)

2015 1040 Tax Form

Important tax return fields that need to be inputted in Sageworks will be highlighted in red.

b. Enter the line items from the first page of the 2015 1040.

<table>
<thead>
<tr>
<th>1040</th>
<th>Federal Return Summary</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2015</td>
</tr>
<tr>
<td></td>
<td>Taxpayer Identification Number</td>
</tr>
<tr>
<td></td>
<td>111-33-4567</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>1040</th>
<th>Federal Return Summary</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2015</td>
</tr>
<tr>
<td></td>
<td>Taxpayer Identification Number</td>
</tr>
<tr>
<td></td>
<td>111-33-4567</td>
</tr>
</tbody>
</table>

Income

Salaries & wages: 70,728
Taxable interest income: 250

Tax Computation

Regular tax: 57,992
Alternative minimum tax: 
Excess advance premium tax credit: 
Total tax before credits: 57,992
Child and dependent care credit: 
Education credits: 
Other credits: 
Total credits: 
Tax after credits: 57,992
Self-employment tax: 
Additional tax on IRAs, etc.: 
Other taxes: 779
Total tax: 58,771

Payments

Federal income tax withheld: 128,267
Estimated payments: 
Other payments/credits: 
Total payments: 128,267

Refund/Amount Due

Amount overpaid: 69,496
Overpayment applied: 
Form 2210 penalty: 
Amount due/refund: -69,496
Failure to file penalty: 
Late filing interest: 
Net amount due/refund: -69,496

2016 Estimates

<table>
<thead>
<tr>
<th>1st quarter</th>
<th>2nd quarter</th>
<th>3rd quarter</th>
<th>4th quarter</th>
<th>Total Estimates</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Tax Rates

Marginal tax rate: 33.0%
Effective tax rate: 24.0%
Rate of Long-term capital gain/qualified dividends: %
**John Doe**

**Name:**

**Social Security Number:** 111-33-4567

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### Tax and Credits

#### Standard Deduction
- **Exemptions:**
  - If the filer is 65 or older or blind, they can claim an additional standard deduction of $1,300.
- **Itemized Deductions:**
  - **Total adjusted gross income:** $38,368
  - **Total itemized deductions:** $12,600
- **Taxable income:** $25,788
- **Alternative minimum tax:** $57,992
- **Excess advance premium tax credit repayment:** $57,992
- **Foreign tax credit:** $48
- **Credit for child and dependent care expenses:** $49
- **Education credits from Form 8863:** $59
- **Retirement savings contributions credit:** $59
- **Child tax credit:** $59
- **Residential energy credits:** $59
- **Other credits from Form 8962:** $59
- **Total other credits:** $59
- **Total credits:** $59

#### Other Taxes
- **Self-employment tax:** $57
- **Unreported social security and Medicare tax from Form 941:** $57
- **Additional tax on IRAs, other qualified retirement plans, etc. from Form 5329:** $59
- **Household employment taxes from Schedule H:** $59
- **First-time homebuyer credit repayment:** $59
- **Health care: individual responsibility:** $59
- **Full-year coverage:** $59
- **Taxes from Form 8869:** $59
- **Taxes from Form 8962:** $59
- **Total taxes:** $59

#### Payments
- **Federal income tax withheld from Forms W-2 and 1099:** $128,267
- **2015 estimated tax payments and amount applied from 2014 return:** $128,267
- **Earned income credit (EIC):** $65
  - **Non-taxable combat pay election:** $65
- **Additional child tax credit, Attach Schedule 8812:** $65
- **American opportunity tax credit, Form 8863, line 8:** $65
- **Net premium tax credit, Form 8892:** $65
- **Amount paid with request for extension to file:** $65
- **Excess social security and tier 1 RTA tax withheld:** $65
- **Credit for federal tax on fuels, Form 4136:** $65
- **Credits from forms:** $65
- **Total credits:** $65

#### Refund
- **Refund:** $58,771
- **Amount of line 79 you want to apply to your 2016 estimated tax:** $58,771
- **Amount you owe:** $58,771

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### Third Party Designee

- **Preparer's signature:**
- **Date:** 02/07/17
- **Preparer's occupation:**
- **Preparer's firm name:**
- **Preparer's contact information:**

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**SageWorks**

sageworksanalyst.com

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919.851.7474
866.603.7029
info@sageworks.com
g. Click for **Save and Continue**.

h. Click **Finish Tax Entry** tab in the blue navigation ribbon.

*Once you finish entering the tax data, the system creates a Financial Statement based on the tax form data.*

You should now be on the Income and Expenses page. Add the date to 3/31/2016 to the Personal Financial Statement Date field. The date will default to the date of the Tax Return if no date is entered.

*All information pulls through from 2015 1040; no entry needed. There should be a 0 for Personal Expenses. If there is any value in the Personal Expenses field, please delete and click Save.*

**Itemize Debt: Enter Recurring Debt for John Doe (Your Initials)**

a. Click for **Save and Continue** on the Income and Expenses page.

b. You are now on the Recurring Debt page where you will enter loans for **John Doe (Your Initials)**.

c. You can add loans by clicking the **Add New** button. Enter the following loan information for each of the loans:
   - Loan Category
   - Loan Description (Name)
   - Payment Type *(If not filled in, the program will assume type)*
   - Current Balance
   - Approximate Monthly Payment
   - Interest Rate *(If not filled in, the program will auto calculate)*
   - Remaining Term *(If not filled in, the program will auto calculate)*

*If you have a core integration, the option to select the loan as a loan with your institution will not exist; please enter the loan regardless.*
d. Click **Save and Continue**

Enter Assets and Liabilities for **John Doe (Your Initials)**

a. On the Personal Assets page, enter the information from the Assets section of the Personal Financial Statement page. (See below)

b. Click **Save and Continue**.

c. On the Personal Liabilities page, enter the information from the Liabilities section of the Personal Financial Statement. (See below)

d. The information from the Recurring Debt page will automatically flow to the Liabilities page.

e. Confirm the Data.

<table>
<thead>
<tr>
<th>PERSONAL FINANCIAL STATEMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>3/31/2016</td>
</tr>
<tr>
<td>Name: John Doe</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>LIABILITIES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash/Checking/Savings/Money Market</td>
<td>$1,212 Balance of all Credit Cards</td>
</tr>
<tr>
<td>Public Company Stocks / Bonds</td>
<td>Taxes Owed</td>
</tr>
<tr>
<td>Mutual Funds or Pooled Securit</td>
<td>Other Lines of Credit</td>
</tr>
<tr>
<td>Other Liquid Assets</td>
<td>$135,000 Other Short-Term Loans/Liabilities</td>
</tr>
<tr>
<td>Closely Held Company Stock</td>
<td>Automobile Loans</td>
</tr>
<tr>
<td>Cash Value Life Insurance</td>
<td>$64,296 1st Mortgage on Primary Residence</td>
</tr>
<tr>
<td>Retirement Accounts</td>
<td>$67,000 2nd Mortgage on Primary Residence</td>
</tr>
<tr>
<td>Automobiles</td>
<td>$35,000 Home Equity Balance on Primary Residence</td>
</tr>
<tr>
<td>Jewelry</td>
<td>Student Loans</td>
</tr>
<tr>
<td>Furniture/Fixtures</td>
<td>Other Long-Term Loans/Liabilities</td>
</tr>
<tr>
<td>Value of Personal Residence</td>
<td>$580,000</td>
</tr>
<tr>
<td>Value of Other Real Estate Investments</td>
<td>$1,144,411</td>
</tr>
<tr>
<td>Other Assets: (Itemize Below)</td>
<td></td>
</tr>
</tbody>
</table>

| TOTAL ASSETS | $2,021,919 |
| TOTAL LIABILITIES | $330,000 |
| TOTAL NET WORTH | $1,691,919 |

f. Click Save and Finish on the Personal Liabilities page.

You have now successfully added financial data for the business and person. This completes the entry of financial data which allows us to move to the next step of collateral.
Step 4: Add Collateral

In the Collateral section, you are going to tie an existing collateral to existing loans. We are only concerned with the loans with your Institution and the collateral securing those loans. (You identified the Loans with My Institution on the Business Loans)

Collateral information can be found below for the existing business debt.

<table>
<thead>
<tr>
<th>Collateral:</th>
<th>Description:</th>
<th>Accounts Receivable (Your Initials)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pledged by:</td>
<td>Computer Manufacturing (Your Initials)</td>
<td></td>
</tr>
<tr>
<td>Value:</td>
<td>$1,049,450</td>
<td></td>
</tr>
<tr>
<td>Discount:</td>
<td>20%</td>
<td></td>
</tr>
</tbody>
</table>

1. In the Credit Analysis solution, click Add/Edit link in the navigation at the top and then select Collateral.
2. On the Collateral page, click Add.
3. Enter the appropriate information.
   a. Collateral Description
   b. Pledged By
   c. Value
   d. Discount Rate

Add Liens Against the Selected Collateral
   a. Assign the 1st business loan from the drop down menu.

   *Only loans listed as loans with your institution will appear here. If you have a core integration, you will not see your portfolio loans here.*
b. Click **Add New Lien**.
c. Assign the 2nd business loan from the drop down menu.
d. Click **Save**.

Note: The combined Loan to Value is now calculated and included in the analysis.

You have now successfully tied existing debt to existing collateral to get a combined LTV. This completes the entry process which allows us to generate the report.
Generate Standard Report

1. Click **Add/Edit** in the navigation
2. Click **Financial Data** in the drop-down
3. From the Financial Data Summary Page, click **Run a Standard Report**
4. From Standard Report Page, click **Create A New Report**
5. On Standard Report Set-Up Page
   a. Report Name: Enter **Computer Manufacturing (Your Initials) Report**
   b. Template to Apply: Select **Sageworks Default Template Report**
   c. Select Portfolio Loans: **Select All**
   d. Select Financial Periods: **Select All**
6. Click **Save and Continue**
7. On Standard Report Set-Up Page
   a. Calculate Debt Service based on: **Loan Information/Itemized Debt**

**CONGRATULATIONS! YOU HAVE RUN YOUR FIRST REPORT!**
Check Your Work

In the Standard Report page, scroll down to the the **Key Metrics** portion.

You can find the following ratios to ensure if they match the expected values. *If the results don’t match, you can review the case study to make sure the inputs are correct.*

**People**

- **Current**: Debt Service Coverage Ratio: 0.55
- **Proposed**: Debt Service Coverage Ratio: 0.55

*For personal cash flow, Net Personal Income before Debt Service should be selected.*

**Business**

- **Current**: Debt Service Coverage Ratio: 1.39
Proposed: Debt Service Coverage Ratio: 1.01

*For business cash flow, EBITDA should be selected.*

**Global**

Current: Debt Service Coverage Ratio: 1.28
Proposed: Debt Service Coverage Ratio: 0.98

Each section in the Standard Report provide valuable financial information about the person, business, or group being evaluated. You can take a few moments to review each section to learn how you can integration this into your process.

**YOU HAVE NOW FINISHED THE CASE STUDY!**

You successfully created a group, entered in financial data and collateral, and performed a credit analysis. These various functions are some of the core features of the program.