

Brewery Finance
 1807 N Stevens St
 Tacoma, WA 98406
 Phone: 303-800-1063
 Fax: 800-821-5903



Contact: Rick Wehner
 rickw@breweryfinance.com
 Direct: 303-800-1063
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Equipment Financing Credit Application

COMPLETE LEGAL COMPANY NAME				DBA NAME (if applicable)			
BILLING ADDRESS				CITY		STATE	ZIP
PHYSICAL ADDRESS				CITY		STATE	ZIP
EQUIPMENT LOCATION (if different than physical address of business)				CITY		STATE	ZIP
COUNTY		BUSINESS PHONE #		BUSINESS FAX#		CONTACT CELL #	
NATURE OF BUSINESS				<input type="checkbox"/> SOLE PROPRIETOR <input type="checkbox"/> CORP <input type="checkbox"/> PARTNERSHIP <input type="checkbox"/> L.L.C. <input type="checkbox"/> OTHER LIST ALL STATES BUSINESS IS FORMED IN			
FEDERAL ID#	STATE/UBI #	BUSINESS START DATE	CURRENT OWNERSHIP yrs	EMAIL ADDRESS		WEB SITE ADDRESS	

OFFICERS/OWNERS/PARTNERS/MEMBERS GUARANTOR INFORMATION

NAME #1			NAME #2			NAME #3			
TITLE		% OWNED	TITLE		% OWNED	TITLE		% OWNED	
SSN			SSN			SSN			
HOME PHONE #			HOME PHONE #			HOME PHONE #			
STREET			STREET			STREET			
CITY		ST	ZIP	CITY		ST	ZIP	CITY	
Have you or your business filed bankruptcy in the past 10 years? When? What type?			Have you or your business filed bankruptcy in the past 10 years? When? What type?			Have you or your business filed bankruptcy in the past 10 years? When? What type?			

BUSINESS CHECKING ACCOUNT REFERENCES

BANK NAME	ACCOUNT NUMBER	CONTACT PERSON	BANK PHONE NUMBER
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OTHER LEASE COMPANY OR LOAN REFERENCE

COMPANY NAME	ACCOUNT NUMBER	CONTACT PERSON	PHONE NUMBER
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BUSINESS TRADE ACCOUNT REFERENCES

COMPANY NAME	PHONE #	ACCOUNT #	CONTACT

LANDLORD NAME	CONTACT PERSON	PHONE #
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EQUIPMENT TO BE LEASED AND VENDOR/SUPPLIER INFORMATION

DESCRIPTION	QUANTITY	MODEL #	NEW <input type="checkbox"/>	USED <input type="checkbox"/>
	EQUIPMENT COST \$		LEASE TERM REQUESTED	
<input type="checkbox"/> VENDOR/DEALER SALE <input type="checkbox"/> PRIVATE PARTY SALE <input type="checkbox"/> LINE OF CREDIT <input type="checkbox"/> OTHER				
VENDOR NAME		CONTACT PERSON	PHONE #	

Each of the above listed **individuals** is/are willing to serve as guarantor of the above transaction. Each of the undersigned on his or her behalf, authorize(s) Pinnacle Capital and its nominees to **periodically** obtain, and all such parties to release, credit and financial information (personal or business) and all financial and other information submitted with this application including obtaining a credit report requested by Pinnacle Capital or its nominees and for such parties to provide information to others regarding their relations with the undersigned. I/We authorize making continued inquiries about such information and obtaining a credit report during the term of my lease(s) or other contracts as necessary to administer my leases and contracts and or accounts. I authorize all past or present creditors to release any and all necessary credit information and to respond to requests for information. I/we completed this application to obtain credit for the applicant and certify that all statements contained herein are true and correct. I certify that the leases, loans or other contracts applied for herein are for business and/or commercial purposes and not for personal purposes. The Federal Equal Credit Opportunity Act prohibits creditors from discriminating against credit applicants on the basis of race, color, religion, national origin, sex, marital status, age (provided that the applicant has the capacity to enter into a binding contract); because all or part of the applicant's income derives from any public assistance program; or because the applicant has in good faith exercised any right under the Consumer Credit Protection Act. A number of federal agencies share enforcement responsibility for this law. Determining which agency to contact depends on the type of creditor you dealt with. Consult the creditor to whom this application is addressed for information on its regulator, or contact The Federal Trade Commission, Consumer Response Center, Washington D.C. 20580, 1-877-382-4357.

Signature _____ Date _____ Print Name _____ Title _____

Signature _____ Date _____ Print Name _____ Title _____

Signature _____ Date _____ Print Name _____ Title _____

Your Lease Guide



For additional information, please contact
Brewery Finance
Phone: 303-800-1063
rickw@breweryfinance.com

Benefits of Financing

There are many benefits of equipment financing including the following:

- **100% Financing.** Leasing covers 100% of the equipment cost with room to add soft costs including training, installation, and maintenance.
- **No Down Payment.** A security deposit equal to two months rental payments is usually all that is required.
- **Possible tax savings*.** If a company is in the 34% tax bracket and has a lease with a monthly payment of \$500, the payment may be reduced to \$330 - that's a monthly savings of \$170 (\$500 x 34%) or \$2040 annually. *Consult your tax advisor.
- **Flexibility.** Customize a lease to fit your particular situation with skip payments or seasonal payments.
- **Use inflation to your advantage.** If you pay cash for your equipment, you pay with today's dollars at today's value. Through leasing, you pay with next year's inflated dollars, and the next, and the next.
- **Increase profits immediately.** With leasing, you only need to cover the monthly payment for the new equipment to be profitable from the first month.
Example of the cost effectiveness of a lease:
A monthly payment of \$500 divided by 30 days = a daily cost of only \$16.67! Divide \$16.67 by 8 work-day hours to get an hourly cost of \$2.36!
- **Preserve bank credit lines.** Leasing doesn't affect your bank borrowing limits. You still have 100% of your credit available.
- **Avoid obsolescence.** Upgrade Leases are easy with most modern equipment always available.
- **Conserve working capital.** Cash isn't tied up in overhead; it's free for income producing investments.
- **Leases may have accounting benefits.** Monthly payments may be deductible as operating expenses rather than accounting for the equipment as an asset.

Commonly Financed Equipment

Assist a company's growth through the acquisition and financing of nearly any equipment used for business purposes including:

- **Kegs**
- **Fermenters**
- **Glycol Chillers**
- **Refrigeration Equipment**
- **Forklifts**
- **Brew House**
- **Canning Equipment**
- **Bottling Equipment**
- **Labeling Equipment**
- **Keg Washers**
- **Keg Fillers**
- **Draft Systems**
- **Tasting Room Furniture**
- **Technology and Phone Systems**
- **Delivery Vehicles**
- **Grist Mills**
- **Office equipment and furniture**
- **Telecommunication equipment**
- **Point of sale equipment**
- **Portable buildings**
- **Printers and laminators**
- **Test and measurement equipment**
- **Lab Equipment**
- **Trade Show Booths**
- **Kitchen Equipment**
- **And much more!**

The Lease Process

It's As Easy As 1. 2. 3...

1. Fill out our application and fax it to 303-459-6968:

For quickest processing, include a copy of the first page of your last three business bank statements.

2. We send you a finance proposal

3. We pay the vendor directly once the equipment is delivered and the lease paperwork is signed.

It's that easy!

Lease Advantages

Experience the Results

Did you know 85% of small business lease? Here's why:

- 35% Cash Flow
- 17% Dollar Value
- 13% Access to the Latest technology
- 13% Convenience & Flexibility
- 13% Maintenance Options & Cost
- 9% Tax Advantages

Qualifications:

- Good candidates include customers that have been in business at least two years and have a positive financial.

Payment Type & Features	Cash	Loan	Lease
Cash Flow	Buying has an immediate impact on cash flow by diminishing cash reserves.	Down payment required and loan payments are generally higher than lease payments.	No down payment required. Leasing usually has less impact on cash flow due to lower payments.
Line of Credit	Liquid assets are depleted and may affect credit.	Taps the line of credit.	Does not affect line of credit.
Equipment Risk	The owner bears all the risk of equipment devaluation. Obsolescence must be tracked by the owner.	The owner bears all the risk of equipment devaluation. Obsolescence must be tracked by the owner.	In many leases, the burden of taxes and insurance is managed by the lessor.
Asset Liability	Owners must manage asset liability on their books. Financial accounting requires owned equipment to appear as an asset with a corresponding liability on the balance sheet.	Owners must manage asset liability on their books and are required to have equipment appear as an asset with a corresponding liability on the balance sheet.	Operating lease assets are expensed. Such assets do not appear on the balance sheet, which can improve financial ratios.
Rate Risk	Cash should be used for income producing investments since you pay with today's dollars at today's value.	Banks prefer to loan money on a floating or variable rate tied to prime. Rate risk is on the customer, not the bank.	Payments are fixed for the lease term. Pay with next year's inflated dollars - take advantage of inflation.
Soft Costs	Soft costs such as installation, training can erode cash reserves.	Banks rarely finance soft costs. Cash is usually needed.	Leasing may cover all soft costs including maintenance and software.
Upgrade	Owners must manage disposal/selling of outdated equipment. This can slow down the upgrade process.	Owners must manage the disposal/selling of outdated equipment. This can slow down the upgrade process.	Leasing allows for easy upgrades or additions and keeps the same payment by simply extending the lease term.

\$1 Buyout or Lease to Own

This non-tax lease allows the customer to own the equipment for \$1 at the end of the lease. This lease will have the highest monthly payment. The following options are available at the end of the lease:

- Purchase the equipment for \$1
- Upgrade the lease

This is a good option for equipment with a long useful life. Also called a capital lease and may be depreciated on the balance sheet.*

10% Purchase Upon Termination (PUT)

Under this non-tax lease, the customer must purchase the equipment at the end of the lease at 10% of the original equipment cost. The following options are available at the end of the lease:

- Purchase the equipment for 10% of the original cost
- Upgrade or renew the lease

This lease is also called a Capital Lease and may be depreciated on the balance sheet.*

10% Option

This 10% Option guarantees a 10% residual on the equipment; however, the customer has the **option** of purchasing the equipment for 10%. Following are the end of lease options:

- Purchase the equipment for 10% of the original cost
- Return the equipment
- Upgrade or renew the lease

Also called a Tax Lease or a True Lease, the lessee retains ownership and the lease payments paid by the lessee are usually tax deductible.*

Fair Market Value (FMV)

This lease provides the lowest monthly payment and has three options at the end of the lease:

- Purchase the equipment for the fair market value
- Return the equipment
- Upgrade or renew the lease

This is a good option for companies that upgrade to new equipment every few years. Also called a Tax Lease or True Lease because it usually qualifies as a tax deductible business expense. *

***All lessees should consult with their tax advisor on the specific impact to their business.**