



# Asset Enhancement Solutions, LLC

*Creative Solutions to Financial Challenges*

Non-Traditional Financing Programs  
Mergers & Acquisitions

Turnaround Consulting  
Financial Management Services

## Calculation of 25% Reduction in Revenue

*The documents below either need to be completed and uploaded to the online loan application, or help you find/calculate information needed for the application. Please do not be intimidated by these forms and documents.*

*We have tried to make them as user friendly as possible. We even created a make-believe company called "Baker Foods, Inc." where we have completed sample documents and information to illustrate how each document and information request should be completed. In this example, Baker Foods, Inc. is a C-Corporation.*

If you have questions regarding any of the information below, please email us at [pppsupportstaff@assetenhancement.com](mailto:pppsupportstaff@assetenhancement.com) and provide your phone number, and we will call to help you. Alternatively, you can call us at 516-767-0100. After Business Hours please leave a voice message and your message will be forwarded to us 24/7.

**Calculation of 25% Reduction in Revenue** – To be eligible for a 2<sup>nd</sup> Draw, you must have had a 25% or greater reduction in revenue in one quarter of 2020 versus the same quarter in 2019. Alternatively, if your annual revenue for 2020 was 25% or more less than that of 2019 you also will be eligible for a 2<sup>nd</sup> Draw.

However, some companies were not in operation for the full year of 2019. The following is how this 25% revenue test should be conducted for companies not in business for all of 2019.

| <u>Not in Business</u>  | <u>But in Business</u> | <u>Then Compare</u>          |
|-------------------------|------------------------|------------------------------|
| 1Q19 or 2Q19            | 3Q19 & 4Q19            | Any Q in 2020 to 3Q19 & 4Q19 |
| 1Q19, 2Q19 or 3Q19      | 4Q19                   | Any Q in 2020 to 4Q19        |
| Not in Business in 2019 | Before 2/15/20         | 2Q20, 3Q20 or 4Q20 to 1Q20   |

On our website is a template of each of the above scenarios