BUSINESS NO.

U.S. SMALL BUSINESS ADMINISTRATION

Lender Advantage Loan Initiative (SBA Form 2301, Part A)

This page explains the purpose and use of the attached form: Lender Advantage Initiative Small Business Application Form (SBA Form 2301, Part A).

Please review this explanation and, if appropriate, complete and submit the attached application to an authorized lender. A listing of local Small Business Administration (SBA) lenders can be found on the following website: http://www.sba.gov/localresources/regionaloffices/region8/index.html You may also call SBA at **1 (800) 827-5722**.

The SBA guaranties loans made by lenders to small businesses. Small businesses meeting certain criteria can apply for a guaranteed loan under the Lender Advantage Initiative (see below) using the attached form. *Note: SBA does not provide direct loans to fund small businesses -- other than disaster victims in officially declared disaster areas - so please do not submit this form to the SBA or any other governmental entity as this will likely delay consideration of your request.*

After the lender receives your application, your information will be reviewed, and, if appropriate, the lender will send the application and other required information to SBA for consideration. The lender will then notify you of SBA's decision whether it will guaranty the loan.

The key features of SBA's Lender Advantage Initiative include:

- SBA guaranties loans up to \$350,000.
- A shorter, simplified SBA application.
- Limited but key financial documentation required.
- SBA guaranties 85 percent if the loan is \$150,000 or less; 75 percent if the loan is more.

OMB Control No. Exp. Date:

LENDER ADVANTAGE INITIATIVE

SMALL BUSINESS APPLICATION FOR SBA GUARANTEED LOAN

(To be completed by the Small Business Applicant and submitted to an SBA Participating Lender)

A. SMALL BUSINESS APPLICANT (ALL FIELDS MUST BE COMPLETED. Use "N/A," if blank is Not Applicable)

Business Name _									
Trade Name (if d	litterent)		- LICA	Oth or a Co	:f				
Address (Physics	ship • Partnership • (al Location): Street	огрогано)n • LLC •	Other • Sp	ecity				
Address (Fliysica Citv	ii Location). Street		Sta	ıte		County		Zin	
Mailing Address	(if different from abo	ve): Stre	500 et			County		Zip	
City			Sta	ite		County		Zip	
Phone			E-mai	1				_ 1	
IRS Tax ID #	. 11: 1 1		Busin	ess Bank _					
Date Business Es	stablished			Date Appl	ıcant Ownei	ship Establis	hed		
No. of employees	s existing	_ No. of j	obs to be cre	eated	and/or ret	ained	_as a result of	f the loan.	
Franchise? Yes •	No ● If "Yes," name	of franchi	ise					_	
Exporter? Yes • 1	No • If "Yes," name No • If "Yes," estimat	ted total e	xport sales t	his loan wi	ll support\$			_	
B. LOAN RE	QUEST								
Amount \$	Maturi	ty:	(mos.)	Purpose:					
Have you contra	ncted with anyone (inc te and submit to Lend	luding th	e lender) to j	prepare this	application	(packager) o	r find a lende	r (referral agent)?	Yes No
If 'Yes" comple	te and submit to Lend	ler SBA I	Form 159(7a) for each <i>I</i>	Agent. In ac	ldition have t	he Agent com	plete its section o	f the form.
The form is four	nd at <u>www.sba.gov/al</u>	boutsba/sl	paprograms/	elending/lg	pc/forms.				
					· F -				
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To Whom	Purpose	Appr.	Current	Interest.	Maturity	Payment.	Payment	Collateral	Status
Payable		Date	Balance	Rate	Date	Amount.	Frequency		
D. PRINCIPAL	S & GUARANTORS	S: <u>Submi</u>	<u>t individual</u>	Section "I	D" (attache	<u>d) for each p</u>	<u>rincipal and</u>	<u>guarantor</u>	
List Individuals	completing and subn	nitting Pai	rt D below:						
				_					
				_					
CICNATII	DE								
E. SIGNATUI	XE								
I authorize SB creditworthines	A/Lender to make inqs.	juiries as i	necessary to	verify the	accuracy of	the statement	s made and to	determine my	
I agree that if S employed by th	SBA approves this loa e SBA during the one	n applicat -vear peri	ion I will no	t, for at lea he disburse	st two years ement of the	, hire as an ei loan.	nployee or co	nsultant anyone t	hat was
waive all claims correct to the be	y that: (1) as considers s against SBA and its est of my knowledge.	consultan	its, and (2) a	ll informati	on containe	d in this docu	ment and any	attachments is tru	e and
Signature						Ι	Date		
	attested by:								_
22	 - <i>y</i> •					e Secretary			

LENDER ADVANTAGE INITIATIVE

SMALL BUSINESS APPLICATION FOR SBA GUARANTEED LOAN - Section D

To be completed by each principal and guarantor of the Small Business Applicant

<u> </u>									
D1 Full Name	1 Full Name Phone () E-mail Title (if any)								
E-mail	e (if any)	any)				'ercentage Owned%			
Address						City			
State Zip	Place of	(D:-4b (C:4		· · · · · · · · · · · · · · · ·	7				
Date of Birtii	No If "No," p	rovido USCIS C. 9	iale or r	oreigii C	Louilury)	ecic gov, then el	ick "Immigr	ntion Forms") to	Londor
D2* Race: American Ir									White
Ethnicity: Hispanic or I	Gender: Ma			Veteran	: Veteran-Oth		e-Disabled Veter	an	
Not Hispanio	_	male			Non-Vetera				
*This data is collected	for statistical purpos	es only. It has no	bearing	on the c	redit de	cision. Disclosi	ıre is volunta	ary. One or more	boxes fo
race may be selected.									
D3 PERSONAL FINA	ANCIAL STATEM	ENT:							
Liquid Assets \$	Owner	ship in Business \$			Rea	al Estate-Marke	t Value \$		
Assets-Other \$	T	otal Assets \$							
Liabilities-Real Estate S	\$	Liabilities-C	Other \$_			Total Liabilities	\$		
Annual Business Salary	y \$ Othe	er Repayment Inco	ome \$		Sou	rce			
Residence: Own Re	nt/Lease Mthly H	lousing Cost (Rent	or Mort	tgage) \$_					
D4 CURRENT and P									
	ations pending for ap								
	t have been paid in fu								
	Federal loan receive								
	ne government as a re								
	pelow. LOSS is the o			ce of the	loan tha	at the governme	nt agency ha	ıd to write off aft	er all
	(including any com			Ια		l a 1.	1 -		
Borrower Name	Name of Agency	Agency Loan #	Date	Orig. l		Outstanding	Loan	Amount of any	Loss to
				Amou	nt	Balance	Status	Government	
D5 DISCLOSURES	(THESE QUESTIO	NS MUST BE CO	MPLET	ED. Ma	rk "Yes	o" box or "No"	box as appi	ropriate.):	
Are you or your busine	ess involved in any po	ending lawsuits?	Yes N	No If	"Yes."	provide the deta	ails. Label a	s Exhibit A.	
II. Do you or your spe	ouse or any member	of your household	l, or anyo	one who	owns, n	nanages, or dire	cts your bus	iness or their spo	uses or
members of their house	eholds work for the S	Small Business Ad	lministra	ition, Sm	ıall Busi	ness Advisory (Council, SCO	ORE or ACE, and	y Federal
Agency, or the particip	ating lender? Yes	No If "Yes,"	provide	the nam	e and ad	ldress of the per	son and the	office where emp	oloyed.
Label this Exhibit B. III. Affiliates: Do you	or the applicant busi	nose have any con	trolling	interect i	in any of	thar hucinace ac	owner prine	rinal nartner or i	manager?
Yes No If "Yes	es," provide the detai	ils. Label as Exhil	oit C.	interest i	in uniy o	arer business us	owner, princ	cipui, purtifer of i	nunuger.
IV. Are you: (a) presen	ntly under indictmen	t, on parole or pro	bation, Y					with or arrested	
criminal offense (inclu	ding DUI)other than	a minor motor ve	hicle vio	olation (i	ncluding	g offenses which	n have been	dismissed, discha	irged, or
nolle prosequi) Yes	No or (c) convict	ed, placed on preti	rial dive	rsion, or	placed (on any form of	probation in	cluding adjudica	tion
withheld pending prob Yes No If	"Yes," complete and						ngrams/elen	ding/lanc/forms	
V. I have received an	d read "STATEMEN	NTS REQUIRED I	BY LAV	V AND I	EXECU'	TIVE ORDERS	S." including	<u>mig/igpe/ioinis</u> . Privacy Act righ	nts
information (attached).		· · · · · · · · · · · · · · · · · · ·	2 2 2 2 1 7	, 111.2		11 / 2 01122110	,	111,00,110,110	
I certify that all inform		ection with this ap	plication	is true a	and corr	ect to the best o	f mv knowle	dge. I acknowle	dge that
the Lender and SBA ar									
result in fines of up to									
false statement to a fin									_
\$1,000,000 and/or imp									
I authorize the SBA's	-	-	crimina	l record	informa	tion about me f	rom criminal	l justice agencies	for the
purpose of determining	g my eligibility for th	nis loan.							
VI. Signature						Da	ite		
, i. oignatuit						Di			

PLEASE READ, DETACH, AND RETAIN FOR YOUR RECORDS

STATEMENTS REQUIRED BY LAW AND EXECUTIVE ORDERS

Federal executive agencies, including the Small Business Administration (SBA), are required to withhold or limit financial assistance, to impose special conditions on approved loans, to provide special notices to applicants or borrowers and to require special reports and data from borrowers in order to comply with legislation passed by the Congress and Executive Orders issued by the President and by the provisions of various inter-agency agreements. SBA has issued regulations and procedures that implement these laws and executive orders, and they are contained in Parts 112, 113, 116, and 117, Title 13, Code of Federal Regulations Chapter 1, or Standard Operating Procedures.

Freedom of Information Act (5 U.S.C. 552)

This law provides, with some exceptions, that SBA must supply information reflected in agency files and records to a person requesting it. Information about approved loans that will be automatically released includes, among other things, statistics on our loan programs (individual borrowers are not identified in the statistics) and other information such as the names of the borrowers (and their officers, directors, stockholders or partners), the collateral pledged to secure the loan, the amount of the loan, its purpose in general terms and the maturity. Proprietary data on a borrower would not routinely be made available to third parties. All requests under this Act are to be addressed to the nearest SBA office and be identified as a Freedom of Information request.

Privacy Act (5 U.S.C. 552a)

A person can request to see or get copies of any personal information that SBA has in his or her file when that file is retrievable by individual identifiers such as name or social security numbers. Requests for information about another party may be denied unless SBA has the written permission of the individual to release the information to the requestor or unless the information is subject to disclosure under the Freedom of Information Act.

Under the provisions of the Privacy Act, you are not required to provide your social security number. Failure to provide your social security number may not affect any right, benefit or privilege to which you are entitled. Disclosures of name and other personal identifiers are, however, required for a benefit, as SBA requires an individual seeking assistance from SBA to provide it with sufficient information for it to make a character determination. In determining whether an individual is of good character, SBA considers the person's integrity, candor, and disposition toward criminal actions. In making loans pursuant to section 7(a)(6) of the Small Business Act (the Act), 15 USC Section 636(a)(6), SBA is required to have reasonable assurance that the loan is of sound value and will be repaid or that it is in the best interest of the Government to grant the assistance requested. Additionally, SBA is specifically authorized to verify your criminal history, or lack thereof, pursuant to section 7(a)(1)(B), 15 USC Section 636(a)(1)(B). Further, for all forms of assistance, SBA is authorized to make all investigations necessary to ensure that a person has not engaged in acts that violate or will violate the Act or the Small Business Investment Act, 15 USC Sections 634(b)(11) and 687(b)(a). For these purposes, you are asked to voluntarily provide your social security number to assist SBA in making a character determination and to distinguish you from other individuals with the same or similar name or other personal identifier.

The Privacy Act authorizes SBA to make certain "routine uses" of information protected by that Act. One such routine use for SBA's loan system of records is that when this information indicates a violation or potential violation of law, whether civil, criminal, or administrative in nature, SBA may refer it to the appropriate agency, whether Federal, State, local or foreign, charged with responsibility for or otherwise involved in investigation, prosecution, enforcement or prevention of such violations. Another routine use of personal information is to assist in obtaining credit bureau reports, including business credit reports on the small business borrower and consumer credit reports and scores on the principals of the small business and guarantors on the loan for purposes of originating, servicing, and liquidating small business loans and for purposes of routine periodic loan portfolio management and lender monitoring. See, 69 F.R. 58598, 58617 (and as amended from time to time) for additional background and other routine uses.

Right to Financial Privacy Act of 1978 (12 U.S.C. 3401)

This is notice to you as required by the Right of Financial Privacy Act of 1978, of SBA's access rights to financial records held by financial institutions that are or have been doing business with you or your business, including any financial institutions participating in a loan or loan guarantee. The law provides that SBA shall have a right of access to your financial records in connection with its consideration or administration of assistance to you in the form of a Government loan or loan guaranty agreement. SBA is required to provide a certificate of its compliance with the Act to a financial institution in connection with its first request for access to your financial records, after which no further certification is required for subsequent accesses. The law also provides that SBA's access rights

continue for the term of any approved loan or loan guaranty agreement. No further notice to you of SBA's access rights is required during the term of any such agreement.

The law also authorizes SBA to transfer to another Government authority any financial records included in an application for a loan, or concerning an approved loan or loan guarantee, as necessary to process, service or foreclose on a loan or loan guarantee or to collect on a defaulted loan or loan guarantee. No other transfer of your financial records to another Government authority will be permitted by SBA except as required or permitted by law.

Flood Disaster Protection Act (42 U.S.C. 4011)

Regulations have been issued by the Federal Insurance Administration (FIA) and by SBA implementing this Act and its amendments. These regulations prohibit SBA from making certain loans in an FIA designated floodplain unless Federal flood insurance is purchased as a condition of the loan. Failure to maintain the required level of flood insurance makes the applicant ineligible for any future financial assistance from SBA under any program, including disaster assistance.

Executive Orders -- Floodplain Management and Wetland Protection (42 F.R. 26951 and 42 F.R. 26961)

The SBA discourages any settlement in or development of a floodplain or a wetland. This statement is to notify all SBA loan applicants that such actions are hazardous to both life and property and should be avoided. The additional cost of flood preventive construction must be considered in addition to the possible loss of all assets and investments in future floods.

Occupational Safety and Health Act (15 U.S.C. 651 et seq.)

This legislation authorizes the Occupational Safety and Health Administration in the Department of Labor to require businesses to modify facilities and procedures to protect employees or pay penalty fees. In some instances the business can be forced to cease operations or be prevented from starting operations in a new facility. Therefore, in some instances SBA may require additional information from an applicant to determine whether the business will be in compliance with OSHA regulations and allowed to operate its facility after the loan is approved and disbursed. Signing this form as borrower is a certification that the OSA requirements that apply to the borrower's business have been determined and the borrower to the best of its knowledge is in compliance.

Civil Rights Legislation

All businesses receiving SBA financial assistance must agree not to discriminate in any business practice, including employment practices and services to the public, on the basis of categories cited in 13 C.F.R., Parts 112, 113, and 117 of SBA Regulations. This includes making their goods and services available to handicapped clients or customers. All business borrowers will be required to display the "Equal Employment Opportunity Poster" prescribed by SBA.

Equal Credit Opportunity Act (15 U.S.C. 1691)

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 or 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. The Federal agency that administers compliance with this law concerning this creditor is the Federal Trade Commission, Equal Credit Opportunity, Washington, D.C. 20580.

Executive Order 11738 -- Environmental Protection (38 C.F.R. 25161)

The Executive Order charges SBA with administering its loan programs in a manner that will result in effective enforcement of the Clean Air Act, the Federal Water Pollution Act and other environmental protection legislation. SBA must, therefore, impose conditions on some loans. By acknowledging receipt of this form and presenting the application, the principals of all small businesses borrowing \$100,000 or more in direct funds stipulate to the following:

- 1. That any facility used, or to be used, by the subject firm is not cited on the EPA list of Violating Facilities.
- 2. That subject firm will comply with all the requirements of Section 114 of the Clean Air Act (42 U.S.C. 7414) and Section 308 of the Water Act (33 U.S.C 1318) relating to inspection, monitoring, entry, reports and information, as well as all other requirements specified in Section 114 and Section 308 of the respective Acts, and all regulations and guidelines issued there under.
- 3. That subject firm will notify SBA of the receipt of any communication from the Director of the Environmental Protection Agency indicating that a facility utilized, or to be utilized, by subject firm is under consideration to be listed on the EPA List of Violating Facilities.

Debt Collection Act of 1982 Deficit Reduction Act of 1984 (31 U.S.C. 3701 et seq. and other titles)

These laws require SBA to aggressively collect any loan payments which become delinquent. SBA must obtain your taxpayer identification number when you apply for a loan. If you receive a loan, and do not make payments as they come due, SBA may take one or more of the following actions:

- Report the status of your loan(s) to credit bureaus
- Hire a collection agency to collect your loan
- Offset your income tax refund or other amounts due to you from the Federal Government
- Suspend or debar you or your company from doing business with the Federal Government
- Refer your loan to the Department of Justice or other attorneys for litigation
- Foreclose on collateral or take other action permitted in the loan instruments.

Immigration Reform and Control Act of 1986 (Pub. L. 99-603)

If you are an alien who was in this country illegally since before January 1, 1982, you may have been granted lawful temporary resident status by the United States Immigration and Naturalization Service pursuant to the Immigration Reform and Control Act of 1986 (Pub. L. 99-603). For five years from the date you are granted such status, you are not eligible for financial assistance from the SBA in the form of a loan or guaranty under section 7(a) of the Small Business Act unless you are disabled or a Cuban or Haitian entrant. When you sign this document, you are making the certification that the Immigration Reform and Control Act of 1986 does not apply to you, or if it does apply, more than five years have elapsed since you have been granted lawful temporary resident status pursuant to such 1986 legislation.

Lead-Based Paint Poisoning Prevention Act (42 U.S.C. 4821 et seq.)

Borrowers using SBA funds for the construction or rehabilitation of a residential structure are prohibited from using lead-based paint (as defined in SBA regulations) on all interior surfaces, whether accessible or not, and exterior surfaces, such as stairs, decks, porches, railings, windows and doors, which are readily accessible to children under 7 years of age. A "residential structure" is any home, apartment, hotel, motel, orphanage, boarding school, dormitory, day care center, extended care facility, college or other school housing, hospital, group practice or community facility and all other residential or institutional structures where persons reside.

Executive Order 12549, Debarment and Suspension (13 C.F.R. 145)

- 1. The prospective lower tier participant certifies, by submission of this loan application, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.
- 2. Where the prospective lower tier participant is unable to certify to any of the statements in this certification, such prospective participants shall attach an explanation to the loan application.

LENDER ADVANTAGE INITIATIVE

SMALL BUSINESS APPLICANT'S INSTRUCTIONS TO SBA FORM 2301, PART A

The following directions provide guidance for the Small Business Applicant ("Applicant"). Each lettered section in these instructions corresponds to the same letter on the form. Please type or print legibly. **ALL application entries need to be completed or identified as "not applicable" by using "N/A."** If necessary, use separate sheets of paper for additional answers to each section.

Documentation to be submitted by Applicant to the Lender:

- 1. Complete, signed, and dated SBA Form 2301, Part A, Small Business Application for Guaranty.
- 2. Business financial statements:
 - a. For an existing business or for a change of ownership, business financial statements for the last three years. In addition, if the most recent year-end statement is over 3 months old, then an interim financial statement is required where the date is not more than 90 days old at the time of the application. (Three years of financial statements for any affiliates* is also required.)
 - b. A projection of earnings for at least one year including assumptions IF:
 - 1) three years of historical financial statements are not available; OR
 - 2) historical cash flow does not cover all debt including the new loan requested; OR
 - 3) Applicant is a new business.
- 3. An itemized list of collateral being offered including the serial or identification numbers for any item with a value greater than \$5,000. For real estate, include a legal description.
- 4. Separate, completed forms identified in SBA Form 2301, Part A, e.g. Form 159 (7a), Fee Disclosure Form.
- 5. Any other information that the lender may require to make an informed credit and eligibility determination.

<u>Instructions for the completion of SBA Form 2301, Part A, Applicant's portion</u>

All other principals and guarantors need to complete, sign, and date Section D only but only one principal needs to complete, sign and date the entire form.

Section A: APPLICANT

- 1. Business Name: Legal name of the entity applying for the SBA-guaranteed loan.
- 2. Trade Name: Operating name (such as a d/b/a) if different from business name.
- 3. Type: Legal organizational structure of the business. If "other," please complete "specify."
- 4. Street Address: Street address of the business. The location where the business is (or will be) operating.
- 5. City, State, County, Zip: City, state, county, and zip code of the street address.
- 6. Mailing Address: If different from street address.
- 7. Phone: Telephone number (including area code) of the business.
- 8. IRS Tax ID #: The business employer I.D. number assigned by the IRS, or, if none, the owner's Social Security number. **Do not use** "**Pending.**"
- 9. Business Bank: Financial Institution where business has its business checking account and/or loans.
- 10. Date Business Established: The date the business was established.
- 11. Date Applicant Business Ownership Established: The date of the most recent change in ownership. This includes the date that the current owners acquired or will acquire this business **or** the most recent date of any change in the percentages of ownership of the current owners or any proposed change as a result of the loan.
- 12. Number of employees (if part-time employees, add part-time employees together to make a full-time equivalent) that are on payroll for each pay period for the last 12 months averaged by the number of pay periods.
 - a. Existing number of employees currently employed by the business;
 - b. No. of jobs to be created as a result of the loan; and/or
 - c. No. of jobs that will be retained as a result of the loan that would have been otherwise lost.
- 13. Exporter: Mark appropriate box if business exports any product or service.

Section B: LOAN REQUEST

- 1. Amount: Total amount of loan requested.
- 2. Maturity: Number of months until loan is to be repaid. (Ex. 15 years would be 180 months.)
- 3. Purpose: Briefly explain how the loan will be used.
- 4. Identify whether you have contracted with anyone (including the lender) to prepare this application (packager) and/or find a lender (referral agent): Check appropriate box. If "Yes," <u>complete and submit an SBA Form 159 (7a) located at:</u> www.sba.gov/aboutsba/sbaprograms/elending/lgpc/forms.

Section C: INDEBTEDNESS

Provide the requested information on all business debts. (Note: This includes personal debts used for business purposes such as second mortgage whose funds were used as business working capital.) Add additional sheet(s) if necessary containing the same information as indicated on the application. Provide the number of scheduled payments in a 12-month period or other terms, if appropriate, to report "Pmt. Frequency."

Section D: PRINCIPALS & GUARANTORS

Complete this section for each principal (to include anyone who was a principal within the last six months) and each guarantor. (Note: Important - Only one signature is allowed in this section for each principal and guarantor. Use of a separate sheet for each is required. Section D can be photocopied for this purpose.) Account for 100 percent of ownership.

"Principal" includes: 1) the owner of a sole proprietorship; 2) each general partner of a partnership; 3) limited partners owning 20 percent or more of the business; 4) each officer, director and each owner holding 20 percent or more of the ownership stock of a corporation or limited liability company; 5) key employees or corporate officers with between 5 - 20 percent ownership of a corporation; 6) married couples where both own some interest in the applicant and together they own at least 20 percent. A list of any other owners that are not principals needs to be submitted to include the name and percentage of ownership so that 100 percent ownership is accounted for.

<u>D1</u>

- 1. Full Name Full legal name.
- 2. Phone Home telephone number including the area code.
- 3. Social Security Number nine digit numeric.
- 4. Title Position held in the business (i.e., President, Partner, etc.).
- 5. Percentage Owned The percent of ownership of the business. If guarantor and no ownership, indicate with a "0."
- 6. Address Street, city, state, county, and zip of home address.
- 7. Date of Birth Month, day, year.
- 8. Place of Birth Where individual was born by city and state OR city and foreign country.
- 9. U.S. Citizen? Check the proper box. If "No," complete and submit to the Lender a signed Form G-845, "Document Verification Request," (available at www.uscis.gov, then click "Immigration Forms").

<u>D2</u>

- 1. Check appropriate boxes in this section where indicated.
- 2. Veteran Status: Check "Veteran-Other" for all veterans except "Service Disabled" which has its own box. For those who are not veterans, check "Non-Veteran."

D3 - Personal Financial Statement

- 1. Liquid Assets Include liquid assets such as checking, savings, money markets, certificate of deposits, bonds, stocks (publicly traded), cash value of life insurance, and marketable securities. <u>Do not</u> include individual retirement accounts, Keoghs, 529s or similar assets.
- 2. Ownership in Business Value of ownership in the applicant business.
- 3. Real Estate Market value of all real estate owned personally.
- 4. Assets Other Any assets not otherwise listed (include individual retirement accounts and similar assets here).
- 5. Total Assets Total value of all assets in numbers 1, 2, 3, and 4 of this section.
- 6. Liabilities Real Estate Total of all debt/mortgages on real estate owned.
- 7. Other Liabilities Total of all debt excluding real estate debt.
- 8. Total Liabilities Total of all liabilities in numbers 6 and 7 of this section.
- 9. Annual Business Salary From the applicant business.
- 10. Other Sources of Repayment An income source outside of business operations that is available to the principal(s) on a consistent basis in an amount that sufficiently exceeds the individual's personal needs to permit orderly repayment of the loan over a reasonable period of time.
- 11. Source Identify source of the "Other Source of Repayment" in No. 11.
- 12. Residence Own, Rent/Lease Indicate if current residence is owned, rented, or leased.
- 13. Monthly Housing Monthly mortgage (including taxes and insurance) or rent/lease payment of residence.

D-4 Current and Previous SBA or Other Government Financing

- 1. Complete for Small Business Applicant and any Affiliates: 1) SBA loan applications pending; 2) Federal debt including SBA, received including loans that have been paid in full or charged off.
- 2. Complete for all Principals: 1) Federal debt (including student and disaster loans) borrowed by any principal of the applicant; 2) Federal debt borrowed by any other business currently or previously owned by the principal of the applicant.
- 3. If there has been a loss to the government as a result of a charge off, compromise, or discharge due to bankruptcy for any of the listed debt, it must be identified. LOSS is the outstanding <u>principal</u> balance of the loan that the government agency had to write off after all collection activities (including compromise) were finalized.

D-5 Disclosures

I and II - Self-explanatory.

III – Details concerning affiliates must include a business's total number of employees (including full-time equivalents of part-time employees) and average annual sales for past 3 years.

IV – This section must be filled out and signed by: 1) the proprietor, if a sole proprietor, 2) each partner, if a partnership, 3) each officer, director, and additionally by each holder of 20 percent or more of the ownership stock, if a corporation or limited liability company. Guarantors do not complete.

VI – Signature and Date. - All principals and guarantors must sign and date the separate sheet they complete for this section.

If this section is not signed and dated, the application cannot be accepted for processing.

Section E: SIGNATURE

Sign application, date it, and print name and title. Corporate Secretary must sign if applicant is a corporation.

If this section is not completed, signed, and dated, the application cannot be accepted for processing.

*Definition of Affiliate of a small business: Businesses are affiliates of each other when one controls or has the power to control the other or a third party or parties controls or has the power to control both.

NOTE: According to the Paperwork Reduction Act, you are not required to respond to this collection of information unless it displays a currently valid OMB Control Number. The estimated burden for completing this form, including time for reviewing instructions, gathering data needed, and completing and reviewing the form is 2 hours per response. Comments or questions on the burden estimates should be sent to U.S. Small Business Administration, Chief, AIB, 409 3rd St., SW, Washington DC 20416. **PLEASE DO NOT SEND FORMS TO THIS ADDRESS.**