



409 3rd St., SW • Washington, DC 20416 • (202) 205-6510

The SBIC Program

Form 2182: Exhibit D

List of References (Submit One Exhibit per Fund)

Name of Applicant:

Enter Principal Last Names:

Doe
Partner
Monroe

Insert rows above this line --->

Please Note: SBA analysts conduct a thorough due diligence process on all SBIC Program applicants. This process includes reference calls to both "on-list" references you have included in this Exhibit as well as to "off list" references SBA analysts themselves identify.

While SBA analysts will generally contact you before making reference calls, this may not always be the case. Please be aware that the reference calling process may begin immediately upon SBA's receipt of your application. If you have any special concerns about SBA contacting current employers, current partners, or any other on- or off-list references, please notify SBA in advance of submitting your application and include a cover letter with your application notifying us of your concerns.

Name of Applicant, LP

References

Principal/Firm	First Name	Last Name	Title	Current Firm	Reference Type
Firm	Bill	Smith	CEO	McKinley Engineering, Inc.	PC CEO
Partner	Susan	Anthony	Associate	Small Business Partners, Inc.	Departed Employee
Doe	Thomas	Jefferson	CFO	Kennedy Plastics	PC CFO

Name of Applicant, LP

References

Principal/Firm	First Name	Last Name	Home Phone	E-mail 1	E-mail 2	Notes
Firm	Bill	Smith		mark@exampleemail.com		Bill was brought on as CEO when the sponsor of this transaction initiated a management change at the time of financing. This was a deal led by former colleagues and thus is not associated with any principal in particular.
Partner	Susan	Anthony		santhony@sampleemail.com		Susan was an Associate with the firm for three years. She left the firm in 2008.
Doe	Thomas	Jefferson		tj@email.com		Thomas was the CEO of VanBuren Construction, an SBIC Investors II portfolio company.