



Name of Applicant:



# The SBIC Program

# Form 2181: Excel Supplement

If Applicable: Counsel (Law Firm): Counsel (Attorney):	
Principals:	
Data Entry Instructions:	
Input Do Not Edit Edit if Needed	Yellow cells with blue text are input cells. Enter data in these cells only. White cells with black text contain formulas. Do not edit these cells. Blue cells contain formulas, but you may delete these and enter your own values.
50000000	Enter all numbers to nearest dollar
\$50 M	the spreadsheet will automatically display your entry in the appropriate format.
The estimated combined burden for com	npleting this form and Form 2181: Excel Supplement is 33 hours per response. You are

not required to respond to any collection of information unless it displays a currently valid OMB approval number. Comments on the burden should be sent to the US Small Business Administration, Chief, Administrative Information Branch, Washington, DC 20416 and Desk Officer for the Small Business Administration, Office of Management and Budget, New Executive Office Building, Room 10202, Washington, DC 20503. OMB Approval 3245-0062.

Please do not send forms to OMB. Refer to Instructions for information on how and where to submit the requested information.

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Summary Info Release

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# **Summary Table**

In the table below, please list the names of any person or entity which has a carried interest in the profits of the SBIC (parent if a drop-down), general partner, or management entity. List the Principals of the fund first followed by any other individuals or entities.

For any non-Principals being allocated carried interest, list them by name, entity or category (such as "Employees" or "Carry Reserve") and provide the remaining requested information if available/relevant.

Name	Carry Points	LP Contribution (% of Priv. Cap.)	Salary/Bonus	Time Commitment to SBIC (%)	Investment Committee (Y/N)

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### **Authorization to Release Information to Interested Investors**

From time to time, the SBIC Program receives inquiries from parties who may wish to consider investing in an SBIC license applicant. Information is shared ONLY for those applicants that have received a "green light" letter. If your fund receives a "green light" letter and you would like SBA to share your fund's name, contact information and target fund size with interested investors, please make an indication below. If no indication is made, SBA will NOT share your information with interested investors.

The information in the fund profile below is being pulled from other parts of this workbook. However, you are welcome to edit the profile on this page as you see fit.

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### **Portfolio Profile**

Select the "Strategy Type" that best categorizes your proposed SBIC. In the tables that follow, please indicate how your invested capital will be distributed across industry sectors, geographies, etc. Select the relevant label and enter your best estimate of the percent of invested capital. Rank each table from highest area of concentration to lowest. SBA will treat these as estimates-only and you will not be required to maintain these precise allocations upon licensing. Drop-down menus have been provided, but where permitted and as necessary, you may type-in your own categories.

Strategy Type: (Scroll down to see "Strategy Type" del	finitions)	
ndustry	<u> </u> %	Exit Mechanism
Tudoti y		Externoonanion
Other		TOTAL
TOTAL:	0%	
		Portfolio Mix (Defined in 13 CFR 107.800-815)
Geography	%	Equity
		Debt
		Loans
		TOTAL:
		Investor Role
		Sole
Other		Lead Investor
TOTAL:	0%	Co-/Minority Investor
		TOTAL
Stage of Investment	%_	
Other		

### **Target Transaction Profile & Portfolio Profile Cont.**

Using the table below, please indicate the characteristics of your target portfolio company profile. Also provide your expectations of your deal flow, investment pacing, the return range for each type of investment security you expect to use, the hold periods and indicate whether you intend to reinvest proceeds from your investments.

	Minimum	Maximum
Target Revenue Range:		
Target EBITDA Range:		
Target Leverage (Total Debt/EBITDA):		
	Low	High
Percentage of Deals w/Sponsors:		
Business Plans Review per Year (Est.): % of Business Plans Invested:		
Total Number of Portfolio Companies:		
Average Deal Size:		
Years to full Deployment:		
Capital Invested per Year:		
Reinvestment of Proceeds:		]
Return Range (%):	IRR Min.	IRR Max.
Equity		
Debt		
Loans		
Estimated Hold Periods (Years)	Min.	Max.
Equity		
Debt		
Loans		

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### Firm Information

Enter the requested information. Select from the drop-down menu where available. The EIN should be provided for the fund entity and is required for inclusion in License Applications only, though you may provide it as part of your MAQ submission if it is available.

Full Legal Na	ame of Fund	EIN (Required for License App only)	Applicant Type	MAQ Submission Date	Licensing Submission Date	Main Telephone	Main E-mail	Website

	Address 1	Address 2	City	State	ZIP Code	Country
Headquarters:						
Branch Offices (if any):						

### **Service Providers**

Please use the table below to list any law firms, accounting firms or consultants you are currently employing or any firm that will be compensated for assisting you in any manner to obtain an SBIC license. If a person, group or entity has made any contributions (whether financial or non-financial) that entitle it or them to any type of equity or economic participation in the SBIC, very briefly describe the nature of such contribution.

Also list any law firms, accounting firms or consultants that will be compensated for assisting you in any manner to submit an application for a leverage commitment. Under "Description of Contribution", enter "commitment application" and the anticipated amount of such compensation per application.

Firm Name	Firm Type	City	State	<b>Key Contact</b>	Phone	E-mail	Description of Contribution (If applicable)

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# **Principal Information**

Enter the requested information for the Principals of the fund Ol application process, the term "Principal" refers to any individual directors of a corporation, general partners of a partnership, and or a veto in the investment decision-making process.

Full First Name	Full Last Name	Nickname	U.S. Citizen (Y/N)	Permanent Resident Alien (Y/N/NA)

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# **Principal Information**

Enter the requested informaNLY, beginning with the Principal serving as the applicant's primary contact with SBA. For the purposes of the SBIC application process, the terr who engages or proposes to engage in the management of the applicant, and customarily includes officers and directors of a corporation, gd managers of a limited liability company. However, it may also include other individuals, especially if they have a vote or a veto in the investment (

Full First Name	Full Last Name	Business Telephone	Business E-mail	Business Address 1	Business Address 2	Business City	Business State	Business ZIP Code	
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# **Principal Information**

Enter the requested informa application process, the terr directors of a corporation, goor a veto in the investment c

Full First Name	Full Last Name	Home Address 1	Home Address 2	Home City	Home State	Home ZIP Code	Home Country	Mobile Telephone	Personal E-mail

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### **Time Dedication to SBIC**

Select the last name of each principal using the drop-down menu provided in the table below. Adjust the number of rows, if necessary. For each principal, estimate the percentage of time devoted to the SBIC at each of the three time intervals: 90 days after licensing, 18 months after licensing and in subsequent years.

### **Time Dedication: SBIC Activities**

Select the name of each principal using the drop-down menu provided in the table below. Adjust the number of rows, if necessary. For each principal, indicate how the time he/she will dedicate to the SBIC will be distributed across the various activities listed. Each row should sum to 100%.

Principal Last Name	90 Days after Licensing	18 Months after Licensing	Subsequent Years

Deal Sourcing	Deal Execution	Portfolio Monitoring	Operations	Marketing	Investor Relations	Administration	Other	Total
								0%
								0%
								0%
								0%
								0%
								0%
								0%
								0%
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								0%

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# **Team History**

Please use the table below to list the Principals' experience working together. List common work experience in chronological order based on the year the activity began.

Company Name or Business Entity	Type of Business	Names of Principals	Starting Year	Ending Year

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## **Staffing Chart**

Complete the following table for the management entity of the SBIC, whether a separate company or the GP of the SBIC if there is not an external advisor/manager. The table should reflect the management team at its peak staffing level and include the Principals, junior members of the investment team, back office personnel and any other individuals receiving compensation.

Make sure to indicate which staff member (principal or employee) will perform the function of CFO. If this person is not a full-time hire, enter their title as "CFO (Part-Time)." If you have not yet hired a CFO, follow the guidance below regarding unfilled positions. However, if an individual has been identified prior to the submission of your License Application, please note that this person may be required to provide the relevant exhibits identified in Form 2182: Principal Exhibits - Exhibit G.

For positions that have not yet been filled, please leave the "Name" field blank and enter the position title, salary and other requested information. In the "No." column, enter the number the firm anticipates hiring. In the "ID'd" column, enter the number of candidates the firm has identified but not yet hired.

Name	Title	Salary	Bonus	City	State	No.	ID'd

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# **Consultants Utilized**

Complete the following table for a representative same of consultant that you have utilized as part of the due diligence process within the last five (5) years and expect to use on a regular basis in the future.

Firm Name	Area of Expertise	Contact Person	Telephone	E-mail	City	State	% of Past Deals Utilized	% of Future Deals Anticipated

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# **Distribution Waterfall**

Using the space below, or in a separate spreadsheet, provide a mathematical example of your fund's distribution waterfall

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### **SBIC Fund Terms**

Management Fee: *Investment Period:* 

Indicate the details of the management fee that will be charged as well as the distribution of the GP carry. Please note that SBA provides guidance on the maximum allowable management fees permitted in Tech Note 7A (available online at: www.sba.gov/inv)

Fee Base: Period (Years from Inception): Fee:				
Harvest Period: Fee Base: Period (Subsequent Years): Fee:				
Carry Distribution Table:				
Principals	Pts.	Others	Pts.	
				•
				  < Insert additi
TOTAL:	n	TOTAL:	0	ł
IOIAL.		IOIAL		I
<b>TOTAL Carried Interest Pts:</b>	0			

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# **Licensing Expenses**

Summarize the projected and/or incurred organizational expenses and Management Expenses you expect to incur in connection with obtaining a license, and through the entire licensing process. If the amounts listed are formula-based, provide the formula and leave the amounts blank.

Source	Amount Paid	Amount Accrued	Total Projected	Formula (if applicable)
Legal				
Accounting				
Consulting				
Placement				
License Fee				
Organizational				
Management Expenses				
Other				
TOTALS:	\$0	\$0	\$0	

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<b>Fundraising Expectations</b>
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Complete the tables below with information concerning your fundraising expectations

Tiers of SBA Leverage Requested:		
Private Capital Raise: Minimum to close: Maximum accepted: Target/Likely:	Amt. (\$)	\$0 M \$0 M \$0 M
Closing Dates & Capital: Anticipated (mm/yyyy) Actual (mm/yyyy) Total Capital at Close (\$):	First	Final

### **Capital Reserves**

Use the table below to indicate the amount of capital you anticipate will be held in reserve at the end of your investment period for follow-on financings, management expenses or other contingencies.

	Private	Leverage	Total
Target capital raise:	\$0 M	\$0 M	\$0 M
Percentage held in reserve:			
TOTAL Capital Reserves:	\$0 M	\$0 M	\$0 M

### **Capital Sources (Summary)**

The tables below summarize the information entered in the next worksheet. Do Not Edit this table.

# Investor Type Current Forecast Principal Intity Institutional Investor Individual Institutional Investor Other TOTAL: \$0.00 M \$0.00 M

# Investor Type

% Foreign

Principals
Entity Institutional Investor
Individual Institutional Investor
Others
TOTAL:

AQ
Forecast

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### **Capital Sources**

Use the table below to indicate the amount of capital raised as of your application submission date as well as your forecast of future fundraising results. The list should be ranked from the most secure capital committments to the least secure.

Begin with the names of any individual or entity investors that have made "hard" commitments to the fund. Next select their "Investor Category" from the drop-down menu, select "hard circle" from the Commitment drop-down menu, indicate whether or not the investor is a Foreign Investor, then provide the dollar value of their commitment in the "Current" column.

Once you have listed all of the "hard" commitments made to the fund, list the names of any investors that have made "soft" commitments to the fund and enter the dollar value of their commitment in the "Forecast" column.

Finally, provide an estimate of any additional commitments you expect to raise from any of the four Investor Categories. Use one row for each Investor Category. Under "Investor Name," enter "N/A", select the relevant "Investor Category" and provide the dollar value of the additional commitments to be raised in the "Forecast" column.

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Investor Category	Commitment	Foreign (Y/N)	Current	Forecast
	Investor Category	Investor Category Commitment	Investor Category Commitment Foreign (Y/N)	

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# **Placement Agents**

Complete the following table for any placement agents hired to assist with the fund's fundraising efforts. Also provide a list of investors the placement agent has successfully suscribed to the fund.

### **Placement Agent Information:**

Firm Name	Contact Person	Telephone	Email	City	State	Placement Fees Paid to-Date

### **Investors Subscribed to-Date:**

Investor Name	Subscription Amount

TOTAL: \$0

Geographic Focus	phic Focus % Industry/Sector %		Deal Stats			
				Business Plans/Year		
				% Invested		
				Number of Companies		
				# of Companies/Year	#DIV	
				Avg. Deal Size	\$(	
Other		Other		\$ Invested/Year	\$(	
				Target Revenue	\$0 - \$(	
tage of Investment	%	Exit Mechanism	%	Target EBITDA	\$0 - \$(	
				Target IRR (Equity)	0% -	
				Target IRR (Debt)	0% -	
				Target IRR (Loans)	0% -	
				Recycling:		
				Sponsored Deals (%):	0% -	
				Sportsored Deals (70).		
Projected Portfolio Mix	%	Investor Role	%	Fundraising Targets	N	
Equity		Sole		Minimum to Close		
Debt		Lead		Maximum		
Loan		Co-investor		Target		
Capitalization (As of MM/DD/YYY)	Y)	ММ	Management I	Fee Fee Base:	Rate:	
Total Private Capital			Investment	Period: SBA & Private	2.50%	
Regulatory Capital			Harvest Per	iod: AUM	1.50%	
Leverageable Capital						
Bank Letter			Investment Decision:			
Principal's Contribution						
Institutional Investors - Entities						
Institutional Investors - Individua	als		Ma	nagement-Ownership Diver	sity	
Dual Commitments			Regulatory Cap		89%	
Other Investors				Leverageable Capital (%)		
.0% or > Investors						
Level I						
Level II						
Level III						
xam Findings:				# Exams, # Mat	ters # Resolu	
		Brief Description:		π Lailis, π Ividi	π κεσοι	
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