# FULTON COUNTY CENTER FOR REGIONAL GROWTH MICROENTERPRISE GRANT PROGRAM APPLICATION FORM

# **BASIC APPLICANT INFORMATION**

| Applicant (Business Name):   |   |  |  |  |  |  |  |
|--|---|--|--|--|--|--|--|
| Address:   |   |  |  |  |  |  |  |
| Contact Person:  |   |  |  |  |  |  |  |
| Telephone:   |   |  |  |  |  |  |  |
| Legal Name of Company(If different):   |   |  |  |  |  |  |  |
| Type of Business:  |   |  |  |  |  |  |  |
| Year Business Established:   |   |  |  |  |  |  |  |
| Form of Business:  | Company Partnership Sole Proprietorship |  |  |  |  |  |  |
| If a Corporation, Indicate State Incorporated:   | Date Incorporated:                      |  |  |  |  |  |  |
| If Using Assumed Name, D/B/A Name:   | Place D/B/A Filed:                      |  |  |  |  |  |  |
| Name of Attorney (if any):   |   |  |  |  |  |  |  |
| Address of Attorney:   |   |  |  |  |  |  |  |
| Name of Accountant (If Any):   |   |  |  |  |  |  |  |
| Address of Accountant:   |   |  |  |  |  |  |  |
| PRINCIPALS   |   |  |  |  |  |  |  |
| Provide a list of names, addresses and business affiliations of all principals (meaning managers, officers, directors, and shareholders owning 10% or more of stock if a corporation, all partners if a partnership, and the proprietor and business manager if a proprietorship). |   |  |  |  |  |  |  |
| Name:  | Affiliation:                            |  |  |  |  |  |  |
| Address:   | Social Security #:                      |  |  |  |  |  |  |
| Name:  | Affiliation:                            |  |  |  |  |  |  |
| Address: Social Security #:  |   |  |  |  |  |  |  |
| Name: Affiliation:   |   |  |  |  |  |  |  |
| Address:   | Social Security #:                      |  |  |  |  |  |  |
| Name:  | Affiliation:                            |  |  |  |  |  |  |
| Address: Social Security #:  |   |  |  |  |  |  |  |

| PENDING LITIGATION  |
|---|
| Is the business presently involved in litigation which would have a material effect on the company's financial solvency?   No Yes If yes, please explain below.   |
|   |
|   |
|   |
|   |
|   |
|   |
| BANKRUPTCIES / FAILURES   |
| Has the business, or its affiliates, or any of the managers of the company, or any other concern with which such management has been connected, ever been involved in bankruptcy, creditor's rights or receivership proceedings?  No Pres If yes, please explain below.       |
|   |
|   |
|   |
|   |
|   |
|   |
| PRIOR CONVICTIONS / INVESTIGATIONS  |
| Has the business or any of the managers or principals of the business ever been convicted of any crime, or been in the management of or stockholder in any firm or corporation that has been convicted of any crime (other than a misdemeanor or traffic infraction)?  NO Pes |
| Is the business or any principals of the business currently under active investigation or under indictment for any criminal act under State, Federal, or local law?   No  Yes   |
| Is the business or any principals of the business subject to State or Federal tax liens?   No  Yes  |
| If the answer to any of above questions is yes, please explain below:   |
|   |
|   |
|   |
|   |

## **AFFILIATED BUSINESSES**

| Provide names and addresses of all concerns, that may be regarded as parent companies, subsidiaries or affiliates of the company, including concerns in which the company, or any of its principals, holds an interest greater than 10%. For purposes of this section, ownership by principal's spouse should be attributed to the principals. Organizations in which a spouse holds a greater than 10% interest should also be listed. Indicate the nature of the relationship, the percentage of ownership and the trade or other relationship with the organization listed. |                |  |  |  |  |  |  |
|--|----------------|--|--|--|--|--|--|
| Name of Affiliate  | ı              | Nature of Relationship & Ownership Interests |  |  |  |  |  |
|  |                |  |  |  |  |  |  |
|  |                |  |  |  |  |  |  |
|  |                |  |  |  |  |  |  |
|  |                |  |  |  |  |  |  |
|  |                |  |  |  |  |  |  |
|  |                |  |  |  |  |  |  |
|  |                |  |  |  |  |  |  |
| CURRENT BA   | ANKING REL     | ATIONSHIPS                                   |  |  |  |  |  |
| Please provide the following information for prima   | ry business ba | ank accounts.                                |  |  |  |  |  |
| Name of Bank:  |                |  |  |  |  |  |  |
| Address:   |                |  |  |  |  |  |  |
| Contact Person:  |                |  |  |  |  |  |  |
| Phone:   |                |  |  |  |  |  |  |
| Type of Account: ☐Checking ☐ Savings   | □Loan □        | 1 Other                                      |  |  |  |  |  |
| Name of Bank:  |                |  |  |  |  |  |  |
| Address:   |                |  |  |  |  |  |  |
| Contact Person:  |                |  |  |  |  |  |  |
| Phone:   |                |  |  |  |  |  |  |
| Type of Account: ☐Checking ☐Savings ☐  | Loan 🗔         | l Other                                      |  |  |  |  |  |
| Name of Bank:  |                |  |  |  |  |  |  |
| Address:   |                |  |  |  |  |  |  |
| Contact Person:  |                |  |  |  |  |  |  |
| Phone:   |                |  |  |  |  |  |  |
| Type of Account:   | ☐ Loan         | ☐ Other                                      |  |  |  |  |  |

## **EMPLOYMENT INFORMATION**

| Please provide the current number of employees of the business (including principals, and the projected number of employees to be added as a result of the proposed Grant. |                             |                       |  |  |  |  |  |
|--|-----------------------------|-----------------------|--|--|--|--|--|
| Employment Category  | Current Number of Employees | Employees To Be Added |  |  |  |  |  |
| Full Time Employees  |                             |                       |  |  |  |  |  |
| Part Time  |                             |                       |  |  |  |  |  |
| Seasonal   |                             |                       |  |  |  |  |  |

## PROJECT BUDGET / SOURCE & USE OF Grant FUNDS

Provide the following information on the proposed business investment including cost and source of funding to cover the total cost of the business investment. Description **Owner Cash CDBG Grant** Other Loan Total **Real Estate Purchase Business Acquisition Building Construction/Renovation Professional Fees Closing Costs Construction Period Costs Machinery & Equipment Franchise Fees Licenses, Permits Working Capital** Other:\_ Other: Other: Other: Other:\_ Other:\_ Other:\_ Other:\_ **Totals** 

## **FINANCIAL PROJECTIONS**

Provide projected profit and loss and cash flow statements in the format indicated below. This information can be provided as computer generated spread sheets, however, a format similar to the one below should be used.

| Description                                 | Year 1 | Year 2 | Year 3 |
|---|--------|--------|--------|
| 1. Revenue                                  |        |        |        |
| 2. Cost of Sales                            |        |        |        |
| 3. Gross Profit                             |        |        |        |
| Operating Expenses                          |        |        |        |
| 4. Rent                                     |        |        |        |
| 5. Utilities                                |        |        |        |
| 6. Insurance                                |        |        |        |
| 7. Telephone                                |        |        |        |
| 8. Maintenance                              |        |        |        |
| 9. Legal/Accounting                         |        |        |        |
| 10. Depreciation                            |        |        |        |
| 11. Real Estate Taxes                       |        |        |        |
| 12. Other                                   |        |        |        |
| 13. Other                                   |        |        |        |
| 14. Other                                   |        |        |        |
| 15. Total Operating Expenses                |        |        |        |
| 16. Net Operating Income (Line 3 - Line 15) |        |        |        |
| Debt Service                                |        |        |        |
| 17. CDBG Grant                              |        |        |        |
| 18. Other Lender                            |        |        |        |
| 19. Other Lender                            |        |        |        |
| 20. Other Lender                            |        |        |        |
| 21. Other Lender                            |        |        |        |
| 22. Total Debt Service                      |        |        |        |
| 23. Cash Flow (Line 16 minus Line 22)       |        |        |        |

## **EXISTING DEBT**

| Please provide the following information for any outstanding loans and liens, including installment loans, officer and shareholder loans, notes and mortgages payable, and capitalized leases. |                 |           |                 |                      |                    |   |                  |  |
|--|-----------------|-----------|-----------------|----------------------|--------------------|---|------------------|--|
| Lender or Lessor   | Origina<br>Loan |           | nterest<br>Rate | Current<br>Balance   | Monthly<br>Payment | Collateral Pledged for<br>the Loan or Lease |                  |  |
|  |                 |           |                 |                      |                    |   |                  |  |
|  |                 |           |                 |                      |                    |   |                  |  |
|  |                 |           |                 |                      |                    |   |                  |  |
|  |                 |           |                 |                      |                    |   |                  |  |
|  |                 | PROPO     | SED CC          | DLLATERAL            |                    |   |                  |  |
| Please provide the following info  | ormation f      | or any co | ollateral t     | hat is being offe    | red to secure t    | he pro                                      | oposed DAB loan. |  |
| Real Estate Address or<br>Collateral Description   |                 | Origina   | al Cost         | <b>Current Value</b> | Existing           | Liens                                       | s or Mortgages   |  |
|  |                 |           |                 |                      | Lender             |   | Loan Balance     |  |
|  |                 |           |                 |                      |                    |   |                  |  |
|  |                 |           |                 |                      |                    |   |                  |  |
|  |                 |           |                 |                      |                    |   |                  |  |
|  |                 |           |                 |                      |                    |   |                  |  |
|  |                 |           |                 |                      |                    |   |                  |  |
|  |                 | TRA       | DE REFE         | ERENCES              |                    |   |                  |  |
| Please provide a list of major cu  | stomers ar      | nd suppli | ers and c       | reditors.            |                    |   |                  |  |
| Customer   | ·s              |           |                 | Su                   | opliers & Trade    | Cred  | itors            |  |
| Name   |                 | Phone #   | <i>‡</i>        | Name                 |                    |   | Phone #          |  |
|  |                 |           |                 |                      |                    |   |                  |  |
|  | -               |           |                 |                      |                    |   |                  |  |
|  |                 |           |                 |                      |                    |   |                  |  |
|  | -               |           | -+              |                      |                    |   |                  |  |
|  |                 |           |                 |                      |                    |   |                  |  |
|  |                 |           |                 |                      |                    |   |                  |  |

# **AGREEMENTS AND CERTIFICATIONS**

| A. The applicant certifies that neither the applicant, its officers or agents has entered into agreement, whether written or implied, for the payment of any money, compensation or thing of value as a fee for professional or other services rendered as a brokerage commission, or as a "finder's fee" or as any other kind of payment, which is dependent upon or contingent upon the approval making of a Grant by the Microenterprise Grant Program. |
|--|
| B. The applicant certifies that all information contained in this application and all supporting documentation is true and complete to the best of the applicant's knowledge.  |
| C. The applicant certifies that to the best of his or her knowledge, the company is in compliance with all federal and state laws and legislation, including regulations dealing with the hiring of illegal aliens and equal employment opportunity.   |
| D. The applicant grants the CRG the right to independently verify any or all of the information herein, and understands that CRG may refuse to approve the application or may revoke a commitment made if there is any material misrepresentation in the application, including attachments thereto.   |
| E. In consideration of any management and technical assistance that may be provided, the applicant waives all claims against the New York State Housing Trust Fund Corporation, Fulton County, the Fulton County Center for Regional Growth and its Board Members, advisors, and consultants.  |
| F. The applicant authorizes disclosure of information submitted in connection with this application to any financial institution agreeing to participate in the Grant.   |
| G. The applicant authorizes the CRG to obtain a credit report on the applicant, or to make inquiries into the credit worthiness of the applicant.  |
| Signature of Applicant Date  |
| STATE OF NEW YORK ) COUNTY OF FULTON ) ss.:  |
|  |
| Applicant Signature  |
| Sworn to before me this day of, 20   |
| Notary Public  |

#### **ATTACHMENTS**

Please provide the following attachments, which are considered a part of this application. Each attachment is to be labeled with the letter indicated below.

| Attachment | Description   |
|------------|---|
| Α          | Management Resumes  |
| В          | Last Three Years Business Financial Statements (If applicable)              |
| С          | Current Interim Business Financial Statement                                |
| D          | Personal Financial Statements of Principals                                 |
| E          | Personal Tax Returns of Principals (Three Years)                            |
| F          | Company History & Business Plan*  |
| G          | Cost Documentation - Property Appraisal (If Applicable)                     |
| н          | Cost Documentation - Real Estate/Business Purchase Contract (If Applicable) |
| ı          | Cost Documentation - Machinery & Equipment Lists and Prices (If Applicable) |
| J          | Other Financing Commitments (If Applicable)                                 |

<sup>\*</sup> Note: Attachment F - Company History and Business Plan to include the following items at a minimum.

#### 1. Company History

- a. Date established
- b. Ownership
- c. Employment data

## 2. Company Operation

- a. Description of products and services
- b. Territory covered
- c. Customers/markets
- d. Supply sources
- e. Description of present facilities
- f. Competition

## 3. Affiliated Companies

- a. Names and ownership
- b. Description

## 4. Projections

- a. Three years of projections
- b. Assumptions underlying projections
- c. Industry outlook
- d. Explanation of variance from historical performance

## ATTACHMENT D Microenterprise GRANT PROGRAM PERSONAL FINANCIAL STATEMENT

|   | As Of                                   |            |                            | , 20                                      |  |                 |                    |
|---|---|------------|----------------------------|---|--|-----------------|--------------------|
| This form is to be completed for each proprietor if a p stock and each corporate officer and director if a corp | roprietorship, or<br>oration, and all p | every p    | artner if a<br>or entities | partnership, or ea<br>providing a guara   | ach stockholder ow<br>anty on the Grant. | ning 10% or r   | more of the voting |
| Name:   |   |            |                            | Busines                                   | s Phone:                                 |                 |                    |
| Residence Street Address:   |   |            |                            | Residen                                   | ce Phone:                                |                 |                    |
| City, State, and Zip Code:  |   |            |                            |   |  |                 |                    |
| Business Name of Applicant/Borrower   |   |            |                            |   |  |                 |                    |
| ASSETS  | (0                                      | mit cents) |                            |   | LIABILITIES                              |                 | (Omit Cents)       |
| Cash on Hand & In Banks   | \$                                      |            | Account                    | s Payable                                 |  |                 | \$                 |
| Savings Accounts  | \$                                      |            | Notes Pa                   | ayable (Describe ir                       | n Section 2)                             |                 | \$                 |
| IRA or Other Retirement Acct  | \$                                      |            | Auto Loa                   | ans Payable (Desci                        | ribe in Section 2)                       |                 | \$                 |
| Accounts & Notes Receivable   | \$                                      |            | Mortgag                    | es on Real Estate                         | (Describe in Section                     | n 4)            | \$                 |
| Life Insurance-Cash Value (Complete Section 8)  | \$                                      |            | Loans or                   | Life Insurance                            |  |                 | \$                 |
| Stocks & Bonds (Complete Section 3)   | \$                                      |            | Other Lo                   | ans Payable(Desc                          | ribe in Section 2)                       |                 | \$                 |
| Real Estate (Describe in Section 4)   | \$                                      |            | Unpaid 1                   | Taxes (Describe in                        | Section 6)                               |                 | \$                 |
| Automobile - Present Value  | \$                                      |            | Other Li                   | Other Liabilities (Describe in Section 7) |  |                 | \$                 |
| Other Personal Property (Describe in Section 5)   | \$                                      |            | Total Lia                  | Total Liabilities                         |  |                 | \$                 |
| Other Assets (Describe in Section 5)  | \$                                      |            | Net Wor                    | Net Worth                                 |  |                 | \$                 |
| Total Assets  | \$                                      |            | Total Ne                   | Total Net Worth and Liabilities           |  |                 | \$                 |
| Section 1. Source of Income Contingent Liabilities  |   |            |                            |   |  |                 |                    |
| Salary  | \$                                      |            | As Endo                    | rser or Co-Maker                          |  |                 | \$                 |
| Net Investment Income   | \$                                      |            | Legal Cla                  | ims and Judgeme                           | nts                                      |                 | \$                 |
| Real Estate Income  | \$                                      |            | Provisio                   | n for Federal Incor                       | me Tax                                   |                 | \$                 |
| Other Income (Describe Below)*  | \$                                      |            | Other Sp                   | ecial Debt                                |  | \$              |                    |
| Description of Other Income in Section 1.   |   |            |                            |   |  |                 |                    |
|   |   |            |                            |   |  |                 |                    |
| *Alimony or child support payments need not be disclosed  | d in "Other Incom                       | e" unless  | it is desire               | ed to have such pay                       | ments counted towa                       | ard total incon | ne.                |
| Section 2. Notes Payable to Banks and Others, Auto Lo identified as a part of this statement and signed.)       | ans, and Other N                        | lon-Real   | Estate Lo                  | ans (Use attachme                         | ents if necessary. (E                    | ach attachme    | ent must be        |
| Name and Address of Note Holder(s)  |   |            |                            |   | ured or Endorsed<br>of Collateral        |                 |                    |
|   |   |            |                            |   |  |                 |                    |
|   |   |            |                            |   |  |                 |                    |
|   |   |            |                            |   |  |                 |                    |

| Section 3. Stocks and Bonds (Use attachments if necessary. Each attachment must be identified as a part of this statement and signed.)  |                        |                            |                   |                                    |                   |                  |                       |  |
|---|------------------------|----------------------------|-------------------|------------------------------------|-------------------|------------------|-----------------------|--|
| Number of<br>Shares   | Names of Securities    |                            | Cost              | Market Value<br>Quotation/Exchange | Date of Quotation |                  | Total Value           |  |
|   |                        |                            |                   |                                    |                   |                  |                       |  |
|   |                        |                            |                   |                                    |                   |                  |                       |  |
|   |                        |                            |                   |                                    |                   |                  |                       |  |
| Section 4. Real Esta<br>signed).  | ate Owned (List each   | n parcel separately, Use a | attachments if ne | ecessary. Each attachment n        | nust be identi    | ified as a part  | of this statement and |  |
|   |                        | Property                   | Α                 | Property B                         | Property B        |                  | Property C            |  |
| Address of Propert  | ty                     |                            |                   |                                    |                   |                  |                       |  |
| Type of Property  |                        |                            |                   |                                    |                   |                  |                       |  |
| Name & Address  |                        |                            |                   |                                    |                   |                  |                       |  |
| Date Purchased  |                        |                            |                   |                                    |                   |                  |                       |  |
| Original Cost   |                        | _                          |                   |                                    |                   |                  |                       |  |
| Present Market Va   | llue                   |                            |                   |                                    |                   |                  |                       |  |
| Name & Address  |                        |                            |                   |                                    |                   |                  |                       |  |
| Mortgage Balance  |                        |                            |                   |                                    |                   |                  |                       |  |
| Monthly Payment   |                        |                            |                   |                                    |                   |                  |                       |  |
| Status of Mortgage  |                        |                            |                   |                                    |                   |                  |                       |  |
| Section 5. Other Personal Property and Other Assets (Describe, and if any is pledged as security, state name and address of lien holder, amount of lien, terms of payment, and if delinquent, describe delinquency) |                        |                            |                   |                                    |                   |                  |                       |  |
|   |                        |                            |                   |                                    |                   |                  |                       |  |
|   |                        |                            |                   |                                    |                   |                  |                       |  |
| Section 6. Unpaid   | Taxes (Describe in de  | etail, as to type, to whon | n payable, when   | due, amount, and to what p         | property, if ar   | ıy, a tax lien a | ttaches.)             |  |
|   |                        |                            |                   |                                    |                   |                  |                       |  |
| Section 7. Other Li   | abilities ((Describe i | n detail).                 |                   |                                    |                   |                  |                       |  |
|   |                        |                            |                   |                                    |                   |                  |                       |  |
|   |                        |                            |                   |                                    |                   |                  |                       |  |
| Section 8. Life Insurance Held (Give fact amount and cash surrender value of policies - name of insurance company and beneficiaries.)   |                        |                            |                   |                                    |                   |                  |                       |  |
|   |                        |                            |                   |                                    |                   |                  |                       |  |
|   |                        |                            |                   |                                    |                   |                  |                       |  |
| Signature: Date: Social Security Number:  |                        |                            |                   |                                    |                   |                  |                       |  |
| Signature:  |                        | Date:                      |                   | Social Security Numl               | vci.              |                  |                       |  |