

HISTORY & BACKGROUND:

Date (month and year) business was formed? _____ In what State? _____

Individual(s) who started the business? _____

Date (month and year) business started operating? _____

What is the existing ownership structure? (Must equal 100%) _____

Did you acquire the business from a previous owner? yes no If so, please explain how you acquired the business:

Please provide additional background & history of principals and company:

PRODUCTS & SERVICES:

Describe the products/services you offer and what they do for the customer. Please include any marketing materials, websites, product sheets, company brochures or any other helpful information about the company's products/services.

KEY MARKETS/DEMOGRAPHICS:

What geographic/demographic areas do you service?

How big is the market and what is your current and desired future market share?

BUSINESS LOCATION(S):

Location Address

Length at Location

Owned or Leased

SUPPLIERS (IF APPLICABLE):

Who are your key suppliers and where are they located?

Does any supplier represent greater than 15% of your purchases? yes no

If "Yes", please provide detail about the supplier including general information (purchase volume, public/private, years in business, etc.) and how long you have been purchasing from this vendor.

COMPETITION:

Competitor	Location	Your Competitive Advantage

MARKETING:

How do you market your product/services? (include information about distribution channels, suppliers **including concentrations**, seasonal swings, etc.)

BENEFIT OF LOAN AND COMPANY VISION:

In detail, please describe how this proposed loan will benefit your company?

Describe your vision for the company over the next 2-3 years... 8-10 years? (i.e. growth plans, changes in customer base, future capital expenditures, current capacity vs. future, management structure. Please also describe your management succession plan should you or a key member of your management die, become disabled and/or unable to work.)

Applicant's Signature: _____

Date: _____

