

**Background & History of principals and company:**

**Describe the products/services you offer and what they do for the customer.**

**Please provide any company brochures or literature you have.**

**What geographic/demographic areas do you service? Who are your customers and where are they located, how big is the market and what is your current and desired future market share?**

**Does any customer represent greater than 15% of your sales?  YES  NO**

*If "Yes", please provide detail about the customer including general information (sales volume, public/private, years in business, etc.) and how long you have been servicing this customer.*

**Who are your primary competitors?**

<i>Competitor</i>	<i>Location</i>	<i>Your Competitive Advantage</i>

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

**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:** \_\_\_\_\_