

LOAN PROGRAM
REQUIREMENTS CHECKLIST

The following documents are required for a complete evaluation of your loan request. Submission of a **complete** application with documentation will aid in the timely processing of your request. Please write N/A (not-applicable) next to those items that are not pertinent.

Please mark (x) if attached.

- | | |
|--|--------|
| 1. Preliminary Application (for each individual owning 10% or more of the business). | _____* |
| 2. Release | _____* |
| 3. Questionnaire | _____* |
| 4. Right to Financial Privacy Act form | _____* |
| 5. Personal Financial Statement (for each individual owning 10% or more of the business) | _____* |
| 6. \$150.00 non- refundable research fee | _____* |
| 7. Business Plan (see attached information for a Business Plan should contain) | _____ |
| 8. Also Include: | |
| <u>FOR THE BUSINESS</u> | |
| a. Bank and Bank Account Number | _____ |
| b. Previous 3 years Financial Statements (Balance Sheet and Income Statement) | _____ |
| c. Current Financial Statement (Balance Sheet and Income Statement) | _____ |
| d. Previous 3 years Income Tax Returns | _____ |
| e. 5-year cash flow projections (the first two years on a monthly basis, then annually for the last three years) | _____ |

FOR THE OWNERS, PARTNERS, PRINCIPALS

- | | |
|--|-------|
| a. Personal Financial Statement, less than 90 days old | _____ |
| b. Previous 3 years Income Tax Returns (a Complete copy) | _____ |

RECORDS/DOCUMENTS

- | | |
|--|-------|
| a. Minority Certification from the City of St. Petersburg, Pinellas County, or the State | _____ |
| b. Occupational License(s) | _____ |
| c. If a partnership, the Partnership Agreement | _____ |

***Documents are included in the Loan Application Package. Your application will not be processed until all applicable documents are included.**

REQUIREMENTS CHECKLIST (CONTINUED)

- d. If a Corporation, please submit:
 - 1. Names of Principals _____
 - 2. Stock ownership and percentage _____
 - 3. Certificate of Incorporation _____
 - 4. Copy of stocks issued _____
 - 5. Articles of Incorporation _____
 - 6. Certificate of Good Standing (Current) _____
- e. Insurance Information
 - 1. Business _____
 - 2. Personal _____
- f. Professional Services Providers
 - 1. Accountant – name, address & telephone no. _____
 - 2. Attorney – name, address & telephone no. _____
- 3. Others - name, address & telephone no. _____**

**Tampa Bay Black Business
Investment Corporation, Inc.**

2105 N. Nebraska Avenue
Tampa, Florida 33602
(813) 274-7925 Fax: (813) 274-7927

LOAN APPLICATION

1. Personal Information

Name _____ Phone: _____ No. of Persons in Household/
Total Gross Household Income
/ \$

Address _____

City _____ State _____ Zip Code _____ Social Security No. _____

Date of Birth: _____ Place of Birth (City, St or Foreign Country) _____
U.S. Citizen: Yes ___ No ___ If No, Alien reg. # _____

2. Business Information (All owners of 20% of more must submit personal financial information)

Name _____ Phone _____

Address _____

City _____ State _____ Zip Code _____ Social Security No./EIN _____

Type of Business: Check One
___ Corporation ___ Partnership ___ Sole Proprietorship

Current Number of Employees _____ Proposed Number of Employees _____ MBE Certified
F/T _____ P/T _____ F/T _____ P/T _____ Yes ___ No ___

Number of years of experience in this type of business: _____ Where: _____

3. Loan Request: \$

Describe
Project: _____

Describe the use and amount of funds requested:

Use	Amount
_____	\$ _____
_____	_____

Total Amount of Request _____
\$ _____

4. Applicant's Attestation

I attest that the business has at least 51% black ownership and operational interests and is located in Hillsborough or Pinellas County, Florida. I agree to obtain technical or managerial assistance if advised to do so. All information provided is true and accurate. I further attest and acknowledge that as required by the Auditor General of the State of Florida, I have been provided a copy of the Single Audit Act requirement of all recipients of any State of Florida funds. There are specific instructions for those who are in receipt of \$300,000.00 or more with respect to a required Annual Audit (Section 2315.97, Florida Statutes: applicable rules of the Executive Office of the Governor and the Comptroller: and Chapters 10.550 or 10.650)

Signature _____ Date _____

TAMPA BAY BLACK BUSINESS
INVESTMENT CORPORATION, INC.

DATE:

I, _____, understand the loan application procedure, qualifications, and time constraints set forth. I understand that completing the loan application does not guarantee receiving a loan.

I authorize the Tampa Bay Black Business Investment Corporation, Inc. (TBBBIC) to inquire into any and all business and personal records related to _____.

I agree to indemnify and hold harmless the Tampa Bay Black Business Investment Corporation, Inc., its members, officers, employees and agents, and hereby release same from any and all claims, judgments, suits at law or any other action be it derivative or direct which may arise out of the above-mentioned inquires or which may arise out of technical assistance provided by the TBBBIC to any successful or unsuccessful loan applicant.

Signature of Loan Applicant _____ DATE _____

Signature of Loan Applicant _____ DATE _____

Customer Identification Requirements

In accordance with Section 326 of the USA PATRIOT Act signed October 26, 2001, all financial institutions are required to obtain a copy of the documents used in identifying new account customers and in identifying signatory individuals added to an existing or new account. In some cases, identification will be requested for those individuals submitting applications to us prior to the effective date of the customer identification requirements because original documentation was not obtained with the opening of the account, or we were unable to form a reasonable belief that we know the true identify of the existing customer. In all cases protection of our customer's identity and confidentiality is our pledge to you. We thank you for your business.

**TAMPA BAY BLACK BUSINESS INVESTMENT CORPORATION
QUESTIONNAIRE**

Be sure to answer the next 11 questions correctly. The fact that you have an arrest or conviction record will not necessarily disqualify you. An incorrect answer will cause your application to be turned down. If you answer yes, furnish details (on a separate sheet of paper) including name under which it occurred.

1. Are you presently under indictment, on parole or probation? yes no
2. Have you ever been charged with or arrested for any criminal offense other than a minor motor vehicle violation? yes no
3. Have you ever been convicted of any criminal offense other than a minor motor vehicle violation? yes no
4. Do you have any pending judgments against you? yes no
5. Have you ever filed bankruptcy? yes no
6. Have you any past or pending lawsuits? yes no
7. Do you owe IRS back taxes? yes no
8. Is there a lien against your business, or you personally? yes no
9. Does the business have a pending judgment? yes no
10. Does the business owe back taxes? yes no
11. Has the business any pending lawsuit? yes no

I (we), _____, understand that an incorrect answer will cause my application to be declined. I, (we) certify the above and the statements contained in the above questionnaire are true and accurate to the best of my knowledge.

Applicant's signature

Date

WHAT IS A BUSINESS PLAN

Business is a difficult and serious vocation. It requires careful thought and preparation. A business plan is a necessary planning tool for any business. Starting, or expanding, a business without a business plan is like starting a cross-continent road trip without a map. You may get some place, but it might not be where you intended to go. It will most likely be a rocky, and expensive, journey.

A business plan contains, but is not limited to, the following points:

A. Business Description (Summary)

1. Name of business, location and description of facilities.
2. Type of product or service offered.
3. Brief description of your market and your competition.
4. Brief description of your management experience, as well as the experience of your management team.

B. Business History (for established businesses)

1. How long the business has been in existence.
2. Identify prior owners, and state when and how long you have operated the business.
3. Number of employees.
4. Provide last year's sales volume and profit.
5. Discuss any significant events that have affected the company's development.

C. Definition of Your Business Goals

1. Prioritize your goals – improve cash flow? Improve profit? or expand market share?
2. Describe how you are going to accomplish your goals.

D. Financial Needs.

1. How much money do you need and why?
2. Describe how you will use the funds.
3. Discuss how you will repay the loan.

E. Market Analysis

1. Describe your potential customers – who they are, what they do, where they are located, the number you have (or could have).
2. What outside factors—economic, legal, social, technological—affect your market, product or service.
3. Describe your competition—the number, their products or services, quality, marketing strategy, location, market share, etc.
4. Discuss how your service or product meets market needs and how you compare with your competition. Describe how you plan to market your company in order to stand out from the competition (marketing strategy).

F. Logistics

1. Describe your operating plan for the next two years.
2. Describe the location of your business—what other businesses are located nearby, how does the location affect your operating costs, do you own, rent, or lease your facilities, does it have sufficient parking for your customers, is it ease to get to?
3. Define the factors which impact your operating costs—the office products, your raw materials, equipment needs (and the necessary technical upgrades).

G. Legal

1. Describe the legal status of your business – sole proprietorship, partnership, corporation – and status (in formation or already formed).
2. Describe any legally binding contracts, agreements (including partnership agreements, buy–sell arrangements, or franchise agreements).
3. List specific licenses needed and the status of those licenses. Include any patents, copyrights, trademarks.
4. Discuss zoning requirements, health code regulations, and other law or regulations that affect your business.
5. Describe your lease arrangements for either the facility or any equipment, as well as any liens and/or outstanding debt.

H. Staffing Plan

1. Draw an organizational chart with the key managers and their responsibilities show, along with their related work experience, proposed compensation, etc.
2. Describe the number of employees expected, type of labor, and source. Explain what, if any, training will be needed. Describe how you will compensate your employees.
3. Determine if you intend to have a Board of Directors, who will be on the Board, and their experience.

I. Financial Information

1. If the business is already in existence, include the following for the previous three years—balance sheet, reconciliation of net worth, income statement, (profit and loss statement), debt schedule, cash flow statement, accounts receivable and accounts payable aging.
2. If the business is a start–up business, include the following—pro forma balance sheet (as of start of business), cash flow projections for the next five years (on a monthly basis for the first twenty–four months, annually for the next three years). Include all assumptions behind the projections.

J. Appendix

1. Attach copies of all documents—legal contracts and agreements, leases, licenses, insurance and bonding compliance, documentation pertaining to the legal formation and status of your business, etc.

TO:

DATE:

RE: Request for Credit Information

NAME: _____ ACCOUNT _____

ADDRESS: _____

_____ TYPE ACCOUNT _____

To Whom It May Concern:

I/we, hereby, authorize you to release the requested information to Tampa Bay Black Business Investment Corporation, in connection with my/our loan file.

Signature of Applicant

Signature of Applicant

Return to the attention of Frances A. Wimberly, President, Tampa Bay Black Business Investment Corporation, 2105 N. Nebraska Avenue, Tampa, Florida 33602.

CREDIT INFORMATION:

DATE ACCOUNT OPENED _____ TERMS OF SALE _____

HIGHEST CREDIT _____ MONTHLY PAYMENT _____

MANNER OF PAYMENT: _____ SATISFACTORY _____ UNSATISFACTORY

PRESENT BALANCE _____

DATE: _____

AUTHORIZED SIGNATURE

PRINT NAME AND TITLE

TO:

DATE:

RE: Request for Credit Information

NAME: _____ ACCOUNT # _____

ADDRESS: _____

_____ TYPE ACCOUNT _____

To Whom It May Concern:

I/we, hereby, authorize you to release the requested information to Tampa Bay Black Business Investment Corporation, in connection with my/our loan file.

Signature of Applicant

Signature of Applicant

Return to the attention of Frances A. Wimberly, President, Tampa Bay Black Business Investment Corporation, 2105 N. Nebraska Avenue, Tampa, Florida 33602.

CREDIT INFORMATION:

DATE ACCOUNT OPENED _____ PRESENT BALANCE _____

HIGH BALANCE _____ LOW BALANCE _____

OF O.D. IN LAST 6 MONTHS _____ # OF NSF IN LAST 6 MONTHS _____

PRESENT BALANCE _____

DATE: _____ AUTHORIZED SIGNATURE

PRINT NAME AND TITLE

**TAMPA BAY BLACK BUSINESS
INVESTMENT CORPORATION, INC.**

**PERSONAL FINANCIAL STATEMENT
AS OF _____ 20_____**

Complete this form if 1) a sole proprietorship by the proprietor; 2) a partnership by each partner; 3) a corporation by each officer or each stockholder with 20% or more ownership; 4) any other person or entity providing a guaranty on the loan.

Name _____ Residence Phone _____

Residence Address _____

City, State, & Zip _____

Business Name of Applicant/Borrower _____

ASSETS		LIABILITIES	
(Omit Cents)		(Omit Cents)	
Cash on Hand & in Banks	\$ _____	Notes Payable (to Bk & Others)	\$ _____
Savings Accounts	_____	(Describe in Section 2)	_____
IRA	_____	Accounts & Bills Due	_____
Accounts & Notes Receivable	_____	(Describe in Section 3)	_____
(Describe in Section 6)	_____	Mortgages on Real Estate	_____
Life Insurance--Cash Surrender	_____	(Describe in Section 5)	_____
Value Only (Describe in Section 10)	_____	Unpaid Income Tax	_____
Stock and Bonds	_____	(Describe in Section 8)	_____
(Describe in Section 4)	_____	Other Debts	_____
Real Estate	_____	(Describe in Section 9)	_____
(Describe in Section 5)	_____	_____	_____
Automobile--Present Value	_____	_____	_____
Other Personal Property	_____	_____	_____
(Describe in Section 6)	_____	_____	_____
Other Assets	_____	Total Liabilities	_____
(Describe in Section 7)	_____	Net Worth	_____
Total	\$ _____	Total	\$ _____

Section 1. Source of Income	Contingent Liabilities
Salary	As Endorser or Co-Maker
Net Income Investment	Legal Claims & Judgments
Real Estate Income	Provision for Fed Income Tax
Other Income (Describe)*	Other Special Debt

Description of items listed in Section 1 _____

*Alimony or child support payments need not be disclosed in "Other Income" unless it is desired to have such payments counted toward total income.

Section 2. Notes Payable to Banks and Others (Use separate sheet if necessary)

Name & Address of Noteholder	Original Balance	Current Balance	Payment Amount	Terms (Monthly-etc.)	Collateral (If Any) & Type of Ownership

Section 3. Accounts and Bills Due (Use separate sheet if necessary)

Name & Address of Account	Account Number	Original Balance	Current Balance	Payment Amount	Terms (Monthly-etc.)

Section 4. Stocks and Bonds (Use separate sheet if necessary)						
Number of Shares or Face Value (Bonds)	Names of Securities	In Name Of	Are These Pledged?	Market Value		
Section 5. Real Estate Owned (List each parcel separately. Use supplemental sheets if necessary. Each sheet must be identified as a supplement to this statement and signed).						
Address-Type of property	Mortgagor	Date Purchased	Original Cost	Present Value	Mortgage Balance	Monthly Payment
Section 6. Other Personal Property. (Describe, and if any is mortgaged, state name and address of mortgage holder and amount of mortgage, terms of payment, and if delinquent, describe delinquency.)						
Section 7. Other Assets, Notes & Accounts Receivable (Describe)						
Section 8. Unpaid Taxes. (Describe in detail, as to type, to whom payable, when due, amount, and what, if any, property the tax lien attaches)						
Section 9. Other Debts (Describe)						
Section 10. Life Insurance Held (Give face amount of policies--name of company and beneficiaries)						
Section 11. Cash in Banks						
Name of Institution	Account #	Type of Ownership	Amount on Deposit			
<p>TBBBIC/Lender is authorized to make all inquires deemed necessary to verify the accuracy of the statements made herein and to determine my/our creditworthiness. 'I) or (We) certify the above and the statements contained in the schedules herein are a true and accurate statement of (my) or (our) 'financial condition as of the date stated herein. This statement is given for the purpose of: Check one of the following)</p> <p><input type="checkbox"/> Inducing TBBBIC to grant a loan as requested in the application, to the firm whose name appears herein.</p> <p><input type="checkbox"/> Furnishing a statement of (my) or (our) financial Condition, pursuant to the terms of the guaranty executed by (me) or (us) at the same time TBBBIC granted a loan to the firm, whose name appears herein.</p>						
Signature			Signature			
Social Security No.	Date of Birth	Social Security No.	Date of Birth			
Date Signed			Date Signed			