

dakota BUSINESS finance

500 N. Western Avenue • Suite 100 • Sioux Falls, SD • 57104 • Telephone 605.367.5353 • Fax 605.367.5394

E-Mail: Erik Barnes
erik@dakotabusinessfinance.com

Jason Forbes
jason@dakotabusinessfinance.com

Joey Salmon
joey@dakotabusinessfinance.com

SECTION 1: APPLICATION CHECKLIST

Dakota BUSINESS Finance staff is available to assist the borrower in completing the application materials required by the SBA 504 program. All forms are also available online at www.dakotaBUSINESSfinance.com.

General Application

X	N/A	Description
		Completed and Signed Dakota Business Finance Loan Pre-Application (<i>Section 2, 7</i>)
		Bank Information Release Form (<i>Section 4</i>)
		SBA Release Form (<i>Section 5</i>)

Business Information

X	N/A	Description
		Franchise Agreement (includes any dealer agreements, jobber agreements, license agreements, etc.)
		Year-end business financial statements (balance sheet and income statement) for the last 3 years for the Operating Company
		Year-end business financial statements (balance sheet and income statement) for the last 3 years for the Eligible Passive Company (real estate holding company)
		Federal tax returns for the last 3 years for the Operating Company
		Federal tax returns for the last 3 years for the Eligible Passive Company (real estate holding company)
		Business Debt Schedule (<i>Section 6</i>)
		Interim financial statement dated within the last 60 days for the Operating Company as well as an aging of Accounts Receivable and Accounts Payable
		Interim financial statement dated within the last 60 days for the Eligible Passive Company (real estate holding company) as well as an aging of Accounts Receivable and Accounts Payable
		Projected annualized income statement for the Operating Company for the first two years after the loan; Must include a description of assumptions made in developing the projections. (May contact Small Business Development Center for assistance 605-367-5757)
		For a <u>new</u> business (less than 2 years in existence) a monthly cash flow analysis for the first 12 months of operation or for 3 months beyond the break-even point (whichever is longer) together with a description of assumptions (May contact Small Business Development Center for assistance 605-367-5757)
		For a <u>new</u> business (less than 2 years in existence) projected balance sheet with a description of the assumptions attached (May contact Small Business Development Center for assistance 605-367-5757)
		Organizational documents including Certificate of Incorporation, Articles of Incorporation and By-Laws (<i>if Corporation</i>); <i>or</i> Articles of Organization and Operating Agreement (<i>if LLC</i>); <i>or</i> Partnership Agreement (<i>if Partnership</i>); <i>Business License and Fictitious Business Name Statement (if proprietorship)</i> .
		The names of any affiliated (through ownership or management control) business as well as tax returns for the last two years and interim financial statements dated within the last 60 days

(Continued on Next Page)

Personal Information *for each owner of 20%+ or guarantor*

X	N/A	Description
		Personal tax returns for the last 2 years
		Personal Resume / History Form (<i>Section 3</i>)
		Personal financial statement (<i>form included or use any template; Must be dated within 90 days of application to SBA</i>)
		Photocopy of driver's license/ I.D. card

Real Estate Information

X	N/A	Description
		Real Estate Purchase Agreement or settlement sheet
		Construction cost estimates or bids (must be on contractor letterhead); blueprints, plans/specifications
		Equipment invoices or quotes
		Copies of proposed/existing lease agreements
		Existing / new environmental studies (<i>needed prior to closing</i>)
		Real estate appraisal, if already completed (<i>needed prior to closing</i>)

Refinance Information

X	N/A	Description								
		Bank loan documents (note, disbursement summary, mortgage, guarantees, security agreement) for each loan to be refinanced								
		12-month payment history for each loan to be refinanced								
		<p>If project qualifies for cash-out based on LTV, proposed use of cash out includes:</p> <table> <tr> <td>Eligible Operating Expense:</td> <td>Amount:</td> </tr> <tr> <td>1. _____</td> <td>1. _____</td> </tr> <tr> <td>2. _____</td> <td>2. _____</td> </tr> <tr> <td>3. _____</td> <td>3. _____</td> </tr> </table>	Eligible Operating Expense:	Amount:	1. _____	1. _____	2. _____	2. _____	3. _____	3. _____
Eligible Operating Expense:	Amount:									
1. _____	1. _____									
2. _____	2. _____									
3. _____	3. _____									

Provided by Bank

X	N/A	Description
		Copies of personal credit reports for each owner of 20%+ and each guarantor
		Commitment letter from the participating lender stating the terms and conditions of its participation and reason why it will not finance the entire project
		Commitment letter from all other sources of financing involved in the project

SECTION 2: LOAN PRE-APPLICATION

Eligible Passive Company (Owner of Real Estate), if applicable

(How the real estate will be owned (i.e. individually, husband and wife, partnership, LLC, corporation, trust, etc.)

Eligible Passive Company Name _____

Address _____ City _____ State _____ Zip _____

Principal in charge _____ Business Phone _____ Cell _____

E-mail Address _____ Type of business _____

Company Website _____

Type of Entity (check one) Proprietorship Partnership Corporation LLC Other _____

Federal Employer Identification Number (EIN) _____ Date established _____

Eligible Passive Company Ownership

Name _____ Title _____ % of Ownership _____

Name _____ Title _____ % of Ownership _____

Name _____ Title _____ % of Ownership _____

Operating Company

Operating Company Name _____

Address _____ City _____ State _____ Zip _____

Principal in charge _____ Business Phone _____ Cell _____

E-mail Address _____ Type of business _____

Type of Entity (check one) Proprietorship Partnership Corporation LLC Other _____

Federal Employer Identification Number (EIN) _____ Date established _____

D-U-N-S Number (required) _____

Operating Company Ownership

Name _____ Title _____ % of Ownership _____

Name _____ Title _____ % of Ownership _____

Name _____ Title _____ % of Ownership _____

Name _____ Title _____ % of Ownership _____

Name _____ Title _____ % of Ownership _____

Affiliate Business (If Applicable)

Name _____ Owner _____ % of Ownership _____
(Applicant Company or Individuals)

Name _____ Owner _____ % of Ownership _____
(Applicant Company or Individuals)

Name _____ Owner _____ % of Ownership _____
(Applicant Company or Individuals)

Existing Business Locations

Address _____ Square Feet _____ Lease payment _____ Lease Expiration _____
Replaced by new facility? _____

Address _____ Square Feet _____ Lease payment _____ Lease Expiration _____
Replaced by new facility? _____

References

Bank name _____ Acct. no. _____ Acct. officer _____ Phone _____

Accountant _____ Firm name _____ Phone _____

Attorney _____ Firm name _____ Phone _____

Nature of Your Business

When and by whom was your company established? _____

When did you gain control of the business? _____

Type of products or services (include any catalogs or brochures) _____

Geographic market area _____

List key customers _____

List major competitors _____

Project Information

Project Property Address _____

City _____ State _____ Zip _____ County _____

What is the square footage of the new building? _____ What is the square footage your company will occupy?*

**Please note – SBA requires the Operating Company to occupy 51% of an existing building and 60% of a new building immediately.*

Purchase Agreement Expiration Date _____ Realtor's name _____

Total Project Costs

Construction Project

Purchase existing building

Purchase price \$ _____
 Improvement \$ _____
 Equipment* \$ _____
 Other \$ _____
 Total \$ _____

Land acquisition \$ _____
 Construction bid \$ _____
 Architects, permits, other soft costs \$ _____
 Equipment* \$ _____
 Other \$ _____
 Total \$ _____

* Please note – equipment to be financed must have a useful life of 10 years or greater.

If there are any tenants that will remain in the building, please provide the following information: *Also, please have your realtor provide copies of all existing leases.*

Tenant name	Square footage occupied	Lease expiration	Rent amount

Employee Questionnaire

Current:

Number of current full-time (FT) employees _____
 Number of current part-time (PT) employees _____
 Average # of hours per week part-time (PT) employees work _____

Job Creation:

Estimated number of new full-time (FT) employees within the next two years as a result of this project _____
 Estimated number of new part-time employees within the next two years as a result of this project _____
 Estimated average # of hours per week new part-time employees (as a result of this project) will work _____

Key employees:

Name	Title	Responsibilities	Years with company	Years in the industry

Miscellaneous Questions

Have you or any officer of your company ever been involved in bankruptcy or insolvency proceedings? _____

Are you or your business involved in any pending or prior lawsuits? _____ *If yes, please provide details on a separate sheet.*

Have you ever received an SBA loan? _____ *If yes, please sign the SBA Release Form (Section 5) to allow Dakota Business Finance to contact SBA for additional information.*

Where will your equity injection for this project be provided from? _____

SECTION 3: PERSONAL RESUME / PERSONAL HISTORY FORM

Personal Resume / Personal History Form

To Be Completed by Each Principal / Personal Guarantor

Name _____
First Middle Maiden Dates Maiden Name Used Last

Former Names and Dates Used _____

Date of birth _____ Place of birth _____ Race _____ Social Security No. _____

Email Address: _____

U.S. Citizen: Yes or No? – if not, please provide alien registration number _____

Home address _____ City _____ State _____ Zip _____

From (mo./yr.) _____ To (mo./yr.) _____ Home phone _____ Business phone _____

Are you employed by the U.S. Government? _____ If so, give the name of the agency and position _____

Most Recent Prior Address (omit if over 10 years) _____

From (mo./yr.) _____ To (mo./yr.) _____

Spouse's name _____
First Middle Maiden Dates Maiden Name Used Last

Email Address: _____

Date of birth _____ Place of birth _____ Race _____ Social Security No. _____

Personal information

Be sure to answer by the next four questions correctly because they are important. The fact that you have an arrest or conviction record will not necessarily disqualify you; an incorrect answer will probably cause your application to be turned down.

Are you presently subject to an indictment, criminal information, arraignment, or other means by which formal criminal charges are brought in any jurisdiction? _____ Yes No

Are you currently incarcerated, on probation, on parole, or under indictment for a felony or any crime involving or relating to financial misconduct or a false statement?" _____ Yes No

Have you been arrested in the past six months for any criminal offense? _____ Yes No

For any criminal offense – other than a minor vehicle violation – have you ever: 1) been convicted; 2) plead guilty; 3) plead nolo contendere; 4) been placed on pretrial diversion; or 5) been placed on any form of parole or probation (including probation before judgment). _____ Yes No

If yes to any of the above, additional details will be required. Dakota Business Finance will contact you for additional information.

Military service background

Branch _____ From _____ To _____

Rank at discharge _____ Honorable? _____

Job description _____

(Continued on Next Page)

A formal resume may be submitted in place of this page of the Personal Resume / Personal History Form.

Work experience

Name of company _____ % of business owned _____

Full address _____ City _____ State _____ Zip _____

From _____ To _____ Title _____ Duties _____

Name of company _____ % of business owned _____

Full address _____ City _____ State _____ Zip _____

From _____ To _____ Title _____ Duties _____

Name of company _____ % of business owned _____

Full address _____ City _____ State _____ Zip _____

From _____ To _____ Title _____ Duties _____

Education (College or Technical Training)

Name and Location	Dates Attended	Major	Degree or Certificate
1. _____	_____	_____	_____
Comments _____			
2. _____	_____	_____	_____
Comments _____			
3. _____	_____	_____	_____
Comments _____			
4. _____	_____	_____	_____
Comments _____			

SECTION 4: BANK RELEASE FORM

DATE: _____

Bank Contact: _____

Bank Name: _____

Bank Address: _____

City/State/ZIP: _____

I (We), _____, hereby authorize the release of all loan information for the _____ project located in _____, _____ and all corresponding information (i.e. financial information, schedules, tax returns, application, credit reports, etc.) I (we) have provided to _____ (bank).

Please release all information to:

South Eastern Development Foundation and/or Dakota BUSINESS Finance
500 N. Western Avenue, Suite 100
Sioux Falls, SD 57104

Thank you for your assistance. Please feel free to contact me with any questions.

Sincerely,

Name - Signature

SECTION 5: SBA RELEASE FORM

DATE: _____

Small Business Administration
2329 North Career Avenue, Ste. 105
Sioux Falls, SD 57107

I (We), _____, hereby authorize the release of loan information related to all previous SBA loans that I (we) have had personally or in the name of any business in which we had an ownership interest at the time that the SBA loan was secured.

I (We) authorize the release of the following information:

1. Loan Date
2. Borrower Name
3. Loan Number
4. Original Amount
5. Current Balance
6. Monthly Payment Amount
7. Status (current, delinquent, previously delinquent, in liquidation, etc).

Please release all information to:

Dakota BUSINESS Finance
500 N. Western Ave., Suite 100
Sioux Falls, SD 57104

Thank you for your assistance. Please feel free to contact me with any questions.

Sincerely,

Name - Signature

SECTION 6: BUSINESS DEBT SCHEDULE

Furnish the following information on all installment debts, contracts, notes, and mortgages payable.

Company Name _____ Date: _____ *

Creditor Name/address	Original Amount	Original Date	Present Balance	Interest Rate	Maturity Date	Monthly Payment	Security	Current or delinquent
Total present balance**				Total monthly payment				

* Should be the same date as current financial statement

** Total must agree with balance shown on current financial statement.

SECTION 7: CERTIFICATIONS

FEE DISCLOSURE AND AUTHORIZATION TO RELEASE INFORMATION

A Certified Development Company (CDC) is limited by regulation to charging an Applicant up to 1.5 percent of the net debenture to cover the CDC's costs associated with all activities required to process the 504-loan request including screening and packaging the loan. Two-thirds of this fee is considered earned and may be collected by the CDC when the 504-loan authorization for the debenture is issued by SBA. The undersigned Applicant hereby agrees that should they choose not to close and fund the above-described SBA 504 loan, due to reasons not caused by the CDC or SBA, applicant will pay Dakota BUSINESS Finance two-thirds of the Processing Fee. If you have questions regarding the amount of this fee for the above project, please consult with Dakota BUSINESS Finance. _____ Initial _____ Initial

I/We hereby authorize the release to Dakota BUSINESS Finance of any information they may require at any time for any purpose related to my/our credit transaction with them, including but not limited to credit checks or inquiries concerning my/our creditworthiness, credit standing, credit capacity, character, or general reputation. I/We further authorize Dakota BUSINESS Finance to release such information to any entity they deem necessary for any purpose related to my/our credit transaction with them.

IMPORTANT INFORMATION ABOUT IDENTIFICATION PROCEDURES WHEN OBTAINING A 504 LOAN

To help the government fight the funding of terrorism and money laundering activities, Federal law requires all Certified Development Companies to obtain, verify, and record information that identifies each person who applies for a 504 Loan.

When you apply for a 504 Loan, we will ask for your name, address, date of birth, and other information that will allow us to identify you. We may also ask to see your driver's license or other identifying documents.

CERTIFICATION

All information contained in the Dakota BUSINESS Finance loan application, dated _____, and in schedules or other documentation attached hereto are true and complete to the best knowledge and belief of the applicant. There is no intent to deceive or defraud Dakota BUSINESS Finance or any potential participant in any loans to finance this project. Applicant recognizes that this is an ongoing certification that the information contained herein is accurate and pledges to supplement this application at any time necessary to add, update, or correct information previously supplied.

The Applicant recognizes that DBF may not process any application that is not complete. Incomplete applications will be returned to the applicant for completion.

The Applicant also recognizes that, notwithstanding any assurance, guarantee, communication, or representation made to the contrary, there shall be no commitment of any loan program without specific authorization of the Board of Dakota BUSINESS Finance. Only the DBF Board is authorized to make a commitment to loan funds from or through DBF to an applicant.

DBF does not discriminate on the basis of race, color, religion, national origin, sex, marital status, or age.

Applicant and any signatory below hereby certify that the forgoing and any supplemental information provided is true and complete to the best of Applicant's/signatory's knowledge and belief and signs this document under penalty of perjury.

Applicant also authorizes that, upon Dakota BUSINESS Finance receiving an official authorization from the Small Business Administration approving the loan, Dakota BUSINESS Finance has the authority to release and disclose to the general public information regarding the applicant's identity and relationship with the Dakota BUSINESS Finance, such as: the name of the applicant business(es), address, number of jobs created/retained, location, and photos of the business(es). Applicant agrees and understands that the above information is being provided for publicity and/or program funding reasons only.

Name/Title of Applicant _____

Signature of Applicant _____

Date _____

Name/Title of Applicant _____

Signature of Applicant _____

Date _____