# nedco

# U.S. SMALL BUSINESS ADMINISTRATION CDC 504 LOAN APPLICATION PACKET

NEDCO, Nebraska's statewide SBA 504 Lender, is a non-profit economic development company committed to providing Nebraska's strong and growing small businesses with the financing they need to acquire or build real estate and to purchase long-lasting fixed equipment for their operations. For over 20 years, NEDCO has provided SBA 504 Loans in all parts of Nebraska and to a wide range of small businesses. Please contact our loan officers at the numbers to the right with any questions about this application or the application process.

#### **Main Office**

4445 South 86th Street, Suite 200 Lincoln, NE 68526 phone: (402) 483-4600 fax: (402) 483-4623

#### Western Office

5 Lakeview Road Brady, NE 69123 phone: (308) 221-8611 fax: (402) 483-4623

www.NedcoLoans.org

## **APPLICATION CHECKLIST**

#### **Business/Affiliate Information**

	Business financial statements for the last two years (income statements and balance sheets)			
	Current interim financial statement dated within the last 60 days (income statement and balance sheet)			
	Federal tax returns for the last two years			
	Signed IRS 4506-T of the operating company or selle	er (ir	nstructions and form attached)	
	Two years of income and expense projections			
	Business debt schedule and previous government fin	nan	cing	
	For affiliated businesses (if applicable), last two year	s of	Federal tax returns	
	DUNS number (mycredit.dnb.com/search-for-duns-	nun	nber)	
Pe	rsonal Information	Leg	gal Entity Documents (As Applicable)	
	Personal financial statement (attached)		Corporation – Articles of Incorporation and Bylaws	
	Personal tax return for last one year		LLC – Articles of Organization and Operating Agreement	
	Personal résumé and questionnaire (attached)		Partnership – Partnership Agreement	
	Personal history statement (attached)		Trust – Trust Agreement with all exhibits	
Re	al Estate/Equipment Information			
	Real estate purchase agreement			
	Construction cost budget			
	Equipment bids and description of equipment (if equipment is being financed)			
	Settlement or closing statement (if applicable)			
	Appraisal report (if available)			

# **OPERATING COMPANY INFORMATION**

Company Name:	Date Established:			
Address:				
City:				ZIP:
Primary Contact:		Title:		
Work Phone:	Work Fax:	Email Addr	ess:	
Secondary Contact:		Title:		
Work Phone:	Work Fax:	Email Addr	ess:	
Type of Entity (Check One):	O Proprietorship	O Partnership	O LLC	O Corporation
Tax Identification Number:				
DUNS Number:				
Company Ownership:				
Name:		Title:		% Ownership:
Name:		Title:		% Ownership:
Name:		Title:		% Ownership:
Name:				
Nama		Title:		% Ownership:

#### **NEW PROJECT INFORMATION**

Street Address of Project:			
City:	_State:	ZIP:	County:

Square Footage of New Building: \_\_\_\_\_\_ Square Footage Your Company Will Occupy: \_

\*Please note, we require your company to occupy 51% of an existing building or 60% of a new building.

# If there are any tenants that will remain in the building, or that you plan to lease to, please provide the following information. Also, please provide copies of any existing leases.

Tenant Name	Square Footage	Lease Expiration	Rent Amount

# BORROWING ENTITY, IF DIFFERENT FROM OPERATING COMPANY

Name of Borrower:	Type of	f Entity:
Tax Identification Number:		
Company Ownership:		
Name:	Title:	% Ownership:

# BANK / THIRD PARTY LENDER

Bank Name:			Loan Officer:	
Phone:	Fax:	Email /	Address:	
Address:		City:	State:	ZIP:

REFERENCES			
Accountant:		Firm Name:	
Phone:			
Other:		Firm Name:	
Phone:			

# AFFILIATE BUSINESSES

#### List any other business owned by any principal with 20% or more ownership in the operating company.

Business Name:	Owner:	% Ownership:
Business Name:	Owner:	% Ownership:
Business Name:	Owner:	% Ownership:
Business Name:	Owner:	% Ownership:

# **EXISTING BUSINESS LOCATIONS**

Business Address:	Own: O Lease: O Lease Expiration:
	Replaced by new facility? <b>NO</b>
	SQ. FT Mortgage/Lease Payment:
Business Address:	Own: O Lease: O Lease Expiration: Replaced by new facility? <u>NO</u>
	SQ. FT Mortgage/Lease Payment:

	USE OF PROCEEDS	
Real Estate (Land and/or Building):		\$
New Construction/Expansion/Repair:		\$
Acquisition of Machinery and Equipment (Atta	ich Listing/Costs):	\$
Soft Costs:		
Engineering:	\$	
Architect:	\$	
Certain Legal Costs*:	\$	
Appraisal:	\$	
Environmental:	\$	
Fees:	\$	
Subtotal of Soft Costs:		\$
Interim Interest Financed:		\$
10% Contingency Provision on Construction:		\$
Total Project Costs:		\$
*Legal costs associated with zoning, land use, e	etc. can be included.	

# EQUITY INJECTION

Source	of	Equity	Injection:
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Legal costs for closing cannot be included as eligible 504 project costs.

Cash	\$	Please provide three months bank statements.
Land	\$	If purchased within 2 years, use purchase price. If purchases prior to 2 years, use appraised value.
Other	\$	I.E. Gift, HELOC, Subordinate Financing
	If other, please explain the source and provide evidence of such (letter, approval notice, note, etc.):	

### **OPERATING COMPANY PROFILE**

Use separate attachments to answer questions if necessary. If the Business Plan is available, please submit the plan and disregard this section.
Company Name:
Give a brief description of your business. Include how/why you became involved
Types of products/services you offer, including any brochures/catalogs.
Geographic Market Served:
Do you export products to other countries? If so, which ones?
How will this loan benefit your company?
Will this loan create new employment opportunities? If yes, state how
CUSTOMER PROFILE
What primary markets use your products?
List Key Customers:
List Major Competitors:
Major Suppliers:

Future Plans (What is your growth strategy? Rapid growth, moderate growth, maintain market position? What are impediments that may impact your success?):

Major past accomplishments, how your business differs from the competition, and your competitive advantages: \_\_\_\_\_

Marketing Analysis and Strategy (Explain your promotional, pricing, and distribution strategies.): \_\_\_\_

Does your business engage in export trade? If not, do you have plans to begin exporting as a result of this loan? \_\_\_\_

## **BUSINESS PLAN EXAMPLE**

#### Please add any information that may be relevant to your project.

#### 1. Description of the Business

- Name and Location
- Principal Owners
- Legal Structure (proprietorship, partnership, corporation)
- Description of Business (past, present, future)

#### 2. Product or Service

- Describe product line(s) or type(s) of service
- Describe materials needed and supply sources
- Methods of production
- Quality and cost of product or service
- Describe any research and development process
- Describe any future products or services

#### 3. Market Information

- Define your market area and describe possible trends
- Customers and potential new customers
- Competition (names, locations, sizes)
- Advantages of your product/service over others
- Opportunities for growth

#### 4. Advertising

- Methods of Advertising (newspaper, word of mouth)
- Sales Methods (cash, credit, etc.)
- Pricing Policy
- Customer Service Policies (returns, etc.)

#### 5. Facilities

- Location
- Size, Zoning
- Age and Condition of Facility (include any improvements)
- Expansion Opportunities

#### 6. Management and Personnel

- Management Expertise
- Key Personnel (position, qualifications)
- Professional Services (attorney, accountant)
- Present and Future Manpower Requirements
- Wage and Hours Breakdown
- Résumés of Owner and/or Manager

#### 7. Loan Request

- Total project costs
- Loan amount requested
- Describe how loan proceeds are to be used
- Other possible sources of funds

#### 8. Financial Planning

- Historic Information (go back three years)
- Current Information (no more than 90 days old)
- Projections (two full years balance sheet and income statement, one year cash flow)

#### 9. Benefits to the Community

- Number of Jobs Created/Retained
- Building Rehabilitation
- Meeting Community Needs

#### 10. Summary of Future Plans

- Short-Range (1 year) and Long-Range (5 year)
- Expansion (add employees, larger facility)
- Relocation

# PREVIOUS GOVERNMENT FINANCING

#### Please list any previous government financing received by any principals or affiliated companies.

Name of Agency:	Original Amount of Loan: \$	Original Date:
Current Balance: \$	Rate of Interest:	Maturity:
Monthly Payment: \$	Collateral Securing Loan:	
Name of Agency:	Original Amount of Loan: \$	Original Date:
Current Balance: \$	Rate of Interest:	Maturity:
Monthly Payment: \$	Collateral Securing Loan:	
Name of Agency:	Original Amount of Loan: \$	Original Date:
Current Balance: \$	Rate of Interest:	Maturity:
Monthly Payment: \$	Collateral Securing Loan:	

**Applicant's Signature** 

Date

### EXISTING DEBTS AND DEBTS PLANNED

Please list all contracts, notes, and mortgages payable. The total present balances should reconcile with balances listed on the current/interim balance sheet. Include only debts owed by the business. Do not include personal debts such as home, mortgages, doctor bills, and personal auto loans. Do not include trade accounts payable.

Name of Lender:	Original Amount of Loan: \$	Original Date:
Current Balance: \$	Rate of Interest:	_ Maturity:
Monthly Payment: \$	Collateral Securing Loan:	
Name of Lender:	Original Amount of Loan: \$	Original Date:
Current Balance: \$	Rate of Interest:	_ Maturity:
Monthly Payment: \$	Collateral Securing Loan:	
Name of Lender:	Original Amount of Loan: \$	Original Date:
Current Balance: \$	Rate of Interest:	_ Maturity:
Monthly Payment: \$	Collateral Securing Loan:	
Name of Lender:	Original Amount of Loan: \$	Original Date:
Current Balance: \$	Rate of Interest:	_ Maturity:
Monthly Payment: \$	Collateral Securing Loan:	
Name of Lender:	Original Amount of Loan: \$	Original Date:
Current Balance: \$	Rate of Interest:	_ Maturity:
Monthly Payment: \$	Collateral Securing Loan:	

Applicant's Signature

Date

# PERSONAL QUESTIONNAIRE

To be completed by each owner owning at least 20% of	both borrower and o	perating company	/.
Name:			
Percentage Owned (of operating company):			
Percentage Owned (of borrower, if different):		Title:	
<b>1. Do you have an ownership interest in any other compa</b> If yes, please submit two years of Federal tax returns an financials less than 60 days old for each company.	•	•	nancials, plus current
2. Have you served in the U.S. Military? Yes: O No: (	$\sim$		
If yes, what branch? From: To	•	scription.	
Rank at Discharge:		-	
<b>3. Have you or any of your companies ever been involve</b> Yes: O No: O If yes, please provide details.	d in bankruptcy or in	solvency proceed	ings?
<b>4. Are you or any of your companies involved in any pen</b> Yes: O No: O If yes, please provide details.	ding lawsuits?		
5. Have you or any of your companies ever defaulted on government? (including student loans) Yes: O No: O If yes, please provide details.	a Federal loan that r	esulted in a loss to	o the Federal
6. If you are required to pay child supports, are your pay	vments current? Ye	s: O No: O N	I/A: O
7. Nationality, Race/Ethnicity (Please check one box in e your loan.):	each column, this is v	oluntary and not	required to process
🗌 Black 📃 Not Hispanic			
Native American Hispanic – Puerto	Rican		
Eskimo/Aleut Hispanic – Not Pue	erto Rican		
Asian/Pacific Islander			
Other			
The SBA records data on age, sex, race, and national origin. This inform assistance. SBA must compile this data to have evidence of compliance reports to the Justice Department on our compliance statistics.			
8. Education (College or Technical Training):			
Name and Location	Dates Attended	Major	Degree or Certificate
1			
2			
3			

#### 9. Job History:

J. Job History.			
Company Name/Location	From:	_ To:	_ Title:
Duties:			
Company Name/Location			
Duties:			
Company Name/Location	_ From:	_ To:	_ Title:
Duties:			
Duties:			

#### **11. Authorization to Release Information:**

I/We authorize Nebraska Economic Development Corporation to run a credit report on me and/or my business.

I/We authorize the release to Nebraska Economic Development Corporation of any information they may require at any time for any purpose related to my/our credit transaction with them.

I/We authorize Nebraska Economic Development Corporation to release such information to any entity they deem necessary for any purpose related to my/our credit transaction with them.

I/We certify that the enclosed information, including any attachments or exhibits provided herewith or at a later date, is valid and correct to the best of my/our knowledge.

I/We understand that Nebraska Economic Development Corporation does not guarantee specific performance but acts only to assist in applying for an SBA loan.

Signature: \_\_\_\_

\_\_\_\_ Date: \_\_\_

STATEME		nerica NISTRATION I <b>AL HISTORY</b> ZIP Code)	this will delay the processing of your application; send forms to the address         provided by your lender or SBA representative.         SBA District/Disaster Area Office         Amount Applied for (when applicable)         File No. (if known)		
<ol> <li>Personal Statement of: (State name in only, indicate initial.) List all former na Use separate sheet if necessary.</li> </ol>			<ol> <li>Give the percentage of ownership or stoc or to be owned in the small business or the development company</li> </ol>		ocial Security No.
First Middl	e	_ast	3. Date of Birth (Month, day, and year)		
			4. Place of Birth: (City & State or Foreign C	Country)	
Name and Address of participating lende	er or surety co. (when applic	able and known)	5. U.S. Citizen? YES NO If No, are you a Lawful YES Permanent resident alien: If non- U.S. citizen provide alien registration	NO	ITIALS:
6. Present residence address:			Most recent prior address (omit if over 10 ye	ears ago):	
From:			From:		
То:			То:		
Address:			Address:		
Home Telephone No. (Include Area C Business Telephone No. (Include Area	a Code):				
PLEASE SEE REVERSE SIDE FOR EXPLANATION REGARDING DISCLOSURE OF INFORMATION AND THE USES OF SUCH INFORMATION. YOU MUST INITIAL YOUR RESPONSES TO QUESTIONS 5,7,8 AND 9. IF YOU ANSWER "YES" TO 7, 8, OR 9, FURNISH DETAILS ON A SEPARATE SHEET. INCLUDE DATES, LOCATION, FINES, SENTENCES, WHETHER MISDEMEANOR OR FELONY, DATES OF PAROLE/PROBATION, UNPAID FINES OR PENALTIES, NAME(S) UNDER WHICH CHARGED, AND ANY OTHER PERTINENT INFORMATION. AN ARREST OR CONVICTION RECORD WILL NOT NECESSARILY DISQUALIFY YOU; HOWEVER, AN UNTRUTHFUL ANSWER WILL CAUSE YOUR APPLICATION TO BE DENIED AND SUBJECT YOU TO OTHER PENALTIES AS NOTED BELOW.					
7. Are you presently subject to an indict	ment, criminal information,	arraignment, or other n	neans by which formal criminal charges are b	prought in any	jurisdiction?
Yes No		INITIALS:			
8. Have you been arrested in the past s	ix months for any criminal of	offense?			
Yes No					
9. 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         INITIALS:					
10. I authorize the Small Business Admin determining my eligibility for programs			minal record information about me from crim mall Business Investment Act.	inal justice ag	gencies for the purpose of
CAUTION - PENALTIES FOR FALSE STATEMENTS: Knowingly making a false statement on this form is a violation of Federal law and could result in criminal prosecution, significant civil penalties, and a denial of your loan, surety bond, or other program participation. A false statement is punishable under 18 USC 1001 and 3571 by imprisonment of not more than five years and/or a fine of up to \$250,000; under 15 USC 645 by imprisonment of not more than two years and/or a fine of not more than \$5,000; and, if submitted to a Federally insured institution, under 18 USC 1014 by imprisonment of not more than thirty years and/or a fine of not more than \$1,000,000.					
Signature		Title			Date
Agency Use Only					
11. Fingerprints Waived	Date Approv	ing Authority	<ul> <li>12. Cleared for Processing</li> <li>13. Request a Character Evaluation</li> </ul>	Date	Approving Authority
Fingerprints Required	Data Arrest	ing Authority		Date	Approving Authority
Date Sent to OIG	Date Approv	ring Authority	(Required whenever 7, 8 or 9 are answere	ed "yes" even	if cleared for processing.)
PLEASE NOTE: The estimated burden for completing this form is 15 minutes per response. You are not required to respond to any collection of information unless it displays a currently valid OMB approval number. Comments on the burden should be sent to U.S. Small Business Administration, Chief, AIB, 409 3rd St., S.W., Washington D.C. 20416 and Desk Officer for the Small Business Administration, Office of Management and Budget, New Executive Office Building, Room 10202, Washington, D.C. 20503. OMB Approval 3245-0178. DO NOT SEND COMPLETED FORMS TO OMB as this will delay the processing of your application; send forms to the address provided by your lender or SBA representative.					

#### NOTICES REQUIRED BY LAW

The following is a brief summary of the laws applicable to this solicitation of information.

#### Paperwork Reduction Act (44 U.S.C. Chapter 35)

SBA is collecting the information on this form to make a character and credit eligibility decision to fund or deny you a loan or other form of assistance. The information is required in order for SBA to have sufficient information to determine whether to provide you with the requested assistance. The information collected may be checked against criminal history indices of the Federal Bureau of Investigation.

#### Privacy Act (5 U.S.C. § 552a)

Any person can request to see or get copies of any personal information that SBA has in his or her file, when that file is retrieved by individual identifiers, such as name or social security numbers. Requests for information about another party may be denied unless SBA has the written permission of the individual to release the information to the requestor or unless the information is subject to disclosure under the Freedom of Information Act.

Under the provisions of the Privacy Act, you are not required to provide your social security number. Failure to provide your social security number may not affect any right, benefit or privilege to which you are entitled. Disclosures of name and other personal identifiers are, however, required for a benefit, as SBA requires an individual seeking assistance from SBA to provide it with sufficient information for it to make a character determination. In determining whether an individual is of good character, SBA considers the person's integrity, candor, and disposition toward criminal actions. In making loans pursuant to section 7(a)(6) the Small Business Act (the Act), 15 USC § 636 (a)(6), SBA is required to have reasonable assurance that the loan is of sound value and will be repaid or that it is in the best interest of the Government to grant the assistance requested. Additionally, SBA is specifically authorized to verify your criminal history, or lack thereof, pursuant to section 7(a)(1)(B), 15 USC § 636(a)(1)(B). Further, for all forms of assistance, SBA is authorized to make all investigations necessary to ensure that a person has not engaged in acts that violate or will violate the Act or the Small Business Investment Act, 15 USC §§ 634(b)(11) and 687b(a). For these purposes, you are asked to voluntarily provide your social security number to assist SBA in making a character determination and to distinguish you from other individuals with the same or similar name or other personal identifier.

When the information collected on this form indicates a violation or potential violation of law, whether civil, criminal, or administrative in nature, SBA may refer it to the appropriate agency, whether Federal, State, local, or foreign, charged with responsibility for or otherwise involved in investigation, prosecution, enforcement or prevention of such violations. See 74 Fed. Reg. 14890 (2009) for other published routine uses.