

## Loan Application Commercial Revitalization Loan Fund (CRLF) and ED-RLF



Version: 5.22.2012 SECTION A: APPLICANT INFORMATION **Business Legal Name:** Doing Business As (DBA): Street Address: City/State/Zip: Municipality: Web Site: DUNS Number\*: **Contact Person Regarding this Application** Name: Title/Position Function: Street Address: City/State/Zip: Phone Number: Alternate Phone: Fax Number: Melissa, gobourne agnail. com E-mail Address: \*A Data Universal Numbering System (DUNS) number must be provided for each business. A business may contact Dun & Bradstreet at 1-800-333-0505 to register and obtain a free DUNS number. SECTION B: BUSINESS INFORMATION Legal Structure (check one) ☐ Sole Proprietorship ☐ Corporation Limited Liability Company (LLC) ☐ General Partnership Limited Liability Partnership (LLP) ☐ S-Corporation ☐ Limited Partnership ☐ Other Is there a written operating agreement, partnership agreement, or bylaws? 

Yes If an LLC, is the LLC managed by all members? Yes \( \subsetence No. \) If no, who is the managing member? Date Business Originally Established Number of Years Under Current Ownership

| 6.  | Type of Business (chec                                                    | ck all that apply):               |                                     |                 |  |  |  |  |
|-----|---------------------------------------------------------------------------|-----------------------------------|-------------------------------------|-----------------|--|--|--|--|
|     | ☐ Architecture                                                            | ☐ Consultant                      | ☐ Construction Contractor           | ☐ Engineering   |  |  |  |  |
|     | ☐ Fabricator                                                              | Finance                           | ☐ Manufacturing                     | ☐ Retail/Vendor |  |  |  |  |
|     | Service                                                                   | ☐ Transportation                  | ☐ Wholesale/Distributor             | ☐ Legal         |  |  |  |  |
|     | Broker                                                                    | ☐ Other (specify)                 |                                     |                 |  |  |  |  |
| 7.  | Certifications held by b                                                  | usiness (check all that apply):   |                                     |                 |  |  |  |  |
|     | ☐ Minority Business E                                                     | nterprise                         | ☐ Small Business Enterprise         |                 |  |  |  |  |
|     | ☐ Section 3 Business                                                      |                                   | Women-Owned Business Enterprise     | )               |  |  |  |  |
| 8.  | How many years have                                                       | you been doing business under     | your present firm or trade name?    |                 |  |  |  |  |
|     | years                                                                     |                                   |                                     |                 |  |  |  |  |
| 9.  | Please list any other na                                                  | ames under which this business    | may have operated:                  |                 |  |  |  |  |
|     |                                                                           |                                   |                                     |                 |  |  |  |  |
| -   |                                                                           |                                   |                                     |                 |  |  |  |  |
| 10  | Current number of emp                                                     | January 15 Full View              | 5                                   |                 |  |  |  |  |
|     |                                                                           | ,                                 | 20                                  |                 |  |  |  |  |
|     | How many hours per week does an employee work to be considered full-time? |                                   |                                     |                 |  |  |  |  |
| 12. | Briefly describe the primary products and/or services of the business.    |                                   |                                     |                 |  |  |  |  |
|     |                                                                           |                                   |                                     |                 |  |  |  |  |
|     |                                                                           |                                   |                                     |                 |  |  |  |  |
|     |                                                                           |                                   |                                     |                 |  |  |  |  |
| 13. | Briefly describe critical                                                 | trends in the business/industry i | n which this business is operating. |                 |  |  |  |  |
|     |                                                                           |                                   |                                     |                 |  |  |  |  |
|     |                                                                           |                                   |                                     |                 |  |  |  |  |
|     |                                                                           |                                   |                                     |                 |  |  |  |  |
| 14. | Describe the existing ar                                                  | nd potential target customers of  | the business.                       |                 |  |  |  |  |
|     |                                                                           |                                   |                                     |                 |  |  |  |  |
|     |                                                                           |                                   |                                     |                 |  |  |  |  |
|     |                                                                           |                                   |                                     |                 |  |  |  |  |
| L   |                                                                           |                                   |                                     |                 |  |  |  |  |

|                                       |                            |                                          | Latino or           |                         |                        | Ow         | nership    |           |
|---------------------------------------|----------------------------|------------------------------------------|---------------------|-------------------------|------------------------|------------|------------|-----------|
| Name                                  | 9                          | Address                                  | Hispanic<br>(Y / N) | Race*                   | Gender*                | %          | Date       | Voting %  |
|                                       |                            |                                          |                     |                         |                        |            |            |           |
|                                       |                            |                                          |                     |                         |                        |            |            |           |
| * Demographic                         | Options                    |                                          |                     |                         |                        |            |            |           |
| Gender:                               | R                          | ace: (Indicate all that apply)           |                     |                         |                        |            |            |           |
| <ul><li>Female</li><li>Male</li></ul> | •                          | African-American, Black (B)<br>Asian (A) |                     | tive Ame<br>cific Islan | rican (NA)<br>der (PI) | • \        | White, Cau | casian (W |
| 6. If your business                   | is incorpo                 | rated please provide names o             | f all officers.     |                         |                        |            |            |           |
|                                       | Board of Directors         |                                          | Title               |                         | Latino<br>Hispan       |            | Race*      | Gender*   |
|                                       |                            |                                          | President           |                         |                        |            |            |           |
|                                       |                            |                                          | Vice Presid         | lent                    |                        |            |            |           |
|                                       |                            |                                          | Secretary           |                         |                        |            |            |           |
|                                       |                            |                                          | Treasurer           |                         |                        |            |            |           |
| . Provide informa                     | ition on the               | key members of your manag                | ement team.         | Please be               | e sure to atta         | ch resur   | nes.       |           |
|                                       | Manage                     | ement Team                               | Ti                  | tle                     | Latino<br>Hispan       |            | Race*      | Gender*   |
|                                       |                            |                                          |                     |                         |                        |            |            |           |
|                                       |                            |                                          |                     |                         |                        |            |            |           |
|                                       |                            |                                          |                     |                         |                        |            |            |           |
|                                       |                            |                                          |                     |                         |                        |            |            |           |
|                                       |                            | SECTION C: PROJEC                        | T AND FINA          | NCING                   | REQUEST                |            |            |           |
| . Provide a descr<br>the current zoni | iption of th<br>ng. Attach | e location where the project w           | ill take place,     | indicate v              | vhether the s          | ite is lea | ased or ow | ned, and  |
| Project Name:                         |                            |                                          |                     |                         |                        |            |            |           |
| Street Address:                       |                            |                                          |                     |                         |                        |            |            |           |
|                                       |                            |                                          |                     |                         |                        |            |            |           |
| City/State/Zip:                       |                            |                                          |                     |                         |                        |            |            |           |

| Current Zoning:  Provide a description of the p                                                                        | proposed project.                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |  |
|------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|--|--|
| Provide a description of the p                                                                                         | proposed project.                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |  |
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|                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |  |
| Provide information on the                                                                                             | site acreage, square                                                                                                                                                                                                                                                                                                                                                                     | footage of the facility                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | currently used by yo                                                                                      | ur business (if anv) and                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |  |  |  |
| proposed facility, whether the                                                                                         | e business will own o                                                                                                                                                                                                                                                                                                                                                                    | r lease each facility, ar                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | nd the current and prop                                                                                   | posed number of tenants                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |  |  |  |
| <u> </u>                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |  |
|                                                                                                                        | Site Acreage                                                                                                                                                                                                                                                                                                                                                                             | Square Footage                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Own/Lease                                                                                                 | Number of Tenants                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |  |  |  |
| New/Rehabbed Facility                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                           | +                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |  |  |  |
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| If this project involves the pur                                                                                       | chase of land, provide                                                                                                                                                                                                                                                                                                                                                                   | e a legal description of                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | the property to be pure                                                                                   | chased                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |  |  |  |
| , ,                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                                                          | - a regar decomption of                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | and property to be pare                                                                                   | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |  |  |  |
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| 16 (1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1                                                                              |                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |  |
| uses of the property.                                                                                                  | chase of land and/or                                                                                                                                                                                                                                                                                                                                                                     | existing building(s), pro                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | ovide a description of th                                                                                 | ie current and any prior                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |  |  |  |
|                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |  |
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|                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |  |
| If this project involves the pur                                                                                       | chase of land/or exist                                                                                                                                                                                                                                                                                                                                                                   | ing buildings, have any                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | environmental studies                                                                                     | been done?                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |  |  |  |
| ☐ Yes ☐ No (If yes, pleas                                                                                              | se attach one copy.)                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |  |
| Will the project require any ch                                                                                        | nange in zoning? 🔲                                                                                                                                                                                                                                                                                                                                                                       | Yes 🗌 No                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |  |
| 5. Will the project involve the demolition or conversion of any existing structures?   Yes  No                         |                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |  |
| Provide a description of the sources and uses of funds for the project. Please note that a detailed budget showing the |                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |  |
| sources and uses of all funds for the project is required to be attached.                                              |                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |  |
|                                                                                                                        | Dane County                                                                                                                                                                                                                                                                                                                                                                              | Source 2 Name:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Source 3 Name:                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |  |
| Uses of Funds                                                                                                          | CRLF/RLF Funds                                                                                                                                                                                                                                                                                                                                                                           | Journe 2 Hame.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Course 5 Hame.                                                                                            | Total                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |  |  |  |
| Acquisition of Land or                                                                                                 | \$126,000                                                                                                                                                                                                                                                                                                                                                                                | Dav B. V                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | AT WW and                                                                                                 | \$10000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |  |  |  |
| Buildings                                                                                                              | 1 / 1                                                                                                                                                                                                                                                                                                                                                                                    | YWW LANK                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 244,00                                                                                                    | 1640,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |  |  |  |
|                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |  |  |  |
| Rehab or remodeling  New Equipment                                                                                     | 296,500                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                           | \$ 76 500                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |  |  |  |
|                                                                                                                        | Facility  Facility Existing Facility New/Rehabbed Facility  If this project involves the puruses of the property.  If this project involves the puruses of the property.  If this project involves the puruses of the property.  Will the project require any chapter of the project involve the description of the sources and uses of all funds  Uses of Funds  Acquisition of Land or | Facility  Facility  Site Acreage  Existing Facility  New/Rehabbed Facility  If this project involves the purchase of land, provide uses of the property.  If this project involves the purchase of land/or exist □ Yes □ No ( If yes, please attach one copy.)  Will the project require any change in zoning? □ Will the project involve the demolition or conversion Provide a description of the sources and uses of fusures and uses of all funds for the project is required.  Uses of Funds  Acquisition of Land or | proposed facility, whether the business will own or lease each facility, ar in each facility.    Facility | Facility Site Acreage Square Footage Own/Lease  Existing Facility  If this project involves the purchase of land, provide a legal description of the property to be purchase of the property.  If this project involves the purchase of land and/or existing building(s), provide a description of the uses of the property.  If this project involves the purchase of land/or existing buildings, have any environmental studies \[ \begin{align*} \text{Yes} & \text{No} \end{align*} \]  Will the project require any change in zoning? \[ \begin{align*} \text{Yes} & \text{No} \]  Will the project involve the demolition or conversion of any existing structures? \[ \begin{align*} \text{Yes} & \text{No} \]  Provide a description of the sources and uses of funds for the project. Please note that a details sources and uses of all funds for the project is required to be attached.  Uses of Funds  Dane County CRLF/RLF Funds  Source 2 Name: Source 3 Name: |  |  |  |

| Uses of Funds           | Dane County<br>CRLF/RLF Funds | Source 2 Name: | Source 3 Name: | Total      |
|-------------------------|-------------------------------|----------------|----------------|------------|
| Inventory               |                               |                |                |            |
| Working Capital         | 4/0,000                       |                |                | \$ 10,000  |
| Other, Busness Parchase | \$CO,000                      |                |                | 490,000    |
| Total                   | \$ 250,000                    |                |                |            |
|                         |                               |                | Total          | \$ 794,000 |

27. Business Loan Terms. For each existing loan source identified in 26, please indicate the loan terms, original amount of the loan, the current outstanding balance, and the name and phone number of your contact person.

| Source | Interest<br>Rate | Terms | Original<br>Amount | Current<br>Outstanding<br>Balance | Contact Name/<br>Phone Number |
|--------|------------------|-------|--------------------|-----------------------------------|-------------------------------|
|        |                  |       |                    |                                   |                               |
|        |                  |       |                    |                                   |                               |
|        |                  |       |                    |                                   |                               |

28. Collateral. Provide a description of the collateral for this proposed loan. (Please attach one copy of any appraisals that have been done.)

| Collateral | Cost | Appraised Value | Source of<br>Appraisal | Other Lien<br>Holder(s) |
|------------|------|-----------------|------------------------|-------------------------|
|            |      |                 |                        |                         |
|            |      |                 |                        |                         |
|            |      |                 |                        |                         |

29. Describe the reason for requesting funds under the Dane County Commercial Revitalization Loan Program (Check all that apply and describe):

| ☐ Insufficient equity available for capital costs. | Lender unable to commit more funds to project. |  |  |
|----------------------------------------------------|------------------------------------------------|--|--|
| ☐ Unable to pay market rates.                      | ☐ Insufficient rate of return for business.    |  |  |
| Describe:                                          |                                                |  |  |
|                                                    |                                                |  |  |
|                                                    |                                                |  |  |

30. Project Timeline. Provide a timeline for this project. Milestones may be such items as securing all financing, bidding on construction, acquiring equipment, or hiring employees. Please customize this for your project.

| Milestone                 | Timeline                  |
|---------------------------|---------------------------|
| Purchase Property & busin | ess April 1st, 2020       |
| Create 1st additional po  | sition June 1st, 2020     |
| Create 2nd additional D   | osition September 1, 2020 |
|                           | <i>r</i> /                |
|                           |                           |
|                           |                           |

4 K Wrap teader