



SUBJECT: APPLICATION PACKAGE

Dear Entrepreneur:

We appreciate your inquiry about the Program. The goal of our Program is to provide loans to start-up and expanding small businesses.

<u>Washington office: (724) 225-8245</u> we serve Washington, Fayette, Greene, Beaver, Allegheny, and Westmoreland Counties in Pennsylvania.

<u>Wheeling area: (304) 604-3560</u> we serve; Barbour, Brooke, Calhoun, Doddridge, Gilmer, Hancock, Harrison, Jackson, Lewis, Marion, Marshall, Monongalia, Ohio, Pleasants, Preston, Randolph, Ritchie, Taylor, Tucker, Tyler, Upshur, Wetzel, Wirt, and Wood Counties in northern West Virginia

<u>Ohio area: (304) 604-3560</u> we serve; Columbiana, Jefferson, Belmont, Monroe, and Washington Counties in Ohio

<u>Charleston office: (304) 281-0488</u> we serve; Boone, Braxton, Cabell, Clay, Fayette, Kanawha, Lincoln, Mason, Nicholas, Putnam, Raleigh, Roane, Wayne, and Webster Counties in southern West Virginia.

Once you have reviewed this information and are ready to make a formal application for a loan under the Program, we need the following, which is also listed in the application, from you:

A.) THIS COMPLETED APPLICATION FORM AND ALL APPLICABLE ATTACHMENTS

B.) THREE YEARS CASH FLOW PROJECTION (PRESUMING THIS LOAN)

C.) A COPY OF YOUR BUSINESS PLAN (Free help with your plan is available; see the list in our loan brochure).

D.) YOUR PERSONAL FEDERAL INCOME TAX RETURNS FOR THE PAST THREE YEARS

If you are an existing business, we also need copies of:

A.) BUSINESS - FEDERAL TAX RETURNS FOR THE PAST THREE YEARS

B.) PROFIT AND LOSS STATEMENT

C.) BALANCE SHEET

So that we may pull a credit report on you: (copy attached and must be completed by all applicants) Sign the attached permission form and attach a \$25 check for each applicant (excluding spouses) to cover the credit inquiry(s).

If you are applying for a loan of \$20,000 or more: A certification that you were unable to obtain credit through other financial sources

If the business is a corporation: A copy of your state acknowledgement of articles on incorporation.

If the business is a partnership: A copy of your Partnership Agreement.

If you plan to offer collateral: Documentation must be available to demonstrate ownership.

Mail the completed package to:

Washington County Council on Economic Development 273 South Main Street Washington PA 15301

Our most successful applicants supply complete application packages, demonstrate a strong potential for job creation, and show the ability to repay the loan in a timely manner. Since every business venture involves a degree of risk, an approved loan applicant may be expected to share the risk by pledging additional collateral, or in appropriate cases, a mortgage on their residence.

Once we have received your completed application and required documentation, we will arrange a site visit as quickly as possible. We look forward to working with you in the near future!

Thomas Hartswick Executive Director (724)225-8223 Enclosures Washington County Council on Economic Development

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First Microloan of West Virginia

FILE NUMBER		APPLICATION FORM MICROLOAN PROGRAM please copy & fill out application forms for each applicant			/ AMOUNT REQUESTED/ YEARS			
_								
BORROWER'S LAST NAME	FIRST M	IDDLE SOCIA	L SECURITY No.	/ DATE (/ DF BIRTH	DAY TELEPHONE		
PRESENT RESIDENCE ADDRESS	CITY	COUNTY	STATE	ZIP	HOME TEL	EPHONE		
ARE YOU A US CITIZEN?	_YESNO	НО	W LONG HAVE YC	OU LIVED AT TH	IIS ADDRESS?			
CURRENT EMPLOYER	ADDRESS		ZIF	0	HOW LC	NG WORKED THERE		
PREVIOUS ADDRESS (PAST 5 YR	S) CITY	COUNTY	STATE	ZIP	NO. OF I	DEPENDENTS (incl. self and Spouse)		
SPOUSE'S LAST NAME	FIRST	MIDDLE SOC	IAL SECURITY No.	// . DATE O	/ F BIRTH			
SPOUSE'S PRESENT RESIDENCE	ADDRESS CITY	COUNTY	STATE	ZIP	SPOUSE'S	PHONE NUMBER		
SPOUSE'S CURRENT EMPLOYER	ADDRESS		ZIF	<u> </u>	HOW LC	NG WORKED THERE		
*****	*****	***BUSINESS IN	IFORMATION	******	* * * * * * * * * * *	*****		
BUSINESS NAME	TYPE OF BUSINESS	PRODUCT/SERVICE	PRIMARY LC	OCATION(TOW	N) MAR	KETING AREA		
PRESENT RESIDENCE ADDRESS TYPE OF BUSINESS: Sole P PRINCIPALS:	CITY roprietorship NAME:		TATE ZIP rtnership ADDRESSES:	*Corp	HOW LONG BUSINESS THE oration SPOUSES	RE?		
DESCRIPTION OF BUSINESS ACT								
PURPOSE OF LOAN:								
COLLATERAL TO BE OFFERED								
TYPES OF JOBS TO BE CREATED								
EMPLOYER I.D. NO								
THIS COMPLETED APP			ATTACHMENT	5				
THREE YEARS CASH FL								
		-		the list in ou	ır loan broch	ure)		
YOUR PERSONAL FEDE								
f you are an existing busine								
	-	•	٨DC					
BUSINESS - FEDERAL T		TE PASI ITIKEE YE	слы					
PROFIT AND LOSS STA								
BALANCE SHEET								
So that we may pull a credit	r eport on you: (co	ppy attached and m	ust be complete	ed by all appl	icants)			

_____Sign the attached permission form and attach a \$25 check for each applicant (excluding spouses) to cover the credit inquiry(s).

If you are applying for a loan of \$20,000 or more:							
A certification that you were unable to obtain credit through other financial sources (copy attached)							
If the business is a corporation:							
A copy of your state acknowledgement of articles on incorporation.							
If the business is a partnership:							
A copy of your Partnership Agreement.							
Name, Address and phone number of three relatives not living with you:							
1)							
2)							
3)							
If you plan to offer collateral:							
Documentation must be available to demonstrate ownership. (If there are more items, please attach additional sheets)							
ItemSerial Number							
ItemSerial Number							
ItemSerial Number							
ItemSerial Number							
ItemSerial Number							
ItemSerial Number							
SBA DEMOGRAPHIC INFORMATION BUSINESS OWNED BY FEMALE MALE JOINTLY							
RACE/ETHNICITY: WHITE BLACK NATIVE AMERICAN HISPANIC							
ESKIMO OR ALEUT PUERTO RICAN ASIAN OR PACIFIC IS MULTI-GROUP							
TECHNICAL ASSISTANCE: (TO BE COMPLETED BY TECHNICAL ASSISTANCE PROVIDER)							
TECHNICAL ASSISTANCE PROVIDER NAME:ORGANIZATION:							
/_/Business Plan Assistance Hrs /_/Peer Group Training / _/Classroom Instruction Hrs							
/_/One-on-One Counseling Hrs /_/ Related Issues Assistance Hrs(attached) /_/Other-Describe Hrs							
TO BE COMPLETED BY THE LOAN OFFICER: NAICS CODE							
Signature of Applicant(s): Date: Email:							
Signature of Applicant(s):Date:Date:							
Signature of Applicant(s): Date: Email:							

PERMISSION FOR CREDIT INQUIRIES

I/We authorized the Washington County Council on Economic Development (Lender) to make whatever credit inquiries are required in support of this loan application and at any time during the loan period. I/We authorize and instruct any person or consumer reporting agency to comply and furnish to Lender any information it may have or obtain in response to such credit inquiries and agree that the same will remain Lender's property whether or not a loan is granted.

I/We recognize that we are seeking a loan from a non-profit organization composed of volunteers working to help our community. In consideration of Lender reviewing this application, we hereby expressly release, waive and discharge the Washington County Council on Economic Development and its directors, officers, employees and agents from any and all claims arising out of or related to this loan application or any loan we may or may not receive, as well as any subsequent dealings we may have with the Washington County Council on Economic Development, especially with respect to any consultation and Technical Assistance which might be provided. We understand that, without this release, the Washington County Council on Economic Development will not consider our loan request.

All information set forth in this application is declared to be a true representation of the facts for the purpose of obtaining this loan, and I/We recognize that any willful misrepresentation on this application could result in criminal action.

	Business Name	
Borrower's Signature	Print Borrower's Na	ame & S.S. Number
Partner or Co-signer Signature	Print Partner or Co	-signer's Name & S.S. Number
*Suretyship Signer (Print & Sign Name)	Address	S.S. Number
*Suretyship Signer (Print & Sign Name)	Address	S.S. Number
NITNESS: 	Print Name	Date

*Often, in order to grant an applicant, the loan requested, it is necessary for WCCED to ask for a Suretyship Signersomeone who will guarantee the loan if the Borrower is unable to pay or if the collateral offered is jointly owned.

In order for us to assure ourselves that this Surety Signer has the financial substance to back the Borrower's pledge, it is necessary for us to request a credit report on the surety Signer(s).

Therefore, if you, the Borrower, can *foresee* the need for a Surety Signer, it can measurably shorten the time to loan closing if you get their signature(s) address(s) and Social Security number(s) early in the application process.

Please attach a check to cover the cost of credit investigations Make check payable to: WCCED Thank you

LOAN REQUEST CERTIFICATION FORM

Washington County Council on Economic Development 273 South Main Street Washington, PA 15301

RE: APPLICATION

I hereby certify that I am unable to obtain sufficient credit elsewhere to finance my actual needs at reasonable rates and terms, taking into consideration prevailing private and cooperative rates and terms in my community area.

WCCED's participation in my proposed project is essential in finalizing my overall package.

Date

Signature of Applicant

Date

Signature of Applicant



PERSONAL FINANCIAL STATEMENT

U.S. SMALL BUSINESS ADMINISTRATION

The purpose of this form is to collect information about the Business Applicant and its owners' financial condition. SBA uses the information required by this Form 413 as one of a number of data sources in analyzing the repayment ability and creditworthiness of an applicant for an SBA loan or, with respect to a surety bond, to assist in recovery in the event that the contractor defaults on the contract. SBA also uses the information to assess whether an individual meets the economic disadvantage threshold for the Women-Owned Small Business (WOSB) Program and the 8(a) Business Development (BD) Program. Submission of this information is required as part of your application for assistance. Failure to provide the information would impact the agency's decision on your application.

To complete this form

- 1) Check all that apply.
- 2) Complete the form in its entirety (attached a separate sheet, if necessary)
- 3) Review the applicable certifications and sign (spousal signature, if required)

7(a) loan / 504 loan / Surety Bonds

Complete this form for: (1) each proprietor; (2) general partner; (3) managing member of a limited liability company (LLC); (4) each owner of 20% or more of the equity of the Applicant; and (5) any person providing a guaranty on the loan (including the assets and liabilities of the owner's spouse and any minor children).

Return completed form to:

For 7(a) loans: the Lender processing the application for SBA guaranty For 504 loans: the Certified Development Company (CDC) processing the application for SBA guaranty For Surety Bonds: the Surety Company or Agent processing the application for surety bond guarantee

Disaster Business Loan Application (Excluding Sole Proprietorships)

Complete this form for: (1) each applicant; (2) each general partner; (3) each managing member of a limited liability company (LLC); (4) each owner of 20% or more of the equity of the Applicant business; and (5) any person providing an unlimited guaranty on the loan.

Return completed form to: Disaster Processing and Disbursement Center at 14925 Kingsport Road, Fort Worth, TX 76155-2243 or FAX to 1-202-481-1505 or disasterloans@sba.gov

Women Owned Small Business (WOSB) Federal Contracting Program

This form must be completed by each individual claiming economic disadvantage in connection with the SBA's Women-Owned Small Business (WOSB) Federal Contracting Program. A separate form must be completed by the individual's spouse, unless the individual and the spouse are legally separated. Use attachments if necessary. Each attachment must be identified as a part of this statement and signed. In addition, each individual claiming economic disadvantage must update the form as changes arise, but at least annually, to ensure the information is current, accurate and complete.

SBA's regulations state that to be considered economically disadvantaged for purposes of the WOSB Program, a woman must have an adjusted gross income averaged over the three prior fiscal years of \$350,000 or less; less than \$6 million in the fair market value of all her assets (to include her primary residence and value of the business concern); and less than \$750,000 in personal net worth (excluding equity interest in her personal residence and ownership interest in the business, and funds invested in a retirement account that are unavailable until retirement age). 13 C.F.R. §127.203. The information contained in this form must be submitted and certified through beta.certify.sba.gov

8(a) Business Development Program

8(a) applicants must show that 51% of the firm is owned by one or more individuals determined by the SBA to be socially and economically disadvantaged. The information contained in this form must be submitted by each socially and economically disadvantaged individual using their one time 8(a) eligibility to qualify this firm for 8(a) certification. If married, the spouse must complete a separate SBA Form 413, except when the individual and the spouse are legally separated. If separated, provide copy of separation document.

SBA's regulations state that to be considered economically disadvantaged for purposes of the 8(a) Business Development Program, an individual must have an adjusted gross income averaged over the three prior fiscal years of \$350,000 or less; less than \$6 million in the fair market value of all assets (to include primary residence and value of the business concern); and less than \$750,000 in personal net worth (excluding equity interest in the personal residence and ownership interest in the business, and funds invested in a retirement account that are unavailable until retirement age). 13 C.F.R. §124.104.

Note: Please complete this form with Personal Information not Business Information and divide all jointly owned assets and liabilities, as appropriate with spouse or others. The information contained in this form must be submitted and certified through certify.sba.gov. For additional information go to: <u>http://www.sba.gov/8abd</u>

Name		Business Phone (xxx-xxx-xxxx)			
Home Address Home Phone (xxx-xxx-xxxx)					
City, State, & Zip Code					
Business Name of Applicant/Borrower					
Business Address (if different than home add	lress)				
Business Type: Corporation S-Co	rp LLC Partne	ership Sole Proprietor (does not appl	ly to ODA applicant)		
This information is current as of [month/da (within 90 days of submission for 7(a)/504/SBG/		days of submission for 8(a) BD)			
WOSB applicant only, Married Yes	_ No				
ASSETS	(Omit Cents)	LIABILITIES	(Omit Cents)		
Cash on Hand & in banks Savings Accounts IRA or Other Retirement Account (Describe in Section 5) Accounts & Notes Receivable (Describe in Section 5) Life Insurance – Cash Surrender Value Only (Describe in Section 8) Stocks and Bonds (Describe in Section 3) Real Estate	·	Accounts Payable Notes Payable to Banks and Others (Describe in Section 2) Installment Account (Auto) Mo. Payments Loan(s) Against Life Insurance Mortgages on Real Estate (Describe in Section 4) Unpaid Taxes (Describe in Section 6) Other Liabilities (Describe in Section 7) Total Liabilities Net Worth	·		
Section 1. Source of Income.		Contingent Liabilities As Endorser or Co-Maker			
Net Investment Income Real Estate Income Other Income (Describe below)		Legal Claims & Judgments Provision for Federal Income Tax Other Special Debt			
Description of Other Income in Section 1 (payments counted toward total income)					

Names and Addresses of Noteholder(s)		of Original Balance	Current Balance	Payment Amount	Frequency (monthly, etc.)		How Secured or Endorsed Type of Collateral	
Section 3. Stocks and	d Bonds	. (Use attachments if nea	cessary. Each at	tachment must be	identified as pa	art of this state	ement and signed	l.)
Number of Shares Nam		me of Securities	Cost	Market Value Quotation/Exchange		Date of Quotation/Exchange		Total Value
ection 4. Real Estate	Owned	. (List each parcel separ	ately. Use attach	nment if necessary	. Each attachr	nent must be	identified as a pa	rt of this statement
		Property	Α	F	Property B		Pro	operty C
Type of Real Estate (e. Primary Residence, Ot Residence, Rental Pro Land, etc.)	her							
Address								
Date Purchased								
Driginal Cost								
Present Market Value								
Name & Address of Mortgage Holder								
/lortgage Account Nun	nber							
/lortgage Balance								
Amount of Payment pe //onth/Year	r							
Status of Mortgage								
Section 5. Other Pers				ibe, and, if any i be delinquency.		s security, s	tate name and	address of lien

Section 6. Unpaid Taxes. (Describe in detail as to type, to whom payable, when due, amount, and to what property, if any, a tax lien attaches.)

Section 7. Other Liabilities. (Describe in detail.)

Section 8. Life Insurance Held. (Give face amount and cash surrender value of policies – name of insurance company and Beneficiaries.)

I authorize the SBA/Lender/Surety Company to make inquiries as necessary to verify the accuracy of the statements made and to determine my creditworthiness.

<u>CERTIFICATION</u>: (to be completed by each person submitting the information requested on this form and the spouse of any 20% or more owner when spousal assets are included)

By signing this form, I certify under penalty of criminal prosecution that all information on this form and any additional supporting information submitted with this form is true and complete to the best of my knowledge. I understand that SBA or its participating Lenders or Certified Development Companies or Surety Companies will rely on this information when making decisions regarding an application for a loan, surety bond, or participation in the WOSB or 8(a) BD program. I further certify that I have read the attached statements required by law and executive order.-

Signature	Date
Print Name	Social Security No
Signature	Date
Print Name	Social Security No

NOTICE TO 7(a) LOAN, 504 LOAN AND SURETY BOND APPLICANTS: CRIMINAL PENALITIES AND ADMINISTRATIVE REMEDIES 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 or surety bond application. A false statement is punishable under 18 U.S.C. §§ 1001 and 3571 by imprisonment of not more than five years and/or a fine of up to \$250,000; under 15 U.S.C. § 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, a false statement is punishable under 18 U.S.C. § 1014 by imprisonment of not more than thirty years and/or a fine of not more than \$1,000,000. Additionally, false statements can lead to treble damages and civil penalties under the False Claims Act, 31 U.S.C. § 3729, and other administrative remedies including suspension and debarment.

<u>NOTICE TO DISASTER BUSINESS LOAN APPLICANTS:</u> CRIMINAL PENALTIES AND ADMINISTRATIVE REMEDIES FOR FALSE STATEMENTS:

Whoever wrongfully misapplies the proceeds of an SBA disaster loan shall be civilly liable to the Administrator in an amount equal to one-and-one half times the original principal amount of the loan under 15 U.S.C. § 636(b). In addition, any false statement or misrepresentation to SBA may result in criminal, civil or administrative sanctions including, but not limited to: 1) fines and imprisonment, or both, under 15 U.S.C. § 645, 18 U.S.C. § 1001, 18 U.S.C. § 1014, 18 U.S.C. § 1040, 18 U.S.C. § 3571, and any other applicable laws; 2) treble damages and civil penalties under the False Claims Act, 31 U.S.C. § 3729; 3) double damages and civil penalties under the Program Fraud Civil Remedies Act, 31 U.S.C. § 3802; and 4) suspension and/or debarment from all Federal procurement and non-procurement transactions. Statutory fines may increase if amended by the Federal Civil Penalties Inflation Adjustment Act Improvements Act of 2015.

NOTICE TO APPLICANTS OR PARTICIPANTS IN THE WOSB FEDERAL CONTRACTING PROGRAM: CRIMINAL PENALITIES AND ADMINISTRATIVE REMEDIES FOR FALSE STATEMENTS:

Any person who misrepresents a business concern's status as a WOSB or EDWOSB, or makes any other false statement in order to influence the WOSB Program eligibility determination or other review process in any way (e.g., protest), shall be: (1) subject to fines and imprisonment of up to 5 years, or both, as stated in Title 18 U.S.C. § 1001; (2) subject to fines of up to \$500,000 or imprisonment of up to 10 years, or both, as stated in Title 15 U.S.C. § 645; (3) subject to civil and administrative remedies, including suspension and debarment; and (4) ineligible for participation in programs conducted under the authority of the Small Business Act.

NOTICE TO APPLICANTS OR PARTICIPANTS IN THE 8(a) BUSINESS DEVELOPMENT PROGRAM: CRIMINAL PENALTIES AND ADMINISTRATIVE REMEDIES FOR FALSE STATEMENTS:

Any person who misrepresents a business concern's status as an 8(a) BD Program participant or SDB concern, or makes any other false statement in order to influence the 8(a) certification or other review process in any way(e.g., annual review, eligibility review), shall be: (1) subject to fines and imprisonment of up to 5 years, or both, as stated in Title 18 U.S.C. § 1001; (2) subject to fines of up to \$500,000 or imprisonment of up to 10 years, or both, as stated in Title 15 U.S.C. § 645; (3) subject to treble damages and civil penalties under the False Claims Act, 31 U.S.C. § 3729; (4) subject to administrative remedies, including suspension and debarment; and (5) ineligible for participation in programs conducted under the authority of the Small Business Act.

PLEASE NOTE: According to the Paperwork Reduction Act, you are not required to respond to this request for information unless it displays a valid OMB Control Number. The estimated average burden hours for the completion of this form is 1.5 hour per response. If you have questions or comments concerning this estimate or any other aspect of this information collection, please contact: Director, Records Management Division, Small Business Administration, 409 Third Street SW, Washington, D.C. 20416, and SBA Desk Officer, Office of Management and Budget, New Executive Office Building, Room 10202, Washington, D.C. 20503. PLEASE DO NOT SEND COMPLETED FORMS TO OMB.

PLEASE READ, DETACH, AND RETAIN FOR YOUR RECORDS

Privacy Act (5 U.S.C. 552a) and Debt Collection Improvement Act (31 U.S.C. 7701)

Authorities and Purpose for Collecting Information: SBA is collecting the information on this form, including social security numbers and other personal information, to make a character and credit or other eligibility decision in connection with you or your company's application for SBA assistance. SBA may also use social security numbers for the purpose of collecting and reporting on any delinquent fees or other amounts owed SBA, where applicable.

For purposes of SBA's financial assistance programs, 31 U.S.C. 7701 requires loan applicants and guarantors, or any indemnitor of a surety bond to provide their social security numbers, or other taxpayer identification numbers. Failure to provide this information would affect your ability to obtain an SBA loan or bond. For other individuals signing this form, the submission of the social security number is voluntary and failure to provide your social security number may not affect any right, benefit or privilege to which you are entitled. However, your social security number or other taxpayer identification number helps SBA to distinguish you from other individuals with the same or similar name or other personal identifier. This use is permitted under Executive Order 9397. Personal information collected is protected to the extent permitted by law, including the Freedom Information Act, 5 U.S.C. 552, and the Privacy Act 5 U.S.C. 552. Such information is maintained pursuant to SBA's Privacy Act System of Records at https://www.sba.gov/sites/default/files/2020-01/sba-sorns.pdf.

Right to Financial Privacy Act of 1978 (12 U.S.C. 3401) -- This is notice to you as required by the Right to Financial Privacy Act of 1978, of SBA's access rights to financial records held by financial institutions that are or have been doing business with you or your business, including any financial institutions participating in a loan or loan guaranty. The law provides that SBA shall have a right of access to your financial records in connection with its consideration or administration of assistance to you in the form of a Government guaranteed loan or guaranteed bond. SBA is required to provide a certificate of its compliance with the Act to a financial institution in connection with its first request for access to your financial records, after which no further certification is required for subsequent accesses. The law also provides that SBA's access rights continue for the term of any approved loan guaranty agreement or any approved bond agreement. No further notice to you of SBA's access rights is required during the term of any such agreement. The law also authorizes SBA to transfer to another Government authority any financial records included in an application for a loan or bond guarantee, or concerning an approved loan or loan guaranty, or to process or service the bond guarantee. No other transfer of your financial records to another Government authority will be permitted by SBA except as required or permitted by law.

Freedom of Information Act (5 U.S.C. 552)

This law provides, with some exceptions, that SBA must supply information contained in agency files and records to a person requesting it. Information about approved loans that will be automatically released includes, among other things, statistics on our loan programs (individual borrowers are not identified in the statistics), and other information such as the names of the borrowers (and their officers, directors, stockholders or partners), the collateral pledged to secure the loan, the amount of the loan, its purpose in general terms, and the maturity. With respect to SBA's bond guarantee program, SBA will release, among other things, statistics on the Surety Bond Guarantee (SBG) programs and other information such as the names of small businesses (and their officers, directors, stockholders or partners) and the amount of the bond guarantees. Proprietary data on a borrower would not routinely be made available to third parties. All requests under this Act are to be addressed to the nearest SBA office and be identified as a Freedom of Information request.