

South Central Planning & Development Commission

5058 W. Main Street; Houma, LA 70360-4900 • Post Office Box 1870; Gray, LA 70359 Phone: (985) 851-2900 • Facsimile: (985) 851-4472 Serving:

Parishes: Assumption • Lafourche • St. Charles • St. James • St. John • Terrebonne Municipalities: Golden Meadow • Gramercy • Lockport • Lutcher • Napoleonville • Thibodaux

Dear Loan Applicant,

Thank you for your interest in South Central Planning and Development Commission's Revolving Capital Fund, Revolving Loan Fund and/or LA Innovations. Attached are the necessary forms to be completed for consideration for financial assistance via SCPDC. The purpose of the Programs is to foster economic development within our Parish and to assist businesses during setup or growth phrase, thereby, creating jobs in our community.

One requirement for approval of this loan is that you first visit a banking institution for preliminary funding. Once you have done so, you must either provide us with a denial letter from the bank or a letter proposing Parish participation.

In addition to the attached forms, the following documents are also necessary to facilitate the application process:

- Previously mentioned letter from the bank
- A **signed** copy of your last three (3) years personal and business (if yours is an established business) tax returns
- > Current (the last two quarterly) financial statements (if yours is an established business)
- Proof of business/ownership structure
- Current Articles of Incorporation (if applicable)
- Business Plan
- Resumes of company owner/partners

If you have any questions regarding this application package, please feel free to contact me at (985) 851-2900 ext. #2065. Again, thank you for your interest on our Loan Programs.

Best Regards,
SOUTH CENTRAL PLANNING AND
DEVELOPMENT COMMISSION



Cullen Curole, Administrator Economic Development Department

Enclosures Revised 02/06/14

HOW TO APPLY FOR

THE SOUTH CENTRAL PLANNING AND DEVELOPMENT COMMISSION

SMALL BUSINESS LOANS

The Loan Programs is administered by: South Central Planning and Development Commission (SCPDC)

The following are summarizations of the step-by-step procedures to be followed in applying for either a new or existing business loan:

A. For a New Business

- 1. Write a detailed description of the business to be established. This is called a business plan and all banks will require it.
- 2. Describe your experience and management capabilities. This should include a resume of all key personnel.
- 3. Prepare an estimate of how much money you and/or others have to invest in the business, and how much you will need to borrow. (See Application Page 2)
- 4. Prepare a current personal financial statement listing all your personal assets and liabilities. We have forms that can make it easy to follow.
- 5. Prepare a detailed projection of earnings anticipated for your first three years in business. This most likely will be a part of your business plan.
- 6. List collateral you can offer as security for the loan, including an estimate of the present market value of each item. This could come from your personal assets, other business assess or from outside sources (family, etc.).
- 7. Take all the above with you to your banker and ask for a loan. If the loan is declined, then obtain all of the refusals in writing. If a bank offers to fund a portion of the project, then you would need written evidence of their commitment to fund some level of the total project cost.

HOW TO APPLY FOR

THE SOUTH CENTRAL PLANNING AND DEVELOPMENT COMMISSION

SMALL BUSINESS LOANS

B. For an Established Business

- 1. Write a detailed description of the business, of the scope of the expansion and/or of the project or plan that will help to keep you in business. This is called a business plan and all banks will require it.
- 2. Describe your experience and management capabilities. This should include a resume of all key personnel.
- 3. Prepare an estimate of how much money you and/or others have to invest in the business, and how much you will need to borrow. (See Application Page 2)
- 4. Prepare a current financial statement (balance sheet) listing all assets and liabilities of the business. In addition, prepare a profit and loss statement of the business which reflects the same time period; do not include personal items.
- 5. Prepare a current personal financial statement listing all your personal assets and liabilities for all owners of 20% > ownership. We have forms that can make it easy to follow.
- 6. Prepare a detailed projection of earnings anticipated for your first three years in business. This most likely will be a part of your business plan.
- List collateral the business can offer as security for the loan, including an estimate of the present market value of each item.
- 8. Take the above with you to your banker and ask for a loan. If the loan is declined, then obtain all of the refusals in writing. If a bank offers to fund a portion of the project, then you would need written evidence of their commitment to fund some level of the total project cost.
- 9. If it is determined by SCPDC that your request fits the criteria of any of the loan programs, then you will be asked to return to one of the previous banks to gain their support in writing with the expectation of some level of participation of the RCF which generally will not exceed 35% of the total project cost.



In Need of Assistance with your Business Plan?

Please Contact Us

LSBDC at Nicholls State University

Thibodaux

(NSU SBDC) 322 Audubon Drive Thibodaux, LA 70301 Tel: 504-831-3730 Monday thru Friday
By Appointment ONLY

Greater New Orleans Region

Metairie

UNO Jefferson Center 3330 N. Causeway Blvd, Suite 447 Metairie, LA 70002 Tel: 504-831-3730 Monday thru Friday 8:30 AM to 4:30 PM

St John the Baptist Parish Business Training Center

South Central Louisiana Technical College, River Parishes Campus

181 Regala Park Road Reserve, LA 70084 Tel: 985-479-1247 Monday, Tuesday & Thursdays 9:00 AM – 3:00 PM Wednesdays 9:00 AM – 7:00 PM Fridays – by Appointment ONLY

LSBDC at University of Louisiana at Lafayette

LSBDC at University of Louisiana at Lafayette

2250 Johnston Street, 2nd Floor Lafayette, LA 70503 Tel: 337-482-6312 Monday thru Friday 8:00 AM to 5:00 PM

Visit on line: <u>www.lsbdc.org</u>

Outline of a Typical Business Plan

I. Cover Letter

- A. Name of the bank contacted
- B. Name of the banker contacted
- C. Dollar amount requested
- D. Terms and timing of loan request
- E. Type and price of securities (collateral)

II. Summary

- A. Business description
- 1. Name
- 2. Location and plant description
- 3. Product
- 4. Market and competition
- 5. Management goals
- B. Business goals
- C. Summary of financial needs and application of funds
- D. Earnings projections and potential return to investors

III. Market Analysis

- A. Description of total market
- B. Industry trends
- C. Target market
- D. Competition

IV. Products or Services

- A. Description of product line
- B. Proprietary position: patents, copyrights and legal and technical considerations
- C. Comparison to competitors' products

V. Manufacturing Process (if applicable)

- A. Materiais
- B. Sources of supply
- C. Production methods

VI. Marketing Strategy

- A. Overall strategy
- **B. Pricing Policy**
- C. Sales terms
- D. Method of selling, distributing and servicing products

VII. Management Plan

- A. Form of business organization
- B. Board of directors composition
- C. Officers: organization chart and responsibilities

- D. Resumes of key personnel
- E. Staffing plan/number of employees
- F. Facilities plan/planned capital improvements
- G. Operating plan/schedule of upcoming work for the next one to two years

VIII. Financial Data

- A. Financial history (five years to present) See NOTE 1*
- B. Five-year financial projections (first year by quarters; remaining years annually)
- 1. Profit and loss statements
- 2. Balance sheets
- 3. Cash flow charts
- 4. Capital expenditures estimates
- C. Explanation of projections
- D. Key business ratios
- E. Explanation of use and effect of new funds
- F. Potential return to investors compared to competitors and industry in general.

*NOTE 1:

ALL FINANCIAL STATEMENTS MUST MEET GENERALLY ACCEPTED ACCOUNTING PRACTIVES (GAAP).

**NOTE 2:

SUBMIT COMPLETED PLAN TO BANK. THEN, SUBMIT A COPY TO THE LOUISIANA ECONOMIC DEVELOPMENT CORPORATION, WITH BANK AND CONTACT PERSON AT THE BANK.



Appendix C

Loan Application Form

BUSINESS INFORMATION:	INDUSTRY CODE (from taxes):	
Business Name:		
Mailing Address:	City: State: ZIP Code:	
Physical Address:	City: State: ZIP Code:	
Name of Principal in Charge:	Title/Position:	
Phone #'s Home: ()	Business Phone: ()	
Cell: ()		
Type of husiness:		
Employer ID #:	Email:	
How did you hear about us?		
STRUCTURE OF BORROWING ENTITY:		
	Type of Entity (check one):	
	nt: Secretary:	
2. Partnership Vice:	Treasurer: Managing Members %	
3. Sole Proprietorship4. Limited Liability Company		
4Lillited Liability Company	(Names)	
		0%Total
		J/010ta.
Is the business: Industrial Firm	A Service Provider	
A Manufacturer	Retailer	
BUSINESS SUMMARY: IF YOU ARE PU	JRCHASING AN EXISTING BUSINESS, ANSWER ADDITIONAL QUESTIONS ON PA	AGE 6
1. What products or services do you sell (enclose	se any catalogs and/or brochures)?	
2. What is your geographic market area?		
3. How do you market your product or service?	?	
4. List competition		
4. List competition		
5. How will the business benefit the community		
FRANCHISE: IF YOU ARE P	PURCHASING A FRANCHISE, ANSWER ADDITIONAL QUESTIONS ON PAGE 7	
	No	
	nt and the Franchisor's FTC Disclosure Statement.	
	1	
	•	

TOTAL PROJECT COST COMPONENTS	(ES	TIMATE:	S REQUIRE	D)	
Contribution: borrower's cash or inkind injection	Use of Funds	RLF	RCF	INN	**Contribution**
Land Acquisition:	\$	Υ	Υ	Υ	\$
Building Acquisition Existing on Site:	\$	Υ	Υ	Υ	\$
Modular/Mobil:	\$	N	Υ	Υ	\$
Small Scale Renovation:	\$	N	Υ	Υ	\$
Full Scale New Construction:	\$	N	N	Υ	\$
*Purchase of Inventory:	<u> </u>	Υ	Υ	Υ	\$
*Purchase of Machinery/Equipment:		Υ	Y	Υ	\$
Associated Installation Cost:NoYes		Υ	Υ	Υ	\$
Will installation require modification of building?	If Yes	N	Υ	Υ	
	If No	Υ	Υ	Υ	
Working Capital:	Φ.	14			
	\$	Υ	Υ	N	\$
Associated Installation Cost:NoYes		Y	Υ	N	\$
Will installation require modification of building?	If Yes If No	N Y	Υ Υ	N N	1
* Loggo of Building/Proporty	# NO	Y	γ Y	N	\$
* Lease of Building/Property:* Rent of Building/Property:	<u> </u>	Y	Υ Y	N	\$
Refinance of Existing Debt:	* ¢	Y/N	Y/N	N	\$
Payroll:	¢	Y	Y	N	\$
Payroll Taxes (CANNOT pay delinquent taxes):	\$ \$	Y	Y	N	\$
	\$	Y	Y	Y	\$
Licenses:	\$	Y	Y	N	\$
Insurance:	\$	Υ	Υ	N	\$
Office Expenses:	\$	Υ	Υ	N	\$
Other:	\$?	?	?	\$
TOTAL PROJECT:	\$				\$
* Quotes for equipment/inventory purchases as well as documen	tation of current r	ental/l	ease agre	ement is	required*
SOURCE OF EQUITY INJECTION					
Cash: \$Other: \$	Describe				
EQUIPMENT PURCHASED within the past 12 months pertaining	to the business car	n be use	ed.		
Invoices and/or receipts of purchase will be required.					
List collateral you can offer as security for the loan, including an e (This will come from your personal financial statement.)	estimate of the pres	sent ma	rket value	of each	item.
2					

	PROJECT INFORMATION						
	Physical Address of Project Site:						
	City:	Parish:		State:		Zip :	
1.	Are you purchasing land?	No	Yes	If yes, then an en	vironmenta	I form is to b	e completed
2.	Are you purchasing a building?	No	Yes	If yes, then a rece	ent appraisa	al is required	(w/in 12 months
3.	Is construction being done?	No	Yes	If yes, then a buil	ding develo	ppment perm	it is required
4.	If expanding, what will be the size	-	-	-			
5.	How will this new (or remodeled) products/services, improve efficient		usiness (plea	se be specific, e.g.	increased	revenues, ac	ld new
6.	If you are moving to a new location	n, how will this eff	ect your bus	iness?			
7.	Realistic timetable of project:						
	Start date:		comple	etion date:			
	BUILDING SIZE AND OCCUPANTS						
1.	What is the square footage of this	building?			_		
2.	Tenants:				_		
	a. Are there any existing tenants	that will remain in	the building	?	Yes		No
	b. Do you intend to lease out any	space?			Yes		No
	If you answered "YES" to either qu		ne informatio	on below:	_		
	Tenant	, ,		Square Footage		Lease Ex	nires
	ronant			oqua, o i cotago		20030 22	p11 03
					_		
				-			
	EMPLOYMENT						
	Current Number of Employees:			Anticipa	ated New J	obs:	
	Number of new employees anticip	ated as a result of	this project	within the next two	years:		
	Number of new	lah O			11-		
	employees	Job Ca	ategory		НО	urly Rate	
	emprey eee						
					\$		
					\$		
					\$		
					\$ \$ \$		
					\$ \$ \$		
					\$		
					\$ \$ \$		

	PLEASE ANSWER THE FOLLOWING QUESTIONS, A	ND PROVIDE THE APPROPRIATE INFOR	RMATION, IF APPLICABLE
	Do you have any affiliate and/or subsidiary firms? If yes, please list below and provide the last fiscal		n firm.
	Name of affiliate and/or subsidiary firm:		
	Name of affiliate and/or subsidiary firm:		
	Name of affiliate and/or subsidiary firm:		
	Name of affiliate and/or subsidiary firm:		
	Provide a schedule of any previous government fir	nancing by any principals or affiliates, i	.e. SBA, BRGL, etc.
1.	Name of Agency:	Original Amount:	
	Date of Request:	Approved:	Declined:
	Outstanding balance:	Status:	
2.	Name of Agency:	Original Amount:	
	Date of Request:	Approved:	Declined:
	Outstanding balance:	Status:	<u>-</u>
3.	Name of Agency:	Original Amount:	
	Date of Request:	Approved:	Declined:
	Outstanding balance:	Status:	
4.	Name of Agency:	Original Amount:	
	Date of Request:	Approved:	Declined:
	Outstanding balance:	Status:	<u> </u>
5.	Name of Agency:	Original Amount:	
	Date of Request:	Approved:	Declined:
	Outstanding balance:	Status:	
6.	Name of Agency:	Original Amount:	
	Date of Request:	Approved:	Declined:
	Outstanding balance:	Status:	
	If not applicable, check here	4	

	BANK AND TRAI	DE REFERENCES									
	BANK INFORMATIO	N(Business and/or F	ersonal;	circle app	ropriate	response	for each):	SEE	ALSO FOR	M F	
1.	Name of Bank:				Account (Officer:					-
	Account #			. E	Business/F	ersonal	Phone #:	()			•
2.	Name of Bank:				Account (Officer:					_
	Account #	-		. E	Business/P	ersonal	Phone #:	()			•
3.	Name of Bank:	-			Account (Officer:					•
	Account #				Business/P	ersonal	Phone #:	()			•
4.	Name of Bank:				Account (Officer:					_
	Account #			. E	Business/F	ersonal	Phone #:	()			
		NANCIAL INSTITUTIO	·N (IF APP	LICABLE):		0	M				
	Name: Phone #: ()	<u> </u>			Email:	Contact I	Name:				Ī
	Address:)			EIIIaII:						
	City:			State:		ZIP Code:			-		
				_					•		
				TRADE RE	FEEDENC	- 9					
				TRADE IL	-I LIKLINGI			1.51	,		
		Company				Co	ontact Person ar	nd Phone #	:		
											•
				_							_
		PLEASE L	IST ALL E	XISTING BI	USINESS	and PERS	ONAL DEBTS				
				DEBT SO	CHEDULE						
		* Date:									
		Date.									
	Creditor (Name & Address)	Original Amount	Original Date	Present E	3alance	% Rate	Maturity Date	Monthly Payment	Securit v	Curren Deling	
	,							-			
		** Total Present	Ralance:				Total Monthly				
		Total Tresent	Jaiance.				Payments:]		
	* Should be the sa	ıme date as current	financial	statemen	t						
		e with balance show				ement.					
					5						

В	JYING A BUSINESS
W	hy is the business for sale?
W	hat is the value of the business?
W	hat are the company's products and services?
W	ho started the business?
W	hat is the history of the business?
W	here is it located and where are its customers located?
Н	as the competition increased or changed?
W	hat sales and marketing plans have your seen?
W	hat are the business' sales trends?
	ow will you increase sales?
Н	
	'ill you hire new employees and managers or use the existing staff?
W	
CI	ill you hire new employees and managers or use the existing staff?
CI	Till you hire new employees and managers or use the existing staff? HECKLIST for buying a business:
CI	Talk to the business' customers and suppliers.
CI	Till you hire new employees and managers or use the existing staff? HECKLIST for buying a business: Talk to the business' customers and suppliers. Review financial statements and tax returns from the last 3 years.
CI	HECKLIST for buying a business: Talk to the business' customers and suppliers. Review financial statements and tax returns from the last 3 years. Develop a purchase and sale agreement which shows:
CI	HECKLIST for buying a business: Talk to the business' customers and suppliers. Review financial statements and tax returns from the last 3 years. Develop a purchase and sale agreement which shows: • The purchase price components – down payment, allocation of the price, and how it will be financed • How the business will be conducted until purchased • The liabilities you are assuming including accounts payable, loans, leases, contracts, taxes, and legal • The value of the assets you are buying including Accounts Receivable (quality & age of invoices), invento
CI	HECKLIST for buying a business: Talk to the business' customers and suppliers. Review financial statements and tax returns from the last 3 years. Develop a purchase and sale agreement which shows: • The purchase price components – down payment, allocation of the price, and how it will be financed • How the business will be conducted until purchased • The liabilities you are assuming including accounts payable, loans, leases, contracts, taxes, and legal
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CI	HECKLIST for buying a business: Talk to the business' customers and suppliers. Review financial statements and tax returns from the last 3 years. Develop a purchase and sale agreement which shows: • The purchase price components – down payment, allocation of the price, and how it will be financed • How the business will be conducted until purchased • The liabilities you are assuming including accounts payable, loans, leases, contracts, taxes, and legal • The value of the assets you are buying including Accounts Receivable (quality & age of invoices), invento (value & age), machinery/equipment/furniture (age, condition & value), patents/trademarks, & real estate • That the purchase and sale agreement is subject to financing and inspections
CI	HECKLIST for buying a business: Talk to the business' customers and suppliers. Review financial statements and tax returns from the last 3 years. Develop a purchase and sale agreement which shows: • The purchase price components – down payment, allocation of the price, and how it will be financed • How the business will be conducted until purchased • The liabilities you are assuming including accounts payable, loans, leases, contracts, taxes, and legal • The value of the assets you are buying including Accounts Receivable (quality & age of invoices), invento (value & age), machinery/equipment/furniture (age, condition & value), patents/trademarks, & real estate • That the purchase and sale agreement is subject to financing and inspections Know how you will finance the business. Is the seller willing to finance all or any of the business (especially the goodwill – the difference between the value of hard assets and the business'
CI	HECKLIST for buying a business: Talk to the business' customers and suppliers. Review financial statements and tax returns from the last 3 years. Develop a purchase and sale agreement which shows: • The purchase price components – down payment, allocation of the price, and how it will be financed • How the business will be conducted until purchased • The liabilities you are assuming including accounts payable, loans, leases, contracts, taxes, and legal • The value of the assets you are buying including Accounts Receivable (quality & age of invoices), invento (value & age), machinery/equipment/furniture (age, condition & value), patents/trademarks, & real estate • That the purchase and sale agreement is subject to financing and inspections Know how you will finance the business. Is the seller willing to finance all or any of the business (especially the goodwill – the difference between the value of hard assets and the business' purchase price)? What are the terms, rates, and conditions? Develop a Loan Request
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CI	HECKLIST for buying a business: Talk to the business' customers and suppliers. Review financial statements and tax returns from the last 3 years. Develop a purchase and sale agreement which shows: • The purchase price components – down payment, allocation of the price, and how it will be financed • How the business will be conducted until purchased • The liabilities you are assuming including accounts payable, loans, leases, contracts, taxes, and legal • The value of the assets you are buying including Accounts Receivable (quality & age of invoices), invento (value & age), machinery/equipment/furniture (age, condition & value), patents/trademarks, & real estate • That the purchase and sale agreement is subject to financing and inspections Know how you will finance the business. Is the seller willing to finance all or any of the business (especially the goodwill – the difference between the value of hard assets and the business' purchase price)? What are the terms, rates, and conditions? Develop a Loan Request Determine who will pay for closing costs including legal services, points, appraisals and environmental inspections. EASE NOTE - any one or more of the following may be required as part of your loan application:
W CI	HECKLIST for buying a business: Talk to the business' customers and suppliers. Review financial statements and tax returns from the last 3 years. Develop a purchase and sale agreement which shows: • The purchase price components – down payment, allocation of the price, and how it will be financed • How the business will be conducted until purchased • The liabilities you are assuming including accounts payable, loans, leases, contracts, taxes, and legal • The value of the assets you are buying including Accounts Receivable (quality & age of invoices), inventor (value & age), machinery/equipment/furniture (age, condition & value), patents/trademarks, & real estate • That the purchase and sale agreement is subject to financing and inspections Know how you will finance the business. Is the seller willing to finance all or any of the business (especially the goodwill – the difference between the value of hard assets and the business' purchase price)? What are the terms, rates, and conditions? Develop a Loan Request Determine who will pay for closing costs including legal services, points, appraisals and environmental inspections. EASE NOTE - any one or more of the following may be required as part of your loan application: pictures of the business location detailed description and appraised value of the building

AS PER OUR POLICY: WE REQUIRE A DATED & SIGNED LETTER (on company letterhead, if applicable) STATING THE BUSINESS WILL CLOSE AND THE NUMBER OF JOBS LOST IF IT IS NOT PURCHASED.

BUYING A FRANCHISE 1. How many franchises are there and how many in your area? Don't be afraid to ask for a list, then visit as many as you can. If possible, speak with the owner(s) about some of the real-world realities of running the business. 2. How long has the franchiser been in the industry? Ask how long they have been selling franchises. 3. How financially healthy is the franchiser? You have a right to see their financial statements, which should be included in the Disclosure Document. Make sure you are comfortable with all the numbers. 4. What does your initial cost cover? Discuss things like the licensing fee, training, equipment, starting inventory and promotional fees. Find out if the land will be purchased or leased, and whether the building will be constructed or renovated. 5. Will the franchiser help finance the business? If so, you still need to develop a business plan with financial projections. 6. What ongoing costs will you pay the franchiser? Discuss royalties, training, insurance and advertising. 7. Will you be required to buy supplies from the franchiser or their designated supplies? Will prices be competitive? 8. Do any restrictions apply when competing with the competition? 9. What is the length of the partnership? Be clear about the terms covering renewal rights.

BUYER, BE AWARE

A franchise is a legal, business rrelationship between a franchiser (Burger King, for example) and the franchisee (you). The franchiser owns the right to the business name, and sells that right to you. In return, you sell products and services supplied by the franchiser.

The advantages of buying a franchise can be appealing. You get an established business presence. And since many of the decisions and products come from the franchiser, your risks are reduced. You are also provided with range of support services, such as site selection, training, supplies, and advertising/marketing plans.

THE DISCLOSURE DOCUMENT: READ IT CAREFULLY

10. Do you have the right to resell the franchise?

The Federal Trade Commission (FTC) requires sellers of franchises and other business-opportunity ventures to provide a Disclosure Document to prospective buyers. In it, you should find detailed information that explains how business between you and the franchiser will be conducted.

It is crucial that you read this document very carefully, as many times as you need to, because it contains important information - audited financial statements, your start-up and ongoing costs, and locations of other franchises. It will clearly explain the responsibilities of the buyer and the seller. Have your attorney read through it as well.

The Disclosure Document must be given to you in advance so you can gather and consider any and all information you need to be sure your decision is an informed one.

****PLEASE PRO	VIDE THE FOLLOWING DOCUMENTATION FOR ALL THAT ARE APPLICABLE****
Whe	n necessary, SCPDC required forms may be duplicated for multiple applicants.
Loan <i>l</i>	Application
Last 3	years Personal Tax Returns (on each individual)
If exis	ting business, past 3 years Business Tax Returns
Currer	nt Personal Financial Statement <i>(on each individual)</i>
Individ	dual Profile Form (on each individual)
Persor	nal Resume' - typed & signed (on each individual)
If exis	ting business, Current Financial Statement
If exis	ting business, Articles of Incorporation and By-laws
Credit	Authorization Form <i>(on each individual)</i>
Busine	ess Plan (to include projections for a minimum of 3 years)
Docum	nentation of Lease or Rental Agreement (copy for file)
Estima	ates for Equipment and Renovations
Letter	from Bank stating their Intentions (denial)
W9 Fo	rm
If exis	ting business, Articles of Incorporation and By-laws
Currer	nt Occupational License
Baland	ce sheet and income statement with aging of Accounts Receivable and Payable
Names	s of affiliated/subsidiary businesses; 2 fiscal year-end financial statements & a current statement
Appra	isal/Comparative Market Analysis
Docum	nentation of commitment of all sources of funding (equity/other sources of financing)
Сору	of current government-issed identification for all owners/principals
Proof	of business/ownership structure
Proof	of number of employees (copy of 941)
Proof	of address (copy of utility bill, i.e. electric, water, phone, etc.)
Busine	ess LMI Form (and Personal, if applicable)
TO THE BEST OI	F MY KNOWLEDGE, ALL INFORMATION PROVIDED IN THIS APPLICATION IS TRUE AND ACCURATE
Applicant's Signatur	re Date
Rev 08/22/13	8

PERSONAL FINANCIAL STATEMENT

	•	artner who owns 20% or more interest and each gener n corporate officer and director, or (4) any other person	•
Name:		<u>Business</u>	
Phone:			
Residence Address:		Residence	
phone:			
City, State, & Zip			
Code:			
Business Name of			
Assets	(omit cents)	LIABILITIES	(omit cents)
Cash on hand & in banks	\$	Accounts payable	\$
Savings Accounts	\$	Notes payable to banks and others	\$
0		(Describe in Section 2	,
IRA or other Retirement Account	\$	Installment Account (auto)	\$
		Mo. Payments \$	
Accounts & Notes Receivable	\$	Installment Account (other)	\$
		Mo. Payments \$	
Life Insurance-Cash Surrender Value Only	\$	Loans on Life Insurance	\$
(Complete Section 8)			
Stocks and Bonds (describe in Section 3)	\$	Mortgage on Real Estate (describe in Sect. 4)	\$
Real Estate (Describe in Section 4	\$	Unpaid Taxes (Describe in Section 6)	\$
Automobile-Present Value	\$	Other Liabilities (Describe in Section 7)	\$
Other Personal Property	\$	Total liabilities	\$
(describe in section 5)			
Other Assets (describe in Section 5)	\$		
Total	\$		
Section 1 Source of Income		Contingent liabilities	
Net Investment Income	\$	Legal Claims & Judgments	\$
Real Estate Income	\$	Provisions for Federal Income Tax	\$
Other Income (Describe Below)	\$	Other Special Debt	\$
Description of other income in Section 1			1 7
Description of other income in Section 1			
			
*Alimony or child support payments need not b toward income.	e disclosed in "Of	ther Income" unless it is desired to have such payment	s counted
	attachments if r	necessary. Each attachment must be identified as part	of this
statement and signed.	accacimients in i	resessary. Each attachment mast se lachtmea as part	01 01113

Name and Address of Note Hol		lder(s)	Original Balance	Curre Balan		Payment Amount		quency . Etc.)	How Secured of Type of collate	
Section 3 Stocks and	Bonds. (Use	attachme	nts if necessa	ary. Each	attacl	hment must l	oe ide	ntified a	s a part of this sta	atement and signed.)
Number of shares	Name of Securities		Cost		_	arket Value Date of uotation/Exchange Quotation		f tion/Exchange	Total Value	
Section 4. Real Est Identified as part of		-		arately.	Use a	nttachment i	if nec	essary.	Each attachme	nt must be
		Pro	perty A			Property E	3		Prope	rty C
Type of Property										
Name & Address o Holder	f Title									
Date Purchased										
Original Cost										
Present Market Va										
Name & Address of Mortgage Holder	T									
Mortgage Account										
Amount of Paymer	nt per									
Month/Year										
Status of Mortgage				.,	1		•			
Section 5: Other Per	rsonal Prope	rty and Ot	ho		ount c				nd if delinquent,	
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 Li	abilities. (D	escribe i	n detail)							
Section 8: Life Insu	ırance held.	(Give fac	e amount and	d case su	urrend	er value of po	olicies	-name of	f Insurance Co. &	beneficiaries)
I authorize South Central creditworthiness. I certif purpose of either obtainin Attorney General (Refere	y the above and ng a loan or gua	the stateme	ents contained in	the attach	nments a	are true and acc	urate a	s of the sta	ted date(s). These sta	atements are made for the

Appendix E Individual Profile Form

1.							
2.	Personal b	anking rel	ationship	os: List all bank	s where you currently	y have persona	l depositary
Name	of Bank/Bra		Accour		High Borrowing	<u>Balance</u>	Date Paid Out
	If applicab <u>y Name</u>	le, indicato	e any pre <u>Accou</u> i	evious governm nt No.	ent financing: High Borrowing	<u>Balance</u>	Date Paid Out
4.	List all bus Five years.		which yo	ou now have, o	r have had, an equity	interest over th	ne past
5.	However,	a false or i Are you p Revolving On this fo	naccurat resently Loan Fu rm cons	te answer will p under indictm and may require titutes authori	red yes, it will not ned probably cause disqua ent, on parole, or pro e a back ground check zation to conduct suc oan Fund/Board).	alification. abation? (NOTE: k, and your sign	The ature
	b.	Have you		Which held, if charged with, o	details in a separate of applicable? or arrested for, any crim		
		YES	NO	Which charged	etails in a separate exh , if applicable? ny criminal offense othe		
	C.	Vehicle vio		r convicted or ar	y Chilinian Division Com-		
		YES	NO	-	etails in a separate exh d, if applicable?	ibit. List name(s)) under

d	. Have yo	u ever file	d bankruptcy personally, or have any of the businesses that you have,						
	Or had	ownership	interest in, ever filed bankruptcy?						
	YES	NO	If yes, furnish details as to the circumstances in a separate exhibit.						
e	. Do you	or your co	mpany currently have any suits, judgments, or liens filed against you						
	Or any	of your ass	ets?						
	YES	NO	If yes furnish details in a separate exhibit.						
f.	. Do you,	or does a	nyone in your family (i.e., spouse, children, parents, brothers or sisters),						
	Work fo	or South Co	entral Planning and Development Commission or for one of its member						
	Govern	ments (the	Parishes of Assumption, Lafourche, St. Charles, St. James, St. John the						
	Baptist,	and Terre	bonne; the Municipalities of Golden Meadow, Gramercy, Lockport, Lutcher,						
	Napole	onville, Thi	ibodaux)?						
	YES	NO	If yes, furnish names and positions held on a separate page.						
g	, Do you,	or does a	nyone in your family, serve as a consultant, officer, elected official, or						
	appoint	appointed official for South Central Planning and Development Commission or any of its							
	membe	member governments?							
	YES	NO	If yes, furnish names and positions held on a separate page.						
Signature	2		Date						

Inquiry Form

Name of CPA/Accountant:		
Address:		_
Phone:		-
Email:		
1	, do authorize South Co	entral Planning and Development
Commission to contact and request financia	l information and data ir	ncluding but not limited to financial
statements and tax returns for	(Name of Company)	through the term
of the loan	I agree to contact So	uth Central Planning if the above
CPA/Accountant information changes.		
		Signature
	N.A.	Date

то:					
			Account(s)	#	
			Loan(s) #	ł <u> </u>	4
Dear Sir or N	Vladam;				
Your institut	tion is authorized to	o release info	rmation to Sout	n Central Plannin	g and Developmen
Commission	n regarding the abo	ve listed acco	unts or loans.		
Date Opened	High Credit	Current Balance	Terms	Collateral	Status of Account
Please forw		ı Fund Progra			
	P.O. Box 1870 Gray, LA 7035	9 Pho	ne (985) 851-29	00 (Fax)	(985) 851-4472
Thank you f	or your prompt cod	peration.			
			Name of Co	mpany or Individ	ual
			Authorized	Signature & Title	
			Date	MACO PROPERTY AND ADMINISTRATION OF THE PROPERTY AN	

Personal Resume Form TO BE COMPLETED BY EACH PRINCIPAL INVOLVED IN THE LOAN.

NameFIRST	MIDDLE	MAIDEN		LAST
FIRST	WIDDLE	MAIDEN		LAST
Date of birth* Place of	birth	Race*	Social Security No	
U.S. Citizen if not, please provide alien registration	n number			
Home address		City	State	Zip
From To		Home phone	Business p	hone
Immediate past address		City	State	Zip
From To				
Are you employed by the U.S. Government?		If so, give the name of the agency	and position	
S				e.
Spouse's name		£		
Spouse's name	MIDDLE	MAIDEN		LAST
Date of birth Place of	f birth	Race	Social Security No	
Personal information Be sure to answer the next three questions correctly be or conviction record will not necessarily disqualify you; be turned down. Are you presently under indictment, on parole or probate thave you ever been charged with or arrested for any crivehicle violation? Include offenses which have been dis (All arrests and charges must be disclosed and explained thave you ever been convicted, placed on pretrial diversincluding adjudication withheld pending probation, for a motor vehicle violation?	an incorrect answer will probable ion? iminal offense other than a minor smissed, discharged, or nolle proed on an attached sheet) ion, or placed on any form of proency criminal offense other than a	y cause your application to Yes No Desequi. Desequi.		
Military service background				
Branch		From	То	
Rank at discharge Hono	prable?		(6	
Job description				

^{*} This data is collected for statistical purposes only. It has no bearing on the credit decision. Disclosure is voluntary.

Personal Resume Form CONTINUED

Work experience

List chronologically, beginning v	with present employment					
Name of company	_				% of busine	ess owned
Full address	_	City _		State		Zip
From	То	Title		-	Duties	
*			•	s:		
Name of company					% of busin	ess owned
Full address		City _		State		Zip
From	To	Title_			Duties	-
						*
Name of company		(4)			% of busin	ess owned
Full address		City _		State		Zip
From	To	Title_			Duties	
		u				
Education (College or Techn	ical Training)					
Name and Location		:	Dates Attended	Ma	ajor	Degree or Certificate
1						<u> </u>
Comments		<u> </u>				
2		11 	-			
Comments	*					
3						
Comments						9
*			-			
Comments						



Development Commission

5058 W. Main Street; Houma, LA 70360-4900 • Post Office Box 1870; Gray, LA 70359 Phone: (985) 851-2900 • Facsimile: (985) 851-4472

AUTHORIZATION FORM

Parishes: Assumption • Lafourche • St. Charles • St. James • St. John • Terrebonne

Municipalities: Golden Meadow • Gramercy • Lockport • Lutcher • Napoleonville • Thibodaux

I HAVE APPLIED FOR A Business Loan.

This form will authorize South Central Planning and Development Commission to:

- 1. Order a credit report on said individual including all 20% owners from any credit agency of SCPDC's choice (a separate form to be filled out on each owner).
- 2. Obtain any information from any source necessary in underwriting this application
- 3. Obtain any sales/use tax information necessary.

I am aware that the process for the loan approval means that this information becomes part of what can be considered public information.

Print <i>Full Name</i> of Individ	ual:				
	First	Middle	Last		
Current Mailing Address:					
City			State	Zip	
Current Physical Address:					
City			State	Zip	
Previous Address:					
City			State	Zip	
Social Security Number: _					
Date of Birth:					
I attest that all informatio	on contained here	with in understood by	me, the under	signed.	
Signature			 Date		

Rev. 03/18/15

(Rev. December 2014) Department of the Treasury

Request for Taxpayer Identification Number and Certification

Give Form to the requester. Do not send to the IRS.

	Name (as shown on your income tax return). Name is required on this line; c	lo not leave this line blank.					
je 2.	2 Business name/disregarded entity name, if different from above				****		
Print or type Specific Instructions on page	3 Check appropriate box for federal tax classification; check only one of the full individual/sole proprietor or C Corporation S Corporation Single-member LLC Limited liability company. Enter the tax classification (C=C corporation, S:	tion Partnership	Trust/estate	4 Exemption certain entitions tructions Exempt payer	es, not ind on page 3)	lividúals; see):	, ;
Print or type Instructions	Note. For a single-member LLC that is disregarded, do not check LLC; cl the tax classification of the single-member owner.			Exemption fr			
يّ ت	Other (see instructions)			(Applies to accoun	nts maintained	outside the U.S.)
pecific	5 Address (number, street, and apt. or suite no.)	Rec	quester's name a	and address (d	ptional)	-	
See 5	6 City, state, and ZIP code						
	7 List account number(s) here (optional)						
Par	Taxpayer Identification Number (TIN)						—
Enter	your TIN in the appropriate box. The TIN provided must match the nar	ne given on line 1 to avoid	Social sec	urity number			
reside entitie	p withholding. For individuals, this is generally your social security nurnt alien, sole proprietor, or disregarded entity, see the Part I instructions, it is your employer identification number (EIN). If you do not have a	ns on page 3. For other] -[
	page 3.		or				
Note. If the account is in more than one name, see the instructions for line 1 and the chart on p guidelines on whose number to enter.		and the chart on page 4 fo	Employer	identification	number		
				-		-1	
Par	Certification	****					_
Under	penalties of perjury, I certify that:						_
1. The	e number shown on this form is my correct taxpayer identification num	nber (or I am waiting for a nu	umber to be is:	sued to me);	and		
Sei	n not subject to backup withholding because: (a) I am exempt from ba vice (IRS) that I am subject to backup withholding as a result of a failu longer subject to backup withholding; and	ackup withholding, or (b) I ha are to report all interest or di	ave not been r vidends, or (c)	otified by th the IRS has	e Interna notified	l Revenue me that I a	m
3. Lar	n a U.S. citizen or other U.S. person (defined below); and						
	FATCA code(s) entered on this form (if any) indicating that I am exem	pt from FATCA reporting is	correct.				
Certifo becau interes genera instruc	ication instructions. You must cross out item 2 above if you have been see you have failed to report all interest and dividends on your tax return st paid, acquisition or abandonment of secured property, cancellation ally, payments other than interest and dividends, you are not required that on page 3.	en notified by the IRS that yon. For real estate transaction of debt, contributions to an	ou are current ns, item 2 doe individual retir	s not apply. ement arran	For more	tgage IRA), and	1
Sign Here	Signature of U.S. person ►	Date ►					
Gen	eral Instructions	Form 1098 (home mortgag (tuition)	e interest), 1098	-E (student lo	an interest), 1098-T	
Lination	undanguage and to the first out ID Or to 1 1 11 11 1 1 1						

on references are to the Internal Revenue Code unless otherwise noted.

Future developments, information about developments affecting Form W-9 (such as legislation enacted after we release it) is at www.irs.gov/fw9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)

- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding? on page 2.

- By signing the filled-out form, you:
- 1. Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- 2. Certify that you are not subject to backup withholding, or
- 3. Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
- 4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See What is FATCA reporting? on page 2 for further information.

Note. If you are a U.S. person and a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Definition of a U.S. person. For federal tax purposes, you are considered a U.S. person if you are:

- · An individual who is a U.S. citizen or U.S. resident alien;
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States;
- . An estate (other than a foreign estate); or
- A domestic trust (as defined in Regulations section 301,7701-7).

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax under section 1446 on any foreign partners' share of effectively connected taxable income from such business. Further, in certain cases where a Form W-9 has not been received, the rules under section 1446 require a partnership to presume that a partner is a foreign person, and pay the section 1446 withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid section 1446 withholding on your share of partnership income.

In the cases below, the following person must give Form W-9 to the partnership for purposes of establishing its U.S. status and avoiding withholding on its allocable share of net income from the partnership conducting a trade or business in the United States:

- In the case of a disregarded entity with a U.S. owner, the U.S. owner of the disregarded entity and not the entity;
- In the case of a grantor trust with a U.S. grantor or other U.S. owner, generally, the U.S. grantor or other U.S. owner of the grantor trust and not the trust; and
- In the case of a U.S. trust (other than a grantor trust), the U.S. trust (other than a grantor trust) and not the beneficiaries of the trust.

Foreign person. If you are a foreign person or the U.S. branch of a foreign bank that has elected to be treated as a U.S. person, do not use Form W-9. Instead, use the appropriate Form W-8 or Form 8233 (see Publication 515, Withholding of Tax on Nonresident Aliens and Foreign Entities).

Nonresident alien who becomes a resident alien. Generally, only a nonresident alien individual may use the terms of a tax treaty to reduce or eliminate U.S. tax on certain types of income. However, most tax treaties contain a provision known as a "saving clause." Exceptions specified in the saving clause may permit an exemption from tax to continue for certain types of income even after the payee has otherwise become a U.S. resident alien for tax purposes.

If you are a U.S. resident alien who is relying on an exception contained in the saving clause of a tax treaty to claim an exemption from U.S. tax on certain types of income, you must attach a statement to Form W-9 that specifies the following five items:

- The treaty country. Generally, this must be the same treaty under which you claimed exemption from tax as a nonresident alien.
- 2. The treaty article addressing the income.
- The article number (or location) in the tax treaty that contains the saving clause and its exceptions.
- 4. The type and amount of income that qualifies for the exemption from tax.
- Sufficient facts to justify the exemption from tax under the terms of the treaty article.

Example. Article 20 of the U.S.-China income tax treaty allows an exemption from tax for scholarship income received by a Chinese student temporarily present in the United States. Under U.S. law, this student will become a resident alien for tax purposes if his or her stay in the United States exceeds 5 calendar years. However, paragraph 2 of the first Protocol to the U.S.-China treaty (dated April 30, 1984) allows the provisions of Article 20 to continue to apply even after the Chinese student becomes a resident alien of the United States. A Chinese student who qualifies for this exception (under paragraph 2 of the first protocol) and is relying on this exception to claim an exemption from tax on his or her scholarship or fellowship income would attach to Form W-9 a statement that includes the information described above to support that exemption.

If you are a nonresident alien or a foreign entity, give the requester the appropriate completed Form W-8 or Form 8233.

Backup Withholding

What is backup withholding? Persons making certain payments to you must under certain conditions withhold and pay to the IRS 28% of such payments. This is called "backup withholding." Payments that may be subject to backup withholding include interest, tax-exempt interest, dividends, broker and barter exchange transactions, rents, royalties, nonemployee pay, payments made in settlement of payment card and third party network transactions, and certain payments from fishing boat operators. Real estate transactions are not subject to backup withholding.

You will not be subject to backup withholding on payments you receive if you give the requester your correct TIN, make the proper certifications, and report all your taxable interest and dividends on your tax return.

Payments you receive will be subject to backup withholding if:

- 1. You do not furnish your TIN to the requester,
- You do not certify your TIN when required (see the Part II instructions on page 3 for details),

- 3. The IRS tells the requester that you furnished an incorrect TIN,
- 4. The IRS tells you that you are subject to backup withholding because you did not report all your interest and dividends on your tax return (for reportable interest and dividends only), or
- 5. You do not certify to the requester that you are not subject to backup withholding under 4 above (for reportable interest and dividend accounts opened after 1983 only).

Certain payees and payments are exempt from backup withholding. See Exempt payee code on page 3 and the separate Instructions for the Requester of Form W-9 for more information.

Also see Special rules for partnerships above.

What is FATCA reporting?

The Foreign Account Tax Compliance Act (FATCA) requires a participating foreign financial institution to report all United States account holders that are specified United States persons. Certain payees are exempt from FATCA reporting. See Exemption from FATCA reporting code on page 3 and the Instructions for the Requester of Form W-9 for more information.

Updating Your Information

You must provide updated information to any person to whom you claimed to be an exempt payee if you are no longer an exempt payee and anticipate receiving reportable payments in the future from this person. For example, you may need to provide updated information if you are a C corporation that elects to be an S corporation, or if you no longer are tax exempt. In addition, you must furnish a new Form W-9 if the name or TIN changes for the account; for example, if the grantor of a grantor trust dies.

Penalties

Failure to furnish TIN. If you fail to furnish your correct TIN to a requester, you are subject to a penalty of \$50 for each such failure unless your failure is due to reasonable cause and not to willful neglect.

Civil penalty for false information with respect to withholding. If you make a false statement with no reasonable basis that results in no backup withholding, you are subject to a \$500 penalty.

Criminal penalty for falsifying information. Willfully falsifying certifications or affirmations may subject you to criminal penalties including fines and/or imprisonment.

Misuse of TINs. If the requester discloses or uses TINs in violation of federal law, the requester may be subject to civil and criminal penalties.

Specific Instructions

Line 1

You must enter one of the following on this line; do not leave this line blank. The name should match the name on your tax return.

If this Form W-9 is for a joint account, list first, and then circle, the name of the person or entity whose number you entered in Part I of Form W-9.

a. Individual. Generally, enter the name shown on your tax return. If you have changed your last name without informing the Social Security Administration (SSA) of the name change, enter your first name, the last name as shown on your social security card, and your new last name.

Note. ITIN applicant: Enter your individual name as it was entered on your Form W-7 application, line 1a. This should also be the same as the name you entered on the Form 1040/1040A/1040EZ you filed with your application.

- b. **Sole proprietor or single-member LLC.** Enter your individual name as shown on your 1040/1040A/1040EZ on line 1. You may enter your business, trade, or "doing business as" (DBA) name on line 2.
- c. Partnership, LLC that is not a single-member LLC, C Corporation, or S Corporation. Enter the entity's name as shown on the entity's tax return on line 1 and any business, trade, or DBA name on line 2.
- d. Other entities. Enter your name as shown on required U.S. federal tax documents on line 1. This name should match the name shown on the charter or other legal document creating the entity. You may enter any business, trade, or DBA name on line 2.
- e. Disregarded entity. For U.S. federal tax purposes, an entity that is disregarded as an entity separate from its owner is treated as a "disregarded entity." See Regulations section 301.7701-2(c)(2)(iii). Enter the owner's name on line 1. The name of the entity entered on line 1 should never be a disregarded entity. The name on line 1 should be the name shown on the income tax return on which the income should be reported. For example, if a foreign LLC that is treated as a disregarded entity for U.S. federal tax purposes has a single owner that is a U.S. person, the U.S. owner's name is required to be provided on line 1. If the direct owner of the entity is also a disregarded entity, enter the first owner that is not disregarded for federal tax purposes. Enter the disregarded entity's name on line 2, "Business name/disregarded entity name." If the owner of the disregarded entity is a foreign person, the owner must complete an appropriate Form W-8 instead of a Form W-9. This is the case even if the foreign person has a U.S. TIN.

Line 2

If you have a business name, trade name, DBA name, or disregarded entity name, you may enter it on line 2.

Line 3

Check the appropriate box in line 3 for the U.S. federal tax classification of the person whose name is entered on line 1. Check only one box in line 3.

Limited Liability Company (LLC). If the name on line 1 is an LLC treated as a partnership for U.S. federal tax purposes, check the "Limited Liability Company" box and enter "P" in the space provided. If the LLC has filed Form 8832 or 2553 to be taxed as a corporation, check the "Limited Liability Company" box and in the space provided enter "C" for C corporation or "S" for S corporation. If it is a single-member LLC that is a disregarded entity, do not check the "Limited Liability Company" box; instead check the first box in line 3 "Individual/sole proprietor or single-member LLC."

Line 4, Exemptions

If you are exempt from backup withholding and/or FATCA reporting, enter in the appropriate space in line 4 any code(s) that may apply to you.

Exempt payee code.

- Generally, individuals (including sole proprietors) are not exempt from backup withholding.
- Except as provided below, corporations are exempt from backup withholding for certain payments, including interest and dividends.
- Corporations are not exempt from backup withholding for payments made in settlement of payment card or third party network transactions.
- Corporations are not exempt from backup withholding with respect to attorneys' fees or gross proceeds paid to attorneys, and corporations that provide medical or health care services are not exempt with respect to payments reportable on Form 1099-MISC.

The following codes identify payees that are exempt from backup withholding. Enter the appropriate code in the space in line 4.

- 1—An organization exempt from tax under section 501(a), any IRA, or a custodial account under section 403(b)(7) if the account satisfies the requirements of section 401(f)(2)
- 2-The United States or any of its agencies or instrumentalities
- 3—A state, the District of Columbia, a U.S. commonwealth or possession, or any of their political subdivisions or instrumentalities
- 4-A foreign government or any of its political subdivisions, agencies, or instrumentalities
- 5—A corporation
- 6—A dealer in securities or commodities required to register in the United States, the District of Columbia, or a U.S. commonwealth or possession
- $7\!-\!A$ futures commission merchant registered with the Commodity Futures Trading Commission
- 8-A real estate investment trust
- 9—An entity registered at all times during the tax year under the Investment Company Act of 1940
 - 10-A common trust fund operated by a bank under section 584(a)
- 11-A financial institution
- 12—A middleman known in the investment community as a nominee or custodian
 - 13-A trust exempt from tax under section 664 or described in section 4947

The following chart shows types of payments that may be exempt from backup withholding. The chart applies to the exempt payees listed above, 1 through 13.

IF the payment is for	THEN the payment is exempt for		
Interest and dividend payments	All exempt payees except for 7		
Broker transactions	Exempt payees 1 through 4 and 6 through 11 and all C corporations. S corporations must not enter an exempt payee code because they are exempt only for sales of noncovered securities acquired prior to 2012.		
Barter exchange transactions and patronage dividends	Exempt payees 1 through 4		
Payments over \$600 required to be reported and direct sales over \$5,000 ¹	Generally, exempt payees 1 through 5 ²		
Payments made in settlement of payment card or third party network transactions	Exempt payees 1 through 4		

¹See Form 1099-MISC, Miscellaneous Income, and its instructions.

² However, the following payments made to a corporation and reportable on Form 1099-MISC are not exempt from backup withholding: medical and health care payments, attorneys' fees, gross proceeds paid to an attorney reportable under section 6045(f), and payments for services paid by a federal executive agency.

Exemption from FATCA reporting code. The following codes identify payees that are exempt from reporting under FATCA. These codes apply to persons submitting this form for accounts maintained outside of the United States by certain foreign financial institutions. Therefore, if you are only submitting this form for an account you hold in the United States, you may leave this field blank. Consult with the person requesting this form if you are uncertain if the financial institution is subject to these requirements. A requester may indicate that a code is not required by providing you with a Form W-9 with "Not Applicable" (or any similar indication) written or printed on the line for a FATCA exemption code.

- A—An organization exempt from tax under section 501(a) or any individual retirement plan as defined in section 7701(a)(37)
 - B-The United States or any of its agencies or instrumentalities
- C—A state, the District of Columbia, a U.S. commonwealth or possession, or any of their political subdivisions or instrumentalities
- D—A corporation the stock of which is regularly traded on one or more established securities markets, as described in Regulations section 1.1472-1(c)(1)(i)
- E—A corporation that is a member of the same expanded affiliated group as a corporation described in Regulations section 1.1472-1(c)(1)(i)
- F—A dealer in securities, commodities, or derivative financial instruments (including notional principal contracts, futures, forwards, and options) that is registered as such under the laws of the United States or any state
- G-A real estate investment trust
- H—A regulated investment company as defined in section 851 or an entity registered at all times during the tax year under the Investment Company Act of 1940
- I-A common trust fund as defined in section 584(a)
- J-A bank as defined in section 581
- K-A broker
- L-A trust exempt from tax under section 664 or described in section 4947(a)(1)
- M-A tax exempt trust under a section 403(b) plan or section 457(g) plan

Note. You may wish to consult with the financial institution requesting this form to determine whether the FATCA code and/or exempt payee code should be completed.

Line 5

Enter your address (number, street, and apartment or suite number). This is where the requester of this Form W-9 will mail your information returns.

Line (

Enter your city, state, and ZIP code.

Part I. Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. If you are a resident alien and you do not have and are not eligible to get an SSN, your TIN is your IRS individual taxpayer identification number (ITIN). Enter it in the social security number box. If you do not have an ITIN, see *How to get a TIN* below.

If you are a sole proprietor and you have an EIN, you may enter either your SSN or EIN. However, the IRS prefers that you use your SSN.

If you are a single-member LLC that is disregarded as an entity separate from its owner (see Limited Liability Company (LLC) on this page), enter the owner's SSN (or EIN, if the owner has one). Do not enter the disregarded entity's EIN. If the LLC is classified as a corporation or partnership, enter the entity's EIN.

Note. See the chart on page 4 for further clarification of name and TIN combinations.

How to get a TIN. If you do not have a TIN, apply for one immediately. To apply for an SSN, get Form SS-5, Application for a Social Security Card, from your local SSA office or get this form online at www.ssa.gov. You may also get this form by calling 1-800-772-1213. Use Form W-7, Application for IRS Individual Taxpayer Identification Number, to apply for an ITIN, or Form SS-4, Application for Employer Identification Number, to apply for an EIN. You can apply for an EIN online by accessing the IRS website at www.irs.gov/businesses and clicking on Employer Identification Number (EIN) under Starting a Business. You can get Forms W-7 and SS-4 from the IRS by visiting IRS.gov or by calling 1-800-TAX-FORM (1-800-829-3676).

If you are asked to complete Form W-9 but do not have a TIN, apply for a TIN and write "Applied For" in the space for the TIN, sign and date the form, and give it to the requester. For interest and dividend payments, and certain payments made with respect to readily tradable instruments, generally you will have 60 days to get a TIN and give it to the requester before you are subject to backup withholding on payments. The 60-day rule does not apply to other types of payments. You will be subject to backup withholding on all such payments until you provide your TIN to the requester.

Note. Entering "Applied For" means that you have already applied for a TIN or that you intend to apply for one soon.

Caution: A disregarded U.S. entity that has a foreign owner must use the appropriate Form W-8.

Part II. Certification

To establish to the withholding agent that you are a U.S. person, or resident alien, sign Form W-9. You may be requested to sign by the withholding agent even if items 1, 4, or 5 below indicate otherwise.

For a joint account, only the person whose TIN is shown in Part I should sign (when required). In the case of a disregarded entity, the person identified on line 1 must sign. Exempt payees, see Exempt payee code earlier.

Signature requirements. Complete the certification as indicated in items 1

- 1. Interest, dividend, and barter exchange accounts opened before 1984 and broker accounts considered active during 1983. You must give your correct TIN, but you do not have to sign the certification.
- 2. Interest, dividend, broker, and barter exchange accounts opened after 1983 and broker accounts considered inactive during 1983. You must sign the certification or backup withholding will apply. If you are subject to backup withholding and you are merely providing your correct TIN to the requester, you must cross out item 2 in the certification before signing the form.
- 3. Real estate transactions. You must sign the certification. You may cross out item 2 of the certification.
- 4. Other payments. You must give your correct TIN, but you do not have to sign the certification unless you have been notified that you have previously given an incorrect TIN. "Other payments" include payments made in the course of the requester's trade or business for rents, royalties, goods (other than bills for merchandise), medical and health care services (including payments to corporations), payments to a nonemployee for services, payments made in settlement of payment card and third party network transactions, payments to certain fishing boat crew members and fishermen, and gross proceeds paid to attorneys (including payments to corporations).
- 5. Mortgage interest paid by you, acquisition or abandonment of secured property, cancellation of debt, qualified tuition program payments (under section 529), IRA, Coverdell ESA, Archer MSA or HSA contributions of distributions, and pension distributions. You must give your correct TIN, but you do not have to sign the certification.

What Name and Number To Give the Requester

For this type of account:	Give name and SSN of:
I. Individual Two or more individuals (joint account)	The individual The actual owner of the account or, if combined funds, the first individual on the account
Custodian account of a minor (Uniform Gift to Minors Act)	The minor [‡]
a. The usual revocable savings trust (grantor is also trustee) b. So-called trust account that is not a legal or valid trust under state law	The grantor-trustee' The actual owner'
Sole proprietorship or disregarded entity owned by an individual	The owner ³
6. Grantor trust filing under Optional Form 1099 Filing Method 1 (see Regulations section 1.671-4(b)(2)(i) (A))	The grantor*
For this type of account:	Give name and EIN of:
Disregarded entity not owned by an individual	The owner
8. A valid trust, estate, or pension trust	Legal entity⁴
Corporation or LLC electing corporate status on Form 8832 or Form 2553	The corporation
Association, club, religious, charitable, educational, or other tax- exempt organization	The organization
11. Partnership or multi-member LLC	The partnership
12. A broker or registered nominee	The broker or nominee
13. Account with the Department of Agriculture in the name of a public entity (such as a state or local government, school district, or prison) that receives agricultural program payments	The public entity
14. Grantor trust filing under the Form 1041 Filing Method or the Optional Form 1099 Filing Method 2 (see Regulations section 1.671-4(b)(2)(i) (B))	The trust

List first and circle the name of the person whose number you furnish. If only one person on a joint account has an SSN, that person's number must be furnished

- ³You must show your individual name and you may also enter your business or DBA name on the "Business name/disregarded entity" name line. You may use either your SSN or EIN (if you have one), but the IRS encourages you to use your SSN.
- List first and circle the name of the trust, estate, or pension trust, (Do not furnish the TIN of the personal representative or trustee unless the legal entity itself is not designated in the account title.) Also see Special rules for partnerships on page 2.
 *Note. Grantor also must provide a Form W-9 to trustee of trust.

Note. If no name is circled when more than one name is listed, the number will be considered to be that of the first name listed.

Secure Your Tax Records from Identity Theft

Identity theft occurs when someone uses your personal information such as your name, SSN, or other identifying information, without your permission, to commit fraud or other crimes. An identity thief may use your SSN to get a job or may file a tax return using your SSN to receive a refund.

To reduce your risk:

- Protect your SSN,
- · Ensure your employer is protecting your SSN, and
- Be careful when choosing a tax preparer

If your tax records are affected by identity theft and you receive a notice from the IRS, respond right away to the name and phone number printed on the IRS notice or letter.

If your tax records are not currently affected by identity theft but you think you are at risk due to a lost or stolen purse or wallet, questionable credit card activity or credit report, contact the IRS Identity Theft Hotline at 1-800-908-4490 or submit Form 14039.

For more information, see Publication 4535, Identity Theft Prevention and Victim Assistance

Victims of identity theft who are experiencing economic harm or a system problem, or are seeking help in resolving tax problems that have not been resolved through normal channels, may be eligible for Taxpayer Advocate Service (TAS) assistance. You can reach TAS by calling the TAS toll-free case intake line at 1-877-777-4778 or TTY/TDD 1-800-829-4059.

Protect yourself from suspicious emails or phishing schemes. Phishing is the creation and use of email and websites designed to mimic legitimate business emails and websites. The most common act is sending an email to a user falsely claiming to be an established legitimate enterprise in an attempt to scam the user into surrendering private information that will be used for identity theft.

The IRS does not initiate contacts with taxpayers via emails. Also, the IRS does not request personal detailed information through email or ask taxpayers for the PIN numbers, passwords, or similar secret access information for their credit card, bank, or other financial accounts.

If you receive an unsolicited email claiming to be from the IRS, forward this message to phishing@irs.gov. You may also report misuse of the IRS name, logo, or other IRS property to the Treasury Inspector General for Tax Administration (TIGTA) at 1-800-366-4484. You can forward suspicious emails to the Federal Trade Commission at: spam@uce.gov or contact them at www.ftc.gov/idtheft or 1-877-IDTHEFT (1-877-438-4338).

Visit IRS.gov to learn more about identity theft and how to reduce your risk.

Privacy Act Notice

Section 6109 of the Internal Revenue Code requires you to provide your correct TIN to persons (including federal agencies) who are required to file information returns with the IRS to report interest, dividends, or certain other income paid to you; mortgage interest you paid; the acquisition or abandonment of secured properly; the cancellation of debt; or contributions you made to an IRA, Archer MSA, or HSA. The person collecting this form uses the information on the form to file information returns with the IRS, reporting the above information. Routine uses of this information include giving it to the Department of Justice for civil and criminal litigation and to cities, states, the District of Columbia, and U.S. commonwealths and possessions for use in administering their laws. The information also may be disclosed to other countries under a treaty, to federal and state agencies to enforce civil and criminal laws, or to federal law enforcement and intelligence agencies to combat terrorism. You must provide your TIN whether or not you are required to file a tax return. Under section 3406, payers must generally withhold a percentage of taxable interest, dividend, and certain other payments to a payee who does not give a TIN to the payer. Certain penalties may also apply for providing false or fraudulent information.

² Circle the minor's name and furnish the minor's SSN.

RESOLUTION

	IT KNOWN, that on the date hereinafter mentioned, personally came and appeared (NAME OF
INDIVIDU	<u>UAL_</u> , Owner/Member of <u>(BUSINESS/COMPANY)</u> ("Company") a Limited
	ompany organized and existing under the laws of the State of Louisiana, and domiciled in the Parish of OF PARISH , State of Louisiana, at (COMPLETE ADDRESS).
(IVAIVIE	, State of Louisiana, at(COMI LETE ADDRESS
BE	IT RESOLVED that the Appearer is the sole voting member/authorized officer of
	ESS/COMPANY) and that they did meet and authorize, empower and
direct(NAME OF INDIVIDUAL) ., Owner/Member, to effect the following transaction:
1)	To perfect a loan on behalf of (BUSINESS/COMPANY) from one or more of South Central
	Planning and Development Commission, Inc.'s Loan Program Funds in an amount not to exceed
	\$000,000.00 (DOLLAR AMOUNT SPELLED OUT and 00/100 dollars), to bear interest in an
	amount not to exceed 4% per annum, such documents to contain such other terms, conditions and stipulations as said operating Manager might deem wise and expedient in his sole and uncontrolled
	discretion.
2)	To perfect a loan on behalf of (BUSINESS/COMPANY) from one or more of South Central
	Planning and Development Commission, Inc.'s Loan Program Funds in an amount not to exceed \$00,000.00 (DOLLAR AMOUNT SPELLED OUT), to bear interest in an amount not to exceed 4%
	per annum, such documents to contain such other terms, conditions and stipulations as said operating
	Manager might deem wise and expedient in his sole and uncontrolled discretion.
3)	To execute any and all documents he/she deems necessary whether now or in the future, for such
	consideration as may deem appropriate, to buy, acquire, sell, lease, convey, exchange, agree to sell or buy, dispose of, transfer, alienate, mortgage, manage, lease or operate real or immovable property ,
	personal or movable property, whether tangible, intangible, corporeal or incorporeal, including
	all property now owned or hereinafter acquired by the Company, whether now or in the future, for
	such consideration as may deem appropriate, including for cash, credit and combination of both or
	exchange of property rights, with such acts to contain such terms and conditions as he may deem necessary, proper and/or advisable in his sole discretion; (Specifically, but not limited to
	(COMPLETE ADDRESS) .
	IT FURTHER RESOLVED that said member(s) in completing any of the activities in the preceding
paragraph	in no way violates the Articles of Organization or Operating Agreement of S/COMPANY); and third parties are authorized to rely on this expression of authority by Appearers
	ifficate until said certificate is rescinded in writing and recorded into the Conveyance Records of
	F PARISH) Parish, Louisiana.
	PRESIDENT/MANAGING MEMBER
	PRESIDEN I/MANAGING MEMBER
I, <u>(</u>	NAME OF INDIVIDUAL) SECRETARY/MEMBER of (BUSINESS/COMPANY), a Limited
Liability C	ompany, organized and chartered under and by virtue of the laws of the State of Louisiana, do hereby
certify that	the foregoing is a true and correct copy of the Resolution adopted by the BOARD OF DIRECTORS of
said compa	ny at a meeting held on (DATE), at which meeting a quorum was present and voting.
1	
	Member-Owner