

VALUE ADDED LOAN APPLICATION

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| *(Electronic Copy)* | *(Shaded Area For Board Use Only)* |
| **Send Application and Exhibits To:** | Board Loan # |
| Loan Application, Value-Added Loan Program | Date Received: |
| Montana Board of Investments | By: |
| P.O. Box 200126  | Helena, Mt. 59620-0126 |  |
| Phone (406) 444-0001  | Fax (406) 449-6579 |  |
| **Applications To Be Submitted By Approved Lenders Only** |  |
|   |
| **All Sections of the Application must be completed** |
|  |
| **PART I - LENDER SECTION** |
| Approved Lender |  | Legal Business Name |  |
| Lender Representative |  | Borrower Name |  |
| Lender Phone |  | Business City/County |  |
|  |
| **SECTION A: LENDER PROPOSAL** |
| **Lender and Board Share**  |  **Interest Rates to Borrower** |  **Lender Interest Rate (Range 6%-12%)** |
| Lender | $ | 25% |  Lender's Share | % | Prime As of Last January 1 | % |  |
| Board | $ | 75% |  Board Rate | % |  | Other Negotiated Rate | % |  |
| Total | $ | 100% |  Service Fee | % |  | Lender Share Gross Rate | % |  |
| Loan to Collateral Value | % | Board Rate With Fee | % | Adjustment Frequency |  |
| Lender's Risk Rating |  | Net Blended Rate | % | Base Rate Source | National Prime |
| **Borrower Fees** |  **Loan Maturity/Payments** |
| Lender Origination Fee | $ | Years/Months | 15/180 |  |
| Other Fees | $ | Payment Frequency |  |  |
| Total Fees | $ | Payment Amount | $ |  |
| Explain Other Fees |  | Payment to Board | $ |  |
| **SECTION B: LENDER LOAN ANALYSIS** |
| Use **Exhibit A** to provide the Lender Credit Presentation. The Presentation must address the following items: |
| 1. Financial Statements with balance sheet and ratio analysis - comment on trends and relevant ratios |
| 2. Lender's analysis of Borrower repayment ability (i.e. profitability) |
| 3. Management skills of the Borrower |
| 4. Collateral offered and lien position and analysis of collateral adequacy |
| 5. Lender's credit experience with the Borrower |
| 6. Terms, conditions, collateral, financial spreads |
| 7. Current report on the Borrower's credit history or Dun & Bradstreet's report on Borrower and guarantor, if any |
| **SECTION C: LENDER'S PROPOSED CONDITIONS** |
|  | **Check On Line For Items Required** |
|  | 1) First Mortgage or First Deed of Trust on |  |
|  | 2) First lien of machinery, equipment, furniture/fixtures, inventory, accounts receivable, contractual rights now owned or hereafter acquired. To be taken by Financing Statement and Security Agreement. Lien search required.  |
|  | 3) For Partnership Note must be executed by |  | as individual(s) and as partner(s) |
|  | 4) Hazard insurance satisfactory to bank. |
|  | 5) Life insurance assignment in the amount of | $ | on life of |  |
|  |  Life insurance assignment in the amount of | $ | on life of |  |
|  | 6) Prior to disbursement, Borrower will furnish a certificate from the County Treasurer showing that all real and personal  property taxes are paid to date (if applicable). |
|  | 7) Standby/Subordination agreement executed by |  | in the amount of |  |
|  Standby/Subordination agreement executed by |  | in the amount of |  |
|  | 8) Assignment of lease with right of reassignment and lessor's consent thereof, which lease shall be for a term of not  |
|  | less than |  | years and shall cover the property at |  |
|  | 9) Assignment of lessor's interest in lease(s) and rents |
|  | 10) Personal guarantees of |  | and |  |
|  Partnership guarantees of |  | and |  |
|  Corporate guarantees of |  | and |  |
|  | 11) Borrower shall furnish, annual, semi-annual, quarterly, or monthly financial statements satisfactory to Lender and  |
|  |  Board within |  | days after the end of the period covered. |
|  | 12) Escrows to be established and maintained by Lender for payment of taxes and insurance. |
|  | 13) Reserve account to be established and maintained by Lender in the amount of | % |  of |
|  |  Sales/rents/depreciation to be used for repairs/replacements |
|  | 14) Other (Please specify)  |  |
| As a condition of Board participation in the proposed loan, the Board reserves the right to request changes, amendments, or additions to the Lender's terms and conditions described herein.  |
| **SECTION D: LENDER SIGNATURE AND CERTIFICATION** |
| The Lender is an approved Board lender, has reviewed the entire application, including portions completed by Borrower, and has determined that the application is complete and accurate. Subject to the terms and conditions specified in Part I of this application, the Lender will originate the loan if the Board approves the loan.  **Further, the Lender certifies that this loan has not been classified by the most recent examination report of this financial institution, that no other loans outstanding for this borrower, signatories, or guarantor have been classified and that this loan has been approved at the highest management level required by the Lender’s loan policy.** |
| Lender |  | Lender Rep |  |
| Address |  | Title |  |
| City/ST/ZIP |  | Phone |  |
| Signature |  | Date | E-Mail |  |
| **SECTION E: BORROWER INFORMATION** |
| Legal Business Name |  | Business Rep |  |
| Borrower Name |  | Title |  |
| Business NAICS Number |  | Phone |  |
| Employer I. D. # |  | Address |  |
| RMA Code |  | City/State/ZIP |  |
| Date Established |  |  |
|  | **Borrower is** |  | **Loan is for** |  | **Value-Added Loan Provisions** |
|  |  Individual |  |  Existing Business |  |  10–14 Jobs Created/Retained |
|  |  Partnership |  |  New Business |  |  15 Jobs Created/Retained |
|  |  Limited Liability Company (LLC) |  |  Existing Business Purchase |  |  Construction Financing Requested |
|  |  Non-Profit Corporation |  |  Landlord Properties | Gross Annual Salaries of Created/Retained  |
|  |  Individual dba sole proprietorship |  |  Refinancing | Jobs Excluding Benefits | $ |
|  |  Limited Partnership/LLP |  |  Other (Explain)  |  |
|  |  Corporation | State of Incorporation |  | Date of Incorporation |  |
| List the names and residences of those persons with ownership interest in the business.  |
| Name |  | Title |  | City/State |  | % Ownership | % |
| Name |  | Title |  | City/State |  | % Ownership | % |
| Name |  | Title |  | City/State |  | % Ownership | % |
| Name |  | Title |  | City/State |  | % Ownership | % |
| Generally describe business history, products, services, and current business plans. Use **Exhibit B** to describe in detail how the business will add value to a product, material or intellectual product**. ↓** |
|  |
| **SECTION F: ECONOMIC IMPACTS** |
| Provide brief description of estimated overall potential economic impacts of the project. **↓** |
|  |
| Business Type |  | Annual Payroll with Benefits | $ |
| Project Location, City/County |  | Average Salary with Benefit | $ |
| Annual Gross Revenues | $ | Annual State Fuel Tax | $ |
| # New Jobs Created |  | Annual Property Tax | $ |
| # New Jobs Filled by Montanans |  | Annual State Income Tax | $ |
| # Existing Jobs Retained |  | Annual Purchase of Montana Services/Goods | $ |
| % Of Business Products/Services Estimated To Be Sold Out-Of-State or to Out-Of-State Residents | % |
| **SECTION G: ENVIRONMENTAL IMPACTS** |
| If existing business, is business in compliance with all Federal/State environmental and health standards |  |
| If governmental environmental permits are required, have the permits been obtained |  |
| Describe below the potential environmental impacts caused by the proposed project. **↓** If none, check here: |[ ]
|  |
| **SECTION H: PURPOSE OF LOAN AND USE OF LOAN PROCEEDS** |
| Describe project and uses of loan proceeds. Examples of use would be for personnel, manufacturing equipment, facility, warehouse, or welding shop. If facility is to be leased, list the name of the lessee(s) and a description of the uses of the project by all the principal lessees **↓** |
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| If real property, provide appropriate addresses complete legal description; if non-mobile personal property, give legal description and location where personal property will be installed and used. |
| Street/City/County/State |  |
| Legal Description |  |
|  |
| **Use of Loan Proceeds** | **Collateral Summary** |
| Land Acquisition | $ | If loan collateral consists of Land/Buildings, Accounts Receivables, or Inventory, fill in the appropriate blanks. If collateral is Machinery, Equipment, Furniture, Fixtures, or Other, fill in the appropriate blanks and provide an itemized list containing serial and identification numbers for all articles with an original value greater than $1,000 labeled as **Exhibit P.** |
| New Plant or Building | $ |  |
| Building Expansion/Repair | $ |  |
| Machinery and Equipment | $ |  |
| Inventory Purchase | $ |  |  | **Unpaid** | **Depreciated** |
| Working Capital | $ | **Collateral Type** | **Market Value** | **Balance** | **Cost** |
| Acquire Existing Business | $ | Land and Buildings | $ | $ | $ |
| Existing Debt | $ | Machinery/Equipment | $ | $ | $ |
| Other | $ | Furniture/Fixtures | $ | $ | $ |
| **Total Proceeds** | $ | Accounts' Receivables | $ | $ | $ |
| **Total Other Financing** | $ | Inventory | $ | $ | $ |
| **Total Project Costs** | $ | Other | $ | $ | $ |
|  | **Total Collateral** | $ | $ | $ |
| List other sources of equity and debt financing accounting for the difference between loan request and total project cost. |
| Source |  | Collateral/Security Position |  | Amount | $ |
| Source |  | Collateral/Security Position |  | Amount | $ |
| Source |  | Collateral/Security Position |  | Amount | $ |
| Source |  | Collateral/Security Position |  | Amount | $ |
|  | **Total Other Financing**  | $ |

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| **SECTION I: CURRENT BORROWER DEBT** |
| List below all Borrower installment debts, contracts, notes, and mortgages payable. **Asterisk (\*) debt to be paid by loan** **proceeds and reason for paying same**. (If present balance does not agree with latest balance sheet, please explain.) |
| To Whom Payable | Original Amount | Original Date | Present Balance | Interest Rate | Maturity Date | Monthly Payment | Collateral/Security | CurrentY N |
|  | $ |  | $ | % |  | $ |  |  |  |
|  | $ |  | $ | % |  | $ |  |  |  |
|  | $ |  | $ | % |  | $ |  |  |  |
|  | $ |  | $ | % |  | $ |  |  |  |
|  | $ |  | $ | % |  | $ |  |  |  |
| **SECTION J: BORROWER CHECKLIST** |
| Please submit the following information and exhibits on separate sheets. **All exhibits must be signed and dated by the appropriate Borrower representative.** |
| **Exhibit A.**  Lender Credit Presentation information. Please refer to Page H1 Section B Lender, Loan Analysis for a list of specific items that must be addressed in this exhibit. |
| **Exhibit B.** Describe in detail how the business will add value to a product, material or intellectual construct. Please refer to the Board Of Investment Value-Added Policy statement attached to this application. |
| **Exhibit C.** Describe in detail the number of jobs created or retained, salaries paid, and the estimated time period for job creation. |
| **Exhibit D**. Furnish current (within 90 days) dated and signed personal balance sheet for each general partner and guarantor. Tax Returns may also be required to supplement this information. |
| **Exhibit E.** Does Borrower, principal owners, key employees, or directors operate any closely related affiliates, subsidiaries or branches? If yes, please provide their names and relationship to the business along with the most recent balance sheet and  |
| operating statement for each. If not, check here:[ ]  |
| **Exhibit F**. Has Borrower or Borrower's officers/owners ever been involved in bankruptcy or insolvency proceedings? |
| If so, please provide details. If not, please check here: [ ]  |  |  |
| **Exhibit G.** Is there pending or threatened litigation/administrative proceeding/investigations involving the Borrower, its officers, directors, management, or guarantors, that if adversely decided would affect the Borrower's/guarantors' ability to perform obligations required by this loan or to operate the business? Has Borrower, officers, directors, management, or  |
| Guarantors ever been convicted of a felony? If yes, provide details. If not, check here: [ ]  |  |  |
| **Exhibit H**. Include Balance Sheet, Profit and Loss Statement for last 3 years and the same statements dated within 90 days of submitting application. If statements are not independent accountant-prepared review or audit statements, please include complete business tax returns for the past three years. Also include a 1-year earnings projections for existing business and a 2-year earnings projection for new businesses. |
| **Exhibit I**. Provide brief business history, resumes of all officers and management personnel, and a paragraph describing the expected benefits the business will receive from the loan. If the business is a partnership, also enclose a copy of the partnership agreement. |
| **Exhibit J**. Provide copies of real estate, major equipment leases, and franchise agreements in effect. If a franchise, |
| include a copy of the FTC disclosure statement supplied by franchiser. If none, check here: [ ]  |  |  |
| **Exhibit K**. Include a business plan. |
| **Exhibit L**. List approvals of public agencies, or other conditions, which have been obtained or satisfied or which are required prior to the financing, acquisition, construction or use of the project (i.e. licenses, regulatory agency approvals,  |
| etc.) If none required, check here: [ ]  |  |  |
| **Exhibit M.** If the project involves construction, provide: |
| A. | Detailed construction cost estimates and specifications to include architects plans and specifications, contractor's bids or estimates, invoices, etc.; |
| B. | Names and addresses of architects and contractors selected; |
| C. | Date and manner in which any contracts will be awarded; |
| D. | Proposed schedule for construction, completion, and occupancy; |
| E. | Manner in which the construction will be managed; |
| F. | If construction has been completed, check here [ ]  |  |  |
| **Exhibit N**. If loan is for the purchase of real or personal property, provide: |
| A. | USPAP appraisal report as per the Board's In-State Investment Policy or other valuation required by Lender; |
| B. | Copy of the purchase agreement(s) including name(s) of seller(s); |
| C. | Copies of earnest money receipt and agreement, option to purchase, contract to purchase, and invoice(s) or estimate(s) of cost for purchase of land, improvements, or tangible personal property related to the project; |
| D. | Does the owner of the subject property during the previous five years have a relationship with the borrower? (Spouse,  |
| Blood relative, tenant, or other business relationship). If yes, explain. If not, check here: [ ]  |  |  |
| **Exhibit O.** An Environmental Assessment (EA), Phase I E.A. or Environmental Questionnaire |
| **Exhibit P.** Itemized list containing serial and identification numbers for all articles of Machinery, Equipment, Furniture, Fixtures used for collateral with an original value greater than $1,000. |
|  **The Board may request additional information to assist in the evaluation of the loan application.** |
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| **SECTION M: BORROWER CERTIFICATIONS** |
| 1. Borrower agrees to comply with Section 4, Article II of the Montana Constitution that prohibits discrimination based on race, color, sex, culture, social origin or condition or political or religious ideas. |
| 2. If loan is approved, the Board may use project photographs in its Annual Report or other publications. |
| 3. If loan is approved, Borrower grants the Board the right to inspect the project funded by the loan. |
| 4. All information in this application and exhibits is true and complete to the best of Borrower's knowledge and is submitted to obtain the Board's participation in a loan from an approved lender to Borrower. Borrower certifies that the loan proceeds shall be used solely for the purposes stated herein. |
| 5. Borrower agrees to pay for or reimburse Board for the cost of any surveys, title or mortgage examinations, appraisals etc., performed by non-Board personnel whether or not this loan is actually disbursed provided borrower has given consent. |
| 6. The Borrower agrees that any contracts to construct the project will require all contractors to give preference to the employment of bona fide Montana residents as defined in 18-2-401, MCA, in the performance of the work on the project if their qualifications are substantially equal to those of non-residents. Substantially equal qualifications means the qualifications of two or more persons among whom the employer cannot make a reasonable determination that the qualifications held by one person are significantly better suited for the position than the qualifications held by the other person(s).**7. The** **Borrower of a value-added loan acknowledges that if he/she receives a reduced interest rate resulting from the creation or retention of jobs, he/she will annually provide the Board with the required payroll documents to certify that the required jobs are maintained. The Borrower further acknowledges that the Board may, during the 5-year period of the original reduced interest rate, increase the interest rate in accordance with Board Policy if the number of jobs are reduced. If all required jobs are eliminated, the interest rate may be increased to the commercial loan posted rate**. **If at any time during the term of the loan the business and all the required jobs are moved out of state, the Board may request the lender to call the loan.****8. Except as provided in 1(m) of the loan policy, the business enterprise receiving a value-added loan may not pay general bonuses or dividends to investors until the loan has been repaid, except that incentives may be paid to employees for achieving performance standard or goals.** |
| **If Borrower is a sole-proprietor or general partner, sign below:** |
|  |
| Party One | Date | Party Two | Date |
| **If Borrower is a corporation, sign below:** |
|  |
| Corporate Name | By | Title | Attested By | Date |
|  |
| Signature of Preparer if Other Than Borrower | Print Preparer Name | Preparer Address |