Board of Chosen Freeholders County of Burlington

Freeholders
Felicia Hopson, Director
Tom Pullion, Deputy Director
Linda Hynes
Daniel O'Connell
Balvir Singh

P.O. Box 6000 Mt. Holly, NJ 08060-6000 (609) 265-5020 • Fax (609) 702-7000 www.co.burlington.nj.us





#### Burlington County Bridge Commission

Commissioners Chairman Troy E. Singleton Vice-Chairman Matthew J. Riggins John B. Comegno II

1300 Route 73 North • P.O. Box 6 Palmyra, NJ 08065-1090 (856) 829-1900 • Fax (856) 829-5205 www.bcbridges.org

Thank you for requesting an application for a Burlington County Small Business loan.

The Burlington County Small Business Loan Program is for businesses located in or relocating to Burlington County.

# This loan application is for loans up to \$50,000 where no bank participation is required and loans greater than \$50,000 where bank participation is required.

Please review the documentation required and complete the loan application in its entirety.

Once completed, return the loan application along with the required documentation to the following:

Mark Remsa, Director
Economic Development & Regional Planning
Burlington County Bridge Commission
1900 Briggs Road
Mount Laurel, New Jersey 08054

Please enclose a non-refundable application fee of \$200.00 (check payable to "County of Burlington, Treasurer")

Should you have any questions, please contact the Department of Economic Development and Regional Planning office at 609-265-5055.

You may also visit our web site at www.bcbridges.org.

## **LOAN PACKAGE REQUIREMENTS**

#### Submit the following items for loan consideration:

- 1. Completed, signed and dated *loan application*. Attached Exhibit A

  (All business principals and guarantors are required to sign and date the application and complete all sections as applicable)
- 2. Loan application fee in the amount of \$200.00.

  Please make check payable to the "County of Burlington, Treasurer".
- 3. Copy of a *resume* for all business owners/principals.
- 4. Three years of signed *personal* federal and state *income tax returns* for all business principals.
- 5. Three years of business *financial statements* prepared by accountant, including a balance sheet and statement of income.
- 6. Three years of signed business federal and state income tax returns.
- 7. Schedule of debt for the business and business principals to include to whom payable, amount of debt, monthly payment, maturity date, and loan status (current or delinquent).
- 8. Pro Forma cash-flow projections for three years.
- 9. Copy of business *project related cost*, if applicable. Example: vendor estimates, vendor quotes, and/or billing invoices for equipment or other items to be purchased with loan funds, etc.
- 10. Copy of business franchise, if applicable.
- 11. Copy of corporation, partnership, or LLC papers filed with the State of New Jersey.
- A) If corporation, provide the following:
  - a.1) Corporate resolution authorizing submission of the application and its execution by a corporate officer or the corporation's attorney.
  - a.2) Copy of corporate charter and a copy of the corporate bylaws
  - a.3) Provide the name of the President, Chief Executive Officer and Secretary.
- B) If Partnership, provide a copy of the partnership agreement.
- C) If Limited Liability Company, provide a copy of the management agreement.

- 12. State of New Jersey *Business Registration Certificate* obtained from the State of New Jersey Division of Revenue at <a href="https://www.nj.gov/njbgs">www.nj.gov/njbgs</a> or phone 609-292-1730.
- 13. Copy of any/all personal loan agreements, as unrecorded debt, that are not reflected in a recorded document for all business owners.
- 14. Collateral If residential or commercial real estate will be utilized to collateralize the loan, provide the following:
  - a) Copy of title insurance policy
  - b) Copy of a survey, if available
  - c) Current appraisal or current market analysis establishing the current market value of the real estate
  - d) For each tax map parcel that applicant proposes to serve as collateral for repayment of the loan, provide the following:
    - d.1) Name and address of ALL persons who have an ownership interest in all or any part of the property.
    - d.2) Name and address of ALL persons who reside on the property and their interests, if any, to the applicant(s).
    - d.3) Is the property under agreement of sale or does any person have an option to purchase?

Note: A signed statement by the Applicant(s) is acceptable.

#### - If Commercial property:

- a) Has a phase 1 environmental assessment been done for any portion or all of the property? Note: A signed statement by the Applicant(s) is acceptable. Copy of report is needed.
- 15. Completed, signed, and dated copy of Conflict of Interest Policy. Attached Exhibit B
- 16. Completed, signed, and dated copy of Credit Check Release form. Attached Exhibit C
- 17. Completed, signed and dated personal financial statement for all business principals.

  Attached Exhibit D

Notes: A) Applicant's equity into the project must be at least 10%

- B) Eligibility Criteria: Must meet the jobs-to-be created and/or retained
- C) Additional information may be required upon request

#### Loans Requiring Bank/Lending Institution Participation **Program Guidelines**

Loan Amount:

20% to 50% of the total project cost not to exceed \$200,000.00

Length of Term:

Maximum term is 10 years

Collateral:

Burlington County will subordinate to participating bank/lending

Institution.

Interest Rate:

Fixed-interest rate equal to 75 percent of the prime interest rate listed in the Wall Street Journal. The interest rate shall not be less than the lower of four (4) percent or 75 percent of the prime interest rate listed in the Wall Street Journal. The interest rate will be determined at the time a Commitment Letter for Permanent Financing is issued by Burlington

County.

Participation:

Bank/Lending Institution will review the loan application and determine the project cost to be financed and the terms.

Burlington County will participate for a percentage (20% to 50%)

of the total project cost not to exceed \$200,000.00. Burlington County will

consider the bank/lending institution as the preferred lender. Loan approval is subject to review by the Burlington County Loan Review

Committee and the Burlington County Board of Chosen

Freeholders.

**Eligibility Criteria:** Businesses located in or relocating to Burlington County.

Within eighteen (18) months of loan funding, all borrowers must create or

retain jobs.

As a guide, the loan requires one full-time permanent job or two part-time permanent jobs of at least twenty-five (25) hours per week created for every \$35,000.00 funded and/or one full-time permanent position or two part-time permanent positions retained

for every \$10,000.00 funded.

**Application Fee:** 

\$200.00 non-refundable fee

#### Loans Not Requiring Bank/Lending Institution Participation **Program Guidelines**

Loan Amount:

Maximum amount is \$50,000.00

Length of Term:

Not to exceed 10 years

Collateral:

Required

**Interest Rate:** 

Fixed-interest rate equal to 75 percent of the prime interest rate listed in the Wall Street Journal. The interest rate shall not be less than the lower of four (4) percent or 75 percent of the prime interest rate listed in the Wall Street Journal. The interest rate will be determined at the time a Commitment Letter for Permanent Financing is issued by Burlington

County.

Eligibility Criteria: Businesses located in or relocating to Burlington County.

Within eighteen (18) months of loan funding, all borrowers must create or retain jobs.

As a guide, the loan requires one full-time permanent job or two part-time permanent jobs of at least twenty-five (25) hours per week created for every \$35,000.00 funded and/or one full-time permanent position or two part-time permanent positions retained for every \$10,000.00 funded.

**Application Fee:** 

\$200.00 non-refundable fee

## **PROGRAM GOALS/OBJECTIVES**

The main goal of the Department of Economic Development and Regional Planning is to stimulate countywide employment growth by providing financial assistance to small businesses located in Burlington County. The Small Business Loan Program funds direct loans.

All Small Business Loans are required to promote at least one (1) of the following economic development goals:

- 1. Create and retain permanent private-sector jobs within eighteen (18) months of loan funding. As a guide, the loan requires one full-time permanent job or two part-time permanent jobs of at least twenty-five (25) hours per week created for every \$35,000.00 funded and/or one full-time permanent position or two part-time permanent positions retained for every \$10,000.00 funded.
- 2. Provide entrepreneurial opportunities for qualified individuals.
- 3. Stimulate neighborhood commercial revitalization and balanced development.
- 4. Stimulate private sector investments in physical plant and equipment for local small businesses.
- 5. Encourage the increase of available funds for local small businesses by leveraging state and private sector funds to maximum levels.
- 6. Stimulate balanced development.

## PROGRAM CRITERIA

The Small Business Loan Program criteria are a decision-making guide for the Loan Review Committee and the Burlington County Board of Chosen Freeholders. The criteria illustrate factors to be considered by the Loan Review Committee and the Board of Chosen Freeholders for granting loan approval. The relative weight given to these criteria is in the sole discretion of the Loan Review Committee and the Burlington County Board of Chosen Freeholders. All loans will be reviewed for compliance with Program Goals/ Objectives and all funding source criteria.

- 1. Create and retain permanent private-sector jobs.
- 2. Promote at least one (1) of the County's Program Goals/Objectives.
- 3. 'Gap Financing' must target one of the following:
  - 1) To close gap in private financing
  - 2) To reduce debt services to a feasible level
  - 3) To create an incentive for the project to move forward
  - 4) To create an incentive to encourage the business to locate in a targeted area.

Note: Targeted area to be identified and prioritized by Burlington County Department of Economic Development and Regional Planning.

4. Project to include business expansion of sales or employment or significant property rehabilitation.

#### **ELIGIBILITY REQUIREMENTS**

Financial assistance through the Small Business Loan Program will be considered for all business owners that:

- 1. Comply with Program Goals/Objectives and Criteria
- 2. Provide proof of satisfactory payment of Federal Income Tax for three (3) years for both business and personal
- 3. Provide proof of current and up-to-date payment status of Federal, State, County and Local taxes for both business and personal
- 4. Agree to create or retain full-time permanent jobs
  - A. create one full-time permanent job or two part-time permanent jobs of at least twenty-five (25) hours per week for each \$35,000.00 funded
  - B. retain one full-time permanent position or two part-time permanent positions for each \$10,000.00 funded

## **EQUITY REQUIREMENTS**

Borrower must contribute equity in the amount established by the Burlington County Board of Chosen Freeholders.

#### **SMALL BUSINESS PROGRAM LOAN APPLICATION**

(Return to address indicated on page 1)

The following information is required to process your loan request. Please complete the form in its entirety and write 'NONE' or 'NOT APPLICABLE' where appropriate. If you need additional space to respond to any question, please use a separate sheet of paper and attach to form. Return completed, signed, and dated application along with all required documentation.

Brief history and description	n of business:				
Brief narrative detailing the reason for the loan, use of funds and expected benefits from the loan:    Requested Loan Amount:					
Requested Loan Amount:	Len	of Term:			
	Vorking Capital	Fixed Assets	-		
A. Applicant Information:					
Name of Principal:	Social Security #:	Phone #:			
City, State, and Zip Code:					
Education Level: % of own	ership: Office held:	email:	s		
Name of Spouse:	Social Security #	<b>!</b> :			
Name of Principal:	Social Security #:	Phone #:			
Home Street Address:					
City, State, and Zip Code:					
Education Level: % of own	ership: Office held:	email:			
Name of Spouse:	Social Security #	<u> </u>			
B. General Information:					
Business Street Address:					
City, State, Zip Code:		Website:			
Business is: Corporation Part	tnership Sole Proprietorship	p LLC Other			
Number of Years in Business:	Number of Years of Experie	ence in Business			
Current # of Jobs: Jobs to be cre	eated: Jobs to be retained:	Federal Tax ID #:			

C. Financial Information:		Pag	e 2 Application
Name of bank/financial institution:			
Bank Street Address:			
City, State, Zip Code:			
Type of Account: PersonalChe	cking	Savings	_Other
Business Che	ecking	Savings	Other
Name of bank/financial institution:			
Bank Street Address:			
City, State, Zip Code:			
Type of Account: PersonalChe	cking	Savings	_Other
BusinessChe	ecking	Savings	Other
D.List of capital projects and/or items		entire project):	
Project/Items:	Cost:		
<del></del>			
<del></del>			
T . 1 C			
Total Cost of Project:			
E S	B 4*		
E. Summary of 100% of financing for t			
Source of Financing: Name, address,			of
telephone number, contact person	_	•	
Ex: financial institution, loan	\$	%	
officer, etc.			
A marks are add at TD marks.		0.7	
Applicant's Equity	\$	0/0	
(must be at least 10% of project)			
Burlington County Small Business			
•	₽.	07	
Loan Program	\$	%	
Other:		%	
V MAX 6	Ψ	/8	
Totals	<b>\$</b>	1000/	
1 Utalo	D .	100%	

E. Miscellaneous/Other Inf	formation:	Page 3 Application
Do you owe any outstanding Mus If yes, please identify by checkin	nicipal Taxes? YES	NO
Real Estate Taxes: YES NO _	Water: YES NO _	Sewer: YES NO
Within the past five (5) years, any	y ownership interest in a b	ousiness entity? YESNO
Are you currently a party in any l If yes, describe the litigation and	itigation? YES NO _	_
	your interest in it.	
Does any person hold a judgment ag		
YES NO If yes, provide	the following information	:
Name and address of person hold	ing the judgment	<del></del>
Date the judgment was entered:	Amount of	judgment:
Provide a copy of any written ord concluded court or arbitration pro Have you ever been involved in the If so, please provide details and conclude the sould be a sou	oceeding in which the appl pankruptcy or insolvency p	icant was a defendant or respondent.
promise and agree that if any fact the answers to the questions or in made after this date, I (we) am/ar- writing. I (we) understand that if application or if I (we) fail to corn is pending and the County determ responsible to pay the County for including, but not limited to, the	s, circumstances or condit formation provided in or very e obligated to immediately any false information has rect any information or fac- tines to reject this applicate the costs incurred by the costs of title and credit sea	ets that change while this application ion as a result thereof, I (we) shall be County in processing this application
If the applicant is a partnership, a	ll partners must sign belov	v.
Print Name	Signature of Applica	Date Date
Print Name	Signature of Applica	nt Date

## **CONFLICT OF INTEREST POLICY**

The Department of Economic Development and Regional Planning is required to comply with Federal Regulations prohibiting conflicts of interest. Please answer the following questions. Return completed, signed, and dated form with your loan application and documentation for loan consideration.

_	Signature of Applicant	Date	
	Signature of Applicant	Date	
	te: If you answered YES to any of the aboveerse side of the form.	e questions, please provide the details on the	
3.	<ul><li>A. an employee, consultant, officer or</li><li>B. an employee, consultant, or officer</li></ul>	iness relationship, now or within the past year: elected or appointed official of Burlington CounYESNO of any firm or agency receiving Community participating in the Community DevelopmentYESNO	nty?
	B. an employee, consultant, or officer	YESNO of any firm or agency receiving Community participating in the Community DevelopmentYESNO	ity i
2.		ouse's family, now or within the past year: elected or appointed official of Burlington Coun	utsi?
		of any firm or agency receiving Community participating in the Community DevelopmentYESNO	
1	Are you now, or have you been within the A. an employee, consultant, officer or	elected or appointed official of Burlington Cour YESNO	ity?

## **CREDIT CHECK RELEASE**

Please review, complete, sign, and date this for	n.
If more than one Business Principal, all parties Please copy the Credit Check Release form as r	
Return the completed form with your application	n and all documentation for loan consideration.
I hereby authorize the Department of Econ access my credit history and any other infor business loan.	nomic Development and Regional Planning to rmation relevant to my application for a smal
Signature of Applicant	Date
Print Name and Title	
Social Security Number	
Signature of Applicant	Date
Print Name and Title	
Social Security Number	

#### INDIVIDUAL FINANCIAL STATEMENT

Lender:					
	e:			SSN/TIN:	
				3314/114.	
	at don't for all do to the control of the				
• • • • • • • • • • • • • • • • • • • •		•	•		
Address:  Applicant is applying for this ioan:  If you are applying for individual credit in your own name and are relying on your own income of another person as the basis for repayment of the credit requested, complete all applicant and coapexplanation relating to any assets owned jointly or by a trust or liabilities owed with others. (Increase any assets owned jointly or by a trust or liabilities owed with others.)  If you are applying for individual credit, but are relying on income from allmony, child support, or assets of another person as the basis for repayment of the credit requested, complete all information in the applicant section about the person on whose allmony, support, or assets of another person as the basis for repayment of the credit requested, complete all information in the applicant section about the person on whose allmony, support, or mainte are relying. (Altach schedules and explanatory notes if necessary.)  STATEMENT OF FINANCIAL CONDITION OF  ASSETS  AMOUNT  LIABILITIES  SCHEDULE A  In This Institution Other Banks or Savings & Loans  SCHEDULE B  Marketable Securities Others  Tax Refund Due  SCHEDULE B  Marketable Securities Others  Tax Refund Due  SCHEDULE C  Cash Value  Accounts & Bills Payable Other  Real Estate Notes & CHEDULE E  Residence(s) Unimproved Land  Notes & Chebule E  Residence(s) Unimproved Land  Notes & Chebule E  Residence(s) Unimproved Land  Notes & Chebule C  Residence(s) Unimproved Land	complete all applicable sections	3.			
Applicant Name:  Address: Applicant is applying for this toan:  If you are applying for individual credit in your own name and are relying on your own income or assets and not the income or asset applying for this is an application for joint credit with another person, complete all applicable sections.  If this is an application for joint credit with another person, complete applicant and co-applicant sections and indicate or provide explanation relating to any assets owned jointly or by a trust or liabilities owned with others. (Attach schedules and explanatory notes necessary.)  We intend to apply for joint credit.  Applicant  If you are applying for individual credit, but are relying on income from allimony, child support, or separate maintenance or on the income or assets of another person as the basis for repayment of the credit requested, complete all sections to the extent possible, providin information in the applicant section about the person on whose allimony, support, or maintenance payments or income or assets yo are relying. (Attach schedules and explanation notes if necessary.)  STATEMENT OF FINANCIAL CONDITION OF  ASSETS  AMOUNT  ASSETS  AMOUNT  Notes & Loans  SCHEDULE B  Marketable Securities Other Banks or Savings & Loans  SCHEDULE B  Marketable Securities Others  Tax  Tax Refund Due  SCHEDULE C  Lash Value  Accounts & Bills  Payable Other  Real  Estate  Notes & Conspany Accounts Other  Cash Value  SCHEDULE C  Lingurace  Cash Value  Bank Cards Open & Revolving Accounts Other  Other					
	We intend to apply for j			Co-Applicant	
· ·	or assets of another per information in the applic	son as the basis for reparant section about the per	yment of the credit re son on whose alimor	quested, complete all sections	to the extent possible, providin
STATEME	ENT OF FINANCIAL	CONDITION OF		AS	OF
	ASSETS	AMOUNT		LIABILITIES	AMOUNT
	SCHEDULE A		Notes & Loans	SCHEDULE G	
Cash	In This Institution			Notes Payable to Banks	
	Other Banks or Savings & L	.oans			her )
					,
	Marketable Securities		Insurance		
& Bonds	Others		Loans		
Tay	Tax Refund Due		Tayes Owed		
, cox			Taxes Offed	SCHEDIII E H	
Insurance			Accounts	OUNEDOLL II	
Annauman				Bank Cards	
	JOHNAN D		Payable	Open & Revolving Accounts	
				Other	
· icocirabio				SCHEDULE E	
Real				1	
Estate				, , , , , , , , , , , , , , , , , , , ,	tions and indicate or provided dules and explanatory notes  maintenance or on the income of the extent possible, providing nents or income or assets your series.  AMOUNT  AMOUNT  Ser/Contracts
	Income Property(ies)			Income Property(ies)	
	Other		rayable	Other	
	SCHEDULE F			SCHEDULE I	
Other Assets	Other Assets & Personal Property		Other Liabilities		
	TOTAL ASSETS	\$		TOTAL LIABILITIES	s
RECAP O	F INCOME AND E	YPENSES	NET (DI	FFERENCE BETWEEN TO	TAI
	low before completing Other			SETS & TOTAL LIABILITIE	
ANNUAL INCO	ME FOR YEAR:	ANNUAL EXPENS	ES FOR YEAR:	CONTIN	GENT LIABILITIES
Salary or Wag		Property Tax & As		As Endorser on No	rtes/Contracts
Dividends or I		Fed. & State Incom		As Guarantor on No	otes/Contracts
Rentals (Gros		Real Estate Loan F		For Taxes	
Business (Net		Payments on Cont		Other (Describe)	
Other Income	(Describe) *	Estimated Living E	xpenses		
		Other:			
TOTAL INCO	ME \$	TOTAL EXPENSES	\$		TOTAL \$

<sup>\*</sup> Alimony, child support or separate maintenance payment income need not be revealed if you do not wish to have it considered as a basis for repaying this obligation

SCH	EDL	JLE A	CASH LOCATION AND	STATUS C	F BANK AC				
CKNG	CD	SVNG	Bank and Branch Where Carried	Balance	Interest Rate Paid to You?	Date CD Matures	Is this Account Pledged for a Loan?	Balance of Loan	Maturity Date of Loan
			Total	\$	_		Total	\$	

SCHEDULE B	STOCKS A	AND BONDS (Inclu	de Interests In Ar	ny Close	ly Held Busine	ess)	
Description	No. Shares	Registered in Name of	Source of Valuation	Date	Price Per Share	Total Value	Purchased on Margin or Pledged
			1		Total	s	

SCHEDULE C	LIFE INSURANCE									
Insured	Primary Beneficiary	Face Amount	Actual Cash Value	Loans on Policy	Name of Company	Location of Office				
		-								
	Total	\$	\$	\$						

SCHEDULE D	ACCOUNTS AND NOTES RECEIVABLE										
Owner(s)	Due From	Address	Collateral	Maturity Date		How Payable	Balance Due				
					s	Per					
					s	Per					
					\$	Per					
					s	Per					
					\$	Per					
					\$	Per					
					\$	Per					
					\$	Per					
				Total	\$		s				

SCHEDULE E	REAL ESTA	REAL ESTATE								
D	escription	Address/Location	Owner(s)	Date Acquired	Cost					
1										
2										
3										
4										
5										
6										
7										

SCHEDULE F OTHE		OTHER ASSETS AND PERSONAL PROPERTY							
Automobiles	Value	Rec. Vehicles	ind Boats	Value	Personal Property	Value	Totals		
Yr.: Make:		Yr.: Make:	Ft.:		Furniture		Subtotal - Autos	s	
Yr.: Make:		Yr.: Make:	Ft.:		Jewelry		Subtotal - R/V's	\$	
Yr.: Make:		Yr.: Make:	FL:		Equipment		Subtotal - Personal Property	\$	
Yr.: Make:		Yr.: Make:	Ft.:		Other:				
	-	Other:		_					
Subtotal Autos	s	Subtotal R/V's		\$	Subtotal Personal Property	\$	Total - All Other Assets	s	

SCHEDULE G	NOTES AND LOANS PAYABLE TO BANKS AND OTHERS							
Payable To	Address Collateral		Persons Liable	Maturity Date	How Payable		Balance Due	
			\$		Per			
					\$	Per		
					s	Per		
					\$	Per		
					s	Per		
					\$	Per		
					s	Per		
					s	Per		
				Totals	\$		\$	

SCHEDULE H	ACCOUNTS AND BILLS PAYABLE (Including Bank Cards)							
Payable To		Account Number	Persons Liable	How Payable		Balance Due		
				s	Per			
				s	Per			
				\$	Per			
				\$	Per			
				s	Per			
				\$	Per			
				\$	Per			
				\$	Per			
			Totals	\$		\$		

SCHEDULE I	OTHER LIABILITIES							
Payable To		Persons Liable	Collateral		How Payable	Balance Du		
				\$	Per			
				\$	Per			
				\$	Per			
				\$	Per			
				\$	Per			
				s	Per			
				\$	Per			
				s	Per			
Totals			\$		\$			

	L ESTATE (continued)						
Mortgage or Lienholder			Annual Taxes	Monthly Income	Monthly Payments	Present Value	Balance Due
	Tot	al \$		\$	\$	S	S