



Dear Loan Applicant,

Thank you for your interest in the Payson Industrial Development Authority Loan Fund Program.

This application must be completed in its entirety before it will be considered. Depending on your loan request, we may need additional information about your business or proposed business. Please make sure that you take the time to submit the most current and accurate information about you, your business, or proposed business.

You may include any additional information that will help us better understand your request. Any information and all attachments submitted become the property of the Payson Industrial Authority and will not be returned. All information is held in strict confidence.

Upon receipt of your full application, Payson IDA will respond with additional questions and/or approval/denial within 90 days. As a part of the application process, you will be asked to conduct a personal interview with the Payson IDA. Payson IDA provides loans based on funding availability and need.

If you need help with business planning, please contact our Small Business Development Center (SBDC) at www.azsfdc.net/where-we-are/request-advising/

Applicants must personally guarantee the loan and must provide information as to why the business cannot be funded by a commercial banking institution.

Applications and all supporting documentation must be submitted electronically to loans@paysonida.com. If you have questions, please contact the Payson Industrial Development Authority at 480-650-3367

Sincerely,

Payson Industrial Development Authority - Board of Directors

Applicant Information

Loan Amount

Requested: \$ _____

Requested Loan Term: 12 months 24 months 36 months 48 months Other _____

Full Name: _____ Date: _____
LastFirstM.I.

Address: _____
Street AddressApartment/Unit #

CityCountyStateZIP Code

Phone: _____ Email: _____

Date of Birth: _____ Social Security No.: _____

Have you ever been convicted of a felony? YES NO

If yes, explain: _____

RACE	Select
American Indian/ Alaskan Native	
Asian	
Black or African American	
Native Hawaiian or Other Pacific Islander	
White	
Two or More Races	
Choose Not to Respond	

ETHNICITY	Select
Hispanic or Latino	
Not Hispanic or Latino	
Choose Not to Respond	

GENDER	Select
Male	
Female	
Choose Not to Respond	

Do you own your home? YES NO

If rented, please provide landlord's name: _____

Landlord's Address: _____
Street AddressApartment/Unit #

CityCountyStateZIP Code

Have you met with the Small Business Development Center?

YES

NO

If yes, please check the services you have utilized:

Business Plan Development

Marketing Plan Development

Pro Forma Financial Statements

Have you met with other financial/technical assistance advisors? If yes, please explain:

Primary Applicant Employment Information

Are you currently employed outside of your business?

YES

NO

If yes, please provide current employer's name:

Can we contact your employer as a reference?

YES

NO

Start date: _____ (mm/dd/yyyy)

Employer's Address:

Street Address

Apartment/Unit #

City

County

State

ZIP Code

Employer's Phone: _____

What is your employment status outside your business?

Full Time

Part Time

Not Employed Outside My Business

Will you keep your current job while operating your business?

YES

NO

What is your employment status at your business?

Full Time

Part Time

Co-Applicant Information

Full Name:

Last

First

M.I.

Date:

Address:

Street Address

Apartment/Unit #

City

County

State

ZIP Code

Phone: _____ Email: _____

Date of Birth: _____ Social Security No.: _____

Have you ever been convicted of a felony? YES NO

If yes, explain: _____

Sex: Female Male Choose not to respond

RACE	Select
American Indian/ Alaskan Native	
Asian	
Black or African American	
Native Hawaiian or Other Pacific Islander	
White	
Two or More Races	
Choose Not to Respond	

ETHNICITY	Select
Hispanic or Latino	
Not Hispanic or Latino	
Choose Not to Respond	

GENDER	Select
Male	
Female	
Choose Not to Respond	

Do you own your home? YES NO

If rented, please provide landlord's name: _____

Landlord's Address: _____

Street Address

Apartment/Unit #

City

County

State

ZIP Code

Co-Applicant Employment Information

Are you currently employed outside of your business? YES NO

Can we contact your employer as a reference? YES NO

If yes, please provide current employer's name: _____

Start date: _____ (mm/dd/yyyy)

Employer's Address: _____
Street Address *Apartment/Unit #*

City *County* *State* *ZIP Code*

Employers' Phone: _____

What is your employment status outside your business? Full Time Part Time Not Employed Outside My Business

Will you keep your current job while operating your business? YES NO

What is your employment status at your business? Full Time Part Time

References

Please list four professional references.

Full Name: _____ Relationship: _____
Company: _____ Phone: _____
Address: _____

Full Name: _____ Relationship: _____
Company: _____ Phone: _____
Address: _____

Full Name: _____ Relationship: _____
Company: _____ Phone: _____
Address: _____

Full Name: _____ Relationship: _____
Company: _____ Phone: _____
Address: _____

Business Information

Company Name: _____ Federal Identification Number: _____

Dun and Bradstreet (D&B) Number: <http://fedgov.dnb.com/webform> _____

North American Industry Classification System (NAICS) code: _____
<https://www.naics.com/search/>

Business Address: _____
Street Address *Apartment/Unit #*

City *County* *State* *ZIP Code*

Business' Phone: _____

Type of business (check all that apply): Retail Wholesale Manufacturing Service Other

If other, please describe _____

Is your business a: Start-Up Currently Operating/Existing

If currently operating, since what date: _____ (mm/yyyy)

What is your current business structure? Limited Liability Corporation (LLC) C Corporation
 PLLC S Corporation Other

Please identify any business partners and their addresses: _____

	YES	NO
Is there a written partnership agreement?	<input type="checkbox"/>	<input type="checkbox"/>
Are there any plans to sell, transfer ownership, or close the business within the next 3 to 5 years?	<input type="checkbox"/>	<input type="checkbox"/>
Have you ever filed bankruptcy, or have you been a principal or guarantor of a business that filed bankruptcy or was the debtor in an involuntary bankruptcy case or the subject of a state insolvency proceeding?	<input type="checkbox"/>	<input type="checkbox"/>
Are you a party to any claims or lawsuits?	<input type="checkbox"/>	<input type="checkbox"/>

Please list all state, federal, and city licenses required for your business: _____

	YES	NO
Do you have all required state and federal licenses?	<input type="checkbox"/>	<input type="checkbox"/>
Do you have all required city licenses?	<input type="checkbox"/>	<input type="checkbox"/>
Does your business require a sales tax license?	<input type="checkbox"/>	<input type="checkbox"/>
If required, do you have a sales tax license?	<input type="checkbox"/>	<input type="checkbox"/>

How many employees currently work at your business (excluding yourself)? Full Time: _____ Part Time: _____

How many jobs will your business create in the next 12 months? Full Time: _____ Part Time: _____

What will the average employee wages be? Full Time: _____ Part Time: _____

How many hours per week do you plan to work at your business? _____

Business Profile

Why did you choose this industry? _____

How many years of experience do you have in your business' industry? _____ years

Have you previously owned any businesses? YES NO

Will this business be your primary source of income?

Will your business pay you a salary or wage?

If yes, how much? _____

Please list any education, training, or work experience related to your proposed business: _____

What are your current plans for marketing your business? _____

Describe in two to three words your target demographic? _____

What age ranges best fits your target demographic: Under 21 22-34 35-44 45-54 55-65 66 and Older

What income range best fits your target demographic: Less than \$29,999 \$30,000-\$49,999 \$50,000-\$69,999
 \$70,000-\$99,999 \$100,000-\$149,999 \$150,000 +

Where is your target demographic located? _____

Please list all competitors: _____

What competitive advantage do you have over your competition? _____

What are your plans to scale/expand your business in the future? _____

BUSINESS SOURCES and USES

Business Expenses	Cost	VVREO Loan	Other Funding	Other Funding	Explanation
Property Acquisition/Renovation	\$	\$ N/A	\$	\$	
Equipment	\$	\$	\$	\$	
Staffing and Payroll	\$	\$	\$	\$	
Inventory	\$	\$	\$	\$	
Working Capital	\$	\$	\$	\$	
City/County Fees	\$	\$	\$	\$	
Marketing	\$	\$	\$	\$	
Rent	\$	\$	\$	\$	
Utilities (electric, water, sewer, internet, phone, etc)	\$	\$	\$	\$	
Insurance	\$	\$	\$	\$	
Other (Please explain)	\$	\$	\$	\$	
Other (Please explain)	\$	\$	\$	\$	
Other (Please explain)	\$	\$	\$	\$	

Please explain other sources and uses of funding. _____

PERSONAL INCOME AND EXPENSES

CURRENT PERSONAL ASSETS

Assets	Amount	Institution(s):
Cash Available	\$	
Checking Account Available Balance	\$	
Savings Account Available Balance	\$	
Vehicle Value	\$	
Real Estate Value	\$	
Other (401K, IRA, CD, etc.)	\$	
TOTAL	\$	

OUTSTANDING LOANS (such as house, vehicles, credit cards, personal loans, etc)

	Loan #1	Loan #2	Loan #3	Loan #4	Loan #5	Loan #6
Name of Institution, etc. loan owed to:						
Interest (%):						
Amount Owed:						
Monthly Payment:						
Total of all monthly loan payments: \$						

MONTHLY PERSONAL EXPENSES

Expenses	Amount

Total of Monthly Loan Payments (from above)	\$
Vehicle Expenses (fuel, insurance, repairs, etc.)	\$
Vehicle Loan or Lease Payments	\$
Housing expenses-monthly rent or mortgage	\$
Second loan on home/Home Equity	\$
Home insurance	\$
Property tax	\$
Home utilities	\$
Minimum Monthly Payment on Credit Card	\$
Alimony Paid/Child Support Paid	\$
Child Care	\$
Other	\$
TOTAL	\$

Net (Take Home Pay) From Business	\$
Net (Take Home Pay) From Other Jobs	\$
Net (Take Home Pay) From Spouse	\$
TANF income	\$
Social Security	\$
SNAP (Food Stamps)	\$
Unemployment compensation	\$
Housing assistance	\$
Interest Income	\$
Bonuses and other commissions	\$
Rental income	\$
Child Support Received	\$
Alimony Received	\$
TOTAL	\$

MONTHLY PERSONAL INCOME

Income	Amount
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Agreement

The undersigned hereby authorizes the Payson Industrial Development Authority or any of its affiliates to make all inquiries with credit bureaus and others it deems necessary to verify the accuracy of the information provided herein, and to determine credit-worthiness. Further, the undersigned hereby certifies to the best of their knowledge that the enclosed application information including all attachments, exhibits, schedules, and supporting documents are valid, accurate, correct, and complete as of the stated date(s).

These statements are made for the purpose of obtaining a loan. False statements may result in forfeiture of benefits. The undersigned hereby further certifies that the proceeds of any loan made as a result of this application will be used for business purposes only, and will not be used to pay current debt, real estate, general fees related to the preparation of this document, personal or consumer purposes.

I understand that I must update credit information at your request or immediately if my financial condition changes.

Please note that a loan origination fee of one percent (1%) of the loan amount and other applicable fees will be charged at loan closing.

All loan documents are due on the first day of the month for review by the loan committee during the respective month. The loan committee also reserves the right to request additional information if required for making the loan decision.

Applicant

Name (Print): _____ Date: _____

Signature _____

Please initial certifying that you are aware this loan must be personally guaranteed: _____

Co-Applicant

Name (Print): _____ Date: _____

Signature _____

Please initial certifying that you are aware this loan must be personally guaranteed: _____

Loan Information Checklist

The following items must be submitted in order to process your application. Please be sure to number the answers and documentation accordingly.

BUSINESS ENTITY (L.L.C., S Corp., C Corp., or Partnership)

Financial Statements:

- Last three years and most recent quarterly financial statements (balance sheet and income statements) for all businesses that you and/or Co-applicant are associated with, including all footnotes (as applicable).
- Pro forma financial statements on new startup entity. Signed and dated.

Schedule of Existing Debt

- Include loan number, current balance, payment amount payment frequency, maturity date and respective assets pledged as collateral

Bank/Brokerage Relationships: Personal & Business (Bank name and main representative)
Include copies of bank statements.

Copy of credit report

Tax Returns

- Last three fiscal years, including all schedules.
- All K-1's, if partnership, L.L.C. or S Corp. and schedule 8825 if real estate. Signed and dated.

Accounts Receivable and Accounts Payable Aging Reports

Purchase Contracts or Invoices on Equipment/Fixtures to be Acquired

Collateral appraisal and/or Equipment Lists

Construction Contract, Cost Breakdown, Plans and Specifications

- Permits required
- Permits obtained

Copy of Leases(s)

Property Insurance Information

Business Plan (should include expectations for current year and next year). Assistance in developing this plan can be found at www.azsbdc.net/where-we-are/request-advising/

Marketing Plan (should include expectations for current year and next year). Assistance in developing this plan can be found at www.azsbdc.net/where-we-are/request-advising/

Pro Forma Business Financial Statements. Assistance in developing this plan can be found at www.azsbdc.net/where-we-are/request-advising/

Organizational Documentation

- Corporation: Articles of Incorporation and all amendments.
- Partnership: Partnership Agreements and all amendments.
- LLC: Articles of Organization, Operating Agreement and all amendments.
- Business operated under a Fictitious Name: Certificate of Fictitious Name
- Trust: Trust Agreement

Other _____

Guarantors Information:

- 1) Financial Statements: Please complete and sign the Personal Financial Statement form provided and attached copy of investment statements (as applicable).
- 2) Tax Returns: Last two years of Federal Tax Return, including all schedules and K-1's.
- 3) Provide copy of your social security card and driver's license. Please do not send originals of either your social security card or driver's license.
- 4) All applicants must provide personal financial statements.
- 5) Other _____

The previous items listed must be provided as part of the application. Should Payson IDA not receive the items listed we may close your application for incompleteness.