



# Entrepreneurship eCommunity Loan Application

## Ellis County E-Community Program

*A partnership project of*

Grow Hays  
Hays Area Chamber of Commerce  
Downtown Hays Development Corporation  
Small Business Development Center - Fort Hays State University  
Kansas Department of Commerce

E-Community Vision  
*Fostering the entrepreneurial culture of Ellis County*

## Grow Hays

219 West 10<sup>th</sup>

Hays, Kansas 67601

785/628.3102



### **Background & Eligible Project**

The Ellis County E-Community program was created through a Kansas Center for Entrepreneurship Tax Credit Program in 2012. It is a project to encourage entrepreneurial activity in the communities of Ellis County

Qualifying entrepreneurial projects may include startup businesses, as well as existing business purchases and/or expansions.

The minimum loan request is \$2,500 with a \$45,000 maximum amount available per applicant business. Please see the E-Community funding example on page 4 for more details.

### **E-Community Guidelines:**

#### **Who Qualifies:**

- Anyone wishing to start, purchase or expand a for-profit business in Ellis County

#### **Use of Funds:**

- Purchase of business equipment
- Purchase of business inventory
- Purchase of real estate
- Working capital
- Existing inventory

#### **Repayment:**

- Terms: Minimum of 1 year, maximum of 10 years
- No penalty for early repayment
- Loan rate: Administrative fee plus fixed interest not to exceed 6%.

#### **Loan Funds May Not Be Used For:**

- Paying off or refinancing existing debt
- Salary or owner's draw
- Payroll taxes
- Personal vehicle
- Building renovation not tied to a specific business

#### **Businesses That Do Not Qualify:**

- Non-profit organizations
- Academic institutions
- Gambling concerns
- Floor planning concerns (i.e. wholesale auto inventory financing)
- Speculative concerns
- Lending or investment institutions
- Multilevel marketing or pyramid sales
- Past due on school loans
- Past due on child support payments

# Ellis County E-Community Application

## Applicant Information (Please Print)

1. Business name: \_\_\_\_\_ EIN: \_\_\_\_\_
2. Entity type (i.e. LLC, sole proprietorship, etc.) \_\_\_\_\_
3. Primary Contact and Title: \_\_\_\_\_
4. Mailing Address: \_\_\_\_\_
5. Physical Address of business: \_\_\_\_\_
6. Phone Number: \_\_\_\_\_ Cell Number: \_\_\_\_\_
7. Fax Number: \_\_\_\_\_ Email: \_\_\_\_\_
8. Business website: \_\_\_\_\_
9. Does the entrepreneur or business have a tax liability in arrears with the Kansas Department of Revenue or the IRS? \_\_\_\_\_
10. Has the business, or any principals of the business, been involved in bankruptcy or insolvency proceedings? If yes, please give date and explanation.  
\_\_\_\_\_
12. Are the funds for a business startup, business purchase, the expansion of an existing business, or something else? Please provide relevant details (length of time in business, business name or entity changes, etc.)  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
13. Describe the business, its owner and key employees (detailed information should be made available in the business plan): \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## Requested Funding Information

***E-Community Funding Example:*** Assume the applicant needs a total of \$40,000. Also, assume the applicant has \$10,000 of their own capital. Of the remaining \$30,000 needed, the E-Community can provide no greater than 60% of that gap (with a max of \$25,000). The other 40% minimum must come from a financial institution and/or a local/regional funding source. Please ask your local E-Community contact for more details.

1. Amount of funds requested from the E-Community program for this project:

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2. When are the funds needed? Please provide an explanation if the date is important. \_\_\_\_\_

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3. Amount of funds being provided by financial institutions (banks, credit unions)? If yes, please provide the name of financial institution: \_\_\_\_\_

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4. Amount of funds being provided by the entrepreneur or small business (down payment or other investment into the business for this project): \_\_\_\_\_

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5. Amount of funds being provided by any local or regional funding sources (city/county revolving loan funds, microloan, certified development companies, Kansas Main Street, other):

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6. Describe any additional funding that will be utilized in this project (other investors, equity injections, etc.):

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7. Describe the project in detail and provide a breakdown of how the funds will be used for this project (i.e. building purchase, land acquisition, equipment, inventory purchase, payoff bank loan, working capital, construction, etc.). \_\_\_\_\_

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8. Provide projected sales, sales growth and any project employment growth from this project (detailed information should be made available in the business plan): \_\_\_\_\_  
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\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

9. List other NetWork Kansas resource partners that have or will assist with this project and their role of contribution? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

10. Are there any other comments you would add as to why you need this funding and how it benefits the county and community? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## Marketing Release of Information Declaration

By submitting an application for financial assistance from the E-Community fund, the prospective grant or loan recipient, hereafter referred to as "Client", agree to the following Marketing Release of Information to be used by the Kansas Center for Entrepreneurship (dba NetWork Kansas) for the purpose of promoting the successful delivery of services to entrepreneurs and small business owners.

Upon receiving notification that the E-Community has selected the Client to receive financial assistance, the Client agrees to provide pertinent information to NetWork Kansas for the purpose of preparing a news release for distribution to other Resource Partners and media outlets as determined by NetWork Kansas. Information for the news release will be obtained primarily for the application, corresponding documents, the Resource Partner and the Client's web sites and previously published information and by phone interviews with representatives of both parties.

NetWork Kansas will make accommodations to withhold all information identified by the Client as being sensitive or competitive in nature, particularly when this information is not previously published. All parties named in the release will receive a final copy of the news release prior to distribution in order to verify the accuracy of all information contained therein.

NetWork Kansas will disseminate a news release and related information to external media outlets only after the loan or grant is approved and closed by the Resource Partner.

In addition to disseminating the resulting news release to media outlets, NetWork Kansas may distribute all or part of the news release and related information to organizations, networks and individuals via Email, NetWork Kansas and third-party Web sites, blogs, instant messaging, chat rooms, message boards, etc.

### Annual Progress Reports

By submitting an application for financial assistance from E-Community fund, the Client agrees to provide annual progress until the loan is paid in full or the business closes. In order to track the success of our programs, NetWork Kansas will contact the name listed below annually to update job, revenue and net income/loss information.

Please provide the contact information of the person we should get in touch with to obtain these updates. The contact may be the Client, Client's accountant, or the NetWork Kansas Resource Partner.

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Which method does this person prefer to be contacted for the progress report?

(Email, U.S. Postal Service, Phone call) \_\_\_\_\_

Final Loan or grant recipient (Client) signature: \_\_\_\_\_

Printed name and title: \_\_\_\_\_

Date: \_\_\_\_\_

*I have read and agree to the terms described in the Marketing Release of Information Declaration.*

\_\_\_\_\_  
Signature of Authorized Business Representative

\_\_\_\_\_  
Date

# SCORING RUBRIC

The Financial Review Board will use this rubric to score all applications made for funds through the E-Community Program.

<b>Criteria</b>	<b>Strength (1-3)</b>	<b>Weight (% of total)</b>	<b>Weighted Score</b>
Financial Soundness		20	
Owner/Operator Experience		15	
Business Plan		20	
Projected Growth & Economic Impact		15	
Business Development Partnerships		10	
Quality of Life Impact		5	
Owner/3 <sup>rd</sup> Party Funding		10	
Community Commitment		5	
<b>TOTAL</b>			

## RUBRIC GUIDELINES

### SCALE

3= Meets expectations

2= Partially meets expectations

1= Does not meet expectations

# GLOSSARY OF TERMS

**Financial Soundness** – This will be determined by examining applicant's financial statements

**Owner/Operator Experience** – This will include a review of resumes and references as well as the interview process. One resume and three references will be required with each application.

**Business Plan** – All business plans should include key elements such as:

- Executive Summary
- Business Description
- Products or Services
- Project Financing
- Management
- Ownership
- Marketing Strategy
- Description of Major & Prospective Customers
- Description of Market & Competition
- Financial Information

*For assistance in developing your business plan, you can contact:*

Kansas Small Business Development Center

Fort Hays State University

600 Park St., Custer Hall 106

Hays, KS 67601

website: <http://www.fhsu.edu/ksbdc>

**Projected Growth & Economic Impact** – This will be based on applicant's identified long-term and short-term goals and financial information.

**Business Development Partnerships** – We will be looking for applicant's use of local/regional NetWork Kansas resource partners during the planning and implementation process (i.e. working with Kansas Small Business Development Center, local Economic Development organizations, Kansas Department of Commerce Business Development, Enterprise Facilitation and others available to help entrepreneurs. Resource partner list found at [www.networkkansas.com](http://www.networkkansas.com))

**Quality of Life Impact** – These questions will help determine the Quality of Life score:

- Does the business provide an unfulfilled need within the community/county?
- Does the business expand upon current business offerings?
- Does the business provide jobs for highly skilled and or educated employees?
- Will the business enrich the community with aesthetically and environmentally friendly facilities?

**Owner/3<sup>rd</sup> Party Funding** – This will be based on information in the applicant's financial statements.

**Community Commitment** – Does or will the business participate in local organizations and projects through membership, volunteerism or financial contributions?

Is applicant a member of their local Chamber of Commerce?



## Ellis County E-Community Application Process

- (a) Applicants will be required to complete E-Community Application and return to Grow Hays, 219 West 10th, Hays, Kansas 67601.
- (b) Applications are available on our website [www.GrowHays.com](http://www.GrowHays.com) and at Grow Hays, 219 West 10<sup>th</sup>, Hays, KS 67601.
- (c) Upon receipt of an E-Community Application, the E-Community Financial Review Board will meet (on an as needed basis) to review the application.
- (d) After coordinating an application review meeting, the Financial Review Board may schedule and conduct an interview with applicant if necessary.
- (e) After reviewing the application, the Financial Review Board must approve or reject all applications with a majority vote (7 members). A formal letter of acceptance or rejection will be sent to the applicant with the contingency that matching funding is secured through E-Community (60%) and another partner (40%). Communication to the full eTeam will be made notifying them as the status of the application.
- (f) An E-Community media release will be created announcing acceptance of applicant and will include business summary, amount to be awarded, funding partners, NetWork Kansas partners assisting with project, and description of how funds will be utilized to add resources, jobs, increase tax revenue, and/or improve the quality of life in the community.

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### **Application Checklist**

*Be sure you have included/attached the following to your completed application:*

- Financial Statement (bank package, three years tax returns, personal financial statement, etc)
- Applicant Resume
- Business Plan
- Does your application address projected growth & economic impact; quality of life impact and demonstration of community commitment?