

MINORITY BUSINESS ENTERPRISE COUNCIL Municipal Services Building 1401 John F. Kennedy Boulevard, Room 330 Philadelphia, PA 19102 Telephone: (215) 686-MBEC Fax: (215) 686-3878

Dear Applicant:

The Minority Business Enterprise Council ("MBEC") is the certifying agency for the City of Philadelphia. Only those minority (MDBE), woman (WDBE) and disabled (DSDBE) owned, disadvantaged business enterprises which have been certified by the MBEC may have their participation credited toward the City's contract ranges and goals.

Businesses interested in participating on federally-assisted and federally-funded projects should be certified by the MBEC; or another DOT (Department of Transportation) approved certifying agency as a disadvantaged business enterprise (DBE), pursuant to 49 CFR Part 26.

Enclosed is the MBEC's DBE Disclosure Affidavit (including "Personal Financial Statement"). These forms will be used to determine your eligibility for certification based on the above referenced criteria. You must complete these forms and submit the **required additional documents listed on Page 13** of this package, in order to be considered for certification. **INCOMPLETE APPLICATIONS, WITHOUT DOCUMENTS, WILL NOT BE REVIEWED AND WILL BE RETURNED TO THE APPLICANT.**

<u>Send the original notarized</u> DBE Disclosure Affidavit, along with copies of all required documents to: Minority Business Enterprise Council, Attention: Certification Unit, Municipal Services Building, 1401 John F. Kennedy Boulevard, Room 330, Philadelphia, PA 19102-1666.

When a **<u>completed</u>** DBE Disclosure Affidavit, including <u>all</u> information and documents are received by the MBEC, the certification process will begin. Please call (215) 686-MBEC if you have questions.

<u>PLEASE DO NOT BIND THE APPLICATION OR DOCUMENTS</u>. USE A LOOSE LEAF BINDER PREFERABLY.

Sincerely,

The Certification Unit of the MBEC

Enclosure

Please note: All firms located outside of Pennsylvania, must obtain certification from a U.S. Department of Transportation (US DOT) certifying agency in their home state, before seeking certification with the City of Philadelphia.

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DISCLOSU	RE AFF	IDA	VIT			MINORITY BUSINESS ENTERPRISE COUNCIL MUNICIPAL SERVICES BUILDING				
		PAF	RTNERSI	HP		1401 JOHN F. KENNEDY BOULEVARD, ROOM 330 PHILADELPHIA, PA 19102)
I. GENERAL INFORMATION										
NAME OF BUSINESS								DATE BUSIN	ESS ESTABLISHE)
ADDRESS								BUSINESS T	TELEPHONE NO. (Include Area Code)
								FAX NUMBEF	R (Include Area Code)	
CITY					ST	ΓΑΤΕ	ZI	P CODE		
HOME ADDRESS (IF DIFFERENT FROM BUSINESS)							ног (ME TELEPHON	E NO. (Include Area	(Code)
CONTACT PERSON (NAME)							TITLE			
DESCRIBE SEVICE OR PRODUCT							E-MAIL	ADDRESS		
							L			
CONTROLLING INTEREST (CHECK THE APPRO. DISABLED - PLEASE COMPLETE PAR FEMALE AFRO AMERICAN HISPANIC-AMERICAN UNITED STATES CITIZEN	GE 10	NAL ORIG	GIN)			AN-INDIAN AMEF TIVE AMERICAN AN-PACIFIC AME WFUL PERMA	TRIBE AFFIL	(NATIONAL		ROLL NUMBER
		-								
DATE OF PARTNERSHIP BUSINESS PRIVILEGE TAX NUMBER		L	DATE OF IN	ICORPORAT	TION	EMPLOYER I.D.		OF INCORPO	RATION	
			II. OWI	NERSHIF	INFOR	MATION				
A. CORPORATION 1. LIST TOTAL NUMBER OF SHA										
A								ISSUED		
FRE- FERRED										
COM										
2. IDENTIFY ALL SHAREHOLDERS	AND THEIR	PERCE	NTAGE OF	OWNERS	HIP: (USE	SEPARATE SHEE	T IF NEEDED,)		
NAME	RACE/ ETHNIC GROUP	SEX M/F	NO. OF SHARES	% OF OWNER- SHIP	VOTING %	DATES ACQUIRED	TOTAL INVE ACQUIRE O INTEREST IN		TYPE	DOLLAR VALUE
									Dollars	
									Real Estate	
									Equipment	
									OTHER (SPECIFY)	

2. (CONTINUED) (USE SEPARA	2. (CONTINUED) (USE SEPARATE SHEET IF NEEDED)											
NAME	RACE/ ETHNIC GROUP	SEX M/F	NO. OF SHARES	% OF OWNER- SHIP	VOTING %	DATI ACQUI		ACQU	DTAL INVESTMENT TO CQUIRE OWNERSHIP TEREST IN BUSINESS		TYPE	DOLLAR VALUE
										_		
										OTHE	R (SPECIFY)	
a. DESCRIBE SOURCE OF IN	NVESTMENT L	ISTED,	FOR EA	CH SHARI	EHOLDER	R (PERSON	VAL SAV	VINGS, I	LOANS, ETC.)			1
	NAME						SOU	RCE OF	INVESTMENT			AMOUNT
b. IF ANY SHAREHOLDER LI	STED ABOVE	HAS A	N OWNE	RSHIP IN	FEREST	IN ANOTH	HER CO	OMPAN	Y, IDENTIFY:			
NAME					COMPAN	IY				NATURE	OF INTER	EST
	c. IS ANY SHAREHOLDER LISTED ABOVE A PARTY TO ANY AGREEMENT RELATING TO THE MANAGEMENT OR CONTROL OF THE CORPORA- TION, THE RIGHTS OF THE SHAREHOLDERS, OR THE SALE, TRANSFER OR TRANSFERABILITY OF ANY STOCK OF THE CORPORATION? YES NO If answer is "YES", describe below all such agreements or, if in writing, attach copies:											
3. IDENTIFY CURRENT DIRE	CTORS OF C	ORPOR	ATION:									
	NA	ME					R	ACE/ETH	NIC GROUP	SEX M / F	DA	TE ELECTED
4. IDENTIFY PRIOR DIRECTO	ORS OF CORF	PORATIC	ON FOR	THE PAST	THREE	(3) YEAR	S:		I			
	AME				CE/ETHNIC		SEX M /	F	DATE ELEC	ΓED	DAT	E TERMINATED
								_				
		דאם										
5. IDENTIFY CURRENT OFFIC		NFURAL			TITLE			RACE/	ETHNIC GROUP	SEX M / I	: D/	ATE ELECTED

1. IDENTIFY PRIOR OFFICERS OF	CORPORA	TION FOR TH	IE PAST	THREE (3) YEARS:				
NAME		TITLE		RACE	ETHNIC GROUP	SEX M/F	DATE ELEC	TED D	ATE TERMINATED
a. DO ANY FAMILY REALTIONSHIPS IF SO, PLEASE IDENTIFY BY NA									
NAME	:						RELATIONSH	IP	
B. PARTNERSHIP 1. IDENTIFY ALL PARTNERS AN	d their Ii	NTEREST(S)	IN THE I	PARTNER	SHIP: (USE SEPA	RATE S.	HEET, IF NEEDE	ED)	
NAME		RACE/ ETHNIC GROUP	SEX M/F	% OF OWNER- SHIP	DATES OWNERSHIP ACQUIRE	OWNE	AL INVESTMENT O ACQUIRE RSHIP INTEREST N BUSINESS	ТҮРЕ	DOLLAR VALUE
								Dollars	
								Real Estate	
								Equipment	
								OTHER (SPECIFY)	
a. DESCRIBE SOURCE OF INVES	STMENT LI	STED ABOVE	FOR E	ACH PAR	TNER:				
NA	ME				SOURCE OF INVESTMENT (PERSONAL SAVINGS, LOANS, ETC.)				
b. IF ANY PARTNER LISTED ABO	OVE HAS A	N OWNERSH	IIP INTE	REST IN ,	ANOTHER COMP	PANY II	DENTIFY:		
NAME					COMPANY			NATURE	OF INTEREST
2. DO ANY FAMILY RELATIONSHIPS RELATIONSHIP (i.e., WIFE / HUSBA				ERS? IF \$	SO, PLEASE IDE	NTIFY	BY NAME AND	STATE THE N	ATURE OF THE
NA	ME						RELATION	SHIP	

III. OPERATIONS										
A. OFFICES	A. OFFICES									
 IF YOUR BUSINESS OWNS, RENTS, LEASES OR SUBLEASES ANY OFFICE, PLANT, WAREHOUSE, OR YARD SPACE, SPECIFY BELOW AND IDENTIFY THE OWNERS OF THE PROPERTY. 										
TYPE OF FACILITY	SUB- F	RENT	LOCATION	SQUARE FOOTAG	F (OWNER				
	LEASE		LOCATION	JUDARE FOOTAG						
2. IF OFFICE, PLANT, WAREHOU	2. IF OFFICE, PLANT, WAREHOUSE OR YARD SPACE IS SHARED WITH ANY OTHER FIRM(S), IDENTIFY THE OTHER FIRM(S) BELOW:									
NAME OF FIRM ADDRESS TYPE OF FACILITY LOCATION										
		ADDRE				LOCATION				
3. DOES YOUR BUSINESS OPER	3. DOES YOUR BUSINESS OPERATE OUT OF PRIVATE RESIDENCE? IF SO, PLEASE IDENTIFY THE OWNER AND ADDRESS OF RESIDENT:									
ow	OWNER ADDRESS									
			IV. PERSONNEL							
A. INDICATE ALL PERSONNEL WHO (IF ADDITIONAL SPACE IS REQUI				CTIONS:						
1. FINANCIAL DECISIONS										
a. RESPONSIBILITY FOR CHE	CKING SI	GNING:								
NAME			TITLE		RACE/ETHNIC GROUP	SEX M/F				
b. NEGOTIATING AND SIGNING	G FOR LI	NES OF CREDIT	, LOANS, SURETY BONI	DING, AND INSURANC	E:					
NAME			TITLE		RACE/ETHNIC GROUP	SEX M/F				
			<u> </u>							
2. ORDERING MATERIALS (e.g.,	OFFICE, J	OB SITE):								
NAME			TITLE		RACE/ETHNIC GROUP	SEX M/F				
1			1							

3. PURCHASING AND / OR LEASING MAJOR EQUIPMENT:			
NAME	TITLE	RACE/ETHNIC GROUP	SEX M/F
4. ESTIMATING; PREPARATION OF COST ESTIMATES, BID	IS AND CONTRACT NEGOTIATIONS:		
NAME	TITLE	RACE/ETHNIC GROUP	SEX M/F
	-		
5. EMPLOYMENT DECISIONS; HIRING / FIRING OF OFFICE	AND FIELD PERSONNEL:	,	
NAME	TITLE	RACE/ETHNIC GROUP	SEX M/F
	-		
	-		
6. JOB SITE SUPERVISION a. SENIOR SUPERVISOR RESPONSIBLE FOR SCHEDU	LING AND PROJECT MANAGEMENT:		
	ILING AND PROJECT MANAGEMENT:	RACE/ETHNIC GROUP	SEX M/F
a. SENIOR SUPERVISOR RESPONSIBLE FOR SCHEDU		RACE/ETHNIC GROUP	SEX M/F
a. SENIOR SUPERVISOR RESPONSIBLE FOR SCHEDU		RACE/ETHNIC GROUP	SEX M/F
a. SENIOR SUPERVISOR RESPONSIBLE FOR SCHEDU		RACE/ETHNIC GROUP	SEX M/F
a. SENIOR SUPERVISOR RESPONSIBLE FOR SCHEDU		RACE/ETHNIC GROUP	SEX M/F
a. SENIOR SUPERVISOR RESPONSIBLE FOR SCHEDU		RACE/ETHNIC GROUP	SEX M/F
a. SENIOR SUPERVISOR RESPONSIBLE FOR SCHEDU		RACE/ETHNIC GROUP	SEX M/F
a. SENIOR SUPERVISOR RESPONSIBLE FOR SCHEDU NAME b. OTHER SUPERVISORS:	TITLE		
a. SENIOR SUPERVISOR RESPONSIBLE FOR SCHEDU NAME b. OTHER SUPERVISORS:	TITLE		
a. SENIOR SUPERVISOR RESPONSIBLE FOR SCHEDU NAME b. OTHER SUPERVISORS:	TITLE		
a. SENIOR SUPERVISOR RESPONSIBLE FOR SCHEDU NAME b. OTHER SUPERVISORS:	TITLE		
a. SENIOR SUPERVISOR RESPONSIBLE FOR SCHEDU NAME b. OTHER SUPERVISORS:	TITLE		
a. SENIOR SUPERVISOR RESPONSIBLE FOR SCHEDU NAME b. OTHER SUPERVISORS: NAME	TITLE		
a. SENIOR SUPERVISOR RESPONSIBLE FOR SCHEDU NAME b. OTHER SUPERVISORS: NAME 7. CONTRACT SIGNATURE AUTHORITY; RESPONSIBILITY	TITLE TITLE FOR CONTRACT EXECUTION:	RACE/ETHNIC GROUP	SEX M/F
a. SENIOR SUPERVISOR RESPONSIBLE FOR SCHEDU NAME b. OTHER SUPERVISORS: NAME 7. CONTRACT SIGNATURE AUTHORITY; RESPONSIBILITY	TITLE TITLE FOR CONTRACT EXECUTION:	RACE/ETHNIC GROUP	SEX M/F
a. SENIOR SUPERVISOR RESPONSIBLE FOR SCHEDU NAME b. OTHER SUPERVISORS: NAME 7. CONTRACT SIGNATURE AUTHORITY; RESPONSIBILITY	TITLE TITLE FOR CONTRACT EXECUTION:	RACE/ETHNIC GROUP	SEX M/F

8. OFFICE MANAGEMENT					
NAME		TITLE		RACE/ETHNIC GROUP	SEX M/F
9. MARKETING / SALES					
NAME		TITLE		RACE/ETHNIC GROUP	SEX M/F
10.ARE ANY OF THE SHAREHOLDERS, DIRECTORS, OFFI	CERS, OR EMPLO	YEES OF	YOUR BUSINESS EN	IPLOYED BY ANY OTH	ER BUSINESS?
YES NO	AME OF THE OTH	ER BUSINE	SS AND THE PERS	ON'S FUNCTION IN THE	OTHER
BUSINESS:					
NAME		TITLE		BUSINESS	FUNCTION
a. DOES THE BUSINESS IDENTIFIED ABOVE HAVE ANY (e.g. SHARE OFFICE SPACE, FINANCIAL INVESTMENTS YES NO IF "YES", STATE THE BUSINESS RELATIONSHIP.					
		# of Minorities	# of Females		Total # of Employees
11. IDENTIFY THE NUMBER OF EMPLOYEES IN THE FOLLOWI a. NUMBER OF FULL-TIME EMPLOYEES FOR PAST THE				loyees for the year of	for the Year
	(CE (3) TEARS.				
			Total # of Emp	loyees for the year of	(2):
			Total # of Emp	loyees for the year of	(3):
		# of Minorities	# of Females		Total # of Employees for the Year
b. NUMBER OF PART-TIME EMPLOYEES FOR PAST TH	REE (3) YEARS.		Total # of Emp	loyees for the year of	(1):
			Total # of Emp	loyees for the year of	(2):
			Total # of Emp	loyees for the year of	(3):
		# of Minorities	# of Females		Total # of Employees for the Year
C. NUMBER OF SEASONAL EMPLOYEES FOR PAST THI	REE (3) YEARS.		Total # of Empl	oyees for the year of	(1):
			Total # of Empl	oyees for the year of	(2):
			Total # of Empl	oyees for the year of	(3):

	V. FINANCIAL INFORMATION							
A. INVESTMENT RESOURCES 1. INDICATE MAJOR CREDIT SOUR (i.e., CASH EQUIPMENT, REAL EST	. ,			VESTED I	N YOUR B	USINESS.	IDENTIFY FORM	M OF CAPITAL
CREDIT SOURCE OR INVE	STOR NAME		AMOUNT				FORM OF CAPITAL	
2. WHO PROVIDES THE COLLATER	AL FOR LO	ANS, LINES OF	CREDIT AN	D MAJOF	R PURCHAS	ES FOR	OUR BUSINES	S:
NAME			TITLE			RELATIONSHIP TO BUSINESS		
3. DOES YOUR BUSINESS OWE M	ONEY TO A	NY PRINCIPAL (OR SPOUSE	OF ANY		L? IF YES	, IDENTIFY.	
NAME		TITLE		MOUNT		REASON FO		DUE DATE
4. PROVIDE THE FOLLOWING BANKING INFORMATION FOR EACH ACCOUNT (i.e., MONEY MARKET, PAYROLL ACCOUNT, ACCOUNTS PAYABLE, CHECKING ACCOUNT, SAVINGS ACCOUNT)								
BANK	E	BANK OFFICER		ADDRESS				TELEPHONE NUMBER
5. IF YOU HAVE BONDING CAPACI	TY. IDENTIFY	AGENT / BROK	ER. BONDIN	IG LIMIT.	AND GUA	RANTOR:		
	,		, -	· ,				
AGENT / BROKER		ADDRES	S TELEPHONE N			HONE NUMBER BONDING LIMIT		MIT GUARANTOR
6. LIST CURRENT PROFESSIONAL	OR TRADE	LICENSES (i.e.,	CONTRACTO	R, ENGIN	EER, ARCHI	TECT, ICC,	ETC.)	
TYPE OF LICENSE		LICENSEE		R	EGISTRATION	NUMBER	STATE C REGISTRAT	OF DATE OF TION EXPIRATION
						-	REGISTRAT	
7. SPECIFY GROSS RECEIPTS OF	YOUR BUSI	NESS FOR LAST	T THREE (3)	YEARS:				
a. YEAR ENDING:		тот	AL RECEIPTS	;				
	(1)	\$						
	(2)	\$						
	(3)	\$						
8. LIST THREE (3) LARGEST CONTR	ACTS COMF	PLETED IN PAST	THREE (3)	YEARS:				
NAME OF PROJECT	DOLL	AR AMOUNT	DATE C	OMPLETED		TY	PE OF WORK PE	RFORMED
1.								
2.								
3.								

9. LIST ALL OF YOUR BUSINESS' C	URRENT MAJOR P	ROJECTS: (USE S	EPARATE SHEET IF	NECESSARY)	
PROJECT	DOLLAR AMOUN	T ANTICIPATED	COMPLETION DATE	NAM	E OF ENTITY ISSUING CONTRACT
10. DOES YOUR BUSINESS OWN MA	JOR EQUIPMENT?				
YES — IF "YES", LIST BELOV	N (USE SEPARATE SI	HEET IF NECESSAR	RY).	NO	
	ITEM				DATE ACQUIRED
11. DOES YOUR BUSINESS RENT OR					
	LEASE ANT MAJO	RENT	LEASE	QUANTIT	Y DATE OF RENTAL OF LEASE AGREEMENT
a. MONTHLY OR ANNUAL RENT ((USE SEPARATE SHEET IF NECE)		IT FOR EACH ITE			UAL \$
RENTAL AGENCY:			LESSOR:		
CONTACT:			CONTACT:		
TELEPHONE NUMBER: Area Co	ode ()		TELEPHONE NUM	IBER: <u>Area Coo</u>	le ()
12. DOES ANY OTHER BUSINESS SH	IARE OR CONTRIBU	JTE EQUIPMENT,	FINANCING OR P	ERSONNEL TO	YOUR COMPANY?
YES — IF "YES", LI	ST BELOW.	NO			
NAME OF BUSINESS	AI	DDRESS	TELEPHO	NE NUMBER	TYPE OF BUSINESS
13. LIST NAMES OF TWO (2) CURREI	NI BUSINESS REFE	ERENCES.			
NAME					
ADDRESS					
NAME OF CONTACT				TELEPHONE	NO.
NAME					
ADDRESS					
NAME OF CONTACT				TELEPHONE	NO

14. IDE			ROVIDE THE FOLLOWING SE		ESS:				
NAME		ADDRESS	3		TELEPHC	DNE NUMBER			
	b. ACCOUNTANT								
NAME		ADDRESS	3		TELEPHC	DNE NUMBER			
	c. ATTORNEY								
NAME		ADDRESS	3		TELEPHC	DNE NUMBER			
	d. PRINCIPAL SI	JPPLIERS (MATERIA							
NAME		ADDRESS	5		TELEPHC	DNE NUMBER			
	ECIFY PERSONAL A		OF EACH MINORITY, WOMAN	N OR DISABLED OWNER(S)	FOR THE PAST T	HREE (3) YEARS:			
	NAME	YEAR ENDING	ANNUAL INCOME	NAME	YEAR ENDING	ANNUAL INCOME			
(1)			\$	(4)		\$			
(2)			\$	(5)		\$			
(3)			\$	(6)		\$			
16. PR	EVIOUS APPROVAL a. ARE YOU A	S / CERTIFICATIONS SBA8A CERTIFIED							
	NO NO	YES	PENDING APPLIC	CATION					
	b. IS THIS BUSINESS CURRENTLY CERTIFIED AS A DBE, MBE OR WBE WITH ITS OWN STATE?								
	NO YES PENDING APPLICAITON								
	c. IS THIS BUSI	NESS CURRENTLY	CERTIFIED AS A DBE, MBE	E OR WBE BY ANY OTHER	FEDERAL, STATE	OR LOCAL AGENCY?			
	NO NO	YES	PENDING APPL	ICATION					
			DF ITS OWNERS, DIRECTOR ECERTIFIED AS A DBE, MBI			BEEN DENIED			
	NO	YES	IF "YES" PROVIDE EXPLA	NATON ON SEPARATE SHI	EET.				

The undersigned does hereby swear that the foregoing statements are true and correct and include all material information necessary to identify and explain the social and economic disadvantage of its owners and the ownership and control of:

(NAME OF BUSINESS)

Further, the undersigned does covenant and agree to provide the City of Philadelphia, through the prime contractor, current, complete and accurate information regarding actual work performed on any project on which it works, the payment therefore and any proposed changes in any of the arrangements hereinabove stated and to permit the audit and examination of books, records and files of:

(NAME OF BUSINESS)

by authorized representatives of the City of Philadelphia. It is recognized and acknowledged that the statements herein are being given under oath and any material misrepresentation will be grounds for not awarding or terminating any contract which may be awarded in reliance hereon. It is further understood that engaging in any deceptive conduct for the purpose of obtaining or retaining this certification is punishable as a felony of the third degree under 18 Pa. C.S.A. § 4107.2.

	-	SIGNATURE OF FIRM'S AUTHORIZED REPRESENTATIVE
	_	
DATE		TITLE
State of	:	
County (City) of	:	
		19, before me, appeared
		lersigned officer, personally in the foregoing affidavit and acknowl- capacity therein stated and for the purposes therein contained.
In witness whereof, I hereto set my ha	nd and	official seal.
NOTARY PUBLIC		

My commission Expires ______ (SEAL)

Please note: According to the Pennsylvania Association of Notaries (PAN) it is a conflict of interest for anyone to act as a notary who has a direct interest in the document which is to be notarized.

DISABILITY AFFIDAVIT

The applicant for certification as a disabled owned business is required to show that the following conditions exist for each disabled owner of the firm:

- (1) The presence of a medically recognized physical or mental impairment which substantially limits one or more major life activities.
 - (a) A medically recognized physical or mental impairment means any orthopedic deformity or functional impairment such as muscular dystrophy; spinal cord injuries; absence or amputation of major and minor members; visual impairments; hearing impairments; mental, psychoneurotic and personality disorders; and other physiological disorders affecting the neurological, musculoskeletal, genitourinary, skin and cellular tissue, respiratory, cardiovascular, hemic and lymphatic, endocrine and digestive body systems.
 - (b) Major life activities means functions, such as caring for one's self, performing manual tasks, walking, seeing, hearing, speaking, breathing, learning and working. The disabled business owner's substantial functional limitations must be a result of his or her physical or mental impairment. The existence of a physical or mental impairment alone, without substantial and continuing functional limitations as a result of the impairment, would not satisfy the requirements for certification.

TO BE COMPLETED) BY PHYSICIAN		
Name Of Patient	ICD—CM Diagnosis Code(s)	Date Of Onset Of Disability <u>Mo. Day Year</u>	Date Patient First Consulted You <u>Mo. Day Year</u>

Please type a description, in detail, of any substantial and continuing functional limitations resulting from the diagnosed disability. Submit with physician's signature.

I certify that all the above statements are true and correct and am notified that the submission of false information by me is subject to the penalties of 18 Pa. C.S.A. §4904 relating to unsworn falsification to authorities.

Signature of Physician

Date

Tax I.D. No. _____

BUSINESS PLAN FORMAT

INSTRUCTIONS:

Prepare a concise but clear response to items I through IX below. The purpose of this section of the certification application (*Disclosure Affidavit*) is to give the Minority Business Enterprise Council an overview as to how you plan to develop and operate your firm.

Please note: The information given below is a guide to use if you do not already have a business plan. Please *do not write on this page.* You are encouraged to develop your own plan and submit it to us.

I. **PRODUCT DEFINITION:**

Describe what you plan to sell or the type of service you propose to provide.

II. TRADE AREA:

Describe where you plan to conduct business, (i.e., City, State, etc.).

- **III. MARKET ASSESSMENT:** Describe what need there is for your type of business or services and describe how you plan to capture this market.
- IV. TRADE AREA CUSTOMERS: Who will buy your product or service? Explain.

V. COMPETITION:

Explain who you view as your competitor and how you plan to overcome the competition.

VI. KEYS TO COMPETITIVE SUCCESS:

Describe what you will do differently from your competitors.

VII. MARKET CAPTURE STRATEGY: Describe how you plan to get your share of the business.

VIII. ESTIMATED BUSINESS SALES:

State how much business you plan to do and how much money you propose to make in two (2) years. **FINANCIAL RESOURCES FOR OPERATION OF BUSINESS:**

IX. FINANCIAL RESOURCES FOR OPERATION OF BUSINESS:

- State the amount of money on hand to do business, and other capital resources available to you.
 - A. Business Assets/Liabilities
 - B. Lines of Credit
 - C. Personal Assets/Cash Support
 - D. Source of Funds/Credit

INSTRUCTIONS FOR COMPLETING THIS AFFIDAVIT:

This affidavit should be submitted as an original. All submitted documents should be copies only.

If there is more than one person completing the Personal Financial Statement form, please make copies of the blank form, then have each person fill in and submit their information.

Submit complete personal and company tax returns, including all W-2s, schedules, etc.

All incomplete affidavits and/or affidavits missing documentation will be returned without processing.

Submit the following documents (and any amendments thereto) with this affidavit:

FOR A CORPORATION

- a. Last three years' financial statement prepared by an independent CPA or accountant, or current Financial Statement if less than three (3) years in operation.
- b. Prior three years' corporate income tax returns including all schedules.
- c. Prior three years' personal income tax returns, W-2 Forms for each shareholder.
- d. Resumes of each owner of the company showing education, training and employment experience; include dates.
- e. Copy of current Philadelphia Business Privilege License or Business Tax Number, for Philadelphia Businesses.
- f. Copy of firm's insurance certificate(s).
- g. Business Plan (*Outline attached*) for firms operating less than 18 months.
- h. Copy of Articles of Incorporation.
- i. Copy of corporate bylaws.
- j. Copy of stock certificate(s) issued (not a specimen *copy*).
- k. Copy of Stock Transfer Ledger.
- 1. Proof of capital contribution(s) to company by principals (*e.g.*, *cancelled checks*).
 - <u>ron Arannens</u> h. Dro
- a. Last three years' financial statement prepared by an independent CPA or accountant, or current financial statement if less than three (3) years' operational.
- b. Prior three years' federal partnership tax returns, Form 1065.
- c. Resumes of all partners showing education training and employment experience; include dates.
- d. Partnership agreement.
- e. Copy of Business Privilege License.
- f. Copy of firm's insurance certificate(s).
- g. Buy-out rights agreement, where applicable.

- m. Copy of rental/lease agreement of office space, plant, warehouse or yard.
- n. Copy of certification letters from other agencies.
- o. Copy of stock purchase agreements, options, warrants or other agreements (*e.g.*, *voting agreement*).
- p. If other than African American or female, proof of minority status (*e.g.*, *naturalization or birth certificate*).
- q. Copy of minutes of first corporate organizational meeting and minutes of each meeting held by the Board of Directors and shareholders.
- r. Copy of written pledges, liens, agreements or ownership conditions.
- s. Copy of bank resolution and/or bank signature card.
- t. Equipment rentals and/or purchase agreements.
- u. Copy of payroll summary (give yearly salaries including social security numbers and titles of full-time, part-time and seasonal employees).
- v. If other than a U.S. citizen, proof of lawful permanent resident status.
- w. List of Clients.

FOR A PARTNERSHIP

- h. Profit-sharing agreement.
- i. Proof of capital invested.
- j. Copy of loan agreement, where applicable.
- k. Copy of rental/lease agreement for office space, plant, warehouse or yard.
- 1. Copy of bank resolution.
- m. Equipment rental and/or purchase agreements.
- n. If other than Black or female, proof of minority status.
- o. Copy of certification letters from other agencies.
- p. Prior three years' personal income tax returns and W-2 Forms for each partner.

The Minority Business Enterprise Council reserves the right to request any additional information deemed pertinent to the certification review of your firm and may request an inspection of your place of business. In addition, you may be requested to attend an interview at the MBEC Staff Office.

NOTE: ALL INCOMPLETE APPLICATIONS WILL BE RETURNED IMMEDIATELY. 71-373A (13) (Rev. 3/00)