### OHIO DEPARTMENT OF DEVELOPMENT

#### MINORITY BUSINESS BONDING PROGRAM

## **PROGRAM SUMMARY**

The Minority Business Bonding Program is designed to provide bonding assistance to minority businesses who otherwise cannot obtain bonding. The goals of the program are: to produce long term positive results by assisting minority businesses in eventually obtaining bonding from the private sector; and to provide minority businesses with the best opportunity for long-term success and stability, while concurrently reducing the State of Ohio's exposure to losses. The maximum bond amount is one million dollars per company. A premium for each bond issued (not to exceed two percent of the penal sum of the bond) is charged, however there is no charge for bid bonds if the bid is unsuccessful. The Ohio Department of Development's Office of Minority Financial Incentives on a case-by-case basis will determine the actual premium rates charged.

Bonding requests are reviewed and voted on by The Minority Development Financing Advisory Board . The Minority Development Financing Advisory Board (MDFAB) holds monthly meetings. Normally the Office of Minority Financial Incentives staff must receive a Minority Business Bonding Program application at least 30 days before a MDFAB meeting. The 30 days are needed to process the application, gather additional information and prepare a presentation for the MDFAB's approval. Applications that are unusually complex, incomplete or received less than 30 days before a MDFAB meeting will be delayed to a subsequent meeting.

Since bond applications are approved at monthly meetings of the MDFAB, businesses are encouraged to apply well in advanced of their need for a bond.

#### **ELIGIBILITY REQUIREMENTS**

- 1. The applicant must meet the definition of "Minority Business" as set forth in Section 122.71(E)(1) of the Ohio Revised Code.
- 2. The applicant must be certified by the Equal Opportunity Division of the Department of Administrative Services as a minority business enterprise.
- 3. The applicant must have been denied a bond by two surety companies within the past year and must submit written evidence of the denials.
- 4. The projects for which bonding is sought must be economically sound and must benefit the people of the state by increasing opportunity for employment and by expanding minority business enterprise.
- 5. The applicant must not have defaulted on a previous bond issued by the Director and no general or limited partner or shareholder in the minority business enterprise may have defaulted on a previous bond issued by the Director.

#### OTHER REQUIREMENTS

- 1. The applicant must demonstrate to the satisfaction of the Director of the Ohio Department of Development (the Director) adequate insurance coverage on its business operation and key employees.
- 2. The applicant must have a line of credit equal to or greater than 20% of the bonded amount or demonstrate to the Director sufficient financial resources to justify a lesser credit facility.
- 3. The Director will require the personal guarantees against default by the principals and other persons substantially involved in the operation of the business, and other collateral or conditions as is warranted under the circumstances.
- 4. Once accepted into the program, businesses will be required to provide periodic interim information including (but not limited to) quarterly financial statements prepared by an independent certified public accountant, a license public accountant or someone acceptable to the Director to maintain their eligibility.
- 5. The Director, at his discretion, may accept single contract financing in lieu of supplementing the applicants line of credit.
- 6. The Director will require removal of state tax liens.

#### **FEES**

The applicant shall pay a premium (in advance) for each bond to be issued by the Director not to exceed two percent of the penal sum of the bond. The premium may be adjusted upward or downward if the contract amount is changed by more than the lesser of 5% or \$10,000.00.

There is no application fee for application to the Minority Business Bonding Program and there is no fee for bid bonds if the applicant's bid is not successful.

#### **SELECTION CRITERIA**

The MDFAB will:

- Weigh financial viability (history of profits on a majority of contracts is expected), capacity to perform, and collateral.
- Expect current ratios of at least .98:1 and a debt ratios of less than 5:1
- Evaluate applicant's banking relationships.
- Evaluate whether the applicant has demonstrated ability to compete in the private sector.
- Consider the job generation potential of the project and/or applicant.
- Consider the positive impact to the state of granting the requested assistance to the applicant.
- Act adversely if the applicant submits inaccurate or incomplete information or submits financial statements that are not reliable.

#### **APPLICATION PROCEDURE**

Applicants initiate the bond application process by contacting the staff of the Office of Minority Financial Incentives for a brief pre-application session to review the program's eligibility requirements.

If the applicant can meet the program's eligibility requirements, an application package will be sent.

Once the application package has been completed and returned to the Office of Minority Financial Incentives, our staff will review the package. If the application is found to be complete and the staff determines the applicant is eligible, the applicant will be informed that the package will be processed for submission to the MDFAB for approval. New applicants are expected to appear before the MDFAB when their packages are presented.

Applications for the Minority Business Bonding Program are available at the Office of Minority Financial Incentives, 77 South High Street, P. O. Box 1001, Columbus, Ohio 43266-0101, or by calling (800) 848-1300, extension 4-7708 or (614) 644-7708.

## MINORITY BUSINESS BONDING PROGRAM APPLICATION

A.	<u>GEN</u>	ENERAL INFORMATION					
	1.	Applicant					
	2.	Trade Name					
	3.	Address	City_		State	Zip	
	4.	Contact Person					
	5.	Secondary Contact					
	6.	Telephone Number (	<u> </u>				
	7.	Fax Number (	_)				
	8.	E-Mail Address:					
List al	l owne	ers, officers and <u>key</u> personr	nel of the	company.			
Name	)	Address	Ag e	Years with Company	Years in Industry	% of Ownership	Title
		<u> </u>			ļ.	- I	
Pleas	e list b	elow any unusual or specia	l circumst	ances pertainin	g to your com	pany or this app	olication.
В.	SUP	PPORTING DOCUMENTA	ATION				
as ind enclos	<u>icated</u> sed. <b>In</b>	g supporting documents mu and attach them to the end complete submissions ma	of the ap	plication in orde	<u>er.</u> Forms for	Exhibits 8 and 1	
Exhib	oits (C	Check if Enclosed)					
1.		Brief history and/o	or descrip	tion of the busir	ness (busines:	s plan preferred	)
2.		Resumes on own			`		•
3.		_ 3 years annual fir					
4.		Projected monthly sheet, income standard significant forecases	atements	and statements			
5.		Interim financial s			ints' report an	d footnotes	
6.		3 years business				a .50ti 10t00	
7.		3 years personal					

8.	 Personal financial statements of all owners, with supporting schedules
9	 Aging of accounts receivable and payable as of the date of the most recent
	financial statements submitted
10.	 List of equipment owned and/or leased by the applicant
11.	 Letter from a bank verifying the applicant's existing line of credit
12.	 Status of contracts as of the date of the application
13.	 Completed employee organization chart
14.	 Ohio Minority Business Certification
15.	 Denial letters from two surety companies
16.	 General Liability Insurance Certificate

#### FINANCIAL STATEMENT REQUIREMENTS

<u>Minimum</u> requirements for financial statements submission are summarized in the table below. Please note that financial statements above the minimum requirements are encouraged.

	Initial Appli	cation	When in Program		
Bonding Level	Year end	<u>Interim</u>	Year end	<u>Interim</u>	
\$100,000 or Less	Compiled	Compiled	Compiled	Compiled	
\$100,001 to \$250,000	Compiled (Reviewed preferred)	Compiled	Compiled (Reviewed preferred)	Compiled	
\$250,001 to 500,000	Reviewed	Compiled	Reviewed	Compiled	
\$500,001 to 1,000,000	Audited	Compiled	Audited	Compiled	

The applicant must present to the Director its financial statements, and any other documents as requested, for the past three years of operation, or if in existence for less than three years, its operations to date.

For applications requesting bonding levels of \$100,000 or less, tax returns in lieu of financial statements may be acceptable. Substitutions must be approved by the Office of Minority Financial Incentives staff prior to submission.

Requests for bonding which indicate the expectation of substantial growth, or from companies with weak financial positions must be accompanied by three years projected financial statements in order for the MDFAB to properly evaluate the company's ability to meet its future obligations.

An independent certified public accountant or someone acceptable to the Director must prepare financial statements. The applicant is encouraged to carefully interview their current or prospective accountants to see if they possess sufficient training and experience to prepare quality financial statements for companies in your line of business, in accordance with generally accepted accounting principles.

## C. <u>BUSINESS INFORMATION</u>

	<u>Yes</u>	<u>No</u>	
1.		_	Has the applicant ever been bonded by a private surety? If yes, why was
			coverage terminated?
2.			Has the applicant ever been bonded by the Director.
3.			Has there ever been a bond claim against the applicant?
4.			Are there now or have there ever been any liens, claims or disputes arising from
_			any jobs?
5.			Has the applicant in whole or in part ever failed to perform on a job?
6.			Are all jobs currently on schedule?
7.			Has the applicant ever petitioned for bankruptcy or been forced into involuntary bankruptcy.
8.			Has any owner of the applicant ever petitioned for bankruptcy or been forced into
•			involuntary bankruptcy?
9.			Has there ever been a judgement against the applicant?
10.			Are the company or any of its owners presently involved in any litigation?
11.			Are the applicant and all average surrent an all income and neural toyon?
12.			Are the applicant and all owners current on all income and payroll taxes?
13			Are there now or have there been any liens for failure to pay income or payroll
14.			taxes against the applicant or any owners?  Does the applicant typically take advantage of prompt payment discounts.
1 <del>4</del> . 15.			Are all owners and key employees in good health?
16.			Is the applicant a joint venture?
17.			Does the applicant or a more than 20% owner of the applicant own 20% or more of
.,.			any other company?
18.			Are all owners of the applicant willing to personally guarantee bonds issued by the
			Director.
19.	How	did the a	applicant learn of the Minority Business Bonding Program?
20.	What	are the	applicant's products or services?
21.	What	are the	specific products or services for which the applicant desires bonding?
			est for bonding of new products and services are reviewed more critically than bonding of already established products and services.)
	- 700		
22.	When	n was th	e applicant established?Later incorporated?

23.	Is the applicant a sole proprietorship	Partnership		Corporation
24.	If the applicant is a corporation, has it elec	cted to be taxed as an	S Corporat	ion?
25.	If your company uses subcontractors, wha	at is your policy regard	ling bonds f	rom them?
26.	How much bonding assistance is being re	quested?		
27. 28.	Bid Bonds Performance and/or payment bond Based on this bonding request how many Indicate the company's three largest contr past three years.	jobs will you create ov	er the next	 year?
		20	20	20
		\$	\$	\$
		\$	\$	
		\$	\$	
29. 30. 31. 32. 33.	What percentage of your work is done as What percentage of your work is done as What size contract does the applicant feel What is the maximum size contract the co What is the total dollar amount of contract	a subcontractor? I it can best handle? Impany can handle?	\$ \$ f the last th	% % ree years?
	20	\$		
	20	\$		
	20	\$		
<ul><li>34.</li><li>35.</li><li>36.</li></ul>	Has the company bid more than 10% below of the straight of the attached con the straight of the company equipment adequate for the straight of	tinuation sheet. ne coming year's antic d large expenditures o	ipated work	?
	Cash Accrual			

Note: The MDFAB prefers statements prepared using percentage of completion accounting for construction companies and accrual basis for all other companies.

Percentage of completion

37. What is the applicant's fiscal year end?

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## **CONTINUATION PAGE**

## Explanation/additional information


## D. WORK HISTORY

List the five largest contracts completed in the past three years.

## **CONTRACT 1**

	Contract price
	Date completed
	Name and address and phone number of Architect/Engineer (construction only)
	Name and address and phone number of Customer
	Description of Job
CONT	TRACT 2
	Contract price
	Date completed
	Name and address and phone number of Architect/Engineer (construction only)
	Name and address and phone number of Customer
	Description of Job
CONT	TRACT 3
	Contract price
	Date completed
	Name and address and phone number of Architect/Engineer (construction only)

	()
	Name and address and phone number of Customer
	( )
	Description of Job
ON	TRACT 4
	Contract price
	Date completed
	Name and address and phone number of Architect/Engineer (construction only)
	Description of Job
ON	TRACT 5
	Contract price
	Date completed
	Name and address and phone number of Architect/Engineer (construction only)
	Name and address and phone number of Customer
	<u>( )</u>
	Description of Job

## E. <u>EXHIBITS</u>

## PLACE EXHIBITS FOLLOWING THIS PAGE

## **EXHIBIT 8**

## PERSONAL FINANCIAL STATEMENT (date)

The applicant must submit completed copies of this form as follows:

1) if a sole proprietorship, by the proprietor; 2) if partnership, by each partner: 3) if a corporation, by each officer and each 20% or greater stockholder; 4) if any person or entity providing a guaranty on the contract bond.

Name, Address and Zip Code (of person and spouse submitting	statement)	Name, address and Zip Code (of business)			
Telephone No: ( )		Telephone No: ( )			
Social Security No.:		Taxpayer ID. No.:			
ASSETS		LIABILITIES			
Cash on hand/in banks Savings Accounts	\$	Accounts payable Notes payable to banks and others (describe - section 5)	\$		
U.S. Government bonds		(describe - section 5)			
Accounts & notes receivable		Installment accounts (auto) monthly payment			
Life insurance		Installment accounts (other)			
Case surrender value only		monthly payment			
Other stocks and bonds (describe -section 2)		Installment accounts Rental payment			
Real estate		Loans on life insurance			
(describe - section 3)		(describe section - 6)			
,		Unpaid taxes			
Automobile - present value		(describe - section 7)			
Other personal property		Other liabilities			
(describe section - 4) Other assets		(Describe section - 8)			
(describe section -4)					
(describe section -4)		TOTAL LIABILITIES	\$		
		NET WORTH	\$		
TOTAL ASSETS	\$	TOTAL LIABILITIES AND NET WORTH	<b>¢</b>		
TOTAL AGGLIG	Ψ	AND NET WORTH	Ψ		
SECTION 1. SOURCES C	OF INCOME (Describe	below all items listed in this section)			
	Amounts are: annu	alMonthly			
	Salary	\$			
	Net investment inco	ome \$			
	Net rental income	\$			
	Other income (desc	cribe) \$			
Note: It is not necessary to die		nort normanta in "Other Income" unless it decire	ad to bour our		

Note: It is not necessary to disclose alimony or child support payments in "Other Income" unless it desired to have such payment counted toward total income

SECTION 2: Other Stocks and Bon Number of Names of		Cost		Market V	Market Value/Quote		Quote	Total Value	
Shares	Securities								
	1	<b>-</b>						l .	
SECTION 3: Real	Estate Owned								
Property Address	Purchase	Original Cost	Market	Value	Name and Ad	Idress of	Note	Pa	
. ,	Date	ŭ			Note Holder		Balance		
							1		
FCTION 4: Othe	r Personal Pro	perty and assets	:						
20110N 4. Othic		perty and assets	,						
SOTION 5 No.	- D III ( D								
SECTION 5: Note lame and Addres		Current	Payme	ent Amount	Payment Fred	THENCY	Type of	Collatera	
of Note holders	Balance	Balance	l'ayınıc	an Amount	ayinentire	quericy	Securin		
								<u>J</u>	
SECTION 6: LIFE	INSURANCE								
			Cash	Loans		C.	arrier/		
nsured	Amount	Туре	Value	Payable	Beneficiar		gency		
				·		·			
SECTION 7: Unp									
Describe in detail	: to whom payab	ole, when due, am	ount, and	what (if any)	tax liens have be	een filed)			
SECTION 8: Othe	er Liabilities								
		ntity owned in w If so, please ex		n part by you	applied for bar	nkruptcy o	r been in	involunta	
ankrupicy in the	e past 10 years.	ii so, piease ex	ріані.						
	As Endorser or			\$					
	Legal Claim and			\$					
	Provision for Fe	uerai income							
	Tax			\$					

	bove statements contained in the schedules herein i the dates stated herein. This statement is given for	s a true and accurate statement of (my) or (our) financial the purpose of (Check one of the following):	
	Inducing the Director to grant a bond as requested appears herein, in connection with which this statement is s	d in this application, of the individual or firm whose name submitted.	
		ondition, pursuant to the terms of the guaranty executed by d to the individual or firm, whose name appears herein.	у
Signature	 Signature	 Date	

## APPLICANT'S STATEMENT CERTIFYING ACCEPTANCE ADDITIONAL REPRESENTATIONS, COVENANTS AND WARRANTIES

# IN CONSIDERATION OF THE ACCEPTANCE AND REVIEW OF THIS APPLICATION BY THE STATE OF OHIO, APPLICANT AGREES, COVENANTS, REPRESENTS AND WARRANTS AS FOLLOWS:

- A. The information contained in and submitted with this application is complete and correct. (Any person who provides a false statement to secure Economic Development assistance may be guilty of falsification, a misdemeanor of the first degree, pursuant to O. R. C. 2921.13(D)(1), which is punishable by a fine of not more than \$1,000 and or a term of imprisonment of not more than six month.)
- B. Applicant shall supply additional information upon request by the Department of Development.
- C. Applicant has not and shall not pay to any broker, attorney, accountant or any other person assisting it with this application any fee contingent upon the amount of financial assistance obtained from the State of Ohio.
- D. The Department of Development is hereby given authority to contact its legal counsel, accountants, bankers, prime contractors, subcontractors, owners of past and current projects, and material suppliers. Furthermore, the above-mentioned agency is given authority to review credit reports on the applicant company and its owners and officers without prior notice to the applicant company.
- E. Applicant intends and expects to provide employment opportunities in Ohio as represented in this application for assistance.
- F. The filing of this application for assistance in no way obligates the Department of Development or the State of Ohio to pursue this project.

THE UNDERSIGNED HAS FULL POWER AND AUTHORITY TO EXECUTE, DELIVER, PERFORM AND ENTER INTO AND CARRY OUT THE PERFORMANCE OF THIS APPLICATION ON BEHALF OF THE APPLICANT COMPANY.

The applicant is hereby put on notice that the Director shall cancel or refuse a bond to any person who intentionally misrepresents himself as owning, controlling, operations, or participating in a minority business enterprise for the purpose of obtaining funds, contracts, subcontracts, services or any other benefits under sections 122.71 to 122.85 or 122.87 to 122.89 of the Revised Code.

Applicant's/company's legal name
Signature
Typed or printed name
Title



#### **Ohio Department of Public Safety**

Division of Homeland Security

http://www.homelandsecurity.ohio.gov

#### **GOVERNMENT BUSINESS AND FUNDING CONTRACTS**

In accordance with section 2909.33 of the Ohio Revised Code

#### **DECLARATION REGARDING MATERIAL ASSISTANCE/NONASSISTANCE TO A TERRORIST ORGANIZATION**

This form serves as a declaration of the provision of material assistance to a terrorist organization or organization that supports terrorism as identified by the U.S. Department of State Terrorist Exclusion List (see the Ohio Homeland Security Division website for a reference copy of the Terrorist Exclusion List).

Any answer of "yes" to any question, or the failure to answer "no" to any question on this declaration shall serve as a disclosure that material assistance to an organization identified on the U.S. Department of State Terrorist Exclusion List has been provided. Failure to disclose the provision of material assistance to such an organization or knowingly making false statements regarding material assistance to such an organization is a felony of the fifth degree.

For the purposes of this declaration, "material support or resources" means currency, payment instruments, other financial securities, funds, transfer of funds, and financial services that are in excess of one hundred dollars, as well as communications, lodging, training, safe houses, false documentation or identification, communications equipment, facilities, weapons, lethal substances, explosives, personnel, transportation, and other physical assets, except medicine or religious materials.

LAST NAME		FIRST NAME			MIDDLE INITIAL	
HOME ADDRESS						
CITY	STATE		ZIP	COUNTY		
HOME PHONE WORK PHONE						
COMPLETE THIS SECTION ONLY IF YOU ARE A COMPANY, BUSINESS OR ORGANIZATION						
BUSINESS/ORGANIZATION NAME						
BUSINESS ADDRESS						
СІТУ	STATE		ZIP	COUNTY		
PHONE NUMBER						
DECLARATION In accordance with division (A)(2)(b) of section 2909.32 of the Ohio Revised Code						
For each question, indicate either "yes," or "no" in the space provided. Responses must be truthful to the best of your knowledge.						
Are you a member of an organization on the U.S. Department of State Terrorist Exclusion List?  Yes No						
<ol> <li>Have you used any position of prominence you have with any country to persuade others to support an organization on the U.S. Department of State Terrorist Exclusion List?</li> <li>Yes</li> </ol>						

## GOVERNMENT BUSINESS AND FUNDING CONTRACTS - CONTINUED

3.	Have you knowingly solicited funds or other things of value for an organization on the U.S. Department of State Terrorist Exclusion List?  Yes No
4.	Have you solicited any individual for membership in an organization on the U.S. Department of State Terrorist Exclusion List?  Yes No
5.	Have you committed an act that you know, or reasonably should have known, affords "material support or resources" to an organization on the U.S. Department of State Terrorist Exclusion List?  Yes No
6.	Have you hired or compensated a person you knew to be a member of an organization on the U.S. Department of State Terrorist Exclusion List, or a person you knew to be engaged in planning, assisting, or carrying out an act of terrorism?  Yes No
assi U.S the	he event of a denial of a government contract or government funding due to a positive indication that material istance has been provided to a terrorist organization, or an organization that supports terrorism as identified by the . Department of State Terrorist Exclusion List, a review of the denial may be requested. The request must be sent to Ohio Department of Public Safety's Division of Homeland Security. The request forms and instructions for filing can be and on the Ohio Homeland Security Division website.
auto failu Terr felor ques Dep of a	certify that the answers I have made to all of the questions on this declaration are true to the best of my wledge. I understand that if this declaration is not completed in its entirety, it will not be processed and I will be omatically disqualified. I understand that I am responsible for the correctness of this declaration. I understand that are to disclose the provision of material assistance to an organization identified on the U.S. Department of State corist Exclusion List, or knowingly making false statements regarding material assistance to such an organization is a my of the fifth degree. I understand that any answer of "yes" to any question, or the failure to answer "no" to any stion on this declaration shall serve as a disclosure that material assistance to an organization identified on the U.S. partment of State Terrorist Exclusion List has been provided by myself or my organization. If I am signing this on behalf company, business or organization, I hereby acknowledge that I have the authority to make this certification on behalf the company, business or organization referenced on page 1 of this declaration.
X	Signature Date
	Signature Date