

**Rural Economic Area Partnership
REQUEST FOR FINANCIAL ASSISTANCE**

Revolving Loan Fund

1) Name of Business: **ExSample Storage Facility** Funds Requested \$ **50,000**

Business Address: **627 Main Street, REAP Zone City, ND 55555**

Telephone: **701-555-0000**; Cell - Peabody **701-555-3333**

Cell - Sherman **701-555-4444**

Email: ExSample@funmail.com, Peabody@funmail.com, Sherman@funmail.com

2) Present and Future Principal Owners:

First Name	Last Name	Address if Different	% Ownership
Peabody	Jones	627 Residence Lane REAP Zone City	50%
Sherman	Jones	629 Residence Lane REAP Zone City	50%

3) Type of Ownership

Corporation

Partnership

Sole Proprietor

Political Subdivision

Other

4) Type of Project

Start Up

Expansion

Retention

Relocation

Other

5) Type of Business

Primary Sector

Retail Sector

Service Sector

Tourism

Other

EIN & DUNS Identification #: **91-55555555** Years in business: **0**

Industry Experience: **None**

Lead Bank: **Commercial Lending Company**

If this is a relocation, state from where: **Not Applicable**

6) If the answer to any of the following questions is yes, please attach an explanation to the application.

Does the business or principals have patent protection, copy rights or trademark protection on any products or services associated with this project? Yes No

Have you ever declared bankruptcy? Yes No

Are there any outstanding judgements or pending lawsuits against the business or any of the principals? Yes No

Are any existing business loans delinquent? Yes No

7) Sources and Uses of Project Funds

Source	Amount	Terms	Use
Peabody Jones	25,000	Personal Savings	Working Capital
Commercial Lending	400,000	5% Int. for 10 years	Construction & Equipment
REAP RLF	50,000	3% for 5 years	Equipment
Sherman Jones	25,000	Personal Savings	Working Capital

Owner Equity—Type Cash Value \$50,000 % of Total - 20%

8) Proposed Jobs – Five Full Time

Job Description	Current	Full Time Created	Full Time Retained	Part Time Retained	Total FTE's
Facility Manager		X			1
Security Manager		X			1
Facility Staff /Security Staff		X			2
Fork Lift Operator/Security Staff		X			1

9) A completed Request for Financial Assistance should have the following items attached:

- A general business plan or project description and the Loan Processor's Assessment of Lending Criteria
- Letters/emails of conditional support funding and/or commitment from the bank or other fund sources and if applicable, a letter from the local development corporation where the project will be located
- A three year profit & loss projection for the business and personal financial statements
- Three years tax returns for principals over 20% and for the existing business if applicable. *These items will be kept confidential and not be a part of public record to the extent allowable under the laws of the State of North Dakota*

Are any of the principals related to REAP Investment Board Staff or Board Members?

Yes No

Are you or will you be doing business with any REAP Investment Board Staff or Board Member?

Yes No

I CLAIM THAT ALL OF THE ABOVE INFORMATION IS TRUE AND CORRECT TO THE BEST OF MY KNOWLEDGE. Roosevelt Custer Regional Council IS HEREBY AUTHORIZED TO VERIFY THE ABOVE INFORMATION AND MAY REQUEST ANY AND ALL INFORMATION CONCERNING MY ACCOUNTS OR CREDIT HISTORY FOR USE IN CONNECTION WITH MY APPLICATION.

Peabody Jones

6.6.16

Sherman Jones

6.6.16

Applicant Signature

Date

Co-applicant Signature

Date

Mail Application and Attachments with \$200 partial origination fee to: Roosevelt Custer Regional Council, 300 13 Ave. W., Dickinson, ND 58601 or email to Schaff@rooseveltcuster.com.

INFORMATION FOR GOVERNMENT MONITORING PURPOSES

Some of the following information is requested by the Federal Government in order to monitor compliance with applicable Federal Civil Rights laws. You are not required to furnish this information, but are encouraged to do so. The law states that a provider or services may neither discriminate on the basis of this information, nor on whether you choose to furnish it. However, if you choose not to furnish it, under Federal regulations the provider of services is required to note race, ethnicity, and sex on the basis of visual observation or surname.

Business owned by: Female 100% < 50% =50% >50%
 Male 100% < 50% =50% >50%

Race

American Indian
 Black or African American
 White
 Asian
 Native Hawaiian or Other Pacific Islander
 Other

Ethnicity: Not Hispanic or Latino
 Hispanic or Latino

Sex (Applicant) Male Female ___

Located In: Urban Area Rural

Farm Family Member: Yes No

Handicapped: Yes No

If you do not wish to furnish the above information, please check this box.

For Office Use Only

Date Received: _____	REAP Investment Board Committee Action	<input type="checkbox"/> Denied <input type="checkbox"/> Approved as presented <input type="checkbox"/> Approved Contingent Upon <input type="checkbox"/> Further Information Required
Date Acted On: _____		

APPLICATION ATTACHMENTS



General Business Plan or Project Description

Description of the Business: This project will construction and operate a storage facility under contract with the National Archives and Records Administration. This facility will employ five people. Since 1950, the National Archives and Records Administration have safe guarded the nation's records, including citizen tax returns, Official Military Personnel Folders, passport applications, and Top Secret military records. Every day, NARA's Federal Records Centers deliver on the agency's mission to provide ready access to essential evidence.

Key statistics about the Federal Records Center Program:

- 17 facilities in 9 regions throughout the United States
- Total holdings of 25 million cubic feet of records
- 13 million reference requests serviced annually
- 18,000 tons of paper recycled annually
- Professional staff of approximately 1,100 Federal employees
- Nearly 400 Federal agency customers

Currently, all record centers are located in urban areas. The NARA is faced with high land costs and expansion restrictions in some of these areas. NARA has records centers in the following locations: Atlanta, GA; Boston, MA; Chicago, IL; Dayton, OH; Denver, CO; Fort Worth, TX; Kansas City, MO; Laguna Niguel, CA; Lee's Summit, MO; Philadelphia, PA; Pittsfield, MA; San Francisco, CA; Seattle, WA; St. Louis, MO; Suitland, MD.

NARA has consistently set the standard for records center design and security. NARA is committed to minimizing risk to archival records. As part of their commitment to ensuring that records receive the best in environmental controls and safeguards, they have recently revised their storage standards. The use of advanced fire suppression equipment, appropriate environmental controls, and other structural standards significantly improve the environment and safeguards for records. Secure facilities means secure records, and the preservation and use of records is really what NARA makes possible. Storage facilities must be fully compliant with regulations that protect records from fire, theft, pests, water damage and natural disasters. They provide high-quality, cost-effective storage and servicing of records for their Federal customers.

Objectives: Business plan objectives are as follows:

- To construction a storage facility in compliance with NARA standards
- To contract the facility to NARA
- To operate the facility in compliance with NARA regulations
- To create five employment opportunities

Company Summary:

Sherman and Peabody Jones are brothers. Together, they own an 80 acre parcel of land near REAP City that is ideal for this venture. They have incorporated as Exsample Limited Liability Company in the state of North Dakota.

The site advantages include adequate water supply plus electrical power and natural gas provided through MDU. The site is within one mile of Interstate 94. There is a rail spur with off-loading located at the local elevator. This area is a semi-arid climate which would reduce humidity control costs. Regulations do require a constant temperature & humidity control.

REAP City has a population of 300 people and is within 20 miles of REAP Town which has a population of 3,000 people.

Facility Specifications: **Precast concrete building 100' X 62' or 6,200 square feet with a 62' span.**

Personnel Plan:

- Facility manager (1)
- Security manager (1)
- Facility staff (2) also trained as security staff
- Fork lift operator (1) also trained as security staff

Table: Personnel

Personnel Plan	Year 1	Year 2	Year 3	Year 4	Year 5
Facility Manager	\$45,000	\$46,000	\$47,000	\$48,000	\$49,000
Security Manager	\$40,000	\$40,500	\$41,000	\$41,500	\$42,500
Facility & Security Staff	\$32,000	\$32,500	\$33,000	\$33,500	\$34,000
Facility & Security Staff	\$32,000	\$32,500	\$33,000	\$33,500	\$34,000
Facility & Security Staff	\$32,000	\$32,500	\$33,000	\$33,500	\$34,000
Total People	5	5	5	5	5
Total Payroll	\$181,000	\$184,000	\$187,000	\$190,000	\$193,500

Table: Start-up

Start-up Requirements

Start-up Expenses

Legal	\$2,000
Stationery, etc.	\$600
Brochures	\$4,000
Insurance	\$1,000
Rent	\$5,000
Leased Equipment	\$180,000
Storage Space Setup	\$100,000
Security	\$50,000
Total Start-up Expenses	\$342,600

Start-up Assets

Cash Required	\$157,400
Other Current Assets	\$0
Long-term Assets	\$0
Total Assets	\$157,400
Total Requirements	\$500,000



Loan Processors Letter June 16, 2016

Frank Frankly, Loan Processor
Commercial Lending Company
PO Box M
REAP City, ND 55555
frankly@commercialending.com

701.555.1414

REAP Board Members,

I am working with Peabody Jones and Sherman Jones on a loan to build a storage facility for federal documents near REAP City. By their calculations, this project will create five full time jobs. These will be good paying jobs ranging from \$32,000 to \$49,000 over the next five years. It is my understanding these jobs will also have individual health insurance and accrue vacation and sick leave. These jobs will be important to our small town.

These five positions will provide two daytime workers Monday through Friday plus security workers at the facility 24/7. I believe the Jones brothers, both long term residents of our town, will be good employers and provide for generally good work conditions for these workers.

It is my understanding the facility will be fully stocked within one year. After that time, the influx of boxes into the facility will be nearly zero. The future work of this company will be the maintenance and care of the stored boxes and to locate boxes within the facility to be routed back to the federal agency requesting it.

It is unlikely the reimbursement per box by the NARC will increase much beyond the rate of inflation over the estimated 40 years of this facility. There will be little if any additional opportunity to advance the business unless additional federal storage facilities are built. This facility is not in competition with any other business in the region. The work can be learned and is relatively repetitious and no marketing is required at all. I believe they will be successful in this endeavor.

Leveraging of their own \$50,000 in funding by the Jones brothers is important as well as owning the land for the facility. The land value is calculated to have a value of \$120,000. Both brothers are actively employed in the community and have always been financially astute and have paid their bills promptly. Each owns a home in REAP City. They will retain their jobs at the local feed store but intend to learn the business and fill in as needed.

The Commercial Lending Company will approve the loan of \$400,000 to the Jones brothers upon securing the REAP funds of \$50,000 to complete their funding needs.

Sincerely,

Frank Frankly

Loan Officer, Commercial Lending Company



Letter from Local Development Corporation or JDA

**Very Important Business Development Center
PO Box G
REAP Town, ND 55556
701-555-5556**

June 16, 2016

REAP Investment Board Members
REAP Investment Fund, Inc.
300 13th Ave. W, STE 3
Dickinson, ND 58601

This letter is written in support of the Exsample Storage Facility planned near REAP City, North Dakota by Sherman and Peabody Jones.

I have been working with the Jones brothers on the bank loan, business projections, and financials. My staff have assisted them on this application. They have continually expressed their willingness to learn and to be a strong company and to be good employers.

On behalf of my board of the Very Important Business Development Corporation, please accept this letter as confirmation of their support for this loan application. The board passed this confirmation at the May 15th meeting. At that meeting, the board reviewed the application and the supportive financials. The board noted the choice of Commercial Lending Company, a local bank, to be important. Their staff is knowledgeable and their loan officers are experienced and well trained. Their part in the financing of this facility and operations is a positive in this application.

Please be assured we will continue to assist this project and its eventual operations as needed and will work towards their success and the job creation it promises for our region.

Sincerely,

Perry Plumsky

Perry Plumsky
Executive Director
plumsky@vibcd.com

Note: *The business doesn't have to have a board approval if it is inconvenient to do so. The director can give a personal review and endorsement.*



Projected Three Year Profit and Loss

Table: Profit and Loss

Pro Forma Profit and Loss			
	Year 1	Year 2	Year 3
Sales	\$644,000	\$760,000	\$900,000
Direct Cost of Sales	\$59,550	\$85,000	\$100,000
Other Production Expenses	\$0	\$0	\$0
Total Cost of Sales	\$59,550	\$85,000	\$100,000
Gross Margin	\$584,450	\$675,000	\$800,000
Gross Margin %	90.75%	88.82%	88.89%
<u>Expenses</u>			
Payroll	\$181,000	\$184,000	\$187,000
Expenses	\$36,000	\$40,000	\$50,000
Depreciation	\$0	\$0	\$0
Leased Equipment	\$0	\$0	\$0
Utilities	\$12,000	\$12,000	\$12,000
Insurance	\$12,000	\$12,000	\$12,000
Rent	\$60,000	\$60,000	\$60,000
Payroll Taxes	\$57,780	\$60,600	\$63,900
Other	\$0	\$0	\$0
Total Operating Expenses	\$358,780	\$368,600	\$384,900
Profit Before Interest & Taxes	\$225,670	\$306,400	\$415,100
EBITDA	\$225,670	\$306,400	\$415,100
Interest Expense	\$13,375	\$10,500	\$7,500
Taxes Incurred	\$63,689	\$88,770	\$122,280
Net Profit	\$148,607	\$207,130	\$285,320
Net Profit/Sales	23.08%	27.25%	31.70%



Three Years Tax Returns for Peabody Jones

Three Years Tax Returns for Sherman Jones

Attach the IRS forms only – no schedules or other forms

EZ – One page

1040A – Two Pages

1040 – Two pages

No Forms or Schedules unless they have an existing business or this loan is for an existing business. If so, include that information – Schedule C or only the business tax returns if applicable.



Personal Financial Statement – Use Excel Form provided

CONFIDENTIAL PERSONAL FINANCIAL STATEMENT

Financial Information as of: October 4, 2016

TAB between entry cells. Place an X in each shaded check box that applies.

I may apply for a credit extension, loan or other financial accommodation alone or together with someone else ("co-applicant"). If I apply with a co-applicant and our combined assets and debts can meaningfully and fairly be presented together, the co-applicant and I may complete this required statement and any supporting schedules jointly. Otherwise, separate forms and schedules are required.

Please Check	<input type="checkbox"/> I intend to apply for Individual Credit	<input type="checkbox"/> We intend to apply for Joint Credit	<input checked="" type="checkbox"/>	
Appropriate Box	<input checked="" type="checkbox"/> This statement is provided in support of personal guarantee(s) or as an update for the review of an existing relationship.	<input type="checkbox"/>	PJ Applicant initial here	Co-Applicant initial here

Applicant					Co-Applicant				
Full Name: Peabody Jones					Full Name:				
Street Address: 627 Residence Land					Street Address:				
City: REAP City		State: ND		Zip: 55555	City:		State:		Zip:
County: REAP County		Phone: 701-555-0000			County:		Phone:		
Years there: 10		<input checked="" type="checkbox"/> Own	<input type="checkbox"/> Rent - Monthly Pymt: \$ 735	Years there:		<input type="checkbox"/> Own	<input type="checkbox"/> Rent - Monthly Pymt: \$		
If less than 5 years at current address, list previous address:					If less than 5 years at current address, list previous address:				
Street Address:					Street Address:				
City:		State:		Zip:	City:		State:		Zip:
Years there:		<input type="checkbox"/> Own	<input type="checkbox"/> Rent - Monthly Pymt: \$	Years there:		<input type="checkbox"/> Own	<input type="checkbox"/> Rent - Monthly Pymt: \$		
Employer: REAP City Feed Store		Years there: 20			Employer:		Years there:		
Address: 205 Main Street					Address:				
Title: Salesman		Phone: 555-1111			Title:		Phone:		
If less than 3 years at current employer, list previous employer:					If less than 3 years at current employer, list previous employer:				
Employer:		Years there:			Employer:		Years there:		
Address:					Address:				
Title:		Phone:			Title:		Phone:		
Dependents: Mark Peabody					Dependents:				
Marital Status (Do not provide if application is for individual, unsecured credit)					Marital Status (Do not provide if application is for individual, unsecured credit)				
<input checked="" type="checkbox"/> Married		<input type="checkbox"/> Separated		<input type="checkbox"/> Unmarried	<input type="checkbox"/> Married		<input type="checkbox"/> Separated		<input type="checkbox"/> Unmarried

PERSONAL BALANCE SHEET Please complete Schedules 1 - 10 first. Schedules 1-10 automatically transfer subtotals here.

Schedule	Assets	Joint	Sole	Amount	Schedule	Liabilities	Joint	Sole	Amount	
1	Cash:	X		40,253	10	Credit Accounts & Lines, Bills Due, etc:	X		2,935	
2	Marketable Securities:				2	Margin Debt:				
3	Life Insurance Cash Value:			60,000	3	Insurance Loans:			-	
4	Unlisted Securities:				10	Short Term Notes Due to Financial Institutions:	X		15,000	
5	Private Company Investments:				10	Short Term Notes Due to Others:				
6	Receivables, Mortgages and Contracts Owned:				10	Installment Loans and Contracts Owed:				
7	Homestead:			180,000	7	Home Mortgage(s):	X		89,477	
7	Other Real Estate:			120,000	7	Mortgage(s) on Other Real Estate:				
8	Retirement Accounts, including IRAs:			39,000	8	Retirement Account Loans:				
8	Profit Sharing & Pension:				8	Profit Sharing & Pension Loans:				
9	Automobiles:	X		30,000	Other Liabilities (Describe)					
9	Personal Property:									
Other Assets (Describe)										
Estimated income tax on unrealized gains:										
				Total Assets: \$					Total Liabilities: \$	107,412
				469,253					Net Worth: \$	361,841

ANNUAL INCOME	APP.	Co-App.	Please answer each question:	APP.	Co-App.
Salary:	42,000	38,000	Have you ever gone through bankruptcy or had a judgment against you?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Bonuses & Commissions:			Are there any suits or legal actions pending against you?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Interest & Dividends:			Are any of your tax obligations past due?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Rental & Royalty Income:	2,500		Do you need to have a will prepared?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Annuity (net)			Are you a guarantor, co-maker or endorser for any debt of any individual or entity?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Investments (net)			Do you have any other Contingent Liabilities?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Social Security (net)					
Other Income (Describe)					
Totals:	44,500	38,000			

*Income from alimony, child support, or separate maintenance income need not be revealed if you do not wish to have it considered as a basis for repayment.

Please provide details on the above questions answered affirmatively:

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Contingent Liability Detail:			
To whom:	Max Liability:	Collateral/Unsecured:	Additional Details:
None			

Because each person's financial situation is unique, if you find that there is insufficient room to provide the proper detail, please feel free to reference attachments, enter the totals and attach the details separately.

SCHEDULE 1 - CASH, SAVINGS, CERTIFICATES OF DEPOSIT, MONEY MARKET ACCOUNTS, ETC.

Name of Bank or Financial Institution:	Type of Account:	In Whose Name(s):	Pledged?	Account Balance:
CONAC SWREAP Bank	checking	Peabody & Selma Jone	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	3,253
CONAC SWREAP Bank	savings	Peabody & Selma Jone	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	37,000
			<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
Total: \$				40,253

SCHEDULE 2 - MARKETABLE SECURITIES OWNED

Investment Description, How Held, Where Held, Controlled, Restricted, etc. :	In Whose Name(s) Registered:	Pledged/Margined		Who pledged to or Margin Balance:	Gross Market Value:
		Yes	No		
Totals: \$					

SCHEDULE 3 - LIFE INSURANCE						
Insurance Company:	Insured:	Beneficiary:	Face Val	Type	Loans:	Cash Value:
Etna (employer benefit)	Selma	Peabody	10,000	Term		10,000
Farmers Union Insurance	Peabody	Selma	50,000	Term		50,000
					Totals: \$	60,000

SCHEDULE 4 - UNLISTED SECURITIES OWNED		
Investment Description, % Ownership, etc.	In Whose Name(s) Registered:	Market Value
		Total: \$

SCHEDULE 5 - PRIVATE COMPANY INVESTMENTS			
Company Name, % Ownership, etc.	Entity Type	In Whose Name(s):	Market Value
			Total: \$

SCHEDULE 6 - RECEIVABLES, MORTGAGES AND/OR CONTRACTS OWNED					
Debtor:	Collateral / Collateral Position:	Maturity / Repayment Terms:	Current?		Balance Due:
			Yes	No	
			Yes	No	-
			Yes	No	
					Total: \$

SCHEDULE 7 - REAL ESTATE OWNED										
Homestead Address:	Acquired: Year	Purchase Price:	Current Market Value:	Lien:	Current Loan Balance:	Interest Rate:	Maturity Date:	Monthly Pymt:	Lender:	
Same as above	2000	150,000	180,000	1	89,477	4.50%	Jul-05	735	American Bank Center	
				2						
				3						
Combined Total: \$					89,477					

Other Real Estate: Type / Property Address / % Ownership	Acquired: Year	Purchase Price:	Current Market Value:	Current Loan Balance:	Interest Rate:	Maturity Date:	Monthly Pymt:	Monthly Income:	Lender:
80 acres - NW 1/4 S1 R 36 T 101	1996	40,000	120,000	-					
Totals: \$			120,000						

Insurance Company:	Farmers Union Insurance	Agent:	Mr. Adrian Nicely
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SCHEDULE 8 - RETIREMENT AND IRA ACCOUNTS / PROFIT SHARING AND PENSION PLANS					
Retirement Plan or Name of Institution:	Type of Account:	In Whose Name(s):	Loans:	Account Balance:	Amt. Vested: (\$\$)
Cambridge	IRA	Selma Jones		11,000	11,000
American Bank Investments	401k	Peabody Jones		28,000	28,000
Totals: \$				39,000	39,000
Profit Sharing or Pension Plan Name:	Type of Account:	In Whose Name(s):	Loans:	Account Balance:	Amt. Vested:(\$\$)
				Totals: \$	

SCHEDULE 9 - AUTOMOBILES / PERSONAL PROPERTY									
Description:									Total Market Value:
Automobiles:	2005 Buick Sedan, 2013 Ford F150								30,000
Personal Property:									

SCHEDULE 10 - DEBT (do not include debt already entered in other schedules)

Credit Accounts & Lines, Bills Due, etc.:	Collateral:	Credit Limit:	Maturity:	Rate:	How Payable:		Balance Due:
Herbergers		5,000			per	month	230
VISA CARD		12,000			per	Month	653
Cabellas Card		11,000			per	Month	2,052
Total: \$							2,935

Short Term Notes Due to Financial Institutions:	Collateral / Unsecured	Maturity:	Rate:	How Payable:		Balance Due:	
American Bank Center	Ford F150		3.50%	527	per Month	15,000	
None					per		
Total: \$							15,000

Short Term Notes Due to Others:	Collateral / Unsecured	Maturity:	Rate:	How Payable:		Balance Due:	
					per		
NONE					per		
Total: \$							

Installment Loans and Contracts Owed:	Collateral / Unsecured	Maturity:	Rate:	How Payable:		Balance Due:	
					per		
NONE					per		
Total: \$							

Place an X in each box that applies below.

	Applicant			Co-Applicant		
Are any assets pledged or debts secured except as shown?	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No		<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No	
Do you have any outstanding letters of credit or surety bonds?	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No		<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No	
What would be your total estimated tax liability if you were to sell your major assets?	\$			\$		

This statement is given to you for the purpose of obtaining credit. It is true and correct in every detail and fairly shows my/our financial condition at this time. I/we will give prompt written notice of any substantial change in such financial condition occurring before full payment of my/our obligations to you. I/we understand that you will keep this personal financial statement whether or not you approve the credit for which it is submitted. You are authorized to check my/our credit employment history or any other information provided.

For married Wisconsin resident, I understand Lender may be required by law to give notice of any credit transaction to my spouse. The credit applied for, if granted, will be incurred in the interest of my marriage or family.

THE UNDERSIGNED CERTIFY THAT THE INFORMATION CONTAINED ON THIS FORM HAS BEEN CAREFULLY REVIEWED AND THAT IT IS TRUE AND CORRECT IN ALL RESPECTS.

Date	6.6.16	Applicant signature	<i>Peabody Jones</i>
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Date	6.6.16	Co-applicant signature	<i>Selma Jones</i>
(if you are requesting the financial accommodation jointly)			

INFORMATION FOR GOVERNMENT MONITORING PURPOSES

The following information is requested by the Federal Government for certain types of loans related to a dwelling, in order to monitor the Lender's compliance with equal credit opportunity, fair housing, and home mortgage disclosure laws. You are not required to furnish this information, but are encouraged to do so. You may select one or more designations for "Race". The law provides that a Lender may neither discriminate on the basis of this information, or on whether you choose to furnish it. However, if you choose not to furnish the information and you have made this application in person, under federal regulations the Lender is required to note ethnicity, race and sex based on visual observation and surname. If you do not wish to furnish this information, please check the appropriate box below.

Applicant		Co-Applicant	
<input type="checkbox"/>	I do not wish to furnish this information	<input type="checkbox"/>	I do not wish to furnish this information
<i>Ethnicity:</i>		<i>Ethnicity:</i>	
<input type="checkbox"/>	Hispanic or Latino	<input type="checkbox"/>	Hispanic or Latino
<input type="checkbox"/>	Not Hispanic or Latino	<input type="checkbox"/>	Not Hispanic or Latino
<i>Race:</i>		<i>Race:</i>	
<input type="checkbox"/>	American Indian or Alaskan Native	<input type="checkbox"/>	American Indian or Alaskan Native
<input type="checkbox"/>	Asian	<input type="checkbox"/>	Asian
<input type="checkbox"/>	Black or African American	<input type="checkbox"/>	Black or African American
<input type="checkbox"/>	Native Hawaiian or Other Pacific Islander	<input type="checkbox"/>	Native Hawaiian or Other Pacific Islander
<input type="checkbox"/>	White	<input type="checkbox"/>	White
<i>Sex:</i>		<i>Sex:</i>	
<input type="checkbox"/>	Female	<input type="checkbox"/>	Female
<input type="checkbox"/>	Male	<input type="checkbox"/>	Male

CONFIDENTIAL PERSONAL FINANCIAL STATEMENT

Financial Information as of: October 4, 2016

TAB between entry cells. Place an X in each shaded check box that applies.

I may apply for a credit extension, loan or other financial accommodation alone or together with someone else ("co-applicant"). If I apply with a co-applicant and our combined assets and debts can meaningfully and fairly be presented together, the co-applicant and I may complete this required statement and any supporting schedules jointly. Otherwise, separate forms and schedules are required.

Please Check	<input type="checkbox"/>	I intend to apply for Individual Credit	<input type="checkbox"/>	We intend to apply for Joint Credit	
Appropriate	<input checked="" type="checkbox"/>	This statement is provided in support of personal guarantee(s) or as an update for the review of an existing relationship.			
Box				SB Applicant initial here	Co-Applicant initial here

Applicant				Co-Applicant			
Full Name: Sherman Jones				Full Name:			
Street Address: 629 Residence Land				Street Address:			
City: REAP City	State: ND	Zip: 55555		City:	State:	Zip:	
County: REAP County		Phone: 701-555-0000		County:		Phone:	
Years there: 18	<input checked="" type="checkbox"/> Own	<input type="checkbox"/> Rent - Monthly Pymt: \$ 825		Years there:	<input type="checkbox"/> Own	<input type="checkbox"/> Rent - Monthly Pymt: \$	
If less than 5 years at current address, list previous address:				If less than 5 years at current address, list previous address:			
Street Address:				Street Address:			
City:				City:			
State:				State:			
Zip:				Zip:			
Years there:	<input type="checkbox"/> Own	<input type="checkbox"/> Rent - Monthly Pymt: \$		Years there:	<input type="checkbox"/> Own	<input type="checkbox"/> Rent - Monthly Pymt: \$	
Employer: REAP City Feed Store	Years there: 22			Employer:	Years there:		
Address: 205 Main Street				Address:			
Title: Soil Technician				Title:			
Phone: 555-1111				Phone:			
If less than 3 years at current employer, list previous employer:				If less than 3 years at current employer, list previous employer:			
Employer:				Employer:			
Years there:				Years there:			
Address:				Address:			
Title:				Title:			
Phone:				Phone:			
Dependents:				Dependents:			
Marital Status (Do not provide if application is for individual, unsecured credit)				Marital Status (Do not provide if application is for individual, unsecured credit)			
<input type="checkbox"/> Married	<input type="checkbox"/> Separated	<input checked="" type="checkbox"/> Unmarried		<input type="checkbox"/> Married	<input type="checkbox"/> Separated	<input type="checkbox"/> Unmarried	

PERSONAL BALANCE SHEET Please complete Schedules 1 - 10 first. Schedules 1-10 automatically transfer subtotals here.

Schedule	Assets	Joint	Sole	Amount	Schedule	Liabilities	Joint	Sole	Amount	
1	Cash:		x	45,000	10	Credit Accounts & Lines, Bills Due, etc:		x	1,030	
2	Marketable Securities:				2	Margin Debt:				
3	Life Insurance Cash Value:			50,000	3	Insurance Loans:			-	
4	Unlisted Securities:				10	Short Term Notes Due to Financial Institutions:				
5	Private Company Investments:				10	Short Term Notes Due to Others:				
6	Receivables, Mortgages and Contracts Owned:				10	Installment Loans and Contracts Owed:				
7	Homestead:		x	110,000	7	Home Mortgage(s):		x	41,000	
7	Other Real Estate:	x		120,000	7	Mortgage(s) on Other Real Estate:				
8	Retirement Accounts, including IRAs:			40,000	8	Retirement Account Loans:				
8	Profit Sharing & Pension:				8	Profit Sharing & Pension Loans:				
9	Automobiles:		x	18,000	Other Liabilities (Describe)					
9	Personal Property:		x	25,000						
Other Assets (Describe)										
Estimated income tax on unrealized gains:										
				Total Assets: \$					Total Liabilities: \$	42,030
				408,000					Net Worth: \$	365,970

ANNUAL INCOME	APP.	Co-App.	Please answer each question:	APP.	Co-App.
Salary:	48,000		Have you ever gone through bankruptcy or had a judgment against you?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
Bonuses & Commissions:			Are there any suits or legal actions pending against you?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
Interest & Dividends:			Are any of your tax obligations past due?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
Rental & Royalty Income:	2,500		Do you need to have a will prepared?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
Annuity (net)			Are you a guarantor, co-maker or endorser for any debt of any individual or entity?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
Investments (net)			Do you have any other Contingent Liabilities?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
Social Security (net)					
Other Income (Describe)					
Totals:	50,500				

*Income from alimony, child support, or separate maintenance income need not be revealed if you do not wish to have it considered as a basis for repayment.

Please provide details on the above questions answered affirmatively:

Contingent Liability Detail:			
To whom:	Max Liability:	Collateral/Unsecured:	Additional Details:
None			

Because each person's financial situation is unique, if you find that there is insufficient room to provide the proper detail, please feel free to reference attachments, enter the totals and attach the details separately.

SCHEDULE 1 - CASH, SAVINGS, CERTIFICATES OF DEPOSIT, MONEY MARKET ACCOUNTS, ETC.

Name of Bank or Financial Institution:	Type of Account:	In Whose Name(s):	Pledged?	Account Balance:
CONAC SWREAP Bank	checking	Sherman Jones	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	2,800
CONAC SWREAP Bank	savings	Sherman Jones	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	53,000
			<input type="checkbox"/> Yes <input type="checkbox"/> No	
Total: \$				55,800

SCHEDULE 2 - MARKETABLE SECURITIES OWNED

Investment Description, How Held, Where Held, Controlled, Restricted, etc. :	In Whose Name(s) Registered:	Pledged/Margined		Who pledged to or Margin Balance:	Gross Market Value:
		Yes	No		
Totals: \$					

SCHEDULE 3 - LIFE INSURANCE						
Insurance Company:	Insured:	Beneficiary:	Face Val	Type	Loans:	Cash Value:
						-
Farmers Union Insurance	Sherman Jones	Peabody Jones	50,000	Term		50,000
					Totals: \$	50,000

SCHEDULE 4 - UNLISTED SECURITIES OWNED		
Investment Description, % Ownership, etc.	In Whose Name(s) Registered:	Market Value
		Total: \$

SCHEDULE 5 - PRIVATE COMPANY INVESTMENTS			
Company Name, % Ownership, etc.	Entity Type	In Whose Name(s):	Market Value
			Total: \$

SCHEDULE 6 - RECEIVABLES, MORTGAGES AND/OR CONTRACTS OWNED					
Debtor:	Collateral / Collateral Position:	Maturity / Repayment Terms:	Current?		Balance Due:
			Yes	No	
			Yes	No	-
			Yes	No	
					Total: \$

SCHEDULE 7 - REAL ESTATE OWNED									
Homestead Address:	Acquired: Year	Purchase Price:	Current Market Value:	Lien:	Current Loan Balance:	Interest Rate:	Maturity Date:	Monthly Pymt:	Lender:
Same as above	1998	75,000	110,000	1	41,000	4.50%	Jul-28	380	American Bank Center
				2					
				3					
Combined Total: \$					41,000				

Other Real Estate: Type / Property Address / % Ownership	Acquired: Year	Purchase Price:	Current Market Value:	Current Loan Balance:	Interest Rate:	Maturity Date:	Monthly Pymt:	Monthly Income:	Lender:
80 acres - NW 1/4 S1 R 36 T 101	1996	40,000	120,000	-					
Totals: \$			120,000						

Insurance Company:	Farmers Union Insurance	Agent:	Mr. Adrian Nicely
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SCHEDULE 8 - RETIREMENT AND IRA ACCOUNTS / PROFIT SHARING AND PENSION PLANS					
Retirement Plan or Name of Institution:	Type of Account:	In Whose Name(s):	Loans:	Account Balance:	Amt. Vested: (\$\$)
American Bank Investments	401k	Sherman Jones		40,000	40,000
				Totals: \$	40,000
Totals: \$					

Profit Sharing or Pension Plan Name:	Type of Account:	In Whose Name(s):	Loans:	Account Balance:	Amt. Vested: (\$\$)
					Totals: \$

SCHEDULE 9 - AUTOMOBILES / PERSONAL PROPERTY									
Description:									Total Market Value:
Automobiles:	2007 Chevy Silverado								18,000
Personal Property:	Tractor								25,000

SCHEDULE 10 - DEBT (do not include debt already entered in other schedules)									
Credit Accounts & Lines, Bills Due, etc.:	Collateral:	Credit Limit:	Maturity:	Rate:	How Payable:		Balance Due:		
VISA CARD		12,000			per	Month	330		
Cabellas Card		11,000			per	Month	700		
Total: \$							1,030		
Short Term Notes Due to Financial Institutions:	Collateral / Unsecured	Maturity:	Rate:	How Payable:		Balance Due:			
None				per	Month				
				per					
				per					
Total: \$									
Short Term Notes Due to Others:	Collateral / Unsecured	Maturity:	Rate:	How Payable:		Balance Due:			
NONE				per					
				per					
				per					
Total: \$									
Installment Loans and Contracts Owed:	Collateral / Unsecured	Maturity:	Rate:	How Payable:		Balance Due:			
NONE				per					
				per					
				per					
Total: \$									

Place an X in each box that applies below.

	Applicant			Co-Applicant		
Are any assets pledged or debts secured except as shown?	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No		<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Do you have any outstanding letters of credit or surety bonds?	<input type="checkbox"/> Yes	<input checked="" type="checkbox"/> No		<input type="checkbox"/> Yes	<input type="checkbox"/> No	
What would be your total estimated tax liability if you were to sell your major assets?	\$			\$		

This statement is given to you for the purpose of obtaining credit. It is true and correct in every detail and fairly shows my/our financial condition at this time. I/we will give prompt written notice of any substantial change in such financial condition occurring before full payment of my/our obligations to you. I/we understand that you will keep this personal financial statement whether or not you approve the credit for which it is submitted. You are authorized to check my/our credit employment history or any other information provided.

For married Wisconsin resident, I understand Lender may be required by law to give notice of any credit transaction to my spouse. The credit applied for, if granted, will be incurred in the interest of my marriage or family.

THE UNDERSIGNED CERTIFY THAT THE INFORMATION CONTAINED ON THIS FORM HAS BEEN CAREFULLY REVIEWED AND THAT IT IS TRUE AND CORRECT IN ALL RESPECTS.

Date	6.6.16	Applicant signature	<i>Sherman Jones</i>
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Date		Co-applicant signature (if you are requesting the financial accommodation jointly)	
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INFORMATION FOR GOVERNMENT MONITORING PURPOSES

The following information is requested by the Federal Government for certain types of loans related to a dwelling, in order to monitor the Lender's compliance with equal credit opportunity, fair housing, and home mortgage disclosure laws. You are not required to furnish this information, but are encouraged to do so. You may select one or more designations for "Race". The law provides that a Lender may neither discriminate on the basis of this information, or on whether you choose to furnish it. However, if you choose not to furnish the information and you have made this application in person, under federal regulations the Lender is required to note ethnicity, race and sex based on visual observation and surname. If you do not wish to furnish this information, please check the appropriate box below.

Applicant		Co-Applicant	
<input type="checkbox"/>	I do not wish to furnish this information	<input type="checkbox"/>	I do not wish to furnish this information
<i>Ethnicity:</i>		<i>Ethnicity:</i>	
<input type="checkbox"/>	Hispanic or Latino	<input type="checkbox"/>	Hispanic or Latino
<input type="checkbox"/>	Not Hispanic or Latino	<input type="checkbox"/>	Not Hispanic or Latino
<i>Race:</i>		<i>Race:</i>	
<input type="checkbox"/>	American Indian or Alaskan Native	<input type="checkbox"/>	American Indian or Alaskan Native
<input type="checkbox"/>	Asian	<input type="checkbox"/>	Asian
<input type="checkbox"/>	Black or African American	<input type="checkbox"/>	Black or African American
<input type="checkbox"/>	Native Hawaiian or Other Pacific Islander	<input type="checkbox"/>	Native Hawaiian or Other Pacific Islander
<input type="checkbox"/>	White	<input type="checkbox"/>	White
<i>Sex:</i>		<i>Sex:</i>	
<input type="checkbox"/>	Female	<input type="checkbox"/>	Female
<input type="checkbox"/>	Male	<input type="checkbox"/>	Male