



CUYAHOGA COUNTY
Department of Development

jumpstart
ENTREPRENEURIAL
NETWORK



North Coast Opportunities Technology Fund

BACKGROUND INFORMATION

Legal Name of Business/ Applicant _____

Business Address _____ City _____ Zip _____

Business Phone _____ Business Tax ID Number _____

Email Address _____

NAICS Code _____ Business Fax Number _____

Type of Organization S Corporation C Corporation Proprietorship Limited Partnership

General Partnership Limited Liability Company Other _____

Principal Product/Service _____

Year Business Established _____ Length of Time Current Ownership in Place _____ Years _____ Months

Owner/Authorized Signers Name _____ Title _____

Home Address _____ City _____ Zip _____

Telephone _____

Principals/Owners Owning 20% or More of the Business – Provide Their Title(s) and Percentage of Ownership:

Name _____ Title _____ % Ownership _____

Name _____ Title _____ % Ownership _____

IMPORTANT

Should the Business/Loan Applicant answer yes to any of the following questions, they must provide any and all details under separate cover and submit it with this application. The Business must provide all pertinent information including names, dates, times, types, dollar amounts, circumstances, status and dispositions relevant to the appropriate question(s):

Does the Owner/Authorized Signer own any interest in any other business(s)? Yes No

Is the business a franchise or license company? Yes No

Does the business have any other affiliates, subsidiaries, or parents? Yes No

Are there any tax liabilities outstanding from previous reporting periods? Yes No

Does the business have any contingent liability? Yes No

Is the business/loan applicant presently a party to any claim or lawsuit? Yes No

Has the business or any proposed guarantor ever declared bankruptcy? Yes No

Is the business an endorser, guarantor or co maker for obligations not listed on the financial statements? Yes No

PROJECT ELIGIBILITY

1. Is your company located in Cuyahoga County and formally organized with the appropriate governing instruments including: Articles of Incorporation, Partnership Agreement(s), Articles of Organization and Operating Agreement(s) for Limited Liability Companies? <ul style="list-style-type: none"> • Applicants must be a formally organized businesses with a presence in Cuyahoga County 	<input type="checkbox"/> Yes	<input type="checkbox"/> No
2. Is your Company currently registered with the Jumpstart Entrepreneurial Network (JEN) and working with a JEN Entrepreneur-in-Residence or MAGNET Inc. Entrepreneurial Expert? <ul style="list-style-type: none"> • Applicants must be a JEN registered company, sponsored by an appropriate JEN Entrepreneur-in-Residence (EIR) or a MAGNET Inc. Entrepreneurial Expert • If "NO" visit www.jumpstartinc.org/Request to register • EIR Must Review and Approve your application prior to submission 	<input type="checkbox"/> Yes	<input type="checkbox"/> No
3. Are you pursuing a high-growth business strategy which may involve raising money from outside sources, including venture capital funds? <ul style="list-style-type: none"> • Applicants must have a solid business plan designed to achieve \$30 million in revenues 	<input type="checkbox"/> Yes	<input type="checkbox"/> No
4. Are you willing to take on additional investment capital? <ul style="list-style-type: none"> • Applicants must be willing to reduce percentage ownership of the company as a result of future equity investments 	<input type="checkbox"/> Yes	<input type="checkbox"/> No
5. Have you been selected for due diligence with any equity funder? If so whom? Name: _____ Name: _____ <ul style="list-style-type: none"> • Applicants currently engaged in due diligence with equity investment funders are not eligible for funding 	<input type="checkbox"/> Yes	<input type="checkbox"/> No
6. Is the total investment in the company more than \$1.5 million? <ul style="list-style-type: none"> • Applicants that have successfully received investment from Jumpstart Ventures or financing, debt or equity investments totaling more than \$1.5 million are not eligible 	<input type="checkbox"/> Yes	<input type="checkbox"/> No

TARGET INDUSTRY INFORMATION

Select One

1. Advanced Materials <input type="checkbox"/>	2. Information and Communication Technologies <input type="checkbox"/>
3. Biosciences <input type="checkbox"/>	4. Advanced Energy <input type="checkbox"/>
5. Electronics <input type="checkbox"/>	6. Other _____

Name of the Entrepreneur-in-Residence (EIR) you are working with

- Applicants must be sponsored by an JEN Entrepreneur-in-Residence (EIR) or a MAGNET Inc. Entrepreneurial Expert
- EIR Must Review and Approve your application prior to submission
- If an EIR has not been assigned visit www.jumpstartinc.org/Request to register

FINANCING STAGE

Select One

1. IMAGING	Technology and business model are conceptual, not yet developed	<input type="checkbox"/>
2. INCUBATING	Technology and business model are in development, but products are not yet for sale	<input type="checkbox"/>
3. DEMONSTRATING	Prototype technology can be shown and orders for product can be taken	<input type="checkbox"/>
4. MARKET ENTRY	Product shipping	<input type="checkbox"/>

JOB INFORMATION

Number of Existing *Full Time Employees: _____ Current Annual Payroll: \$ _____

Projected Full Time Employment in 5 Years: _____ Projected Annual Payroll in 5 Years: \$ _____

Projected New Employment Positions

Job Type/Description	Number of New Positions
1.	
2.	
3.	
4.	

EXISTING SOURCES OF FINANCING

List **All** sources of current funding above \$5,000 – include grants, loans, investors, and other creditors

Source	Type	Funding Amount
1.		\$
2.		\$
3.		\$
4.		\$
5.		\$
6.		\$
7.		\$
8.		\$
9.		\$
10.		\$

COMPANY INFORMATION

Attach Word or PDF Document

1. Submit a brief company description in 5 pages or less. Use the outline below to format your submission. Save and submit your outline as “CompanyName_BusinessPlan.doc**” or “**CompanyName_BusinessPlan.pdf**”**

- a) *Business Overview – define the target market:*
- b) *Product/Service – define the technology & intellectual property:*
- c) *Market Size & Opportunity – identify existing/projected sales:*
- d) *Financial Overview – sales and marketing strategy:*
- e) *Growth & Funding Development Plan:*
- f) *Management Team:*

PROJECT INFORMATION

Attach Word or PDF Document

1. Project Description – Submit a brief 2 page or less summary of the specific project that funding is being sought. Make sure to outline how the project will bring the company closer to venture or seed stage funding. Save and submit your outline as “CompanyName_NCOPProject.doc**” or “**CompanyName_NCOPProject.pdf**”. The project description must include:**

- a) *Project Overview – summarize project and clearly articulate the goals and objectives*
- b) *Project Tasks – identify and describe key project categories (ie. engineering, legal, software development, prototyping). Within each category, list the key project tasks/activities; include the cost, timing, and milestones of each task.*
- c) *Project Summary – outline how the project advances the company's ability to raising follow on funding and create value*

2. Project Budget – Using a table similar to the one below, itemize the project activities/tasks and associated costs.

ITEM NO.	CATEGORIES	TASK DESCRIPTION	COST
Total Project Cost			

FUNDS MAY NOT BE USED TO:

- *Support general administrative overhead or marketing*
- *Fund travel*
- *Perform building construction, renovation, or equipment for non-essential project related work*
- *Support staff salaries*
- *Lobbying, campaign contributions, or any other purpose prohibited by law*

PROJECT INFORMATION

Attach Word or PDF Document

3. Project Milestones – Using a table similar to the one below, itemize the project milestones.

ITEM NO.	MILESTONE	PROJECTED TIMELINE COMPLETION DATE

AUTHORIZATION

The information contained herein is true, complete and correct to the best of my knowledge. I understand that this information may be made available for public review and is subject to the terms of the Ohio Public Records Act.

In the event of loan approval, the undersigned grants permission to the County to release publicity articles regarding the financing of the project. The County may also check the personal credit history of the principal owner(s) and/or key individuals.

If the signature shown below is an electronic signature, or is made by means of a device or machine and is any name, including a trade or assumed name, or a word, mark, or symbol logically associated with the applicant (including typing applicant's name on the signature line), then, by affixing any of the foregoing to this application, the applicant acknowledges and agrees that the same shall have the same binding effect as if the applicant manually signed the application.

By: _____ **Title:** _____ **Date:** _____

By: _____ **Title:** _____ **Date:** _____

By: _____ **Title:** _____ **Date:** _____

By: _____ **Title:** _____ **Date:** _____

SUBMISSION

EIR Must Review and Approve your application prior to submission

If an EIR has not been assigned visit www.jumpstartinc.org/Request to register

Please submit your application electronically via email to

Lorne Novick
Investment Associate, Jumpstart
Lorne.Novick@Jumpstartinc.org

Please direct questions to:

Gregory Zucca
Strategic Program Officer
Cuyahoga County Department of Development
1701 East 12th Street
Cleveland, Ohio 44114
(216) 443-8067
gzucca@cuyahogacounty.us

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