



**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 \_\_\_\_\_

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 \_\_\_\_\_ Social Security Number \_\_\_\_\_

Email Address \_\_\_\_\_

**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

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

## TARGET INDUSTRY INFORMATION

Select One

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

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
- If an EIR has not been assigned visit [www.jumpstartinc.org/Request](http://www.jumpstartinc.org/Request) to register

## FINANCING STAGE

Select One

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

2. 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. Use the outline below to format your submission. Save and submit your outline as “**CompanyName\_NCOPProject.doc**” or “**CompanyName\_NCOPProject.pdf**”

- a) *Project Overview* – summarize the project and describe previous recommendations/input from investors, if applicable:
- b) *Project Budget* – identify the loan request, itemize project activities/tasks and associated costs, indicate total loan request
- c) *Project Milestones/Timeline* – outline how the project will bring the company closer to venture or seed stage funding:

**FUNDS MAY NOT BE USED TO:**

- *Support general administrative overhead*
- *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*

## 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

Please submit your application electronically via email to

**Jim Doughman**  
**Senior Director of Operations, Jumpstart**  
**[Jim.Doughman@jumpstartinc.org](mailto:Jim.Doughman@jumpstartinc.org)**

Please direct questions to:

Gregory Zucca  
Strategic Program Officer  
Cuyahoga County Department of Development  
1701 East 12<sup>th</sup> Street  
Cleveland, Ohio 44114  
(216) 443-8067  
[gzucca@cuyahogacounty.us](mailto:gzucca@cuyahogacounty.us)

Jim Doughman  
Senior Director of Operations  
JumpStart, Inc.  
737 Bolivar Road, Suite 3000  
Cleveland, Ohio 44115  
(216) 363-3414  
[Jim.Doughman@jumpstartinc.org](mailto:Jim.Doughman@jumpstartinc.org)



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