

DEVELOPER'S STATEMENT OF EXPERIENCE & QUALIFICATIONS

The LCRA/PIEA selection of a developer for the advertised project is dependent upon the developer's ability to implement a financially feasible project. Developer selection by the LCRA/PIEA will be contingent upon the strength of the detailed development and operating statement and financial commitments obtained by the potential developer.

If the project is a phased development, the potential developer must submit the financial information for Phase I and, in the project description portion, describe future project financing.

LAND CLEARANCE FOR REDEVELOPMENT AUTHORITY
OF THE CITY OF ST. LOUIS

PLANNED INDUSTRIAL EXPANSION AUTHORITY
OF THE CITY OF ST. LOUIS

1015 LOCUST ST., SUITE 1200
ST. LOUIS, MO 63101
314-622-3400
314-259-3452 (FAX)

DEVELOPER'S STATEMENT OF EXPERIENCE AND QUALIFICATIONS

I. APPLICANT

Applicant (Developers Name)

Telephone Number

Street Address

IRS Number of Applicant

(City) (State) (Zip)

E-Mail Address

Name and Title of Responsible Officer

Telephone Number

Street Address

Fax Number

(City) (State) (Zip)

E-Mail Address

Attorney for or Authorized
Representative of Applicant

Telephone

Street Address

Fax Number

(City) (State) (Zip)

E-Mail Address

IF THE APPLICANT IS A SUBSIDIARY OR AFFILIATE OF ANOTHER FIRM(S), LIST THE FOLLOWING INFORMATION CONCERNING THE PARENT OR AFFILIATE COMPANY(S):

Firm Name

Telephone Number

Street Address

Fax Number

(City) (State) (Zip)

Name and Title of Responsible Officer

Telephone Number

Street Address

(City) (State) (Zip)

II. PROJECT DESCRIPTION

Address(s) of Project Area _____ (Attach Legal Description)

Name of Project Area: _____

Is it an Enterprise Zone or Community? YES NO

Give a brief description of proposed project:

Estimated Development Cost: _____

Estimated amount of loan to be issued: _____

A. Give amount of all loan requirements for financing your proposal. _____

B. How and where will the loans be obtained? _____

Submit copy of financing commitment letter(s)

C. What CDA or other grants will be necessary, if this Project is carried to completion? _____

Has this grant been approved? YES NO

If so, submit letter(s) of commitment from CDA

III. OWNERSHIP, MANAGEMENT, AND FINANCIAL RESPONSIBILITY

A. How many Years has the applicant been in business? _____

B. Is applicant a proprietorship, partnership or corporation? _____

C. List the names and affiliations of the Applicant's Board of Directors:

_____	_____
_____	_____
_____	_____

D. If proprietorship, partnership or closed corporation, list the names of owners and percentage owned.

_____	_____
_____	_____
_____	_____

E. If the Applicant is publicly owned, is it registered under the Securities Exchange Act of 1934?

F. Give the name of the Applicant's Auditors. _____

G. If the Applicant is subsidiary or affiliate, will the parent company or affiliate (s) be financially responsible for payment of debt instruments securing loans applied for? _____

H. What is the amount of your equity investment? Give details and source of equity.

I. Attach the following separate exhibits:

Exhibit "A" - Submit an annual report for the most recent fiscal year.

Exhibit "B" - To the extent not submitted as Exhibit "A" above, submit a financial statement for the most recent fiscal year, including balance sheets, income statements, changes in stockholders equity, statement of changes in financial position, and related notes. Report any significant changes in the Applicant's position occurring since preparation of the most recent financial statements.

IV. TYPE OF BUSINESS

A. What type of business is proposed to be conducted by the Applicant (tenants) at the Project site? Please describe in detail the precise nature of activities to be undertaken in the facility, including a list of any products to be manufactured, assembled, or processed, as well as services to be rendered.

Outline estimated percentage of space to be devoted to each activity.

B. Does the Applicant Presently have single or multiple operations?

C. State the location, size (employment) and nature of operations of all existing facilities of the Applicant.

D. Where will the headquarters of the new St. Louis operation be located?

E. Is the proposed operation an expansion, replacement or relocation of another plant?

1. If this is a proposed expansion, state location and size (employment) of current operation.

2. If this is a proposed relocation or replacement, state size (employment) and location of present operation. _____

V. **TIME OF CONSTRUCTION OR RENOVATION**

A. What is the estimated target date: _____

1. To begin construction or renovation? _____

2. To begin operations? _____

VI. **ESTIMATE PROJECT COSTS & SOURCES OF FUNDING**

A. Project Costs:

1. ACQUISITION

Land \$ _____

Building _____

Equipment _____

TOTAL \$ _____

2. REHABILITATION

Building \$ _____

3. NEW CONSTRUCTION

Building \$ _____

Equipment _____

TOTAL \$ _____

4. SOFT COSTS

Architect & Engineer \$ _____

Financing Fee _____

Legal _____

Construction Interest _____

Other (Specify): _____

_____ _____

_____ _____

TOTAL \$ _____

TOTAL ESTIMATED PROJECT COSTS
(Items 1 through 4) \$ _____

B. Sources of Funding:

1) Developer's Equity \$ _____

2)	Financing	_____ *	
3)	Syndication Proceeds	_____	
4)	Grants	_____	
5)	Tax Credits	_____	
	a) State Historic	_____	
	b) Federal Historic	_____	
	c) Brownfield	_____	
	d) Other	_____	
	TOTAL		\$ _____
6)	Other Loans	_____	
7)	Other	_____	

VII. SOURCES OF REPAYMENT OF LOANS

A. Income (Itemize)

_____	\$ _____
_____	_____
_____	_____
_____	_____

TOTAL \$ _____

B. Expenses (Itemize)

_____	\$ _____
_____	_____
_____	_____
_____	_____

TOTAL \$ _____

*Include financing commitment letter from lender.

C. Net Income Available for Loan Retirement \$ _____

D. Anticipated Loan Amortization

<u>Amount</u>	<u>Interest Rate</u>	<u>Term</u>	<u>Annual Payment</u>
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\$ _____ \$ _____

Will all improvements be completed at one time or will the project be constructed in stages?

VIII. **SITE ACQUISITION**

- A. Address: _____
- B. Give location of proposed site (Attach as an Exhibit "C" a legal description and a drawing or map specifying the exact location, and adjacent land use, including owners or occupants).

- C. Dimensions of the property. _____
- D. What is present zoning of the property? _____
- E. Name and address of present owner of the property:

- F. How long owned by present owner? _____
- G. Will property be purchased from present owner? _____
- H. Has a sales contract or option been signed? _____
- I. What is sale or option price? _____
- J. Attach copy of sales or option contract.
- K. Is this contract between common parties? If so, what was the purchase price from the last disinterested party?

- L. Applicant's share of the cost (if any) of extending utility services to the site _____
- M. Cost of such improvements to be financed with loan proceeds _____

IX. **BUILDING MACHINERY AND EQUIPMENT**

- A. **Building**
 - 1. State size and type of construction of building to be acquired or constructed.

2. Name and address of engineer, contractor and/or architect.

3. Will a construction performance bond be required? _____
4. A detailed description of the proposed building(s) residential, commercial or industrial or rehabilitation of existing building(s), including but not confined to the following information, should be attached as Exhibit "D":
 - a) Architectural rendering or other drawings as available.
 - b) Total square footage.
 - c) Number of floors.
 - d) Ceiling heights.
 - e) Percentage office space, manufacturing and warehousing.
 - f) Number and type of truck docks or entries.
 - g) Percentage and portions sprinkled.
 - h) Percentage and portions air-conditioned.
 - i) Supporting column to supporting column bay size.
 - j) Number of parking spaces and location.
 - k) Type of heat.
 - l) Basic configuration (square, rectangular, irregular, etc.).
 - m) Average construction cost per square foot \$
 - n) Any reference to residential development should be answered as applicable above.
5. Total anticipated construction or acquisition cost of the building. _____

B. Machinery and Equipment

1. Attach as Exhibit "E" an itemized list of all machinery and equipment to be installed in the building.
2. Total cost of equipment and machinery. _____

X. MEASURE OF ECONOMIC GROWTH AND BENEFITS

- A. What additional annual dollar amount of sales is contemplated when the facility being financed is fully operations? _____
- B. What percent of such sales will be made locally? _____
- C. On completion of the facility, how many additional employees will be hired locally by the Company?
 1. Initially? _____
 2. Within five years? _____
 3. Long term? _____

D. Briefly describe additional manpower required to staff the facility, including approximate numbers of persons within various categories. (Attach description as needed)

1. Top and middle management _____
2. Line supervisory _____
3. Sales _____
4. Clerical _____
5. Skilled labor _____
6. Semiskilled labor _____
7. Unskilled labor _____

E. Estimated increase in annual payroll as a result of the facility.

1. Initially? _____
2. Within five years? _____
3. Long term? _____

F. What are the estimated annual purchases (expressed in dollars) in the St. Louis metropolitan area that will result from establishment of the new facility?

G. Estimate the average dollar amount of inventory (raw materials, work in progress, and finished goods) that will be stored on site at the facility when in full operation.

I certify that all information in this Application is true and complete to the best of my knowledge and belief.

Applicant's Name

Date

By: _____
Title

