

Applicant List > Applications > Application Part 1

Status: Administrator Name:

Comments:

Non-Coal Application Part 1

The Ohio Air Quality Development Authority (OAQDA) requires all applicants to submit a Letter of Intent (LOI) that is reviewed to determine whether the project meets the program criteria defined by statute (ORC [3706.25](#) and [4928.621](#)) and falls within Advanced Energy Job Stimulus Program [guidelines](#) and [award criteria](#). The Part 1 Application follows an approved LOI and allows a preliminary business, financial and technical evaluation based on the [guidelines](#) and [award criteria](#).

Note: Information already submitted in the Registration and/or LOI is indicated in grey and does not need to be re-entered. You may update it here.

Proposal Name:

Lead Applicant (Organization or Company Name):

Additional Primary Contacts

Please complete all fields

Persons authorized to speak on behalf of the applicant

Consultant or Outside Legal Counsel:

First Name: Last Name: Title:

Street Address:

City: State: Postal Code/Zip:

Phone: Fax: Email:

Parent Company Contact, Name and Mailing Address

Lead Applicant/Company Name:

First Name: Last Name: Title:

Street Address:

City: State: Postal Code/Zip:

Phone: Fax: Email:

Describe your Company

In a short narrative, describe your company and its business.

- Explain what the company does and the markets it serves.

- Provide a brief description of the company's history, including when and where it was started, number and types of employees and its location, a listing of its major products and services (including brand names), its capacity utilization and any other information helpful in understanding the company and its business.
- Describe the operational and financial relationships between the company and any parent or subsidiary companies. Is the company privately or publicly owned? What is the company's current legal structure? Will any changes to the ownership occur as a result of this project?

Project Overview

- Describe the purpose as well as the degree of development of the proposed project. If it is a pilot or demonstration project describe how assistance will lead to full commercialization and production within the required three years?
- Describe the technology proposed and whether it is mature and already in the market, proven but not deployed, leading edge, disruptive, etc. Explain any competitive advantages (price, performance, efficiency, etc.) the company will have in the market place from the project.
- List any patents held by the company or management as well as specific patents and/or intellectual property protection and/or licenses related to this project. List new patents and/or licensing the company is - or will be seeking - and when they will be acquired.
- Provide any third party validations prepared for the proposed project or technology.

Questions from the [Award Criteria Table](#)

While job creation is the primary goal, awards will be based on a review of all aspects of the applications. Please answer each of the following as completely as possible.

1. Workforce Impact

- Project the number of new, full-time and/or direct jobs that will be created by the applicant in Ohio within the first three years of state funding. Project also, the number of jobs created beyond three years. Provide evidence to document the job projections, such as industry workforce standards, engineering estimates, past experience (if the project is a main business line for the firm), etc.
- List the number of current jobs in Ohio and identify any secondary jobs or multiplier jobs the project will create in Ohio.
- Describe the job categories (engineers, technicians, administrative, etc.) and number of new fulltime and retained jobs in each category.
- In which calendar quarter (within the first three years of the project) will the new jobs be created?
- Provide the average hourly wage - without benefits - of all new full-time jobs created by the project and the hourly benefits. Provide evidence supporting the wage rate estimation.
- Will the company develop or increase internships or work co-op positions for the project? If so, how many?

2. Business Objective and Relevance in the Ohio Supply Chain

- How does the project's business objective enhance Ohio's existing economic base?
- Discuss the status of business relationships with suppliers, distributors and other vendors needed to successfully produce and market the product or services.
- Describe any permits required (local, state or federal) and the current status of the permitting process.

3. Market Opportunity and Customer(s) Assessment

- Describe the current market conditions faced by the company as a whole, and by the particular project being proposed.

- What is the company's overall market share for all of its products and services?
- What local and national trends are affecting the company's current market share? Include the total market size in dollars, and the company's share of that market in dollars or percentage.
- How will this project change the company's market share? For the proposed project, include the company's market potential in dollars and its market growth potential as a percentage. Are there any national or international trends that may impact sales? Provide evidence for the company's assumption of the market size and market share.
- Identify the competitors for the product and how the products compare to one another in terms of customer acceptance.
- Provide evidence that the product will be price competitive or have pricing power advantages. Explain if competitive innovations are on the near-term horizon and how the product compares to them.
- Provide a sales forecast for the proposed project. In what month are sales expected to begin? Provide documentation for the sales forecast for the proposed product or service such as a list of purchase orders, description of letters of commitment, or other indications of demand by specific customers. If no specific customers have been identified and contacted, provide other evidence that the project can meet its sales projections.

4. Financial Information and Project Financial Structure

- Provide the following (to be uploaded as separate documents):
 - annual financial statements for the past 3 fiscal years;
 - quarterly statements for the current fiscal year; and
 - comparable quarterly statements for the prior fiscal year.
 Audited or reviewed statements are preferred. If the statements are internally prepared, the year-to-date financial statements must include at least as much detail as an audited statement.
- How does the project increase the potential for attracting capital sources to Ohio because of its impact in the supply chain, or for other reasons that would make investment in Ohio industry more attractive to financial institutions?
- Financial Analysis
 - Provide a brief management discussion of the financial statements highlighting any significant factors or issues not readily apparent, including reasons for revenue growth or decline, changes in profit, changes in accounts receivable quality or aging, inventory turnover, etc.
 - Provide information on outstanding debt, including the interest rate, maturity, covenants, owner of debt, collateral held or other significant terms.
 - Provide information on the current equity structure of the company including owners percentage of ownership, special rights etc.
 - Provide a brief discussion of any significant contracts and/or pending sales.
 - Provide a brief description of any other undisclosed material liabilities (or any events that could, in the applicant's opinion, result in a material liability). *If none, please indicate so.*
- Financial Projections (five years)
 - Provide quarterly projections for the current year and the following two years, as well as annual projections thereafter. The financial projections must include a detailed income statement, balance sheet and statement of cash flows and footnote discourse required under GAAP (or applicable international accounting standards such as IASB).
 - If the projections include impacts on the applicant's revenues and expenses which are not directly related to the project, please breakout any revenues and costs related solely to the proposed project.
 - Include a schedule of significant assumptions employed in preparing the projections, such as unit sales and pricing, components of cost of goods sold, headcounts by position with related compensation costs and other significant operating expenses, etc.

- Describe any other information, events or circumstances that an investor or lender may deem relevant and material in considering an investment to the applicant.
- Describe all sources of funds for this project and the status of all other funding requests (approved, pending, will apply for, etc.). Include outside or company equity, loans or other debt sources (including rate/term) and any other government assistance including federal, state, local and other community financial support. Include dollar amounts for each source. The total of company sources listed here, must match the attached project budget.
- Describe in detail what assets or items will be financed with Advanced Energy Job Stimulus (loan and/or forgivable loan) assistance.

5. A. Management Assessment

- Describe the management and business experience of the organization's leadership. Does management have demonstrated success in creating new businesses and bringing new products to the market? Include resumes for the members of the company's management team and technical team. Also describe the backgrounds of the Board of Directors and/or the Advisory Board.

5. B. Current Capitalization and Organizational Stability

6. Other Considerations

- Describe how the project contributes to carbon reduction goals, energy independence, reduced energy use and/or environmental impacts.
- Does the company have a corporate environmental stewardship policy and if so, briefly explain how it has been implemented?
- Explain if the project includes minority partners or if it is based in an economically disadvantaged region.
- Is the project presently supported by, or has it received support in the past from the State of Ohio - including but not limited to: the Ohio Department of Development, Third Frontier, Edison Centers, OAQDA financing or other state or quasi-public sources?

Funds and Economic Impact Estimates

Original Budget Request

Size of Budget Request (\$):

Total Project Investment (\$):

Matching Funds:

Identify Sources of Matching Funds:

Identify Intended Use for State Funds:

- Land Acquisition
- Building Construction /Acquisition
- Machinery and Equipment
- On-Site infrastructure
- Off-Site infrastructure
- Other:

Applicant Should Complete if Requested Amounts Differ from the LOI

Size of Budget Request (\$): Total Project Investment (\$): Identify Sources of Matching Funds:

Address your position regarding whether or not the uses of loan proceeds can be capitalized under Generally Accepted Accounting Principles (GAAP). Address the economic impact - including employment (both direct and indirect) - and revenue growth resulting from the project:

Company's Expected Revenue Increase (delta) Related to Project

Six Months: Two Years: Three Years:

I agree that the information submitted is to the best of my knowledge both truthful and accurate.
Submitted by: