

A RESOLUTION APPROVING A REVOLVING LOAN TO
THE BLUE ICON HAIR SALON
Resolution No 47/2005-06

WHEREAS, Arthur Ramsey, a licensed and experienced hair stylist, has applied for a loan from the Town of Carrboro Revolving Loan Fund for \$18,000 at 8% interest for six (6) years to open a hair salon at 304 Weaver Street, Suite 101; and

WHEREAS, the applicant has met the criteria for the loan by being located in the Town of Carrboro; creating seven (7) jobs which is more than the required one (1) job per \$10,000 borrowed; contributing \$8,000 of his own money to the project; and having five (5) additional stylist each of whom will rent a both at a weekly rent of \$230 for a total rental income of \$1,150 per week; and

WHEREAS, the SBDTC has reviewed the applicant's application which received a favorable recommendation from the Economic Sustainability Commission; and

WHEREAS, the applicant's mother will co-sign for the loan.

NOW THEREFORE THE CARRBORO MAYOR AND BOARD OF ALDERMEN
RESOLVE:

Section 1. The applicant has met the requirements for the loan under the RLF Program and at the time of signing the loan documents, he will have in hand all necessary permits from the Zoning Division and Management Services Department to operate the business in the Town of Carrboro.

Section 2. The Town Manager is authorized to have the attorney's office prepare all necessary documents and issue a loan in the amount of \$18,000 at an interest rate 8% for a term of six (6) years. The collateral for the loan will be a first security position on the business property and the personal signatures of the applicant and his mother, Mrs. Gloria Ramsey.

Section 3. This resolution shall become effective upon adoption.

AN ORDINANCE AMENDING FY'2005-06 BUDGET ORDINANCE

WHEREAS, the Town Board of the Town of Carrboro on June 7, 2005 adopted the annual budget for the fiscal year beginning July 1, 2005 and ending June 30, 2006 and

WHEREAS, it is appropriate to amend the expense accounts in the funds listed to provide for increased expenses for the reasons stated.

NOW, THEREFORE, BE IT ORDAINED, that in accordance with authority contained in G.S. 159-15, the following expense and revenue accounts are amended as shown and that the total amount for the funds are herewith appropriated for the purposes shown:

Revolving Loan Fund				
ACCOUNT TITLE	INCREASE (DECREASE)	AMOUNT	FROM	TO
Revenues	DECREASE	(\$29,522)	\$1,089,248	\$1,059,726
Expenditures	DECREASE	(\$29,522)	\$1,089,248	\$1,059,726

REASON: To appropriate funds for the Blue Icon Hair Salon (\$18,000) loan and to close out loans that have been paid off (S&B Beauty, Carrburrito's, Chicken Noodle Soup, and Orange County Social Club). In addition, the budgeted loan for the Pie Hole Pizzeria, which was not consummated, was returned to unexpended reserves.

APPLICATION FOR CARRBORO REVOLVING LOAN FUND (CRLF)



Town of Carrboro
Post Office Box 82
301 W. Main Street
Carrboro, North Carolina 27511
919-942-854

INSTRUCTIONS: Please read the Revolving Loan Description and Criteria before completing this application. It is important that you fill out all sections of this application completely. Questions regarding this application or the application process should be directed to the Town's Community and Economic Development Officer.

NAME OF APPLICANT: ARTHUR CONLY RAMSEY (Legal name of firm) DATE: 8-15-05

NUMBER OF YEARS IN OPERATION: 3 ☐ CORPORATION ☐ PARTNERSHIP ☒ SOLE PROPRIETORSHIP

EMPLOYER ID #: _____ PRIVILEGE LICENSE #: C58766

ADDRESS OF APPLICANT: 2427 TILGHMAN CIRCLE CHAPEL HILL, N.C. 27514

LOCATION OF PROJECT (IF DIFFERENT FROM ABOVE): 304 WEATER ST. CARRBORO N.C. 27510

PHONE NUMBER: (919) 932-5769 CONTACT PERSON: ARTHUR RAMSEY STYLIST (OWNER)
Name and Position

AMOUNT OF LOAN REQUEST: \$18,000 TERM REQUESTED: 6 years 80%

BRIEFLY DESCRIBE THE FOLLOWING ASPECTS OF YOUR BUSINESS. (You may attach separate sheets or provide a written history and description of your business if you wish.)

WHAT TYPE OF BUSINESS DO YOU OWN OR ARE YOU PROPOSING? CURRENTLY I AM A SELF-EMPLOYED HAIRSTYLIST. I WOULD LIKE TO OPEN A SALON IN THE TOWN OF CARRBORO IN A BUSY AREA TO ADD TO MY ALREADY EXISTING CLIENTELE. I WILL ALSO BRING A FEW ASSOCIATES WITH ME.

WHAT ARE YOUR MARKETS? OUR MARKETS ARE THE UPWARDLY MOBILE, RETIRED TRANSPLANTS, STUDENTS FROM AROUND THE TRIANGLE, AND PROFESSIONALS AND THEIR FAMILIES FROM RTP.

DESCRIBE SOME OF THE TRENDS AND THE DEVELOPMENT OF YOUR BUSINESS: ONE OF THE TRENDS ARE HAIR EXTENSIONS AND COLORING. UNFORTUNATELY ITS A VERY EXPENSIVE PROCESS WHEN TRYING TO MAKE IT MORE AFFORDABLE IN A REASONABLE AMOUNT OF TIME

WHAT EFFECT WILL THE PROPOSED PROJECT HAVE ON THE COMPANY: THE PROJECT WILL ALLOW ME TO MOVE TO A MORE PROGRESSIVE AREA, BUILD CLIENTS, BRING CONVENIENCE LOCATION FOR CURRENT CLIENTS, AS WELL AS DIVERSIFY MY CLIENTELE

WHAT SIZE FACILITY ARE YOU IN? WHERE IS IT LOCATED? DO YOU PLAN TO MOVE AS PART OF THE PROPOSED PROJECT? WE ARE IN ~~AN~~ 1000 SQFT. RETAIL SPACE ON THE BORDER OF CHAPEL HILL AND DURHAM. YES WE PLAN TO MOVE.

IF YOU ARE LEASING, OR PLAN TO LEASE, DESCRIBE THE TERMS OF YOUR LEASE (RENT AND LENGTH OF LEASE): _____

THE PROPOSED PROJECT

BRIEFLY DESCRIBE THE SCOPE OF THE PROPOSED PROJECT: THE IDEA IS TO HOUSE SIX STYLIST IN A 735 SQ FT SPACE AT 304 LINCOLN STREET AND START BLUE/CON HAIR SALON TO PROVIDE NEW TRENDS AND MODERATE PRICES TO ALL ETHNICITIES

PROJECTS INVOLVING REAL ESTATE OWNED OR TO BE OWNED BY THE APPLICANT:

DOES THE PROJECT INVOLVE THE PURCHASE OF LAND AND/OR BUILDING? ☐ YES ☒ NO

PURCHASE PRICE: _____

DOES THE PROJECT INVOLVE THE CONSTRUCTION OF A NEW BUILDING? ☐ YES ☒ NO

CONSTRUCTION COST ESTIMATE: _____

DOES THE PROJECT INVOLVE THE EXPANSION, RENOVATION OF, OR ADDITION TO AN EXISTING BUILDING?: ☐ YES ☒ NO

CONSTRUCTION COST ESTIMATE: \$12,000 for renovation to include carpet

PROJECTS INVOLVING LEASEHOLD IMPROVEMENTS:

COST ESTIMATES FOR LEASEHOLD IMPROVEMENTS: \$12,000

PROJECTS INVOLVING PURCHASE OF FURNITURE, FIXTURES AND EQUIPMENT:

ESTIMATED TOTAL COST OF PURCHASES: \$7,000

IMPACT AND CRLF OBJECTIVES:

HOW MANY PERMANENT JOBS WILL BE CREATED BY THIS PROJECT: 7

FULL TIME: 7 PART-TIME: _____

PROJECTED NUMBER OF THESE POSITIONS TO BE FILLED BY MINORITIES: _____

PROJECTED NUMBER OF THESE POSITIONS TO BE FILLED BY FEMALES: _____

WILL AT LEAST 51% OF THESE JOBS BE PROVIDED TO LOW AND MODERATE INCOME PERSONS? ☒ YES ☐ NO

HOW MANY PERMANENT JOBS WILL BE SAVED BY THIS PROJECT: FULL TIME: N/A PART-TIME: _____

NUMBER OF THESE POSITIONS FILLED BY MINORITIES: 1

NUMBER OF THESE POSITIONS FILLED BY FEMALES: 6

ARE AT LEAST 51% OF THESE JOBS PROVIDED TO LOW AND MODERATE INCOME PERSONS? ☒ YES ☐ NO

LOW AND MODERATE INCOME IS DEFINED AS GROSS INCOME FOR FAMILY NOT EXCEEDING 80% OF THE MEDIAN FOR THE RESPECTIVE FAMILY SIZE FOR THE RALEIGH-DURHAM MSA AS ESTABLISHED FROM TIME TO TIME BY HUD. PLEASE CONSULT THE TOWN TO OBTAIN THESE THRESHOLDS. HAVE YOU REVIEW THIS INFORMATION? ☒ YES ☐ NO

DO YOU AGREE TO COMPLY WITH TITLE I REQUIREMENTS (ENVIRONMENTAL AND DAVIS-BACON ACT) AND ALL CIVIL RIGHTS REQUIREMENTS? ☒ YES ☐ NO

EXPLAIN WHY YOU ARE SEEKING THESE FUNDS FROM CARRBORO AND WHY THEY ARE NOT AVAILABLE THROUGH OTHER SOURCES; EXPLAIN WHY THE PROJECT WOULD NOT BE POSSIBLE WITHOUT CRLF PARTICIPATION:

UNFORTUNATELY I AM UNABLE TO FUND IT ON MY OWN
AND LOANS ARE HARD TO COME BY AT THIS TIME. I NEED
HELP TO PAY FOR THE RENT AND CAN PUT EQUIPMENT UP FOR
COLLATERAL

IS THE PROJECT WITHIN THE CITY LIMITS? ☒ YES ☐ NO

IS THE PROJECT WITHIN THE DOWNTOWN BUSINESS DISTRICT? ☒ YES ☐ NO

HOW IS THE SITE ZONED? _____

LOAN TERMS AND CONDITIONS

LIST OTHER SOURCES OF FINANCING TO BE INVOLVED, AND AMOUNT TO BE PROVIDED (INCLUDE EQUITY CONTRIBUTIONS FROM THE APPLICANT'S RESOURCES):

- 1) \$8000 PRIVATE FUNDING
- 2) _____
- 3) _____

DESCRIBE YOUR NEEDED TERMS OF THE REVOLVING LOAN FUND LOAN: I would like a period

of up to 5 yrs to pay back \$18,000

DO YOU UNDERSTAND THAT THE CRLF LOAN WILL BE SECURED BY A NOTE AND DEED OF TRUST ON REAL ESTATE AND SECURITY AGREEMENT ON EQUIPMENT, AND THAT PERSONAL GUARANTEES WILL BE REQUIRED? ☒ YES ☐ NO

HAVE THE APPLICANT FIRM OR ANY OWNER OF MORE THAN 20% OF THE COMPANY, OR ANY GUARANTOR EVER BEEN ADJUDGED BANKRUPT, FILED FOR BANKRUPTCY, PROTECTION FROM CREDITORS, OR RE-ORGANIZED UNDER THE BANKRUPTCY LAWS? ☐ YES ☒ NO

AS Arthur Ramsey (TITLE) OF Blue Iron

I CERTIFY THAT THE INFORMATION PROVIDED IN THIS APPLICATION AND IN DOCUMENTS AND EXHIBITS PROVIDED IS TRUE AND COMPLETE TO THE BEST OF MY KNOWLEDGE. I FURTHER COMMIT TO THE FOLLOWING ACTIONS, AS DESCRIBED MORE FULLY IN THE PROJECT APPLICATION:

- A) UNDERTAKE AND CARRY OUT THE PROJECT AS DESCRIBED IN THE PROJECT APPLICATION, AND DOCUMENTS AND EXHIBITS PROVIDED,
- B) CREATED A MINIMUM OF 7 JOBS WITH 2 FOR LOW AND MODERATE INCOME PERSONS AND OBTAIN THE LEVEL OF JOBS INDICATED ABOVE BY: _____
- C) RETAIN A MINIMUM OF 7 JOBS WITH 2 FOR LOW AND MODERATE INCOME PERSONS,

- D) SUBMIT QUARTERLY EMPLOYMENT REPORTS TO THE TOWN SHOWING THE NUMBER OF JOBS CREATED OF RETAINED WHICH WOULD OTHERWISE HAVE BEEN LOST, AT LEAST 51% OF WHICH ARE LOW TO MODERATE INCOME POSITIONS,
- E) PROVIDE THE TOWN WITH NECESSARY INFORMATION FOR COMPLETING REQUIRED REPORTS,
- F) MAKE ALL RELEVANT RECORDS AVAILABLE TO THE TOWN AND STATE UPON REQUEST,
- G) BEGIN PROJECT ACTIVITIES ONLY FOLLOWING EXECUTION OF A LEGALLY BIDDING COMMITMENT BETWEEN THE TOWN AND THE APPLICANT AND THE RELEASE OF OTHER CONDITIONS, IF ANY, PLACED ON THE LOAN BY THE TOWN OF CARRBORO,
- H) COMPLETE PROJECT ACTIVITIES BY NO LATER THAN 11/1/05,
- I) SECURE AND OBTAIN ADDITIONAL LOAN FUNDS IN THE AMOUNT OF \$ N/A AS DESCRIBED IN THIS APPLICATION, AND
- J) PROVIDE \$ 8,600 - IN EQUITY FROM THE APPLICANT'S OWN RESOURCES FOR THE PROJECT AND COVER ANY COST OVERRUNS IN THE PROJECT FROM APPLICANTS OWN RESOURCES.

MY FIRM IS COMMITTED TO UNDERTAKE THIS PROJECT, AND BUT FOR THE PROVISION OF THE CDBG ASSISTANT, THIS PROJECT WILL NOT BE UNDERTAKEN:

PARTNERSHIP AND SOLE PROPRIETORSHIPS

SIGNED: Arthur GanneryTITLE: OWNERDATE: 8-15-05

CORPORATIONS

Name _____

BY: _____

President

ATTEST: _____

Secretary

(SEAL)

DATE: _____

BELOW, PLEASE LIST ALL OF THE FOLLOWING: ANY OWNER OF 20% OR MORE OF A CORPORATION AND ALL OFFICERS OF THE CORPORATION; ALL PARTNERS; THE SOLE PROPRIETOR.

Print Name & Title	Signature	% owned
Print Name & Title	Signature	% owned
Print Name & Title	Signature	% owned
Print Name & Title	Signature	% owned
Print Name & Title	Signature	% owned
Print Name & Title	Signature	% owned

CARRBORO REVOLVING LOAN FUND

UNC-SBTDC APPLICATION PACKAGE

CLIENT NAME: 10111

BUSINESS NAME: 10111

ADDRESS/CONTACT: 20111

UNC-SBTDC LOAN PKG.# 10111 SBTDC COUNSELOR: Scott J. J. J.

ITEMS INCLUDED:

 APPLICATION

 CASE SUMMARY (Attachment I)

 SIGNATURE PAGE (Attachment II)

 SUMMARY OF CLIENT ELIGIBILITY CRITERIA (Attachment III)

 COMPLETED CHECK LIST (Attachment IV)

 DOCUMENTATION AND/OR STATEMENTS (Attachment V)

Referral Letter Received:

Client Contacted:

Package Submitted:

Invoice Enclosed:

Date Accepted:

Rejected:

UNC-SBTDC LOAN PREPARATION - PKG.# _____

CLIENT: Arthur Ramsey

COUNSELOR: Ron Ilinich

DATE SUBMITTED: 9/13/05

UNC - SBTDC LOAN PREPARATION
CARRBORO REVOLVING LOAN FUND (CRLF)
APPLICATION



LOAN APPLICANT SIGNATURE

9/13/05

DATE COMPLETED

SIGNATURE PAGE

Town of Carrboro Revolving Loan Fund
SBTDC Loan Package Assistance

My signature on this page acknowledges that I, _____, have requested assistance from the UNC Small Business and Technology Development Center (SBTDC) Central Carolina Regional Office to help prepare my loan package for the Town of Carrboro Revolving Loan Fund program.

I further substantiate that, to the best of my ability, I have provided accurate information as requested by the SBTDC counselor/Town of Carrboro.

I understand that the SBTDC makes no claims as to the completeness and accuracy of the information I have provided, that the SBTDC is not in a position to approve/disapprove of this loan, but is serving in the role of information broker. I am aware that the SBTDC will be compensated by the Town of Carrboro for helping to develop the underwriting criteria and to assemble my loan package, as required by this fund.

Lastly, there has been no representation by the Town of Carrboro or the SBTDC that completion of this package will result in loan approval and I understand that the final decision on this loan will be made by the Carrboro Board of Aldermen.

 Applicant Signature _____ Date _____

 Business Name/Address Contact Information
 H&H ICON SALON
 304 SUITE A CARRBORO N.C.

 SBTDC Counselor _____ Date 9/13/05

3 Copies Distributed: _____ Client _____ Client File _____ Loan Pkg.

UNC- SBTDC LOAN PREPARATION-PKG. # _____

CLIENT: Arthur RamseyCOUNSELOR: Ron Dineen**CARRBORO REVOLVING LOAN PROGRAM*****SUMMARY OF CLIENT ELIGIBILITY CRITERIA**

<u>ITEM</u>	<u>NOT APPL.</u>	<u>MEETS CRITERIA</u>	<u>DOES NOT MEET CRITERIA</u>	<u>EXCEEDS CRITERIA</u>
1. Project Location	_____	<input checked="" type="checkbox"/>	_____	_____
2. Project Description	_____	<input checked="" type="checkbox"/>	_____	_____
3. Project Need	_____	<input checked="" type="checkbox"/>	_____	_____
4. Employment- Timeline/Compliance	_____	<input checked="" type="checkbox"/>	_____	_____
5. Line Item Budget	_____	<input checked="" type="checkbox"/>	_____	_____
6. CDBG Activity/ Proper Use of Funds	_____	_____	_____	_____
7. Title I Compliance	_____	_____	_____	_____
8. % Private Investment	_____	<input checked="" type="checkbox"/>	_____	_____
9. Jobs Creation/ Income Criteria	_____	<input checked="" type="checkbox"/>	_____	_____
10. Documentation Private Funds Committed	_____	_____	_____	_____
11. Financial History/ Projections	_____	<input checked="" type="checkbox"/>	_____	_____
12. Downtown Project/ Impact	_____	<input checked="" type="checkbox"/>	_____	_____
13. Financial Needs Criteria	_____	<input checked="" type="checkbox"/>	_____	_____
14. Loan Extension/ 1 st Year Use	_____	<input checked="" type="checkbox"/>	_____	_____
15. Loan Pool Funds Available	_____	_____	_____	_____
16. Single Loan Only	_____	<input checked="" type="checkbox"/>	_____	_____

UNC-SBTDC LOAN PREPARATION-PKG.# _____ CLIENT: Ashley Davis
 COUNSELOR: Renita L. L. LOAN AMT. REQUEST \$ 15,000
 DATE SUBMITTED: 9/3/05 TERMS: 5 years

UNC-SBTDC LOAN PREPARATION
 CARRBORO REVOLVING LOAN FUND AGREEMENT CHECK LIST*

ITEM	NOT APPLICABLE	DOES NOT MEET ALL CRITERIA	MEETS ALL CRITERIA	EXCEEDS CRITERIA	COMMENTS
1. Up-to-Date Credit Report <u>exhibits 19 & 2016 & 17</u>			<input checked="" type="checkbox"/>		
2. Personal Financial Statement of all Who Own 20% or More of Bus./Guarantors, if Required <u>exhibits 2</u>			<input checked="" type="checkbox"/>		
3. Business Financial Statements Including <u>3</u> yr. Forward Projections (New Business) <u>2</u> yr. History/1 yr. Forward Projection (Existing Business) Intended Use of Funds <u>✓</u> Cash Flow <u>exhibits 3</u> Balance sheet Income Statement			<input checked="" type="checkbox"/>		
4. Copy of Recorded Deed for Real Property Used As Collateral <u>✓</u>					

5. Copy of Recorded
Deed of Trust or Lien
Encumbering Any Real
Property Proposed For
Use as Collateral.

✓

6. Statement of Balance
Due on Mortgage/Deed
Of Trust to be Held by
TOWN

✓

7. Description of Fixtures, exhibit 4
Equipment, Personal
Property Used as Collateral;
Statement of Others Holding
Interests in Same.

✓

8. Copy of Lease Where
Business Will Be exhibit 5
Conducted

✓

9. Copy of Terms of Any
Other Financing
BORROWER Will Use
To Help Finance Costs
Of Project In Question

✓

Michael D. [Signature]
Loan Applicant Signature

Date

[Signature]
SBTDC Business Counselor Signature

9/14/05
Date

Date

FOR INTERNAL USSE ONLY:

Approved _____ Date _____
Not Approved _____ Date _____

*DOCUMENTS/STATEMENTS ATTACHED IN ITEM#4 Board Signature:

CRLF-Attachment IV of V, Page 2 of 2

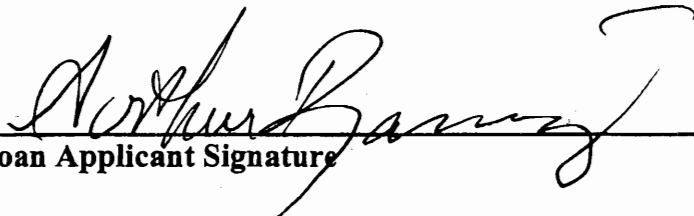
UNC -SBTDC LOAN PREPARATION - PKG.# _____

CLIENT: Arthur Ransom COUNSELOR: Ron I. Intel

DATE SUBMITTED: 9/13/05

**UNC - SBTDC LOAN PREPARATION
CARRBORO REVOLVING LOAN FUND**

**ALL DOCUMENTS AND/OR STATEMENTS
AS REQUIRED FOR APPLICATION TO THE TOWN OF CARRBORO
REVOLVING LOAN FUND
ARE HEREBY ATTACHED**



Loan Applicant Signature Date

CRLF- Attachment V of V

UNC - SBTDC LOAN PREPARATION PKG.# _____

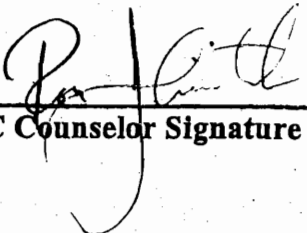
CLIENT NAME: Arthur RamseyBUSINESS NAME: Blue IconCOUNSELOR: Ron Smith**CASE SUMMARY**

Blue Icon is a hair salon to be located at 304 West Weaver Street, Suite 101, Carrboro. The company will be owned by Arthur Ramsey, an experienced hair stylist in local establishments. The salon will feature six stations with Mr. Ramsey occupying one station and the other five rented to other stylists. Mr. Ramsey has already secured verbal agreements with the five stylists to work for him once opened.

Mr. Ramsey does have a less than perfect credit history, but most problems seem to have occurred a few years back. At this time, he is attempting to work with creditors to determine repayment schedules for existing debts. This credit history should be reviewed when considering future repayments of additional debt.

When considering this loan application, the lack of full collateral should also be considered. Most of the loan amount (\$12,000) will be used for leasehold improvements to the building and can not be used as collateral. Mr. Ramsey will be purchasing \$7000 worth of equipment which could be used as collateral. Personally, Mr. Ramsey has very few assets for collateral consideration.

Mr. Ramsey has shown due diligence in planning for the opening of the business and completion of the loan application. He has been able to provide all needed documents and has submitted a complete application for consideration. At this time, the proposed business appears to meet all criteria for consideration and the cash flow should allow for prompt and complete repayment of any loan.


SBTDC Counselor Signature9/14/05
Date

Cash Flow Forecast - Two Years (Quarterly)

	Year 1				Year 2				Totals
	Qtr 1	Qtr 2	Qtr 3	Qtr 4	Qtr 1	Qtr 2	Qtr 3	Qtr 4	
Receipts									
Owners Revenue	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	84,000
Retail Sales	6,000	6,000	7,000	7,000	8,000	8,000	8,000	8,000	58,000
Collections from credit sales	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	19,200
New equity inflow									0
Loans received									0
Booth Rentals	16,560	16,560	16,560	16,560	16,560	16,560	16,560	16,560	132,480
Total Receipts	35,460	35,460	36,460	36,460	37,460	37,460	37,460	37,460	293,680
Payments									
Cash purchases	3,000	3,000	3,500	3,500	4,000	4,000	4,000	4,000	29,000
Payments to creditors									0
Salaries and wages									0
Employee benefits									0
Payroll taxes									0
Rent	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	28,800
Utilities									0
Repairs and maintenance									0
Insurance	850				850				1,700
Travel									0
Telephone	900	900	900	900	900	900	900	900	7,200
Postage	30	30	30	30	30	30	30	30	240
Office supplies	300	300	300	300	300	300	300	300	2,400
Advertising	300	300	300	300	300	300	300	300	2,400
Marketing/promotion									0
Professional fees									0
Training and development									0
Bank charges									0
Miscellaneous									0
Owner's drawings	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	48,000
Loan repayments	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	9,600
Tax payments	3,312	3,312	3,312	3,312	3,312	3,312	3,312	3,312	26,496
Capital purchases									0
Other									0
Total Payments	19,492	18,642	19,142	19,142	20,492	19,642	19,642	19,642	155,836
Cashflow Surplus/Deficit (-)	15,968	16,818	17,318	17,318	16,968	17,818	17,818	17,818	137,844
Opening Cash Balance	0	15,968	32,786	50,104	67,422	84,390	102,208	120,026	
Closing Cash Balance	15,968	32,786	50,104	67,422	84,390	102,208	120,026	137,844	

SIX STATION SALON

6-STYLING STATIONS

6-STYLING CHAIRS

6-30"x48" BEVELED MIRRORS

2-DRYER CHAIRS

2-HAIR DRYERS

1/BOWL BACK BAR CABINET COMPLETE W/TOWEL
STORAGE

2-SHAMPOO BOWLS W/FIXTURES

2-SHAMPOO CHAIRS

1-RECEPTION DESK W/ STORAGE CABINET AND
DRAWERS

PACKAGE (SALON DESIGNERS INTERNATIONAL)
\$7320.00

BLUE ICON HAIR SALON

Blue Icon Hair Salon wishes to provide dependable, quality services, at affordable prices, for all hair types. Our goal is to service an assortment of clients and create a standard of professionalism to include any demand in a reasonable amount of time.

Our business will consist of six stations. Each stylist will lease a station through Icon in order to provide their clients with color, cuts, waxing, highlites, lowlites, as well as other services. Icon will order retail for the stylists to aid in a finished look and sell to the client. All checkouts will be done at the front desk. The assists will ring all sales for each stylist, schedule future appointments, and apply revenue to the appropriate stylist. At the end of each day each stylist will be responsible for their revenue, taxes, and close-out. The Icon will provide credit card services in order to make payment easy, while sales will go directly into their specified accounts.

The Icon hair salon is a part of the service industry. Cosmetology is the largest service industry beyond the medical profession that allows a person to come in physical contact with another. This alone makes this profession a very individual and personal craft. The nature of our products and services is to provide something so unique, that each client feels that every moment and service is tailored specifically for them. We will provide services from cuts and highlites, to more detailed work, such as strand by strand extensions. Our products will reflect our knowledge of what works in our market, by using popular professional lines. The market we intend to serve are students and student budgets, the upwardly mobile twenty and thirty-somethings, as well as our more established mature, and retired community.

Our market will mostly consist of the upwardly mobile and established community. Currently the stylists that will work at the Icon have an already established clientele that are ready to follow them whenever they relocate. Most of these clients are professors,

graduate students, RTP employees, and many retired transplants. Most of our clients have been referred by word-of-mouth only. This makes for a familiar client base, which will make the success of The Blue Icon a lot easier. Our student client list is of a small percentage, which we want to remain that way, so the summer months will have limited effect on our business.

In order to serve our market better than our competition, we need to stay focused on keeping our clients happy and with us. There are lot of people who are happy with their hair services where they currently are. Many salons focus on volume and production. There is absolutely nothing wrong with volume and production, however, it is detrimental when you have to rely on it. Some salons reveal to their clients how desperate they are to get their business. Where our competition would like to capitalize on a new walk-in with rapid service, we will groom these clients for quality service and chart their return. By assuring our clients that their time is valuable and worth their money, we will turn the focus to quality, professionalism, longevity, and booking ahead. Every person, in the long run, wants what's best for them in a profession that is so personal. At Icon we want to achieve our clients' goals and expectations with integrity.

Icon Hair Salon will consist of six hairstylists at the start. Cumulatively, we have over forty years experience. All stylists have the necessary tools to run their businesses. Icon will provide the assists and reception. Foils, bowls, rods, cotton strips and community tools will be provided for each stylist. Each sale will be rang up at the front desk and applied to the appropriate stylist. At the end of each week, a rent check from each stylist will be collected for the salon.

We will feature highlites, lowlites, cuts, permanent and semi-permanent color, waxing, color correction, and image consulting. Our hair care and finishing products will be Matrix, Tigi, Farouk Systems and some brushes. We will stick with these lines, because these are the lines of which our clients are accustomed. These



TOWN OF CARRBORO

NORTH CAROLINA

WWW.TOWNOFCARRBORO.ORG

ATTACHMENT D

Memo

To: Mayor and Board of Aldermen
From: Nathan Milian, Chairman, Economic Sustainability Commission *NRM/SEH*
CC: James R. Harris, Director, Economic and Community Development
Date: 11/9/2005
Re: Revolving Loan Recommendation

The Economic Sustainability Commission met on October, 13th 2005 to hear a presentation from Arthur Ramsey, owner of Blue Icon Hair Salon. Mr. Ramsey is requesting a loan from the Town of Carrboro Revolving Loan Fund in the amount of \$18,000. The Commission discussed the project and is recommending approval of the loan.

Revolving Loan Fund Summary

Business	Loan Amount	Interest Rate	Balance
The Printery	\$30,000	8%	\$11,044
S&B	\$30,000	6.5%	\$0
ACME	\$50,000	7%	\$29,927
Paper/Pen & Ink	\$35,000	6%	\$0
Places Media	\$50,000		\$25,000
Crazie Mae's	\$75,000	4%	\$67,309
Gary Duncan	\$25,000	2%	\$35,000
Renova Pendergraft	\$48,000	2%	\$41,882
Frank Papa	\$40,000	6%	\$11,986
Bryan Gibson	\$90,000	3%	\$80,997
Principle Balance			\$303,145
Balance available for loans	\$312,000		