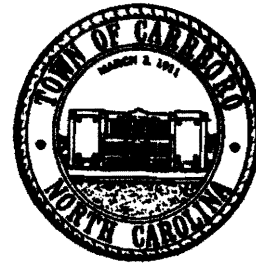


Town of Carrboro, NC
Business Revolving
Loan Fund Application



- A. List other sources of capital and financing to be involved, including equity contributions from the applicants resources. Project must demonstrate at least 50% funding for start-up and first year operating expenses.

PTA TS Operations: YE net proceeds; Community Capital Campaign; Traditional bank financing (see attached document for details)

- B. Describe the financial need to include specific need for the Revolving Loan Funds in addition to or in lieu of private financing. Receiving \$50,000 from the Revolving Loan Fund would add to our capital campaign total and would allow us to leverage the Town of Carrboro's support (as a major "gift") with other funders as we continue our fundraising efforts.

2. PROJECT DESCRIPTION:

Describe the type of service, retail, technology or manufacturing business that is being proposed.

Our current type of business is resale retail. We are expanding our business model to include property management of 13,000sft of commercial lease space on our existing and expanded site.

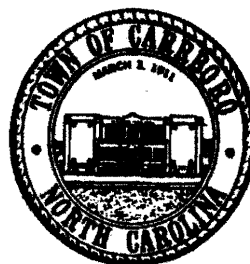
3. PROJECT BENEFIT TO THE COMMUNITY:

- A. What are the estimated annual sales/revenue projections? Detail any improvements to real property. Real property improvements include taking down the existing two buildings owned by PTA TS, as well as the Freehold Surveyor building (which will be purchased by PTA TS,) and redeveloping site to include two new buildings (see attached rendering.) Estimated annual sales/revenue projections are as follows: Year 1 post construction 12% increase over pre-construction revenue/sales; Years 2-3 post construction,

Town of Carrboro, NC

Business Revolving

Loan Fund Application



annual 2.1% increase (based on historical data.)

- B. How will the project benefit or serve the community or targeted clients/customers? Why are these needs not currently being met and how will this project satisfy these needs?

Benefits to community/customers: more efficient operations in which to donate and shop; expansion of PTA TS current human services (support of IFC voucher program, TABLE food drive, Extraordinary Ventures laundry program, etc); increased net profit to support PTAs in Chapel Hill/Carrboro City school district.

Although needs are currently being met; this project will ensure the strategic growth of PTA TS's ability to support the above needs at a higher and more sustainable level as the community it serves grows over the coming years.

4. JOB CREATION AND RETENTION:

How many jobs will be created or retained in this project? What are the estimated number of hours and salaries for these positions? What types of benefits or policies are proposed to ensure employee retention?

Current employee pool, total organization: 31 (20 at Carrboro and 11 at Village Plaza)

PTA TS will add between 5-7 employees to Carrboro location due to the project. All or most will be 30-35 hours and will be considered Full time employees. Benefits conveyed to these and current FT employees include: two weeks of annual vacation, seven paid holidays, one week annual sick leave, health benefits (PTA TS pays 85% of benefit), death benefit (PTA TS pays 100%), employee discount, etc. Hrly rates range from 11.00 to 12.00 / hour with potential of monthly sales bonus ranging from \$25-100.

5. BACKGROUND, BUSINESS PLAN AND MARKET ANALYSIS

- A. What is your previous business experience or education? _____

Education: BBA in Business; MBA

Experience: Corporate Retail Operations/Floor/Division Manager for 15+ years

Co-founder of a Durham based non-profit (2000)

Current Exec Dir of non-profit PTA TS

Member of Chapel Hill/Carrboro Chamber finance committee

Member of UNC Healthcare finance committee

- B. What are the market trends and who are you trying to serve? _____

PTA TS currently serves the greater community of both Carrboro and Chapel Hill. PTA TS

Town of Carrboro, NC
Business Revolving
Loan Fund Application



serves all demographics and socioeconomic ranges and
will continue to do so after completion of its project. Our
market contains anyone who is interested in resale items
for either personal or wholesale benefit, as well as donating used items for a charitable
cause.

- C. Have you developed a business plan and/or a market analysis? Either attach copies of the business plan and market analysis or briefly describe. (see attached financial proforma)

- D. Describe your facility, size and location. Also attach any building elevations, floor or facility plans. Total commercial space to be built: 27,000sft
PTA TS operations, to include retail, administrative, donation/processing and
storage: 14,000sft
PTA TS lease space: 13,000sft (8,000sft has been pre-leased to CHCCS Pre-K and
Head Start admin offices.

- E. If you are leasing, describe the terms of your lease. NA

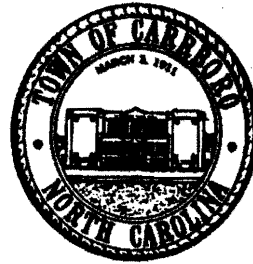
6. PLEASE ATTACH THE FOLLOWING DOCUMENTATION:

- A. Detailed budget of start-up cost, first year operating expenses, and 3 to 5 years pro-forma cost/revenue projections.
- B. Documentation of other capital revenue sources.
- C. Personal or business financial statements. *(attached)*
- D. Personal credit report.
- E. Documentation of real property that will be used for collateral, any outstanding liens and tax values.

I (we) the undersigned certify that the information provided in this application, documents and attachments provided are true and complete to the best of my knowledge. I further commit to the following actions;

- A) I understand that the Town is not obligated to fund any project and that funding is fully at the discretion of the Board of Aldermen and limited based on available funds.

Town of Carrboro, NC
Business Revolving
Loan Fund Application



- B) Undertake and carry out the project as described in the application and documents as submitted.
- C) Agree to create/retain jobs as described in the application. I understand and that 51% of the jobs created must be filled by persons who earned less than 80% of the median income for the county they resided in the previous 12 months.
- D) Submit annual employment reports to the Town showing the number of jobs created or retained which would otherwise have been lost.
- E) Make all relevant records available to the Town or State available upon request for reporting purposes.
- F) I understand that the Town is not committed to provide funding until loan documents have been fully executed and the release of any other conditions have been satisfied by the applicant.
- G) Project must be completed by August 2013.
- H) Secure and obtain additional loan funds in the amount of \$ 50,000 as described in this application, and provide \$ 5m in equity for the applicants own resources for the project.
- I) Be responsible for any cost overruns.
- J) I will not discriminate against any individual on the basis of race, color, religion, sex, gender, or national origin, disability, sexual orientation or gender expression/identity in any of my business activities or operations whether financed in whole or in part by funds received by the Town.

PARTNERSHIP AND SOLE PROPRIETORSHIPS	CORPORATIONS
SIGNED: _____	NAME OF CORPORATION: <u>PTA Thrift Shop, Inc.</u>
TITLE: _____	SIGNED BY: <u>Paula J. Black</u>
DATE: _____	ATTEST: <u>Exec. Director</u> (seal)
	DATE: <u>7/10/12</u>
LLC	
NAME OF LLC: _____	
SIGNED: _____	

Town of Carrboro, NC
Business Revolving
Loan Fund Application



<p>TITLE:</p> <hr/> <p>DATE:</p> <hr/>	
--	--

9/7/2012

**PTA THRIFT SHOP
PRO FORMA PROJECTION
ESTIMATED IMPACT OF CARRBORO RENOVATION ON DISTRIBUTIONS AVAILABLE TO PTAS**

25% reduction in sales

	PTA Thrift Stores	FY11-12	FY12-13	After Renovation				
		Budget	Budget	Year 1	Year 2	Year 3	Year 4	Year 5
Sales*		\$ 1,375,132	\$ 1,031,349	\$ 1,538,883	\$ 1,569,661	\$ 1,601,054	\$ 1,633,075	\$ 1,665,737
Other Revenue		\$ 35,400	\$ 35,400	\$ 35,400	\$ 35,400	\$ 35,400	\$ 35,400	\$ 35,400
Total Revenue		\$ 1,410,532	\$ 1,066,749	\$ 1,574,283	\$ 1,605,061	\$ 1,636,454	\$ 1,668,475	\$ 1,701,137
Sal & Bens		\$ 783,422	\$ 807,976	\$ 880,000	\$ 897,600	\$ 915,552	\$ 933,863	\$ 952,540
Shop Exp		\$ 258,292	\$ 287,232	\$ 280,000	\$ 285,600	\$ 291,312	\$ 297,138	\$ 303,081
Other Exp		\$ 33,380	\$ 30,580	\$ 35,000	\$ 35,000	\$ 35,000	\$ 35,000	\$ 35,000
Total Expenses		\$ 1,075,094	\$ 1,125,788	\$ 1,195,000	\$ 1,218,200	\$ 1,241,864	\$ 1,266,001	\$ 1,290,621
Net Income		\$ 335,438	\$ (59,039)	\$ 379,283	\$ 386,861	\$ 394,590	\$ 402,474	\$ 410,516
Reserve (2% of Total Revenue)		\$ 28,211		\$ 31,486	\$ 32,101	\$ 32,729	\$ 33,370	\$ 34,023
Gross Dist. Available to Schools		\$ 307,227		\$ 347,797	\$ 354,760	\$ 361,861	\$ 369,105	\$ 376,493
Perm. Loan: \$4,000,000 @ 4.25% with 25 Year Amort				\$ (262,858)	\$ (262,858)	\$ (262,858)	\$ (262,858)	\$ (262,858)
Perm. Loan: \$50,000 @ 2% with 7 Year Amort				\$ (7,726)	\$ (7,726)	\$ (7,726)	\$ (7,726)	\$ (7,726)
				1.29	1.31	1.34	1.36	1.39
Distribution to Schools after Debt Service:				\$ 77,214	\$ 84,176	\$ 91,277	\$ 98,521	\$ 105,909

Sources of capital and financing:

-PTA TS Net Proceeds	\$200,000+
-Community Capital Campaign much as possible)	\$500,000+ (would like to raise as
-Traditional Bank Financing keep this in the under \$4M category)	\$4.0 Million +/- (would like to
-Possible New Market Tax Credit guaranteed, but we will apply for in the fall)	\$500,000-1,000,000 (not

(All of these numbers are subject to fluctuation until the final project amounts are calculated, which is currently being done.)

Parcel Search - [] - 4 parcels found

PIN	OWNER1_LAST	LANDVALUE	BLDGVALUE	VALUATION	DEEDREF	DATESOLD
9778757982	PTA THRIFT SHOP	\$ 71,324.00	\$ 55,791.00	\$ 127,115.00	788/185	4/27/1989 0:00
9778758933	WILSON	\$ 214,257.00	\$ 133,299.00	\$ 347,556.00	1041/354	10/19/1992 0:00
9778757818	PTA THRIFT SHOP	\$ 77,006.00	\$ 263,963.00	\$ 340,969.00	788/185	4/27/1989 0:00
9778756819	PTA THRIFT SHOP	\$ 79,239.00	\$ 48,000.00	\$ 127,239.00	284/1567	6/1/1978 0:00

\$ 441,826.00 \$ 501,053.00 \$ 942,879.00

.26
.24
.42
.51

1.43 acs.

PTA Thrift Store 103 Jones Ferry Road, Carrboro NC

September 12, 2012

Revolving Loan Fund Criteria	✓ Meets Criteria
1. The project must be located within the town limits of Carrboro	✓
2. Project description: A: Location , floor plans, and square footage B: Type of service, retail, technology or manufacturing business proposed C: First year's itemized initial start up cost D: Three to five years estimated cost/revenues E: Description of other sources of capital funding F: Financial need to include specific need for revolving loan funds in addition to or in lieu of private financing	✓
3. Project benefit: A: Estimated annual sales B: Number of jobs created and annual salaries C: Improvement to Real Property	✓
4. Describe how the project will serve the community, who are the targeted clients/customers, how are these needs not being met, and how will this project will satisfy those needs.	✓
5. A detailed budget of startup cost and 3 to 5 years pro-forma cost/revenue analysis.	✓
6. Applicants must comply with all applicable Fair Labor Wage laws. Jobs created should demonstrate living wage salaries (living wage salaries are defined as a wage sufficient to meet the basic necessities and comforts essential to an acceptable standard of living) and commitment to employee retention.	✓
7. Project should be able to demonstrate commitment of at least 50% of start-up and 1st year operating expenses.	✓
8. Project must create or retain at least one full-time position for every \$25,000 in loan request. At least 51% of the jobs created must be filled by persons who earned less than 80% of the median income for the county they lived in the previous 12 months.	✓
9. Documentation of commitment of other sources of capital.	✓ (Submit commitment from private lending source) <i>Term sheet</i>
10. The applicant must demonstrate an ability to repay loan with a personal credit report. Submitted with the application must be a personal (or business if existing business) financial statements and a deed for real property to adequately collateralize the loan.	✓
11. Projects must be consistent with Town policies and ordinances. Although competition is not viewed as a negative impact for existing businesses, data must be presented as to the need for duplication in existing services or products.	✓
12. The Town of Carrboro wishes to attract locally owned sustainable business enterprises that are environmentally and socially responsible. Businesses should demonstrate the ability to be economically viable within a three year timeframe. Businesses that are locally owned and that serve persons of low/moderate income, underserved and disadvantaged populations or that are mission driven and fulfill a social need are encouraged	✓

Loan funds may be allocated on a defined schedule, if after one year the applicant has not used the funds. A request for an extension of the loan would need to be reviewed by the Board of Aldermen. Loans are made at the discretion of the Town Board of Aldermen and subject to loan pool availability. Loan recipients will not discriminate against any individual on the basis of race, color, religion, sex, gender, national origin, disability, sexual orientation or gender expression/identity in any of business activities or operations whether financed in whole or in part by funds received by the Town.

displaying_results

[illegible]



Orange County, NC GIS

PTA Thrift Shop

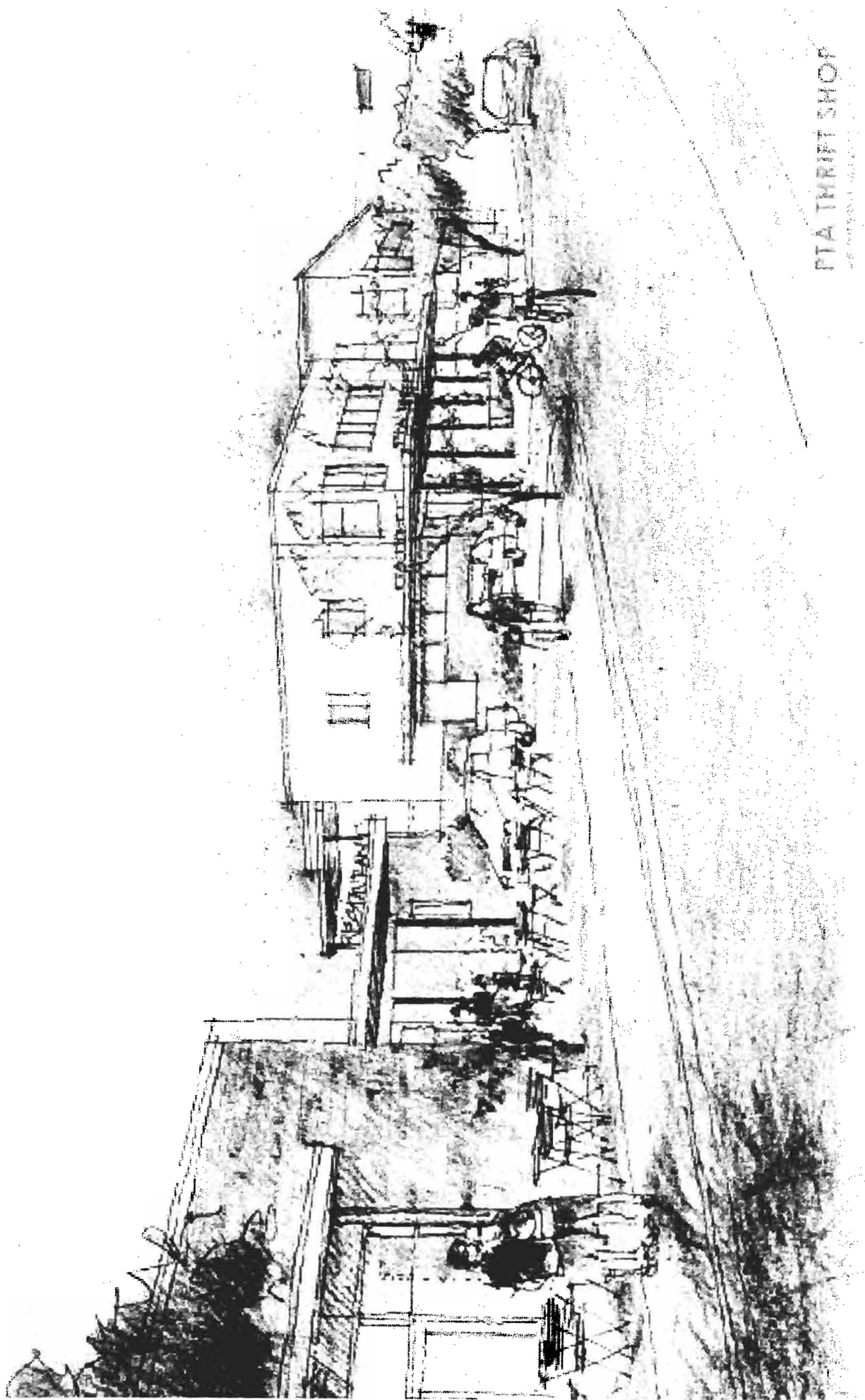


1 inch = 50 feet

Parcel Search - [] - 4 parcels found

Addresses

Streets



PTA THRIFT SHOP