



Application Deadline: September 1, 2019

CULTIVATE SMALL BUSINESS APPLICATION

The information provided on this application will be used to help determine eligibility for Santander's Cultivate Small Business Program. Applications will be reviewed and accepted on a rolling basis. Completed applications must be received by September 1, 2019 to be considered for the program in 2019/2020. If the applicant meets the initial qualifying criteria, we may request additional materials (including financial statements) at a later date in order to verify the information provided and to schedule an interview. The Cultivate Small Business team will communicate all admission decisions in November 2019. For any questions, please contact Maggie McDonough at ICIC: (617)-238-3013 or via email mmcdonough@icic.org.

PARTICIPANT INFORMATION:

First Name Last Name

Email Cell Number Office Number

Home Street Address

Home City Home State (Abbr.) Home Zip Code

Title (At the small business entity for which you are applying)

Date of Birth (MM/DD/YYYY) Ownership Percentage (Out of 100% at the small business entity for which you are applying)

If there is more than one owner of the business, please list their names and ownership percentages if applicable.

Which of the following best describes your ethnicity? (Select one)

- Hispanic or Latino, Not Hispanic or Latino, Two or more ethnicities, I do not wish to provide this information

Which of the following best describes your race? (Select one)

- Asian, Black or African American, White, American Indian or Alaska Native, Native Hawaiian or Other Pacific Islander, Two or more races, I do not wish to provide this information

Gender (Select one)

- Male, Female, Other (Includes Transgender and/or gender variant/non-conforming), I do not wish to provide this information

Veteran Status (Select all that apply)

- I am a Veteran of the United States Military, I identify as a Disabled Veteran, I identify as one or more of the classification of Protected Veteran, None of the options listed

i As defined by Title 38, Veterans' Benefits Chapter 42 Employment and Training of Veteran
ii Protected veterans may have additional rights under the Uniformed Services Employment and Reemployment Rights. For more information, call the U.S. Department of labor's Veterans Employment and Training Services at 1-866-4-USA-DOL





CULTIVATE SMALL BUSINESS APPLICATION

What is your highest level of education? *(Select one)*

- Less than high school graduate
- High school graduate or equivalent
- Some college, no degree
- Technical, trade or vocational school
- 2-year Associate's degree
- Bachelor's degree
- Master's degree
- Doctorate or professional degree

What was your total household income in 2018? _____

How did you hear about this program? _____

Why are you interested in participating in the Cultivate Small Business program? *(Maximum of 5 sentences)*

Which of the following entrepreneurship networking or education resources have you accessed or participated in? *(Select all that apply)*

- Business education workshop
- Business plan competition
- Incubator
- Accelerator
- Business consultant
- Entrepreneurship or executive education program
- Business leader networking group
- Other (please list) _____

BUSINESS INFORMATION:

Business Name _____

Business Street Address _____

Business City _____ Business State *(Abbr.)* _____ Business Zip Code _____

Business Website _____

Year of Incorporation _____ State of Incorporation *(Abbr.)* _____





CULTIVATE SMALL BUSINESS APPLICATION

Business Summary

In 1-2 sentences, please provide a brief description of your business's primary operations. For example, "ABC company is a wholesale baked goods company that specializes in vegan pasteries"

[Empty text box for business summary]

Employees

Please list the number of individuals employed full time at the business (note: this includes the individual filling out this application, assuming fulltime)*

Please list the number of individuals employed part time at the business

Business Revenue & Profit (Please list the applicable numbers from your financials)

Annual Gross Revenue in 2017 Annual Gross Revenue in 2018

Projected Revenue in 2019

Profit in 2017iv Profit in 2018 Projected Profit in 2019

Business Type (Select one)

- Radio button options for business types: Sole Proprietorship, Limited Liability Company, Low-Profit Limited Liability Company (L3C), Partnership (LP, LLP, GP), C-Corporation, S-Corporation, Benefit Corporation, Cooperative, Other (please list), I don't know

Business Industryv (Please select from the following lists of industries which (one) industry best describes your business)

- Radio button options for business industries: Retail Bakeries, Commercial Bakeries, General Line Grocery Merchant Wholesalers, Packaged Frozen Food Merchant Wholesalers, Dairy Product (except Dried or Canned) Merchant Wholesalers, Confectionery Merchant Wholesalers, Other Grocery and Related Products Merchant Wholesalers, Beer and Ale Merchant Wholesalers, Supermarkets and Other Grocery (except Convenience) Stores, Convenience Stores, Meat Markets, Fish and Seafood Markets, Fruit and Vegetable Markets, Baked Goods Stores, Confectionery and Nut Stores, All Other Specialty Food Stores, Beer, Wine, and Liquor Stores, Food (Health) Supplement Stores, Tobacco Stores, Vending Machine Operators, Other Direct Selling Establishments, Mobile Food Services, Full-Service Restaurants, Limited-Service Restaurants, Cafeterias, Snack and Nonalcoholic Beverage Bars, Food Service Contractors, Caterers, Other (please specify)

iii Full time employees are those who work at least 30 hours at this business every week
iv A positive Profit number is not required for acceptance into the program
v Numbers listed are codes determined by the North American Industry Classification System (NAICS). These are also referred to as six-digit NAICS codes.





CULTIVATE SMALL BUSINESS APPLICATION

Is your company certified or eligible in any of the following categories? (Select one in each row)

	Government certified	Eligible, not government certified	Not eligible	Don't know
Minority-Owned				
Women-Owned				
Dis-advantaged ^{vi}				
Veteran-Owned				

Are you interested in applying for or learning about any of the following financing options related to this business?

(Select all that apply-if any)

- Equity Financing
 Debt Financing
 Alternative Financing

Please describe the roles of any key full time staff members or company partners beyond yourself. (Maximum of 5 sentences)

Please list your business's major clients or major types of customers. (Maximum 5 sentences)

What type of business do you consider to be your primary competitor? (Please do not include competitor names) (Maximum of 5 sentences)

^{vi} To qualify as dis-advantaged: the firm must be 51% or more owned and control by one or more disadvantaged persons; the disadvantaged person or persons must be socially disadvantaged and economically disadvantaged; and the firm must be small, according to SBA's size standards





CULTIVATE SMALL BUSINESS APPLICATION

What is the value proposition or unique solution to a market need that your business offers? (Maximum of 5 sentences)

What type of social media avenues do you use to promote the business? (Select all that apply)

- Twitter
- LinkedIn
- Pinterest
- Facebook/Instagram
- YouTube
- Other (please list) _____
- None of the options listed

What type of impact, if any, do you, your product, or your service have on the community where your business is located? (Maximum of 5 sentences)

Please use this space to tell us anything else you would like for us to know about you or your business with regards to this application to participate in the Cultivate Small Business Program.