

Company and Management Team

6. Describe your company's stage of development (Check one):

Idea/Concept Product/service development Marketing product/service

7. Is the company licensed to do business in Arizona? Yes No

8. What revenues from sales have been made to date? \$

9. List the individuals that will serve as your company's Officers and Board of Directors, including their position and qualifications:

Name: _____ Position: _____

Address: _____ City: _____

State/Zip: _____

Background: _____

Active in daily operations: _____

Name: _____ Position: _____

Address: _____ City: _____

State/Zip: _____

Background: _____

Active in daily operations: _____

Name: _____ Position: _____

Address: _____ City: _____

State/Zip: _____

Background: _____

Active in daily operations: _____

10. Have any Officers or Directors ever been convicted of a crime? Yes No

If yes, please describe: _____

11. Estimate the total number of employees (including principals) anticipated:

At the time of occupancy: _____ Full-time _____ Part-time
One year later: _____ Full-time _____ Part-time
Two years later: _____ Full-time _____ Part-time

12. Does the company currently utilize outside professional advisors (i.e. accountants, lawyers, etc.)? Yes No

13. Please check and describe the services you will be seeking from the Center?

Accounting: _____

Computer Assistance: _____

Financial Assistance: _____

Legal: _____

Marketing Assistance: _____

Product Assistance: _____

Technology Assistance: _____

Other: _____

14. Estimate square footage required to conduct your business: (standard office is approximately 110 square feet):

1st Year _____ Office _____ Manufacturing
Other (describe): _____

2nd Year _____ Office _____ Manufacturing
Other (describe): _____

3rd Year _____ Office _____ Manufacturing
Other (describe): _____

Market Potential

15. Do you have a marketing plan (If Yes, include with application)?

Yes No

16. Is there a working prototype of your product/service? Yes No

17. Can your product/service be patented? Yes No Don't Know

18. Must you obtain any regulatory approvals for your product/service?

Yes No Don't Know

19. How long has it taken to develop your product/service?

20. Describe the target market for your product:

21. Describe your products advantage. How does your product/service answer the needs of your target market and what makes it better than your competitors' products/services?

22. Have you performed a thorough cost analysis of producing a single unit of your product/service?

Yes No (If yes, include with application).

Operations

23. Do you require any specialized equipment or facilities? Yes No
If yes, please describe below:

24. If you answered yes to question #23 above, do you plan to purchase or lease this equipment?
Purchase Lease

25. Do you plan to outsource any portion of your production/service operations?
Yes No If Yes, please describe below.

Risk Factors

26. Briefly describe the potential risk factors which may impact your company. Below are some common risk factors, though all may not apply to your business. Use back of this page or a separate page if necessary.

a. Economic (i.e. exchange or interest rates, etc.): _____

b. Financial: _____

c. Regulatory: _____

d. Competitors: _____

e. Product Development: _____

f. Management Team: _____

g. Other: _____

27. In addition to the application, please attach the following:

a. Resumes of principals involved

b. Business Plan - A business plan is not required for admission to the Center. Companies without business plans may be admitted under the condition that they complete a business plan within 90 days of admission. The staff of the Center is available to assist in the preparation of this plan.