

# JEDCO

Jefferson Parish Economic Development Commission

JEFFERSON PARISH ECONOMIC DEVELOPMENT COMMISSION  
 FINANCE COMMITTEE MEETING  
 JEDCO DEVELOPMENT CORPORATION  
 EXECUTIVE COMMITTEE MEETING  
 AGENDA

November 9, 2011

- I. CALL TO ORDER
- II. ADOPTION OF MINUTES (pages 2-4)
- III. LOAN PROPOSALS  
 Perret's Men's Wear, Inc. – ILTAP Loan (pages 5-40)  
 Weir Environmental, LLC – ILTAP Loan (pages 41-73)
- IV. OTHER BUSINESS  
 Problem Loan Report (page 74)
- V. LOAN REVIEWS  
 Z Hospitality, LLC, d/b/a Restaurant des Familles (page 75)
- VI. ADJOURNMENT

| DATE<br>2011   | JAN<br>6 | FEB<br>10 | MAR<br>3 | APR<br>7 | MAY<br>11 | JUNE<br>9 | JULY<br>7 | AUG<br>4 | SEPT<br>8 | OCT<br>6 | NOV<br>9 | DEC<br>1 |  |
|----------------|----------|-----------|----------|----------|-----------|-----------|-----------|----------|-----------|----------|----------|----------|--|
| David Andignac | Y        | Y         | C        | Y        | E         | Y         | C         | N/A      | N/A       | N/A      | N/A      | N/A      |  |
| Jimmy Baum     | Y        | Y         | C        | Y        | Y         | Y         | C         | Y        | Y         | Y        |          |          |  |
| David Colvin   | Y        | E         | C        | E        | Y         | E         | C         | Y        | Y         | Y        |          |          |  |
| Tina Mayes     | Y        | E         | C        | E        | Y         | E         | C         | E        | Y         | Y        |          |          |  |
| Greg Jordan    | Y        | E         | C        | Y        | Y         | Y         | C         | E        | Y         | Y        |          |          |  |
| Joe Liss       | Y        | Y         | C        | Y        | Y         | E         | C         | Y        | Y         | Y        |          |          |  |
| Bill Peperone  | N/A      | N/A       | N/A      | N/A      | N/A       | N/A       | N/A       | Y        | E         | Y        |          |          |  |
| Paul Rivera    | Y        | Y         | C        | Y        | E         | Y         | C         | E        | Y         | E        |          |          |  |
| Stan Salathe   | Y        | Y         | C        | Y        | Y         | Y         | C         | Y        | Y         | Y        |          |          |  |
| Stacey Schott  | Y        | Y         | C        | Y        | E         | Y         | C         | Y        | Y         | Y        | N/A      | N/A      |  |
| John Tobler    | Y        | E         | C        | Y        | Y         | E         | C         | Y        | Y         | E        |          |          |  |
| Frank Trapani  | Y        | E         | C        | Y        | E         | E         | C         | Y        | Y         | E        |          |          |  |
| Mark Madderra  | N/A      | N/A       | N/A      | N/A      | N/A       | N/A       | N/A       | N/A      | N/A       | N/A      |          |          |  |

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Present: Y      Absent: X      Excused: E      Not Applicable: n/a      Cancelled: C

**MINUTES FROM  
JEFFERSON PARISH ECONOMIC DEVELOPMENT COMMISSION  
FINANCE COMMITTEE  
JEDCO DEVELOPMENT CORPORATION  
EXECUTIVE COMMITTEE  
MEETING HELD ON  
OCTOBER 6, 2011**

Finance Committee Members in Attendance

Jimmy Baum  
David Colvin  
Tina Dandry-Mayes  
Greg Jordan  
Joe Liss  
Bill Peperone  
Stan Salathe  
Stacey Shane- Schott

Finance Committee Members excused

Paul Rivera  
John Tobler  
Frank Trapani

JEDCO Staff in Attendance

Jerry Bologna  
Cynthia Grows  
Jessica Lobue  
Corinne Pritchett  
Alberto Queral

**CALL TO ORDER**

The meeting was called to order by Jimmy Baum.

**ADOPTION OF MINUTES**

The minutes from the Finance Committee meeting held on September 8, 2011 were submitted for approval. A motion was made by Mrs. Dandry-Mayes and seconded by Mr. Jordan to accept the minutes as submitted. The motion passed unanimously.

At the last meeting, Cynthia Grows was asked to get an answer from JEDCO's auditors regarding when we should "write off" loans from our books that have been turned over to the collection attorney. Ms. Grows was advised by the auditors that the loan should remain on the books until which time the attorney has advised JEDCO that it should be written off.

## **LOAN PROPOSALS**

### Ashok Enterprises, LLC

Mr. Queral presented a loan request of \$1,719,168.00 to pay qualifying outstanding debt. Refinancing under the SBA 504 program is temporarily allowed as per the Small Business Jobs Act of 2010.

The project will have the following structure:

| <u>SOURCES</u> | <u>AMOUNT</u>     | <u>RATE</u> | <u>TERM</u> |
|----------------|-------------------|-------------|-------------|
| Private Lender | \$2,450,000.00    | 7.00        | 10 Years    |
| JEDCO/SBA      | 1,719,168.00      | (*)         | 20 Years    |
| Equity         | <u>730,832.00</u> |             |             |
| Total          | \$4,900,000.00    |             |             |

\* The rate of interest of the SBA 504 loan will be determined on the date of the debenture sale.

Mr. Queral advised the Committee that SBA still has to approve the subordination of its Disaster Loan moving the Disaster Loan to 3<sup>rd</sup> position and the proposed JEDCO SBA 504 Loan to 2<sup>nd</sup> position.

After some discussion, a motion was made by Mrs. Dandry-Mayes and seconded by Mr. Colvin to approve the loan package as submitted, including all listed collateral and conditions. The motion passed unanimously.

## **OTHER BUSINESS**

### Updated Policies and Procedures Manual

The Committee was presented with JEDCO's revised Collection Policy which is included in JEDCO's Financing Programs Policy and Procedures Manual. At the last meeting, Staff and the Committee met with Attorney, Mark Landry to discuss how to handle the collection of delinquent/problem loans. It was requested that this revised Collection Policy be approved in accordance with the discussion from the previous Finance Committee Meeting.

A motion was made by Mrs. Dandry-Mayes and seconded by Mr. Liss to approve the additions to the Manual as submitted. The motion passed unanimously.

### Problem Loan Report

The Committee was provided with a current Problem Loan Report for their review.

Finance Committee Minutes  
October 6, 2011

### **LOAN REVIEWS**

Quik Print of New Orleans, d/b/a Documart

Rated "1" – First Review

Loop Linen Service, Inc.

Rated "1" – First Review

### **ADJOURNMENT**

There being no further business, the meeting was adjourned.

Sincerely,



Alberto Queral  
Director of Financing

AQ/jkl

|  |                     |
|--|---------------------|
| Lender Name: JEDCO/ILTAP                                     | Lender #:           |
| Contact: Alberto Queral / (504) 875-3924 / aqueral@jedco.org | Fax: (504) 875-3924 |

**Name**

|  |                        |
|--|------------------------|
| Borrower:<br>Perret's Men's Wear, Inc.                       | Tax ID: 72-0502871     |
| Small Business Concern Name (if other than borrower):        | Tax ID:                |
| Trade Name (if different):<br>Perret's Army & Outdoor Stores | SBC is co-borrower: No |

|  |
|--|
| Project Address: 2514 Williams Blvd.                 |
| City: Kenner County: Jefferson State: LA Zip: 70062- |

Purpose of Loan and Description of Project:

JEDCO/ILTAP loan proceeds to be used for acquisition of a Titan automatic textile printing press and ancillary equipment and inventory in connection with a current business expansion. Management is in the process of relocating the store to a larger space within the same shopping center on Williams Boulevard in Kenner, due to space limitations at the current store site. The current store is 4,000 sq. ft. while the new store is 7,020 sq. ft. Management has executed a new ten-year lease with two five-year options, with leasehold improvements financed by the landlord.

Management estimates the creation of two full-time equivalent positions within 24 months of funding as a result of the JEDCO/ILTAP financing. The estimated economic impact is \$289,215 based on a projected increase in sales of \$171,600 and an economic multiplier of 1.6854.

If any project assets are already owned by the borrower, provide purchase amount & date:

**NOT APPLICABLE**

Disclose terms of any pre-project financing (including lender, amount financed, and maturity) and specify whether that financing will be taken out with the funds for this project or re-financed by the lender:

**Costs**

| Description             | Amount    | Description         | Amount        |
|-------------------------|-----------|---------------------|---------------|
| Purchase Land           | 0.00      | Inventory           | 26,000.00     |
| Building                | 0.00      | Working Capital     | 0.00          |
| New Construction        | 0.00      | Purchase Business   | 0.00          |
| Machinery and Equipment | 40,731.00 | Payoff SBA Loan     | 0.00          |
| Furniture & Fixtures    | 0.00      | Payoff Bank Loan    | 0.00          |
| Professional Fees       | 0.00      | Payoff Other Loan   | 0.00          |
| Contingency             | 0.00      | All Other           | 0.00          |
|                         |           | TOTAL Project Costs | 66,731.00     |
|                         |           | SBA's Share         | \$0.00 0.00 % |

| Source  | Amount        | %             | Monthly P&I  | Term                  | Amort | Rate  | Lien          |
|---|---------------|---------------|--------------|-----------------------|-------|-------|---------------|
| JEDCO/ILTAP / Avondale  | 50,048        | 75.00         | 1,411        | 3.00                  | 3.00  | 1.000 | 2             |
| <b>Business Cash</b>  | <b>16,682</b> | <b>25.00</b>  |              |                       |       |       |               |
| <b>TOTAL Financing</b>  | <b>66,731</b> | <b>100.00</b> | <b>1,411</b> | <b>Annual P&amp;I</b> |       |       | <b>16,933</b> |
| Source of Borrower Contribution (if equity in project property, provide details on existing financing and valuation basis): |               |               |              |                       |       |       |               |
| <b>Source of equity is business cash.</b>   |               |               |              |                       |       |       |               |

## Entity Information

### Structure

Entity is an: **Operating Company**

Name: **Perret's Men's Wear, Inc.**

Mailing Address: **2532 Williams Blvd., Kenner, LA 70062**

Tax ID: **72-0502871**

Trade Name (if different): **Perret's Army & Outdoor Stores**

Year Operations Began: **1931**

Type of entity: **Corporation**

Entity is co-borrower?: **No**

Guarantor?: **No**

Nature of Business: **Clothing Store**

NAICS: **448140**

Name of Franchise: **Not Applicable**

Franchise on Registry?: **N/A**

### Ownership (account for 100% ownership by the ultimate individual persons)

| Name                  | % Own          | Guar? | SSN                | Citizenship |     |       | Codes  |          |           | Vet      |
|-----------------------|----------------|-------|--------------------|-------------|-----|-------|--------|----------|-----------|----------|
|                       |                |       |                    | US Citizen  | LPR | Other | Gender | Race     | Ethnicity |          |
| <b>William Poynot</b> | <b>100.000</b> |       | <b>439-17-5066</b> | <b>x</b>    |     |       |        | <b>5</b> | <b>N</b>  | <b>1</b> |

Veteran Status: 1 = Non-Veteran; 2=Other Vet.; 3 = Service-Disabled Vet.; 4 = Not Disclosed.

Gender: M = Male; F = Female; N=Not Disclosed

Race: 1=American Indian/Alaska Native; 2=Asian; 3=Black/African-American; 4=Native Hawaiian/Pacific Islander; 5=White/Caucasian; X=Not Disclosed

Ethnicity: H=Hispanic/Latino; N=Not Hispanic/Latino; Y=Not Disclosed

### Management

Provide the following information for each officer and director

| Name                     | SSN                | Title            | Life Insurance |
|--------------------------|--------------------|------------------|----------------|
| <b>William J. Poynot</b> | <b>439-17-5066</b> | <b>President</b> | <b>N/A</b>     |

Analysis of management ability (describe the qualifications and background of the relevant owners, officers, directors, and key employees involved in the operations and day-to-day management of the business):

**Mr. Poynot has owned and operated the store since 1985. He has demonstrated excellent management ability as evidenced by the company's consistent gross profit and overall historical success.**

### History

History & Description of the business:

**Perret's Men's Wear, Inc. was originally established on Rampart Street in New Orleans in 1931, as a men's clothing store. Afterwards, the store was relocated a couple of times within the French Quarter and Central Business District. Eventually there were three stores, with two located in Jefferson Parish. The two stores in Jefferson Parish were established by the current owner, William J. Poynot., specializing in army surplus apparel and accessories. The New Orleans store closed after the original founder retired. Of the two stores located in Jefferson, one remains in Kenner, located at 2532 Williams Boulevard. The other Jefferson store was located on Jefferson Drive and closed after Hurricane Katrina. According to Mr. Poynot, the store on Jefferson Hwy. generated only half the business of that of the Kenner store, the reason he decided to close it. To Mr. Poynot's surprise, the remaining Kenner store picked up the clientele of the closed store, as evidenced through revenue performance.**

**William J. Poynot, president, has a 100% ownership interest in the corporation. He is married to Lauren Perret Poynot, daughter of the original founder. He effectively manages the entire operation with the assistance of his wife Lauren. As a closely-held corporation, Mr. and Mrs. Poynot transfer most of the store's profitability to themselves through salary. Prior to 2008, their combined salary was \$150,000 plus bonuses approximating \$100,000. After 2008 at the advice of their CPA, the Poynots decided to annualize their total compensation as salary.**

**According to Mr. Poynot, Perret's has a definite niche market in the army surplus clothing category, with very little competition.**

## Guarantors

| Type | Name | Type of Guarantee |
|------|------|-------------------|
|------|------|-------------------|

### Personal Credit

\* Note: amounts will display in thousands

| Individual     | PFS Date   | Liquid Asset | Total Asset     | Outside NW | Date       | History   |
|----------------|------------|--------------|-----------------|------------|------------|-----------|
|                |            | Real Estate  | Total Liability | AGI        | Source     | Score     |
| William Poynot | 08/31/2011 | 173.6        | 1,156.2         | 862.4      | 10/05/2011 | Excellent |
|                |            | 605.0        | 293.8           | 254.4      | Experian   | 827       |

#### Comments on Personal Credit

William J. Poynot, Sr.'s credit report by Experian indicates a risk score of 4 with a FICO score of 827, which is excellent.

### Business Credit

\* Note: amounts will display in thousands

| Entity                    | FS Date    | Total Asset | Prior Year Revenue | Date       | History |
|---------------------------|------------|-------------|--------------------|------------|---------|
|                           |            | Net Worth   | Total Liability    |            |         |
| Perret's Men's Wear, Inc. | 08/31/2011 | 328.3       | 1,493.2            | 10/05/2011 | Good    |
|                           |            | 161.7       | 166.6              | -30.5      | Other   |

#### Comments on Business Credit

D&B on the company indicates a clear history and a D&B rating of IR2, indicative of a overall "good" credit appraisal. Also, D&B assigns the company a PAYDEX score of 78, indicating that payments to suppliers average 3 days beyond terms.

## Personal Resources

#### Personal Resources Comments:

Personal resources have been contributed.

## Jobs

#### Job Opportunity Requirement

2.00 Number of jobs to be created in the next two years

0.00 Number of jobs to be retained because of project

2.00 Total number of job opportunities

Justification for including retained jobs in total:

## Prior Financing

Previous or existing government financing of principals and/or affiliates and/or applicant? **No**

Previous or existing SBA financing of principals and/or affiliates and/or applicant? **No**

(If YES to either question, complete the following)

| Type   | Borrower Name | Federal Source  |                  | Loan Type | Tax ID      |
|--|---------------|-----------------|------------------|-----------|-------------|
| (P) rincipal or (A) ffiliate or (A) pplicant or (O) ther |               | Current Balance | Guaranty Balance | Status    | Loan Number |

**NOT APPLICABLE**

Comments:



## Affiliates

### Potential Affiliates - Applies to all borrowers, OCs, & EPC.

Account for all businesses (excluding publicly traded) in which any 20% owner or guarantor holds an ownership interest.

Account for all businesses for which any owner, officer, director, key employee, or management entity has the power to exercise control - whether individually or through a combined identity of interest (such as family members, individuals or firms with common investments, or firms that are economically dependent through contractual or other relationships).

Account for all other potentially affiliated businesses consistent with CFR 121.103

| Affiliate? Company Name | Nature of Business | TIN | Individual | % | Title |
|-------------------------|--------------------|-----|------------|---|-------|
|-------------------------|--------------------|-----|------------|---|-------|

NOT APPLICABLE

Comments

## Collateral

| <b>Projects involving real estate</b> | Approximate Size of: |     |      | OC          | Construction of |                     |                 |
|---------------------------------------|----------------------|-----|------|-------------|-----------------|---------------------|-----------------|
| Type of property:                     | Building             | Lot | Unit | Occupancy % | New Building    | Renovation /Remodel | Special Purpose |

NOT APPLICABLE

Comments (for multiple properties, list all project address):

### Projects involving equipment/other personal property

| Type of property: | Purchased From | Items Are |
|-------------------|----------------|-----------|
| Equipment         | Manufacturer   | New       |
| Apparel Inventory | Manufacturer   | New       |

Comments (discuss remaining useful life, installation costs, etc. as appropriate):

| Collateral Offered              | Estimated Value | Liquidation Value | Prior Lien Position | Prior Lien Amount | Net Value |
|---------------------------------|-----------------|-------------------|---------------------|-------------------|-----------|
| Tital Screen Printing Equipment | 40,731          | 30,548            |                     | 0                 | 30,548    |
| Miscellaneous Inventory         | 26,000          | 13,000            |                     | 0                 | 13,000    |
| Totals                          | 66,731          | 43,548            |                     | 0                 | 43,548    |
| New Loan                        | 50,048          |                   |                     |                   |           |
| LTV                             | 0.75            |                   | Project Debt:       | 50,048            |           |
| LLTV                            | 1.15            |                   |                     |                   |           |

Life Insurance is NOT required.

Analysis of collateral adequacy:

The JEDCO/ILTAP loan will be secured with a first UCC-1 lien on the equipment to be purchased and a UCC-1 lien on inventory. From a liquidation perspective collateral is insufficient, however that is mitigated by the strength of Mr. William Poynot's "in solido" personal guarantee and the company's cash flow repayment ability.

## Wrap-Up

Other Issues (Such as pre-application 912 clearances, franchise reviews, environmental reviews, etc):

Key Risks:

Key Strengths:  
**The company has an excellent track record, with established clientele. Management has executed a new ten-year lease with renewal options at a larger location within the same shopping center, to accommodate business growth. Historical and projected debt service cash flow coverage is adequate to service the JEDCO/ILTAP loan.**

Decision Conclusion:  
**The JEDCO/ILTAP loan for Perret's Men's Wear, Inc. is recommended for approval based on the key strengths delineated above.**



## Balance Sheet - Small Business Concern

Name: **Perret's Men's Wear, Inc.**

| Type of Statement                | Tax Return   |               | Tax Return   |               | Internally P |               | * Note: amounts will display in thousands |             |               |
|----------------------------------|--------------|---------------|--------------|---------------|--------------|---------------|---|-------------|---------------|
| Date of Statement:               | 12/31/2009   |               | 12/31/2010   |               | 08/31/2011   |               | Adj. Debit                                | Adj. Credit | Adj Bal Sheet |
| Cash/Mark. Sec.                  | 57.6         | 18.8%         | 42.8         | 13.7%         | 35.7         | 10.9%         |   | 16.7 (A)    | 19.0          |
| Accounts Rec                     | 0.0          | 0.0%          | 0.0          | 0.0%          | 0.0          | 0.0%          |   |             | 0.0           |
| Inventory                        | 192.8        | 62.8%         | 227.0        | 72.8%         | 231.5        | 70.5%         | 25.7 (B)                                  |             | 257.2         |
| Other Current Assets             | 16.4         | 5.3%          | 6.7          | 2.1%          | 0.6          | 0.2%          |   |             | 0.6           |
| <b>Total Current Assets</b>      | <b>266.8</b> | <b>86.8%</b>  | <b>276.5</b> | <b>88.7%</b>  | <b>267.8</b> | <b>81.6%</b>  |   |             | <b>276.8</b>  |
| Net Fixed Assets                 | 38.9         | 12.7%         | 33.9         | 10.9%         | 54.0         | 16.4%         | 41.0 (C)                                  |             | 95.0          |
| Intangibles                      | 0.0          | 0.0%          | 0.0          | 0.0%          | 0.0          | 0.0%          |   |             | 0.0           |
| Other Assets                     | 1.5          | 0.5%          | 1.5          | 0.5%          | 6.5          | 2.0%          |   |             | 6.5           |
| <b>Total Assets</b>              | <b>307.2</b> | <b>100.0%</b> | <b>311.9</b> | <b>100.0%</b> | <b>328.3</b> | <b>100.0%</b> |   |             | <b>378.3</b>  |
| Accounts Payable                 | 88.6         | 28.8%         | 118.9        | 38.1%         | 116.7        | 35.5%         |   |             | 116.7         |
| Notes Payable                    | 0.0          | 0.0%          | 20.0         | 6.4%          | 4.0          | 1.2%          |   |             | 4.0           |
| Taxes/Accruals                   | 10.5         | 3.4%          | 20.6         | 6.6%          | 19.9         | 6.1%          |   |             | 19.9          |
| Private Lender (Curr)            | 0.0          | 0.0%          | 0.0          | 0.0%          | 0.0          | 0.0%          |   | 16.4 (D)    | 16.4          |
| Other Current Liab.              | 10.0         | 3.3%          | 1.8          | 0.6%          | 1.8          | 0.5%          |   |             | 1.8           |
| <b>Total Current Liabilities</b> | <b>109.1</b> | <b>35.5%</b>  | <b>161.3</b> | <b>51.7%</b>  | <b>142.4</b> | <b>43.4%</b>  |   |             | <b>158.8</b>  |
| Notes Payable                    | 0.0          | 0.0%          | 0.0          | 0.0%          | 0.0          | 0.0%          |   |             | 0.0           |
| Private Lender (LT)              | 0.0          | 0.0%          | 0.0          | 0.0%          | 0.0          | 0.0%          |   | 33.6 (D)    | 33.6          |
| Stockholder Debt                 | 0.0          | 0.0%          | 9.5          | 3.0%          | 24.2         | 7.4%          |   |             | 24.2          |
| Other L-T Liabilities            | 0.0          | 0.0%          | 0.0          | 0.0%          | 0.0          | 0.0%          |   |             | 0.0           |
| <b>Total Liabilities</b>         | <b>109.1</b> | <b>35.5%</b>  | <b>170.8</b> | <b>54.8%</b>  | <b>166.6</b> | <b>50.7%</b>  |   |             | <b>216.6</b>  |
| Net Worth                        | 198.1        | 64.5%         | 141.1        | 45.2%         | 161.7        | 49.3%         |   |             | 161.7         |
| <b>Total Liab. + NW</b>          | <b>307.2</b> | <b>100.0%</b> | <b>311.9</b> | <b>100.0%</b> | <b>328.3</b> | <b>100.0%</b> |   |             | <b>378.3</b>  |

| Balance Sheet Ratios | Historical |            |            | Industry Comparison |       |       | Adj Bal Sheet |
|----------------------|------------|------------|------------|---------------------|-------|-------|---------------|
|                      | 12/31/2009 | 12/31/2010 | 08/31/2011 | High                | Med   | Low   |               |
| Current Ratio        | 2.4        | 1.7        | 1.9        | 16.7                | 2.7   | 1.4   | 1.7           |
| Debt/Worth           | 0.6        | 1.2        | 1.0        | 0.2                 | 1.1   |       | 1.3           |
| Quick Ratio          | 0.5        | 0.3        | 0.3        | 4.3                 | 0.9   | 0.5   | 0.1           |
| Days Receivable      | 0.0        | 0.0        | 0.0        |                     |       | 8.0   |               |
| Days Payable         | 38.9       | 50.1       | 42.4       |                     | 2.0   | 22.0  |               |
| Days Inventory       | 84.5       | 95.6       | 84.1       | 74.0                | 91.0  | 233.0 |               |
| Net Working Capital  | 157.7      | 115.2      | 125.4      |                     | 106.6 |       | 118.0         |

Accounting Basis: Cash  Accrual

**Balance Sheet Analysis/Comments:**

**Adjustments to Balance Sheet:**

- A) Equity injection
- B) Inventory purchase
- C) Fixed asset acquisition
- D) Current and long term portions of JEDCO/ILTAP loan

The adjustment columns represent the total project costs. The pro-forma balance sheet represents the project's effect on the company's assets, liabilities and net worth. The company's pro-forma working capital position is better than the industry median. Also, pro-forma liquidity and leverage positions compare favorably with the industry median.

Balance Sheet Analysis/Comments:

**ASSETS**

Current assets are inclusive of cash and inventory. As of 8/31/11, inventory turnover of 84.1 days indicates better performance than the industry median of 91 days, an indication of product demand.

Fixed assets are inclusive of vehicles and store fixtures. Other assets consist of prepaid income taxes and a deposit.

**LIABILITIES AND NET WORTH**

Current liabilities consist of trade payables and accrued taxes. Long term liabilities consist of draws from shareholders (loan), in the amount of \$24,151.

Net worth of 49.3% of total assets reflects a better financial position than the industry median of 28%.

Name: **Perret's Men's Wear, Inc.**

Tax ID: **72-0502871**

\* Note: amounts will display in thousands

|                    |            |            |            |              |            |            |
|--------------------|------------|------------|------------|--------------|------------|------------|
| Type Of Statement: | Tax Return | Tax Return | Tax Return | Internally P | Projection |            |
| # Of Months:       | 12         | 12         | 12         | 8            | 12         | NAICS      |
| Date Of Statement: | 12/31/2008 | 12/31/2009 | 12/31/2010 | 08/31/2011   | 12/31/2012 | Statistics |

**P&L:**

|                           |         |       |         |       |         |       |         |       |         |       |
|---------------------------|---------|-------|---------|-------|---------|-------|---------|-------|---------|-------|
| Sales                     | 1,530.3 |       | 1,448.4 |       | 1,493.2 |       | 1,144.0 |       | 1,887.6 |       |
| Costs Of Goods            | 893.5   | 58.4% | 832.4   | 57.5% | 867.0   | 58.1% | 670.1   | 58.6% | 1,096.7 | 58.1% |
| Gross Profit              | 636.8   | 41.6% | 616.0   | 42.5% | 626.2   | 41.9% | 473.9   | 41.4% | 790.9   | 41.9% |
| G & A Expenses            | 640.1   | 41.8% | 617.5   | 42.6% | 660.8   | 44.3% | 468.3   | 40.9% | 726.1   | 38.5% |
| Other Income/(Expense)    | 2.5     | 0.2%  | 1.5     | 0.1%  | 4.1     | 0.3%  | 0.0     | 0.0%  | 0.0     | 0.0%  |
| Net Inc Before Taxes      | -0.8    | -0.1% | 0.0     | 0.0%  | -30.5   | -2.0% | 5.6     | 0.5%  | 64.8    | 3.4%  |
| Income Taxes              | 0.0     | 0.0%  | 0.0     | 0.0%  | 0.0     | 0.0%  | 0.0     | 0.0%  | 0.0     | 0.0%  |
| Net Inc After Taxes       | -0.8    | -0.1% | 0.0     | 0.0%  | -30.5   | -2.0% | 5.6     | 0.5%  | 64.8    | 3.4%  |
| Depreciation/Amortization | 7.7     | 0.5%  | 8.1     | 0.6%  | 24.1    | 1.6%  | 0.0     | 0.0%  | 28.2    | 1.5%  |
| Interest                  | 0.7     | 0.0%  | 0.9     | 0.1%  | 0.6     | 0.0%  | 0.7     | 0.1%  | 1.1     | 0.1%  |
| Rent                      | 66.6    | 4.4%  | 63.0    | 4.3%  | 59.6    | 4.0%  | 44.2    | 3.9%  | 74.4    | 3.9%  |
| Owner's Salaries          | 277.8   | 18.2% | 287.8   | 19.9% | 280.2   | 18.8% | 0.0     | 0.0%  | 280.2   | 14.8% |
| Wages                     | 111.7   | 7.3%  | 127.4   | 8.8%  | 124.3   | 8.3%  | 278.4   | 24.3% | 140.3   | 7.4%  |

**P&L Comments/Analysis:**

Submitted by management for this review were interim internally-prepared financial statements and tax returns for calendar years 2008, 2009 and 2010. Tax returns were prepared by Peter J. Knecht, CPA, located in Metairie.

Operations consist of retail sales of army surplus apparel and accessories.

With the exception of calendar year 2009, sales indicate a consistent growth pattern. For the interim period ending 8/31/11, annualized sales reflect a 14.9% increase over calendar year 2010. Gross profit remains consistent during the period, a good indication of management ability.

The company is profitable once excess owner's compensation is added back for calculation purposes.

**Cash Flow**

|                              |       |       |       |      |       |
|------------------------------|-------|-------|-------|------|-------|
| Net Inc Before Taxes         | -0.8  | 0.0   | -30.5 | 5.6  | 64.8  |
| + Depreciation               | 7.7   | 8.1   | 24.1  | 0.0  | 28.2  |
| + Interest Expense           | 0.7   | 0.9   | 0.6   | 0.7  | 1.1   |
| + Rental Expense             | 0.0   | 0.0   | 0.0   | 0.0  | 0.0   |
| + Excess Owner's Comp        | 140.1 | 140.1 | 140.1 | 93.4 | 140.1 |
| + Other:Owner's Draw         | 0.0   | 0.0   | 0.0   | 0.0  | 0.0   |
| + Other:                     | 0.0   | 0.0   | 0.0   | 0.0  | 0.0   |
| Total Cash Flow              | 147.7 | 149.1 | 134.3 | 99.7 | 234.2 |
| - Existing Debt Service      | 7.5   | 7.5   | 7.5   | 5.0  | 7.5   |
| - Project Debt Service       | 16.9  | 16.9  | 16.9  | 11.3 | 16.9  |
| - Line Of Credit - Principal | 0.0   | 0.0   | 0.0   | 0.0  | 0.0   |
| - Line Of Credit - Interest  | 0.0   | 0.0   | 0.0   | 0.0  | 0.0   |
| - Other:                     | 0.0   | 0.0   | 0.0   | 0.0  | 0.0   |
| Total Cash Requirement       | 24.4  | 24.4  | 24.4  | 16.3 | 24.4  |
| Cash Surplus (deficit)       | 123.3 | 124.7 | 109.9 | 83.4 | 209.8 |
| Cash Flow Coverage Ratio     | 6.05  | 6.11  | 5.50  | 6.13 | 9.60  |

**Cash Flow Comments/Analysis (if projections are utilized, describe the basis for the assumptions including who performed the analysis and how the conclusions were reached):**

Historical and projected cash flow coverage ratios of 6.13 and 9.60 times includes the addition of excess owner's compensation that is discretionary.

**FINANCIAL PROJECTIONS**

**Sales**

Calculated at 10% over annualized 2011 performance as a result of greater capacity.

**COGS**

Based on average of historical performance

**Depreciation**

Based on historical performance + new equipment / 10 years

**Interest**

Based on annualized current level + new ILTAP loan

**Rent**

Based on new lease, \$74.4m annual cost

**Owner's Salaries**

Based on 2010 historical level

**Wages**

Based on historical performance + new position @\$16.0m

**Operating Expenses**

Based on average of historical performance

**Schedule of Indebtedness**

Name: Perret's Men's Wear, Inc.

| PAYABLE TO | ORIGINAL AMOUNT | ORIGINAL DATE | PRESENT BALANCE | RATE OF INTEREST | MATURITY DATE | MONTHLY PAYMENT | SECURITY | CURRENT/ PAST DUE |
|------------|-----------------|---------------|-----------------|------------------|---------------|-----------------|----------|-------------------|
|------------|-----------------|---------------|-----------------|------------------|---------------|-----------------|----------|-------------------|

**Line (s)**

|              |                              |  |          |  |                        |          |           |     |
|--------------|------------------------------|--|----------|--|------------------------|----------|-----------|-----|
| Regions Bank | \$ 150,000                   |  | \$ 4,000 |  |                        | \$ 625   | Inventory | Cur |
|              | <b>Total Present Balance</b> |  | \$ 4,000 |  | <b>Total Monthly:</b>  | \$ 625   |           |     |
|              |                              |  |          |  | <b>Total Annually:</b> | \$ 7,500 |           |     |

\* to be paid by new loan and/or exclude from cashflow

# Personal Discretionary Income

## Perret's Men's Wear, Inc.

Name **Poynot, William J.**

SSN **439-17-5066**

\* Note: amounts will display in thousands

Tax Return FYE

12/31/2010

| <b>Income</b>   |              |
|---|--------------|
| Salary/Wage   | 265.0        |
| Interest/Dividends  | 0.0          |
| Rental Income   | 0.0          |
| Business Distributions<br>(provide all business name(s) and amount(s) below)  | 0.0          |
| Other (describe below in Comments)  | 0.0          |
| <b>Total Income</b>   | <b>265.0</b> |
| <b>Expenses - include all debts for which individual is responsible</b>   |              |
| Taxes   | 46.3         |
| Living Expenses   | 53.0         |
| Personal Debt - Residence   | 24.4         |
| Personal Debt - Rental/Investment Property  | 0.0          |
| Personal Debt - Other existing obligations  | 1.2          |
| Personal Debt - Proposed new personal debt to be incurred<br>in connection with this project (i.e Home equity loan) | 0.0          |
| Other (describe below)  | 0.0          |
| <b>Total Expenses</b>   | <b>124.9</b> |
| <b>Personal Discretionary Income (Total Income - Total Expenses)</b>  | <b>140.1</b> |

**Comments:**



## COLLATERAL

1. First UCC-1 on machinery, equipment, furniture, and fixtures to be purchased with loan proceeds located at 2514 Williams Blvd., Kenner, LA 70062. Identify by quantity, make, model, and serial numbers, and other identifying information.
2. UCC-1 on inventory now owned and to be purchased with loan proceeds located at 2514 Williams Blvd., Kenner, LA 70062.
3. Personal guarantee by William J. Poynot and Lauren P. Poynot.

## CONDITIONS

1. Receipt of Articles and Certificate of Incorporation and By-Laws of Perret's Men's Wear, Inc.
2. Financial Information - Perret's Men's Wear, Inc.
  - a. Semi-annual financial statements to be submitted within 120 days of period's end, as requested.
  - b. Annual financial statements compiled by an outside CPA to be submitted within 120 days of fiscal year end.
  - c. Corporate tax returns to be submitted upon completion.
  - d. Accounts receivable and payable aging schedules upon request.
3. Annual submission of personal financial statements and tax returns on William and Lauren Poynot.
4. Verification that all city, state and federal taxes are current. Copy of occupational license and any other license or permit relevant to the operation of this business.
5. Prior to disbursement, borrower must provide JEDCO with their Employer Identification Number or furnish a copy of the application.
6. Prior to disbursement, borrower shall provide insurance coverage as follows on:  
**2514 Williams Blvd., Kenner, LA 70062**
  - a. Fire and extended coverage on contents in building in an amount equal to the full replacement cost. JEDCO must be listed as loss payee.

- b. Flood insurance on contents of building in amount and coverage equal to the lesser of the insurable value of the property, or to the maximum limit of coverage available. JEDCO must be listed as loss payee.
- 7. Evidence of liability insurance.
- 8. Evidence of Workers' Compensation Coverage
- 9. Prior to disbursement, borrower must furnish copy of an executed lease on property located at 2514 Williams Blvd., Kenner, LA 70062. The lease with options to renew must equal the term of the loan at the time of funding. Landlord's Waiver is required
- 10. Subordination in the event of default of any existing and future intercompany debt and debt due to principals.
- 11. Total annual compensation by officers, owners and/or principals of SBC are subject to limitation under adverse financial conditions as determined by JEDCO, plus such additional amounts as maybe required to pay income taxes, or if a corporation electing to be taxed under the S Corporation of the IRS code.
- 12. No redemption of corporate stock without prior written approval from JEDCO.
- 13. Prior to funding, proof of project cost and equity injection in the amount of \$ 16,682.00 must be received by JEDCO.
- 14. The borrower certifies that two jobs will be created as a result of this financing.
- 15. Borrower will complete the Hiring Summary Form, and Job Information Form as requested by JEDCO.
- 16. Fees associated with the financing will include a processing fee of ½ of 1% (.005) or a maximum of \$1,000.00.
- 17. Borrower must certify that no adverse environmental impact will result from this financing.
- 18. Borrower must certify that the company is an equal opportunity employer.
- 19. Borrower must certify that the project to be financed is in Jefferson Parish and understands that the loan will be called if the project activity is moved from Jefferson Parish.
- 20. Borrower will furnish financial statements and other reports whenever requested by JEDCO at any time during the term of the loan.



ATTN: CORINNE PRITCHETT  
Report Printed: October 05, 2011

## Live Report : PERRET'S MEN'S WEAR INC.

D-U-N-S® Number: 03-442-8391

Trade Names: PERRET'S ARMY AND OUTDOOR STORES

Endorsement/Billing Reference: cpritchett@jedco.org

|                        |  |   |              |
|------------------------|--|---|--------------|
| <b>D&amp;B Address</b> |  | <b>Endorsement :</b> cpritchett@jedco.org |              |
| <b>Address</b>         | 2532 Williams Blvd<br>Kenner, LA - 70062 | <b>Location Type</b>                      | Headquarters |
| <b>Phone</b>           | 504 733-5618                             | <b>Web</b>                                |              |
| <b>Fax</b>             |  |   |              |

## Company Summary

Currency: Shown in USD unless otherwise indicated

### Score Bar

|                                 |          |
|---------------------------------|----------|
| PAYDEX®                         | 78       |
| Commercial Credit Score Class   | 3        |
| Financial Stress Class          | 2        |
| Credit Limit - D&B Conservative | 7,500.00 |
| D&B Rating                      | 1R2      |

### Company News

Today: Wednesday, October 05, 2011

This company is not currently tracked for Company News.

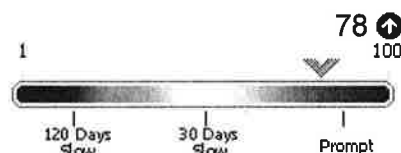
Powered by FirstRain

### D&B 3-month PAYDEX®



When weighted by amount, Payments to suppliers average 3 Days Beyond Terms

### D&B PAYDEX®



When weighted by amount, Payments to suppliers average 3 days beyond terms

### D&B Company Overview

This is a headquarters location

|                                 |                              |
|---------------------------------|------------------------------|
| Branch(es) or Division(s) exist | Y                            |
| Chief Executive                 | WILLIAM J POYNOT, PRES       |
| Year Started                    | 1931                         |
| Management Control              | 1989                         |
| Employees                       | 10 (5 Here)                  |
| Financing                       | SECURED                      |
| SIC                             | 5399                         |
| Line of business                | Ret misc general merchandise |
| NAICS                           | 452990                       |

### Public Filings

The following data includes both open and closed filings found in D&B's database on this company.

| Record Type  | Number of Records | Most Recent Filing Date |
|--------------|-------------------|-------------------------|
| Bankruptcies | 0                 | -                       |
| Judgments    | 0                 | -                       |
| Liens        | 0                 | -                       |
| Suits        | 0                 | -                       |
| UCCs         | 4                 | 12/13/10                |

November 9, 2011

19

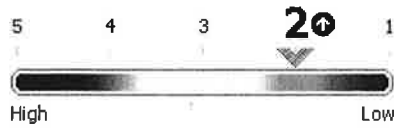
History Status CLEAR

The public record items contained herein may have been paid, terminated, vacated or released prior to today's date.

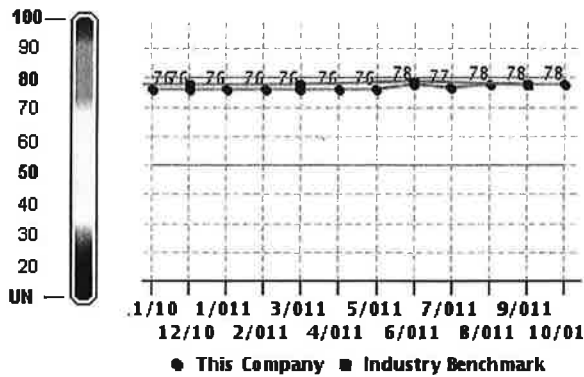
Commercial Credit Score Class



Financial Stress Score Class



PAYDEX® Trend Chart



Detailed Trade Risk Insight™

Days Beyond Terms Past 3 Months



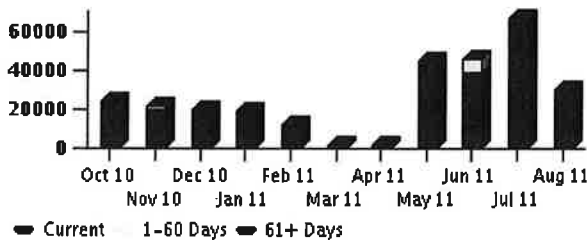
Dollar-weighted average of 12 payment experiences reported from 11 Companies

Recent Derogatory Events

Jun-11 Jul-11 Aug-11

|                       |   |   |   |
|-----------------------|---|---|---|
| Placed for Collection | - | - | - |
| Bad Debt Written Off  | - | - | - |

Total Amount Current & Past Due - 11 Month Trend



Corporate Linkage

**Headquarters**

| Company                  | City , State       | D-U-N-S® NUMBER |
|--------------------------|--------------------|-----------------|
| PERRET'S MEN'S WEAR INC. | KENNER , Louisiana | 03-442-8391     |

**Predictive Scores**

Currency: Shown in USD unless otherwise indicated

**Credit Capacity Summary**

This credit rating was assigned because of D&Bs assessment of the companys creditworthiness. For more information, see the D&B Rating Key

**D&B Rating : 1R2**

**Number of employees: 1R indicates 10 or more employees  
Composite credit appraisal: 2 is good**

The 1R and 2R ratings categories reflect company size based on the total number of employees for the business. They are assigned to business files that do not contain a current financial statement. In 1R and 2R Ratings, the 2, 3, or 4 creditworthiness indicator is based on analysis by D&B of public filings, trade payments, business age and other important factors. 2 is the highest Composite Credit Appraisal a company not supplying D&B with current financial information can receive.

**Below is an overview of the companys rating history since 01-30-2004**

**Number of Employees Total:** 10 (5 here)

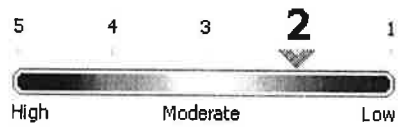
| D&B Rating | Date Applied |
|------------|--------------|
| 1R2        | 03-22-2006   |
| 1R3        | 09-14-2004   |
| CB3        | 01-30-2004   |

**Payment Activity: (based on 30 experiences)**

|                              |         |
|------------------------------|---------|
| <b>Average High Credit:</b>  | 4,960   |
| <b>Highest Credit:</b>       | 60,000  |
| <b>Total Highest Credit:</b> | 121,650 |

**D&B Credit Limit Recommendation**

**Conservative credit Limit:** 7,500  
**Aggressive credit Limit:** 25,000



**Risk category for this business : LOW TO MODERATE**

This recommended Credit Limit is based on the company profile and on profiles of other companies with similarities in size, industry, and credit usage.

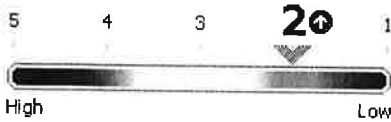
Risk is assessed using D&Bs scoring methodology and is one factor used to create the recommended limits. See Help for details.

**Financial Stress Class Summary**

The Financial Stress Score predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&Bs extensive data files.

The Financial Stress Class of 2 for this company shows that firms with this class had a failure rate of 0.09% (9 per 10,000), which is lower than the average of businesses in D & B's database

**Financial Stress Class :**



Moderate risk of severe financial stress, such as a bankruptcy, over the next 12 months.

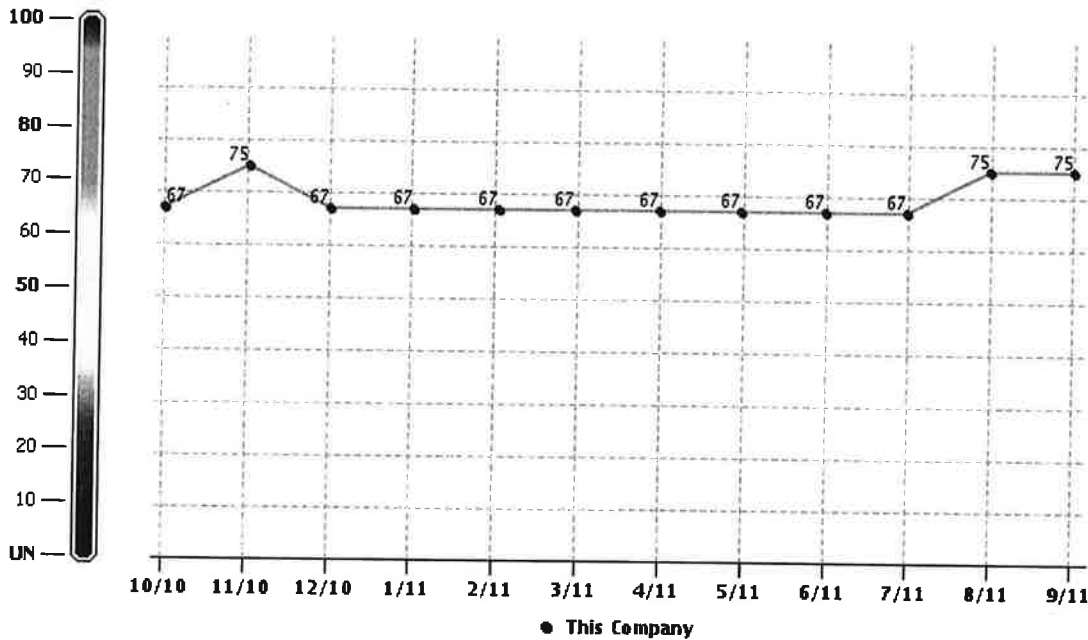
**Probability of Failure:**

- Among Businesses with this Class: **0.09 %** (9 per 10,000)
- Financial Stress National Percentile : **75** (Highest Risk: 1; Lowest Risk: 100)
- Financial Stress Score : **1521** (Highest Risk: 1,001; Lowest Risk: 1,875)
- Average of Businesses in D&Bs database: **0.48 %** ( 48 per 10,000)

The Financial Stress Class of this business is based on the following factors:

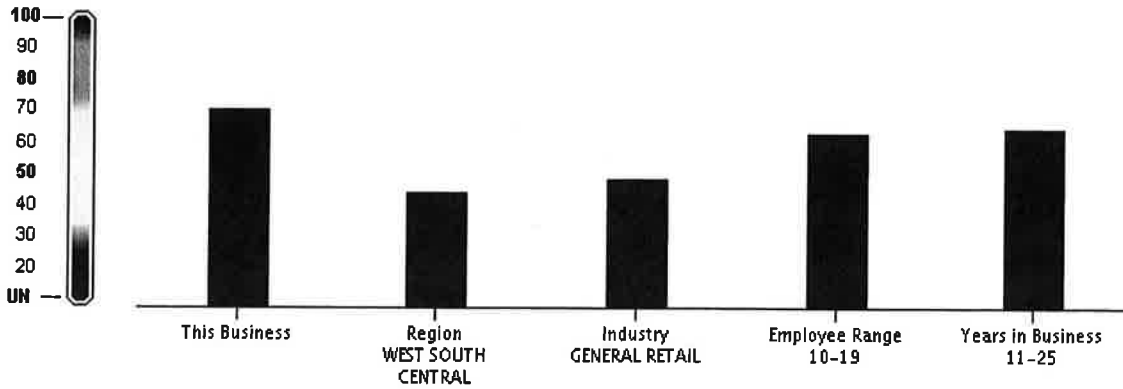
- Low proportion of satisfactory payment experiences to total payment experiences.

**Financial Stress Percentile Trend:**



**Notes:**

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The Probability of Failure shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Probability of Failure - National Average represents the national failure rate and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&Bs file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.



| Norms                      | National % |
|----------------------------|------------|
| This Business              | 75         |
| Region: WEST SOUTH CENTRAL | 44         |
| Industry: GENERAL RETAIL   | 49         |
| Employee range: 10-19      | 66         |
| Years in Business: 11-25   | 68         |

This Business has a Financial Stress Percentile that shows:

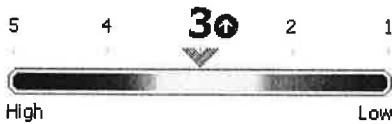
- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

### Credit Score Summary

The Commercial Credit Score predicts the likelihood that a company will pay its bills in a severely delinquent manner (90 days or more past terms), obtain legal relief from creditors or cease operations without paying all creditors in full over the next 12 months. Scores are calculated using a statistically valid model derived from D&B's extensive data files.

The Credit Score class of 3 for this company shows that 18.4% of firms with this class paid one or more bills severely delinquent, which is lower than the average of businesses in D & B's database.

Credit Score Class :



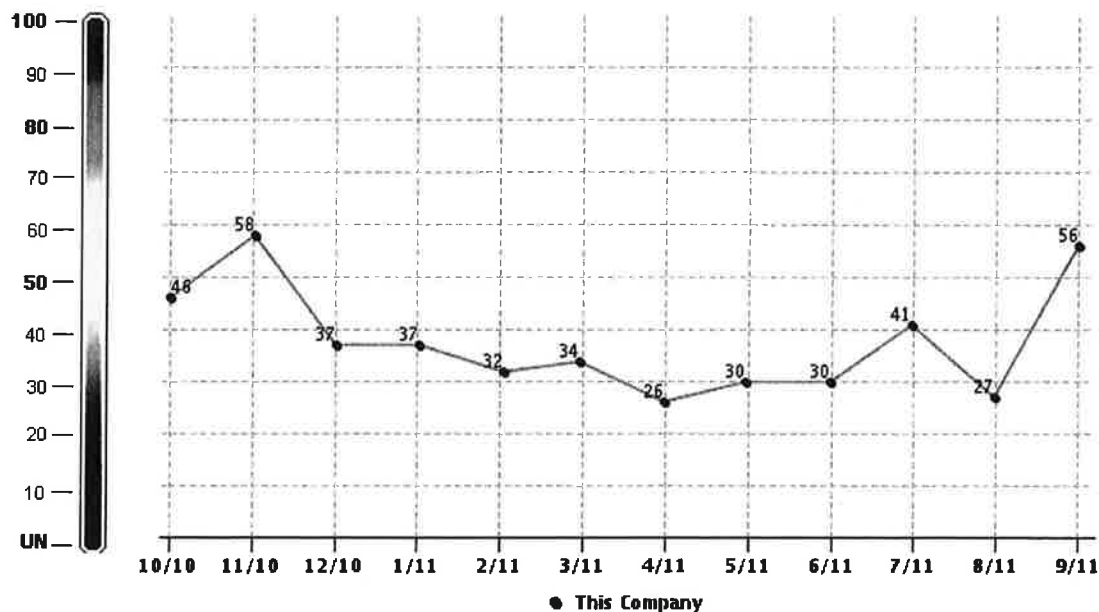
### Incidence of Delinquent Payment

- Among Companies with this Classification: **18.40 %**
- Average compared to businesses in D&B's database: **23.50 %**
- Credit Score Percentile : **56** (Highest Risk: 1; Lowest Risk: 100)
- Credit Score : **433** (Highest Risk: 101; Lowest Risk:670)

The Credit Score Class of this business is based on the following factors:

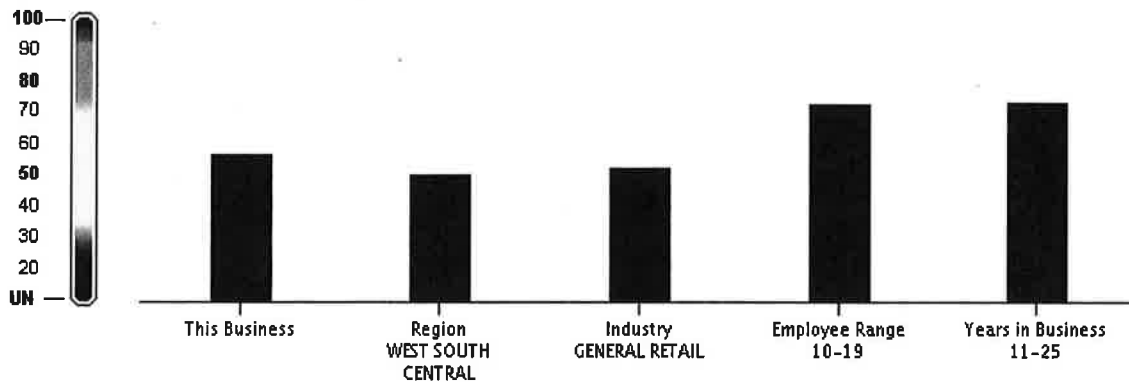
- General area credit conditions.
- Business is privately held.
- Low proportion of satisfactory payment experiences to total payment experiences.
- Business is not a subsidiary.
- Low number of satisfactory payments.

Credit Score Class Percentile Trend:



**Notes:**

- The Commercial Credit Score Risk Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience severe delinquency.
- The incidence of delinquency shows the percentage of firms in a given percentile that are likely to pay creditors in a severely delinquent manner. The average incidence of delinquency is based on businesses in D&B's database and is provided for comparative purposes.
- The Commercial Credit Score percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Commercial Credit Score offers a more precise measure of the level of risk than the Risk Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.



| Norms                      | National % |
|----------------------------|------------|
| This Business              | 56         |
| Region: WEST SOUTH CENTRAL | 48         |
| Industry: GENERAL RETAIL   | 51         |
| Employee range: 10-19      | 75         |
| Years in Business: 11-25   | 76         |

This business has a Credit Score Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Higher risk than other companies in the same employee size range.
- Higher risk than other companies with a comparable number of years in business.



**Trade Payments**

Currency: Shown in USD unless otherwise indicated

**D&B PAYDEX®**

The D&B PAYDEX is a unique, weighted indicator of payment performance based on payment experiences as reported to D&B by trader references. Learn more about the D&B PAYDEX

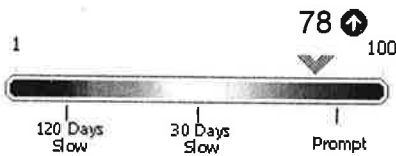
Timeliness of historical payments for this company.

Current PAYDEX is **78** Equal to 3 days beyond terms ( Pays same as the average for its industry of 3 days beyond terms )  
 Industry Median is **78** Equal to 3 days beyond terms  
 Payment Trend currently is **↔** Unchanged, compared to payments three months ago

Indications of slowness can be the result of dispute over merchandise, skipped invoices etc. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

|   |        |
|---|--------|
| Total payment Experiences in D&Bs File (HQ)         | 30     |
| Payments Within Terms (not weighted)                | 87 %   |
| Trade Experiences with Slow or Negative Payments(%) | 11.67% |
| Total Placed For Collection                         | 0      |
| High Credit Average                                 | 4,960  |
| Largest High Credit                                 | 60,000 |
| Highest Now Owing                                   | 25,000 |
| Highest Past Due                                    | 0      |

**D&B PAYDEX**



- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

When weighted by amount, payments to suppliers average 3 days beyond terms

**3-Month D&B PAYDEX**



- High risk of late payment (Average 30 to 120 days beyond terms)
- Medium risk of late payment (Average 30 days or less beyond terms)
- Low risk of late payment (Average prompt to 30+ days sooner)

Based on payments collected over last 3 months.

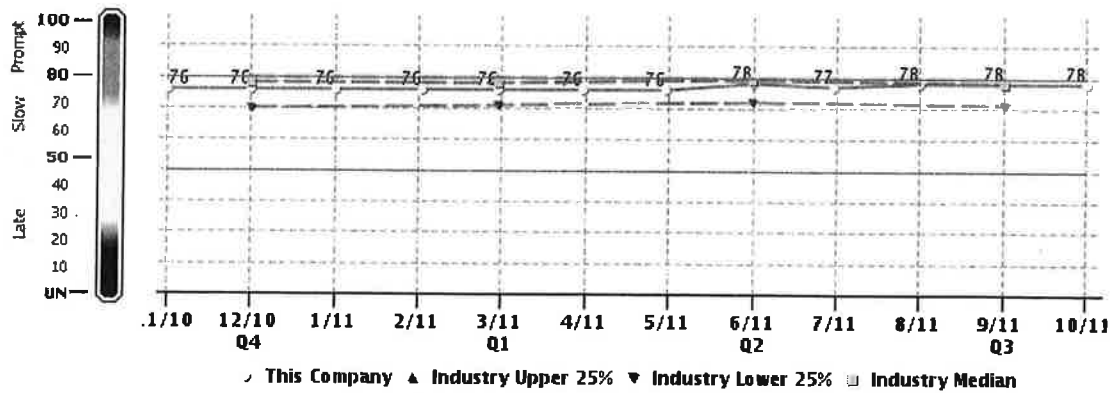
When weighted by amount, payments to suppliers average 3 days beyond terms

**D&B PAYDEX® Comparison**

**Current Year**

PAYDEX® of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Ret misc general merchandise , based on SIC code 5399 .

Shows the trend in D&B PAYDEX scoring over the past 12 months.

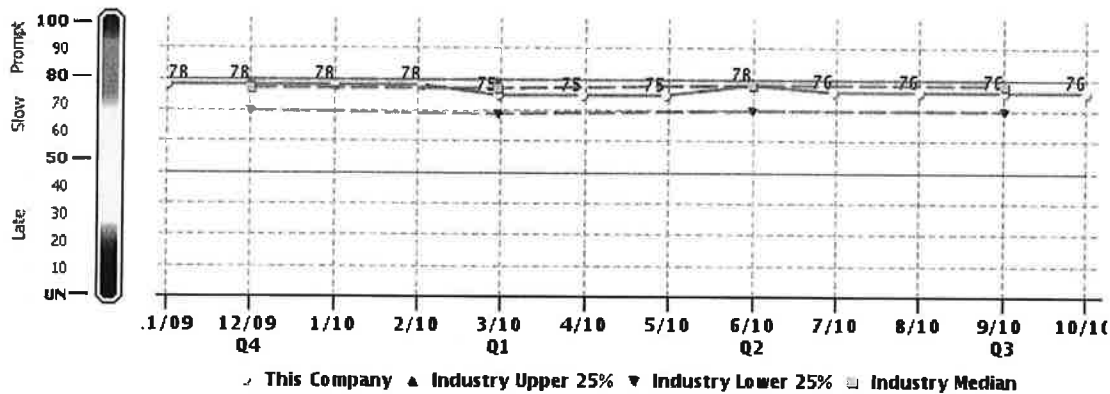


|                           | 11/10 | 12/10 | 1/11 | 2/11 | 3/11 | 4/11 | 5/11 | 6/11 | 7/11 | 8/11 | 9/11 | 10/11 |
|---------------------------|-------|-------|------|------|------|------|------|------|------|------|------|-------|
| <b>This Business</b>      | 76    | 76    | 76   | 76   | 76   | 76   | 76   | 78   | 77   | 78   | 78   | 78    |
| <b>Industry Quartiles</b> |       |       |      |      |      |      |      |      |      |      |      |       |
| Upper                     |       | 80    |      |      | 80   |      |      | 80   |      |      | 80   |       |
| Median                    |       | 78    |      |      | 78   |      |      | 79   |      |      | 78   |       |
| Lower                     |       | 70    |      |      | 71   |      |      | 72   |      |      | 71   |       |

- Current PAYDEX for this Business is 78 , or equal to 3 days beyond terms
- The 12-month high is 78 , or equal to 3 DAYS BEYOND terms
- The 12-month low is 76 , or equal to 6 DAYS BEYOND terms

**Previous Year**

Shows PAYDEX of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Ret misc general merchandise , based on SIC code 5399 .



| <b>Previous Year</b>      | <b>12/09<br/>Q4'09</b> | <b>03/10<br/>Q1'10</b> | <b>06/10<br/>Q2'10</b> | <b>09/10<br/>Q3'10</b> |
|---------------------------|------------------------|------------------------|------------------------|------------------------|
| <b>This Business</b>      | 78                     | 75                     | 78                     | 76                     |
| <b>Industry Quartiles</b> |                        |                        |                        |                        |
| Upper                     | 80                     | 80                     | 80                     | 80                     |
| Median                    | 77                     | 77                     | 78                     | 78                     |
| Lower                     | 70                     | 69                     | 70                     | 70                     |

Based on payments collected over the last 4 quarters.

- Current PAYDEX for this Business is 78 , or equal to 3 days beyond terms
- The present industry median Score is 78 , or equal to 3 days beyond terms
- Industry upper quartile represents the performance of the payers in the 75th percentile
- Industry lower quartile represents the performance of the payers in the 25th percentile

**Payment Habits**

For all payment experiences within a given amount of credit extended, shows the percent that this Business paid within terms. Provides number of experiences to calculate the percentage, and the total credit value of the credit extended.

| \$ Credit Extended | # Payment Experiences | Total Amount | % of Payments Within Terms |
|--------------------|-----------------------|--------------|----------------------------|
| Over 100,000       | 0                     | 0            | 0%                         |
| 50,000-100,000     | 1                     | 60,000       | 100%                       |
| 15,000-49,999      | 0                     | 0            | 0%                         |
| 5,000-14,999       | 6                     | 45,000       | 83%                        |
| 1,000-4,999        | 4                     | 8,500        | 85%                        |
| Under 1,000        | 13                    | 5,550        | 77%                        |

Based on payments collected over last 12 months.

All Payment experiences reflect how bills are paid in relation to the terms granted. In some instances, payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

**Payment Summary**

- There are 30 payment experience(s) in D&Bs file for the most recent 24 months, with 20 experience(s) reported during the last three month period.
- The highest Now Owes on file is 25,000 . The highest Past Due on file is 0

Below is an overview of the companys currency-weighted payments, segmented by its suppliers primary industries:

|                                 | Total Revd (#) | Total Amts | Largest High Credit | Within Terms (%) | Days Slow <31 31-60 61-90 90> (%) (%) (%) (%) |
|---------------------------------|----------------|------------|---------------------|------------------|---|
| <b>Top Industries</b>           |                |            |                     |                  |   |
| Short-trm busn credit           | 3              | 9,000      | 7,500               | 92               | 8 0 0 0                                       |
| Mfg men's footwear              | 2              | 7,500      | 5,000               | 83               | 17 0 0 0                                      |
| Natnl commercial bank           | 2              | 3,000      | 2,500               | 100              | 0 0 0 0                                       |
| Electric services               | 2              | 1,500      | 1,000               | 100              | 0 0 0 0                                       |
| Mfg male work clothes           | 1              | 60,000     | 60,000              | 100              | 0 0 0 0                                       |
| Mfg men's suits/coats           | 1              | 10,000     | 10,000              | 100              | 0 0 0 0                                       |
| Civic/social assoc.             | 1              | 7,500      | 7,500               | 100              | 0 0 0 0                                       |
| Whol footwear                   | 1              | 7,500      | 7,500               | 100              | 0 0 0 0                                       |
| Ret misc apparel                | 1              | 7,500      | 7,500               | 0                | 100 0 0 0                                     |
| Mfg hosiery                     | 1              | 2,500      | 2,500               | 100              | 0 0 0 0                                       |
| Misc publishing                 | 1              | 750        | 750                 | 100              | 0 0 0 0                                       |
| Whol nondurable goods           | 1              | 750        | 750                 | 50               | 0 0 50 0                                      |
| Mfg men's shirts                | 1              | 250        | 250                 | 100              | 0 0 0 0                                       |
| Whol men's clothing             | 1              | 250        | 250                 | 50               | 0 0 50 0                                      |
| Mfg leather gloves              | 1              | 250        | 250                 | 100              | 0 0 0 0                                       |
| Mfg sporting goods              | 1              | 250        | 250                 | 100              | 0 0 0 0                                       |
| Whol women/child wear           | 1              | 250        | 250                 | 100              | 0 0 0 0                                       |
| Mfg women's outerwear           | 1              | 250        | 250                 | 100              | 0 0 0 0                                       |
| Misc business service           | 1              | 50         | 50                  | 100              | 0 0 0 0                                       |
| Data processing svcs            | 1              | 0          | 0                   | 0                | 0 0 0 0                                       |
| <b>Other payment categories</b> |                |            |                     |                  |   |
| Cash experiences                | 4              | 100        | 50                  |                  |   |
| Payment record unknown          | 1              | 2,500      | 2,500               |                  |   |
| Unfavorable comments            | 0              | 0          | 0                   |                  |   |
| <b>Placed for collections:</b>  |                |            |                     |                  |   |
| With D&B                        | 0              | 0          | 0                   |                  |   |

|                    |    |         |        |
|--------------------|----|---------|--------|
| Other              | 0  | N/A     | 0      |
| Total in D&Bs file | 30 | 121,650 | 60,000 |

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Indications of slowness can be result of dispute over merchandise, skipped invoices etc.

#### Detailed payment history for this company

| Date Reported (mm/yy) | Paying Record         | High Credit | Now Owes | Past Due | Selling Terms | Last Sale Within (month) |
|-----------------------|-----------------------|-------------|----------|----------|---------------|--------------------------|
| 09/11                 | Ppt                   |             | 0        | 0        |               | 1 mo                     |
|                       | Ppt                   | 7,500       | 0        | 0        |               | 6-12 mos                 |
|                       | Ppt                   | 2,500       | 250      | 0        |               | 1 mo                     |
|                       | Ppt                   | 250         | 0        | 0        |               | 1 mo                     |
| 08/11                 | Ppt                   | 60,000      | 25,000   | 0        | N30           | 1 mo                     |
|                       | Ppt                   | 10,000      |          |          | N30           | 1 mo                     |
|                       | Ppt                   | 7,500       | 250      | 0        |               |                          |
|                       | Ppt                   | 1,000       | 0        | 0        |               | 1 mo                     |
|                       | Ppt                   | 500         | 500      | 0        |               | 1 mo                     |
|                       | Ppt                   | 500         | 0        | 0        |               | 2-3 mos                  |
|                       | Ppt                   | 250         | 0        | 0        | N30           | 1 mo                     |
|                       | Ppt                   | 250         | 250      | 0        |               | 1 mo                     |
|                       | Ppt-Slow 30           | 2,500       | 0        | 0        |               | 2-3 mos                  |
|                       | Ppt-Slow 90           | 750         | 0        | 0        |               | 6-12 mos                 |
|                       | Slow 30               | 7,500       | 0        | 0        |               | 2-3 mos                  |
|                       | (016)                 | 2,500       | 2,500    | 0        |               | 1 mo                     |
| 07/11                 | Ppt                   | 7,500       | 0        | 0        |               | 6-12 mos                 |
|                       | Ppt                   | 5,000       | 5,000    | 0        | Regular terms | 1 mo                     |
|                       | Ppt                   | 250         | 0        | 0        | N30           | 2-3 mos                  |
|                       | Ppt                   | 50          | 0        | 0        |               | 6-12 mos                 |
| 04/11                 | (021)                 | 0           | 0        | 0        | Cash account  | 6-12 mos                 |
| 03/11                 | (022)                 | 50          |          |          | Cash account  | 1 mo                     |
| 10/10                 | Ppt                   | 250         | 0        | 0        |               | 6-12 mos                 |
| 06/10                 | Slow 30               | 750         | 0        | 0        |               | 6-12 mos                 |
| 05/10                 | (025)                 | 50          |          |          | Cash account  | 1 mo                     |
| 04/10                 | (026) Cash own option | 0           | 0        | 0        |               | 6-12 mos                 |
| 03/10                 | Ppt-Slow 90           | 250         | 0        | 0        |               | 6-12 mos                 |
| 12/09                 | Ppt                   | 750         | 750      | 0        |               | 1 mo                     |
| 10/09                 | Disc                  | 2,500       | 0        | 0        |               | 2-3 mos                  |
| 08/09                 | Ppt                   | 750         | 0        | 0        |               | 6-12 mos                 |

Payments Detail Key: 30 or more days beyond terms

Payment experiences reflect how bills are paid in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc. Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

**Public Filings**

Currency: Shown in USD unless otherwise indicated

**Summary**

The following data includes both open and closed filings found in D&B's database on this company.

| Record Type            | # of Records | Most Recent Filing Date |
|------------------------|--------------|-------------------------|
| Bankruptcy Proceedings | 0            | -                       |
| Judgments              | 0            | -                       |
| Liens                  | 0            | -                       |
| Suits                  | 0            | -                       |
| UCCs                   | 4            | 12/13/10                |

The following Public Filing data is for information purposes only and is not the official record. Certified copies can only be obtained from the official source.

**UCC Filings**

**Collateral** All Inventory - All Account(s) - All Fixtures - All General intangibles(s) - All Equipment  
**Type** Original  
**Sec. Party** REGIONS BANK, BIRMINGHAM, AL  
**Debtor** PERRET'S MEN'S WEAR INC.  
**Filing No.** 26-315831  
**Filed With** JEFFERSON PARISH, GRETNA, LA  
  
**Date Filed** 2010-12-13  
**Latest Info Received** 01/05/11

**Collateral** Inventory - Fixtures - Equipment  
**Type** Original  
**Sec. Party** REGIONS BANK, MONTGOMERY, AL  
**Debtor** PERRETS MENS WEAR INC, KENNER, LA  
**Filing No.** 26-289304  
**Filed With** JEFFERSON, GRETNA, LA  
  
**Date Filed** 2005-10-31  
**Latest Info Received** 11/12/05

**Collateral** Unspecified  
**Type** Original  
**Sec. Party** WORLDWIDE DISTRIBUTORS, SEATTLE, WA  
**Debtor** PERRET'S MEN'S WEAR INC.  
**Filing No.** 23-08-3888  
**Filed With** IBERIA PARISH CLERKS OFFICE, NEW IBERIA, LA  
  
**Date Filed** 2008-11-17  
**Latest Info Received** 12/05/08

|                         |   |
|-------------------------|---|
| Type                    | Continuation                              |
| Sec. Party              | INVESTORS BANK & TRUST CO.                |
| Debtor                  | PERRET'S MEN'S WEAR, INC., KENNER, LA     |
| Filing No.              | 26-254083                                 |
| Filed With              | JEFFERSON PARISH CLERKS OFFICE, GRETN, LA |
| Date Filed              | 2001-05-08                                |
| Latest Info Received    | 06/14/01                                  |
| Original UCC Filed Date | 1991-07-03                                |
| Original Filing No.     | 26-168634                                 |

## History & Operations

Currency: Shown in USD unless otherwise indicated ■

### Company Overview

|                            |   |
|----------------------------|---|
| Company Name:              | PERRET'S MEN'S WEAR INC.                |
| Doing Business As :        | PERRET'S ARMY AND OUTDOOR STORES        |
| Street Address:            | 2532 Williams Blvd<br>Kenner , LA 70062 |
| Phone:                     | 504 733-5618                            |
| History                    | Is clear                                |
| Present management control | 22 years                                |

### History

The following information was reported: **08/05/2011**

Officer(s): WILLIAM J POYNOT, PRES  
LAUREN P POYNOT, EXEC V PRES

**DIRECTOR(S) :** THE OFFICER(S)

The Louisiana Secretary of State's business registrations file showed that Perret's Men's Wear Inc was registered as a corporation on January 1, 1958.

Business started 1931 by Joseph Perret. Present control succeeded 1989. 100% of capital stock is owned by William J Poynot.

WILLIAM J POYNOT. 1977-present active here.

LAUREN P POYNOT born 1959. 1978-present active here.

Business address has changed from 5618 Jefferson Hwy, New Orleans, LA, 70123 to 2532 Williams Blvd, Kenner, LA, 70062.

### Business Registration

CORPORATE AND BUSINESS REGISTRATIONS REPORTED BY THE SECRETARY OF STATE OR OTHER OFFICIAL SOURCE AS OF Sep 23 2011

**Registered Name:** PERRET'S MEN'S WEAR INC.  
**Business type:** CORPORATION  
**Corporation type:** PROFIT  
**Date incorporated:** Jan 07 1958  
**State of incorporation:** LOUISIANA  
**Filing date:** Jan 07 1958  
**Registration ID:** 24100960D  
**Status:** ACTIVE  
**Where filed:** SECRETARY OF STATE/CORPORATIONS DIVISION , BATON ROUGE , LA  
**Registered agent:** WILLIAM J. POYNOT , 2532 WILLIAMS BLVD. , KENNER , LA , 700620000  
**Principals:** WILLIAM J. POYNOT , PRESIDENT, VICE-PRES , 2532 WILLIAMS BLVD. , KENNER , LA , 700620000

### Operations

08/05/2011

Retails general merchandise, specialized as an Army-Navy goods store (100%).

**Description:** All sales cash. Sells to general public. Territory : Local.

Nonseasonal.

**Employees:** 10 which includes officer(s) and 6 part-time. 5 employed here.

**Facilities:** Occupies 2,200 sq. ft. in a one story concrete block building.

**Branches:** The business has a branch location with same operations at 2532 Williams Blvd, Kenner, LA.

### SIC & NAICS

#### SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific about a company's operations than if we use the standard 4-digit code.

The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

5399 9901 Army-Navy goods stores

#### NAICS:

452990 All Other General Merchandise Stores

### Financials

**Currency:** Shown in USD unless otherwise indicated

#### Company Financials: D&B

D&B currently has no financial information on file for this company. You can ask D&B to make a personalized request to this company on your behalf to obtain its latest financial information by clicking the Request Financial Statements button below.

#### Additional Financial Data

Monthly rent \$1,700. Lease expires October 1996.

On AUG 05 2011 William J Poynot, Pres, deferred financial information.

**Key Business Ratios**

D & B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance.

To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

Based on this Number of Establishments

27

**Industry Norms Based On 27 Establishments**

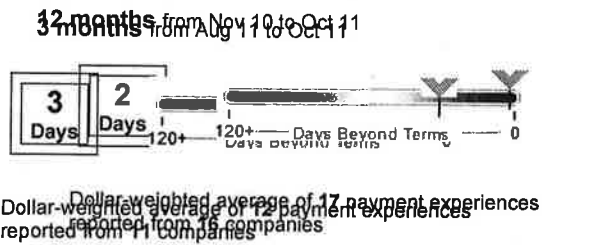
|                                   | This Business | Industry Median | Industry Quartile |
|-----------------------------------|---------------|-----------------|-------------------|
| <b>Profitability</b>              |               |                 |                   |
| Return on Sales                   | UN            | 1.3             | UN                |
| Return on Net Worth               | UN            | 6.7             | UN                |
| <b>Short-Term Solvency</b>        |               |                 |                   |
| Current Ratio                     | UN            | 3.1             | UN                |
| Quick Ratio                       | UN            | 0.7             | UN                |
| <b>Efficiency</b>                 |               |                 |                   |
| Assets/Sales (%)                  | UN            | 46.7            | UN                |
| Sales / Net Working Capital       | UN            | 4.2             | UN                |
| <b>Utilization</b>                |               |                 |                   |
| Total Liabilities / Net Worth (%) | UN            | 42.6            | UN                |

UN = Unavailable

**Detailed Trade Risk Insight™**

Detailed Trade Risk Insight provides detailed updates on over 1.5 billion commercial trade experiences collected from more than 260 million unique supplier/purchaser relationships.

**Days Beyond Terms - Past 3 & 12 Months**

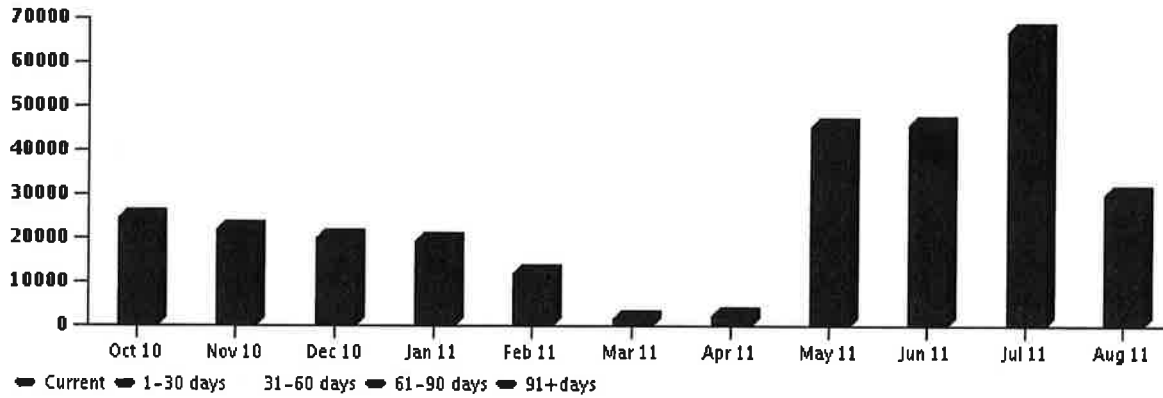


**Derogatory Events Last 11 Months from Oct 10 to Aug 11**

No Derogatory trade Event has been reported on this company for the past 13 Months



Total Amount Current and Past Due - 11 month trend from Oct 10 to Aug 11



| Status                     | Oct-10 | Nov-10 | Dec-10 | Jan-11 | Feb-11 | Mar-11 | Apr-11 | May-11 | Jun-11 | Jul-11 | Aug-11 |
|----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| <b>Total</b>               | 24,570 | 21,753 | 19,970 | 19,265 | 11,996 | 1,522  | 1,061  | 45,265 | 45,844 | 66,823 | 29,980 |
| <b>Current</b>             | 23,564 | 20,060 | 19,615 | 19,265 | 11,040 | 1,347  | 2,136  | 45,265 | 38,649 | 66,823 | 29,980 |
| <b>1-30 Days Past Due</b>  | 1,006  | 1,338  | -      | -      | 956    | 175    | -1,075 | -      | 7,128  | -      | -      |
| <b>31-60 Days Past Due</b> | -      | 355    | -      | -      | -      | -      | -      | -      | 67     | -      | -      |
| <b>61-90 Days Past Due</b> | -      | -      | 355    | -      | -      | -      | -      | -      | -      | -      | -      |
| <b>90+ Days Past Due</b>   | -      | -      | -      | -      | -      | -      | -      | -      | -      | -      | -      |

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**PERSONAL FINANCIAL STATEMENT**

As of August 31, 2011

Complete this form for: (1) each proprietor, or (2) each limited partner who owns 20% or more interest and each general partner, or (3) each stockholder owning 20% or more of voting stock, or (4) any other person or entity providing a guaranty on the loan.

Name **William J. Poynot** Business Phone **(504) 466-2532**  
**Lauren Perret Poynot**  
 Residence Address **51287 Lamarca Ln.** Residence Phone **(985) 878-9454**  
 City, State, & Zip Code **Independence, LA 70443**

Business Name of Applicant/Borrower **Perret's Men's Wear, Inc.**

| ASSETS   | (Omit Cents)      | LIABILITIES                                | (Omit Cents)      |
|--|-------------------|--|-------------------|
| Cash on hand & in Banks . . . . .                  | \$ <u>51,496</u>  | Accounts Payable . . . . .                 | \$ _____          |
| Savings Accounts . . . . .                         | \$ _____          | Notes Payable to Banks and Others. . . . . | \$ _____          |
| IRA or Other Retirement Account . . . . .          | \$ <u>356,491</u> | (Describe in Section 2)                    |                   |
| Accounts & Notes Receivable. . . . .               | \$ _____          | Installment Account (Auto) . . . . .       | \$ _____          |
| Life Insurance-Cash Surrender Value Only . . . . . | \$ <u>108,476</u> | Mo. Payments \$ _____                      |                   |
| (Complete Section 8)                               |                   | Installment Account (other) . . . . .      | \$ <u>2,182</u>   |
| Stocks and Bonds . . . . .                         | \$ <u>34,710</u>  | Mo. Payments \$ <u>116</u>                 |                   |
| (Describe in Section 3)                            |                   | Loans on Life Insurance . . . . .          | \$ _____          |
| Real Estate . . . . .                              | \$ <u>605,000</u> | Mortgages on Real Estate . . . . .         | \$ <u>291,613</u> |
| (Describe in Section 4)                            |                   | (Describe in Section 4)                    |                   |
| Automobile-Present Value . . . . .                 | \$ _____          | Unpaid Taxes . . . . .                     | \$ _____          |
| Other Personal Property . . . . .                  | \$ _____          | (Describe in Section 6)                    |                   |
| (Describe in Section 5)                            |                   | Other Liabilities . . . . .                | \$ _____          |
| Other Assets . . . . .                             | \$ _____          | (Describe in Section 7)                    |                   |
| (Describe in Section 5)                            |                   | Total Liabilities . . . . .                | \$ <u>293,795</u> |
| <b>Total</b> \$ <u>1,156,173</u>                   |                   | Net Worth . . . . .                        | \$ <u>862,378</u> |
|  |                   | <b>Total</b> \$ <u>1,156,173</u>           |                   |

**Section 1. Source of Income**

|  |                   |
|--|-------------------|
| Salary . . . . .                         | \$ <u>250,000</u> |
| Net Investment Income . . . . .          | \$ _____          |
| Real Estate Income . . . . .             | \$ _____          |
| Other Income (Describe Below)* . . . . . | \$ _____          |

**Contingent Liabilities**

|  |          |
|--|----------|
| As Endorser or Co-Maker . . . . .          | \$ _____ |
| Legal Claims & Judgments . . . . .         | \$ _____ |
| Provision for Federal Income Tax . . . . . | \$ _____ |
| Other Special Debt . . . . .               | \$ _____ |

Description of Other Income in Section 1.

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\*Alimony or child support payments need not be disclosed in "Other Income" unless it is desired to have such payments counted toward total income.

**Section 2. Notes Payable to Bank and Others.** (Use attachments if necessary. Each attachment must be identified as a part of this statement and signed).

| Name and Address of Noteholders (s) | Original Balance | Current Balance | Payment Amount | Frequency (monthly, etc.) | How Secured or Endorsed Type of Collateral |
|-------------------------------------|------------------|-----------------|----------------|---------------------------|--|
|                                     |                  |                 |                |                           |  |
|                                     |                  |                 |                |                           |  |
|                                     |                  |                 |                |                           |  |
|                                     |                  |                 |                |                           |  |

(tumble)

**Section 3. Stocks and Bonds.** (Use attachments if necessary. Each attachment must be identified as a part of this statement and signed).

| Number of Shares | Name of Securities  | Cost | Market Value Quotation/Exchange | Date of Quotation/Exchange | Total Value |
|------------------|---------------------|------|---------------------------------|----------------------------|-------------|
| 1                | Blackrock Micro Cap |      | 13,584.41                       | 08/31/2011                 | 13,584.41   |
| 1                | Hartford            |      | 21,125.95                       | 08/31/2011                 | 21,125.95   |
|                  |                     |      |                                 |                            |             |
|                  |                     |      |                                 |                            |             |

**Section 4. Real Estate Owned.** (List each parcel separately. Use attachments if necessary. Each attachment must be identified as a part of this statement and signed).

| Type of Property                  | Property A                        | Property B                       | Property C |
|-----------------------------------|-----------------------------------|----------------------------------|------------|
|                                   | Residence                         | Condominium                      |            |
| Address                           | 51287 Lamarca Ln.<br>Independence | 5153 Etta St.<br>Baton Rouge, LA |            |
| Date Purchased                    | 10/01/2006                        | 05/01/2007                       |            |
| Original Cost                     | 440,000                           | 165,000                          |            |
| Present Market Value              | 440,000                           | 165,000                          |            |
| Name & Address of Mortgage Holder | Suntrust Mortgage                 |                                  |            |
| Mortgage Account Number           | 9420256522962                     |                                  |            |
| Mortgage Balance                  | 291,613                           |                                  |            |
| Amount of Payment per Month/Year  | 2,030                             |                                  |            |
| Status of Mortgage                | Current                           |                                  |            |

**Section 5. Other Personal Property and Other Assets.** (Describe, and if any is pledged as security, state name and address of lien holder, amount of lien, terms of payment, and if delinquent, describe delinquency).

**Section 6. Unpaid Taxes.** (Describe in detail, as to type, to whom payable, when due, amount, and to what property, if any, a tax lien attaches).

**Section 7. Other Liabilities.** (Describe in detail).

**Section 8. Life Insurance Held.** (Give face amount and cash surrender value of policies - name of insurance company and beneficiaries)

Allstate - Cash Value: \$33,500.85, Midland - Cash Value: \$6,760.74, New York Life - Cash Value: \$68,214.08

I authorize Lender to make inquiries as necessary to verify the accuracy of the statements made and to determine my creditworthiness. I certify the above and the statements contained in the attachments are true and accurate as of the stated date(s). These statements are made for the purpose of either obtaining a loan or guaranteeing a loan. I understand FALSE statements may result in forfeiture of benefits and possible prosecution by the U.S. Attorney General (Reference 18 U.S.C. 1001).

Signature: **William J. Poynot** Date: \_\_\_\_\_ Social Security Number: **439-17-5066**

Signature: **Lauren Perret Poynot** Date: \_\_\_\_\_ Social Security Number: **434-19-2910**

PLEASE DO NOT SEND FORMS TO OMB.

\*  
\*  
\*

\*\*\*\*\* Dept: Standard: XPN/ Entered by: Supervisor \*\*\*\*\*

PULLED: 10/5/2011 9:00:35 AM APP ID: 25 TRACKING ID:

POYNOT, WILLIAM J 439175066;  
POYNOT, LAUREN PERRET 434192910;  
CA-51287 LAMARCA LN/INDEPDENCE LA 70443;  
E-PERRETS MENS WEAR INC;  
JOINT, RM-3, RM-4, V-07/999/3.25, H-Y;

PAGE 1 DATE 10-05-2011 TIME 9:01:56 V601 TLA2

WILLIAM J POYNOT SS: 439-17-5066 E: PERRETS  
51287 LAMARCA LN DOB: 12/07/59 KENNER LA  
INDEPENDENCE LA 704432427 RPTD: 4-97 TO 7-10 U  
RPTD: 9-09 TO 7-10 U 4X  
LAST SUB: 1156265 E: SELF  
RPTD: 11-96 I

\*2532 WILLIAMS BLVD  
KENNER LA 700625538  
RPTD: 8-90 TO 4-10 U 3X

\*5332 TOBY LN  
KENNER LA 700651519  
RPTD: 7-00 TO 8-09 U 6X

\*WILLIAM J POYNOT SR, BILL POYNOT

----- FRAUD SHIELD SUMMARY -----

INPUT SSN ISSUED 1973-1975 INQ: LODGING FACILITY:  
FROM 7-01-11 INQ COUNT FOR SSN=1 CITY TO COUNTRY MOBILE HOME PK  
FROM 7-01-11 INQ COUNT FOR ADDRESS=1 51287 LAMARCA LN  
INDEPENDENCE LA 70443

----- PROFILE SUMMARY -----

PUBLIC RECORDS-----0 PAST DUE AMT-----\$0 INQUIRIES---3 CNT 00/00/00/00  
INST/OTH BAL-----\$0 SCH/EST PAY-----\$119+ INQS/6 MO---2 NOW DEL/DRG---0  
R ESTATE BAL--\$291,613 R ESTATE PAY----\$2,030 TRADELINE--21 WAS DEL/DRG---0  
TOT REV BAL-----\$2,922 TOT REV AVAIL-----97% PAID ACCT--12 OLD TRADE-11-79

----- SCORE SUMMARY -----

NEW NATIONAL RISK SCORE = 4 SCORE FACTORS: 04, 05, 27  
NEW NATL EQUIV SCORE = 827 SCORE FACTORS: 04, 05, 27

----- TRADES -----

| SUBSCRIBER                                       | OPEN     | AMT-TYP1    | AMT-TYP2 | ACCTCOND     | PYMT STATUS    |
|--|----------|-------------|----------|--------------|----------------|
| SUB# KOB TYP TRM ECOA BALDATE                    | BALANCE  | PYMT LEVEL  | MOS REV  | PYMT HISTORY | BY MONTH       |
| ACCOUNT #  | LAST PD  | MONTH PAY   | PAST DUE | MAXIMUM      |                |
| *HOMEQ SERVICING                                 | 8-02     | \$319,000-0 |          | TRANSFER     | CURR ACCT      |
| 7906302 FM R/C 30Y 2                             | 9-06-05  |             | 9-05     | (35)         | BCCCCCCCCCCCCC |
| 6930307954933                                    | 8-05     |             |          |              | CCCCCCCCCCCCC  |
| ** TRANSFERRED TO ANOTHER LENDER **              |          |             |          |              |                |
| *HIBERNIA NTL BK/DOVENM                          | 10-06    | \$324,800-0 |          | TRANSFER     |                |
| 1816190 BS R/C 30Y 2                             | 12-05-06 |             | 12-06    | ( 1) B       |                |
| 3101418689798                                    | 11-06    |             |          |              |                |
| ** TRANSFERRED TO ANOTHER LENDER **              |          |             |          |              |                |
| *CBNA  | 6-08     | \$10,000-L  |          | PAID         | CURR ACCT      |
| 3178962 BC CHG REV 1                             | 6-30-11  |             | 6-11     | (37)         | B0000000000000 |
| 603532030916                                     |          |             |          |              | 0000000000000  |
| ** ACCOUNT CLOSED AT CREDIT GRANTOR'S REQUEST ** |          |             |          |              |                |

|  |                            |                             |                      |              |  |
|--|----------------------------|-----------------------------|----------------------|--------------|--|
| CAPITAL ONE, NA<br>9603175 FF RES 12 2<br>117701778049                                       | 10-09<br>3-31-10<br>3-10   | \$165,000-O                 |                      | PAID<br>(6)  | CURR ACCT<br>BCCCCC                        |
| *CAPITAL ONE, NA<br>9603175 FF H/E LOC 1<br>11000652   | 8-00<br>10-31-09<br>9-09   | \$249,000-L                 | \$165,573-H<br>10-09 | PAID<br>(99) | CURR ACCT<br>BCCCCCCCCCCC<br>CCCCCCCCCCCC  |
| ** ACCOUNT CLOSED AT CONSUMER'S REQUEST **<br>** AFFECTED BY NATURAL OR DECLARED DISASTER ** |                            |                             |                      |              |  |
| WFM/WBM<br>1992888 FM R/C 30Y 2<br>5260005875377   | 8-02<br>9-27-09<br>8-09    | \$319,000-O                 |                      | PAID<br>(43) | CURR ACCT<br>BCCCCCCCCCCCC<br>CCCCCCCCCCCC |
| CHASE MANHATTAN MTGE<br>2991739 FM R/C 30Y 2<br>1905250605                                   | 10-06<br>5-15-09<br>5-09   | \$324,800-O                 |                      | PAID<br>(30) | CURR ACCT<br>BCCCCCCCCCCCC<br>CCCCCCCCCCCC |
| CHASE/CC<br>1310331 BC CRC REV 1<br>152300347116   | 6-01<br>2-12-09<br>8-06    | \$6,500-L                   | \$4,221-H<br>2-09    | PAID<br>(53) | CURR ACCT<br>BCCCCCCCCCCCC<br>CCCCCCCCCCCC |
| HIBERNIA NTL BK/DOVENM<br>1816190 BS R/S 360 2<br>3101418689814                              | 10-06<br>12-05-08<br>11-08 | \$29,999-O                  |                      | PAID<br>(23) | CURR ACCT<br>BCCCCCCCCCCCC<br>CCCCCCCCCCCC |
| SPRINGLEAF FINANCIAL S<br>2545240 FP CHG UNK 1<br>203244601331                               | 2-03<br>3-31-05<br>2-04    | \$7,000-L                   | \$7,000-H<br>3-05    | PAID<br>(23) | CURR ACCT<br>B000000000000<br>0CCCCCCCCC   |
| HIBERNIA NATIONAL BANK<br>2170070 BB R/C 30Y 2<br>1050090019614                              | 7-00<br>9-05-02            | \$320,000-O                 |                      | PAID<br>(26) | CURR ACCT<br>BCCCCCCCCCCCC<br>CCCCCCCCCCCC |
| PRIMUS FINANCIAL SVCS<br>1680874 FA AUT 36 1<br>19599519                                     | 3-99<br>4-21-02            | \$24,851-O                  |                      | PAID<br>(38) | CURR ACCT<br>BCCCCCCCCCCCC<br>CCCCCCCCCCCC |
| REGION/AMS<br>1156265 BB H/E LOC 2<br>0000150200000000510000                                 | 5-10<br>9-30-11<br>9-10    | \$20,800-L<br>\$0<br>\$3    | \$1,500-H<br>9-11    | OPEN<br>(17) | CURR ACCT<br>0000000000000<br>CC00         |
| AMEX<br>1229200 BC CRC REV 1<br>349991159131   | 4-97<br>9-22-11            | \$32,300-L<br>\$740<br>UNK  | \$5,078-H<br>9-11    | OPEN<br>(4)  | CURR ACCT<br>CCCC                          |
| OFFICE DEP<br>1328940 ZR CHG REV 1<br>601165610304   | 3-95<br>9-20-11<br>7-11    | \$6,200-L<br>\$107<br>\$25  | \$3,147-H<br>9-11    | OPEN<br>(99) | CURR ACCT<br>CCCCCCCCCCCC<br>CCCCCCCCCCCC  |
| DISCOVER FIN SVCS LLC<br>3276502 BC CRC REV 2<br>601100646150                                | 9-87<br>9-18-11<br>8-11    | \$14,500-L<br>\$97<br>\$40  | \$1,721-H<br>9-11    | OPEN<br>(99) | CURR ACCT<br>CC00000000000<br>CCCCCCCCCCCC |
| FIA CSNA<br>1214758 BC CRC REV 1<br>0374   | 11-96<br>9-13-11<br>8-11   | \$22,000-L<br>\$145<br>\$15 | \$5,738-H<br>9-11    | OPEN<br>(99) | CURR ACCT<br>CCCCCCCCCCCC<br>CCCCCCCCCCCC  |
| CHASE/BEST BUY<br>1827840 BC CRC REV 1<br>505338100347                                       | 3-10<br>9-10-11<br>7-10    | \$6,000-L<br>\$653<br>\$16  | \$989-H<br>9-11      | OPEN<br>(18) | CURR ACCT<br>CCCCCCCCCCCC<br>CCCCC         |
| GEGRB/JCP<br>3321860 DC CHG REV 3<br>600889412981  | 11-79<br>9-09-11<br>3-10   | \$500-L<br>\$0              | \$538-H<br>9-11      | OPEN<br>(99) | CURR ACCT<br>0000000000000<br>0000CCCC000  |

|                         |   |         |             |           |      |                |
|-------------------------|---|---------|-------------|-----------|------|----------------|
| SHELL/CITI              |   | 7-06    | \$15,000-L  | \$1,325-H | OPEN | CURR ACCT      |
| 1811026 BC CRC REV      | 1 | 9-08-11 | \$1,180     | 9-11      | (13) | CCCCCCCC000000 |
| 518752003340            |   | 8-11    | \$20        |           |      |                |
|                         |   |         |             |           |      |                |
| SUNTRUST MORTGAGE/CC    | 5 | 5-09    | \$317,000-0 |           | OPEN | CURR ACCT      |
| 1196029 BM R/C 30Y      | 2 | 9-06-11 | \$291,613   | 9-11      | (26) | CCCCCCCCCCCC   |
| 9420256522962           |   | 9-11    | \$2,030     |           |      | CCCCCCCCCCCC   |
| MIN: 100409200904170074 |   |         |             |           |      |                |

----- INQUIRIES -----

|                        |         |            |         |
|------------------------|---------|------------|---------|
| CREDCO                 | 8-03-11 | 1995371 ZS | UNK LEA |
| EXPERIAN BUSINESS CRED | 7-22-11 | 4301099 ZC | UNK BUS |
| INNOVATIVE MRCHNT SLTN | 8-01-10 | 3517860 WP | C/C     |

CONSUMER ASSISTANCE CONTACT: EXPERIAN  
 701 EXPERIAN PARKWAY, PO BOX 2002, ALLEN, TX 75013 888.397.3742

END -- EXPERIAN

PAGE 1 DATE 10-05-2011 TIME 9:01:56 V601 TLA2

|                           |                 |                    |
|---------------------------|-----------------|--------------------|
| LAUREN PERRET POYNOT      | SS: 434-19-2910 | E: COX PLBG        |
| 51287 LAMARCA LN          | DOB: 01/27/60   | ROOSEVELT UT 84066 |
| INDEPENDENCE LA 704432427 |                 | RPTD: 8-93 I       |
| RPTD: 9-09 TO 5-11 U 5X   |                 |                    |
| LAST SUB: 1917250         |                 | E: MASTERGARM      |
|                           |                 | RPTD: 5-91 I       |

\*5332 TOBY LN  
 KENNER LA 700651519  
 RPTD: 7-00 TO 8-09 U 4X

\*4113 CLEVELAND PL  
 METAIRIE LA 700031343  
 RPTD: 7-90 TO 10-98 U

----- FRAUD SHIELD SUMMARY -----

|                                      |                                |
|--------------------------------------|--------------------------------|
| INPUT SSN ISSUED 1973-1975           | INQ: LODGING FACILITY:         |
| FROM 7-01-11 INQ COUNT FOR SSN=0     | CITY TO COUNTRY MOBILE HOME PK |
| FROM 7-01-11 INQ COUNT FOR ADDRESS=1 | 51287 LAMARCA LN               |
|                                      | INDEPENDENCE LA 70443          |

----- PROFILE SUMMARY -----

|                         |                         |                |                 |
|-------------------------|-------------------------|----------------|-----------------|
| PUBLIC RECORDS-----0    | PAST DUE AMT-----\$0    | INQUIRIES----0 | CNT 00/00/00/00 |
| INST/OTH BAL-----N/A    | SCH/EST PAY-----\$123   | INQS/6 MO---0  | SATIS ACCTS--20 |
| R ESTATE BAL--\$291,613 | R ESTATE PAY----\$2,030 | TRADELINE--20  | NOW DEL/DRG---0 |
| TOT REV BAL-----\$242   | TOT REV AVAIL-----99%+  | PAID ACCT--11  | WAS DEL/DRG---0 |
|                         |                         |                | OLD TRADE-11-79 |

----- SCORE SUMMARY -----

|                         |       |                       |
|-------------------------|-------|-----------------------|
| NEW NATIONAL RISK SCORE | = 1   | SCORE FACTORS: 27, 19 |
| NEW NATL EQUIV SCORE    | = 840 | SCORE FACTORS: 27, 19 |

----- TRADES -----

|                               |                  |                    |                   |             |
|-------------------------------|------------------|--------------------|-------------------|-------------|
| SUBSCRIBER                    | OPEN             | AMT-TYP1           | AMT-TYP2 ACCTCOND | PYMT STATUS |
| SUB# KOB TYP TRM ECOA BALDATE | BALANCE          | PYMT LEVEL MOS REV | PYMT HISTORY      |             |
| ACCOUNT # LAST PD MONTH PAY   | PAST DUE MAXIMUM | BY MONTH           |                   |             |

|                    |      |             |          |                   |
|--------------------|------|-------------|----------|-------------------|
| *HOMEQ SERVICING   | 8-02 | \$319,000-0 | TRANSFER | CURR ACCT         |
| 7906302 FM R/C 30Y | 2    | 9-06-05     | 9-05     | (35) BCCCCCCCCCCC |

|  |            |             |             |         |                  |
|--|------------|-------------|-------------|---------|------------------|
| 6930307954933                                    |            | 8-05        |             |         | CCCCCCCCCCCC     |
| ** TRANSFERRED TO ANOTHER LENDER **              |            |             |             |         |                  |
| *HIBERNIA NTL BK/DOVENM                          | 10-06      | \$324,800-O |             |         | TRANSFER         |
| 1816190 BS R/C 30Y                               | 2 12-05-06 |             | 12-06       | ( 1 ) B |                  |
| 3101418689798                                    | 11-06      |             |             |         |                  |
| ** TRANSFERRED TO ANOTHER LENDER **              |            |             |             |         |                  |
| *WFNNB/VICTORIAS SECRET                          | 12-07      | \$1,000-L   |             |         | CLOSED CURR ACCT |
| 1007067 DZ CHG REV                               | 1 3-04-09  | \$0         | 3-09        | (15)    | B0000000000000   |
| 89029  |            |             |             |         | 00               |
| ** ACCOUNT CLOSED AT CREDIT GRANTOR'S REQUEST ** |            |             |             |         |                  |
| *SEARS/CBNA                                      | 12-04      | \$10,220-L  | \$130-H     |         | PAID CURR ACCT   |
| 1230730 BC CRC REV                               | 1 2-13-10  |             | 2-10        | (63)    | B0000000000000   |
| 512107504089                                     | 4-07       |             |             |         | 000000000000     |
| ** ACCOUNT CLOSED AT CONSUMER'S REQUEST **       |            |             |             |         |                  |
| *CAPITAL ONE, NA                                 | 8-00       | \$249,000-L | \$165,573-H |         | PAID CURR ACCT   |
| 9603175 FF H/E LOC                               | 2 10-31-09 |             | 10-09       | (99)    | BCCCCCCCCCCCC    |
| 11000652   | 9-09       |             |             |         | CCCCCCCCCCCC     |
| ** ACCOUNT CLOSED AT CONSUMER'S REQUEST **       |            |             |             |         |                  |
| ** AFFECTED BY NATURAL OR DECLARED DISASTER **   |            |             |             |         |                  |
| WFM/WBM  | 8-02       | \$319,000-O |             |         | PAID CURR ACCT   |
| 1992888 FM R/C 30Y                               | 2 9-27-09  |             | 9-09        | (43)    | BCCCCCCCCCCCC    |
| 5260005875377                                    | 8-09       |             |             |         | CCCCCCCCCCCC     |
| CHASE MANHATTAN MTGE                             | 10-06      | \$324,800-O |             |         | PAID CURR ACCT   |
| 2991739 FM R/C 30Y                               | 2 5-15-09  |             | 5-09        | (30)    | BCCCCCCCCCCCC    |
| 1905250605                                       | 5-09       |             |             |         | CCCCCCCCCCCC     |
| HIBERNIA NTL BK/DOVENM                           | 10-06      | \$29,999-O  |             |         | PAID CURR ACCT   |
| 1816190 BS R/S 360                               | 2 12-05-08 |             | 12-08       | (23)    | BCCCCCCCCCCCC    |
| 3101418689814                                    | 11-08      |             |             |         | CCCCCCCCCCCC     |
| GEGRB/MERVYNS                                    | 11-00      | \$0-L       | \$244-H     |         | PAID CURR ACCT   |
| 1314989 DC CHG REV                               | 1 10-23-08 |             | 10-08       | (70)    | B0000000000000   |
| 604589108913                                     | 6-05       |             |             |         | 000000000000     |
| GEGRB/DILLARDS                                   | 11-05      | \$0-L       | \$4,942-H   |         | PAID CURR ACCT   |
| 1355850 DC CHG REV                               | 1 10-05-08 |             | 10-08       | (35)    | B0000000000000   |
| 604587228304                                     | 5-06       |             |             |         | 000000000000     |
| HIBERNIA NATIONAL BANK                           | 7-00       | \$320,000-O |             |         | PAID CURR ACCT   |
| 2170070 BB R/C 30Y                               | 2 9-05-02  |             | 9-02        | (26)    | BCCCCCCCCCCCC    |
| 1050090019614                                    |            |             |             |         | CCCCCCCCCCCC     |
| REGION/AMS                                       | 5-10       | \$20,800-L  | \$1,500-H   |         | OPEN CURR ACCT   |
| 1156265 BB H/E LOC                               | 2 9-30-11  | \$0         | 9-11        | (17)    | 000000000000     |
| 0000150200000000510000                           | 9-10       | \$3         |             |         | CC00             |
| GEGRB/BANAREPDC                                  | 12-10      | \$3,600-L   | \$113-H     |         | OPEN CURR ACCT   |
| 1654100 BC CRC REV                               | 1 9-27-11  | \$0         | 9-11        | (11)    | 00000000CCC      |
| 447993104250                                     | 1-11       | \$20        |             |         |                  |
| MCYDSNB  | 9-07       | UNK         |             |         | OPEN CURR ACCT   |
| 1362830 DZ CHG REV                               | 1 9-21-11  | \$0         | 9-11        | (49)    | 0CCCC0CCCCCC     |
| 433666676  | 9-11       | \$25        |             |         | CC0CC0CCC00C     |
| DISCOVER FIN SVCS LLC                            | 9-87       | \$14,500-L  | \$1,721-H   |         | OPEN CURR ACCT   |
| 3276502 BC CRC REV                               | 2 9-18-11  | \$97        | 9-11        | (99)    | CC0CCC0CCCCC     |
| 601100646150                                     | 8-11       | \$40        |             |         | CCCCCCCCCCCC     |
| FIA CSNA   | 11-96      | \$22,000-L  | \$5,738-H   |         | OPEN CURR ACCT   |
| 1214758 BC CRC REV                               | 3 9-13-11  | \$145       | 9-11        | (99)    | CCCCCCCCCCCC     |
| 0374   | 8-11       | \$15        |             |         | CCCCCCCCCCCC     |

|                         |   |         |             |         |      |               |
|-------------------------|---|---------|-------------|---------|------|---------------|
| GECRB/JCP               |   | 11-79   | \$500-L     | \$538-H | OPEN | CURR ACCT     |
| 3321860 DC CHG REV      | 1 | 9-09-11 | \$0         | 9-11    | (99) | 0000000000000 |
| 600889412981            |   | 3-10    |             |         |      | 0000CCCCC000  |
|                         |   |         |             |         |      |               |
| SUNTRUST MORTGAGE/CC    | 5 | 5-09    | \$317,000-O |         | OPEN | CURR ACCT     |
| 1196029 BM R/C 30Y      | 2 | 9-06-11 | \$291,613   | 9-11    | (26) | CCCCCCCCCCCCC |
| 9420256522962           |   | 9-11    | \$2,030     |         |      | CCCCCCCCCCCCC |
| MIN: 100409200904170074 |   |         |             |         |      |               |
|                         |   |         |             |         |      |               |
| GECRB/BELK              |   | 12-09   | \$2,500-L   | \$331-H | OPEN | CURR ACCT     |
| 1303000 DC CHG REV      | 1 | 9-02-11 | \$0         | 9-11    | (22) | 000CC00CC0000 |
| 604583153032            |   | 5-11    | \$20        |         |      | 000000CCC     |
|                         |   |         |             |         |      |               |
| AMEXDSNB                |   | 9-07    | \$300-L     |         | OPEN | CURR ACCT     |
| 1917250 BC CRC REV      | 1 | 9-01-11 | \$0         | 9-11    | (48) | 0000000000000 |
| 37748119008             |   |         |             |         |      | 0000000000000 |

CONSUMER ASSISTANCE CONTACT: EXPERIAN  
 701 EXPERIAN PARKWAY, PO BOX 2002, ALLEN, TX 75013 888.397.3742

END -- EXPERIAN

\*\*\*\*END REPORT PULLED 10/5/2011 9:00:35 AM [B-0/F-0/P-0/O-0/S-0] FOR 25/25\*\*\*\*



|  |                     |
|--|---------------------|
| Lender Name: JEDCO/ILTAP                                     | Lender #:           |
| Contact: Alberto Queral / (504) 875-3924 / aqueral@jedco.org | Fax: (504) 875-3924 |

**Name**

|   |                               |
|---|-------------------------------|
| Borrower:<br><b>Weir Environmental, L.L.C.</b>        | Tax ID: 26-3001240            |
| Small Business Concern Name (if other than borrower): | Tax ID:                       |
| Trade Name (if different):<br><b>N/A</b>              | SBC is co-borrower: <b>No</b> |

|   |
|---|
| Project Address: <b>5732 Salmen Street, Suite B</b>                               |
| City: <b>Harahan</b> County: <b>Jefferson</b> State: <b>LA</b> Zip: <b>70123-</b> |

Purpose of Loan and Description of Project:

Loan proceeds to be used for the purchase of a computer/telephone system, a lead paint inspection analyzer, office furniture and a pick-up truck. Operations consist of environmental consulting services. The company was established in August 2008 by Amanda Weir, Managing Member and 100% owner. The company is currently certified as a Women's Business Enterprise by the City of New Orleans and the Housing Authority of New Orleans (HANO), and as a Small and Emerging Business Enterprise under the Louisiana Small Entrepreneurship Hudson Initiative Program.

The project meets the public policy objective of development of a woman-owned business. Management estimates the creation of two new positions within 24 months of funding. The estimated economic impact is \$214,597 based on a projected increase in revenue of \$118,680 and an economic multiplier of 1.8082.

If any project assets are already owned by the borrower, provide purchase amount & date:  
**NOT APPLICABLE**

Disclose terms of any pre-project financing (including lender, amount financed, and maturity) and specify whether that financing will be taken out with the funds for this project or re-financed by the lender:

**Costs**

| Description             | Amount    | Description         | Amount        |
|-------------------------|-----------|---------------------|---------------|
| Purchase Land           | 0.00      | Inventory           | 0.00          |
| Building                | 0.00      | Working Capital     | 0.00          |
| New Construction        | 0.00      | Purchase Business   | 0.00          |
| Machinery and Equipment | 45,000.00 | Payoff SBA Loan     | 0.00          |
| Furniture & Fixtures    | 20,000.00 | Payoff Bank Loan    | 0.00          |
| Professional Fees       | 0.00      | Payoff Other Loan   | 0.00          |
| Contingency             | 0.00      | All Other           | 30,000.00     |
|                         |           | TOTAL Project Costs | 95,000.00     |
|                         |           | SBA's Share         | \$0.00 0.00 % |

| Source  | Amount        | %             | Monthly P&I  | Term                  | Amort | Rate  | Lien          |
|---|---------------|---------------|--------------|-----------------------|-------|-------|---------------|
| JEDCO/ILTAP / Avondale  | 71,250        | 75.00         | 1,217        | 5.00                  | 5.00  | 1.000 | 1             |
| Business Cash   | 23,750        | 25.00         |              |                       |       |       |               |
| <b>TOTAL Financing</b>  | <b>95,000</b> | <b>100.00</b> | <b>1,217</b> | <b>Annual P&amp;I</b> |       |       | <b>14,615</b> |
| Source of Borrower Contribution (if equity in project property, provide details on existing financing and valuation basis): |               |               |              |                       |       |       |               |
| Source of project equity is business cash.  |               |               |              |                       |       |       |               |

## Entity Information

### Structure

Entity is an: **Operating Company**

Name: **Weir Environmental, L.L.C.**

Mailing Address: **5732 Salmen Street, Suite B, Harahan, LA 70123**

Tax ID: **26-3001240**

Trade Name (if different):

Year Operations Began: **2008**

Type of entity: **LLC**

Entity is co-borrower?: **No**

Guarantor?: **No**

Nature of Business: **Environmental Consulting Services**

NAICS: **541620**

Name of Franchise: **Not Applicable**

Franchise on Registry?: **N/A**

### Ownership (account for 100% ownership by the ultimate individual persons)

| Name               | % Own          | Guar? | SSN                | Citizenship |     |       | Codes    |          |           |          |
|--------------------|----------------|-------|--------------------|-------------|-----|-------|----------|----------|-----------|----------|
|                    |                |       |                    | US Citizen  | LPR | Other | Gender   | Race     | Ethnicity | Vet      |
| <b>Amanda Weir</b> | <b>100.000</b> |       | <b>437-59-5431</b> | <b>x</b>    |     |       | <b>F</b> | <b>5</b> | <b>N</b>  | <b>1</b> |

Veteran Status: 1 = Non-Veteran; 2=Other Vet.; 3 = Service-Disabled Vet.; 4 = Not Disclosed.

Gender: M = Male; F = Female; N=Not Disclosed

Race: 1=American Indian/Alaska Native; 2=Asian; 3=Black/African-American; 4=Native Hawaiian/Pacific Islander; 5=White/Caucasian; X=Not Disclosed

Ethnicity: H=Hispanic/Latino; N=Not Hispanic/Latino; Y=Not Disclosed

### Management

Provide the following information for each officer and director

| Name               | SSN                | Title                   | Life Insurance |
|--------------------|--------------------|-------------------------|----------------|
| <b>Amanda Weir</b> | <b>437-59-5431</b> | <b>Manager / Member</b> | <b>N/A</b>     |

Analysis of management ability (describe the qualifications and background of the relevant owners, officers, directors, and key employees involved in the operations and day-to-day management of the business):

**Amanda Weir founded the company in 2008 after working for RGA Environmental, Inc., a similar-type business located in Emeryville, CA. She directly manages ongoing projects, marketing and environmental sampling. She worked at RGA as a project manager. She graduated from Louisiana State University with a Bachelor's Degree in Biological Sciences and she's currently working towards a Master's Degree in Occupational Health and Safety.**

### History

History & Description of the business:

**Amanda Weir established the company in August 2008, under the name of Gifford Environmental Consulting, L.L.C. The ownership breakdown at the time was 52% Amanda Weir Gifford and 48% Paul Weir, Amanda's father. After a divorce, Ms. Weir changed the company's name to Weir Environmental, L.L.C. to reflect her maiden name. On September 1st, 2011, the company bought Paul Weir's ownership interest for the purchase price of \$193,557 with a \$20,000 down payment and the balance payable in 72 monthly installments of \$2,410.51 without interest. The redemption agreement between the company and Paul Weir includes non-solicitation, non-competition and confidentiality conditions.**

**Management identifies its market geographic area as the southern and eastern US coasts. Major identified competitors are US Risk, AIMS Group, Hillman Group, CAM Environmental and LEAFF Environmental. The company specializes in indoor air quality assessments. A list of clients is attached.**

## Guarantors

| Type | Name | Type of Guarantee |
|------|------|-------------------|
|------|------|-------------------|

### Personal Credit

\* Note: amounts will display in thousands

| Individual  | PFS Date   | Liquid Asset | Total Asset     | Outside NW | Date       | History |
|-------------|------------|--------------|-----------------|------------|------------|---------|
|             |            | Real Estate  | Total Liability | AGI        |            |         |
| Amanda Weir | 10/18/2011 | 106.1        | 322.3           | 100.4      | 10/27/2011 | Good    |
|             |            | 190.0        | 221.9           | 43,554.0   | Experian   | 707     |

#### Comments on Personal Credit

Amanda Weir's credit report by Experian indicates a credit risk score of 66, in a range of 0-1000 whereby a low number is indicative of low risk. The report reflects some minor slow payment activity, over a year past. All currently active trade lines reflect timely payments.

Amanda Weir's FICO score is 707 as determined by Experian.

### Business Credit

\* Note: amounts will display in thousands

| Entity                     | FS Date    | Total Asset | Revenue         | Date       | History |
|----------------------------|------------|-------------|-----------------|------------|---------|
|                            |            | Net Worth   | Total Liability |            |         |
| Weir Environmental, L.L.C. | 11/02/2011 | 266.2       | 563.4           | 10/31/2011 | Good    |
|                            |            | 208.3       | 57.9            | 95.3       | Other   |

#### Comments on Business Credit

D&B report on the company indicates a clear history and a PAYDEX score of 80, indicating that payments to suppliers average generally within terms. Overall, D&B assigns this a credit rating of 2R3, indicating a "fair" credit appraisal.

## Personal Resources

Personal Resources Comments:

Personal resources have been contributed.

## Jobs

Job Opportunity Requirement

2.00 Number of jobs to be created in the next two years

0.00 Number of jobs to be retained because of project

2.00 Total number of job opportunities

Justification for including retained jobs in total:

## Prior Financing

Previous or existing government financing of principals and/or affiliates and/or applicant? **No**

Previous or existing SBA financing of principals and/or affiliates and/or applicant? **No**

(If YES to either question, complete the following)

| Type   | Borrower Name | Federal Source  |                  | Loan Type | Tax ID      |
|--|---------------|-----------------|------------------|-----------|-------------|
| (P)rincipal or (Aff)iliate or (App)licant or (O)ther |               | Current Balance | Guaranty Balance | Status    | Loan Number |

**NOT APPLICABLE**

Comments:

Not applicable.

## Affiliates

### Potential Affiliates - Applies to all borrowers, OCs, & EPC.

Account for all businesses (excluding publicly traded) in which any 20% owner or guarantor holds an ownership interest.

Account for all businesses for which any owner, officer, director, key employee, or management entity has the power to exercise control - whether individually or through a combined identity of interest (such as family members, individuals or firms with common investments, or firms that are economically dependent through contractual or other relationships).

Account for all other potentially affiliated businesses consistent with CFR 121.103

| Affiliate? | Company Name | Nature of Business | TIN | Individual | % | Title |
|------------|--------------|--------------------|-----|------------|---|-------|
|------------|--------------|--------------------|-----|------------|---|-------|

**NOT APPLICABLE**

Comments

## Collateral

| <b>Projects involving real estate</b> | Approximate Size of: |     | OC   | Construction of |              |                     |                 |
|---------------------------------------|----------------------|-----|------|-----------------|--------------|---------------------|-----------------|
| Type of property:                     | Building             | Lot | Unit | Occupancy %     | New Building | Renovation /Remodel | Special Purpose |

**NOT APPLICABLE**

Comments (for multiple properties, list all project address):

### Projects involving equipment/other personal property

| Type of property:       | Purchased From      | Items Are   |
|-------------------------|---------------------|-------------|
| <b>Equipment</b>        | <b>Manufacturer</b> | <b>Used</b> |
| <b>Office Furniture</b> | <b>Manufacturer</b> | <b>Used</b> |

Comments (discuss remaining useful life, installation costs, etc. as appropriate):

| Collateral Offered                            | Estimated Value | Liquidation Value | Prior Lien Position | Prior Lien Amount | Net Value     |
|---|-----------------|-------------------|---------------------|-------------------|---------------|
| <b>Comp. Systems, Tel., Inspection Equip.</b> | <b>45,000</b>   | <b>33,750</b>     |                     | <b>0</b>          | <b>33,750</b> |
| <b>Office Furniture</b>                       | <b>20,000</b>   | <b>10,000</b>     |                     | <b>0</b>          | <b>10,000</b> |
| <b>Vehicle - Pick-Up Truck</b>                | <b>30,000</b>   | <b>22,500</b>     |                     | <b>0</b>          | <b>22,500</b> |
| Totals  | <b>95,000</b>   | <b>66,250</b>     |                     | <b>0</b>          | <b>66,250</b> |
| New Loan                                      | <b>71,250</b>   |                   |                     |                   |               |
| LTV   | <b>0.75</b>     |                   | Project Debt:       | <b>71,250</b>     |               |
| LLTV  | <b>1.08</b>     |                   |                     |                   |               |

Life Insurance is NOT required.

Analysis of collateral adequacy:

The JEDCO/ILTAP loan for Weir Environmental, LLC will be secured with a first position UCC-1 on the subject furniture, fixtures, equipment and vehicle to be financed. From a liquidation perspective, the subject collateral is insufficient to fully secure the loan. As a mitigant to that, an assignment of life insurance on Amanda Weir will be required, along with her "in solido" personal guarantee.

## Wrap-Up

Other Issues (Such as pre-application 912 clearances, franchise reviews, environmental reviews, etc):

Key Risks:

Key Strengths:

Since its August 2008 inception, the company has demonstrated adequate repayment ability of existing and proposed loans.

The project accomplishes the public policy objective of development of a woman-owned business

**Decision Conclusion:**

**The JEDCO/ILTAP loan for Weir Environmental, L.L.C. is recommended for approval based on historical and projected cash flow repayment ability and other objectives as previously described.**

## Balance Sheet - Small Business Concern

Name: **Weir Environmental, L.L.C.**

| Type of Statement                | Tax Return  |               | Tax Return  |               | Internally P |               | * Note: amounts will display in thousands |             |               |
|----------------------------------|-------------|---------------|-------------|---------------|--------------|---------------|---|-------------|---------------|
| Date of Statement:               | 12/31/2009  |               | 12/31/2010  |               | 11/02/2011   |               | Adj. Debit                                | Adj. Credit | Adj Bal Sheet |
| Cash/Mark. Sec.                  | 16.0        | 78.0%         | 19.6        | 87.5%         | 46.1         | 17.3%         |   | 23.7 (A)    | 22.4          |
| Accounts Rec                     | 0.0         | 0.0%          | 0.0         | 0.0%          | 164.3        | 61.7%         |   |             | 164.3         |
| Inventory                        | 0.0         | 0.0%          | 0.0         | 0.0%          | 0.0          | 0.0%          |   |             | 0.0           |
| Other Current Assets             | 0.0         | 0.0%          | 0.0         | 0.0%          | 0.0          | 0.0%          |   |             | 0.0           |
| <b>Total Current Assets</b>      | <b>16.0</b> | <b>78.0%</b>  | <b>19.6</b> | <b>87.5%</b>  | <b>210.4</b> | <b>79.0%</b>  |   |             | <b>186.7</b>  |
| Net Fixed Assets                 | 4.5         | 22.0%         | 2.8         | 12.5%         | 55.8         | 21.0%         | 95.0 (B)                                  |             | 150.8         |
| Intangibles                      | 0.0         | 0.0%          | 0.0         | 0.0%          | 0.0          | 0.0%          |   |             | 0.0           |
| Other Assets                     | 0.0         | 0.0%          | 0.0         | 0.0%          | 0.0          | 0.0%          |   |             | 0.0           |
| <b>Total Assets</b>              | <b>20.5</b> | <b>100.0%</b> | <b>22.4</b> | <b>100.0%</b> | <b>266.2</b> | <b>100.0%</b> |   |             | <b>337.5</b>  |
| Accounts Payable                 | 0.0         | 0.0%          | 0.0         | 0.0%          | 22.7         | 8.5%          |   |             | 22.7          |
| Notes Payable                    | 15.0        | 73.2%         | 13.8        | 61.6%         | 0.0          | 0.0%          |   |             | 0.0           |
| Taxes/Accruals                   | 0.9         | 4.4%          | 2.5         | 11.2%         | 0.0          | 0.0%          |   |             | 0.0           |
| Private Lender (Curr)            | 0.0         | 0.0%          | 0.0         | 0.0%          | 0.0          | 0.0%          |   | 13.9        | 13.9          |
|                                  | 0.0         | 0.0%          | 0.0         | 0.0%          | 0.0          | 0.0%          |   |             |               |
| Other Current Liab.              | 1.1         | 5.4%          | 0.0         | 0.0%          | 0.1          | 0.0%          |   |             | 0.1           |
| <b>Total Current Liabilities</b> | <b>17.0</b> | <b>82.9%</b>  | <b>16.3</b> | <b>72.8%</b>  | <b>22.8</b>  | <b>8.6%</b>   |   |             | <b>36.7</b>   |
| Notes Payable                    | 0.0         | 0.0%          | 0.0         | 0.0%          | 35.1         | 13.2%         |   |             | 35.1          |
| Private Lender (LT)              | 0.0         | 0.0%          | 0.0         | 0.0%          | 0.0          | 0.0%          |   | 57.4        | 57.4          |
|                                  | 0.0         | 0.0%          | 0.0         | 0.0%          | 0.0          | 0.0%          |   |             |               |
| Stockholder Debt                 | 0.0         | 0.0%          | 0.0         | 0.0%          | 0.0          | 0.0%          |   |             | 0.0           |
| Other L-T Liabilities            | 0.0         | 0.0%          | 0.0         | 0.0%          | 0.0          | 0.0%          |   |             | 0.0           |
| <b>Total Liabilities</b>         | <b>17.0</b> | <b>82.9%</b>  | <b>16.3</b> | <b>72.8%</b>  | <b>57.9</b>  | <b>21.8%</b>  |   |             | <b>129.2</b>  |
| Net Worth                        | 3.5         | 17.1%         | 6.1         | 27.2%         | 208.3        | 78.2%         |   |             | 208.3         |
| <b>Total Liab. + NW</b>          | <b>20.5</b> | <b>100.0%</b> | <b>22.4</b> | <b>100.0%</b> | <b>266.2</b> | <b>100.0%</b> |   |             | <b>337.5</b>  |

| Balance Sheet Ratios | Historical |            |            | Industry Comparison |      |      | Adj Bal Sheet |
|----------------------|------------|------------|------------|---------------------|------|------|---------------|
|                      | 12/31/2009 | 12/31/2010 | 11/02/2011 | High                | Med  | Low  |               |
| Current Ratio        | 0.9        | 1.2        | 9.2        | 3.4                 | 1.2  | 0.6  | 5.1           |
| Debt/Worth           | 4.9        | 2.7        | 0.3        | 0.6                 | 4.9  | -5.5 | 0.6           |
| Quick Ratio          | 0.9        | 1.2        | 9.2        | 2.9                 | 1.0  | 0.4  | 5.1           |
| Days Receivable      | 0.0        | 0.0        | 87.9       |                     | 47.0 | 81.0 |               |
| Days Payable         | 0.0        | 0.0        | 25.6       |                     |      |      |               |
| Days Inventory       | 0.0        | 0.0        | 0.0        |                     |      |      |               |
| Net Working Capital  | -1.0       | 3.3        | 187.6      |                     | 21.2 |      | 150.0         |

Accounting Basis:  Cash  Accrual

**Balance Sheet Analysis/Comments:**

**Adjustments to balance sheet:**

- A) Business cash equity injection
- B) Fixed asset acquisition
- C) Current and long term portions of JEDCO/ILTAP loan

The adjustments columns represent the total project costs. The pro-forma balance sheet represents the project's effect on the company's assets, liabilities and net worth. Pro forma liquidity and leverage ratios represent a better position than the industry. Pro-forma working capital of \$150m also reflects netter liquidity than the industry median of \$21.2m.

**ASSETS**

**Balance Sheet Analysis/Comments:**

Current assets consist of cash, and trade receivables. Cash position of \$46,091 is adequate. Receivables' turnover ratio is 87.9 days, slightly higher than the industry's lower quartile of 81 days. The higher turnover for the interim period ended 10/31/11 is attributed to a receivable from Flagship/PDG, Philadelphia-based environmental contractor that recently was acquired by LVI Services, Inc., based in New York. The business acquisition Flagship by LVI has had the effect of delaying payments to vendors.

Fixed assets consist of leasehold improvements, equipment and furniture and fixtures. Depreciation is accelerated.

**LIABILITIES AND NET WORTH**

Current liabilities consist of trade payables and an unsecured line of credit with ASI Federal Credit Union. Payables' turnover ratio is 25.6 days, which is adequate, however RMA does not provide comparison data. This trend is supported by the company's D&B report, which assigns the company a PAYDEX score of 80, meaning that payments to suppliers average generally within terms.

Long term liabilities reflects the loan payable to prior member Paul M. Weir.

Net worth of 78.2% of total assets as of interim 10/31/11 reflects a better financial position than the industry median of 9.6%.



Name: **Weir Environmental, L.L.C.**

Tax ID: **26-3001240**

\* Note: amounts will display in thousands

|                    |            |            |            |              |            |            |
|--------------------|------------|------------|------------|--------------|------------|------------|
| Type Of Statement: | Tax Return | Tax Return | Tax Return | Internally P | Projection |            |
| # Of Months:       | 4          | 12         | 12         | 10           | 12         | NAICS      |
| Date Of Statement: | 12/31/2008 | 12/31/2009 | 12/31/2010 | 11/02/2011   | 12/31/2012 | Statistics |

**P&L:**

|                           |       |       |       |       |       |       |       |       |       |       |
|---------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Sales                     | 103.9 |       | 182.4 |       | 563.4 |       | 568.4 |       | 751.1 |       |
| Costs Of Goods            | 81.8  | 78.7% | 53.6  | 29.4% | 233.1 | 41.4% | 270.1 | 47.5% | 417.2 | 55.5% |
| Gross Profit              | 22.1  | 21.3% | 128.8 | 70.6% | 330.3 | 58.6% | 298.3 | 52.5% | 333.9 | 44.5% |
| G & A Expenses            | 17.3  | 16.7% | 99.0  | 54.3% | 235.0 | 41.7% | 187.4 | 33.0% | 295.5 | 39.3% |
| Other Income/(Expense)    | 0.0   | 0.0%  | 0.0   | 0.0%  | 0.0   | 0.0%  | 7.7   | 1.4%  | 0.0   | 0.0%  |
| Net Inc Before Taxes      | 4.8   | 4.6%  | 29.8  | 16.3% | 95.3  | 16.9% | 118.6 | 20.9% | 38.4  | 5.1%  |
| Income Taxes              | 0.0   | 0.0%  | 0.0   | 0.0%  | 0.0   | 0.0%  | 0.0   | 0.0%  | 0.0   | 0.0%  |
| Net Inc After Taxes       | 4.8   | 4.6%  | 29.8  | 16.3% | 95.3  | 16.9% | 118.6 | 20.9% | 38.4  | 5.1%  |
| Depreciation/Amortization | 3.5   | 3.4%  | 4.5   | 2.5%  | 1.6   | 0.3%  | 0.0   | 0.0%  | 20.6  | 2.7%  |
| Interest                  | 0.3   | 0.3%  | 3.4   | 1.9%  | 4.7   | 0.8%  | 1.2   | 0.2%  | 5.3   | 0.7%  |
| Rent                      | 0.0   | 0.0%  | 0.0   | 0.0%  | 0.7   | 0.1%  | 10.3  | 1.8%  | 16.8  | 2.2%  |
| Owner's Salaries          | 0.0   | 0.0%  | 0.0   | 0.0%  | 0.0   | 0.0%  | 0.0   | 0.0%  | 0.0   | 0.0%  |
| Wages                     | 0.0   | 0.0%  | 11.2  | 6.1%  | 132.6 | 23.5% | 76.2  | 13.4% | 121.4 | 16.2% |

**P&L Comments/Analysis:**

Submitted by management for this review were tax returns and internally-prepared financial statements for calendar years 2008, 2009 and 2010. Interim financial statements dated 11/2/11 (as of 10/31/11) were also submitted. Tax returns were prepared by Danny Allday, CPA located in Metairie. For 2011 the company's new CPA is Leslie Read, CPA with Sharp & Co.

The company is a provider of environmental review services.

Cost of sales are inclusive of subcontract work, equipment rental, supplies and travel expenses. Being established in August 2008, the average of historical cost of sales for calendar year 2010 and interim 10-31-11 provide a more accurate representation of operations and therefore used for the purpose of financial projections.

Operations are currently expanding. As of interim 10/31/11, annualized revenue reflects a 21% increase over calendar year 2010.

**Cash Flow**

|                              |      |      |       |       |      |
|------------------------------|------|------|-------|-------|------|
| Net Inc Before Taxes         | 4.8  | 29.8 | 95.3  | 118.6 | 38.4 |
| + Depreciation               | 3.5  | 4.5  | 1.6   | 0.0   | 20.6 |
| + Interest Expense           | 0.3  | 3.4  | 4.7   | 1.2   | 5.3  |
| + Rental Expense             | 0.0  | 0.0  | 0.0   | 0.0   | 0.0  |
| + Excess Owner's Comp        | 0.0  | 0.0  | 0.0   | 0.0   | 0.0  |
| + Other: Owner's Draw        | 0.0  | 0.0  | 0.0   | 0.0   | 0.0  |
| + Other:                     | 0.0  | 0.0  | 0.0   | 0.0   | 0.0  |
| Total Cash Flow              | 8.6  | 37.7 | 101.6 | 119.8 | 64.3 |
| - Existing Debt Service      | 10.8 | 32.5 | 32.5  | 27.1  | 32.5 |
| - Project Debt Service       | 4.9  | 14.6 | 14.6  | 12.2  | 14.6 |
| - Line Of Credit - Principal | 0.0  | 0.0  | 0.0   | 0.0   | 0.0  |
| - Line Of Credit - Interest  | 0.0  | 0.0  | 0.0   | 0.0   | 0.0  |
| - Other:                     | 0.0  | 0.0  | 0.0   | 0.0   | 0.0  |
| Total Cash Requirement       | 15.7 | 47.1 | 47.1  | 39.3  | 47.1 |
| Cash Surplus (deficit)       | -7.1 | -9.4 | 54.5  | 80.6  | 17.2 |
| Cash Flow Coverage Ratio     | 0.55 | 0.80 | 2.16  | 3.05  | 1.37 |

Cash Flow Comments/Analysis (if projections are utilized, describe the basis for the assumptions including who performed the analysis and how the conclusions were reached):

Historical and projected debt service cash flow coverage ratios of 2.16 and 1.37 times reflect adequate repayment ability of the company's existing and proposed loans.

Financial projections:

**SALES**  
Based on 10% increase over annualized 10/31/11 performance. Nota that currently annualized interim sales reflect a 21% increase over historical 2010 performance.

**COGS**  
Based on average of historical 2010 and interim results

**DEPRECIATION**  
Based on 2010 historical amount + TPC / 5 Yrs.

**INTEREST**  
Based on 2010 historical amount + JEDCO/ILTAP loan interest costs

**RENT**  
Based on current lease with monthly rent of \$1,400 for first year

**OWNER'S SALARY**  
Based on profitability

**WAGES**  
Based on current annualized performance + \$30m for one new position

**OPERATING EXPENSES**  
Based on interim 10/31/11 performance

**Schedule of Indebtedness**

Name: Weir Environmental, L.L.C.

| Line (s) | PAYABLE TO               | ORIGINAL AMOUNT       | ORIGINAL DATE | PRESENT BALANCE | RATE OF INTEREST | MATURITY DATE | MONTHLY PAYMENT          | SECURITY  | CURRENT/PAST DUE |
|----------|--------------------------|-----------------------|---------------|-----------------|------------------|---------------|--------------------------|-----------|------------------|
|          | ASI Federal Credit Union | \$ 100,000            | 09/07/2011    | \$ 20,000       |                  |               | \$ 300                   | Unsecured | Cur              |
|          |                          | Total Present Balance |               | \$ 20,000       |                  |               | Total Monthly: \$ 300    |           |                  |
|          |                          |                       |               |                 |                  |               | Total Annually: \$ 3,600 |           |                  |

**Note (s)**

|              |                       |            |            |  |  |            |                           |           |     |
|--------------|-----------------------|------------|------------|--|--|------------|---------------------------|-----------|-----|
| Paul M. Weir | \$ 173,557            | 09/01/2011 | \$ 168,735 |  |  | 10/01/2017 | \$ 2,410                  | Unsecured | Cur |
|              | Total Present Balance |            | \$ 168,735 |  |  |            | Total Monthly: \$ 2,410   |           |     |
|              |                       |            |            |  |  |            | Total Annually: \$ 28,926 |           |     |

\* to be paid by new loan and/or exclude from cashflow

**Summary**

|                       |            |                 |           |
|-----------------------|------------|-----------------|-----------|
| Total Present Balance | \$ 188,735 | Total Monthly:  | \$ 2,710  |
|                       |            | Total Annually: | \$ 32,526 |

## COLLATERAL

1. First position UCC-1 on machinery, equipment, furniture, and fixtures now owned and to be purchased with loan proceeds located at 5732 Salmen Street, Suite B, Jefferson, LA.
2. First position UCC-1 on vehicle to be purchased with loan proceeds.
3. Personal guarantee by Amanda Weir.

## CONDITIONS

1. Receipt of Articles, Certificate of Organization and Operating Agreement of Weir Environmental, L.L.C.
2. Financial Information – Weir Environmental, LLC
  - a. Semi-annual financial statements to be submitted within 120 days of period's end.
  - b. Annual financial statements compiled by an outside CPA to be submitted within 120 days of fiscal year end.
  - c. Corporate tax returns to be submitted upon completion.
  - d. Accounts receivable and payable aging schedules upon request.
3. Annual submission of personal financial statements and tax returns on Amanda Weir.
4. Verification that all city, state and federal taxes are current. Copy of occupational license and any other license or permit relevant to the operation of this business.
5. Prior to disbursement, borrower shall provide insurance coverage as follows on:  
**5732 Salmen Street, Suite B, Jefferson, LA 70123.**
  - a. Fire and extended coverage on contents in building in an amount equal to the full replacement cost. JEDCO must be listed as loss payee.
  - b. Flood insurance on contents of building in amount and coverage equal to the lesser of the insurable value of the property, or to the maximum limit of coverage available. JEDCO must be listed as loss payee.

6. Evidence of comprehensive and liability insurance in the amount of \$ TBD , on vehicle to be purchased with loan proceeds with endorsement naming JEDCO as loss payee.
7. Evidence of liability insurance.
8. Evidence of Workers' Compensation Coverage.
9. Prior to disbursement, borrower must furnish copy of an executed lease on property located at 5732 Salmen Street, Suite B, Jefferson, LA 70123. The lease with options to renew must equal the term of the loan at the time of funding. Landlord's Waiver is required.
10. Subordination in the event of default of any existing and future intercompany debt and debt due to principals.
11. Total annual compensation by officers, owners and/or principals of SBC are subject to limitation under adverse financial conditions as determined by JEDCO, plus such additional amounts as maybe required to pay income taxes, or if a corporation electing to be taxed under the S Corporation of the IRS code.
12. No redemption of ownership interest without prior written approval from JEDCO.
13. Prior to funding, proof of project cost and equity injection in the amount of \$23,750 must be received by JEDCO.
14. The borrower certifies that two jobs will be created as a result of this financing.
15. Borrower will complete the Hiring Summary Form, and Job Information Form as requested by JEDCO.
16. Fees associated with the financing will include a nonrefundable application fee of ½ of 1% (.005) or a maximum of \$1,000.00.
17. Cash flow coverage to be maintained at a minimum of 1.10 times.
18. Borrower must certify that no adverse environmental impact will result from this financing.
19. Borrower will furnish financial statements and other reports whenever requested by JEDCO at any time during the term of the loan.



## Scope of Services

Weir Environmental, L.L.C. provides comprehensive, multi-disciplinary environmental services for private, governmental, and commercial clients. Examples of past projects include:

|  |   |
|--|---|
| CERCLA/RCRA Site Services                              | Air Quality Services  |
| Hazardous Materials Management                         | Mold & Fungus   |
| UST Management   | Indoor Air Quality  |
| Water Wastewater/Storm Water Permit Services           | Noise   |
| Environmental Impact Analysis                          | Moisture Management   |
| Environmental Litigation Support Services              | Chinese Drywall Investigations and Testing                              |
| Environmental Due Diligence                            | Asbestos Surveys  |
| Site Specific Safety Plans                             | Project Design and Bid Specifications for Hazardous Materials Abatement |
| Hazard Identification Audits                           | Asbestos Project Monitoring   |
| Ergonomics   | Asbestos O&M Program Development and Management                         |
| Health and Safety Training including CPR and First Aid | Lead Detection and Monitoring   |
| Risk Management  | Phase I, II, III Environmental Site Assessments                         |
| Hazard Communication                                   | Property Condition Assessments  |



## **Representative Clients and Projects**

### **Public and Government**

#### **Agencies**

US Postal Service  
Veterans Administration  
US Army Corps of Engineers  
Department of Defense  
US General Service Administration  
Orleans Parish Prison  
New Orleans Sewer and Water Board  
City of New Orleans  
Terrebonne Parish Consolidated Government  
Port of New Orleans

#### **Consultants & Engineers**

Arcadis  
DBI Construction Consultants  
Louis Berger Group  
EI Group  
Unified Building Sciences and Engineering

#### **Industrial**

Exxon Mobil  
Schlumberger  
Lyondell  
Dow Chemical  
Tetracon  
Cleco Power  
Entergy  
L&L Oil and Gas  
Trinity Marine  
Ormet Corporation  
Lion Copolymer

#### **Education**

Loyola University New Orleans  
Nicholls State University

### **Financial Institutions**

Bank of America  
Capital One Bank

### **Insurance Companies**

Liberty Mutual  
Travelers  
Hanover  
Crawford & Company  
Engle Martin and Associates

### **Property Managers / Developers**

Collier Property Management  
Greenwood King Properties  
Columbia Residential

### **Retail**

Lamar Advertising  
Save-a-Lot  
FedEx / Kinko's  
Home Depot  
Bassett Furniture  
JCPenney  
Apple

### **Construction / Contractors**

Interstate Restoration  
Cotton  
Gibbs Construction  
Amcat Global  
CST Environmental  
Durr Heavy Construction  
Eco Construction  
Mapp Construction  
MDM Corporation  
Polukai Service



ATTN: CORINNE PRITCHETT  
Report Printed: October 31, 2011

## Live Report : WEIR ENVIRONMENTAL, LLC

D-U-N-S® Number: 82-806-6550

Endorsement/Billing Reference: cpritchett@jedco.org

|                        |   |   |                 |
|------------------------|---|---|-----------------|
| <b>D&amp;B Address</b> |   | <b>Endorsement :</b> cpritchett@jedco.org |                 |
| <b>Address</b>         | 5732 Salmen St Ste C<br>Harahan, LA - 70123 | <b>Location Type</b>                      | Single Location |
| <b>Phone</b>           | 504 655-8850                                | <b>Web</b>                                | www.weirenv.com |
| <b>Fax</b>             |   |   |                 |

### Company Summary

Currency: Shown in USD unless otherwise indicated

#### Score Bar

|                                 |          |
|---------------------------------|----------|
| PAYDEX®                         | 80       |
| Commercial Credit Score Class   | 2        |
| Financial Stress Class          | 3        |
| Credit Limit - D&B Conservative | 2,500.00 |
| D&B Rating                      | 2R3      |

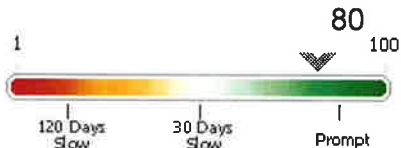
#### Company News

Today: Monday, October 31, 2011

This company is not currently tracked for Company News.

Powered by FirstRain

#### D&B 3-month PAYDEX®



When weighted by amount, Payments to suppliers average Within terms

#### D&B PAYDEX®



When weighted by amount, Payments to suppliers average generally within terms

#### D&B Company Overview

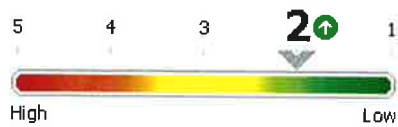
|                                  |                                 |
|----------------------------------|---------------------------------|
| <b>This is a single location</b> |                                 |
| <b>Manager</b>                   | AMANDA WEIR,<br>MBR             |
| <b>Year Started</b>              | 2008                            |
| <b>Employees</b>                 | 6                               |
| <b>Gross Revenue</b>             | 1,000,000.00                    |
| <b>SIC</b>                       | 8748                            |
| <b>Line of business</b>          | Business consulting<br>services |
| <b>NAICS</b>                     | 541620                          |
| <b>History Status</b>            | CLEAR                           |

#### Financial Stress Score Class

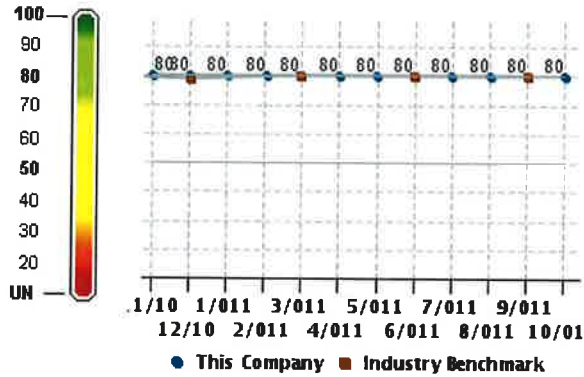




**Commercial Credit Score Class**



**PAYDEX® Trend Chart**



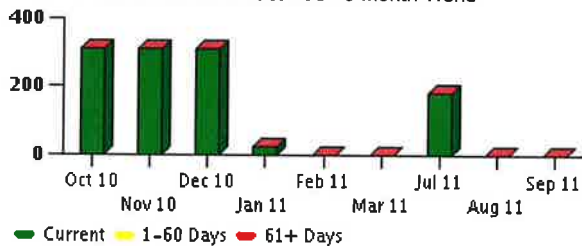
**Detailed Trade Risk Insight™**

**Days Beyond Terms Past 3 Months**  
 There is not sufficient reporting trading activity to generate 3 months Days Beyond Terms (a minimum of 3 trade experiences from at least 2 suppliers)

**Recent Derogatory Events**

|                       | Jul-11 | Aug-11 | Sep-11 |
|-----------------------|--------|--------|--------|
| Placed for Collection | -      | -      | -      |
| Bad Debt Written Off  | -      | -      | -      |

**Total Amount Current & Past Due - 9 Month Trend**



**Predictive Scores**

**Currency:** Shown in USD unless otherwise indicated

**Credit Capacity Summary**

This credit rating was assigned because of D&Bs assessment of the companys creditworthiness. For more information, see the D&B Rating Key

**D&B Rating :** 2R3

**Number of employees:** 2R indicates 1 to 9 employees  
**Composite credit appraisal:** 3 is fair

The Rating was changed on June 1, 2011 because of D & B's overall assessment of the company's financial, payment and history information.

The 1R and 2R ratings categories reflect company size based on the total number of employees for the business. They are assigned to business files that do not contain a current financial statement. In 1R and 2R Ratings, the 2, 3, or 4 creditworthiness indicator is based on analysis by D&B of public filings, trade payments, business age and other important factors. 2 is the highest Composite Credit Appraisal a company not supplying D&B with current financial information can receive.

**Below is an overview of the company's rating history since 08-10-2009**

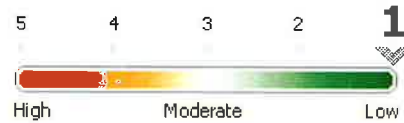
| D&B Rating | Date Applied |
|------------|--------------|
| 2R3        | 06-01-2011   |
| --         | 08-10-2009   |

**Number of Employees Total:** 6

| Payment Activity:     | (based on 15 experiences) |
|-----------------------|---------------------------|
| Average High Credit:  | 144                       |
| Highest Credit:       | 500                       |
| Total Highest Credit: | 1,950                     |

**D&B Credit Limit Recommendation**

**Conservative credit Limit** 2,500  
**Aggressive credit Limit:** 10,000



**Risk category for this business :** LOW

This recommended Credit Limit is based on the company profile and on profiles of other companies with similarities in size, industry, and credit usage. Risk is assessed using D&Bs scoring methodology and is one factor used to create the recommended limits. See Help for details.

**Financial Stress Class Summary**

The Financial Stress Score predicts the likelihood of a firm ceasing business without paying all creditors in full, or reorganization or obtaining relief from creditors under state/federal law over the next 12 months. Scores were calculated using a statistically valid model derived from D&Bs extensive data files.

The Financial Stress Class of 3 for this company shows that firms with this class had a failure rate of 0.24% (24 per 10,000), which is lower than the average of businesses in D & B's database

**Financial Stress Class :**



Moderate risk of severe financial stress, such as a bankruptcy, over the next 12 months.

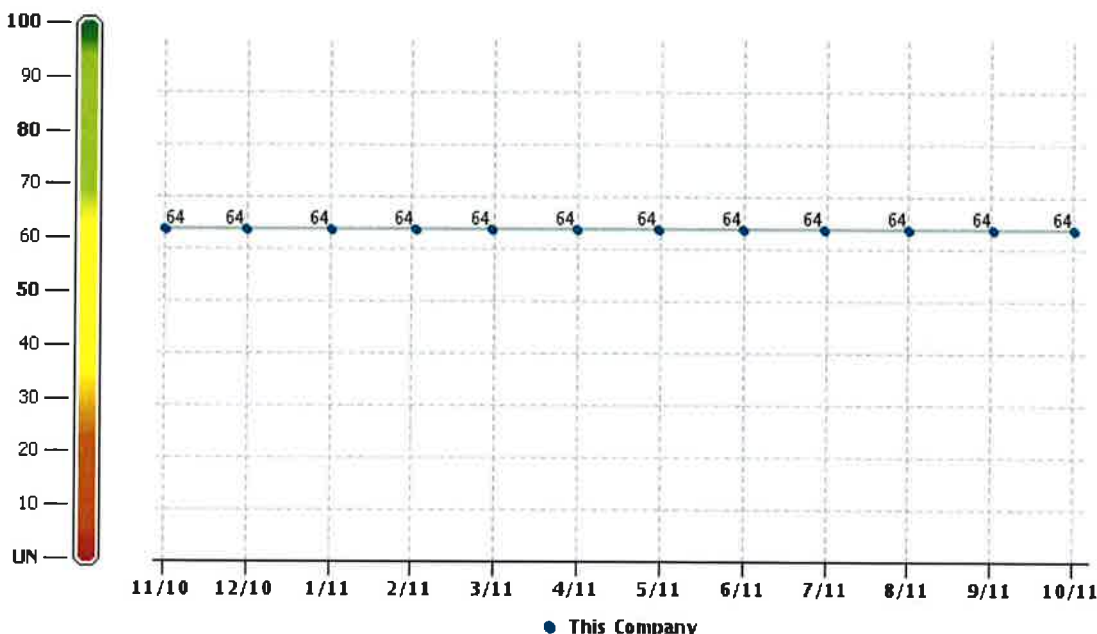
**Probability of Failure:**

- Among Businesses with this Class: **0.24 %** (24 per 10,000)
- Financial Stress National Percentile : **64** (Highest Risk: 1; Lowest Risk: 100)
- Financial Stress Score : **1502** (Highest Risk: 1,001; Lowest Risk: 1,875)
- Average of Businesses in D&Bs database: **0.48 %** ( 48 per 10,000)

**The Financial Stress Class of this business is based on the following factors:**

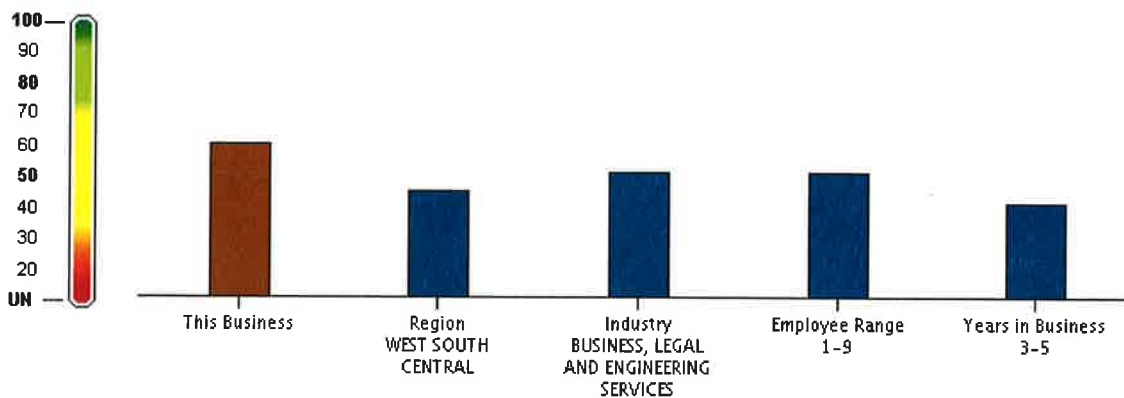
- Limited time under present management control.
- Higher risk legal structure.

**Financial Stress Percentile Trend:**



**Notes:**

- The Financial Stress Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience financial stress.
- The Probability of Failure shows the percentage of firms in a given Class that discontinued operations over the past year with loss to creditors. The Probability of Failure - National Average represents the national failure rate and is provided for comparative purposes.
- The Financial Stress National Percentile reflects the relative ranking of a company among all scorable companies in D&Bs file.
- The Financial Stress Score offers a more precise measure of the level of risk than the Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.



| Norms  | National % |
|--|------------|
| This Business                                      | 64         |
| Region: WEST SOUTH CENTRAL                         | 44         |
| Industry: BUSINESS, LEGAL AND ENGINEERING SERVICES | 52         |
| Employee range: 1-9                                | 52         |
| Years in Business: 3-5                             | 39         |

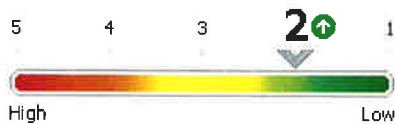
This Business has a Financial Stress Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

**Credit Score Summary**

The Commercial Credit Score predicts the likelihood that a company will pay its bills in a severely delinquent manner (90 days or more past terms), obtain legal relief from creditors or cease operations without paying all creditors in full over the next 12 months. Scores are calculated using a statistically valid model derived from D&B's extensive data files. The Credit Score class of 2 for this company shows that 10.6% of firms with this class paid one or more bills severely delinquent, which is lower than the average of businesses in D & B's database.

**Credit Score Class :**



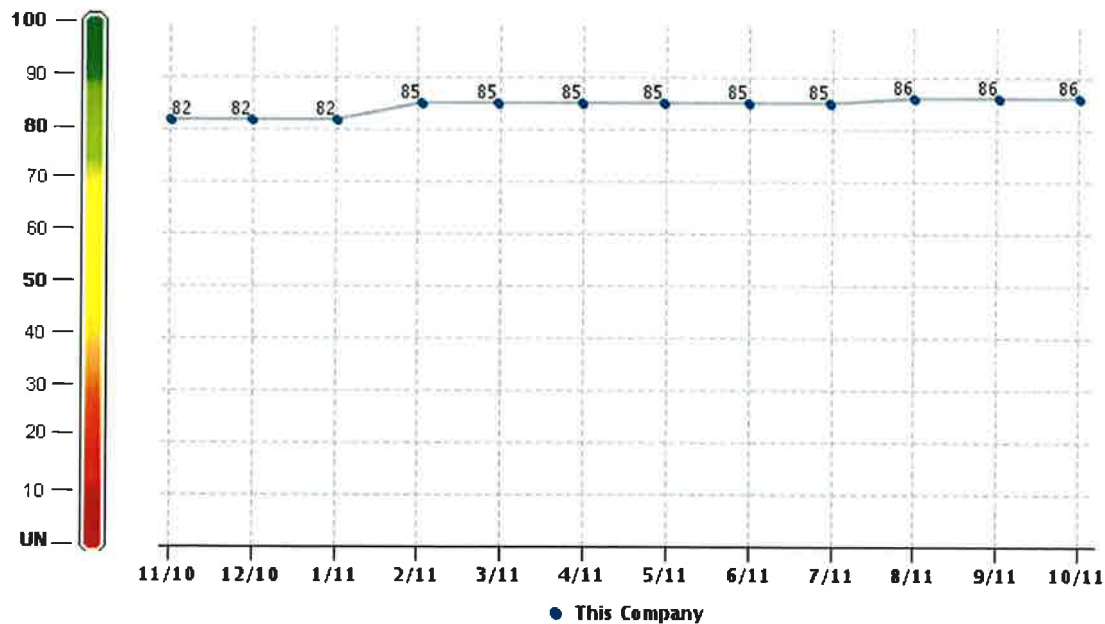
**Incidence of Delinquent Payment**

- Among Companies with this Classification: **10.60 %**
- Average compared to businesses in D&B's database: **23.50 %**
- Credit Score Percentile : **87** (Highest Risk: 1; Lowest Risk: 100)
- Credit Score : **474** (Highest Risk: 101; Lowest Risk:670)

The Credit Score Class of this business is based on the following factors:

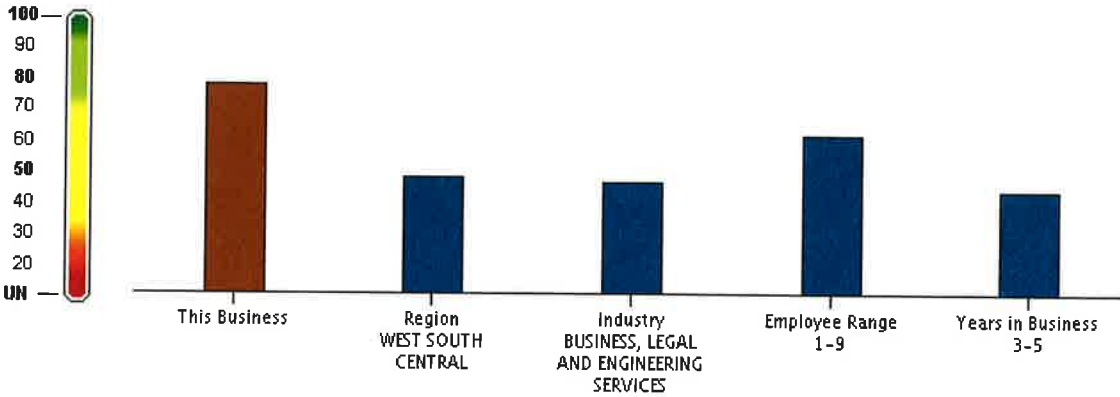
- Low number of satisfactory payments.
- General area credit conditions.
- Composite credit appraisal is rated fair.
- Low proportion of satisfactory payment experiences to total payment experiences.
- High number of inquiries to D & B over last 12 months.

**Credit Score Class Percentile Trend:**



**Notes:**

- The Commercial Credit Score Risk Class indicates that this firm shares some of the same business and financial characteristics of other companies with this classification. It does not mean the firm will necessarily experience severe delinquency.
- The incidence of delinquency shows the percentage of firms in a given percentile that are likely to pay creditors in a severely delinquent manner. The average incidence of delinquency is based on businesses in D&B's database and is provided for comparative purposes.
- The Commercial Credit Score percentile reflects the relative ranking of a firm among all scorable companies in D&B's file.
- The Commercial Credit Score offers a more precise measure of the level of risk than the Risk Class and Percentile. It is especially helpful to customers using a scorecard approach to determining overall business performance.



| Norms  | National % |
|--|------------|
| This Business                                      | 87         |
| Region: WEST SOUTH CENTRAL                         | 48         |
| Industry: BUSINESS, LEGAL AND ENGINEERING SERVICES | 46         |
| Employee range: 1-9                                | 66         |
| Years in Business: 3-5                             | 43         |

This business has a Credit Score Percentile that shows:

- Lower risk than other companies in the same region.
- Lower risk than other companies in the same industry.
- Lower risk than other companies in the same employee size range.
- Lower risk than other companies with a comparable number of years in business.

## Trade Payments

Currency: Shown in USD unless otherwise indicated

### D&B PAYDEX®

The D&B PAYDEX is a unique, weighted indicator of payment performance based on payment experiences as reported to D&B by trader references. Learn more about the D&B PAYDEX

Timeliness of historical payments for this company.

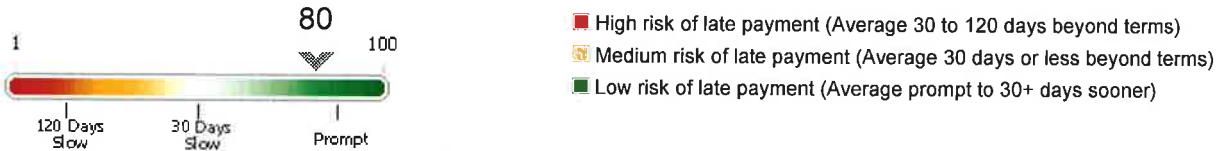
**Current PAYDEX is 80** Equal to generally within terms ( Pays same as the average for its industry of generally within terms )  
**Industry Median is 80** Equal to generally within terms  
**Payment Trend currently is ↔** Unchanged, compared to payments three months ago

Indications of slowness can be the result of dispute over merchandise, skipped invoices etc. Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

|   |       |
|---|-------|
| Total payment Experiences in D&Bs File (HQ)         | 15    |
| Payments Within Terms (not weighted)                | 100 % |
| Trade Experiences with Slow or Negative Payments(%) | 0.00% |

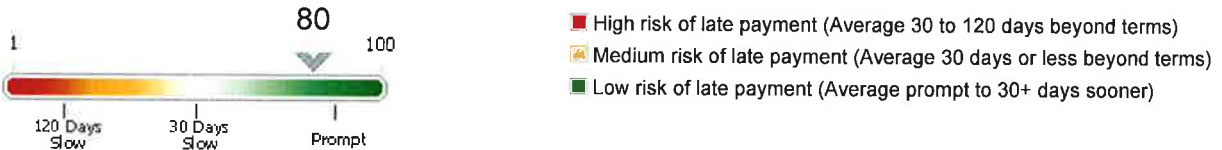
|                             |     |
|-----------------------------|-----|
| Total Placed For Collection | 0   |
| High Credit Average         | 144 |
| Largest High Credit         | 500 |
| Highest Now Owing           | 250 |
| Highest Past Due            | 0   |

**D&B PAYDEX**



When weighted by amount, payments to suppliers average generally within terms

**3-Month D&B PAYDEX**



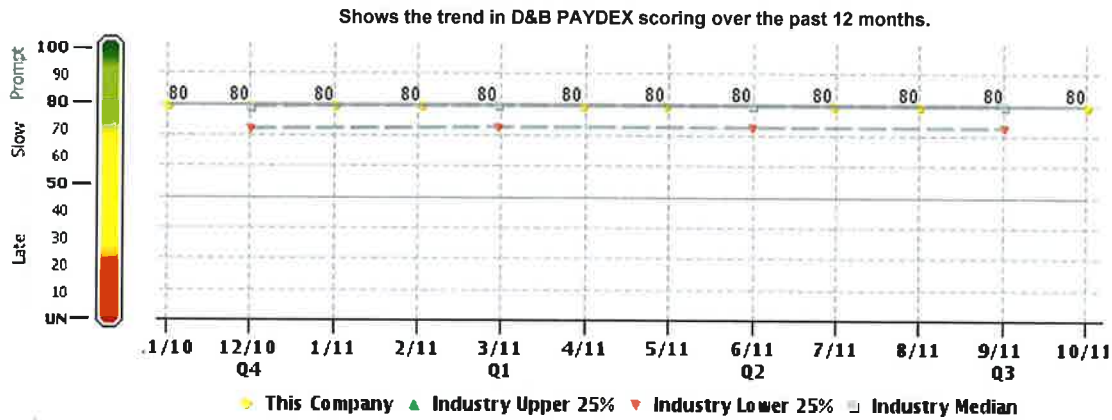
Based on payments collected over last 3 months.

When weighted by amount, payments to suppliers average within terms

**D&B PAYDEX® Comparison**

**Current Year**

PAYDEX® of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Business consulting services , based on SIC code 8748 .



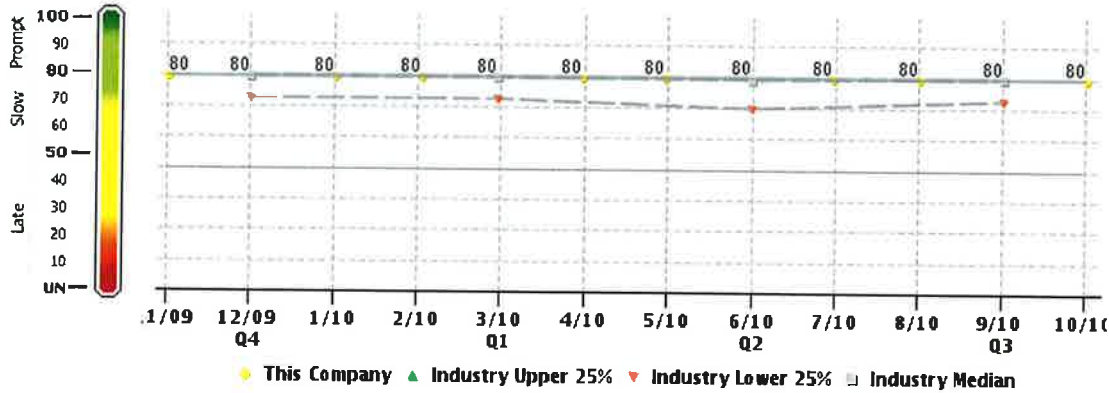
|                           | 11/10 | 12/10 | 1/11 | 2/11 | 3/11 | 4/11 | 5/11 | 6/11 | 7/11 | 8/11 | 9/11 | 10/11 |
|---------------------------|-------|-------|------|------|------|------|------|------|------|------|------|-------|
| <b>This Business</b>      | 80    | 80    | 80   | 80   | 80   | 80   | 80   | 80   | 80   | 80   | 80   | 80    |
| <b>Industry Quartiles</b> |       |       |      |      |      |      |      |      |      |      |      |       |
| Upper                     |       | 80    |      |      | 80   |      |      | 80   |      |      | 80   |       |
| Median                    |       | 79    |      |      | 80   |      |      | 80   |      |      | 80   |       |
| Lower                     |       | 72    |      |      | 73   |      |      | 73   |      |      | 73   |       |

- Current PAYDEX for this Business is 80 , or equal to generally within terms
- The 12-month high is 80 , or equal to GENERALLY WITHIN terms

- The 12-month low is 80 , or equal to GENERALLY WITHIN terms

**Previous Year**

Shows PAYDEX of this Business compared to the Primary Industry from each of the last four quarters. The Primary Industry is Business consulting services , based on SIC code 8748 .



| Previous Year             | 12/09<br>Q4'09 | 03/10<br>Q1'10 | 06/10<br>Q2'10 | 09/10<br>Q3'10 |
|---------------------------|----------------|----------------|----------------|----------------|
| <b>This Business</b>      | 80             | 80             | 80             | 80             |
| <b>Industry Quartiles</b> |                |                |                |                |
| Upper                     | 80             | 80             | 80             | 80             |
| Median                    | 80             | 80             | 79             | 80             |
| Lower                     | 73             | 73             | 70             | 73             |

Based on payments collected over the last 4 quarters.

- Current PAYDEX for this Business is 80 , or equal to generally within terms
- The present industry median Score is 80 , or equal to generally within terms
- Industry upper quartile represents the performance of the payers in the 75th percentile
- Industry lower quartile represents the performance of the payers in the 25th percentile

**Payment Habits**

For all payment experiences within a given amount of credit extended, shows the percent that this Business paid within terms. Provides number of experiences to calculate the percentage, and the total credit value of the credit extended.

| \$ Credit Extended | # Payment Experiences | Total Amount | % of Payments Within Terms |
|--------------------|-----------------------|--------------|----------------------------|
| Over 100,000       | 0                     | 0            | 0%                         |
| 50,000-100,000     | 0                     | 0            | 0%                         |
| 15,000-49,999      | 0                     | 0            | 0%                         |
| 5,000-14,999       | 0                     | 0            | 0%                         |
| 1,000-4,999        | 0                     | 0            | 0%                         |
| Under 1,000        | 9                     | 1,300        | 100%                       |

Based on payments collected over last 12 months.

All Payment experiences reflect how bills are paid in relation to the terms granted. In some instances, payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.

**Payment Summary**

- There are 15 payment experience(s) in D&Bs file for the most recent 24 months, with 7 experience(s) reported during the last three month period.



- The highest Now Owes on file is 250 . The highest Past Due on file is 0

Below is an overview of the companys currency-weighted payments, segmented by its suppliers primary industries:

|                                 | Total Revd (#) | Total Amts | Largest High Credit | Within Terms (%) | Days Slow <31 31-60 61-90 90> (%) (%) (%) (%) |   |   |   |
|---------------------------------|----------------|------------|---------------------|------------------|---|---|---|---|
| <b>Top Industries</b>           |                |            |                     |                  |   |   |   |   |
| Radiotelephone commun           | 3              | 500        | 250                 | 100              | 0   | 0 | 0 | 0 |
| Nonclassified                   | 2              | 300        | 250                 | 100              | 0   | 0 | 0 | 0 |
| Whol electrical equip           | 2              | 100        | 50                  | 100              | 0   | 0 | 0 | 0 |
| Electric services               | 1              | 250        | 250                 | 100              | 0   | 0 | 0 | 0 |
| Lithographic printing           | 1              | 100        | 100                 | 100              | 0   | 0 | 0 | 0 |
| Mfg misc office eqpt            | 1              | 50         | 50                  | 100              | 0   | 0 | 0 | 0 |
| Photocopying service            | 1              | 0          | 0                   | 0                | 0   | 0 | 0 | 0 |
| <b>Other payment categories</b> |                |            |                     |                  |   |   |   |   |
| Cash experiences                | 4              | 650        | 500                 |                  |   |   |   |   |
| Payment record unknown          | 0              | 0          | 0                   |                  |   |   |   |   |
| Unfavorable comments            | 0              | 0          | 0                   |                  |   |   |   |   |
| <b>Placed for collections:</b>  |                |            |                     |                  |   |   |   |   |
| With D&B                        | 0              | 0          | 0                   |                  |   |   |   |   |
| Other                           | 0              | N/A        | 0                   |                  |   |   |   |   |
| Total in D&Bs file              | 15             | 1,950      | 500                 |                  |   |   |   |   |

Accounts are sometimes placed for collection even though the existence or amount of the debt is disputed.

Indications of slowness can be result of dispute over merchandise, skipped invoices etc.

**Detailed payment history for this company**


| Date Reported (mm/yy) | Paying Record           | High Credit | Now Owes | Past Due | Selling Terms | Last Sale Within (month) |
|-----------------------|-------------------------|-------------|----------|----------|---------------|--------------------------|
| 09/11                 | Ppt                     | 250         | 0        | 0        |               | 2-3 mos                  |
|                       | Ppt                     | 250         | 0        | 0        |               | 2-3 mos                  |
|                       | Ppt                     | 50          | 0        | 0        | N30           | 1 mo                     |
|                       | Ppt                     | 50          | 0        | 0        | N30           | 1 mo                     |
|                       | Ppt                     | 50          | 0        | 0        | N30           | 1 mo                     |
|                       | (006) Cash own option . | 500         | 0        | 0        |               | 6-12 mos                 |
|                       | (007)                   | 50          |          |          | Cash account  | 1 mo                     |
| 04/11                 | Ppt                     | 250         | 0        | 0        |               | 6-12 mos                 |
| 03/11                 | Ppt                     | 100         |          |          |               | 2-3 mos                  |
|                       | (010)                   | 50          |          |          | Cash account  | 1 mo                     |
| 12/10                 | Ppt                     | 250         | 250      | 0        |               | 1 mo                     |
| 10/10                 | Ppt                     | 0           | 0        | 0        |               | 1 mo                     |
|                       | (013)                   | 50          |          |          | Cash account  | 6-12 mos                 |
| 09/10                 | Ppt                     | 0           | 0        |          |               | 6-12 mos                 |
| 12/09                 | Ppt                     | 50          | 0        | 0        |               | 6-12 mos                 |



Payments Detail Key: 30 or more days beyond terms

Payment experiences reflect how bills are paid in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices, etc. Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.

## Public Filings

Currency: Shown in USD unless otherwise indicated 

### Summary

A check of D&B's public records database indicates that no filings were found for WEIR ENVIRONMENTAL, LLC at 5732 Salmen St Ste C , Harahan LA .

D&B's extensive database of public record information is updated daily to ensure timely reporting of changes and additions. It includes business-related suits, liens, judgments, bankruptcies, UCC financing statements and business registrations from every state and the District of Columbia, as well as select filing types from Puerto Rico and the U.S. Virgin Islands.

D&B collects public records through a combination of court reporters, third parties and direct electronic links with federal and local authorities. Its database of U.S. business-related filings is now the largest of its kind.

### Government Activity

#### Activity summary


|  |    |
|--|----|
| Borrower (Dir/Guar)                    | NO |
| Administrative Debt                    | NO |
| Contractor                             | NO |
| Grantee                                | NO |
| Party excluded from federal program(s) | NO |

#### Possible candidate for socio-economic program consideration

|                     |            |
|---------------------|------------|
| Labour Surplus Area | N/A        |
| Small Business      | YES (2011) |
| 8(A) firm           | N/A        |

The details provided in the Government Activity section are as reported to Dun & Bradstreet by the federal government and other sources.

## History & Operations

Currency: Shown in USD unless otherwise indicated 

### Company Overview

|                 |   |
|-----------------|---|
| Company Name:   | WEIR ENVIRONMENTAL, LLC                                     |
| Street Address: | 5732 Salmen St Ste C<br>Harahan , LA 70123                  |
| Phone:          | 504 655-8850  |
| URL:            | <a href="http://www.weirenv.com">http://www.weirenv.com</a> |

|                                   |          |
|-----------------------------------|----------|
| <b>History</b>                    | Is clear |
| <b>Present management control</b> | 3 years  |

## History

The following information was reported: **10/03/2011**

**Officer(s):** AMANDA WEIR, MBR

This business was registered as a Limited Liability Company in the state of Louisiana on August 6, 2008.

Ownership information provided verbally by Amanda Gifford, Member, on Aug 10 2009.

Business started 2008.

AMANDA WEIR. Graduated Louisiana State University in 2005 with a B.S. degree. 2008 - present active here; 2005 - 2008 active at RGA ENVIRONMENTAL in Metairie, LA; Full antecedents are undetermined;.

Business address has changed from 200 W Saint Avide St, Chalmette, LA, 70043 to 302 Foster Dr, Houma, LA, 70363.

## Operations

**10/03/2011**

Provides business consulting services, specializing in environmental services (100%).

**Description:** Terms are cash, checks, credit cards, electronic transfers and net 30 days. Sells to commercial concerns.  
Territory : Regional.

**Employees:** 6 which includes partners.

**Facilities:** Rents 1,500 sq. ft. in building.

**Location:** Commercial section.

## SIC & NAICS

### SIC:

Based on information in our file, D&B has assigned this company an extended 8-digit SIC. D&B's use of 8-digit SICs enables us to be more specific about a company's operations than if we use the standard 4-digit code.


The 4-digit SIC numbers link to the description on the Occupational Safety & Health Administration (OSHA) Web site. Links open in a new browser window.

8748 9905 Environmental consultant

### NAICS:

541620 Environmental Consulting Services

## Financials

**Currency:** Shown in USD unless otherwise indicated 

### Company Financials: D&B

D&B currently has no financial information on file for this company.  
You can ask D&B to make a personalized request to this company on your behalf to obtain its latest financial information by clicking the Request Financial Statements button below.

### Additional Financial Data

The name and address of this business have been confirmed by D & B using available sources.

**Key Business Ratios**

D & B has been unable to obtain sufficient financial information from this company to calculate business ratios. Our check of additional outside sources also found no information available on its financial performance.

To help you in this instance, ratios for other firms in the same industry are provided below to support your analysis of this business.

Based on this Number of Establishments

46

**Industry Norms Based On 46 Establishments**

|                                   | This Business | Industry Median | Industry Quartile |
|-----------------------------------|---------------|-----------------|-------------------|
| <b>Profitability</b>              |               |                 |                   |
| Return on Sales                   | UN            | 4.0             | UN                |
| Return on Net Worth               | UN            | 26.5            | UN                |
| <b>Short-Term Solvency</b>        |               |                 |                   |
| Current Ratio                     | UN            | 2.4             | UN                |
| Quick Ratio                       | UN            | 1.9             | UN                |
| <b>Efficiency</b>                 |               |                 |                   |
| Assets/Sales (%)                  | UN            | 34.1            | UN                |
| Sales / Net Working Capital       | UN            | 5.8             | UN                |
| <b>Utilization</b>                |               |                 |                   |
| Total Liabilities / Net Worth (%) | UN            | 71.9            | UN                |

UN = Unavailable

**Detailed Trade Risk Insight™**

Detailed Trade Risk Insight provides detailed updates on over 1.5 billion commercial trade experiences collected from more than 260 million unique supplier/purchaser relationships.

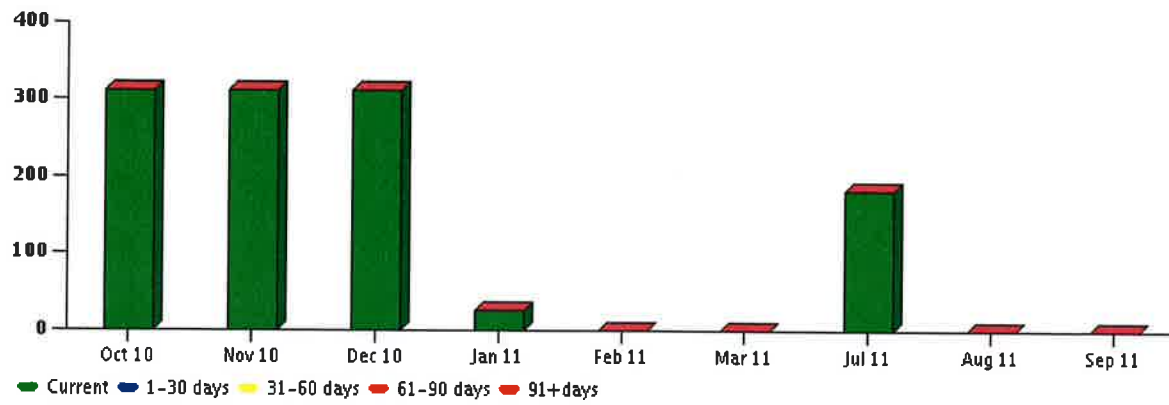
**12 months** from Nov 10 to Oct 11



**Derogatory Events Last 9 Months from Oct 10 to Sep 11**

No Derogatory trade Event has been reported on this company for the past 13 Months

**Total Amount Current and Past Due - 9 month trend from Oct 10 to Sep 11**



| Status                     | Oct-10 | Nov-10 | Dec-10 | Jan-11 | Feb-11 | Mar-11 | Jul-11 | Aug-11 | Sep-11 |
|----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| <b>Total</b>               | 312    | 312    | 312    | 27     | 0      | 0      | 182    | 0      | 0      |
| <b>Current</b>             | 312    | 312    | 312    | 27     | -      | -      | 182    | -      | -      |
| <b>1-30 Days Past Due</b>  | -      | -      | -      | -      | -      | -      | -      | -      | -      |
| <b>31-60 Days Past Due</b> | -      | -      | -      | -      | -      | -      | -      | -      | -      |
| <b>61-90 Days Past Due</b> | -      | -      | -      | -      | -      | -      | -      | -      | -      |
| <b>90+ Days Past Due</b>   | -      | -      | -      | -      | -      | -      | -      | -      | -      |

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**PERSONAL FINANCIAL STATEMENT**

As of October 18 , 2011

Complete this form for: (1) each proprietor, or (2) each limited partner who owns 20% or more interest and each general partner, or (3) each stockholder owning 20% or more of voting stock, or (4) any other person or entity providing a guaranty on the loan.

|   |                                       |
|---|---------------------------------------|
| Name <b>Amanda Weir</b>   | Business Phone <b>(504) 324-9667</b>  |
| Residence Address <b>1220 Short Street</b>                            | Residence Phone <b>(504) 655-8850</b> |
| City, State, & Zip Code <b>New Orleans, LA 70118</b>                  |                                       |
| Business Name of Applicant/Borrower <b>Weir Environmental, L.L.C.</b> |                                       |

| ASSETS<br>(Omit Cents)   | LIABILITIES<br>(Omit Cents)                                 |
|--|---|
| Cash on hand & in Banks . . . . . \$ <u>6,000</u>                    | Accounts Payable . . . . . \$ <u>          </u>             |
| Savings Accounts . . . . . \$ <u>70</u>                              | Notes Payable to Banks and Others. . . . . \$ <u>27,838</u> |
| IRA or Other Retirement Account . . . . . \$ <u>7,691</u>            | (Describe in Section 2)                                     |
| Accounts & Notes Receivable. . . . . \$ <u>          </u>            | Installment Account (Auto) . . . . . \$ <u>11,491</u>       |
| Life Insurance-Cash Surrender Value Only . . . . . \$ <u>100,000</u> | Mo. Payments \$ <u>409</u>                                  |
| (Complete Section 8)   | Installment Account (other). . . . . \$ <u>          </u>   |
| Stocks and Bonds . . . . . \$ <u>          </u>                      | Mo. Payments \$ <u>          </u>                           |
| (Describe in Section 3)  | Loans on Life Insurance . . . . . \$ <u>          </u>      |
| Real Estate . . . . . \$ <u>190,000</u>                              | Mortgages on Real Estate . . . . . \$ <u>182,556</u>        |
| (Describe in Section 4)  | (Describe in Section 4)                                     |
| Automobile-Present Value . . . . . \$ <u>18,490</u>                  | Unpaid Taxes . . . . . \$ <u>          </u>                 |
| Other Personal Property . . . . . \$ <u>          </u>               | (Describe in Section 6)                                     |
| (Describe in Section 5)  | Other Liabilities . . . . . \$ <u>          </u>            |
| Other Assets . . . . . \$ <u>          </u>                          | (Describe in Section 7)                                     |
| (Describe in Section 5)  | Total Liabilities . . . . . \$ <u>221,885</u>               |
| <b>Total</b> \$ <u>322,251</u>                                       | Net Worth . . . . . \$ <u>100,366</u>                       |
|  | <b>Total</b> \$ <u>322,251</u>                              |

**Section 1. Source of Income**

|   |
|---|
| Salary . . . . . \$ <u>60,000</u>                             |
| Net Investment Income . . . . . \$ <u>          </u>          |
| Real Estate Income . . . . . \$ <u>          </u>             |
| Other Income (Describe Below)* . . . . . \$ <u>          </u> |

**Contingent Liabilities**

|   |
|---|
| As Endorser or Co-Maker . . . . . \$ <u>          </u>          |
| Legal Claims & Judgments . . . . . \$ <u>          </u>         |
| Provision for Federal Income Tax . . . . . \$ <u>          </u> |
| Other Special Debt . . . . . \$ <u>          </u>               |

Description of Other Income in Section 1.

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\*Alimony or child support payments need not be disclosed in "Other Income" unless it is desired to have such payments counted toward total income.

**Section 2. Notes Payable to Bank and Others. (Use attachments if necessary. Each attachment must be identified as a part of this statement and signed).**

| Name and Address of Noteholders (s) | Original Balance | Current Balance | Payment Amount | Frequency (monthly,etc.) | How Secured or Endorsed Type of Collateral |
|-------------------------------------|------------------|-----------------|----------------|--------------------------|--|
| <b>AES - Student Loans</b>          | 35,402           | 27,838          | 200            | Monthly                  | Unsecured                                  |
|                                     |                  |                 |                |                          |  |
|                                     |                  |                 |                |                          |  |
|                                     |                  |                 |                |                          |  |
|                                     |                  |                 |                |                          |  |

(tumble)

| Section 3. Stocks and Bonds. (Use attachments if necessary. Each attachment must be identified as a part of this statement and signed). |                    |      |                                 |                            |             |
|---|--------------------|------|---------------------------------|----------------------------|-------------|
| Number of Shares  | Name of Securities | Cost | Market Value Quotation/Exchange | Date of Quotation/Exchange | Total Value |
|   |                    |      |                                 |                            |             |
|   |                    |      |                                 |                            |             |
|   |                    |      |                                 |                            |             |
|   |                    |      |                                 |                            |             |

| Section 4. Real Estate Owned. (List each parcel separately. Use attachments if necessary. Each attachment must be identified as a part of this statement and signed). |                                       |                                       |            |
|---|---------------------------------------|---------------------------------------|------------|
|   | Property A                            | Property B                            | Property C |
| Type of Property  | Residential Rental                    |                                       |            |
| Address   | 1462 Hillary Rd.<br>Slidell, LA 70461 | 1462 Hillary Rd.<br>Slidell, LA 70461 |            |
| Date Purchased  | 03/01/2006                            |                                       |            |
| Original Cost   | 170,000                               |                                       |            |
| Present Market Value  | 190,000                               |                                       |            |
| Name & Address of Mortgage Holder   | Chase                                 | SBA -                                 |            |
| Mortgage Account Number   |                                       |                                       |            |
| Mortgage Balance  | 96,556                                | 86,000                                |            |
| Amount of Payment per Month/Year  | 1,071                                 | 157                                   |            |
| Status of Mortgage  | Current                               | Current                               |            |

**Section 5. Other Personal Property and Other Assets.** (Describe, and if any is pledged as security, state name and address of lien holder, amount of lien, terms of payment, and if delinquent, describe delinquency).

**Section 6. Unpaid Taxes.** (Describe in detail, as to type, to whom payable, when due, amount, and to what property, if any, a tax lien attaches).

**Section 7. Other Liabilities.** (Describe in detail).

**Section 8. Life Insurance Held.** (Give face amount and cash surrender value of policies - name of insurance company and beneficiaries)  
**Globe Life (life insurance detailed information pending).**

I authorize Lender to make inquiries as necessary to verify the accuracy of the statements made and to determine my creditworthiness. I certify the above and the statements contained in the attachments are true and accurate as of the stated date(s). These statements are made for the purpose of either obtaining a loan or guaranteeing a loan. I understand FALSE statements may result in forfeiture of benefits and possible prosecution by the U.S. Attorney General (Reference 18 U.S.C. 1001).

Signature: **Amanda Weir** Date: \_\_\_\_\_ Social Security Number: **437-59-5431**

Signature: \_\_\_\_\_ Date: \_\_\_\_\_ Social Security Number: \_\_\_\_\_

PLEASE DO NOT SEND FORMS TO OMB.

\*\*\*\*\* Experian Credit Profile \*\*\*\*\*

\*  
\*

\*\*\*\*\* Dept: Standard; XPN/ Entered by: Supervisor \*\*\*\*\*

PULLED: 10/27/2011 2:40:36 PM APP ID: 32 TRACKING ID:

WEIR,AMANDA 437595431;  
CA-1220 SHORT ST/NEW ORLEANS LA 70118;  
E-WEIR ENVIRONMENTAL LLC/5732 SALMEN/NEW ORLEANS LA 70123;  
RM-3,RM-4,V-07/999/3.25,H-Y;

PAGE 1 DATE 10-27-2011 TIME 14:43:09 VA01 TLA1

AMANDA M WEIR SS: 437-59-5431 E: XXX  
1220 SHORT ST YOY: 1983 RPTD: 10-01 I  
NEW ORLEANS LA 701182749  
RPTD: 9-11 TO 10-11 U 3X  
LAST SUB: 3182310

\*302 FOSTER DR  
HOUMA LA 703636931  
RPTD: 11-05 TO 4-11 U 7X

\*1014 WASHINGTON AVE  
NEW ORLEANS LA 701305540  
RPTD: 6-10 TO 8-10 U 2X

\*AMANDA W GIFFORD

----- FRAUD SHIELD SUMMARY -----

INPUT SSN ISSUED 1985-1987 INQ: MISCELLANEOUS SERVICE:  
INQUIRY ADDRESS FIRST REPORTED < 90 DAYS GRUPO AVATAR  
FROM 7-01-11 INQ COUNT FOR SSN=2 1220 SHORT ST  
FROM 7-01-11 INQ COUNT FOR ADDRESS=1 NEW ORLEANS LA 70118  
504.866.8127

----- PROFILE SUMMARY -----

PUBLIC RECORDS-----0 PAST DUE AMT-----\$0 INQUIRIES---3 CNT 07/06/00/00  
INST/OTH BAL---\$39,779 SCH/EST PAY-----\$765 INQS/6 MO---2 Satisf ACCTS--24  
R ESTATE BAL---\$96,556 R ESTATE PAY----\$1,071 TRADELINE--29 NOW DEL/DRG---0  
TOT REV BAL----\$11,732 TOT REV AVAIL-----51% PAID ACCT--16 WAS DEL/DRG---5  
OLD TRADE--5-00

----- SCORE SUMMARY -----

NEW NATIONAL RISK SCORE = 66 SCORE FACTORS: 08, 04, 05, 26  
NEW NATL EQUIV SCORE = 707 SCORE FACTORS: 08, 04, 05, 26

----- TRADES -----

| SUBSCRIBER                                       | OPEN    | AMT-TYP1   | AMT-TYP2 | ACCTCOND     | PYMT STATUS  |
|--|---------|------------|----------|--------------|--------------|
| SUB# KOB TYP TRM ECOA BALDATE                    | BALANCE | PYMT LEVEL | MOS REV  | PYMT HISTORY | BY MONTH     |
| ACCOUNT #  | LAST PD | MONTH PAY  | PAST DUE | MAXIMUM      |              |
| *BANK OF AMERICA                                 | 8-01    | \$500-L    | \$699-H  | CLOSED       | CUR WAS 30-3 |
| 1230206 BC CRC REV 1 5-01-08                     | \$0     | 5-08       | (40)     | B-----       | CCC          |
| 9014   | 1-07    | \$15       | 2-06/1   | CCCCC1       | CCCCCC       |
| ** ACCOUNT CLOSED AT CONSUMER'S REQUEST **       |         |            |          |              |              |
| *WFNNB/VICTORIAS SECRET                          | 10-01   | \$650-L    | \$279-H  | CLOSED       | CURR ACCT    |
| 1007067 DZ CHG REV 1 12-18-05                    | \$0     | 12-05      | (51)     | BCCCCCCCCCCC | CCCC00CC0000 |
| 89323  | 11-05   |            |          |              |              |
| ** ACCOUNT CLOSED AT CONSUMER'S REQUEST **       |         |            |          |              |              |
| ** ACCOUNT CLOSED AT CREDIT GRANTOR'S REQUEST ** |         |            |          |              |              |
| *WFNNB/LIMITED                                   | 8-05    | \$350-L    | \$63-H   | CLOSED       | CURR ACCT    |
| 1348740 ZR CHG REV 1 12-18-05                    | \$0     | 12-05      | (5)      | BCCC0        |              |
| 84330  | 11-05   |            |          |              |              |

\*\* ACCOUNT CLOSED AT CONSUMER'S REQUEST \*\*

|  |                                |                                 |                    |              |  |
|--|--------------------------------|---------------------------------|--------------------|--------------|--|
| ASI FEDERAL CREDIT UNI<br>1726980 FC BPG UNK<br>613623 | 7-10<br>2 5-31-11              | \$15,000-L                      | \$10,130-H<br>5-11 | PAID<br>(11) | CURR ACCT<br>B000000000C                     |
| CAPITAL ONE, NA<br>9603175 FF UNS<br>117701415100      | 1-08<br>12 1 11-29-08<br>11-08 | \$2,530-O                       | 11-08              | PAID<br>(11) | CURR ACCT<br>BCCCCCCCCC                      |
| CHASE MANHATTAN MTGE<br>2991739 FM R/C<br>1905234063   | 6-06<br>2Y 2 9-11-07<br>9-07   | \$170,000-O                     | 9-07               | PAID<br>(14) | CURR ACCT<br>BCCCCCCCCC--<br>C               |
| SALLIE MAE<br>1993837 EL EDU 120<br>905722047610001    | 8-04<br>1 8-31-06<br>8-06      | \$5,500-O                       | 8-06               | PAID<br>(25) | CURR ACCT<br>BCCCCCCCCCCCC<br>CCCCCCCCCCCC   |
| NELNET LOANS<br>1907757 EL EDU 240<br>9543109          | 8-05<br>1 8-21-06<br>11-05     | \$24,765-O                      | 8-06               | PAID<br>(13) | CURR ACCT<br>BCCCCCCCCCCCC                   |
| NELNET LOANS<br>1907757 EL EDU 240<br>9543108          | 8-05<br>1 8-21-06<br>11-05     | \$5,032-O                       | 8-06               | PAID<br>(13) | CURR ACCT<br>BCCCCCCCCCCCC                   |
| NELNET LOANS<br>1907757 EL EDU 120<br>9543107          | 10-03<br>1 11-21-05            | \$5,000-O                       | 11-05              | PAID<br>(23) | CURR ACCT<br>BCCCCCCCCCCCC<br>CCCCCCCCCCCC   |
| NELNET LOANS<br>1907757 EL EDU 120<br>9543102          | 9-01<br>1 8-22-05              | \$4,000-O                       | 8-05               | PAID<br>(46) | CURR ACCT<br>BCCCCCCCCCCCC<br>CCCCCCCCCCCC   |
| NELNET LOANS<br>1907757 EL EDU 120<br>9543103          | 9-02<br>1 8-22-05              | \$2,625-O                       | 8-05               | PAID<br>(34) | CURR ACCT<br>BCCCCCCCCCCCC<br>CCCCCCCCCCCC   |
| NELNET LOANS<br>1907757 EL EDU 120<br>9543104          | 12-02<br>1 8-22-05             | \$4,000-O                       | 8-05               | PAID<br>(30) | CURR ACCT<br>BCCCCCCCCCCCC<br>CCCCCCCCCCCC   |
| NELNET LOANS<br>1907757 EL EDU 120<br>9543105          | 8-03<br>1 8-22-05              | \$5,032-O                       | 8-05               | PAID<br>(23) | CURR ACCT<br>BCCCCCCCCCCCC<br>CCCCCCCCCCCC   |
| NELNET LOANS<br>1907757 EL EDU 120<br>9543106          | 8-03<br>1 8-22-05              | \$468-O                         | 8-05               | PAID<br>(23) | CURR ACCT<br>BCCCCCCCCCCCC<br>CCCCCCCCCCCC   |
| NELNET LOANS<br>1907757 EL EDU 120<br>9543101          | 8-01<br>1 8-22-05              | \$2,625-O                       | 8-05               | PAID<br>(47) | CURR ACCT<br>BCCCCCCCCCCCC<br>CCCCCCCCCCCC   |
| NELNET LNS<br>3909352 EL EDU 120<br>9543101            | 9-04<br>1 8-22-05              | \$4,282-O                       | 8-05               | PAID<br>(10) | CURR ACCT<br>BCCCCCCCCC                      |
| *AES<br>9992540 EL EDU 240<br>7390846140PA00002        | 8-06<br>1 9-30-11<br>9-11      | \$10,646-O<br>\$8,430<br>\$60   | 1-07               | OPEN<br>(61) | CUR WAS 60-3<br>CCCCCCCCCCCC<br>CCCCCCCCCCCC |
| *AES<br>9992540 EL EDU 240<br>7390846140PA00001        | 8-06<br>1 9-30-11<br>9-11      | \$24,756-O<br>\$19,408<br>\$140 | 1-07               | OPEN<br>(61) | CUR WAS 60-3<br>CCCCCCCCCCCC<br>CCCCCCCCCCCC |
| *CAP ONE   | 7-07                           | \$3,000-L                       | \$3,246-H          | OPEN         | CUR WAS 30-3                                 |



|                        |   |          |             |            |         |               |
|------------------------|---|----------|-------------|------------|---------|---------------|
| 1270246 BC CRC REV     | 1 | 10-10-11 | \$1,410     | 3-11       | (51)    | CCCCCC001CC1C |
| 517805723226           |   | 9-11     | \$40        |            |         | CCC1CCCCC-C   |
| *WFNNB/EXPRESS         |   |          |             |            |         |               |
| 1348760 CG CHG REV     | 1 | 10-07-11 | \$900-L     | \$1,084-H  | OPEN    | CUR WAS 30    |
| 50873                  |   | 6-11     | \$0         | 11-08      | (57)    | NN0CCC0000000 |
|                        |   |          | \$10        |            | 11-08/1 | 000CCCCCCCCC  |
| GECRB/PAYPAL EXTRAS MC |   |          |             |            |         |               |
| 1647480 BC CRC REV     | 1 | 10-20-11 | \$2,000-L   |            | OPEN    | CURR ACCT     |
| 521853101406           |   |          | \$0         | 10-11      | ( 2)    | 00            |
|                        |   |          | UNK         |            |         |               |
| CAP ONE                |   |          |             |            |         |               |
| 1270246 BC CRC REV     | 1 | 10-19-11 | \$1,000-L   | \$1,216-H  | OPEN    | CURR ACCT     |
| 412174204005           |   | 10-08    | \$0         | 10-11      | (77)    | 0000000000000 |
|                        |   |          | \$10        |            |         | 0000000000000 |
| WFNNB/DRESS BARN       |   |          |             |            |         |               |
| 1349190 CZ CHG REV     | 1 | 10-18-11 | \$1,000-L   | \$322-H    | OPEN    | CURR ACCT     |
| 585637244615           |   |          | \$322       | 10-11      | ( 2)    | CC            |
|                        |   |          | \$17        |            |         |               |
| CHASE                  |   |          |             |            |         |               |
| 3182310 BC CRC REV     | 1 | 10-12-11 | \$600-L     | \$4,056-H  | OPEN    | CURR ACCT     |
| 441712304535           |   | 9-11     | \$0         | 10-11      | (21)    | 0CCCCCCCCCCCC |
|                        |   |          | \$10        |            |         | CCCCCCCC      |
| GEMB/WALMART           |   |          |             |            |         |               |
| 1327500 DV CHG REV     | 1 | 10-11-11 | \$600-L     | \$667-H    | OPEN    | CURR ACCT     |
| 603220352295           |   | 4-11     | \$0         | 10-11      | (27)    | 00000CCCCCCCC |
|                        |   |          | \$20        |            |         | 0CCC00000CCC  |
| CHASE                  |   |          |             |            |         |               |
| 1101969 BB AUT 72      | 2 | 9-30-11  | \$23,701-O  |            | OPEN    | CURR ACCT     |
| 10824210133402         |   | 9-11     | \$11,941    | 9-11       | (37)    | CCCCCCCCCCCCC |
|                        |   |          | \$409       |            |         | CCCCCCCCCCCCC |
| ASI FEDERAL CREDIT UNI |   |          |             |            |         |               |
| 1726980 FC BPG LOC     | 2 | 9-30-11  | \$15,000-L  | \$15,000-H | OPEN    | CURR ACCT     |
| 613623                 |   |          | \$10,000    | 9-11       | ( 5)    | C0C00         |
|                        |   |          | \$34        |            |         |               |
| CHASE                  |   |          |             |            |         |               |
| 3900510 FM R/C 30Y     | 2 | 5-15-10  | \$100,000-O |            | OPEN    | CURR ACCT     |
| 4651829183497          |   | 4-10     | \$96,556    | 5-10       | (32)    | C-C-----CCC   |
|                        |   |          | \$1,071     |            |         | CCCCCCCCCCCCC |

----- INQUIRIES -----

|                     |         |            |         |
|---------------------|---------|------------|---------|
| WFNNB/DRESS BARN    | 9-10-11 | 2312070 CZ |         |
| AMEX                | 8-15-11 | 1234990 BC |         |
| CSC CREDIT SERVICES | 1-08-10 | 1000942 FM | UNK R/C |

CONSUMER ASSISTANCE CONTACT: EXPERIAN  
 701 EXPERIAN PARKWAY, PO BOX 2002, ALLEN, TX 75013 888.397.3742


END -- EXPERIAN

\*\*\*END REPORT PULLED 10/27/2011 2:40:36 PM [B-0/F-0/P-0/O-0/S-0] FOR 32/32\*\*\*\*

# JEDCO

Jefferson Parish Economic Development Commission

TO: JEDCO Finance Committee Members

FROM: Corinne S. Pritchett   
Financing Programs Coordinator

SUBJECT: Problem Loan Report

DATE: November 9, 2011

**Smith Appraisers** – BRGL Phase I – Balance \$86,930.60. Three-month deferment ended 7/11 and payments were to resume 8/11. No payments have been received. Engaged attorney to send a letter advising borrower of the delinquency. Letter was sent on 11/2/11.

**The GR Group HSO, LLC** – BRGL Phase I – Balance -\$121,794.79. Past due for September and October 2011. Engaged attorney to send letter advising 60 days past due. Letter was sent on 11/2/11.

**Keller Supply, LLC** – BRGL Phase II – Balance - \$47,872.41 - Sent Demand Letters on 10/4/11 for payments due July, August and September. Received July payment on 10/27/11. Payments now due for August, September and October 2011. Owner called on 10/26/11 informed staff that he sent the July payment and would send another payment the following week. Owner working with staff to bring loan current

**Caffe Fresca, Inc.** – BRGL Phase II – Balance \$54,381.60. Received July payment on 10/11/11 and August payment on 10/25/11. Payments due for September and October 2011. Owners working with staff to bring loan current.

**Cotton Electric, LLC** – EDA – Balance - \$151,845.60. Received July and August payments on 10/26/11. Payments due for September and October 2011. Owners working with staff to bring loan current.

| <b>JEDCO LOAN REVIEW</b>   |  | <b>October 7, 2011</b>         |
|--|--|--------------------------------|
| Borrower:  | Z Hospitality, LLC   |                                |
| Trade Name:  | Restaurant des Familles  |                                |
| Reviewer:  | Jessica Lobue  |                                |
| Loan Officer:  | Alberto Queral   |                                |
| Previous Grade / Current Grade:  | First Review   |                                |
| <b><u>OPERATIONS:</u></b>  |  |                                |
| Business / NAICS #:  | Full Service Restaurant /722110  |                                |
| Guarantor(s):  | Brooke and Bryan Zar   |                                |
| <b><u>LOAN INFORMATION:</u></b>  |  |                                |
| Payments:  | Current <input checked="" type="checkbox"/> Past due <input type="checkbox"/> No. of Pmts. _____                                 |                                |
| Type of Loan:  | Loan 1) EDA<br>Loan 2) LRCF  |                                |
| Date JEDCO Funded:   | 1) June 14, 2010<br>2) June 27, 2011   |                                |
| Total Project/ JEDCO Portion:  | 1) \$600,000 / \$270,000<br>2) \$45,332 / \$40,799   |                                |
| JEDCO Current Balance:   | 1) \$257,616.22<br>2) \$38,984.01  |                                |
| Maturity Date of JEDCO's Loan:   | 1) June 2030<br>2) July 2016   |                                |
| Private Lender:  | 1) RLC/SBIDCO<br>2) N/A  |                                |
| Private Lender Current Balance:  | \$260,950.80   |                                |
| <b><u>COLLATERAL INFORMATION</u></b>   |  | <b><u>SERVICING STATUS</u></b> |
| Date of Site Visit: 10/7/11  | Business Financials: Current <input checked="" type="checkbox"/><br>Date of last Stmt. 4/30/2011. Cash flow coverage: 1.38 times |                                |
| Type of Collateral: Land & Bldg. <input checked="" type="checkbox"/> Equipment <input checked="" type="checkbox"/><br>Residence <input type="checkbox"/> Other <input type="checkbox"/> _____                      | Personal Financials: Current <input checked="" type="checkbox"/><br>Date of last Stmt. 5/2011                                    |                                |
| Condition of Collateral: Good  |  |                                |
| Value of Collateral: R.E. \$575,000.00<br>FF&E \$113,099.00  | Insurance: Current <input checked="" type="checkbox"/> _____<br>Need <input type="checkbox"/> _____ Last paid _____              |                                |
| Valuation Method/ Date: R.E. Appraisal -<br>4/01/2010. FF&E - Book Value 4/30/11   |  |                                |
| JEDCO Loan to Value: R.E. 90.19%<br>FF&E: 34.37%   | Property Taxes: Current <input checked="" type="checkbox"/> Last paid 2010   |                                |
| <b>Collateral Comments:</b> Toured facility and met with Bryan Zar. Beautiful outside and inside. Extremely well maintained, clean and neat. Freshly painted, new carpet and new booths added.                     |  |                                |
| <b>Financial Comments:</b> For calendar year 2010, the restaurant exceeded financial projections partly as a result of special catering orders from BP. Debt service cash flow coverage is adequate at 1.38 times. |  |                                |