



EASTERN AMERICAN CDC

Federally Chartered Certified Economic Development Company

Business Description

- Please provide a brief explanation about the business (product, service, etc.)

- Geographic market _____

- Major suppliers & vendor terms _____

- Major customers & selling terms _____

- How many customers or sales does the company average per day/year? What is the average purchase price per customer? _____

- Key competitors & competitive advantages

- Hours of operation _____

- Is this a seasonal business? If so, what are the peak & low seasons?

- Number of employees currently and average salary _____

- Please describe any key changes in the business revenues and profits over the past three years. What is the cause of any significant increases or decreases?

- Does the company have a formal management succession plan in place? Please describe with specific details regarding the plan

- Does the business operate under any franchise, license, distribution, dealer, or management agreements? If so, please describe below and attach a copy of the agreement _____