

## Racial Equity Capital Fund

### *Instructions for Completing the Application*

#### OVERVIEW

The Racial Equity Capital Fund's application consist of three (3) documents:

1. Business Application
2. Affiliations Questionnaire
3. Notice to Prospective Applicants

Before proceeding to apply, please ensure that you have read the following instructions. *Incomplete applications and/or responses will not be considered for funding.*

#### INSTRUCTIONS

##### Business Application

Please fill out all fields of the Business Application. If a question does not apply, list "n/a".

##### Affiliations Questionnaire

Please fill out all fields of the Affiliations Questionnaire. If you answer "yes" to any question, please provide a detailed explanation within the allotted space.

##### Notice to Prospective Applicants

Please read the Notice to Prospective Applicants. This document only requires your acknowledgment when submitting your application.

#### SUBMITTING THE APPLICATION

Upon completing the Business Application, Affiliations Questionnaire, and reviewing the Notice to Prospective Applicants, please email the completed application (i.e., the Business Application and Affiliations Questionnaire) to [recfinquiries@therockcreekgroup.com](mailto:recfinquiries@therockcreekgroup.com). Within your email response, please acknowledge your review of the Notice to Prospective Applicants and, if available, include the business' latest business plan and/or supporting business presentation.

## Racial Equity Capital Fund *Business Application*

Summary Information				
<b>Business name</b>			<b>Completion date</b>	
<b>Contact name</b>		<b>Title</b>		
<b>Phone number</b>		<b>Email</b>		
<b>Business address</b>		<b>Business website</b>		
<b>Year business was established</b>		<b>Current owner since</b>		
<b>Type of legal business structure</b>		<b>State of registration</b>		
Principals / Owners				
Name	Race	Ownership (%)	Title	Personal net worth (\$)
Overview				
<b>Give a concise description of the business' primary activities and the product(s) or service(s) it provides.</b>				
<b>Does the business have a business plan? If yes, please provide business plan and other supporting business presentations when submitting this application.</b>				
<b>Has the business been certified as a minority-owned business by a certifying agency? If yes, please list certifying agency.</b>				
<b>Number of employees</b>		<b>List 3 largest contracts or supply invoices completed</b>		
Full-time:		1.		
Part-time:		2.		
Seasonal:		3.		

Describe how the business has historically financed its operations.

Describe how much financing is needed, why the business is seeking financing, how will the funds be used, and what results you hope to achieve.

Describe the business' near-term growth opportunities (i.e., next 6-12 months).

**Financial Information**

**Assets**

Cash & investments:  
 Accounts receivables:  
 Inventory:  
 PP&E<sup>1</sup>:

**Liabilities**

Accounts payable:  
 Short-term debt:  
 Long-term debt:  
 Taxes owed:

**2021 Profitability**

Revenue:  
 Gross profit:  
 EBITDA:  
 Net income:

**2020 Profitability**

Revenue:  
 Gross profit:  
 EBITDA:  
 Net income:

**2019 Profitability**

Revenue:  
 Gross profit:  
 EBITDA:  
 Net income:

If the business has debt, please describe when the debt was incurred, the use of proceeds, original loan amount, interest rate, amortization schedule, maturity date, and collateral pledged.

To date, how much capital have the principals/owners invested into the business?

**Trade References (please list two major suppliers or references)**

Business name	Address	Contact name	Phone number

How did you hear about the Racial Equity Capital Fund?

<sup>1</sup>Property, plant, and equipment (PP&E) are a business' physical or tangible long-term assets that typically have a life of more than one year. Examples of PP&E include buildings, machinery, land, office equipment, furniture, and vehicles.

## Racial Equity Capital Fund Affiliations Questionnaire

The Rock Creek Racial Equity Capital Fund (“RECF” or “Fund”) requires that all applicants for funding (“Applicants”) disclose any affiliations with public officials and the close family members of public officials (collectively, “Public Officials”), and any affiliations with a director, officer or employee of Exelon Corporation or any of its subsidiaries (“Exelon” or “Exelon Utilities”). For purposes of this questionnaire a Public Official is any official, officer, or employee of, or candidate for, a federal, state, local or municipal government department or agency, whether elected, appointed, or otherwise employed, with a role or position that involves oversight of or influence over the interests of Exelon or any of its subsidiaries. The purpose of this requirement is to ensure appropriate assessment of any potential conflicts of interest that might arise from an investment funded by Exelon Utilities in a business in which a public official with influence over the activities of Exelon Utilities has a financial interest, or in which a director, officer or employee of Exelon has a financial interest. For reference, “affiliation” refers to a formal relationship, such as membership, partnership, ownership or similar contractual connection. “Close family members” includes spouses, domestic partners, children, siblings, parents, and in-laws.

**Q1.** Does a Public Official have more than a 10% ownership interest in the Applicant?

**Response Options:**

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Yes

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No

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**Q1.1.** If you answered yes to the above question 1, please provide details.

**Q2.** Is any Public Official an officer or director of the Applicant?

**Response Options:**

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Yes

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No

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**Q2.1.** If you answered yes to the above question 2, please provide details.

**Q3.** Will any non-employee broker, agent, or representative working on behalf of the Applicant be compensated for facilitating a financing arrangement between the Applicant and the RECF?

**Response Options:**

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Yes

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No

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**Q3.1.** If you answered yes to the above question 3, is that person a Public Official?

**Response Options:**

Yes

No

**Q3.2.** If you answered yes to the above question 3.1, please provide details.

**Q4.** Does a director, officer or employee of Exelon have more than a 10% ownership interest in the Applicant?

**Response Options:**

Yes

No

**Q4.1.** If you answered yes to the above question 4, please provide details.

**Q5.** Is a director, officer or employee of Exelon an officer or director of the Applicant?

**Response Options:**

Yes

No

**Q5.1.** If you answered yes to the above question 5, please provide details.

**Q6.** Please provide the name, title and email address of the person submitting the responses to this questionnaire.

## **Racial Equity Capital Fund**

### *Notice To Prospective Candidates For Investments*

Please be advised that if your company is the recipient of an equity investment from the Racial Equity Capital Fund or if an Exelon company officer or director becomes and officer or director of your company, such investment or common officer/director status could result in your company being deemed an affiliate of Exelon Corporation and/or one or more of its operating utility subsidiaries for purposes of the regulations that govern public utilities at the federal level or in one or more of the states in which Exelon utilities operate. If your company is deemed an affiliate of one of Exelon's utilities and currently contracts with, or intends to seek to contract with, that utility to provide services and/or products, any such transactions may become subject to laws, regulations, and other requirements regarding affiliate transactions, including affiliate pricing rules and public utility commission access to affiliate records. In some cases, regulatory approval may be required from the state utility or public service commission prior to the parties executing a contract.

By agreeing to receive an equity investment from the Racial Equity Capital Fund, you acknowledge and agree that, in the event that your company is deemed to be an affiliate of Exelon Corporation and/or one or more of its operating utilities, you will comply with all rules and regulations regarding affiliate transactions and cooperate fully with any such utility, as may be requested, in compliance with its regulatory obligations. You further agree that when bidding on a utility contract you will provide written e-mail notice to Exelon's Supply organization (through the Director of Diverse Business Empowerment) that your company is a recipient of an equity investment from the Racial Equity Capital Fund for purposes of ensuring compliance with affiliate requirements. You also will provide Supply with a list of your company's directors and officers to assist in assessing the applicability of affiliate rules. Failure to comply with the foregoing conditions may result in your investment application being denied or investment award being rescinded.