# APPENDIX K: Business Support Fund 

| Segment | Type | Pre-const Average Monthly Sales | Average Monthly Loss | Loan <br> Approved | Percent <br> Loss - Monthly | $\begin{aligned} & 2012 \\ & \text { Statu } \end{aligned}$ | months | Total Loss Reported w/application | \% of Reported Loss Covered | Year 1 Sales | Year 2 <br> Sales | Year 3 Sales |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1A | Restaurant | \$66,742 | \$1,222 | \$9,777 | 2\% |  | 8 | \$9,777 | 100\% | \$699,857 | \$708,177 | \$800,909 |
| 1A | Restaurant | \$53,923 | \$1,386 | \$11,088 | 3\% |  | 8 | \$11,088 | 100\% | \$595,563 | \$553,890 | \$578,382 |
| 1C | Restaurant | \$141,280 | \$5,565 | \$20,000 | 4\% |  | 4 | \$22,260 | 90\% | \$1,498,088 | \$1,450,309 | \$1,453,323 |
| Lowertwn | Retail | \$17,134 | \$738 | \$2,954 | 4\% |  | 4 | \$2,954 | 100\% | \$201,583 | \$202,688 | \$205,608 |
| 1B | Retail | \$2,589 | \$138 | \$1,105 | 5\% |  | 8 | \$1,105 | 100\% | \$40,211 | \$31,067 | \$21,938 |
| Lwrtwn | Restaurant | \$35,682 | \$1,970 | \$20,000 | 6\% |  | 17 | \$33,481 | 60\% | \$437,529 | \$418,831 | \$408,999 |
| 1B | Retail | \$108,757 | \$6,236 | \$20,000 | 6\% |  | 5 | \$31,178 | 64\% | \$1,362,304 | \$1,301,357 | \$1,251,591 |
| 1C | Salon | \$2,843 | \$210 | \$1,680 | 7\% |  | 8 | \$1,680 | 100\% | \$33,458 | \$36,024 | \$32,870 |
| 1C | Retail | \$33,753 | \$2,556 | \$20,000 | 8\% |  | 8 | \$20,445 | 98\% | \$421,455 | \$404,922 | \$426,035 |
| Mpls SV | Restaurant | \$43,129 | \$3,492 | \$20,000 | 8\% |  | 7 | \$24,446 | 82\% | \$339,111 | \$532,290 | \$517,553 |
| Lowertwn | Restaurant | \$43,285 | \$3,791 | \$18,958 | 9\% |  | 5 | \$18,958 | 100\% | \$509,806 | \$484,202 | \$519,420 |
| Lowertwn | Retail | \$29,578 | \$2,635 | \$20,000 | 9\% |  | 12 | \$31,622 | 63\% | \$380,664 | \$329,202 | \$323,311 |
| 1A | Retail | \$41,337 | \$3,725 | \$20,000 | 9\% |  | 9 | \$33,526 | 60\% | \$512,342 | \$500,869 | \$474,909 |
| 1A | Retail | \$107,375 | \$11,130 | \$20,000 | 10\% |  | 5 | \$55,651 | 36\% | \$1,296,800 | \$1,214,710 | \$1,288,502 |
| Mpls SV | Restaurant | \$48,927 | \$5,119 | \$20,000 | 10\% |  | 6 | \$30,710 | 65\% | \$391,169 | \$431,561 | \$464,057 |
| 1B | Retail/Conv | \$12,452 | \$1,323 | \$11,906 | 11\% |  | 9 | \$11,906 | 100\% | \$129,616 | \$156,900 | \$149,426 |
| M - CR | Restaurant | \$57,969 | \$6,298 | \$18,892 | 11\% |  | 3 | \$18,892 | 100\% | \$422,549 | \$607,261 | \$695,622 |
| M - SV | Restaurant | \$33,869 | \$4,048 | \$20,000 | 12\% |  | 8 | \$21,942 | 91\% | \$307,408 | \$363,626 | \$393,836 |
| 1B | Professional | \$3,754 | \$456 | \$4,106 | 12\% |  | 9 | \$4,106 | 100\% |  |  | \$45,048 |
| 1C | Retail | \$21,972 | \$2,705 | \$20,000 | 12\% |  | 8 | \$21,641 | 92\% | \$263,495 | \$248,471 | \$263,666 |
| 1B | Retail | \$102,918 | \$12,937 | \$20,000 | 13\% |  | 4 | \$51,751 | 39\% | \$1,172,187 | \$1,151,278 | \$1,381,593 |
| M - CR | Restaurant/Bar | \$87,906 | \$11,076 | \$20,000 | 13\% |  | 3 | \$33,230 | 60\% | \$433,417 | \$602,580 | \$750,762 |
| M - SV | Restaurant | \$67,422 | \$8,615 | \$20,000 | 13\% |  | 5 | \$43,075 | 46\% |  |  | \$809,059 |
| 1C | Retail | \$63,193 | \$8,798 | \$20,000 | 14\% |  | 4 | \$35,190 | 57\% |  |  | \$758,318 |
| 1C | Retail | \$21,774 | \$3,301 | \$20,000 | 15\% |  | 7 | \$23,104 | 87\% | \$273,117 | \$240,348 | \$261,285 |
| 1B | Restaurant | \$28,622 | \$4,522 | \$20,000 | 16\% |  | 8 | \$36,179 | 55\% | \$348,078 | \$325,110 | \$343,467 |
| M - CR | Restaurant | \$17,394 | \$2,791 | \$16,747 | 16\% |  | 6 | \$16,747 | 100\% |  | \$90,087 | \$87,616 |
| 1A | Restaurant | \$9,751 | \$1,606 | \$12,846 | 16\% |  | 8 | \$12,846 | 100\% |  | \$103,963 | \$117,006 |
| 1B | Restaurant | \$61,399 | \$10,232 | \$20,000 | 17\% |  | 6 | \$61,394 | 33\% | \$737,369 | \$738,945 | \$734,050 |
| Lowertwn | Restaurant | \$89,300 | \$14,965 | \$20,000 | 17\% |  | 16 | \$239,434 | 8\% | \$548,911 | \$851,550 | \$838,873 |
| M - CR | Entertainment | \$54,935 | \$9,376 | \$20,000 | 17\% |  | 3 | \$28,127 | 71\% | \$469,544 | \$630,275 | \$659,218 |
| M - SV | Salon | \$16,873 | \$2,905 | \$20,000 | 17\% |  | 7 | \$20,337 | 98\% |  |  | \$202,476 |
| M-CR | Retail/Conv | \$17,711 | \$3,216 | \$19,296 | 18\% |  | 6 | \$19,296 | 100\% |  |  | \$212,526 |
| 2E | Restaurant/Bar | \$46,121 | \$8,521 | \$17,042 | 18\% |  | 2 | \$17,042 | 100\% | \$574,873 | \$532,021 | \$492,344 |
| Lowertwn | Restaurant | \$33,595 | \$6,419 | \$10,000 | 19\% |  | 3 | \$17,627 | 57\% | \$362,892 | \$408,870 | \$403,134 |
| M - CR | Entertainment | \$33,777 | \$6,540 | \$20,000 | 19\% |  | 6 | \$39,238 | 51\% | \$561,168 | \$382,278 | \$549,003 |
| 1A | Printing | \$28,530 | \$5,659 | \$20,000 | 20\% |  | 4 | \$22,641 | 88\% | \$325,333 | \$288,679 | \$342,357 |
| 1C | Retail | \$42,141 | \$8,373 | \$20,000 | 20\% |  | 6 | \$50,237 | 40\% | \$528,432 | \$458,016 | \$505,693 |
| 2E | Restaurant | \$21,943 | \$4,419 | \$13,257 | 20\% |  | 3 | \$13,257 | 100\% | \$255,673 | \$263,315 | \$255,502 |
| Mpls PP | Restaurant | \$32,442 | \$6,708 | \$20,000 | 21\% |  | 4 | \$26,832 | 75\% | \$419,300 | \$389,667 | \$358,955 |


| Segment | Type | Pre-const <br> Average <br> Monthly Sale | Average Monthly Loss | Loan <br> Approved | Percent <br> Loss - Monthly | $\begin{aligned} & 2012 \\ & \text { Statu } \end{aligned}$ | \# | Total Loss <br> Reported <br> w/applicatior | $\%$ of <br> Reported <br> Loss Covered | Year 1 Sales | Year 2 Sales | Year 3 Sales |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Mpls SV | Restaurant | \$108,356 | \$23,307 | \$20,000 | 22\% |  | 2 | \$46,613 | 43\% | \$1,436,282 | \$1,329,041 | \$1,300,267 |
| 1C | Salon | \$5,825 | \$1,314 | \$10,511 | 23\% |  | 8 | \$10,511 | 100\% | \$60,072 | \$62,567 | \$69,899 |
| 2F | Restaurant | \$89,189 | \$20,845 | \$20,000 | 23\% |  | 3 | \$62,533 | 32\% | \$1,100,405 | \$1,040,122 | \$920,823 |
| M - CR | Restaurant | \$17,488 | \$4,101 | \$20,000 | 23\% |  | 6 | \$24,606 | 81\% |  | \$143,136 | \$196,408 |
| 1A | Restaurant | \$27,980 | \$6,578 | \$19,737 | 24\% | Closed | 3 | \$19,737 | 100\% |  |  | \$335,760 |
| 1B | Retail | \$87,957 | \$20,825 | \$20,000 | 24\% |  | 5 | \$104,123 | 19\% | \$829,708 | \$1,035,925 | \$1,055,482 |
| M - SV | Retail | \$27,556 | \$6,787 | \$20,000 | 25\% |  | 7 | \$47,505 | 42\% |  |  | \$330,669 |
| 1B | Professional | \$19,577 | \$4,862 | \$20,000 | 25\% |  | 9 | \$43,757 | 46\% | \$313,525 | \$193,157 | \$198,100 |
| M - CR | Retail | \$8,625 | \$2,168 | \$8,672 | 25\% |  | 4 | \$8,672 | 100\% | \$63,656 | \$95,250 | \$69,076 |
| 2E | Restaurant | \$6,681 | \$1,866 | \$3,732 | 28\% |  | 2 | \$3,732 | 100\% |  |  | \$80,172 |
| 1C | Retail | \$7,000 | \$1,972 | \$5,918 | 28\% |  | 4 | \$5,918 | 100\% | \$92,409 | \$85,384 | \$74,220 |
| 1B | Retail/Conv | \$15,314 | \$4,358 | \$20,000 | 28\% |  | 9 | \$39,223 | 51\% | \$184,520 | \$155,054 | \$183,771 |
| M - CR | Professional | \$14,171 | \$4,076 | \$20,000 | 29\% |  | 6 | \$24,456 | 82\% | \$164,410 | \$150,269 | \$170,048 |
| 1C | Salon | \$2,672 | \$813 | \$6,506 | 30\% |  | 8 | \$6,506 | 100\% | \$32,154 | \$30,373 | \$32,064 |
| M - SV | Restaurant | \$44,140 | \$13,706 | \$20,000 | 31\% |  | 4 | \$54,824 | 36\% | \$533,100 | \$536,740 | \$519,210 |
| 1C | Salon | \$12,584 | \$3,923 | \$20,000 | 31\% |  | 8 | \$31,383 | 64\% | \$164,956 | \$164,227 | \$123,851 |
| 1B | Professional | \$4,625 | \$1,506 | \$13,550 | 33\% |  | 9 | \$13,550 | 100\% | \$43,200 | \$46,025 | \$55,500 |
| 2D | Restaurant | \$95,947 | \$31,957 | \$20,000 | 33\% |  | 2 | \$63,915 | 31\% | \$1,156,187 | \$1,151,364 | \$944,650 |
| M - CR | Restaurant | \$25,181 | \$8,575 | \$16,397 | 34\% |  | 3 | \$25,725 | 64\% | \$287,792 | \$309,016 | \$299,614 |
| M - CR | Retail | \$5,338 | \$1,823 | \$9,114 | 34\% |  | 5 | \$9,114 | 100\% |  | \$69,603 | \$58,505 |
| M - CR | Retail | \$2,199 | \$758 | \$4,551 | 34\% |  | 6 | \$4,551 | 100\% |  |  | \$26,388 |
| 1C | Retail/Enter | \$87,748 | \$30,350 | \$20,000 | 35\% |  | 4 | \$121,404 | 16\% | \$1,092,178 | \$1,035,211 | \$1,031,547 |
| M- CR | Retail | \$7,309 | \$2,539 | \$15,235 | 35\% |  | 6 | \$15,235 | 100\% |  | \$52,810 | \$75,000 |
| 1A | Retail | \$11,251 | \$3,953 | \$19,765 | 35\% |  | 5 | \$19,765 | 100\% |  |  | \$135,013 |
| 1B | Restaurant | \$12,854 | \$4,782 | \$19,130 | 37\% |  | 4 | \$19,130 | 100\% | \$160,014 | \$157,840 | \$144,887 |
| 1B | Restaurant | \$6,274 | \$2,364 | \$20,000 | 38\% |  | 9 | \$21,269 | 94\% | \$68,722 | \$63,583 | \$75,282 |
| 1C | Professional | \$26,665 | \$10,158 | \$20,000 | 38\% |  | 2 | \$20,316 | 98\% | \$298,400 | \$332,719 | \$328,838 |
| M - CR | Retail | \$4,602 | \$1,754 | \$8,772 | 38\% |  | 5 | \$8,772 | 100\% | \$42,562 | \$52,417 | \$50,142 |
| 1B | Professional | \$10,472 | \$4,026 | \$20,000 | 38\% |  | 8 | \$32,208 | 62\% | \$124,203 | \$71,416 | \$125,668 |
| 1A | Retail/Conv | \$23,343 | \$9,008 | \$20,000 | 39\% |  | 4 | \$36,034 | 56\% | \$238,145 | \$221,873 | \$280,120 |
| 1C | Restaurant | \$37,772 | \$14,594 | \$20,000 | 39\% |  | 8 | \$116,747 | 17\% | \$471,066 | \$436,382 | \$452,337 |
| 1B | Retail | \$38,320 | \$15,035 | \$20,000 | 39\% |  | 4 | \$60,141 | 33\% | \$564,993 | \$380,670 | \$433,855 |
| 2E | Retail | \$10,362 | \$4,078 | \$12,234 | 39\% |  | 3 | \$12,234 | 100\% | \$97,992 | \$99,610 | \$124,348 |
| Mpls SV | Retail | \$60,099 | \$23,884 | \$20,000 | 40\% |  | 2 | \$47,768 | 42\% | \$634,993 | \$660,340 | \$721,187 |
| 1A | Retail | \$1,486 | \$617 | \$5,556 | 42\% |  | 9 | \$5,556 | 100\% | \$12,905 | \$10,475 | \$17,833 |
| M -CR | Retail | \$6,110 | \$2,538 | \$12,688 | 42\% |  | 5 | \$12,688 | 100\% |  |  | \$64,470 |
| Mpls SV | Retail | \$56,026 | \$24,317 | \$20,000 | 43\% |  | 7 | \$66,320 | 30\% | \$182,503 | \$191,690 | \$392,180 |
| 2E | Salon | \$5,248 | \$2,333 | \$4,668 | 44\% |  | 2 | \$4,668 | 100\% | \$67,519 | \$58,440 | \$50,980 |
| 1C | Retail/Conv | \$13,241 | \$6,091 | \$20,000 | 46\% |  | 5 | \$30,455 | 66\% |  |  | \$72,000 |
| 1A | Professional | \$1,164 | \$552 | \$4,968 | 47\% |  | 9 | \$4,968 | 100\% | \$20,423 | \$12,712 | \$8,771 |
| 2E | Retail | \$3,913 | \$1,898 | \$3,796 | 49\% |  | 2 | \$3,796 | 100\% | \$47,390 | \$46,521 | \$36,010 |


| Segment | Type | Pre-const Average Monthly Sales | Average Monthly Loss | Loan <br> Approved | Percent Loss - Monthly | $\begin{aligned} & 2012 \\ & \text { Statu } \\ & \hline \end{aligned}$ | months | Total Loss Reported w/applicatior | $\%$ of <br> Reported <br> Loss Covered$\|$ | Year 1 Sales | Year 2 <br> Sales | Year 3 Sales |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2E | Retail | \$15,956 | \$7,891 | \$20,000 | 49\% |  | 3 | \$23,673 | 84\% | \$200,970 | \$181,966 | \$122,841 |
| 1B | Retail | \$2,306 | \$1,156 | \$9,252 | 50\% |  | 8 | \$9,252 | 100\% | \$38,865 | \$26,170 | \$17,991 |
| M - CR | Retail | \$17,371 | \$9,442 | \$20,000 | 54\% |  | 4 | \$37,769 | 53\% | \$241,845 | \$210,415 | \$173,097 |
| 1C | Retail | \$17,660 | \$10,046 | \$20,000 | 57\% |  | 4 | \$30,139 | 66\% | \$221,887 | \$208,755 | \$205,103 |
| 1A | Auto repair | \$3,983 | \$2,292 | \$20,000 | 58\% |  | 9 | \$20,627 | 97\% |  | \$25,775 | \$47,800 |
| M - CR | Retail | \$3,663 | \$2,113 | \$8,450 | 58\% |  | 4 | \$8,450 | 100\% |  |  | \$43,953 |
| 1B | Salon | \$5,716 | \$3,377 | \$20,000 | 59\% |  | 8 | \$27,014 | 74\% | \$35,586 | \$42,814 | \$68,587 |
| M- CR | Retail | \$3,863 | \$2,370 | \$14,219 | 61\% |  | 6 | \$14,219 | 100\% |  | \$32,929 | \$42,219 |
| M - CR | Restaurant | \$4,281 | \$2,783 | \$16,792 | 65\% |  | 6 | \$16,792 | 100\% | \$42,100 | \$49,800 | \$51,005 |
| 1A | Retail/Studio | \$705 | \$463 | \$4,169 | 66\% |  | 9 | \$4,169 | 100\% |  |  | \$8,461 |
| 1B | Retail/Svc | \$3,931 | \$2,602 | \$20,000 | 66\% |  | 9 | \$23,420 | 85\% |  |  | \$47,169 |
| 1B | Retail | \$19,675 | \$13,320 | \$20,000 | 68\% |  | 2 | \$26,642 | 75\% | \$302,729 | \$249,321 | \$156,274 |
| 1C | Salon | \$3,863 | \$2,645 | \$20,000 | 68\% |  | 8 | \$21,161 | 95\% | \$67,954 | \$35,346 | \$35,760 |
| 1C | Retail | \$1,417 | \$1,177 | \$9,421 | 83\% |  | 8 | \$9,421 | 100\% | \$21,245 | \$19,262 | \$10,514 |
| 1C | Retail | \$3,213 | \$2,688 | \$20,000 | 84\% |  | 8 | \$21,504 | 93\% | \$37,191 | \$36,534 | \$38,556 |


| $\mathbf{n}$ | 96 |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| Mean | $\$ 30,670$ | $\$ 6,261.23$ | $\$ 16,015.18$ | $30 \%$ |
| Median | $\$ 18,644$ | $\$ 3,990$ | $\$ 20,000$ | $25 \%$ |
| Min | $\$ 705$ |  |  | $2 \%$ |
| Max | $\$ 141,280$ |  |  | $84 \%$ |
| Standard Deviation | $\$ 31,056$ |  |  | $19 \%$ |


| Mean | $\$ 29,371$ | $77 \%$ |
| :--- | ---: | ---: |
| Median | $\$ 21,792$ | $90 \%$ |
| \# of $>90 \%$ covered | 48 |  |

