

Birmingham Open for Business 2024 - Open Stage Application

Thank you for your interest in applying for Birmingham Open For Business Open Stage! Before we dive into the application, here are some program details to clarify who should apply for this program and what awardees will receive.

Who should apply?:

The Open Stage is open to business owners who meet the following criteria:

- **Owner of a for-profit business that has not yet opened in a brick-and-mortar space;**
- **Brick-and-mortar space identified within the City of Birmingham, with a signed letter of intent or signed lease (for leased properties), or a contract or deed (for purchase); and**
- **Must be able to upload a project plan for business opening with a fully loaded project budget, a pitch deck complete with financial projections and a current profit & loss and balance sheet. Also, if you are selected as a finalist, you will be asked to provide tax returns for at least two years and a personal financial statement.**

What will I get?

Up to 5 awardees will receive:

- **Connection to lending partners if needed to complete project funding;**
- **Financial planning and project management assistance;**
- **Gap funding grants of up to \$100,000, to be released to businesses once full project funding is secured; and**
- **PR support for business opening provided by REV Birmingham, including collaborating to draft an announcement press release, distribution of press release to media partners, and introductions to media partners.**

Sound good? Check out the [program guidelines](#) for more details, and click next below when you're ready to start your application.

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You will be asked to upload the following documents that will be required for submission: pitch deck, profit and loss statement, balance sheet, a project plan, and a fully loaded project budget. You will save time by knowing where those documents are stored prior to starting the application. We have provided a [pitch deck template](#), a [project plan template](#), and a [project budget template](#) to ensure that you are including all essential information.

You will be able to return back to your application on the same device and same browser even if you have closed the tab and/or browser. This is not possible on different devices and browsers. If you decide to return to your survey before the deadline, go to your web history and select the link in which you last exited the survey.

The application deadline is Sunday, June 2, 2024 at 11:59PM. Once submitted or after the submission deadline, you will not be able to make any changes.

To be extra cautious, save your open-ended answers in a separate Word document. We have provided the full application in a PDF downloadable file, which can be found [here](#).

If you have questions or need assistance completing the application, you may schedule a session with a REV business advisor during scheduled office hours. Click [here](#) to schedule a session.

All set? Great...let's dive into the application!

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* 1. What is your first and last name?

First name

Last name

* 2. Email address

* 3. Phone Number

* 4. Name of Company

5. Registered Name of Company (if different from above)

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Let's determine if your business meets the qualifications for Birmingham Open For Business. Please answer the following questions.

* 6. Do you own a for-profit business that is looking to open in a new brick-and-mortar space?

Sorry, non-profits are not eligible to apply for this program.

Yes

No

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* 7. Have you identified a brick-and-mortar space within the Birmingham city limits and obtained a signed letter of intent or signed lease (for leased properties), or a contract or deed (for purchase)?

- Yes
 No

* 8. How do you currently have property under control for your business?

- Letter of Intent
 Lease
 Contract to Purchase
 Property Deed

* 9. Please list the property's address.

Street address	<input type="text"/>
Street address line 2	<input type="text"/>
City	<input type="text"/>
State	<input type="text"/>
Zip code	<input type="text"/>

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The next pages will require you to upload a copy of the following documents:

- **An up-to-date Pitch Deck, including a 3-Year-Forward Pro Forma**
- **Profit & Loss Statement**
- **Balance Sheet**
- **Project Plan and fully loaded Project Budget**

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* 10. Please use [this template](#) for your pitch deck submission and upload below.

Only PDF, DOC, DOCX files are supported. Excel files are not supported - these can be converted to PDF files.

Choose File

Choose File

No file chosen

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* 11. Please upload a copy of your 2023 profit & loss statement.

Only PDF, DOC, DOCX files are supported. Excel files are not supported - these can be converted to PDF files.

Choose File

Choose File

No file chosen

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* 12. Please upload a copy of your 2023 balance sheet.

Only PDF, DOC, DOCX files are supported. Excel files are not supported - these can be converted to PDF files.

Choose File Choose File

No file chosen

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* 13. Please upload a copy of a fully loaded project budget.

Only PDF, DOC, DOCX files are supported. Excel files are not supported - these can be converted to PDF files.

Choose File

Choose File

No file chosen

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* 14. Please upload a copy of a project plan.

Only PDF, DOC, DOCX files are supported. Excel files are not supported - these can be converted to PDF files.

Choose File

Choose File

No file chosen

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* 15. What is your gender identification?

- Female
- Male
- Gender non-conforming
- Prefer not to say

* 16. What is your race or ethnicity? Please select all that apply.

- American Indian or Alaska Native
- Asian
- Black or African American
- Native Hawaiian or Other Pacific Islander
- Middle Eastern or North African
- White
- Other
- Prefer not to say

* 17. Residential Address

Street address	<input type="text"/>
Street address line 2	<input type="text"/>
City	<input type="text"/>
State	<input type="text" value="Select state"/>
Zip code	<input type="text"/>

* 18. Current Business Address

Street address	<input type="text"/>
Street address line 2	<input type="text"/>
City	<input type="text"/>
State	<input type="text" value="Select state"/>
Zip code	<input type="text"/>

* 19. Do you have a Federal Employment Identification Number (EIN)? Not sure? [Click here](#) to learn about EIN's.

- Yes
- No

* 20. What is the legal structure of your business?

- Sole Proprietorship
- C-Corp
- Limited Liability Corporation (LLC)
- S-Corp
- Limited Liability Partnership (LLP)

* 21. Is your business registered with the State of Alabama? Not sure? [Click here](#) to find out.

Note: Sole Proprietors do not register with the state.

- Yes
- No

* 22. Do you have a City of Birmingham business license?

- Yes
- No

* 23. What year did you start your business (year of first sale)?

* 24. What are the gross revenues for your business for the last twelve (12) months?

* 25. Can you verify your revenues/sales? (point-of-sales system, tax returns, etc.?)

- Yes
- No

* 26. Have you filed federal taxes on your business for the following years? Check all that apply, even if you have just filed an extension.

- 2022
- 2021
- 2020

* 27. Do you have a business checking account?

- Yes
- No

* 28. Do you know what your personal credit score is?

If you'd like to check your credit score, Creditkarma.com allows you to check for free.

- No
- Yes (please enter below)

* 29. Do you know what your business credit score is?

If you'd like to check your credit score, Creditkarma.com allows you to check for free.

- No
- Yes (please enter below)

* 30. How many full-time employees currently work for your business?

Note: Include yourself if working full-time in the business even if you are not taking a salary or distributions.

* 31. How many part-time employees currently work for your business?

Note: Include yourself if working part-time in the business even if you are not taking a salary or distributions

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* 32. Do you have a DUNS number? Aren't sure? Click [here](#) to find out all about DUNS numbers.

Yes

No

* 33. Are you currently using bookkeeping software?

No

Yes (please specify)

* 34. Are you currently using a bookkeeper or accountant?

Yes

No

35. Please tell us how you plan to engage with the community surrounding your business and/or how your business will benefit the Birmingham community (e.g. provide a service for Birmingham residents, hire community members, participate in community events, etc).

36. Lastly, is there anything else you'd like to share about you or your business experience to inform the selection process?

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Great job! Pat yourself on the back and take a celebratory sigh - you have reached the end of the application!

Still have questions about the application or the process?

Click [here](#) to visit our office hours page and schedule a time with a REV team member. We would be happy to address any last thoughts, comments, or questions you may have.

Applications are open until Sunday, June 2, 2024. Incomplete applications will not be reviewed.