



FORM B

**INFORMATION REGARDING
FINANCIAL QUALIFICATIONS**

Name of Respondent:

Name of Participating Entity (if different from Respondent):

Business Address:

Role of Participating Entity on Respondent Team:

Amount of Financial Commitment: \$ _____

Credit Rating(s) (If none, please indicate this): _____

Year Established: _____

Primary Contact Information:

Name: _____ Tel. No.: _____ Email: _____

Federal Tax ID No. (if applicable): _____

North American Industry Classification Code: _____

State of Organization (if applicable): _____

Business Organization Type (check one):

Corporation

Partnership

Joint Venture

Limited Liability Company

Other: _____



The information requested on Schedule 1 of this Form B must be included with submissions.

Under penalty of perjury, I certify that the information provided herein and submitted herewith is true and correct.

By: _____

Print Name: _____

Title: _____

Date: _____



SCHEDULE 1

(a) Summary Financial Information (page 4 is available as a Word document)

(b) Financial Submittals (page 5-7)



**FINANCIAL QUALIFICATIONS
SUMMARY FINANCIAL INFORMATION (*)**

SUMMARY FINANCIAL INFORMATION () FOR ALL RESPONDENTS AND FINANCIALLY RESPONSIBLE PARTY FOR FISCAL YEARS 20___, 20___ AND 20___ (1)**

NAME OF ENTITY _____

ROLE ON THE PROPOSAL TEAM (IF EQUITY MEMBER, PERCENTAGE OWNERSHIP)	FISCAL YEAR	SHAREHOLDERS ⁽²⁾	TOTAL REVENUES	PRE-TAX PROFIT	RELEVANT REVENUES ⁽³⁾	FIXED ASSETS	TOTAL ASSETS ⁽⁴⁾	CONTINGENT LIABILITIES ⁽⁵⁾	LONG-TERM LIABILITIES	SHORT-TERM LIABILITIES	NET WORTH	TANGIBLE NET WORTH	LEVERAGE ⁽⁶⁾

Certified as complete, true and correct by: _____

Name: _____
Title: _____

(*) The Chief Executive, Chief Financial Officer, Treasurer (or equivalent position or role) for each reporting entity must certify the information on this form as complete, true and correct. Information should be derived from audited financial statements where possible. Audited financial statements will prevail over this table.
 (**) Expressed in thousands (000s) of United States Dollars. Where applicable, companies should indicate the conversion to United States Dollars, using the exchange rate prevailing on the last day of each fiscal year. Please identify the benchmark on . Notes:
 (1) Complete separate forms for each entity with each form containing the information for the three requested fiscal years. If the entity has only been in existence for less than three fiscal years, the entity should expressly state that such entity has been in existence for less than three fiscal years and shall complete separate forms for the number of fiscal years it has been in existence.
 (2) List shareholders, equity members partners or equivalent holding a 15% or greater interest in the company (indicate their percentage interest), as well as those having the right to appoint one or more board director(s). If such interest is held by a holding company, a shell corporation or other form of intermediary, also identify the ultimate or parent entity.
 (3) Relevant revenue consists of revenue from collaborative research contracts and public-private social or physical infrastructure projects.
 (4) Excludes goodwill and intangibles.
 (5) A number/range is required, but references to specific locations in the financial statements explaining the contingent liabilities may be included.
 (6) Leverage = Long Term Liabilities / Net Worth.

Financial Submittals

Respondents must provide the following financial information separately for the Respondent and each Financially Responsible Party.

1. Financial Statements

Provide financial statements for the three (3) most recently completed fiscal years. In each case, if the entity is a consortium, partnership or any other form of a joint venture, provide financial statements for all such members. For entities that are fund managers of an investment fund, provide the financial statements for the fund manager, the limited partnership(s) constituting the investment fund, and the general partner(s) of the investment fund. Financial statements should include:

- i. Opinion Letter (Auditor's Report) for audited financial statements;
- ii. Balance Sheet;
- iii. Income Statement;
- iv. Statement of Changes in Cash Flow;
- v. Footnotes audited by a certified public accountant in accordance with generally accepted accounting principles (GAAP) or International Financial Reporting Standards (IFRS) for audited financial statements.

NOTE: All financial statements should be provided in **U.S. dollars** and must meet the following requirements:

- a. **Audited:** Financial statements must be audited by an independent party qualified to render audit opinions (e.g., a certified public accountant). If audited financials are not available for an entity, the submission shall include unaudited financial statements for such entity, certified as true, correct and accurate by the chief executive officer, chief financial officer or treasurer (or equivalent position or role) of the entity.
- b. **English:** Financial statement information must be prepared in English. If audited financial statements are prepared in a language other than English, then translations of all financial statement information must be accompanied with the original financial statement information.
- c. **Newly Formed/Wholly-Owned Subsidiary Entity:** If the entity is newly formed or a wholly-owned subsidiary entity and does not have

independent financial statements, financial statements for the equity owners of such entity shall be provided (and the entity shall expressly state that the entity is a newly formed entity or a wholly-owned subsidiary entity, as applicable, and does not have independent financial statements).

- d. **SEC Filings:** If any entity for which financial information is submitted files reports with the Securities and Exchange Commission (SEC), then such financial statements shall be provided through a copy of the entity's annual report on Form 10K. For all subsequent quarters, provide a copy of any report filed on Form 10Q or Form 8-K which has been filed since the latest filed 10K.

2. Additional Financial Information

i. Material Changes in Financial Condition

Provide information regarding any material changes in financial condition for the past three years and any anticipated for the next reporting period. If no material change has occurred or is anticipated, please provide a letter from the chief financial officer, treasurer or equivalent position or role indicating that no material change has occurred or is anticipated.

In instances where a material change has occurred or is anticipated, please describe each material change in detail, the likelihood that the developments will continue during the period of performance of the Project, and how the change is anticipated to affect the organizational and financial capacity, ability and resolve of the Respondent to fulfill its commitment to implementing a successful Innovation Campus.

Where a material change will have a negative financial impact, the affected entity shall also provide a discussion of measures that would be undertaken to insulate the Project from any recent material changes, and those currently in progress or reasonably anticipated in the future.

ii. Off-Balance Sheet Liabilities

Respondents must provide a letter from the chief financial officer or treasurer (or equivalent position or role) of the entity or the certified public accountant for each

entity for which financial information is submitted, identifying all off-balance sheet liabilities in excess of \$5 million dollars in the aggregate.

iii. Fund Managers

For entities that are fund managers of an investment fund, the Respondent must provide a letter from the chief executive officer, chief financial officer or treasurer (or equivalent position or role) of the investment fund which certifies the following:

- a. The investment capacity of the fund (including supplemental information to the financial statements (as necessary) of the investment fund to positively demonstrate the existence of existing and/or committed capital capacity for the Project, consistent with the likely equity investment and the Equity Member's responsibility to provide its share percentage. Examples of supplemental information include subscription agreements, letters from third party escrows holding deposits, etc.;
- b. The ownership structure of the various entities in the hierarchy of the fund;
- c. The investment criteria of the fund;
- d. The approval process for an equity investment;
- e. The description of recent changes in the organization of the fund.