

Tribal Business Development Survey

To contribute to your business/economic development, NBS needs to know the Tribe's parameters and preferences. Please provide whatever information you deem appropriate. We'll compare your interests/preferences/parameters with the opportunities we have and those which we encounter in the near future.

- 1. What is/are your industry preference(s)?** (In which industries are you already involved, and which new areas do you want to explore?)

- 2. What are your geographic needs/preferences?** (Check all that apply)

Anywhere in the world

North America

United States

Region (Indicate the region) _____

State(s) (Indicate the state(s)) _____

Other (Indicate) _____

- 3. Size of the desired entity?**

a. Employees (Indicate the upper and/or lower limit, if any) _____

b. Revenue (Indicate the upper and/or lower limit, if any) _____

- 4. How do you typically fund acquisitions?**

a. Internal funding _____

b. Commercial financing _____

c. Seller-financed _____

d. Combination of the above _____

- 5. Minimum Annual EBITDA** (Earnings Before Interest, Taxes, Depreciation, Amortization, if known))

- 6. Business owner's discretionary expenses** _____

7. Decision Process/Timeline (if interested in purchasing a business, what is your decision process?) _____

(Timeline: e.g., 30 days, 90 days, 6 months, year) _____

8. Due Diligence

a. Do you operate with your own people/team? _____

b. Do you operate through a third party? _____

9. Management

a. In acquiring, do you retain original employees? _____

b. Utilize your own people? _____

10. Desired Purchase

a. Stock Purchase: ____ (Yes); ____ (No)

b. Asset Purchase: ____ (Yes); ____ (No)