

Report

The Company's Experience Pursuing the United States Small Business Administration Economic Injury Disaster Loan



Submitted by
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The Company's Experience
Pursuing the United States Small Business Administration
Economic Injury Disaster Loan

- Original application filed in December of 2020
- Conflicting and erroneous instructions
- Incorrect pre-recorded SBA phone message indicating SBA "could not approve loan"
- Documents requested multiple times with no explanation as to why
- Loan confirmed for $500,000 on August 12, 2021, and loan documents sent by SBA for signature
- Company requested corrections to loan documents
- Company's SBA Loan Portal consistently indicated "Confirmed" loan amount of $500,000
- Company informed in recorded called with SBA Loan Specialist on September 2, 2021 that loan documents would be ready for signature within a week and the $500,000 loan would be received by Company by September 15, 2021
- On September 1 and 2, 2021, Company sent email to all members of Senate and House, with link to website, www.ourSBAstory.com, detailing experiences with the SBA
- On September 14, 2021, confirmed loan amount in SBA Loan Portal lowered to $9,500. Call with SBA Loan Specialist indicated change was made due to SBA "Internal Operating Procedures" regarding start-up companies
- On September 20, 2021 representatives from Company made trip to Washington DC to meet with staff members in the offices of Senator Marsha Blackburn and Senator Bill Hagerty
- On September 24, 2021, SBA Loan Specialist called and informed Company that they should not have relied on the SBA commitment of $500,000, the SBA could and did change their decisions after confirmations were made, and that no amount was certain until the money was actually deposited in the Company's account
- On October 21, 2021, Dr. Bayne drove to Bowling Green, Kentucky, met with the staff of Senator Rand Paul, Minority Chair of the Senate Committee on Small Business and Entrepreneurship and delivered copy of this Report which staff immediately forwarded Report to Senator Paul
- On November 1, 2021, SBA Loan Portal again showed a confirmed loan amount of $500,000
- On November 9, 2021, SBA Loan Portal showed confirmed loan amount changed again to $9,500
- On November 16, 2021, $9,500 deposited into Company's account
- The Company requested, several times, access to the Loan Portal link to request additional funds. After being assured the link would be added, SBA sent email on December 30, 2021, indicating no additional funds would be granted and no opportunity would be given to apply
- On January 24, 2022, Company representatives met with Senator Bill Hagerty. Senator Hagerty indicated there were no further steps his office could take to persuade the SBA to honor its original commitment

FOR FULL STORY, PLEASE READ THIS REPORT AND VISIT www.ourSBAstory.com TO VIEW VIDEO REGARDING OUR STRUGGLE

Beginning in July of 2018, ScholarshipAuditions.com was off to a storied start as an entrepreneurial start-up. The concept of the Company had been well researched for years, a strategic business plan had been set with measurable benchmarks, initial capital had been raised, and talented personnel were in place.

The first phase of our business plan focused on branding and acceptance in the music education community nationwide. Within the first eighteen months, we had achieved national branding, moved our website from beta to fully functioning, and were recognized as an innovator by the myriad of divisions within the overall music education community. We were on the precipice of moving from the branding and start-up phase to revenue producing.

Our student subscriptions were higher than we had calculated for the start-up phase. We had formed a partnership with Carnegie Hall to produce the first Performers National Signing Day for high school musicians, we had become a national sponsor and clinician for many state and national music educators' associations, and we had secured commitments from several school districts across the United States to pilot revenue-producing programs which would have been purchased by their districts for an annual fee.

Then in March of 2020, while we were at the National Music for All Conference in Indianapolis, COVID-19 hit. Within days, school districts withdrew their commitments, summer music camps with whom we had secured strategic relationships and where we were anticipating showcasing our products and services closed for the summer, the music association conferences and conventions began canceling their in-person conferences, replacing them with virtual programs, and everything in the industry changed. Instead of meeting to showcase our site and the vast opportunities our services could provide, topics at the virtual conferences focused on the issues involved in teaching music in a pandemic year. Thus, our showcasing and our reach to teachers and their students disappeared and our plans for moving from the branding, pre-revenue phase to revenue producing evaporated.

We worked daily to maintain relationships throughout every platform in our reach and we successfully achieved this goal. We continued to reach students and parents via social media with concepts of how to work through the pandemic and secure scholarships for the coming year. They were greatly appreciative. We enhanced our web presence to meet the needs of music teachers, students, and parents but found that students and parents were in a state of limbo concerning college, and therefore did not become subscribers. Very soon our early capital raise was gone, and a continued capital raise was met with . . . "Sorry, when this ordeal is over, and if you're still around, I may be interested in investing."

We have used every dollar available to maintain our web presence with a skeleton crew, as many of our employees have had to find other positions because of our inability to meet their salary needs. We have moved to a more affordable office with an understanding landlord who is fully aware of our situation. We continue to work with college interns each semester, which has proven to be an asset in keeping our doors open and advancing our website redevelopment. We are committed and greatly desire to see each of our subscribers who are in the application, audition, and scholarship procurement track complete their profiles with our help. And we continue offering our assistance to the colleges, universities, and conservatories that are unable to find ways

to recruit, by helping them find potential music majors from our subscribers. We have been able to meet these goals only because of our inner strength and committed faith.

In December, within the first week of the application portal for the Small Business Administration Economic Injury Disaster Loan being opened we submitted our application, which brought hope to our people.

The Small Business Administration Economic Injury Disaster Loan (SBA EIDL) process has taken much longer than ever anticipated. During this time, we've lost another group of employees, present employees have not been paid in months, and most creditors have graciously worked with us. We have kept the faith and our commitment to help America's performing arts students find their right collegiate fit, understand how to walk through the application, audition, and scholarship procurement path, and continue to provide our services to underserved students and their families at no cost to them. Why? Because America needs these young people and their creative talents to enrich the lives of all Americans.

Our loan amount of $500,000 was confirmed by the SBA in August. After waiting over a month for the paperwork to finalize the loan, on September 14, the SBA inexplicitly changed the loan amount to $9,500. This has devastated all of us and has undermined the confidence and trust of everyone in our office in the SBA. We trusted the word of the SBA, only to now find this should not have been the case.

But our time is running out for us to provide this vital service and keep an innovative business open. And we are in desperate need of the diligent and swift efforts of individuals such as yourself to help us move forward and regain the path to success. Your assistance is more than greatly appreciated. We will use these funds wisely and with the same commitment we've demonstrated since opening our doors to facilitate the American dream of a higher education for many deserving students. This is our mission and faithful commitment.

On April 28, 2021, the U.S. Congress and the President's Administration made a promise to the American people in the Presidential Address to a Joint Session of Congress when President Biden spoke the following words:

> "Tonight, I come to talk about crisis and opportunity, about rebuilding the nation, revitalizing our democracy, and winning the future of America.
>
> I stand here tonight, one day shy of the 100th day of my administration – 100 days since I took the oath of office and lifted my hand off our family Bible and inherited a nation that was in crisis. The worst pandemic in a century. The worst economic crisis since the Great Depression. The worst attack on our democracy since the Civil War.
>
> Now, after just 100 days, I can report to the nation: America is on the move again – turning peril into possibility, crisis to opportunity, setbacks into strengths.
>
> We all know life can knock us down. But in America, we never, ever, ever stay down. Americans always get up. Today, that's what we are doing: America is rising anew, choosing hope over fear, truth over lies, and light over darkness.
>
> After 100 days of rescue and renewal, America is ready for takeoff, in my view. We're working again, dreaming again, discovering again, and leading the world again. We have shown each other and the world that there's no quit in America – none!
>
> One hundred days ago, America's house was on fire. We had to act. And thanks to the extraordinary leadership of Speaker Pelosi, Majority Leader Schumer, and the overwhelming support of the American people – Democrats, Independents, and Republicans – we did act.

> Together we passed the American Rescue Plan, one of the most consequential rescue packages in American history. We're already seeing the results. . ."

I believe in the character of the American people but for our Company, and for the people living in the zip code where our business is located, I must share that these words have not proven true. Our business is located in the 37207-zip code in Nashville, Tennessee, with a racial makeup of 67.4% African American, 20.7% White, 8.4% Hispanic, and 3.5% Other Race. The median household income is $38,000, and 25.4% are presently unemployed. The 37207-zip code is classified as "Distressed," with a poverty rate of 28% (the national average is 13.9%). *[Reference: most recent Economic Innovation Group Distressed Communities Index - see Appendix I, pages 408-410*] Our experience to date with the Small Business Administration strongly indicates to us that we are not considered to be a part of the "America ready for takeoff."

Numerous businesses in the immediate area of our Company have closed. One local business owner shared with me that he did not have the expertise to understand the SBA or work through all their rules and regulations. He did not have the money to hire an accounting firm to do it for him, so he was having to close his doors. The truth is, our Company is presently experiencing the same challenges that this restaurant owner experienced. But as President Biden expressed, our Company is a part of the no-quit Americans. And we are not going to quit until we have fully expressed our journey with the Small Business Administration in pursuit of the EIDL funding. It is our goal that our U.S. Senators from Tennessee, our House of Representative for the 5th District of Tennessee, the U.S. Senate Committee on Small Business and Entrepreneurship, the U.S. House Committee on Small Business, and the President of the United States hear the challenges and frustrations in our journey to receiving an EID Loan. Action must be taken for a more transparent interaction between the Small Business Administration and the American small businesses it is commissioned to serve.

We have met numerous times with the local staff of Senator Marsha Blackburn and Senator Bill Hagerty. We have traveled, at great personal expense, to Washington DC to meet with the staff there as well. We have had multiple discussions with the staff in Congressman Jim Cooper's office. Our situation remains unchanged.

After a trip to Kentucky to meet with the staff of Senator Rand Paul in November, our confirmed loan amount was returned to its original $500,000 amount. But again, with no explanation, the amount returned to $9,500. We have filed a Request for Reconsideration with the SBA. We have asked the SBA an opportunity to request additional funds, only to be told we were not eligible. We have written emails to Senators and Congressmen, and we have requested an appointment to speak before the Senate Committee on Small Business and Entrepreneurship.

Thus, we are submitting this report to address the following:

- Our Company's challenges and frustrations with the interactions and policies of the Small Business Administration, hoping the challenges and frustrations we've experienced will be met with a transforming overhaul for the good of all small businesses across America. These changes can only come through the representatives of the American people serving in the U.S. Senate and the U.S. House of Representatives, especially those serving on the U.S. Senate's Committee on Small Business and Entrepreneurship and the U.S. House Committee on Small Business.
- Our Company's worthiness to secure an EID Loan.
- Our Company's mission and business to be recognized for the good it is doing for the young performing arts students in America.

- To seek the assistance of our representatives to find other sources of funding to help young entrepreneurial companies like ours (specifically ours) to get back on their financial footing following this devastating pandemic.

The pages of this report will more completely detail the points expressed above. We do this so we can securely and whole-heartily return to fulfilling our Company's mission while knowing we've spoken the truth in a worthy manner which will enlighten individuals elected and committed to serving the American people with integrity and positive purposeful results.

Respectfully,
Dr. Randall Bayne, CEO
ScholarshipAuditions.com

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Dr. Steven Moore, Associate Dean, Frost School of Music, University of Miami
Julie Stadler, CEO, Skyway Studios
Chase Cole, Partner, Waller Law Firm
David Campbell, Former Senior Executive Vice-President, Disney Productions

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*Ed Markey (MA) (Chair)
*Josh Hawley (MO) sent c/o Kyle Plotkin
*Mazie Hirono (HI) sent c/o Alan Yamamoto
*Tammy Duckworth (IL) sent c/o Kaitlin Fahey
*Cory Booker (NJ)
*Chris Coons (DE) sent c/o Jonathan Stahler
(responded 8/9 asking for Release Form (Alfred Mason))
*Jacky Rosen (NV) Dara Cohen

John Hickenlooper (CO) sent c/o Kirtan Mehta (responded 8/3—forwarded to Naveen Parmar, chief counsel)
*Tim Scott (SC) (7/16 response: Sarah Harrelson requested Privacy Release Form)
*Todd Young (IN) sent c/o John Connell
*Marco Rubio (FL) sent c/o Mike Needham
*Rand Paul (KY) (Ranking Member)
*James Risch (ID) sent c/o Charles Adams
*Joni Ernst (IA) sent c/o Lisa Goeas
*James Inhofe (OK) sent c/o Luke Holland
*John Kennedy (LA) sent c/o David Stokes

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*Dean Phillips (MN) Chair – (8/3 -Tim Bertocci (Chief of Staff) responded asking our location)
*Judy Chu (CA) –sent c/o Sonali Desai
*Sharice Davids (KS) –sent c/o Allison Teixeira
*Jim Hagedorn (MN) – sent c/o Kris Skrzycki
*Daniel Meuser (PA) –sent c/o Patrick Rooney and Eli Woerpel
*Angie Craig (MN) Maj Leader sent c/o Nick Coe
* Kweisi Mfume (MD)—sent c/o Eric Bryant
*Dwight Evans (PA) –sent c/o Anuj Gupta
*Beth Van Duyne (TX)—sent c/o Jake Olson
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The Company's Experience in Pursuing the Small Business Administration Economic Injury Loan



ScholarshipAuditions.com

INDIVIDUALS INVOLVED IN THE SCHOLARSHIPAUDITIONS.COM SMALL BUSINESS ADMINISTRATION ECONOMIC INJURY DISASTER LOAN PROCESS

In order to fully understand the ten months of transactions that ScholarshipAuditions.com has experienced with the Small Business Administration and elected Congressional officials, it is best to have an introduction to the individuals involved. The page number of when these individuals first appear in this report will be noted.

SCHOLARSHIPAUDITIONS.COM

DR. RANDALL A. BAYNE – Founder and Chief Executive Officer, ScholarshipAuditions.com Page 3

DONETTE W. BAYNE – Chief Administrative Officer, ScholarshipAuditions.com Page 12

J. CHASE COLE, ESQUIRE – Partner, Waller Lansden Dortch & Davis, LLP Page 16
Counsel for ScholarshipAuditions.com

SENATE AND CONGRESSIONAL OFFICIALS AND ASSOCIATES

SENATOR MARSHA W. BLACKBURN – United States Senator for the State of Tennessee Page 16
- **PAYTON SCOTT** – Constituent Services Representative for United States Senator Marsha Blackburn Page 16
- **JOHN CLEMENT** – Chief Field Representative for United States Senator Marsha Blackburn Page 32
- **ALEX HEATON** – Washington Staff Assistance and Systems Administrator for United States Senator Marsha Blackburn Page 38

SENATOR WILLIAM F. HAGERTY IV (BILL) – United States Senator for the State of Tennessee Page 16
- **RACHEL JONES** – Constituent Services Representative for United States Senator Bill Hagerty Page 23
- **BRADEN STOVER** – Middle Tennessee Field Representative for United States Senator Bill Hagerty Page 29
- **JONATHAN GREENSTEIN** – Washington Senior Policy Advisor for United States Senator Bill Hagerty Page 38
- **ADDISON OSBORNE** – Deputy Scheduler for United States Senator Bill Hagerty Page 40

SENATOR JIM INHOFE – United States Senator for the State of Oklahoma Page 40
- **LUKE HOLLAND** – Chief of Staff for United States Senator Jim Inhofe Page 40
- **JAKE JOHNSON** – Washington Legislative Correspondent for United States Senator Jim Inhofe Page 40
- **ESTHER SALTERS** – Washington Legislative Assistant for United States Senator Jim Inhofe Page 43

SENATOR JONI ERNST – United States Senator for the State of Iowa
HUNTER KOSKI – Legislative Assistant for the United States Senator Joni Ernst Page 43

REPRESENTATIVE JAMES H. S. COOPER (JIM) – United States Representative for the Fifth Congressional District of Tennessee Page 16
JIMMY BELSAR, ESQUIRE – Counsel for United States Representative Jim Cooper Page 16

SMALL BUSINESS ADMINISTRATION
C. SHAWN MCKEEHAN – Deputy District Director for the Tennessee District Office of the United States Small Business Administration Page 20

TIA – Tier Two Representative with the United States Small Business Administration Page 21

SHELLIE HARVEY – Customer Service Representative with the United States Small Business Administration Disaster Field Operations Center East (FOCE) Page 22

SUSAN E. BEHLING – Processing and Disbursement Center (PDC) Reconsideration Team, Loan Officer, Office of Disaster Assistance, United States Small Business Administration Page 22

ANDREW C. MOYLAN – Loan Specialist, Office of Disaster Assistance, United States Small Business Administration Page 27

JASHONIA STEPHENS – Loan Specialist, Application High Priority Team, Office of Disaster Assistance, United States Small Business Administration Page 35

ISABELLA GUZMAN – Administrator, United States Small Business Administration Page 34

ALICIA FANNON – Loan Specialist, Office of Disaster Assistance, United States Small Business Administration Page 37

SUZANNE GLICKLIN – Loan Specialist, Office of Disaster Assistance, United States Small Business Administration Page 43

The Company's Experience in Pursuing the SBA EID Loan

Below please find a synopsis of the ScholarshipAuditions.com (the Company) application process in reference to the Small Business Administration Economic Injury Disaster Loan Application (SBA EIDL).

The original application for the SBA EIDL, along with required attachments, including IRS Form 4506-T, was submitted in early December of 2020, within the first week of the portal being opened.

On December 17, via email from DisasterCustomerService@sba.gov, the Company received a rejection letter, dated December 14. The reason for the rejection was listed as "Economic injury is not substantiated." *[See Appendix B, Email 1, pages 174-176]*

After reviewing the letter, Ms. Donette Bayne, the CAO of ScholarshipAuditions.com, contacted the SBA regarding the rejection. Based on their advice and instructions, on December 18, Dr. Randall Bayne, ScholarshipAuditions.com's CEO, wrote a letter requesting reconsideration. It was submitted, via email, to pdc.recons@sba.gov with a revised application on December 18. *[See Appendix B, Email 2, page 176-178*]

On December 19, the Company received an email from DONOTREPLY-pdc.reconsideration5@sba.gov requesting a completed Form 4506-T. This form was again submitted to the SBA, at pdc.recons@sba.gov, on December 29. *[See Appendix B, Email 4, page 179]*

On December 30, another email was received from DONOTREPLY-pdc.reconsideration5@sba.gov asking again for IRS Form 4506-T, as well as a copy of the Company's most recently filed tax return, with all schedules. Later that day, Ms. Bayne again sent IRS Form 4506-T, along with the Company's IRS Form 1120, with schedules, to pdc.recons@sba.gov. In the email, she informed the SBA that the 2019-2020 taxes had not yet been filed for the Company. *[See Appendix B, Email 7, pages 182-183]*

On January 4, 2021, DONOTREPLY-pdc.reconsideration5@sba.gov emailed, indicating the submitted Form 4506-T could not be accepted as filed (with no explanation as to what was wrong with the form) and asking again for Form 4506-T. There were "helpful hints" at the bottom of the email regarding how to complete the form. In response, on January 7, Ms. Bayne completed a revised Form 4506-T and submitted both a form completed for the Company as well as a form completed for Dr. Bayne personally. *[See Appendix B, Email 9, pages 185-186]*

On January 8, DONOTREPLY-pdc.reconsideration5@sba.gov again emailed with changes that needed to be made to Form 4506-T. Later that day, Ms. Bayne revised the form again and submitted it with a notation regarding the tax filing years for the Company to pdc.recons@sba.gov. *[See Appendix B, Email 12, pages 190-191]*

On January 9, the Company received an email from DONOTREPLY-pdc.reconsideration5@sba.gov requesting:
1) complete copy with schedules of the 2019 Form 1120 Federal Tax Return
2) resubmission of Form 4506-T
3) completed SBA Form 3501 application
[See Appendix B, Email 14, pages 193-194]

On January 11, Ms. Bayne called the SBA office and requested clarification on what was needed since SBA Form 3501 and the Form 4506-T had been previously submitted.

In response to the call to the SBA, an email was received from DisasterCustomerService@sba.gov with a specific explanation of what was wrong with the previous submissions of Form 4506-T. The email instructed that the revised form be submitted to PDC.reconsideration@sba.gov. *[See Appendix B, Email 15, pages 194-195]*

On January 11, the following were submitted to PDC.reconsideration@sba.gov: 1) 2018-2019 Form 1120 Federal Tax Return with schedules; 2) IRS Tax Form 4506-T; 3) SBA Form 3501; 4) SBA Form 3502; and 5) Form 3503. *[See Appendix B, Email 16, pages 195-197]*

On January 13, an email was received from DONOTREPLY-pdc.reconsideration5@sba.gov asking again for 2019 Tax Form 1120 and Form 4506-T. Ms. Bayne responded via email to pdc.recons@sba.gov with another copy of Form 4506-T and an explanation regarding the 2019 tax filing (ScholarshipAuditions.com is on a July 1-June 30 fiscal year and had filed for an extension for the 2019-2020 taxes). Form 1120 for the 2018-2019 fiscal year was also resubmitted. *[See Appendix B, Email 18, page 198]*

On January 26, a call was placed by Ms. Bayne to the SBA to check on the status of the application. She was told the SBA needed a copy of Dr. Bayne's driver's license and Form 4506-T. Per email of same date, the requested documents were submitted to pdc.recons@sba.gov. *[See Appendix B, Email 21, pages 201-203]*

On February 2, an email was received from DisasterCustomerService@sba.gov with instructions to "Create your SBA Economic Injury Disaster Loan Portal Account." However, an error was received when attempted. Ms. Bayne called the SBA and was told the email had been **sent in error** and that the application could not be finalized since the 2019 federal tax return had not been received. Ms. Bayne reminded the representative that ScholarshipAuditions.com was on a fiscal year and the 2019-2020 taxes had not yet been filed. The representative reviewed the file and found all the documents previously submitted. She recommended the 2019-2020 year-end P&L be submitted. By email later that day, the P&L was submitted to pdcrecons@sba.gov. *[See Appendix B, Email 23, page 204 and Email 24, page 205]*

On February 8, Ms. Bayne called the SBA office to check on the status of the application. The representative reviewed the file and noted they had all the information that was needed and to watch for emails from the SBA. Another call was placed to the SBA later on February 8 regarding access to the loan portal. The representative who answered the phone noted the SBA now had the 2019-2020 P&L in the file and the application was in the "reconsideration" phase. The representative stated a new email regarding creating access to the loan portal would be sent when the application was ready for the next step.

A call was made to the SBA on February 23, to check on the status of the application. The representative reviewed the file and indicated the application was "still processing and under review."

A call was made to the SBA on March 2, to check on the status of the application. The representative stated the application was "still processing and under review" and that there was a delay due to work overload. The representative stated he could not give a timeframe for an answer on the application.

A call was made on March 17, to check on the status of the application. The representative stated the application was "still processing and under review." Ms. Bayne informed the representative of the Company's change of address and was instructed to submit the information via email, which was sent to DisasterCustomerService@sba.gov. *[See Appendix B, Email 27, page 207]*

On March 18, a confirmation email was received from DisasterCustomerService@sba.gov which stated in part, "We apologize for the delay and appreciate your patience while your application is being processed."

A call was made on April 1, to check on the status of the application. Ms. Bayne was told the application was under review with a loan officer.

A call was made on April 12, to check on the status of the application. Ms. Bayne was told the loan was in the reconsideration process, where it had been since the application was resubmitted in January and was under review. The representative reviewed the file and stated nothing further was needed.

A call was made on April 29, to check on the status of the application. The representative stated the application was "in process and under review." At the request of Ms. Bayne, he reviewed the file and noted that nothing else was needed.

A call was made on May 5, to check on the status of the application. Ms. Bayne had to select several different options, which had never before happened. When sent through the phone tree to the correct department, she received a message that the "number you called is no longer in service." She called again and this time the call was disconnected when she reached the correct department.

A call was made on May 6, to get in touch with an SBA representative. The call was finally answered by an automated service. When the loan application number was entered, the recording indicated that they were "unable to approve the loan" and that a detailed email had been sent listing the reasons. After checking emails and determining no such email had been received, Ms. Bayne sent an email to DisasterCustomerService@sba.gov and pdc.reconsideration@sba.gov explaining that no detailed email had been received and asking that it be immediately sent so an appeal process could begin. *[See Appendix B, Email 30, page 208]*

On May 7, an email was received from the DisasterCustomerService@sba.gov email which asked for, in part, 1) a copy of Dr. Bayne's driver's license; 2) a cancelled check; and 3) a completed Form 2202 (list of liabilities). *[See Appendix B, Email 33, page 210]*

On May 12, Dr. Bayne received an email from the SBA instructing him to "Create your SBA Economic Injury Disaster Loan Portal Account." The email stated "Your SBA Application is ready for the next step. Create your SBA Economic Injury Disaster Loan portal account to provide additional details or requested documents." After setting up the account, Ms. Bayne reviewed the list of required documents and began gathering the requested information. *[See Appendix B, Email 35, page 213]*

After working for several days on Form 2202, Ms. Bayne submitted all documents through the portal on May 13, along with a copy of the 2019-2020 Form 1120 (which was listed as "required" in the portal but not yet requested). Also included was the 2019 W-3, which had been requested in the portal.

On May 17, Ms. Bayne reviewed the loan portal again. The portal had two sections which requested "required" information. One asked again for the federal tax return, with schedules (which had already been submitted under the section asking for the Form 1120). The other asked for "ownership structure of the entity." Ms. Bayne emailed DisasterCustomerService@sba.gov, asking for clarification of what was needed since the tax form had already been submitted, and asking for the exact information needed for "ownership structure of the entity."

On May 18, the DisasterCustomerService@sba.gov sent the same email they had previously sent on May 8. Ms. Bayne wrote again, reiterating the previously submitted questions. She also attached to the email all documents previously submitted to the SBA through the loan portal. No response was received. *[See Appendix B, Email 38, pages 214-215]*

On May 19, Ms. Bayne placed a call to the office of Senator Marsha Blackburn. She requested assistance on behalf of the Company regarding the EIDL process and asked if Senator Blackburn's office could provide that assistance.

On May 19, Ms. Bayne place a call to the office of Senator Bill Hagerty. She requested assistance on behalf of the Company regarding the EIDL process and asked if Senator Hagerty's office could provide that assistance.

On May 19, Chase Cole, counsel for the Company, sent an email on the Company's behalf to the office of Representative Jim Cooper, asking if he would assist the Company in its attempts to gain approval for the EID loan. Representative Cooper responded in the affirmative and Mr. Jimmy Belsar, Council for Representative Jim Cooper, reached out later in the day on the 19th, with a Privacy Release Form for the Company to complete and return. The Privacy Release Form was completed and returned, along with a memorandum explaining the experience the Company was encountering while applying for the SBA loan. *[See Appendix E, Email 99, page 376]*

On May 20, Senator Blackburn's office responded with an email, assigning Ms. Payton Scott, Constituent Services Representative, to assist the Company. The Privacy Release Form was completed and returned, along with a memorandum explaining the experience the Company was encountering while applying for the SBA loan. *[See Appendix C, Email 1, pages 316]*

On May 24, Ms. Bayne responded to Mr. Belsar, submitting the completed Privacy Release Form and thanking him and Representative Cooper for their offer to help. Mr. Belsar immediately responded and promised to stay in touch. *[See Appendix E, Emails 100 and 101, page 377]*

On May 25, after no response from the SBA to her questions regarding the information requested in the loan portal, Ms. Bayne uploaded a copy of the Company's charter (as advised by our counsel), and another copy of the Company's latest federal tax return.

On May 26, a response was received from DisasterCustomerService@sba.gov, asking again for the same documents requested on May 8. The email indicated they had received all the material previously submitted and that they had "notated" the file with the information. In the next paragraph, they asked for the same information again, with detailed instructions, all of which had already been followed. *[See Appendix B, Email 41, pages 216-217]*

On May 27, the requested information was again sent to DisasterCustomerService@sba.gov, with a reminder that all this had been previously uploaded to the loan portal and previously emailed to DisasterCustomerService@sba.gov. *[See Appendix B, Email 42, page 217]*

On May 27, an email was sent to Ms. Scott in the office of Senator Blackburn and Mr. Belsar in Representative Cooper's office, forwarding the email exchange between the Company and the SBA. Ms. Scott responded, acknowledging receipt. *[See Appendix C, Email 3, page 318 and Appendix E, Email 102, page 378]*

On May 28, we received notification from Ms. Scott in Senator Blackburn's office that she had received an email from the SBA, stating "We have forwarded this application to our Processing and Disbursement Center for review. A representative will contact the applicant within four to five business days regarding the status of this application. The applicant should monitor their telephone and email inbox and spam folders for correspondence from SBA." No representative made contact with the Company. *[See Appendix C, Email 5, page 319]*

On June 2, Ms. Bayne checked the loan portal and found the "Ownership Structure of the Company" and the "IRS Form 1120 (Corporate)" both had "Incorrect" notations beside them. She called the SBA and spoke with a customer service representative who reviewed the file and could find nothing wrong with the documents provided. She suggested the forms be sent again in PDF form, to DisasterCustomerService@sba.gov, adding a page to the tax form reminding them that the Company is on a fiscal year and that the previously filed 2019-2020 Form 1120 was the most recent tax filing. The email was sent late on the afternoon of June 2 to DisasterCustomerService@sba.gov. Ms. Scott in Senator Blackburn's office was copied on the email. *[See Appendix B, Email 46, page 220]*

On June 3, another email from DisasterCustomerService@sba.gov was received stating: "Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic. We have notated your file with the information provided. We apologize for the delay and appreciate your patience while your application is being processed.

To further process your application, please provide the following:

> A hand and WET signed IRS Form 4506-T. (Recent date) Electronic of digital signature are not accepted. Please use the attached form and follow the instructions to complete the document." *[See Appendix B, Email 48, pages 221-222]*

Ms. Bayne called the SBA and spoke with a customer service representative and explained that Form 4506-T had been requested and sent multiple times. She asked if there was any additional information needed and was told the SBA would electronically contact the IRS with the Form 4506-T and the Company would be informed if any additional information was needed. The form was again completed and sent to DisasterCustomerService@sba.gov. *[See Appendix B, Email 49, pages 223-224]*

On June 3, Mr. Belsar in Representative Cooper's office emailed asking if the Company had heard from the SBA. Ms. Bayne responded, sending an updated memorandum detailing the Company's experiences with the SBA. *[See Appendix E, Email 103, page 378]*

On June 4, the loan portal was again checked. There were several more items listed as "required," all of which had been previously sent. Ms. Bayne again called the SBA and spoke with a representative who informed her that since our original charter listed two owners, the application would have to be updated to add the second owner. Ms. Bayne informed the representative the second owner was currently in a buy-out situation with the Company under a Redemption Agreement and did not participate in the Company at any level. The representative stated she would have to be listed, a copy of her driver's license would have to be uploaded, and another copy of Form 4506-T submitted. The representative was asked about the "Ownership Structure of the Entity" showing as "incorrect." He indicated this was due to the second owner not being listed in the application, and the SBA not having a copy of her driver's license and that as soon as these items were uploaded, this should be corrected. After again reminding the representative of the by-out under the Redemption Agreement and being told she had to be added, Ms. Bayne contacted the second owner, and all information was obtained from her on June 4.

On June 6, another email from DisasterCustomerService@sba.gov was received stating:

> We have notated your file with the information provided. We apologize for the delay and appreciate your patience while your application is being processed.
>
> To further process your application, please provide the following:
> A hand and WET signed **IRS Form 4506-T**. (Recent date) Electronic of digital signature are not accepted.
> Please use the attached form and follow the instructions to complete the document. *[See Appendix B, Email 54, page 228]*

On June 7, Senator Hagerty's office responded with an email to our call placed on May 19, asking for a completed Privacy Release Form. The Privacy Release Form was completed and returned, along with a memorandum explaining the experiences the Company was encountering while applying for the SBA loan.
[See Appendix D, Email 53, page 348 and Email 54, page 349]

On June 7, the following documents were uploaded to the loan portal: 1) the revised SBA Form 3501; 2) another copy of IRS Form 4506-T; 3) a color copy of Dr. Bayne's driver's license (this was the first mention of the need for this to be **in color**); 4) a color copy of the second owner's driver's license. The documents were also emailed to DisasterCustomerService@sba.gov and PDC.Reconsideration@sba.gov. An auto-response email was received from both. *[See Appendix B, Email 56, pages 229-230]*

The loan portal was again checked on June 8. It showed SBA Form 3501 under review. However, Form 4506-T was listed three times, once showing "Received" and the other two showing "Required." An attempt was made to upload the same form into all three locations, but this was not allowed. "Ownership Structure of the Entity" showed in one location as "Incorrect," but the other two locations for the same form showed "Required." "Valid Form of Identification" showed in one location as "In Review," the other two locations showed "Required."

On June 8, Ms. Scott in the office of Senator Blackburn emailed asking if the Company had heard from the representative at the SBA. Ms. Bayne responded there had been no contact. Ms. Scott wrote back that she had again reached out to her liaison at the SBA and would be in touch if and when she heard anything. *[See Appendix C, Email 7, page 320, and Email 8, page 321]*

On June 9, an updated memorandum was sent to the office of Senator Blackburn, explaining the experiences the Company was encountering while applying for the SBA loan. *[See Appendix C, Email 9, page 321]*

On June 9, Ms. Bayne sent an email to Mr. Belsar in Representative Cooper's office, asking if he needed any additional information from the Company. *[See Appendix E, Email 104, page 379]*

A review of the loan portal on June 11 showed there were, again, items which needed to be submitted. These items had been submitted multiple times. Verification was also requested that there was no one other than the two owners of the Company who held 20% or more ownership in the Company. Even though the application indicated that one owner held 45% and one held 55%, a verification was prepared and uploaded to the loan portal.

A review of the loan portal on June 14 showed all required documents as being "In Review." There was no timeline as to how long this step might take.

On June 14, an updated memorandum, explaining the experiences the Company was encountering while applying for the SBA loan, was sent to the offices of Senator Blackburn, Senator Hagerty and Representative Cooper. In the email, Ms. Bayne explained the Company's current path, the steps being taken to ensure its success and describing the Company's intern program. Each was invited to come visit the Company's office and see firsthand the mission and commitment of the Company and those who were striving to keep it going. *[See Appendix C, Email 10, page 322, Appendix D, Email 55, pages 349-350, and Appendix E, Email 105, pages 379-380]*

On June 17, an email was received from Ms. Scott in Senator Blackburn's office, informing the Company that she had heard from her SBA liaison. She forwarded the information which the liaison indicated needed to be submitted to the SBA. Ms. Bayne responded that this information had been requested through the loan portal on June 11 and had been submitted that day. *[See Appendix C, Email 11, page 323]*

A review of the loan portal on June 17 still showed all documents as "In Review." Ms. Bayne called the SBA to see if additional information was needed. The gentleman who answered the phone stated that due to the high volume of calls, he was not able to transfer the call to anyone who could help, and he then hung up. There was no option of holding or leaving a message.

On June 21, Mr. Belsar in Representative Cooper's office responded to the June 14 email, again offering his assistance. He indicated he would love to visit the Company office when he was next in Nashville and that he would work to get Representative Cooper to the office also. *[See Appendix E, Email 106, page 380]*

On June 21, another call was made to the SBA. The woman who answered the phone delivered the same message, that due to the high volume of calls, she was not able to transfer the call to anyone who could help. When asked if there were any other options, she suggested an email be sent to DisasterCustomerService@sba.gov, which was done.

On June 21, an updated memorandum, explaining the experiences the Company was encountering while applying for the SBA loan was sent to the offices of Senator Blackburn, Senator Hagerty, and Representative Cooper. *[See Appendix C, Email 13, page 324, Appendix D, Email 56, page 350, and Appendix E, Email 107, page 381]*

Also on June 21, Ms. Scott forwarded the contact information for C. Shawn McKeehan, the Deputy Dist72rict Director for the Tennessee District Office of the SBA, and suggested we contact him. An email was sent later that day, explaining the circumstances surrounding the Company's EIDL application with the SBA. Mr. McKeehan responded, indicating he had forwarded the Company's information to the SBA Disaster Field Operations Center East (FOCE). *[See Appendix B, Email 65, page 237]*

On June 24, Mr. Belsar in the office of Representative Cooper responded by email to the June 21 email and offered to again reach out to the SBA. He also offered to discuss any issue with Ms. Bayne in a phone call if needed. *[See Appendix E, Email 108, page 381]*

On June 24, an email was sent to Ms. Jones in the office of Senator Hagerty, Ms. Scott in the office of Senator Blackburn, and Mr. Belsar in Representative Cooper's office. In this email, Ms. Bayne expressed the Company's concern over the apparent disparity between SBA loan approval in different zip codes. She pointed out that the Company's offices were located in an economically challenged zip code, and loans for businesses in much more affluent zip codes were being very quickly approved. She discussed the strong intern program the Company offered and the number of students from colleges and universities around the country who had participated. She closed by asking if perhaps the Company should consider contacting the media regarding the situation. No response was received. *[See Appendix C, Email 14, page 324, Appendix D, Email 57, page 351, and Appendix E, Email 109, page 382]*

On June 26, an email was received from DisasterCustomerService@sba.gov asking again for Form 4506-T. *[See Appendix B, Email 69, pages 239-240]*

The loan portal was checked on June 27, and they were—again—asking for all documents previously submitted on June 11. The documents were uploaded again to the loan portal and sent also by email to DisasterCustomerService@sba.gov and PDC.Reconsideration@sba.gov. The offices of Senator Bill Hagerty, Senator Marsha Blackburn, Representative Jim Cooper, and Mayor John Cooper were copied on the email. *[See Appendix B, Email 70, pages 240-241, See Appendix C, Email 15, page 325, Appendix D, Email 58, pages 351-352, and Appendix E, Email 110, pages 382-383]*

Another call was placed to the SBA on June 28. Ms. Bayne explained that the purpose of her call was to receive an update on the loan application. The lady who answered the phone informed her she would need to speak with a "Tier Two Rep," they were all on other calls, and she would have to call back. Again, there was no option to hold or leave a message. When asked about the best time to call, the representative indicated first thing in the morning might work.

On June 28, Ms. Bayne emailed Mr. Belsar in Representative Cooper's office, asking if a meeting could be scheduled with Representative Cooper to discuss the situation with the SBA. Mr. Belsar called Ms. Bayne and explained Representative Cooper was in Washington. He went over her concerns with her and promised to do all he could to assist. *[See Appendix E, Email 111, page 383]*

On June 30, Mr. Belsar emailed he had reached out again to the SBA on behalf of the Company. He stated the liaison to whom he spoke indicated they would look into the matter and get back with him. *[See Appendix E, Email 112, page 384]*

On July 6, Ms. Bayne again called the SBA. This time, Tia, a Tier Two Rep, answered the phone. She reviewed the file and stated it was still being processed and they would reach out if more information was needed. She added that there was a "great delay" in processing, as they had over one million applications outstanding. She stated the review process had not started until April, when they finally received clarification of how much money they were working with and what the parameters were for approval. Ms. Bayne told her the Company had filed their EIDL application in December and had begun getting emails from the SBA in January, asking for additional information or, more often, a resubmission of what had already been sent. Tia stated files were being reviewed by individuals who did not always know what they were looking for and that often, when a filing was incorrect, emails were sent asking for the form again but not explaining why a new form was needed. She indicated this was a great frustration for her department as well. Ms. Bayne explained what had been happening to the Company during this process and how she had been asked to repeatedly to submit the same forms. She verified that she had always quickly complied to any request for the resubmission of information.

Tia reviewed the file again and noted they were missing the "IRS transcript," and that Form 4506-T, which had been repeatedly submitted, had to be received by the IRS before they would send documentation to verify the Company had really filed the corporate tax returns. When asked if there was anything that could be done to speed things along, Tia indicated there was not; they were just waiting on the transcript and once everything was received and in order, the file would go to a loan officer.

On July 6, an updated memorandum, explaining the experiences the Company was encountering while applying for the SBA loan, was sent to the offices of Senator Blackburn, Senator Hagerty and Representative Cooper. The email discussed the issue with obtaining the tax transcripts from the IRS and asked for assistance. *[See Appendix C, Email 16, page 326, Appendix D, Email 59, pages 352-353, and Appendix E, Email 113, page 384]*

On July 6, Ms. Jones from Senator Hagerty's office responded, asked for another Privacy Release Form and offered to try to help with obtaining the transcript. The form was completed and returned. *[See Appendix D, Email 60, page 353]*

On July 7, Mr. Belsar in the office of Representative Cooper responded, and forwarded the information he received from the IRS regarding obtaining the tax transcript. He noted he had reached out to the SBA regarding whether the transcript had to come from the IRS or could come directly from the constituent. *[See Appendix E, Email 114, page 385]*
On July 8, Ms. Bayne received a call from Shellie Harvey in the Public Affairs office of the SBA, stating she had received notification of the Company's concerns from Mr. McKeehan, along with a copy of the Company's explanatory memo which had been earlier forwarded to him. She had reviewed the file and noted Form 4506-T had not been correctly completed. She indicated there could be no handwritten notes on the form (pursuant to the instructions of the SBA, the loan application number had been written on the form), there was a line down the side of the form, and the form appeared somewhat "blurry." She noted that any of these would cause the IRS to reject the form. Ms. Bayne explained to Ms. Harvey that she had completed and filed Form 4506-T multiple times and had never been told about any of these issues. Ms. Harvey seemed stunned the Company had experienced this much trouble. She explained she was going to send a detailed email, explaining exactly how the form should be completed and to whom it should be sent. Ms. Harvey was very kind and said if there were any other issues, she was available to help. She reiterated what had been earlier stated, that there are over one million applications being processed.

Upon receipt of email from Ms. Harvey, containing detailed instructions for completion, Form 4506-T was again completed, scanned (with no lines down the side), and emailed to the addresses provided, DisasterCustomerService@sba.gov and PDC.Reconsideration@sba.gov**.**
[See Appendix B, Email 73, pages 242-243 and Email 74, pages 244-245]

An email notification was received on July 9, stating: "The status of your SBA Application has been updated." Ms. Bayne reviewed the loan portal and found that documents—which have been submitted multiple times—were listed again as incorrect. The documents were reloaded to the portal and an email was sent to Ms. Harvey at forcecommcovid-19@sba.gov, to DisasterCustomerService@sba.gov**,** and to PDC.Reconsideration@sba.gov**.** *[See Appendix B, Email 78, pages 247-248, Email 79, page 249]*

On July 9 and July 11, emails were sent to all members of the Senate Committee on Small Business and Entrepreneurship, members of the Congressional Committee on Small Business Oversight, Investigations, and Regulations, and the President of the United States, explaining in detail the ordeal the Company was experiencing with the SBA application process. *[See Appendix F, page 395, Appendix G, page 402-403, Appendix H, page 407]*

On July 12, Susan Behling in the High Priority Congressional Department of the SBA called and stated she had been assigned by the Management Team to assist the Company. She reviewed the file and indicated she would be personally working on it until it reached the loan approval department for final approval and funding. She was very helpful but informed us that the one hold up appeared to be the SBA getting the tax transcript from the IRS. She noted Form 4506-T had finally been sent to the IRS on July 1 and indicated it had been taking 4-6 weeks to get the transcripts back from the IRS. Later that day an email was sent to the Company from Ms. Behling. The information requested regarding a discrepancy in the SBA application as a result of the Company operating on a fiscal year was immediately prepared and emailed to her. *[See Appendix B, Email 81, page 250, Email 82, page 250]*

On July 12, an email was sent to the offices of Senator Blackburn, Senator Hagerty and Representative Cooper informing them of the call from Ms. Behling. Ms. Jones in Senator Hagerty's office wrote back offering again to help with the IRS transcript. *[See Appendix C, Email 20, page 329, Appendix D, Email 62, page 355 and Email 59, page 352-353, and Appendix E, Email 116, page 386]*

On July 12, Ms. Scott in Senator Blackburn's office forwarded an email from the SBA regarding the Company's request for the tax transcripts. Ms. Bayne researched the suggested steps listed in the email and responded to Ms. Scott that the steps related to personal income tax returns, not corporate, but thanked her for her efforts on behalf of the Company. *[See Appendix C, Email 18, pages 327-328 and Email 19, page 328]*

On July 13, Ms. Behling confirmed via email she had received the revised 4506-T and had forwarded it to the IRS. *[See Appendix B, Email 83, page 251]*

On July 16, Ms. Behling called with an update on the status of the Company's file. She noted that since the Company had sent emails to the Senate and House Committees informing them of the ordeal the Company had endured, her department had received several phone calls and/or emails regarding the situation.

After the conversation, Ms. Behling sent another email, which listed several items needed for the file, including another copy of Form 4506-T. This request came three days after she indicated she had already forwarded this form to the IRS. *[See Appendix B, Email 86, pages 252-253]*

Before the end of the day, an email response was sent to Ms. Behling with the requested documents:
A revised 4506-T
A Current P&L for July 2020 – June 2021
A copy of the Company Charter (required by the TN Secretary of State when a corporation is formed)
A copy of the Company Bylaws (noting that in TN, corporations are not required to have operating/management agreements). Ms. Behling was informed in the email that the remaining requested information was being prepared and would be to her as soon as possible. *[See Appendix B, Email 87, pages 254-255]*

On July 16, Ms. Jones from the office of Senator Hagerty wrote, stating she had been in contact with the IRS, and they had not yet processed the Company's 2019-2020 tax return. Ms. Bayne wrote back, informing her the tax return had been filed in March. She asked Ms. Jones if she had a contact phone number with the IRS and offered to sign another Privacy Release Form if needed so she could pursue this for the Company. No response was received from Ms. Jones. *[See Appendix D, Email 67, page 358]*
Ms. Behling emailed on July 19, asking for the financial projections. She noted in her email that she had expedited the Company's file and that it would be worked as soon as the projections were received. She called Ms. Bayne on July 20, who informed her that Company members were on the road to San Antonio to a conference. *[See Appendix B, Email 90, page 258]*

Ms. Behling sent an email on July 20 asking for additional information:
12-month 2020 profit and loss, as if the disaster had not occurred
Copy of business plan including timeline and where you are on the timeline

The remaining information requested in Ms. Behling's July 16 email, along with information requested in the July 20 email, was completed, and sent to Ms. Behling on July 28. The following documents were sent:
A Cover Letter, explaining the Company's circumstances
Projections for 2020, if COVID had not occurred
Staff Operating Plan
Assumptions for events and financials for March – December 2020
Assumptions for events and financials for January – July 2021
A Business Overview for the Company *[See Appendix B, Email 91, pages 258-259]*

On July 26, Ms. Scott in Senator Blackburn's office wrote asking for any updates regarding receipt of the tax transcripts from the IRS. Ms. Bayne responded that she had a call scheduled with the IRS and would report back. *[See Appendix C, Email 22, page 330]*

A call was placed on July 29, to the IRS regarding the 2019-2020 Form 1120, which had been filed in March. The IRS representative confirmed they did not have the form and that they were very behind in processing filings. She suggested the return, with attachments, be faxed to the IRS and a copy be sent, certified mail, return receipt requested. This was completed before the end of the day, with a cover letter explaining the situation. As of August 12, the Return Receipt has not been received but the UPSP website indicates the documents were delivered on August 3.

On July 29, an email was sent to the offices of Senator Blackburn, Senator Hagerty, and Representative Cooper, explaining the situation with the IRS and asking if they had any contact within the IRS to whom they could deliver the tax returns to expedite the process. *[See Appendix C, Email 24, page 331, Appendix D, Email 69, page 359, and Appendix E, Email 118, page 387]*

On July 29, the IRS transcript for the 2018-2019 corporate tax filing was received. This was scanned and sent over to Ms. Behling, along with an update on the situation regarding 2019-2020 Form 1120 filing. *[See Appendix B, Email 95, page 263]*

On July 30, Ms. Jones in Senator Hagerty's office responded that she could not help. *[See Appendix D, Email 70, page 359]*

On July 31, an email was received from the SBA:

From: <DisasterCustomerService@sba.gov>
Date: Fri, Jul 30, 2021, at 11:21 PM

Subject: SBA Application – Status Update

To: <22pprox..bayne@scholarshipauditions.com>
Important Reminder About Your SBA Economic Injury Disaster Loan Application:

Our records indicate that you have not taken the next steps to complete your SBA Economic Injury Disaster Loan application. These steps are necessary to continue to process your application.

Failure to complete these steps will result in your application being withdrawn.
We understand the challenges your business is facing due to the massive disruption caused by the coronavirus (COVID-19) pandemic, and we want to give every consideration to your request.

This email was immediately forwarded to Ms. Behling, with a request that she contact our office as soon as possible about the next steps needed and expressing our deep frustration over this email. No response was received. *[See Appendix B, Email 96, pages 263-264]*

On August 1, the front page of the Company's loan portal read:

Your Quote
Status: Eligible$500,000
Review and Accept the Amount
Status
You are eligible. Please review the loan amount
When the "Review and Accept the Amount" button was clicked, the next screen showed:

Select Amount

Amount of Loan: $1,000 - $500,000**$500,000**

Choose loan amount between $1,000.00 *and* $500,000.00*.*
LOAN BREAKDOWN
Term: **30 Year(s)**
Interest Rate: **3.75%**
Payment Frequency: **Monthly**
Repayment Start: **18 Months After Closing**
Third Party Filing Fee: **$100.00**
Payment Amount: **$2,505.00**
NOTE TO APPLICANT: Selecting a loan amount does not mean that your loan has been approved. Further review of the application will be conducted.

Since there was no explanation as to what this meant or would entail, and since the requested paperwork for the loan review process had been submitted only three days prior, there was great concern that the application had not been given a complete review. There was no explanation as to how this amount had been determined or if there was an appeal process regarding the amount. An email was sent to Ms. Behling, asking for clarification and direction.

On August 2, a response was received from Ms. Behling, which stated "There is no need to worry-this is normal. It is how your file moves through the system for final approval and Funding." *[See Appendix B, Email 96, pages 263-264]*

On August 2, an email was sent to Ms. Behling with additional information for the loan review process that the Company deemed to be pertinent. Ms. Bayne asked her to please call since there were questions that needed to be answered. No reply was received. *[See Appendix B, Email 98, page 265]*

On August 3, emails were again sent to all members of the Senate Committee on Small Business and Entrepreneurship and the Congressional Committee on Small Business Oversight, Investigations, and Regulations, reiterating the ordeal the Company was still experiencing with the SBA application process. *[See Appendix F, page 396-397 and Appendix G, page 403-404]*

On August 3, another update memorandum was sent to the offices of Senator Blackburn, Senator Hagerty and Representative Cooper. *[See Appendix C, Email 25, page 331, Appendix D, Email 71, page 360, and Appendix E, Email 119, page 388]*

On August 6, a follow-up email was sent to Mr. McKeehan updating him on the Company's status and asking if there was anything that had not done or needed to be done to expedite the approval process. *[See Appendix B, Email 99, page 265]*

On August 7, the loan portal was reviewed, which showed, yet again, that the "Tax Return" was "Incorrect," with no explanation as to what was wrong or how it could be fixed.

On August 7, an email was sent to Ms. Behling with a screenshot of the loan portal page. In the email, Ms. Behling was asked about the $500,000 loan amount which the site indicates the Company is "eligible" to receive. It was explained to her that while the $500,000 would certainly help, due to the very prolonged delay in the approval of the application, the Company's need had become much greater and that to get back on track and reach the goals previously set, the Company would need a much larger loan. Ms. Bayne had questions regarding Phase 2 of the EID Loan process as well as the Shuttered Venue Loan process. No response was received. *[See Appendix B, Email 100, pages 266-267]*

A second email was sent Ms. Behling, pointing out the loan portal was asking for the tax transcripts under "Other," reminding her the IRS had indicated they had never received the 2019-2020 IRS Form 1120 and it had been sent via fax and certified mail earlier in the week. *[See Appendix B, Email 101, page 267]*

On August 7, an email was received from Andrew Moylan, loan specialist with the SBA:

> Hi,
>
> I am the Loan Officer assigned to your Reconsideration review for this EIDL Application. We need additional information before we can complete this request:
>
> Please confirm that no applicant with at least a 20% stake in this business is currently involved in bankruptcy proceedings. Please note, per program guidelines, we are currently required to ask this of all applicants prior to final Approval.
>
> You should have received a separate email with a secure link to the SBA Applicant Portal to review/confirm the updated EIDL Loan terms. If you did not receive it, please let me know and I will resend. Please be sure to click "Submit for Processing" after reviewing. Please let me know once you have done so.
>
> Please note, the SBA does require every owner with at least a 20% stake in the business to sign a Security Agreement and Unconditional Guarantee for any Loans sized over $200,000.
>
> Please let me know if you have any questions regarding this request.
>
> If you have any questions regarding the validity of this request, or need assistance accessing the SBA Applicant portal, please call the SBA Disaster Support team at 800-659-2955. *[See Appendix B, Email 104, page 269]*

On August 8, Mr. McKeehan responded to the August 7 email, indicating he was currently on detail from the Tennessee District Office and recommended the Company reach back out to Ms. Harvey at the SBA. *[See Appendix B, Email 103, page 268]*

On August 9, Ms. Behling responded to the August 7 emails, but only addressed the items which were showing up in the loan portal. She indicated she had uploaded all documents which had been sent to her and that all looked to be in order. She added that she had put a note in the Company's file that we wished to have a conversation with the loan officer regarding the amount. She stated she would be calling after 8:00 am to discuss any remaining questions that needed addressing. The call was never received. *[See Appendix B, Email 102, page 268]*

An email was sent to Mr. Moylan on August 9, confirming that no 20% or greater stakeholder in the Company was currently involved in bankruptcy. Mr. Moylan was also asked about the amount of the loan, and if there was the potential for a larger loan amount. *[See Appendix B, Email 105, page 269*]

On August 10, Mr. Moylan replied via email and indicated that $500,000, for which the Company was eligible, was the maximum amount allowed under the EIDL program. *[See Appendix B, Email 106, page 270]*

On August 10, Ms. Bayne called Ms. Behling and left a message, asking her to call as soon as possible. No call has been received.

On August 12, Mr. Moylan emailed to confirm the Company had verified acceptance of the $500,000 loan amount but that one more document needed to be electronically signed. When the loan portal was opened, there was a request for Form 4506-T. The form was electronically signed and submitted.

On August 12, Ms. Bayne contacted Ms. Behling via email as a follow-up to the email received from her on August 9. In the email, Ms. Bayne informed Ms. Behling that the "Incorrect" notation was still appearing in the loan portal, even though she had indicated it was a "system error" and would only be shown briefly. She also noted that Mr. Moylan had informed that the loan portal would not release the Company's file until all tasks had been completed. She reminded Ms. Behling they were still waiting for the IRS transcript for the 2019-2020 tax return and of the grave issue created because of this delay. She asked that Ms. Behling please advise as to the status. No response was received. *[See Appendix B, Email 107, page 271]*

On August 13, Ms. Bayne received a call from Ms. Jones in Senator Hagerty's office, informing her that her IRS contact had called to let her know the 2019-2020 transcript was ready and giving her instructions for accessing it from the IRS website. Ms. Bayne attempted to access the transcript but found the instructions led only to personal income tax return transcripts. She then called Ms. Jones, who got the IRS representative on the phone. After a brief discussion, the IRS representative stated she would immediately place the transcript in the mail.

On August 16, Ms. Bayne accessed the loan portal and found verification the loan had been approved and there were documents to be reviewed and signed. In reviewing the documents, Ms. Bayne found there were two errors: 1) the Company's new address, which had been previously submitted to the SBA, had not been updated; and 2) Mercedes Jones, who was listed as an owner of the Company with at least 20% ownership, needed to be removed from the documents since her ownership had now dropped, under the terms of a Redemption Agreement, to 17%. *[See Appendix B, Email 108, page 271]*

On August 16, Ms. Bayne emailed Mr. Moylan regarding these the change of address and the reduction in Ms. Jones' ownership. In the email, Ms. Bayne noted, "under the terms of the attached Redemption Agreement, the shares assigned to Dr. Bayne and Ms. Jones are calculated on a fully diluted basis and Ms. Jones currently holds a 17% ownership in the Company. As such, we ask that she be removed from the loan documents and Dr. Bayne be listed as the only owner holding 20% or more interest in the Company." *[See Appendix B, Email 109, page 272]*

On August 16, Ms. Scott from Senator Blackburn's office emailed Ms. Bayne, asking if she had heard from the SBA. Ms. Bayne responded that the Company's application had moved to the loan processing stage. *[See Appendix C, Email 26, page 332]*

On August 17, Ms. Bayne emailed Ms. Jones in Senator Hagerty's office regarding a press release she had seen concerning Senator Hagerty's upcoming Economic Development Tour. She reminded Ms. Jones of the Company's situation and asked that Senator Hagerty add the Company to his tour. *[See Appendix D, Email 72, page 360]*

On August 17, Ms. Bayne emailed Mr. Belsar in Representative Cooper's office, asking Representative Cooper to visit the Company. Mr. Belsar responded that Representative Cooper's scheduling team had received the request. *[See Appendix E, Email 120, page 388]*

On August 17, Ms. Bayne emailed Senator Blackburn's office at scheduler@blackburn.senate.gov and requested a meeting with Senator Blackburn. *[See Appendix C, Email 27, page 332]*

On August 17, Dr. Bayne received an email from the SBA noting, "Our records indicate that you have not taken the next steps to complete your SBA Economic Injury Disaster Loan application. These steps are necessary to

continue to process your application. **Failure to complete these steps will result in your application being withdrawn.**" *[See Appendix B, Email 110, page 272]*

On August 17, Ms. Bayne emailed Ms. Behling, informing her the loan had been approved and forwarding her the email previously sent to Mr. Moylan regarding the changes which needed to be made to the loan documents. No response was received. *[See Appendix B, Email 111, page 273]*

On August 18, Ms. Jones responded to Ms. Bayne's email request and noted that while Senator Hagerty's schedule was set, she had spoken to Braden Stover, their Nashville field rep and he was extremely interested in visiting. *[See Appendix D, Email 72, page 360]*

On August 18, Ms. Bayne forwarded Mr. Moylan the email previously sent to him on August 16. Mr. Moylan responded that there was a team which handled changes/updates at the loan documentation stage, and he had no direct email contact for them. He also suggested she forward her email to disastercustomerservice@sba.gov to help expedite the process. He noted in his experience they had been very proactive at the legal documentation stage to ensure outstanding issues were quickly resolved. *[See Appendix B, Email 112, page 273]*

On August 18, Ms. Bayne placed a call to Ms. Behling and left a message regarding the issues related to the loan documents and asked that she call her as soon as possible so the issues could be resolved. No response was received.

On August 19, Ms. Bayne again placed a call to Ms. Behling. She asked the operator who answered the phone to verify that Ms. Behling was still employed by the SBA, which he did. She left another message for Ms. Behling, reiterating the urgent need to resolve the outstanding issues and asking for an immediate return call. No response was received.

On August 19, Ms. Bayne called the SBA and spoke with Alan, a very helpful representative in the Customer Service Department, and explained the Company's current circumstances with the loan approval documents. He instructed her to send an email to disastercustomerservice@sba.gov with the change of address and an email to pdcrecons@sba.gov, explaining the corrections needed in the loan documents. Ms. Bayne immediately sent both emails. *[See Appendix B, Email 113, page 274 and Email 114, page 274]*

On August 19, Ms. Bayne sent an email to Ms. Shellie Harvey, Customer Service Representative with the United States Small Business Administration Disaster Field Operations Center East (FOCE), with whom she had previously corresponded, explaining the situation. *[See Appendix B, Email 115, page 275]*

On August 19, Ms. Bayne sent emails to Ms. Scott in Senator Blackburn's office, Ms. Jones in Senator Hagerty's office, and Mr. Belsar in Representative Cooper's office, updating them on the issues needing resolution. *[See Appendix C, Email 28, page 333, Appendix D, Email 73, page 361, and Appendix E, Email 121, page 389]*

On August 19, Ms. Scott responded and noted she had sent an inquiry regarding the corrections. *[See Appendix C, Email 29, page 333]*

On August 19, Ms. Jones responded that she would forward the information. *[See Appendix D, Email 75, page 362]*

On August 19, Ms. Bayne called Ms. Scott and asked about scheduling a time for Senator Blackburn to visit the Company. She informed Ms. Scott that she had submitted an email request for a visit on August 17. Ms. Scott stated the scheduler had left for the day but that she would follow up with her.

On August 19, Ms. Bayne received a response email from disastercustomerservice@sba.gov, acknowledging receipt her earlier email. In the email response was new language, which stated in part: "If you are requesting information about the status of your application, **our customer service team will respond with an estimated time frame for when your application will move through processing**. Please note that SBA has recently invested in additional personnel and improved processes to increase the number of loan increase applications that are reviewed each day." No response was received from the customer service team. *[See Appendix B, Email 116, page 275]*

On August 20, Mr. Belsar emailed in response to Ms. Bayne's August 19 and indicated he would flag these errors to SBA congressional affairs. *[See Appendix E, Email 122, page 389]*

On August 20, Ms. Bayne called Ms. Jones to let her know the IRS transcript had not yet been received (IRS contact had indicated it would be mailed on August 13) and asked if she could follow up on the status. Ms. Jones stated she would. Ms. Bayne also asked about Braden Stover, their Nashville field rep, visiting the Company's offices. Ms. Jones stated Mr. Stover was out of the office but she would check and get back with her.

On August 20, Ms. Shellie Harvey responded to Ms. Bayne's August 19 email. In the email, Ms. Harvey noted that Ms. Bayne had mentioned she had the direct contact information for the Loan Officer assigned to your application and suggested she allow the Loan Officer time to respond to her inquiry. *[See Appendix B, Email 117, page 276]*

On August 20, Ms. Bayne responded to Ms. Harvey and noted that Ms. Behling was the Loan Officer assigned to the application and that she had not responded to any contact with her in over a week and reiterated she would be glad to contact the right department regarding the corrections if someone would let her know who to contact. *[See Appendix B, Email 118, page 276]*

On August 22, Ms. Bayne received an email from Carlos at disastercustomerservice@sba.gov, stating the change of address request had been forwarded to the Processing and Disbursement Center. *[See Appendix B, Email 119, page 277]*

On August 23, Ms. Bayne responded to the email from Carlos at disastercustomerservice@sba.gov. She indicated that his was the only response that had been received regarding changes that needed to be made to the SBA loan documents and asked if he would forward the request to the Processing and Disbursement Center regarding removing Ms. Jones from the documents. *[See Appendix B, Email 120, page 277]*

On August 23, Ms. Bayne sent emails to Ms. Scott in Senator Blackburn's office Ms. Jones in Senator Hagerty's office, and Mr. Belsar in Representative Cooper's office, asking for an update on her requests for meetings. *[See Appendix C, Email 30, page 334, Appendix D, Email 76, page 362, and Appendix E, Email 123, page 390]*

On August 23, Ms. Bayne again called Ms. Behling's office. The message stated Ms. Behling was not accepting calls and her voice mailbox was full. Ms. Bayne sent another email to Ms. Behling, stressing the need for a response and asking her to call at her earliest convenience. *[See Appendix B, Email 121, page 278]*

On August 23, Ms. Bayne emailed Ms. Scott in Senator Blackburn's office Ms. Jones in Senator Hagerty's office, and Mr. Belsar in Representative Cooper's office, updating them on the current status of the application. *[See Appendix C, Email 31, page 334, Appendix D, Email 77, page 363, and Appendix E, Email 124, page 390-391]*

On August 23, Mr. Belsar emailed back, thanking Ms. Bayne for the reminder, and indicating he would reach out to them again. *[See Appendix E, Email 125, page 391]*

On August 23, the IRS transcript for the 2019-2020 taxes was received. Ms. Bayne uploaded the document to the loan portal and emailed a copy of it to Mr. Moylan and Ms. Behling. *[See Appendix B, Email 122, page 278]*

On morning of August 24, Ms. Bayne and left a message for Ms. Behling to return her call regarding completion of the changes needed in the loan documents.

On August 24, Grace Burch, Director of Scheduling in the office of Senator Blackburn, responded to Ms. Bayne's request for a meeting with the Senator. She informed her that John Clement, Senator Blackburn's Middle TN Field Director, would be happy to meet with her and the staff of ScholarshipAuditions.com. *[See Appendix C, Email 32, page 335]*

On August 24, Ms. Bayne responded to Ms. Burch that they would be honored to have Mr. Clement visit the offices at his convenience. *[See Appendix C, Email 33, page 335]*

On August 24, Braden Stover, the Nashville field rep in Senator Hagerty's office, emailed Ms. Bayne, asking for a time next week to come to the Company's office to meet. *[See Appendix B, Email 123, page 279]*

On August 25, Ms. Bayne reviewed the SBA loan portal and saw that "Tax Return" had an "Incorrect" notation beside it. The notation under "Tax Return" read: "**Note:** Include a complete copy, including all schedules, of the 2019 filed Federal Tax Return for the business. Please provide all pages as one complete document." Ms. Bayne sent an email to disastercustomerservice@sba.gov and pdcrecons@sba.gov, reminding them that this tax return had been uploaded multiple times, and that the 2019-2020 IRS tax transcript had also been uploaded. She asked for clarification as to what was still missing. *[See Appendix B, Email 124, page 279]*

On August 25, Ms. Bayne received an email from Payton Scott in the office of Senator Blackburn. Ms. Scott forwarded to her an email she had received from the SBA regarding the loan application. In the SBA response, it was noted that Ms. Bayne "has the direct contact information for the Loan Specialist reviewing the application." Ms. Bayne emailed Ms. Scott and thanked her forwarding the SBA correspondence but informed her that Susan Behling, the Company's SBA Loan Specialist, had emailed on August 9, indicating she would be calling later that day and that as of August 25, despite several phone messages and emails, Ms. Behling had not responded. *[See Appendix B, Email 125, page 280]*

On August 25, Jimmy Belsar from the office of Representative Cooper, emailed that the scheduling team in Representative Cooper's Nashville office would be in touch to set an appointment within the next few days. *[Appendix E, Email 125, page 391]*

On August 26, Ms. Bayne emailed Ms. Harvey, with an explanation related to her comment regarding the Company's change in ownership. *[See Appendix B, Email 126, page 280]*

On August 26, Ms. Bayne sent an email to disastercustomerservice@sba.gov regarding language in their most recent email responses to her. The language indicated that the SBA customer service team would respond to inquiries regarding the status of the loan application with an estimated time frame for the application to move through processing. Ms. Bayne noted in her email that no member of the customer service team had contact her after several emails sent had been sent to disastercustomerservice@sba.gov. *[See Appendix B, Email 127, page 281]*

On August 26, Ms. Bayne emailed Braden Stover in Senator Hagerty's office to ask if he had set a time for the meeting at the Company's offices. *[See Appendix D, Email 78, page 363]*

On August 26, Ms. Bayne emailed John Clement in Senator Blackburn's office to ask if he had set a time for the meeting at the Company's offices. *[See Appendix C, Email 34, page 336]*

On August 27, Braden Stover confirmed his appointment with the company for Wednesday, September 1.

On August 27, Ms. Bayne received an email from Ms. Behling, indicating she had received and uploaded the documents previously sent and would be make sure the address was changed in the loan documents. Ms. Bayne responded reminding Ms. Behling to make sure second owner was removed from loan documents, *[See Appendix B, Email 128, and Email 129 pages 281-282]*

On August 27, Mr. Stover confirmed he would visit the Company's office on Wednesday, September 1 at 10:00.

On August 30, Mr. Clement responded that he could meet with the Company on September 13th of 14th. Ms. Bayne responded that either day would work. *[See Appendix C, Email 35, page 336]*

On August 30, Ms. Behling responded that she had added our requests to the file and that it would take additional time to have these changes made and processed. *[See Appendix B, Email 130, page 282]*

On August 30, Ms. Bayne emailed Ms. Scott and Ms. Jones to update them on the SBA's continued delays in processing the requested changes to the loan documents.

On August 30, Ms. Bayne wrote again to Mr. Belsar, letting him know Representative Cooper's scheduler had not yet contacted the Company regarding an appointment with the Representative.

On August 30, the website, www.ourSBAstory.com, went live.

On September 1, Mr. Stover visited the Company. He was given a printed copy of the full report and watched the video created for www.ourSBAstory.com. Mr. Stover was very sympathetic to the Company's plight and pledged that Senator Hagerty and his staff would do all within their power to assist the Company in getting the final loan approval and release of the funds.

From September 1-3, the Company sent emails regarding the continued struggles with the SBA and included a link to www.ourSBAstory.com. The emails were sent to Senator Blackburn, Senator Hagerty, and Representative Cooper, as well as all members of the U.S. Senate Committee on Small Business and Entrepreneurship, the U.S. House Committee on Small Business, and all other members of the Senate and House. Isabella Guzman, Administrator of the SBA, was also sent the email. *[See Appendix B, Email 131, page 283]*

On September 1, the Company also began sending press releases to various local and national news outlets and magazines. *[See Appendix B, Email 132, page 284]*

On September 2, the SBA sent a letter, stating, in part, "Although we made every effort to approve your loan request, we are unable to offer you a disaster loan for the following reason(s): Applicant requests a withdrawal or fails to proceed. At your request or due to inactivity, we have withdrawn your application from active consideration. You have the right to request reacceptance of your withdrawn application." *[See Appendix B, Email 133, page 285]*

On September 2, Ms. Bayne forwarded the letter to Ms. Harvey and Ms. Behling, with an urgent request that she verify the loan was still active and proceeding. *[See Appendix B, Email 134, page 286]*

On September 2, Ms. Harvey responded, indicating the loan was still in process and "the letter may have been system generated as a result of ongoing processing to update certain information in your application." *[See Appendix B, Email 135, page 286]*

On September 2, Dr. and Ms. Bayne visited the offices of Senator Hagerty to update Mr. Stover and Ms. Jones on the letter received from the SBA.

On September 2, Ms. Bayne received a call from JaShonia Stephens, Loan Specialist - Application High Priority Team Office of Disaster Assistance of the SBA. She informed Ms. Bayne that the documents needed for the loan to be finalized appeared to be in order and the loans documents should be sent for execution by the end of the first week of September and the funds released within 3-4 days after the executed documents were received. Ms. Bayne asked her to confirm the approved loan amount was still $500,000 and Ms. Lewis confirmed.

On September 2, Ms. Bayne wrote to Mr. Stover, informing him of the call from Ms. Stephens. She stressed the Company's need for the funds no later than September 15th and Mr. Stover asked for Ms. Stephens' contact information and indicated he would reach out to ask that the loan be expedited. *[See Appendix D, Email 79 page 364]*

On September 7, Ms. Bayne emailed Mr. Clement to follow up on his visit to the Company's office. *[See Appendix C, Email 36, page 337]*

On September 7, Ms. Bayne received a call from Representative Cooper's office, scheduling a Zoom call for Monday, September 8, at 9:00 CT.

On September 8, Mr. Stover emailed Ms. Bayne that he had spoken with Ms. Stephens, who had stated she would do all in her power to have the funds disbursed by the end of the week. *[See Appendix D, Email 80, page 364]*

On September 9, Ms. Bayne sent a copy of the email previously sent to all members of the Senate and House to Ms. Scott. She requested that Ms. Scott make sure Senator Blackburn got a copy of the email. *[See Appendix C, Email 37, page 337]*

On September 9, Ms. Bayne again emailed Mr. Clement regarding scheduling a meeting. She informed him there would be a Zoom call with Representative Cooper at 9:00. Mr. Clement responded he was available on Monday and 11:00 was set as the time for the meeting. *[See Appendix C, Email 38, page 338]*

On September 9, Ms. Bayne sent a copy of the email previously sent to all members of the Senate and House to Ms. Jones. She requested that Ms. Jones make sure Senator Hagerty got a copy of the email. Ms. Jones replied she would make sure he got it. *[See Appendix D, Email 81, page 365]*

On September 9, Ms. Bayne received an email from Ms. Stephens, which stated that while the application would be completed this week, the funding would not. She noted that after the documents were completed and signed, they then moved to funding, which would not be disbursed until next week and took 3-5 days for receipt once disbursed. *[See Appendix B, Email 136, page 287]*

On September 9, Ms. Bayne forwarded a copy of Ms. Stephens' email to Mr. Stover. Mr. Stover emailed he had forwarded the information to the DC office for their assistance. *[See Appendix D, Email 82, page 365]*

On September 10, Ms. Behling responded to Ms. Bayne's email of September 2. She noted the letter received on September 2 was a system-generated letter and was part of the system moving the Company's file to the state it needed to be in to receive "the higher amount." *[See Appendix B, Email 137, page 287]*

On September 13, a Zoom call was held with Representative Cooper, Ms. Belsar, Chase Cole, and the staff of the Company. The staff gave Representative Cooper an overview of what the Company had and was continuing to experience with the SBA. Representative Cooper stated his office would do all it could to help.

On September 13, Mr. Clement and Ms. Scott visited the office of the Company. The staff gave them an overview of what the Company had and has continued to experience with the SBA. They shared the video from www.mySBAstory.com with them and asked for Senator Blackburn's help in getting the loan finalized and the funds disbursed. Mr. Clement indicated he needed to conduct research and would get back in touch. As of October 18th he has not.

On September 13, Ms. Bayne reviewed the loan portal, which showed the "Confirmed" loan amount as $500,000 and found a notation under "Review and Sign Documents" stating "additional information needed." When "Continue" was clicked, it indicated Form 4506-T for the IRS transcripts needed to be signed and submitted. Ms. Bayne called the SBA and spoke with a representative, who reviewed the file and noted that nothing was missing, and it appeared the file was progressing to being finalized and the loan documents submitted for signatures. The representative suggested she email covideidlincreaserequests@sba.gov, tell them he instructed her to write, and ask for an explanation. Ms. Bayne wrote and copied Ms. Behling, Ms. Stephens, Ms. Jones, and Mr. Stover. She also sent an email to Mr. Belsar, informing him of the development. She attached a screenshot from the loan portal, showing the "Confirmed" loan amount of $500,000 and the request for additional information. *[See Appendix B, Email 138, page 288]*

On September 13, Mr. Stover wrote to Ms. Behling and Ms. Stephens, asking for the SBA's timely response and conclusion to the matter. *[See Appendix D, Email 83, page 366]*

On September 13, Ms. Jones wrote to Mr. McKeehan, asking for his assistance. Mr. McKeehan responded that a staff member had informed him the application was in review and the staff member had sent an email asking the reviewing officer for an explanation for the delay but had not gotten a response. Ms. Jones noted in her email to Ms. Bayne that she had been assured twice that no further documentation was needed, and the file was waiting final review. *[See Appendix D, Email 84, page 366]*

On September 13, Ms. Bayne emailed Mr. Clement and Ms. Scott regarding the SBA request and included the loan portal screenshot showing the "Confirmed" loan amount of $500,000 and the request for additional documentation. *[See Appendix C, Email 39, page 338]*

On September 14, Dr. Bayne received an email from Alicia Fannon, Loan Specialist, Office of Disaster Assistance. In the email, Ms. Fannon indicated that since the Company had been in business for 2.5 years, it exceeded the criteria for the SBA to process the application as a start-up business and the loan amount was lowered to $9,500. *[See Appendix B, Email 139, page 289]*

On September 14, Ms. Bayne placed a call to Ms. Fannon, asking for clarification as to why the change had been made since nothing had changed in the loan application documents since it was originally approved (and loan documents issued) on August 16. Ms. Fannon kept repeating that the SBA's "Standards and Procedures" stated start-up companies had to be in business one year or less to qualify as a start-up. Ms. Bayne stressed to Ms. Fannon that the loan had been approved by the SBA in the amount of $500,000 on August 16 and if the Company had signed the incorrect documents, the $500,000 would have been released. After a lengthy conversation, Ms. Fannon asked Ms. Bayne to prepare an email, detailing all the information she had provided, and send it to her. She noted that exceptions had been made to loan approval amounts, but they were rare. She also indicated Ms. Bayne should contact her Senators and have them reach out of behalf of the Company to have this overturned.

On September 14, Dr. and Ms. Bayne went to the offices of Senator Hagerty and Senator Blackburn to inform them of this development and ask for their immediate intervention and assistance. Ms. Jones and Mr. Stover stated they would immediately begin making calls. Ms. Scott stated she would contact Mr. Clement and they would also begin work. Dr. Bayne requested an opportunity to go to Washington DC and meet with the Senators and to appear before the Senate Committee on Small Business and Entrepreneurship, scheduled to convene on Tuesday, September 21 at 10:00 ET.

On September 14, Ms. Bayne prepared the email as directed by Ms. Fannon and forwarded it to her. *[See Appendix B, Email 140, pages 289-290]*

On September 14, Ms. Bayne emailed Mr. Stover and Ms. Jones and sent screenshots from the SBA loan portal on August 15 and September 13, showing the "Confirmed" loan amount of $500,000. Also attached were emails from Mr. Moylan, showing the loan amount as $500,000. *[See Appendix D, Email 85, page 367]*

On September 15, Ms. Bayne emailed Ms. Scott and sent her screenshots from the SBA loan portal on August 15 and September 13, showing the "Confirmed" loan amount of $500,000. Also attached were emails from Mr. Moylan, showing the loan amount as $500,000. *[See Appendix C, Email 40, page 339]*

On September 15, Ms. Bayne emailed a recording of the September 2 phone call with Ms. Stephens, in which she confirmed the loan amount as $500,000. *[See Appendix D, Email 86, page 368]*

On September 16, Ms. Bayne emailed Mr. Belsar and updated him on the situation. She attached the screenshots, the emails with Mr. Moylan and the recording of the conversation with Ms. Stephens. *[See Appendix E, Email 126, page 392]*

On September 16, Ms. Bayne wrote again to Mr. Belsar, informing him that two individuals who were involved in federal government and who knew about the emails sent and the www.ourSBAstory.com website had suggested this appeared to be retaliation against the Company for speaking out about the SBA system. *[See Appendix E, Email 127, page 392]*

On September 16, Mr. Stover emailed Senator Hagerty's office in Washington DC had confirmed that Dr. and Ms. Bayne could come to the Senator's office on Monday, September 20th to meet with them.

On September 20, Dr. and Ms. Bayne met in Washington DC with Jonathan Greenstein, Senior Policy Advisor for Senator Hagerty. Mr. Greenstein indicated other constituents had notified him of issues with the SBA involving changes in loan amounts. He noted this was not the way the SBA should handle small business owners and he would reach out to them to try and get the SBA to reinstate the originally confirmed $500,000 loan amount.

On September 21, Dr. and Ms. Bayne met in Washington DC with Mac McCullough and Alex Heaton (via telephone) in the offices of Senator Blackburn. Mr. Heaton noted that he had heard from several constituents who had similar experiences, where the SBA changed loan amounts or denied loans after approving them. He expressed his frustration and stated he would be in touch with his contacts with the SBA to try and resolve the issue. He also offered to look for other sources of funding for the Company.

On September 23, Ms. Bayne sent an email to Ms. Fannon, informing her of the trip to Washington DC to meet with representatives of Senator Blackburn and Senator Hagerty. She included a bullet-pointed list of additional reasons the SBA should reinstate the $500,000 original loan amount. *[See Appendix B, Email 141, page 290-291]*

On September 23, Ms. Bayne sent an email to the representatives in the offices of Senator Blackburn and Senator Hagerty, sharing the email that had been sent to Ms. Fannon, with an email listing the considerations of returning the loan to the original amount that were contained email. *[See Appendix C, Email 41, page 339, See Appendix D, Email 87, page 368]*

On September 23, Ms. Bayne sent an email to the representative in Senator Hagerty's office, sharing the email that had been sent to Ms. Fannon, with an email listing the considerations of returning the loan to the original amount that were contained email.

On September 24, the SBA sent an email stating "Our records indicate that you have not taken the next steps to complete your SBA Economic Injury Disaster Loan Modification. These steps are necessary to continue to process your modification request. **Failure to complete these steps will result in your loan modification being canceled**." *[See Appendix B, Email 142, page 292]*

On September 24, Ms. Bayne wrote the representatives in Senator Hagerty's office, informing them of the SBA email. She asked if the Company should accept the $9,500 loan. *[See Appendix D, Email 88, page 369]*

On September 24, Ms. Bayne wrote to Ms. Stephens, updating her on the SBA's change to the confirmed loan amount. She asked that Ms. Stephens work with the loan specialist to have the confirmed loan amount returned to its original $500,000 amount. *[Appendix B, Email 143, page 292]*

On September 24, Ms. Stephens called Ms. Bayne. She stated she had received several inquiries regarding the change in the Company's confirmed loan amount. Ms. Stephens stated the Company should not have been told the loan amount was $500,000. When Ms. Bayne reminded her that she had, in a recorded call, stated the loan amount was $500,000, Ms. Stephens replied that she had not reviewed the whole file before she gave that affirmative answer. She also stated that the loan portal had constantly indicated for over a month that the confirmed loan amount was $500,000. Ms. Stephens told Ms. Bayne the Company could not rely on the confirmed loan amount and should not trust the amount until the funds were in the bank. Ms. Bayne pointed out that a confirmation was a guarantee, Ms. Stephens reiterated the Company should not have trusted the loan amount. During the conversation, when referring to information the Company had received from the SBA, she used words such as "misinformed," "inaccurate," and "incorrect." Ms. Stephens indicated she would contact "upper management" to review the Company's application. When asked if she could speak with upper management, Ms. Bayne was told she could not. When asked if the Senators could contact upper management on the Company's behalf, she said they could not. Ms. Bayne asked if the Company should accept the $9,500 loan amount or if it would in any way hinder the appeal process. Ms. Stephens advised that the Company should accept the amount. The Company accepted the $9,500 through the SBA loan portal on September 27.

On September 26, an email was sent to Ms. Guzman, updating her on the Company's experience with the SBA and asking for her review and assistance concerning the change of the confirmed loan amount. An auto-response was received. *[Appendix B, Emails 144 and 145, pages 293-294]*

On September 26, an email was sent to the members of the US Senate Committee on Small Business and Entrepreneurship and the Congressional Committee on Congressional Committee on Small Business Oversight, Investigations, and Regulations, sharing the latest issues the Company had encountered with the SBA and attaching the email sent to Ms. Guzman. *[See Appendix F, page 398 and Appendix G, page 405]*

On September 26, Ms. Bayne sent emails to the representatives in the offices of Senator Blackburn and Senator Hagerty, updating them on the September 24 call with Ms. Stephens and sharing the email sent to Ms. Guzman. *[See Appendix C, Email 42, page 340, and Appendix D, Email 89, page 369]*

On September 27, Ms. Jones contacted Mr. Goldstein, asking if the Company should accept the $9,500. Mr. Goldstein wrote back that he believed they should. Ms. Bayne accepted the loan amount. *[See Appendix D, Email 91, page 370]*

On September 27, Mr. Heaton emailed that he was going to be speaking with the SBA the next day.

On September 28, Luke Holland in the office of Senator Inhofe (member of the Senate Committee), responded that he had forwarded the September 26 email Jake Johnson, the Senator's Legislative Correspondent, and Esther Salter. *[See Appendix B, Email 146, page 295]*

On September 29, Mr. Johnson emailed, asking for a call on October 4. *[See Appendix B, Email 147, page 295]*

The SBA loan portal checked each day, with no update.
On October 3, the SBA sent another email stating "Our records indicate that you have not taken the next steps to complete your SBA Economic Injury Disaster Loan Modification. These steps are necessary to continue to process your modification request. **Failure to complete these steps will result in your loan modification being canceled**." *[See Appendix B, Email 148 page 296]*

On October 4, Ms. Bayne emailed the disastercustomerservice@sba.gov, asking for an explanation of what was needed to complete the loan process. *[See Appendix B, Email 149, page 296]*

On October 4, Mr. Heaton wrote asking for a conference call. A call was scheduled for that afternoon. *[See Appendix C, Email 44, page 341]*

On October 4, Mr. Johnson called. He indicated he had reviewed our information and understood our frustration and distress over the SBA's handling of the loan. He noted he would reach out to the SBA to see if he could help and noted he would make sure all members of the US Senate Committee on Small Business and Entrepreneurship knew about the situation. When Dr. Bayne stated he would like to appear before the Committee to share the Company's experience, Mr. Johnson provided the phone number and email for the contact person to request to appear.

On October 4, Mr. Heaton called. He stated he had read the entire Summary before his call on October 1 with the SBA and that it was the best, most thorough document he had seen. He indicated he had been on the phone for over an hour with the SBA representative and had spent at least 30 minutes yelling at him about the treatment the Company had received and the problems with the way the SBA was handling files. He did not offer much hope that the SBA would change the decision, but stated he was going to continue to try. He also agreed to continue searching for other funding opportunities for the Company.

On October 6, Ms. Guzman made a trip to Nashville as part of a national tour highlighting small business recovery and resources available to assist entrepreneurs. Congressman Cooper, who is very aware of our continued difficulties with the SBA, was her escort for the visit. No one reached out to our Company to visit or discuss our issues with us. Ms. Guzman was quoted as saying, *"I was thrilled to visit Nashville, a city with a strong entrepreneurial spirit and an outsized cultural impact. I heard firsthand from small business owners about how federal relief had been pivotal in their survival, and I learned about the many ways they used their extraordinary perseverance and resilience to stay afloat over the past year and a half. They also shared how SBA can continue to meet them where they are with the capital, market opportunities and networks they need to build back better."*

On October 8, Ms. Bayne called the SBA to check on the status of the loan. The representative stated no further documentation was needed and the October 3 email could be ignored. She also noted the loan was not yet approved but should be within a couple of days or a couple of weeks. When Ms. Bayne expressed her concern that the loan application had been in process for over 10 months, the representative assured her it would not take months to finalize it.

On October 8, Ms. Bayne emailed the representatives of Senator Blackburn and Senator Hagerty regarding her conversation with the SBA representative and asked if there was anything that could be done to expedite the process. Mr. Heaton wrote back that he had contacted the SBA about the computer-generated messages about the file being closed and asked them to change the language since it was upsetting and confusing. He indicated the application probably had to be reviewed again and this was slowing down the process. *[See Appendix C, Email 43, page 340]*

On October 13, there has been no change in the SBA loan portal and no funds have been disbursed. Ms. Bayne emailed Ms. Stephens regarding the delay in receiving the loan documents. *[See Appendix B, Email 150, page 297]*

On October 15, Ms. Stephens replied, indicating the SBA had not received the Company's approval of the loan amount and asking for a screenshot of the loan portal showing confirmation. Ms. Welch wrote back, confirming acceptance on September 27 and sent the screenshot. Ms. Stephens emailed she would resend the loan portal link to accept the loan amount. *[See Appendix B, Email 151, page 297, Email 152, page 298, and Email 153, page 298]*

On October 15, Dr. Bayne visited the office of Senator Hagerty and spoke with Ms. Jones. He updated her on the current status of the loan situation and again asked for a meeting with Senator Hagerty. Ms. Jones stated she had several other constituents who were having troubles with the SBA loan process and encouraged Dr. Bayne to continue pursuing all avenues to have the loan amount updated to its original $500,000 amount. She indicated Senator Hagerty's office would also continue working.

On October 18, Ms. Bayne notified Ms. Stephens that nothing had been updated on the loan portal and there was no way to again accept the loan amount. Ms. Stephens responded the new link would be sent shortly. *[See Appendix B, Email 154, page 299 and Email 155, page 299]*

On October 18, Ms. Bayne again accepted the loan amount of $9,500. Ms. Stephens acknowledged receipt of the acceptance and indicated the loan documents would be sent over for Dr. Bayne's signature. *[See Appendix B, Email 156, page 300]*

On October 21, Dr. Bayne prepared a packet with the Summary of the SBA EIDL Application and a cover letter for delivery to Senator Rand Paul *[See Appendix F, page 400]*. Dr. Bayne drove to Senator Paul's office in Bowling Green, Kentucky and met with a member of his senior staff. After discussion, the staff member indicated the document would be immediately forwarded to Senator Paul for his review and action.

On October 21, at the suggestion of Ms. Jones, Ms. Bayne emailed Addison Osborne, Deputy Scheduler for Senator Hagerty to request a meeting with Senator Hagerty regarding the SBA situation. *[See Appendix D, Email 92, page 371]*

On October 22, Ms. Osborne responded, indicating situations such as ours were best handled by Mr. Greenstein. She instructed us to stay in touch with him, Ms. Jones, and Mr. Stover. *[See Appendix D, Email 93, page 371]*

On October 26, Ms. Bayne again wrote to Rachel Jones, Jonathan Greenstein, Braden Stover, and Jim Henry in Senator Hagerty's office, informing them of the continued delays by the SBA in finalizing the paperwork for the $9,500 loan. Attached to the email was a transcript of emails with Ms. Stephens regarding the status of the loan. *[See Appendix B, Email 157 page 301-308, Appendix C, Email 45, page 341, Appendix D, Email 94, page 372, and Appendix E, Email 128, page 393]*

On October 27, Mr. Heaton responded that his office would reach out to the SBA to see what could be done.

On October 27, Ms. Bayne responded to Ms. Osborne, expressing the Company's disappointment that no offer of an appointment with Senator Hagerty was given. *[See Appendix D, Email 95, page 372]*

On October 27, Mr. Greenstein called Ms. Bayne and apologized for not contacting her sooner. He noted Senator Hagerty's office had received hundreds of complaints from constituents and he had been and would continue to be in contact with the SBA on our behalf.

On November 1, Ms. Bayne received an email from Ms. Scott, asking if the SBA had received closing documents. *[See Appendix C, Email 46, page 342]*

On November 2, Mr. Heaton emailed, asking for an update. Ms. Bayne responded, explaining what had transpired. *[See Appendix C, Email 47, page 342-343]*

On November 2, Ms. Stephens emailed Ms. Bayne regarding the documentation for the loan. After many exchanged emails regarding ownership and removing the former co-founder from the documentation, Ms. Stephens indicated she would make sure the changes (requested in August) were made.

On November 3, the SBA loan portal showed the confirmed loan amount as again being $500,000. *[See Appendix B, Email 158, page 308]*. This amount continued to show in the loan portal through November 8. *[See Appendix B, Email 159, page 309]*
On November 3, Ms. Bayne emailed Mr. Heaton, informing him of the confirmed loan amount change to $500,000. *[See Appendix C, Email 48, page 343]*

On November 4, Ms. Bayne emailed Mr. Greenstein, informing him of the change in the loan amount and the SBA request for additional documentation, including a corporate resolution approving acceptance of the $500,000 loan. *[See Appendix D, Email 96, page 373]*

On November 5, Ms. Bayne emailed Mr. Heaton to let him know there had been no progress since the loan amount had changed. Mr. Heaton indicated he wanted to wait until Monday to contact the SBA. *[See Appendix C, Email 49, page 344]*

On November 8, Ms. Bayne emailed Mr. Heaton, sending him a screenshot of the loan portal, showing the confirmed loan amount as $500,000, and indicating that there had been no contact from the SBA. Mr. Heaton wrote back that he wanted to wait until Tuesday to contact the SBA since Monday was a very busy day for them. *[See Appendix C, Email 50, page 344-345]*

On November 8, Dr. Bayne received a Decline Letter from the SBA. *[See Appendix B, Email 160, page 310-311]*

On November 9, Dr. Bayne received an email from Suzanne Glicklin, Loan Officer, with the Office of Disaster Assistance, informing him that changes had been made to the Company's application and advising him to go to the loan portal to verify information. *[See Appendix B, Email 161, page 312]*

On November 9, a loan modification letter was received from the SBA. *[See Appendix B, Email 162, page 312]*

On November 9, the confirmed loan amount in the loan portal was changed again to $9,500. *[See Appendix B, Email 163, page 313]*

On November 9, Ms. Bayne placed a call to Ms. Glicklin regarding the denial letter and the change in the loan amount. The call was recorded. Ms. Glicklin stated the letter had been sent because of a computer issue and indicated she did not know why the loan amount had gone back to $500,000 but attributed it also to a computer issue. She noted the loan was approved for $9,500. Ms. Bayne explained the manner in which the Company had been treated and stated the SBA was in breach of contract since it had sent pre-signed documents for execution by the Company in August for the $500,000, and the Company had accepted the loan amount and had signed the documents. She expressed the great frustration and harm the SBA had perpetrated on the Company over the 11 months of the application period. Ms. Glicklin blamed most of the issues on the computer system, and reiterated the information previously given regarding the Company's revenue in the 6 months before the pandemic. Ms. Bayne gave Ms. Glicklin great detail as to the SBA's erroneous use of just those figures. When Ms. Bayne expressed the Company's need for the $500,000 to stay in business, Ms. Glicklin indicated it would be unfortunate if the Company could not pay back the $500,000 and the $9,500 would be easier to repay. Ms. Bayne asked about receiving the $9,500. Ms. Glicklin stated loan documents would be immediately sent and after execution and receipt by the SBA, the money should be received within five days. When asked about the appeal process, Ms. Glicklin noted she would send information regarding the process. The loan documents were received later that day and were immediately executed and returned.

On November 9, the SBA sent an email indicating, the loan modification had been approved. *[See Appendix B, Email 164, page 314]*

On November 9, Ms. Bayne emailed Mr. Heaton to inform him of the change in the confirmed loan amount and her discussion with Ms. Glicklin. *[See Appendix C, Email 51, page 345].* Mr. Heaton responded that they were well aware of

the problems that have been caused by the way that SBA has handled the EIDL program and were currently working on a few things to try to address this moving forward. *[See Appendix C, Email 52, page 346]*
On November 9, Ms. Bayne emailed Mr. Greenstein to inform him of the change in the confirmed loan amount and her discussion with Ms. Glicklin. *[See Appendix D, Email 97, page 373].* Mr. Greenstein responded, asking to be kept informed of any updates. *[See Appendix D, Email 98, page 374]*

On November 15, Ms. Bayne emailed Ms. Glicklin asking for an update since the funds had not yet been received. Ms. Glicklin responded that the funds should be deposited by Tuesday or Wednesday. *[See Appendix B, Email 165, page 314]*

On November 16, the Company received notification that $9,500 had been deposited to its account.

Ms. Bayne extensively reviewed the SBA website to discover the process for requesting reconsideration of the approved loan amount, how to request additional funds, and how to apply for the $10,000 SBA Targeted Advance and $5,000 Supplemental Targeted Advance, funds which are not required to be repaid. *[See Appendix J, Email 1, page 414]*

On December 8, the SBA responded, indicating that in order to apply for the Advances, an invitation had to be sent by the SBA. Ms. Bayne immediately responded, indicating the Company met all criteria for the Advances and requesting an invitation. Another request was sent on December 21. no response has been received. *[See Appendix J, Email 2, page 415]*

Ms. Bayne also contacted the SBA regarding requesting an increase in the loan amount. On December 9, the SBA responded with instructions to go to the loan portal and click "Request More Funds". Ms. Bayne reviewed the SBA loan portal and did not find the link. On December 21, she again wrote to the SBA, informing them there was no link and requesting immediate assistance. *[See Appendix J, Email 3, pages 416-417]*

On December 22, the SBA responded, indicating an email had been sent to Dr. Bayne regarding setting up an SBA loan portal. The email was never received. *[See Appendix J, Email 4, page 417]*

On December 27, Dr. and Ms. Bayne visited the office of US Senator Tim Scott in Columbia, South Carolina and delivered a copy of this Summary. Senator Scott is a member of the Senate Committee on Small Business and Entrepreneurship, and Dr. and Ms. Bayne expressed their desire to speak before the Committee to make members aware of their experience. His staff member, Molly Sykes, met with them and assured them she would get the report to Senator Scott. She expressed her dismay that the Company had experienced this level of difficulty with the SBA.

On December 29, Ms. Bayne called the SBA to inquire about the process for requesting more funds. The representative stated in the recorded conversation that since there was no "Request More Funds" button on the loan portal, she should email covideidlincreaserequests@sba.gov for instructions. Ms. Bayne immediately sent the email. *[See Appendix J, Email 5, page 418]* She also inquired regarding the Targeted Advance and Supplemental Targeted Advance and informed the representative that an email had been received indicating information had been sent to the Company but there was no record it had been received. He reviewed the file and stated there was no indication any information had been sent to the Company regarding the Advances. He instructed her to again send an email to TargetedAdvance@sba.gov. Ms. Bayne noted she had been sending emails to that address and asked for a phone contact. The representative stated he could not provide that information.

On December 29, Ms. Bayne sent emails to the offices of Senator Hagerty and Senator Tim Scott and to the SBA representatives who had previously been assigned to the Company's file, informing them of the issues related to applying for additional funds and the Targeted Advances, requesting their assistance. She stressed that the SBA would not be accepting applications for the Targeted Advances after December 31. *[See Appendix J, Email 6, pages 418-420]*

At 11:14 am on December 30, Dr. Bayne received an email from Tracy Freeborn, loan officer with the SBA Office of Disaster Assistance. Ms. Freeborn indicated the Company did not qualify to apply for additional funds due to the financials submitted by the Company, even though Ms. Bayne had been previously instructed to apply. Ms. Freeborn also noted the

Company did not meet the requirements for the Targeted Advance or the Supplemental Targeted Advance but offered no explanation for the denial. *[See Appendix J, Email 7, pages 420]*
At 2:35 pm on December 30, Ms. Bayne received a response from TargetedAdvance@sba.gov. The email stated "We apologize for our inability to re-send your invitation to the Economic Injury Disaster Loan (EIDL) Targeted Advance program. We are currently experiencing technical issues impacting our ability to re-send these invitation emails at the present time. We expect to have this issue resolved in the near future and will forward your invitation at that time. Again, we apologize for the inconvenience this has caused." *[See Appendix J, Email 8, pages 420]*

On December 31, Ms. Bayne, with the assistance of counsel, filed a Request for Reconsideration with the SBA. *[See Appendix J, pages 425-501]*

On January 1, Ms. Bayne again wrote to Senator Hagerty's office, requesting a meeting with the Senator. *[See Appendix J, Email 9, pages 420]*

On January 1, an email was sent to all members of the Senate Committee on Small Business and Entrepreneurship and the Congressional Committee on Small Business Oversight, Investigations, and Regulations, updating them on the status of the Company's situation and included a copy of the Request for Reconsideration. *[See Appendix J, Email 10, pages 421]*

On January 4, Addison Osborne in Senator Hagerty's office confirmed a meeting with Senator Hagerty in his Washington DC office on Tuesday, January 25 at 12:00. *[See Appendix J, Email 11, pages 421]*

On January 7, Esther Salters in Senator Inhofe's office emailed asking for more information. A response was immediately sent. *[See Appendix J, Email 12, pages 422]*

On January 7, Hunter Koski in Senator Ernst's office wrote, asking to speak with Dr. Bayne regarding the January 1 email. *[See Appendix J, Email 13, page 423]*

On January 10, Dr. and Ms. Bayne spoke with Ms. Koski in Senator's Ernst's office. Ms. Koski was very sympathetic and agreed it appeared the Company had suffered a total injustice. He stated he would inform Senator Ernst of our issues but indicated the Senator could not offer much help since the Company was not located in her home state.

On January 18, Ms. Osborne emailed that Senator Hagerty would not be in Washington on the 25 but would instead be in Tennessee. She suggested rescheduling the meeting on February 1 when he would again be in Washington. Ms. Bayne wrote back, asking for a meeting with Senator Hagerty in Tennessee during the week of January 24-27. Ms. Osborne confirmed a meeting in Senator Hagerty's Nashville office on Monday January 24 at 10:30. *[See Appendix J, Email 14, page 423-424]*

On January 21, Dr. Bayne sent follow-up emails to all recipients of the Request for Reconsideration, asking for a status update. No response was received. *[See Appendix J, Email 15, page 424]*

On January 24, Dr. and Ms. Bayne met with Senator Hagerty and his staff. The Senator expressed great distress but indicated there was nothing else his office could do to persuade the SBA to honor the $500,000 commitment. He offered to search for alternate funding sources for the Company and to get back in touch as quickly as possible.

On February 7, 2022, an email was received from the Application Processing Department of the SBA, indicating the SBA had reviewed the Request for Reconsideration and that based upon their review, they had determined the file should be reactivated for further consideration. The emailed indicated it could be several weeks before a response was heard from the processing Loan Officer. *[See Appendix J, Email 16, page 425]*

On March 29, 2022, an email was sent to the SBA regarding the review of the Request for Reconsideration. No response was received. *[See Appendix J, Email 17, page 426]*

On April 21, 2022, an email was against sent to the SBA regarding the review of the Request for Reconsideration. No response was received. *[See Appendix J, Email 18, page 426]*

On April 27, 2022, an email was received from DONOTREPLY-CovidEIDLIcreaseRequests14, stating the request to increase the COVID-19 EIDL had been received. No indication was given to any other issued raised in the Request for Reconsideration *[See Appendix J, Email 19, page 426]*. Per the instructions in the email, the loan portal was accessed. There was no button that read "Request More Funds." No other options for response were given. *[See Appendix J, Email 20, page 426]*

On May 7, 2022, an email was received from US Small Business Administration, which stated, in part, "You are receiving this message as a notification that we are unable to continue processing your application due to the lack of available funding for the COVID-19 EIDL loan program. SBA is no longer processing COVID-19 EIDL loan increase requests or requests for reconsideration of previously declined loan applications under this program." *[See Appendix J, Email 21, page 426]*

IN SUMMARY:

This loan application process lasted for more than twelve months. During this time, the financial stability of the Company has continued to weaken. As of this date, we have received the $9,500 loan amount, even though we were promised—twice—a loan amount of $500,000. The commitment of $500,000 by the SBA has not been honored.

There are no easily accessible instructions and/or guidance to assist applicants in the loan process, especially for those companies without the resources to hire outside help.

There is no timeline indicating when documents are due and when decisions will be made. This places even greater stress on small business owners and their employees since no definitive plans can be made and no guarantees can be given that the business will survive.

The SBA website does not offer a step-by-step guide to the steps moving through the process. If the Company had known earlier those additional documents would be required when the application moved to the loan department, the staff could have been compiling the information and would have had it ready for submission when requested. Instead, all work had to cease in the office for more than three days so the "expedited" application would not lose its momentum.

The SBA requested many documents multiple times. One document, Form 4506-T, was requested **16 times!** Documents in the loan portal were requested at least five times. No indication was given for why these documents were being requested again and again. Requests for explanations and assistance were ignored.

The loan portal had confusing requirements. Some documents were duplicated (ex: Upload Tax Return; Upload Tax Return – 1120 (Corporation)). Requests for clarification on what needed to be uploaded were ignored.

Messages received from the SBA were confusing and disturbing. A phone call on May 6 to the SBA resulted in a recorded message informing us that the SBA was "unable to approve your loan." This was highly disturbing and left all involved fearful the Company would have to close its doors. Two days later, on May 8, an email was received asking for additional information and on May 12, the Company received an email instructing us to "Create Your SBA Economic Injury Disaster Loan Portal Account."

On September 2, the Company received a letter stating the file had been closed "due to inactivity." This again turned out to be a computer-generated letter which was sent in error.

It was only after the Company sent emails to our US Senators, District Representative, members of the Senate Committee on Small Business and Entrepreneurship, members of the Congressional Committee on Small Business Oversight, Investigations, and Regulations, and the President of the United States that we began to receive any real response. ***This is an indication the SBA does not truly serve the needs of the small business owners who have the greatest needs.***

Three emails have been sent to Administrator Isabella Guzman. There has only been one reply, an auto-response sent after the second email, promising someone would investigate our situation and be in contact. As of this date, no one has

responded. During calls with SBA representatives, we have been told we, **nor our Senators or Representatives** could contact "upper management" to discuss the reduction of the loan amount and the appropriate steps to appeal.

The reduction of the approved loan amount on September 14th brings into question the ability of the SBA to honor its commitments to America's small business owners. When loan amounts are confirmed and then changed with no notice, the small business owners are left with fear and distrust in the system created to help them survive.

Since that date, the loan amount has been increased back to its original $500,000 confirmed amount, the Company has received a denial letter, and the loan amount again confirmed for $9,500. All within a week. No one at the SBA has offered any explanation as to the reasons for the changes, except to site "computer issues."

We accepted the $9,500 loan amount, with the assurance we could apply for an increase. On December 30, we received an email from the SBA informing us we were not eligible for any additional funds, and we would not be allowed to apply for an increase.

We attempted to apply for the Targeted Advance of $10,000 and the Supplemental Targeted Advance of $5,000. We were informed, through repeated computer-generated emails, that we had to have an invitation from the SBA to apply. We then received an email indicating the invitation had been sent, but no email could be found. A call on December 29 to the SBA confirmed the email had, in fact, never been sent. On December 30, we received an email stating we were not eligible for the Targeted Advances, followed by an email stating there were computer difficulties in sending the email invites to apply and we would soon be receiving the email so we could apply. As 2021 ended, we were notified applications were no longer being accepted.

Through this process, we have become painfully aware of the difficulties small business owners across the nation face. COVID-19 has exacerbated this and revealed the systemic problems within the SBA system.

Overall, the level of disrespect and lack of concern shown by the SBA has been disgraceful. There does not appear to be any advocates within the system to help the small business owner navigate the confusing and often contradictory steps to receive assistance.

We are determined to survive, even though the SBA seems determined to do nothing to assist us.

This difficult process, filled with roadblocks and deterrents, has caused us, and many others, to ask:
How many American small business owners have encountered the lack of assistance and bureaucratic difficulties we have experienced and have just closed their doors in despair? How is this serving the purpose for which the SBA was created? And how can anyone have any faith or confidence in the system if this is how small business owners are treated?

SEPTEMBER 8, 2021 EMAIL TO MS. GUZMAN

Dear Ms. Guzman:
I am writing to you regarding our Company, ScholarshipAuditions.com, and its ongoing experiences with the Small Business Administration and our application for the Economic Injury Disaster Loan (EIDL). We applied for the EIDL in December of 2020. Unfortunately, while we have been informed we have been approved, we are still waiting for the funds to be released. What we have experienced is not unique. We believe there are many small business owners across the country who have encountered the same issues.

We are now in the ninth month since we originally applied for the EIDL. We have over 120 email exchanges between our office and the SBA. We have been in contact with the offices of our Senators, Marsha Blackburn and Bill Hagerty and our District Representative, Jim Cooper. The representatives in their offices have been supportive and responsive, but as of today, we still do not have our loan.

We have heard stories of business owners who filed, waited, tried to comply with the SBA's many requests, and finally, in frustration, gave up and closed their doors. This should not be the case for small business owners trying to survive and provide for their families and employees.

We have prepared a website, www.ourSBAstory.com that tells our story. Please take a moment to visit the site and watch the video as we tell, in part, the struggles we have encountered in this SBA process. Please read our full report, detailing all that we have endured.

We believe our story needs to be shared with the hope that something will be done to change the practices of the SBA. We have created an exhaustive list of both local and national media outlets that we feel would be interested in the experience we have had with the SBA. A copy of our press release is attached.

I have requested an opportunity to speak, along with the remaining members of our staff, before the Senate Committee on Small Business and Entrepreneurship and the Congressional Committee on Small Business Oversight, Investigations, and Regulations with the belief that hearing what we have experienced will lead to changes that will result in a transformation of the SBA process and keep this from happening to other struggling small American businesses.

Thank you for all you are doing to help the small business owners of America during this very difficult time. We are prayerfully hopeful that we will be able to continue moving forward to do all we can to help students all over the country, from every socio-economic background, find colleges and scholarships so they can achieve their dreams and become all they are created to be. Every day we do not receive the needed funding endangers the possibility of the ongoing viability of this Company and its goal to empower student performers to recognize, afford, and achieve their collegiate dreams.

We are asking that you please act on our behalf—today. Please use the influence entrusted to you to help our Company to immediately secure our funding. We are also aware of several businesses in our city that have received Phase I funding from the SBA EIDL and who were then contacted by the SBA and offered additional funds, well over the $500,000 limit of Phase I. We are requesting this consideration for our business since the delay in receiving funding from our initial application has resulted in an ever-increasing hardship for us and our employees.

This is not just our Company and livelihood; this is our calling and mission. Again, please go to www.ourSBAstory.com and watch the video of our story and read the full report of what we have experienced.

Thank you for your service to our Country and your assistance with this grave concern.

Best Regards,

Dr. Randall A. Bayne
Founder & CEO
ScholarshipAuditions.com

SEPTEMBER 26, 2021 EMAIL TO MS. GUZMAN

Dear Ms. Guzman:
On September 8, we wrote to you regarding our company, ScholarshipAuditions.com, and its struggles with the SBA and our application for the Economic Injury Disaster (EID) Loan. To date, we have received no reply from your office. We are again writing, imploring you to respond and act on our behalf.

On August 16, we were contacted by Andrew Moylan, an SBA Loan Specialist, informing us our EID loan had been approved for $500,000 and asking us to confirm our acceptance of that amount. We immediately did so and for the first time in over eight months, began to implement the plans we had created to move the company forward toward profitability. We then received the loan documents which needed to be executed by our company before the funds could be disbursed. We found two errors in the documents and asked that they be corrected. **Please note: if we had signed the incorrect loan documents on August 16, the $500,000 loan amount would have been disbursed and in our account within 3-5 days.**

When the delay in getting these changes made continued, we again contacted the offices of Senator Marsha Blackburn and Senator Bill Hagerty, asking for their assistance. As a result of their efforts on our behalf, on September 2, we received a call from JaShonia Stewart, an SBA Loan Specialist on the Application High Priority Team. In this call, Ms. Stewart assured us that our loan documents were in the final stages of preparation, we would have the documents for execution within a few days and the funds would be disbursed to us by September 15. I specifically asked Ms. Stewart to confirm that the approved loan amount was $500,000, which she did. **THIS CALL WAS RECORDED.**

Since August 16 when we received the confirmation of our loan of $500,000, the company has moved forward in anticipation of receiving the confirmed and committed funds. We have made commitments to employees who have not been paid in several months, to creditors who agreed to work with us since they themselves had been through the SBA process and had received the loan amounts confirmed to them by the SBA and believed that this would be, in fact, what we would receive. **The entire basis of our company's survival has hinged on the confirmation by the SBA that we would be receiving $500,000 to ensure our survival.**

On September 14, we received an email from Alicia Fannon, an SBA Loan Specialist, informing us that after reviewing our file, **she had lowered our CONFIRMED loan amount from $500,000 to $9,500.** In a lengthy phone call with Ms. Fannon, during which her explanation changed several times, we were told this had to do with our company not being a "start-up" since it had been in business more than 12 months. She clearly stated that if our company had been a "start-up," we would have qualified for the full $500,000. When she was informed we had already been approved for a **confirmed amount of $500,000**, she could provide no explanation and just kept saying she was following "procedure." When we explained that this change in our loan amount would put our company out of business, she informed us that there were "exceptions" that could be made to the decision and instructed us to send a detailed, bullet-pointed email to her explaining what we had been promised and the ordeal our company had experienced. She indicated she would send this to her supervisor for review. She would not give us any contact information for the supervisor. The email sent to Ms. Fannon that day, as well as a follow-up email with more information, are attached.

On Monday, September 20, we made a trip to Washington, DC to plead our case. We met with representatives in the offices of Senator Blackburn and Senator Hagerty. These representatives expressed outrage that our loan amount had been so greatly reduced after having received the confirmation of the $500,000. However, both offices indicated they had heard of others who had also had this happen.

On September 24, Ms. JaShonia Stephens again called, after again being contacted by the representatives of Senator Blackburn and Senator Hagerty. Her conversation is perhaps the most disturbing and distressing call to date. In this call, **again recorded**, Ms. Stephens indicated that the SBA has and continues to change its decisions after loan amounts are confirmed. She stated that no one should count on the amount confirmed by the SBA until funds are actually deposited in the bank. When reminded that she had herself verified the confirmed amount of the loan as $500,000, she stated she was only looking at one part of our file when she made that statement. When she was told that we felt our company was, in fact, a "start-up" and that Ms. Fannon had informed us that as such we would qualify for the $500,000, she noted that Ms. Fannon was "incorrect." When we stressed that the loan portal had constantly indicated, for over a month, that we had a

confirmed loan amount of $500,000, she said we could not rely on that figure. She used words such as "misinformed," "incorrect," and "not accurate" during the call when we repeated to her information we had received from the SBA.

When we reminded her that we had been sent loan documents for the $500,00 and that if we had signed them, the money would have already been disbursed, she stated that the SBA would have probably asked for it back! When we told her about the emails we had been asked to prepare and send to Ms. Fannon, she asked that we forward them to her, and she would send them to "upper management" for review to see if there was any possibility this could be changed. When we asked her if we could contact upper management, we were told we could not. **When asked if our Senators could contact upper management on our behalf, she said they could not.**

The definition of "confirmed," according to Oxford Languages, is "firmly established …..and unlikely to change." The definition of "confirm" is "establish the truth or correctness; state with assurance that a report or fact is true; make (something, especially a person's appointment to a position or an agreement) formally valid; ratify."

Our company, as well as obviously other companies, has trusted the word of the SBA. We believed that the word "confirmed" meant exactly what it said. There has never been any indication that there was any chance the amount would change. No one, in any call or email we have had from the SBA since the amount was first confirmed on August 16, has told us this could happen. Everything our company has done since that date has been based on our belief that we could trust the word of the SBA.

At a time when the confidence of the American people in their government is at an all-time low, to find we have been manipulated and lied to by the SBA, the very organization created to help small business such as ours survive, is devastating. Regardless of how the decision was reached by the SBA, a commitment was made to loan our company $500,000 and that commitment was accepted by our company.

Our company may very well fail because of this duplicity and confusion. The reputation of our company, even if it does survive, may be irreparably damaged since commitments were made that now cannot be kept. And an even greater disaster will be the number of young people, trying to find ways to use their God-given talents to get into college and earn a degree who will suffer because our doors may close (please see the attached Company Overview which explains the purpose of our company).

We are trusting that you, as the leader of this organization, will intervene with integrity and do what is right. **This is not just our business; it is our calling and mission**. Regardless of the "procedures" established by the SBA, a commitment, a confirmation, was made between the SBA and our company. In any private sector business, a commitment, a "confirmed" agreement would have to be honored. Our government should set an example and show that it honors the same guidelines that private business has to honor.

Thank you for your immediate action on this matter. We look forward to your help in correcting this grievous decision by the SBA and returning our confirmed loan amount of $500,000.

Best Regards,

Dr. Randall A. Bayne
Founder & CEO
ScholarshipAuditions.com

OCTOBER 14, 2021 EMAIL TO MS. GUZMAN

Dear Ms. Guzman:
Since we received an auto-response to our last email to you on September 26, it seems you may not have read our previous email. This is disheartening, since our company is in a disastrous situation due to the actions of the Small Business Administration. For your convenience, I have forwarded that email to you again as a part of this correspondence.

We have reached out to the SBA multiple times. We have been given answers by the SBA, on which we and our employees and creditors depended, which we have since been told were "incorrect" and "inaccurate." We have been told we were "misinformed" and that we should not have counted on the word of the SBA when they confirmed our loan amount; that the only thing we could trust would be money in the bank. There are no words that can begin to describe the trauma and pain the SBA has caused this small group of dedicated, hardworking employees, who have kept going because they believed in the mission and calling of this company and in the commitment given to us by the SBA.

On October 6, you visited Nashville, where our offices are located, "as part of a national tour highlighting small business recovery and resources available to assist entrepreneurs." You were quoted as saying:

"I was thrilled to visit Nashville, a city with a strong entrepreneurial spirit and an outsized cultural impact. I heard firsthand from small business owners about how federal relief had been pivotal in their survival, and I learned about the many ways they used their extraordinary perseverance and resilience to stay afloat over the past year and a half. They also shared how SBA can continue to meet them where they are with the capital, market opportunities and networks they need to build back better."

We are one of those small businesses in Nashville. We have had in place a strong, vibrant plan to stay afloat and thrive, waiting on the SBA loan of $500,000 which was committed to us in August to move forward (almost nine months after applying). Our employees have shown the "extraordinary perseverance and resilience to stay afloat over the past year and a half," working since May without a paycheck. We would have been honored to have a chance to tell you our story, to share with you the stories of others in Nashville who have not been blessed to have the SBA's aid and who have, in many instances, had to close their doors. We were unfortunately not given that opportunity even though Representative Cooper and many in your organization know of the tremendous struggles we are facing.

Our company is the very image of the kind of business the SBA EIDL was designed to help and yet we are receiving no answers and no help.

Our company is created to help high school performing arts students across America find collegiate fits and scholarship opportunities. Students that are underserved or at-risk are offered all the services and resources the company has at no charge. Our passion, our calling, and our mission is to help these young people achieve their dream of a college education.

But the SBA has broken its promise to us. The confirmation of the $500,000, whether due to a SBA error or not, was a promise, a commitment. As I noted in my last email to you, the definition of "confirmed," according to Oxford Languages, is "firmly established …..and **unlikely to change**." The definition of "confirm" is "**establish the truth** or correctness; state with **assurance that a report or fact is true**; make (something, especially a person's appointment to a position or an agreement) formally valid; ratify."

And yet the SBA is not living up to that definition.

On September 14, we received the devastating news that the SBA had lowered our loan amount from $500,000 to $9,500. And while that amount will not meet our needs, it can certainly help. We accepted the loan amount. But here it is, a month later, and no loan documents have been sent and no money is in our account.

We are painfully aware that we are not the only small business who has had commitments by the SBA rescinded. We are also aware of businesses that have closed because they simply could not overcome the bureaucracy of the SBA. There are many success stories. There are many, many that are not.

We are asking for your help, for your intervention. Please honor the commitment your organization made to us. Please fund our loan for the confirmed $500,000 and please, please do so immediately.

We have a vibrant, life-changing business struggling to survive. We have employees who need to be paid. And we have students who desperately need our services to fulfill their dream of a college education.

Best Regards,

Dr. Randall A. Bayne
Founder & CEO
ScholarshipAuditions.com

The Company's Financials For the COVID-19 Period



Scholarship Auditions.com

Month-Yr	Anticipated Subscriptions (Existing subscribers = previous month total subscribers less 10% anticipated cancellations/expirations)	Subscribers	Revenue from Paying Subscribers $7.95 (2020) $9.95 (2021)	Cumulative Missed Subscription Revenue
Mar 2020	Existing subscribers	2,461	$ 19,565	
	New subscribers from scheduled events	6,736	$ 53,551	
	Total	9,197	$ 73,116	$ 53,551
Apr 2020	Existing subscribers	8,277	$ 65,805	
	New subscribers from scheduled events	2,088	$ 16,600	
	Total	10,365	$ 82,404	$ 135,955
May 2020	Existing subscribers	9,329	$ 74,166	
	New subscribers from scheduled events	1,814	$ 14,421	
	Total	11,143	$ 88,587	$ 224,542
Jun 2020	Existing subscribers	10,029	$ 79,731	
	New subscribers from scheduled events	17,259	$ 137,209	
	Total	27,288	$ 216,940	$ 441,482
Jul 2020	Existing subscribers	24,559	$ 195,246	
	New subscribers from scheduled events	26,867	$ 213,593	
	Total	51,426	$ 408,838	$ 850,320
Aug 2020	Existing subscribers	46,282	$ 367,942	
	New subscribers from scheduled events	24,029	$ 191,031	
	Total	70,311	$ 558,972	$ 1,409,293
Sep 2020	Existing subscribers	63,280	$ 503,076	
	New subscribers from scheduled events	11,263	$ 89,541	
	Total	74,543	592,617	$ 2,001,909
Oct 2020	Existing subscribers	67,089	$ 533,358	
	New subscribers from scheduled events	29,350	$ 233,333	
	Total	96,439	$ 766,690	$ 2,768,599
Nov 2020	Existing subscribers	86,794	$ 690,012	
	New subscribers from scheduled events	20,829	$ 165,591	
	Total	107,623	$ 855,603	$ 3,624,202
Dec 2020	Existing subscribers	96,862	$ 770,053	
	New subscribers from scheduled events	9,768	$ 77,656	
	Total	106,630	$ 847,709	$ 4,471,911

Month-Yr	Anticipated Subscriptions (Existing subscribers = previous month total subscribers less 10% anticipated cancellations/expirations)	Subscribers	Revenue from Paying Subscribers $7.95 (2020) $9.95 (2021)	Cumulative Missed Subscription Revenue
Jan 2021	Existing subscribers	95,966	$ 954,862	
	New subscribers from scheduled events	26,838	$ 267,038	
	Total	122,804	$ 1,221,900	$ 5,693,811
Feb 2021	Existing subscribers	110,524	$ 1,099,714	
	New subscribers from scheduled events	25,934	$ 258,043	
	Total	136,458	$ 1,357,757	$ 7,051,568
Mar 2021	Existing subscribers	121,812	$ 1,212,029	
	New subscribers from scheduled events	34,255	$ 340,837	
	Total	156,067	$ 1,552,867	$ 8,604,434
Apr 2021	Existing subscribers	141,360	$ 1,406,532	
	New subscribers from scheduled events	33,133	$ 329,673	
	Total	174,493	$ 1,736,205	$ 10,340,640
May 2021	Existing subscribers	157,045	$ 1,562,598	
	New subscribers from scheduled events	31,749	$ 315,903	
	Total	188,794	$ 1,878,500	$ 12,219,140
Jun 2021	Existing subscribers	169,914	$ 1,690,644	
	New subscribers from scheduled events	26,896	$ 267,615	
	Total	196,810	$ 1,958,260	$ 14,177,399
Jul 2021	Existing subscribers	177,128	$ 1,762,424	
	New subscribers from scheduled events	41,555	$ 413,472	
	Total	218,683	$ 2,175,896	$ 16,353,295

Month-Yr	Events Missed Due to Covid-19	Anticipated Contacts	% New Enrollments	New Paying Subscribers	Revenue from New Paying Subscribers $7.95 (2020) $9.95 (2021)	Total Missed Revenue from New Paying Subscribers	Total Paying Subscribers beginning month	10% Opt-outs or Subscription Ends (Churn)	New Paying Subscribers Goal	Total Paying Subscribers at month-end	Total Revenue from Paying Subscribers $7.95 (2020) $9.95 (2021)	Cumulative Missed Subscription Revenue
Mar 2020												
	Music For All National Concert/Honor Ensemble Festival participants	6,600	30%	1,980	$ 15,741							
	Music For All conference attendees	7,200	30%	2,160	$ 17,172							
	American Choral Directors Association Midwest, Southern Divs	1,736	21%	365	$ 2,898							
	American Choral Directors Association Southwest Div	1,552	21%	326	$ 2,591							
	All-State Ensemble festivals (9 states x avg 1008 students)	9,072	21%	1,905	$ 15,146							
				6736	$ 53,548	$ 53,548	2,734	273	6,736	9,197	$ 73,113	$ 73,113
Apr 2020	TN Music Educators Conference/All-State festivals	1,008	20%	202	$ 1,603							
	PA Music Educators Conference	1,940	16%	310	$ 2,468							
	National Showchoir Festival	2,048	16%	328	$ 2,605							
	NC All-State festival	620	40%	248	$ 1,972							
	National Orchestra Cup	4,944	12%	593	$ 4,717							
	National Cherry Blossom Festival Jazz Clinics	1,408	12%	169	$ 1,343							
	Atlantic/Gulf Coast Jazz Cavalcade	396	60%	238	$ 1,889							
				2,088	$ 16,596	$ 16,596	9,197	920	2,088	10,365	$ 82,400	$ 155,513
May 2020	Social Media push to 4123 Piano Teachers	45,353	4%	1,814	$ 14,422							
				1,814	$ 14,422	$ 14,422	10,365	1,036	1,814	11,142	$ 88,583	$ 244,096
Jun 2020	National Assoc of Teachers of Singing Conference & Competition	9,000	30%	2,700	$ 21,465							
	Summer Camps - 43 locations nationwide	54,978	24%	13,195	$ 104,898							
	Music for All Summer Camps	2,200	62%	1,364	$ 10,844							
				17,259	$ 137,207	$ 137,207	11,142	1,114	17,259	27,287	$ 216,931	$ 461,027
Jul 2020	Summer Camps - extended weeks - 9 locations nationwide	16,838	54%	9,093	$ 72,286							
	Summer Camps - 54 locations nationwide	68,085	24%	16,340	$ 129,906							
	Southwestern Summer Music Conference (64 schools x avg 280 students)	17,920	8%	1,434	$ 11,397							
				26,867	$ 213,589	$ 213,589	27,287	2,729	26,867	51,425	$ 408,827	$ 869,854
Aug 2020	Back-to-School: music camps, in-service conferences, school district social media	33,600	6%	2,016	$ 16,027							
	16 In-State Reps Direct contacts (304 High Schools [4A, 5A, 6A] x avg 520 students)	158,080	6%	9,485	$ 75,404							
	Music Educators Magazines advertising	59,933	2%	1,199	$ 9,529							
	Direct contact with high schools by 16 representatives	19,200	6%	1,152	$ 9,158							
	State of Music Education Part 1, High School Booster Club video series	306,408	2%	6,128	$ 48,719							
	Motivational Moments 1 - video series for teachers, studios, community orchestras	2,024,665	0.20%	4,049	$ 32,192							
				24,029	$ 191,030	$ 191,030	51,425	5,142	24,029	70,311	$ 558,974	$ 1,428,828
Sep 2020	Bands of America Marching Contests (3 competitions attended)	53,120	1%	531	$ 4,223							
	Social Media campaign - Facebook & Instagram	1,600,000	0.40%	6,400	$ 50,880							
	Direct contact with high schools, state band/orchestra associations by 16 reps	36,096	12%	4,332	$ 34,436							
				11,263	$ 89,539	$ 89,539	70,311	7,031	11,263	74,543	$ 592,615	$ 2,021,444
Oct 2020	OH & WI Music Educators Assoc State In-service conferences (All-State	1,128	16%	180	$ 1,435							
	Performing Arts School Administrators Conference	85,560	6%	5,134	$ 40,812							
	American Choral Directors Conferences & Competitions (16 states)	8,096	22%	1,781	$ 14,160							
	Bands of America Marching Contests (13 competitions attended)	137,920	2%	2,758	$ 21,929							
	College Music Society Annual Conference (Studio/Private Teacher Div)	126,280	8%	10,102	$ 80,314							
	Direct contact with state choral director associations by 16 reps	18,048	12%	2,166	$ 17,218							
	In-Service Teaching Videos Trends in Music Department Admission & Auditioning	1,041,010	0.40%	4,164	$ 33,104							
	State of Music Education Part 2, High School Booster Club video series	306,408	1%	3,064	$ 24,359							
				29,350	$ 233,332	$ 233,332	74,543	7,454	29,350	96,438	$ 766,685	$ 2,788,129
Nov 2020	Bands of America - Super Regionals (3 locations attended)	63,040	4%	2,522	$ 20,047							
	Bands of America - Grand National Championship	35,520	8%	2,842	$ 22,591							
	National Assoc of Music Educators Honors Ensembles (5 Ensembles)	1,208	40%	483	$ 3,841							
	NC Music Educators Convention & All-State Conferences	1,326	32%	424	$ 3,373							
	IA Music Educators Convention & All-State Conferences	2,263	32%	724	$ 5,757							
	VA Music Educators Convention & All-State Conferences	1,084	32%	347	$ 2,758							
	In-Service Teaching Videos Money in Music in Digital Age	1,041,010	0.20%	2,082	$ 16,552							
	Motivational Moments 2 - video series for teachers, studios, community orchestras	2,024,665	0.30%	6,074	$ 48,288							
	State Marching Band Semi-finals and Finals (16 Reps in 16 States)	266,560	2%	5,331	$ 42,383							
				20,829	$ 165,590	$ 165,590	96,438	9,644	20,829	107,624	$ 855,607	$ 3,643,736
Dec 2020	NY State Music Educators Convention & All-State Conferences	1,080	60%	648	$ 5,152							
	Midwest Band & Orchestra International Clinic	4,560,000	0.20%	9,120	$ 72,504							
				9,768	$ 77,656	$ 77,656	107,624	10,762	9,768	106,629	$ 847,702	$ 4,491,439

Month-Yr	Events Missed Due to Covid-19	Anticipated Contacts	% New Enrollments	New Paying Subscribers	Revenue from New Paying Subscribers $7.95 (2020) $9.95 (2021)	Total Missed Revenue from New Paying Subscribers	Total Paying Subscribers beginning month	10% Opt-outs or Subscription Ends (Churn)	New Paying Subscribers Goal	Total Paying Subscribers at month-end	Total Revenue from Paying Subscribers $7.95 (2020) $9.95 (2021)	Cumulative Missed Subscription Revenue
Jan 2021	State Music Educators Associations Conventions & All-State Conferences (12 states)	14,286	32%	4,572	$ 45,487							
	Additional Bands performing at state conventions above (8 groups @ 12 states)	11,520	8%	922	$ 9,170							
	College Fairs at 7 State Music Educators Conventions	2,800	60%	1,680	$ 16,716							
	16 In-State Reps Direct contact with 192 High Schools (5A, 6A) Music Programs	77,952	12%	9,354	$ 93,075							
	State of Music Education During Covid-19, High School Booster Club video series	306,408	1%	3,064	$ 30,488							
	Motivational Moments 3 - video series for teachers, studios, community orchestras	2,086,069	0.10%	2,086	$ 20,756							
	16 In-State Reps Direct contact with 192 High Schools (4A, 5A, 6A) Musical Theater	16,128	32%	5,161	$ 51,352							
				26,838	$ 267,043	$ 267,043	106,629	10,663	26,838	122,805	$ 1,221,907	$ 5,713,346
Feb 2021	In-service & All-State Conferences (12 states)	20,158	32%	6,451	$ 64,183							
	Additional Bands performing at state conventions above (10 groups @ 12 states x 160 students)	19,200	8%	1,536	$ 15,283							
	College Fairs at 12 State Music Educators Conventions (500 students x 12 states)	6,000	60%	3,600	$ 35,820							
	16 In-state Reps Direct contact with Middle Schools	12,800	3%	384	$ 3,821							
	In-Service Teaching Videos Dividends to Students - Summer Enrichment Programs	3,816,218	0%	7,632	$ 75,943							
	16 In-State Reps Direct contact with Community Orchestras/Chorales/Private Schools	28,776	22%	6331	$ 62,991							
				25,934	$ 258,040	$ 258,040	122,805	12,280	25,934	136,458	$ 1,357,757	$ 7,071,103
Mar 2021	Music for All National Festival	13,800	30%	4,140	$ 41,193							
	American Choral Directors Association National Festival	10,752	21%	2,258	$ 22,466							
	All-State Ensemble Conferences (9 States - 4 ensembles each)	9,072	21%	1,905	$ 18,956							
	American String Teachers Association National Conference	4,400	40%	1,760	$ 17,512							
	Broadway Bound Theater Festival	118,080	4%	4,723	$ 46,996							
	16 In-State Reps attending state concert festivals (11 states - band, orchestra, choral)	124,476	6%	7,469	$ 74,312							
	Social Media push to parents All-State, National Ensembles, & Step-up Instrument purchases	6,000,000	0.20%	12,000	$ 119,400							
				34,255	340,835	$ 340,835	136,458	13,646	34,255	157,067	$ 1,562,817	$ 8,633,919
Apr 2021	TN Music Educators Convention & All-State Festivals	1,008	30%	302	$ 3,009							
	PA Music Educators Association Conference	870	20%	174	$ 1,731							
	SD & ND Music Festivals & Honor Ensembles	4,624	30%	1,387	$ 13,803							
	National Showchoir Festival	2,048	16%	328	$ 3,260							
	NC All-State Band & Orchestra Festival	620	40%	248	$ 2,468							
	National Orchestra Cup	4,944	12%	593	$ 5,903							
	Tin Pan Alley High School Songwriters Clinic & Festival, NYC	9,084	30%	2,725	$ 27,116							
	Tin Pan South Songwriters Clinic & Festival, TN	13,600	22%	2,992	$ 29,770							
	Tin Pan Napa Valley Songwriters Clinic & Festival, CA	14,800	22%	3,256	$ 32,397							
	16 In-State Reps direct contact with jazz instructors (9 states)	98,208	8%	7,857	$ 78,174							
	16 In-State Reps direct contact with private music instructors (9 states)	73,728	18%	13,271	$ 132,047							
				33,133	$ 329,678	$ 329,678	157,067	15,707	33,133	174,494	$ 1,736,213	$ 10,370,132
May 2021	Asian Choral Grand Prix, Indonesia & Singapore	70,848	16%	11,336	$ 112,790							
	Hong Kong International & Chopin Society of Hong Kong International Piano Competitions	6,080	65%	3,952	$ 39,322							
	Social Media push to piano student recitals, competitions (6000 teachers x 44 students each)	264,000	6%	15,840	$ 157,608							
	16 Reps contact 24-state area Performing Arts Schools, 11-state area Governors Schools	20,696	3%	621	$ 6,178							
				31,749	$ 315,898	$ 315,898	174,494	17,449	31,749	188,793	$ 1,878,490	$ 12,248,622
Jun 2021	National Assoc of Teachers of Singing Conference & Competition	13,000	30%	3,900	$ 38,805							
	Summer Camps - 88 locations nationwide	90,132	24%	21,632	$ 215,235							
	Music for All Summer Camp	2,200	62%	1,364	$ 13,572							
				26,896	$ 267,612	$ 267,612	188,793	18,879	26,896	196,809	$ 1,958,253	$ 14,206,874
Jul 2021	Summer Camps - extended weeks - 26 locations nationwide	25,852	54%	13,960	$ 138,903							
	Summer Camps - 67 locations nationwide	78,361	24%	18,807	$ 187,126							
	Southwestern Summer Music Conference (64 schools x avg 280 students each)	17,920	8%	1,434	$ 14,264							
	World Choir Games, Belgium	40,860	18%	7,355	$ 73,180							
				41,555	$ 413,473	$ 413,473	196,809	19,681	41,555	218,683	$ 2,175,901	**$ 16,382,775**
	March 2020 - July 2021 Cumulative Missed Subscription Revenue = $16,382,775											

Month-Year		School District Pilot Program	New Student Subscribers	Cost of Program per Student	Expected Revenue
Jul 2020		Pilot Program - 7 school districts	23,520	$ 22.95	$ 539,784
Sep 2020		Pilot Program - 1 school district	880	$ 22.95	$ 20,196
Jul 2021		Pilot Program - 24 school districts	21,120	$ 22.95	$ 973,539
			45,520		**$ 1,533,519**

Month-Yr		SOAR Program for Underserved Students	Total Non-Paying Eligible Subscribers (SOAR)	Percent Non-Paying Subscribers Enrolled (SOAR)	Total Non-Paying Subscribers for Month(SOAR)
Mar 2020		SOAR Program Enrollment - 52 schools (508 students/school with 16% enrollment)	26,416	16%	4,227
Apr 2020		SOAR Program Enrollment - 24 additional schools (508 students/school with 16% enrollment)	12,192	16%	1,951
May 2020		SOAR Program Enrollment - 24 additional schools (508 students/school with 16% enrollment)	12,192	16%	1,951
Jun 2020		SOAR Program Enrollment - 12 additional schools (508 students/school with 16% enrollment)	6,096	16%	975
Jul 2020		SOAR Program Enrollment - 16 additional schools (508 students/school with 16% enrollment)	8,128	16%	1,300
Aug 2020		SOAR Program Enrollment - 16 additional schools (508 students/school with 16% enrollment)	8,128	16%	1,300
Sep 2020		SOAR Program Enrollment - 32 additional schools (508 students/school with 16% enrollment)	16,256	16%	2,601
Oct 2020		SOAR Program Enrollment - 32 additional schools (508 students/school with 16% enrollment)	16,256	16%	2,601
Nov 2020		SOAR Program Enrollment - 16 additional schools (508 students/school with 16% enrollment)	8,128	16%	1,300
Dec 2020		SOAR Program Enrollment - 64 additional schools (508 students/school with 16% enrollment)	32,512	16%	5,202
Jan 2021		SOAR Program Enrollment - 96 additional schools (508 students/school with 16% enrollment)	48,768	16%	7,803
Feb 2021		SOAR Program Enrollment - 64 additional schools (508 students/school with 16% enrollment)	32,512	16%	5,202
Mar 2021		SOAR Program Enrollment - 192 additional schools (508 students/school with 16% enrollment)	97,536	16%	15,606
Apr 2021		SOAR Program Enrollment - 32 additional schools (508 students/school with 16% enrollment)	16,256	16%	2,601
May 2021		SOAR Program Enrollment - 32 additional schools (508 students/school with 16% enrollment)	16,256	16%	2,601
Jun 2021		SOAR Program Enrollment - 16 additional schools (508 students/school with 16% enrollment)	8,128	16%	1,300
Jul 2021		SOAR Program Enrollment - 16 additional schools (508 students/school with 16% enrollment)	8,128	16%	1,300
			373,888		**59,822**

	Ancillary Products	Total Contacts	% of Total Contacts Expected to Purchase	Number Sold	Cost of Product or program	Expected Revenue from Purchases	Sightreading with Orchestra Revenue	Interactive Music Theory 1	National High School Musician Letters	Total Ancillary Products
Aug 2020	Sightreading with Orchestra - additional $9.95 above subscription rate	2,071,638	2%	41,433	$ 9.95	$ 412,256	$ 412,256			
Sep 2020	Sightreading with Orchestra - additional $9.95 above subscription rate	11,263	1%	113	$ 9.95	$ 1,121	$ 1,121			
Oct 2020	Sightreading with Orchestra - additional $9.95 above subscription rate	29,350	1%	294	$ 9.95	$ 2,920	$ 2,920			
Nov 2020	Sightreading with Orchestra - additional $9.95 above subscription rate	20,829	6%	1,250	$ 9.95	$ 12,435	$ 12,435			
Dec 2020	Sightreading with Orchestra - additional $9.95 above subscription rate	9,768	8%	781	$ 9.95	$ 7,775	$ 7,775			
Jan 2021	Sightreading with Orchestra - additional $9.95 above subscription rate	2,153,042	3%	64,591	$ 9.95	$ 642,683	$ 642,683			
Feb 2021	Sightreading with Orchestra - additional $9.95 above subscription rate	25,934	1%	259	$ 9.95	$ 2,580	$ 2,580			
	Interactive Music Theory I - additional $9.95 above subscription rate	2,553,050	0.20%	5,106	$ 9.95	$ 50,806		$ 50,806		
	National High School Musician Letter Programs			700	$ 43.16	$ 30,212			$ 30,212	
Mar 2021	Sightreading with Orchestra - additional $9.95 above subscription rate	34,255	1%	343	$ 9.95	$ 3,408	$ 3,408			
	Interactive Music Theory I - additional $9.95 above subscription rate	34,255	1%	343	$ 9.95	$ 3,408		$ 3,408		
	National High School Musician Letter Programs			1,000	$ 43.16	$ 43,160			$ 43,160	
Apr 2021	Sightreading with Orchestra - additional $9.95 above subscription rate	33,133	1%	331	$ 9.95	$ 3,297	$ 3,297			
	Interactive Music Theory I - additional $9.95 above subscription rate	33,133	1%	331	$ 9.95	$ 3,297		$ 3,297		
	National High School Musician Letter Programs			1,000	$ 43.16	$ 43,160			$ 43,160	
May 2021	Sightreading with Orchestra - additional $9.95 above subscription rate	31,749	1%	317	$ 9.95	$ 3,159	$ 3,159			
	Interactive Music Theory I - additional $9.95 above subscription rate	31,749	1%	317	$ 9.95	$ 3,159		$ 3,159		
	National High School Musician Letter Programs			300	$ 43.16	$ 12,948			$ 12,948	
Jun 2021	Sightreading with Orchestra - additional $9.95 above subscription rate (camp contacts)	90,132	9%	8,112	$ 9.95	$ 80,713	$ 80,713			
	Interactive Music Theory I - additional $9.95 above subscription rate	90,132	9%	8,112	$ 9.95	$ 80,713		$ 80,713		
	National High School Musician Letter Programs			1,500	$ 43.16	$ 64,740			$ 64,740	
Jul 2021	Sightreading with Orchestra - additional $9.95 above subscription rate (all camp contacts)	104,213	9%	9,379	$ 9.95	$ 93,323	$ 93,323			
	Interactive Music Theory I - additional $9.95 above subscription rate	104,213	9%	9,379	$ 9.95	$ 93,323		$ 93,323		
	National High School Musician Letter Programs			2,000	$ 43.16	$ 86,320			$ 86,320	
							$ 1,265,671	**$ 234,706**	**$ 280,540**	**$ 1,780,917**
	Cumulative Missed Ancillary Products Revenue = $1,780,917									

	Performers National Signing Day	Total Contacts	% of Total Contacts Expected to Purchase	Number Sold	Cost of Product or program	Expected Revenue from Purchases	National Performers Signing Day Revenue
Mar 2020	Performers National Signing Day application			3,200	$145	$ 464,000	$ 464,000
Apr 2020	Performers National Signing Day application			800	$145	$ 116,000	$ 116,000
May 2020	Performers National Signing Day application			400	$145	$ 58,000	$ 58,000
Jun 2020	Performers National Signing Day application			2,400	$145	$ 348,000	$ 348,000
	Performers National Signing Day collegiate 10x10 booth reservations			100	$525	$ 52,500	$ 52,500
	Performers National Signing Day collegiate registration fees			100	$75	$ 7,500	$ 7,500
Jul 2020	Performers National Signing Day application			1,600	$145	$ 232,000	$ 232,000
Aug 2020	Performers National Signing Day application			600	$145	$ 87,000	$ 87,000
Sep 2020	Performers National Signing Day enrollment (participation fees)			1,480	$225	$ 333,000	$ 333,000
Oct 2020	Performers National Signing Day - National Music Theory Exam			1,036	$145	$ 150,220	$ 150,220
	Performers National Signing Day - Additional Collegiate application fees and exhibit hall passes			200	$75	$ 15,000	$ 15,000
Nov 2020	Performers National Signing Day - Sponsorship Packages and Program Advertisements					$ 120,000	$ 120,000
Dec 2020	Performers National Signing Day - Student Ticket Purchase			1,100	$85	$ 93,500	$ 93,500
	Performers National Signing Day - Collegiate Ticket Purchase			300	$65	$ 19,500	$ 19,500
	Performers National Signing Day - Merchandise Sales					$ 22,500	$ 22,500
Jan 2021	Performers National Signing Day - Merchandise Sales					$ 12,500	$ 12,500
Feb 2021	Performers National Signing Day - Hotel Revenue (880 rooms x 3 nights = 2640)			2,640	$ 185	$ 488,400	$ 488,400
Mar 2021	Performers National Signing Day application			4,000	$145	$ 580,000	$ 580,000
Apr 2021	Performers National Signing Day application			1,800	$ 145	$ 261,000	$ 261,000
May 2021	Performers National Signing Day application			1,600	$ 145	$ 232,000	$ 232,000
Jun 2021	Performers National Signing Day application			2,800	$ 145	$ 406,000	$ 406,000
Jul 2021	Performers National Signing Day application			1,600	$ 145	$ 232,000	$ 232,000
							$ 4,330,620
	Cumulative Missed National Performers Signing Day Revenue = $4,330,620						

ASSUMPTIONS WITH TIMELINE
OF REVENUE LOSSES

March-20
Existing Subscribers: 2,734
Lost to Churn: 273
New Subscribers Goal: 6,736
Grand Total: 9,197 Subscribers

March-20
Existing Subscribers: 2,734
Lost to Churn: 273
New Subscribers Goal: 6,736
Grand Total: 9,197 Subscribers

SA attended the March 10-14, 2020, Music for All National Concert and Honor Ensemble Festival in Indianapolis with a participation of America's top high school junior and senior performers, numbering 6,600. In addition, there were 26 high school bands, orchestras, and chamber ensembles, along with vocal jazz ensembles and vocal chamber choirs, an additional 7,200 participants. SA had purchased an event sponsorship, which granted access to all participants. With over four months of preparation and seeding of the market with SA advertising and social media outreach, SA anticipated at least a 30% enrollment, equaling 4,140 subscriptions. Due to the outbreak of COVID-19, the Mayor of Indianapolis closed the event and SA was not able to reach out and connect with the anticipated student subscribers.

During March, SA received revenue for existing subscribers.

Although the SA had a strong presence at this event, the organization went dormant for over nine months and band directors, choral teachers and orchestra teachers did not respond to third-party outreach during the pandemic. SA was unable to realize potential revenue from this traditional source.

SA also attended the American Choral Directors Association divisional festivals and honor ensembles gatherings in Madison, Wisconsin (Midwest Division), Little Rock, Arkansas (Southwest Division) and Mobile, Alabama (Southern Division). The Little Rock and Mobile events would have provided subscription opportunities for over 1,736 students and the Madison event would have provided 1,552 student opportunities. With an anticipated 21% total enrollment, SA anticipated 690 new subscribers.

The Mobile event was cancelled while SA was in attendance and exhibiting. The organization and its publication went dormant and choral directors did not respond to third-party outreach during the pandemic. SA was unable to realize potential revenue from this traditional source.

March was also the month of nine State All-State Ensembles, each with four different ensembles, for a total exposure to 36 different ensembles. Each state All-State Ensemble clinic and performance would have averaged 1,008 per state, with an anticipated 21% enrollment for SA, equaling 1,905 new subscribers.

These All-State events were not held due to the pandemic and SA lost the ability to increase subscriptions or grow revenue from this source.

Social media campaigns were all focused on the students, parents and teachers attending.

Due to the pandemic, SA saw very limited results.

In March, application would have begun for the 2021 Performers National Signing Day. It was anticipated that 3,200 students would have enrolled at $145 each.	Event cancelled due to pandemic.
In March, SA continued its outreach and onboarding of SOAR schools, Title I School reaching the underserved, at-risk students. SA provides free subscriptions to these performing students for up to three years. With 52 schools already participating, the program had reached an estimated 508 students per school. It was anticipated that 16% of these students would complete the enrollment process, resulting in 4,227 non-paying subscriptions.	Due to school cancellation, these students were not reached. **These circumstances resulted in a loss of 6,736 new subscribers and the associated revenue.**
April-20 **Existing Subscribers: 9,197** **Lost to Churn: 920** **New Subscribers Goal: 2,088** **Grand Total: 10,365 Subscribers**	**April-20** **Existing Subscribers: 9,197** **Lost to Churn: 920** **New Subscribers Goal: 2,088** **Grand Total: 10,365 Subscribers**
SA anticipated attending the Tennessee Music Educators Conference and the Tennessee All-State Ensembles, which are Band, Jazz, Orchestra, and Chorus. There was an anticipated total attendance of 1,008 students at these events. A 20% reach was anticipated, resulting in 202 subscriptions.	Event cancelled due to pandemic.
The Pennsylvania Music Educators Association, hosting the New England Collective Music Educators Association, would have provided opportunities for SA to reach 1,940 performing students. A 16% reach was anticipated, resulting in 310 subscriptions.	Event cancelled due to pandemic.
The National Showchoir Festival, which would have been held in Nashville, Tennessee, would have provided opportunities for SA to reach 2,048 performing students. A 16% reach was anticipated, resulting in 328 subscriptions.	Event cancelled due to pandemic.

The North Carolina All-State Band and Orchestra Clinic and Concert would have provided opportunities for SA to reach 620 performing students. The SA School Representative for South and North Carolina spent four months working with the event, resulting in an anticipated 40% reach, or 248 subscribing students.	Event cancelled due to pandemic.
The National Orchestra Cup, to be held in New York City, would have had 4,944 performing students attending. SA anticipated a 12% reach, resulting in 593 subscriptions.	Event cancelled due to pandemic.
The National Cherry Blossom Festival Jazz Clinics, to be held in Washington, DC, anticipated attendance by 1,408 performing students. SA expected a 12% reach, resulting in 169 subscriptions.	Event cancelled due to pandemic.
Atlantic/Gulf Coast Jazz Cavalcade, to have been held in Fort Lauderdale, Florida, anticipated 396 performing participates. Due to the long-term contacts and efforts of SA's Florida representative, SA anticipated a 60% reach, or 238 subscriptions.	Event cancelled due to pandemic.
Application for the 2021 Performers National Signing Day would have been anticipated to capture 800 students would have enrolled at $145 each.	Event cancelled due to pandemic.
SA continued its outreach and onboarding of SOAR schools. It was anticipated April would have been a strong enrollment month due to the efforts of the in-field representatives. Each of these 12 representatives would have brought in two new SOAR schools, each with an estimated 508 students per school, for a total of 12,192. It was anticipated that 16% of these students would complete the enrollment process, resulting in 1,951 new non-paying subscriptions.	Due to school cancellation, these students were not reached. **These circumstances resulted in a loss of 2,088 new subscribers and the associated revenue.**

May-20
Existing Subscribers: 10,365
Lost to Churn: 1,037
New Subscribers Goal: 1,814
Grand Total: 11,142 Subscribers

May-20
Existing Subscribers: 10,365
Lost to Churn: 1,037
New Subscribers Goal: 1,814
Grand Total: 11,142 Subscribers

Subscriptions in May are traditionally low due to graduation.

Due to the pandemic, SA saw very limited results.

SA had planned a major social media push to piano students in recitals, competitions, and festivals, reaching an anticipated 45,353 students via the 4,123 teachers. SA projected a 4% enrollment, resulting in 1,814 subscribers.

Event cancelled due to pandemic.

Application for the 2021 Performers National Signing Day would have been anticipated to capture 400 students who would have enrolled at $145 each.

Event cancelled due to pandemic.

SA continued its outreach and onboarding of SOAR schools. It was anticipated May would have been a strong enrollment month due to the efforts of the in-the-field representatives. Each of these 12 representatives would have brought in two new SOAR schools, each with an estimated 508 students per school for a total of 12,192. It was anticipated that 16% of these students would complete the enrollment process, resulting in 1,951 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

These circumstances resulted in a loss of 1,814 new subscribers and the associated revenue.

June-20
Existing Subscribers: 11,142
Lost to Churn: 1,114
New Subscriber Goal: 17,259
Grand Total: 27,287

June-20
Existing Subscribers: 11,142
Lost to Churn: 1,114
New Subscriber Goal: 17,259
Grand Total: 27,287

June should have begun with the National Association of Teachers of Singing National Conference and Competition in Knoxville, Tennessee. There were over 9,000 student participants who had enrolled or planned to enroll for the Conference and Competition. SA

Event cancelled due to pandemic.

had developed and utilized numerous social media campaigns leading up to this event and expected a 30% enrollment, resulting in 2,700 subscriptions.

Summer camps traditionally begin in June and SA anticipated attending, either with staff or state representatives, the following:

All summer camps were cancelled due to pandemic.

- University of South Carolina Piano Camp – 260 participants
- Baylor University Band Camp Session 1 – 680 participants
- SMU Vocal Arts Camp – 260 participants
- University of Georgia Band Camp – 430 participants
- Florida State University Band, Orchestra and Chorus Camps/Two Sessions – 1,760 participants per session equaling 3,520 participants
- Liberty University Band, Orchestra, and Choir Camp – 1,212 participants
- East Carolina University Band and Orchestra Camp – 860 participants
- University of Texas Band and Orchestra Camp – 1,212 participants
- University of Texas at Arlington All-State Choir Camp – 660 participants
- Abilene Christian University Band, Orchestra, and Choir Camp – 1,208 participants
- Oklahoma City University Musical Theatre Intensive/Session 1 – 418 participants
- University of Kansas Band, Orchestra, and Chorus Camp – 3,018 participants
- Arizona State University Band, Chorus, and Orchestra Camp – 2,046 participants
- University of Central Florida Band and Chorus Camp – 1,600 participants
- Rowan University Band and Choral Camp – 720 participants
- University of Buffalo Band, Orchestra, and Choir Camp – 1,002
- Crimson Music Camp (University of Alabama) Band, Orchestra, Percussion

Ensemble, Jazz Ensemble – 1,820 participants

- University of Arkansas Summer Music Camps – 940 participants
- Arrowbear Music Camps Band, Orchestra, Chorus, Jazz Improv/ Session 1 – 1,640
- Encore Music Camp – 740
- Augusta Summer Music Camp Band Orchestra Camp – 680
- Eastern Music Camp (Eastern Illinois University) Band, Piano, Jazz Improv, Strings, Choir and Musical Theatre – 2,614 participants
- Band Camp at Wartburg College for Band, Orchestra, and Keyboard – 2,100 participants
- Meistersinger All-State Choir Camp/ Session 1 – 1,642 participants
- Southern University Band Camp – 1,108 participants
- University of Maryland Terrapin Music Camp – 2,022
- Blue Lakes Fine Arts Camp/Sessions 1 and 2 (International Students) – 916 participants; (US Students) – 1,462 participants per session equaling 4,756 participants
- St. Olaf Music Academy – 1,048 participants
- St. Olaf Sacred Music Handbell Academy – 618 participants
- Missouri State University Camps for Band, Orchestra, Choir, Musical Theatre, Jazz Ensembles – 1,428 participants
- Lake Tahoe Music Camp – 818 participants
- Stokes Forest Music Camp at Montclair University – 684 participants
- Ithaca College Summer Music Academy/Session 1 for Chamber Ensemble, Sound Recording Technology, Composition, Jazz, and Performance – 1,466 participants
- Cannon Music Camp (Appalachian

State University) – 1,602 participants
- Ohio State University Youth Summer Music Program for Band, Orchestra, Choir, Showchoir, Clarinet Academy, Double Reed Camp, Brass Camp – 1,866 participants
- Furman University Band and Orchestra Camp – 602 participants
- South Dakota State University All-State Preparatory Camp – 608 participants
- Belmont University Band Camp – 402 participants
- West Texas A&M University Band Camp – 618 participants
- University of Texas at San Antonio Band and Orchestra Camp – 1,422 participants
- BYU Youth Music Festivals at BYU Musicians Institute – 2,820 participants
- University of Wisconsin Madison/ Session 1 Band, Orchestra, Choir, Jazz Camp – 2,022 participants
- Franklin Band and Orchestra Camp at Chantilly – 804 participants

Attendance at these camps would have resulted in exposure to a total of 54,978 performing students. The majority of these students would have made a district, regional or all-state ensemble and are the most prime candidates for SA. With a 24% anticipated enrollment, these camps would have resulted in 13,195 subscriptions.

SA was to be a Grand Sponsor of the Music for All Summer Camps at Ball State University. Exposure to 2,200 campers and speaking opportunities for Dr. Bayne at the weekend Leadership Summit and daily showcase opportunities for the overall scholarship essay program would have been available. SA anticipated an enrollment of 62% of attendees, resulting in 1,364 subscriptions.

Event cancelled due to pandemic.

Social media campaigns would have been completely devoted to reaching the participants in these camps. SA had plans to hire 16 hired

Due to the pandemic, SA saw very limited results.

graduate-level interns to attend these camps for one to one and one-half days before moving on to the next camp. It is anticipated that each intern would cost SA $1,600 per week for four weeks, resulting in a total cost of $102,400.

Application for the 2021 Performers National Signing Day would have been anticipated to capture 2,400 students in June who would have enrolled at $145 each. Also during June, colleges, universities, and conservatories that wish to participate as exhibitors would have purchased booth space at $525 per 10x10 booth. In addition, registration fees would have been required at $75 per person. It was anticipated 100 booths spaces would have been rented and 100 registration fees paid.

Event cancelled due to pandemic.

SA continued its outreach and onboarding of SOAR schools. It was anticipated June would have been a slower enrollment month due to summer vacation. Each of the 12 in-the-field representatives would have brought in one new SOAR school, each with an estimated 508 students per school for a total of 6,096. It was anticipated that 16% of these students would complete the enrollment process, resulting in 975 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

These circumstances resulted in a loss of 17,259 new subscribers and the associated revenue.

July-20
Existing Subscribes: 27,287
Lost to Churn: 2,729
New Subscriber Goal: 26,867
Grand Total: 51,425

July-20
Existing Subscribes: 27,287
Lost to Churn: 2,729
New Subscriber Goal: 26,867
Grand Total: 51,425

In July, SA planned to increase the number of in-the-field representatives from 12 to 16.

July would have begun with extended-weeks summer music camps, lasting six or more weeks (some of these camps started the last week of June).

- Brevard Music Center for Band, Orchestra, Choir, Opera, Musical

All summer camps were cancelled due to pandemic.

Theatre, Chamber Ensembles, Composition, Piano, and String Ensembles – 1,422 participants

- Interlochen Center for the Arts for Band, Wind Ensemble, Symphonic Winds, Orchestra, Chamber Orchestra, Symphony, Oratorio Singers, Chamber Choir, Symphonic Choir, Vocal Ensembles, Jazz Vocal Ensemble, Opera, Musical Theatre, and Piano – 3,042 participants
- The French Woods for Band, Orchestra, Choir, Musical Theatre, and Chamber Ensembles – 2,240 participants
- Tanglewood Festival for Orchestra, Wind Ensemble, Chorus, Chamber Ensembles, and Piano – 2,008 participants
- Aspen Music Festival for Orchestra, Wind Ensemble, Chorus, Composition, Opera, Piano, and Chamber Ensembles – 1,940 participants
- South Shore Summer Music Conservatory for Wind Ensemble, Chamber Intensive, and Jazz Ensemble – 684 participants
- Idyllwild Arts Summer Music Program for Band, Orchestra, Choir, Chamber Ensemble, Jazz Ensemble, and Musical Theatre (two overlapping sessions) – 3,040 participants
- Idyllwild Arts Academy, running simultaneously – 622 participants
- Ozark Summer Music Institute for Voice and Opera – 818 participants
- New World Symphony Summer Symposium for High School Students – 1,022 participants

These camps are very important to SA, who predicted a 54% enrollment. With a total of 16,838 participating students, this would have netted 9,093 new subscribers. Each of these camps or institutes are heavily recruited by America's top colleges, universities, and conservatories.

SA also planned to attend these summer camps during July:

- Baylor University Band Camp Session 2 – 680 participants
- Florida State University Band, Orchestra and Chorus Camps/ Sessions 3 and 4 – 1,760 participants per session, equaling 3,520
- Oklahoma City University Musical Theatre Intensive/Session 2 – 418 participants
- Arrowbear Music Camps Band, Orchestra, Chorus, Jazz Improv/ Session 2 – 1,640
- Meistersinger All-State Choir Camp/ Session 2 – 1,642 participants
- Blue Lakes Fine Arts Camp/Sessions 3 and 4 (International Students) – 916 participants; (US Students) – 1,462 participants per session equaling 4,756 participants
- Ithaca College Summer Music Academy/Session 2 for Chamber Ensemble, Sound Recording Technology, Composition, Jazz, and Performance – 1,466 participants
- University of Wisconsin Madison/ Session 2 Band, Orchestra, Choir, Jazz Camp – 2,022 participants
- Houston Baptist University Texas All-State Choir Camp – 668 participants
- Baylor University Texas All-State Choir Camp – 840 participants
- Texas Christian University Texas All-State Choir Camp – 1,200 participants
- Texas State University Texas All-State Choir Camp – 800 participants
- Texas Women's University Texas All-State Choir Camp – 1,200 participants
- Lamar University Texas All-State Choir Camp – 680 participants
- University of Texas at Arlington Texas All-State Choir Camp – 1,200 participants
- Texas A&M at Commerce Texas All-State Choir Camp – 880 participants
- University of Texas at El Paso Texas All-

All summer camps were cancelled due to pandemic.

State Choir Camp – 960 participants

- University of Houston Texas All-State Choir Camp – 640 participants
- Hardin-Simmons University Texas All-State Choir Camp – 1,260 participants
- University of Texas at Austin Texas All-State Choir Camps/3 Sessions – 1,642 participants per session, equaling 4,926 participants
- Sam Houston State University Texas All-State Choir Camp – 884 participants
- Lone Star College Texas All-State Choir Camp – 240 participants
- University of North Texas, Texas All-State Choir Camp – 1,080 participants
- Stephen F. Austin University Texas All-State Choir Camp – 806 participants
- University of Mary Hardin Baylor Texas All-State Choir Camp – 665 participants
- West Texas A&M University Texas All-State Choir Camp – 640 participants
- Texas Tech University Texas All-State Choir Camp – 884 participants
- University of Texas at Permian Basin Texas All-State Choir Camp – 664 participants
- Dallas Baptist University Texas All-State Choir Camp – 280 participants
- University of Texas at San Antonio Texas All-State Choir Camp – 1,288 participants
- Summer Music Academy at the University of Colorado for Band, Orchestra, and Choir – 1,022 participants
- Laurel Music Camp for Choir and Orchestra – 640 participants
- University of South Florida Music Camps for Contemporary and Jazz/Session 1 – 680 participants
- University of South Florida Music Camps for Band, Orchestra and Chorus/Session 2 – 1,602 participants
- Idaho State University Summer Music Camps for Band, Orchestra, Chorus

and Jazz Ensemble – 1,820 participants

- Iowa Summer Music Camps at the University of Iowa for The American Saxophone Academy, Midwestern Jazz Institute, Viola Camp, Trumpet Intensive Academy, Band, Orchestra, Choir, Piano, and Organ – 2,684
- New England Music Camp for Jazz, Chamber, Composition, Musical Theatre, and Orchestra – 980 participants
- Western Michigan University Summer Music Intensive and Camps for Musical Theatre, Opera, Vocal Ensembles, Choir, Chamber Ensemble, Band, and Orchestra – 1,260 participants
- University of Montana Summer Music Camps for Band, Orchestra, and Choir – 1,080 participants
- Eastern US Music Camp for Band, Orchestra, and Chorus – 860 participants
- Baldwin Wallace University Summer Music School for Band, Orchestra, Choir, and Musical Theater – 1,224
- University of Oklahoma for Band, Orchestra, and Chorus – 2,640 participants
- Penn State University Summer Music Camps for Band, Orchestra, and Chorus – 1,242 participants
- Young Musicians and Artists at the University of Oregon at Eugene Intensive – 1,080 participants
- West Texas University Band Camp – 664 participants
- Central Washington University Band, Percussion, Orchestra, and Choir Camp – 1,122 participants
- James Madison University Summer Music Camps for Band, Orchestra, Choir, and Showchoir – 960 participants
- Showchoir Camps of America – 1,180 participants
- Indiana University Summer Music Intensive – 466 participants

- University of Southern California Music Camps for Piano, Organ, Chamber Music, Band, Orchestra, Choir, and Jazz – 1,440 participants
- University of Michigan Band Camp – 996 participants
- Michigan State University Band and Orchestra Camp – 1,140 participants
- University of Illinois Summer Music Camps for Band, Orchestra, and Chorus – 1,186 participants
- Camp Electric at Trevecca Nazarene University for Worship Musicians – 1,288 participants

SA anticipated a total of 22 hired graduate-level interns to attend these camps for one to one and one-half days before moving on to the next camp. It is anticipated that each intern would cost SA $2,200 per week for five weeks, resulting in a total cost of $242,000.

Attendance at these camps would have resulted in exposure to a total of 60,085 performing students. With a 24% anticipated enrollment, these camps would have resulted in 16,340 subscriptions.

SA also planned to attend the Southwestern Summer Music Conference, held each year in San Antonio. This conference attracts music educators from across the United States, especially Texas music educators for clinics, seminars, and showcases in band, orchestra, and chorus. In addition, parent booster organizations are also represented. SA would have exhibited, showcased, and Dr. Bayne would have facilitated clinics. SA would have anticipated engaging 64 schools, with an average enrollment in music of 280, resulting in 17,920 performing students. With an 8% anticipated enrollment, this would have resulted in 1,434 subscriptions.

Event cancelled due to pandemic.

Application for the 2021 Performers National Signing Day would have been anticipated to capture 1,600 students in July who would have enrolled at $145 each.

Event cancelled due to pandemic.

SA continued its outreach and onboarding of SOAR schools. It was anticipated July would have been a slower enrollment month due to summer vacation. Each of the 16 in-field representatives would have brought in one new SOAR school, each with an estimated 508 students per school for a total of 8,128. It was anticipated that 16% of these students would complete the enrollment process, resulting in 1,300 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

In July, SA anticipated a pilot program by school district engaging middle and high schools with fine arts specialty school students at a reduced rate of $22.95 per student per year. This would have been a one-time payment from the school district. The following districts expressed and/or committed to this program:

- Buffalo Public School District
- Tonawanda City School District
- Tonawanda Union Free School District
- Fort Worth Independent School District
- Abilene Independent School District
- Walnut Valley Unified School District
- Los Alamitos Unified School District

School districts were unable to fulfill this commitment.

These circumstances resulted in a loss of 26,867 new subscribers and the associated revenue.

August-20
Existing Subscribers: 51,425
Lost to Churn: 5,142
New Subscriber Goal: 24,029
Grand Total: 70,311 Subscribers

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Existing Subscribers: 51,425
Lost to Churn: 5,142
New Subscriber Goal: 24,029
Grand Total: 70,311 Subscribers

August is historically a very strong month for sales as school is starting back in most states and an individual school marching band camps are taking place during the first of the month. In addition, individual school choir camps and musical theatre camps are being held. August is the month of school district in-service conferences are held, and SA had planned to participate in over 80 virtual and 14 in-person, reaching over 6,000 middle and high

These events were cancelled due to the pandemic and SA saw very limited results from the social media campaigns.

school music instructors with each instructor reaching an average of over 280 students. This would have resulted in SA's exposure to 1,680,000 students. SA had planned social media and direct email campaigns to these participating school district teachers with the hope of reaching 2% of the students before the end of the year, which would have resulted in contact with 33,600 potential subscribers. SA anticipated a 6% enrollment before the end of the year, for a total of 2,016 subscriptions

SA also planned to make direct contact with 304 4A, 5A, and 6A high schools with multi-disciplined ensembles within their music programs. Each of these programs would have a student reach of 520, resulting in 158,080 students. SA anticipated a 6% enrollment before the end of the year, for a total of 9,485 subscriptions.

Due to the pandemic SA was unable to reach most schools and/or had limited results.

This month full page ads will be in magazines reaching music educators in the following states: Texas, Florida, Illinois, Washington, South Carolina, Tennessee, Georgia, Pennsylvania, Arizona, Michigan, Colorado, and Oregon. Addition full page ads will appear in the following national organizations magazines: American String Teachers Association, American Choral Directors Association, National Association of the Teachers of Singing, and the Association for Popular Music Education. The combined reach of these magazine subscribers is 81,608 music educators, of which 72% are high school and middle school instructors, yielding 58,758 that teach an average of 102 students per day resulting in a grand total of potential student exposure of 5,993,292. SA hoped to reach 1% of these students before the end of the year, which would have resulted in contact with 59,933 students. SA anticipated a 2% enrollment before the end of the year, for a total of 1,199 subscriptions.

Some ads were purchased but as most events were cancelled, this resulted in very limited results.

During the month of August, the data team will be harvesting an additional 6,000 instrumental and vocal music instructors in Texas, California, South Carolina, Massachusetts, Wisconsin, New Jersey, Florida, Illinois, and Kentucky. Be it noted that the cost of this data is $1.80 per instructor's name. In

the data had been purchases at with a list service (which at best is 72% accurate) the cost would have been $7.21 per name.

In August, each of our 16 in-field representatives would have launched personal online campaigns to reach 1,200 high school students each, with a combined reach of 19,200 students. SA would have anticipated 6% of these students would enroll, resulting in 1,152 subscriptions.

Due to the pandemic, the representatives were unable to make contact with these schools.

SA planned to launch a video series entitled "State of Music Education" specifically designed for the Booster Club audience. The commentator would have been Eric Martin, President of SA. From data on active high school music booster clubs across America had gathered in-house, SA harvested the names and email addresses of 3,004 booster club presidents. The in-house marketing team was prepared to market this to the 3,004 booster clubs which represented an average of 102 students per school, resulting in the potential of SA being shared to 306,408 students. Of this, SA anticipated an enrollment of 2%, resulting in 6,128 subscriptions.

These videos were effective in keeping SA in the forefront of the music education world and served as support for teachers. Due to the pandemic, these resulted in limited subscriptions.

SA planned to launch a video series entitled "Motivational Moments for Performing Fine Arts Students." Each video short would have contained encouraging thoughts and an assignment that teachers could use as a part of their instructional presentation. The "Motivational Moments" would have been marketed to the following:

These videos were effective in keeping SA in the forefront of the music education world and served as support for teachers. Due to the pandemic, these resulted in limited subscriptions.

- Private studio instructors: 6,029 instructors x average of 9 students taught weekly = 54,261 potential students to reach
- High School Instrumental and Vocal Instructors that had students in All-National Honor Ensembles: 463 instructors that teach an average of 187 students per day = 86,581 potential students to reach
- High School Instrumental and Vocal Instructors that had students in All-State Ensembles: 6,591 instructors that teach an average of 187 students per day =

1,232,517 potential students to reach

- Instrumental and Vocal Music Educators that did not have All-State or All-National students: 14,430 instructors that reach an average of 102 students per day = 1,471,860 potential students to reach *(During the month of July, the data team would have harvested an additional 860 instrumental music instructors in South Carolina, Michigan, and Illinois)*
- Community Youth Orchestras: 655 directors that had an average of 72 participants per orchestra = 47,160 potential students to reach

Collectively, 2,892,379 students could have been touched by this SA offering. With the possibility that there was a 30% duplication of students, 2,024,665 would have been the targeted number for potential marketing. Of this, SA hoped to engage .2% of the students, 4,049 potential subscriptions. Each of these motivational moments had a call to action for student registration and for the student to create a profile on ScholarshipAuditions.com. This series of "Motivational Moments" had been researched, scripted, shot, edited, and would have been marketed by in-house SA employees.

SA planned to begin marketing the first product "Sightreading with Orchestra," which would have been available online for an addition price of $9.95 above the subscription rate. The marketing push would have happened in-house through the following data harvested by the Data Department at ScholarshipAuditions.com:

- Private studio instructors: 6,029 instructors x average of 9 students taught weekly = 54,261 potential students to reach
- High School Instrumental and Vocal Instructors that had students in All-National Honor Ensembles: 463 instructors that teach an average of 187 students per day = 86,581 potential students to reach nationwide
- High School Instrumental and Vocal Instructors that had students in All-

Due to lack of revenue resulting from the cancellation of summer camps, this video series was not launched.

State Ensembles: 6,591 instructors that teach an average of 187 students per day = 1,232,517 potential students to reach nationwide

- Instrumental Music Educators that did not have All-State or All-National students: 14,430 instructors that reach an average of 102 students per day = 1,471,860 potential students to reach nationwide *(During the month of July, the data team would have been harvesting an additional 860 instrumental music instructors in South Carolina, Michigan, and Illinois)*
- Collegiate Instrumental Studio Instructors: 20,405 collegiate instructors that teach an average of 7 high school privately each week = 142,835 potential students to reach.

There were 2,988,054 potential students that could have been reached with a 30% possibility of students duplicated among the groups resulting in the potential of 2,071,638 students to be reached in August email campaigns to related instructors. SA hoped to engage 2% of the students with 41,433 potential purchases made before the end of the year. "Sightreading with Orchestra" had a call to action for student registration and for the student to create a profile on ScholarshipAuditions.com.

Application for the 2021 Performers National Signing Day would have been anticipated to capture 600 students in August who would have enrolled at $145 each.

Event cancelled due to pandemic.

Aggressive social media campaigns with distinct focus groups via purchases on Facebook and Instagram would have been engaged. Students, parents, and teachers would have again been the targeted audience and much of the messaging would have been directed to the students with the requirements they must meet to be considered for college admission. Direct references would have been given to the "Resource" section of the SA website and the available reference material. Again, a majority of this effort would have been

Due to the pandemic, these campaigns resulted in limited success.

through contracted social media experts. In addition, a strong campaign to the collegiate community urging them to review student profiles would have been facilitated through our in-house social media team. This would have been through video lead presentations and direct email contact via our in-house delivery system. The in-house social media team planned to continue to post blogs and Facebook related postings along with exposure on Tic-Tok, Instagram, and through LinkedIn followings of Dr. Bayne and Mr. Martin.

SA continued its outreach and onboarding of SOAR schools. It was anticipated August would have been a slower enrollment month due to summer vacation. Each of the 16 in-field representatives would have brought in one new SOAR school, each with an estimated 508 students per school for a total of 8,128. It was anticipated that 16% of these students would complete the enrollment process, resulting in 1,300 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

For many institutions of higher learning, August is the month in which the early application process would traditionally begin.

These circumstances resulted in a loss of 24,029 new subscribers and the associated revenue.

September-20
Existing Subscribers: 70,311
Lost to Churn: 7,031
New Subscribers Goal: 11,263
Grand Total: 74,543 Subscribers

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Existing Subscribers: 70,311
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September would traditionally be the start of contests and competitions for marching bands and vocal soloists. SA was a grand sponsor of Bands of America Marching Contests, which would have produced 23 marching band competitions across the US between September and November. SA would have attended three events in the month of

Event cancelled due to pandemic.

September: Austin, Texas, Atlanta, Georgia, and Clarksville, Tennessee, seeing 166 bands (averaging 320 students per band), with 53,120 participating students. SA anticipated reaching 1% of the participating students, resulting in contact with 531 potential subscribers.	
SA would have begun one of its largest social media campaign launches in September via purchases on Facebook and Instagram, hoping to reach 1.6 million students and parents. SA anticipated a .4% return, resulting in an enrollment increase of 6,400 subscriptions. The majority of these efforts would have been through contracted social media experts. The in-house social media team members would have blogged and posted on Facebook, Tic-Tok, Instagram, and LinkedIn each day.	Due to the pandemic and the lack of revenue generated from summer camps, these campaigns were greatly curtailed and resulted in limited success.
The 16 in-the-field representatives would have attended the fall gatherings of state band director associations as well as state orchestra association meetings in Texas (Texas has six regional meetings rather than one large state meeting), South Carolina, North Carolina, Georgia, Florida, Alabama, Indiana, Pennsylvania, Ohio, Oklahoma, Tennessee, Kentucky, Arkansas, Illinois, Wisconsin, New York, and Massachusetts. From these gatherings, the representatives would have contacted 128 4A, 5A, and 6A schools, reaching 282 students per school for a total of 36,096 students. It was anticipated a 12% enrollment, equaling 4,332 subscriptions.	Due to the pandemic, these events were cancelled, and the representatives were unable to make contact.
SA planned to continue marketing the first product "Sightreading with Orchestra," which would have been available online for an addition price of $9.95 above the subscription rate. SA anticipated reaching 1% of the new September subscribers, for a total of 113 purchases at $9.95.	Due to lack of revenue, this video series was not launched.
Students accepted for the 2021 Performers National Signing Day must send enrollment and showcase fees in the amount of $225 each by the end of September. There would have been 1,480 students accepted.	Event cancelled due to pandemic.
SA continued its outreach and onboarding of SOAR schools. It was anticipated September would have	Due to school cancellation, these students were not reached.

been a stronger enrollment month, as schools would have started back up. Each of the 16 in-field representatives would have brought in two new SOAR schools, each with an estimated 508 students per school, for a total of 16,256. It was anticipated that 16% of these students would complete the enrollment process, resulting in 2,601 new non-paying subscriptions.

In September, SA anticipated a pilot program by school district engaging middle and high schools with fine arts specialty school students at a reduced rate of $22.95 per student per year. This would have been a one-time payment from the school district. The following school district had committed to the program:

- Lafayette School Corporation

This school district was unable to fulfill this commitment.

These circumstances resulted in a loss of 11,263 new subscribers and the associated revenue

October-20
Existing Subscribers: 74,543
Lost to Churn: 7,454
New Subscribers Goal: 29,350
Grand Total: 96,438 subscribers

October is traditionally the strongest month for subscriptions for SA. It is the month before collegiate applications for early acceptance are due. It is the month when private piano teachers nationwide register their students with the National Music Association and SA has always had access to this database of students. It is the month when the majority of college fairs occur nationwide. It is the month when the greatest number of marching band contests are held.

October-20
Existing Subscribers: 74,543
Lost to Churn: 7,454
New Subscribers Goal: 29,350
Grand Total: 96,438 subscribers

SA would have attended Ohio and Wisconsin Music Educators Association State In-Services Conferences as exhibiters, sponsors and would have provided a showcase at each event. SA would have also sponsored clinics for parents of students participating in each state's All-State ensembles which would have participated during the events.

Event cancelled due to pandemic.

This would have provided exposure to 1,128 student participants. It was anticipated SA would enroll 16%, resulting in 180 subscriptions.

SA would also have attended the Performing Arts School Administrators Conference where SA would have been an exhibitor and conference speaker and would have sponsored the College Fair. There would have been 186 schools attending, representing an average student body of 460 students at each school, for a total of 85,560 students. This outreach should have yielded 6% enrollment by the end of the year, resulting in 5,134 subscriptions.

Event cancelled due to pandemic.

SA had anticipated attending 16 American Choral Directors Association State Conferences with each conference Having vocal solo competitions in classical, folk song, Broadway, and contemporary/pop genres. In addition, each state would seat three Honor Ensembles: SATB, TTB, and SSA. The combination of participants would have totaled 506 students per conference, for a total of 8,096 participants. SA anticipated an enrollment of 22%, resulting in 1,781 subscriptions.

Event cancelled due to pandemic.

SA would have again been a grand sponsor of Bands of America Marching Contests, which would have produced 13 marching band competitions across the US in October, with a total of 431 marching bands (with an average of 320 students per band) competing resulting in 137,920 participating students. These events would have been held in Orlando, Florida, Houston, Texas, Toledo, Ohio, Dallas, Texas, Phoenix, Arizona, Cedar Falls, Iowa, College Park, Maryland, Jacksonville, Alabama, Obetz, Ohio, Lansing, Michigan, McAllen, Texas, Boise, Idaho, and Johnson City, Tennessee. SA anticipated reaching 2% of the participating students, resulting in contact with 2,758 potential subscribers.

Event cancelled due to pandemic.

In October, SA would have also attended the College Music Society Annual Conference. A division within this conference is Studio/Private Teacher Division. It is documented by research from the College Music Society that the average

Event cancelled due to pandemic.

collegiate studio/private teacher weekly teaches an average of seven private high school students. In the US, there are 18,040 collegiate studio/private teachers, with a reach of 126,280 students.

SA would have had a targeted marketing and social media campaign to these teachers before the conference and SA would have exhibited and been a clinician both live and through virtual feed to these collegiate teachers. SA would have anticipated an 8% increase in enrollment, resulting in 10,102 subscriptions between October and March of 2021.

Due to the pandemic and the lack of revenue generated from summer camps, these campaigns were greatly curtailed and resulted in limited success.

The 16 in-the-field representatives would have attended the fall gatherings of state choral director associations as well as state piano association meetings in Texas (Texas has six regional meetings rather than one large state meeting), South Carolina, North Carolina, Georgia, Florida, Alabama, Indiana, Pennsylvania, Ohio, Oklahoma, Tennessee, Kentucky, Arkansas, Illinois, Wisconsin, New York, and Massachusetts. As a result of contacts at these associational meetings, the representatives would have contacted 64 4A, 5A, and 6A schools, reaching an average of 282 students per school, for a total of 18,048 students. From these efforts, an anticipated 12% would enroll, for a total of 2,166 subscriptions.

Due to the pandemic, these events were cancelled, and the representatives were unable to make contact.

SA launched its first in-house in-service teaching to a national audience. School District Music Supervisors were searching for video presentations they could use for teacher in-service training for teacher re-certification. SA had well researched a related topic, "Trends in Music Department Admission and Auditioning," and filmed this with noted personalities. This was made available for download to Music Supervisors and principles of district Fine Arts Centers/Academies. SA had 262 Fine Arts Center/Academies, representing an average of 211 students per Fine Arts Center/Academy = 55,282 students and 302 school district music supervisors representing an average of 32 High School music teachers that daily taught an average of 102 students. This in-service presentation had the potential to expose 1,041,010 students through a commercial at the beginning of

SA was able to produce this product and received very positive responses from school music supervisors. This has kept the doors open for contacts that can result in school district purchases of SA subscriptions

the in- service teaching. Another commercial for SA with a call to action to share this information with students and parents was at the end of the presentation. SA anticipated reaching .4% of the students represented by this audience, resulting in 4,164 subscriptions.

SA launched its second video series entitled "State of Music Education, Part 2," specifically designed for the Booster Club audience. The commentator was Eric Martin, President of SA. From in-house gathered data on active High School music booster clubs across America, SA harvested 3,004 booster club presidents. The in-house marketing team marketed this to the booster clubs, which represent an average of 102 students per school resulting in the potential of SA being shared to 306,408 students. Of this, SA anticipated an enrollment of 1%, resulting in 3,064 subscriptions.

SA was able to produce this product and received very positive responses from school music supervisors. This has kept the doors open for contacts that can result in school district purchases of SA subscriptions.

SA planned to continue marketing the first product "Sightreading with Orchestra," which would have been available online for an addition price of $9.95 above the subscription rate. SA anticipated reaching 1% of the new October subscribers, for a total of 294 purchases at $9.95.

Due to lack of revenue, this video series was not launched.

Of the 1,480 students enrolled for the 2021 Performers National Signing Day, there would have been opportunity for 1,036 students to take the National Music Theory Entrance Exam. The cost of the exam and scoring would have been $145 per student. Registration for this was required to be completed by the end of October. Also, collegiate application fees and exhibit hall passes would have been available for 200 additional school representatives at $75 each.

Event cancelled due to pandemic.

SA continued its outreach and onboarding of SOAR schools. It was anticipated October would have been a strong enrollment month. Each of the 16 in-field representatives would have brought in two new SOAR schools, each with an estimated 508 students per school, for a total of 16,256. It was anticipated that 16% of these students would complete the enrollment process, resulting in 2,601 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

These circumstances resulted in a loss of 29,350 subscribers and the associated revenue.

November-20 **Existing Subscribers: 96,438** **Lost to Churn: 9,644 Subscribers** **New Subscribers Goal: 20,829** **Grand Total: 107,624 Subscribers**	**November-20** **Existing Subscribers: 96,438** **Lost to Churn: 9,644 Subscribers** **New Subscribers Goal: 20,826** **Grand Total: 107,624 Subscribers**
November is historically a strong month for instrument sales since the majority of Christmas sales are purchased in November. SA has relationships with numerous instrument manufacturers and retail dealers who are willing to place advertisement for SA in the cases for these new instruments.	Event cancelled due to pandemic.
November historically is the culminating month of exposure to the marching band community nationally as state marching contests are held the first week of November as well as Bands of America Super Regional Contests.	
SA would have attended the Super Regional events in St. Louis, Missouri, San Antonio, Texas, and Fresno, California. Each of these events are two-day events and collectively would have produced 197 marching band shows, resulting in 63,040 participating students. SA anticipated reaching 4% of the participating students, resulting in contact with 2,522 potential subscribers. Band of America Grand National Championship would have been a four-day competition held in Indianapolis, Indiana, with 111 bands (averaging 320 students per band), resulting in 35,520 participating students. SA anticipated reaching 8% of the participating students, resulting 2,842 potential subscribers.	Event cancelled due to pandemic.
In the past, SA has been a sponsor and exhibitor at the National Association of Music Educators which sponsors a strong college fair as well as five national ensembles: 1) The National Honors Wind Ensemble, 2) The National Honors Band, 3) The National Honors Mixed Chorus, 4) The National Honors Philharmonic, and 5) The National Honors Symphonic Orchestra. The combined participation in these Honor Ensembles would have been 1,208 students. SA anticipated enrollment of 40% before the end of the year, resulting in 483 subscriptions.	Event cancelled due to pandemic.

The North Carolina Music Educators Convention would have been held in November, where the North Carolina All-State Chorus (3 choruses: Mixed, Male and Treble) would have met. This event historically has traditionally had strong parent participation and SA would have been an exhibitor at this convention as well as an advertiser in the programs for their All-State ensembles and an exhibitor in the lobby of their All-State rehearsals and performances. This would have resulted in 746 students in the participating honor choruses and 580 student participants in the featured wind ensembles and concert choirs. SA anticipated a combined exposure to 1,326 students, with a 32% enrollment, resulting in 424 subscriptions.

Event cancelled due to pandemic.

The Iowa Music Educators Convention would have been held in November, where the Iowa All-State Chorus, Band, and Orchestra would have met. This event historically has traditionally had strong parent participation and SA would have been an exhibitor at this convention as well as an advertiser in the programs for their All-State ensembles and an exhibitor in the lobby of their All-State rehearsals and performances. This would have resulted in 1,466 students in the participating honor ensembles and 797 student participants in the featured chamber orchestras, vocal jazz ensembles, instrumental jazz ensembles, wind ensembles, and concert choirs. SA anticipated a combined exposure to 2,263 students, with a 32% enrollment, resulting in 724 subscriptions.

Event cancelled due to pandemic.

The Virginia Music Educators Convention would have been held in November, where the Virginia All-State Chorus, Band, and Orchestra would have met. This event historically has traditionally had strong parent participation and SA would have been an exhibitor at this convention as well as an advertiser in the programs for their All-State ensembles and an exhibitor in the lobby of their All-State rehearsals and performances. This would have resulted in 624 students in the participating honor ensembles and 460 student participants in the featured chamber orchestras, wind ensembles, and concert choirs. SA anticipated a combined exposure to 1,084 students, with a 32% enrollment, resulting in 347 subscriptions.

Event cancelled due to pandemic.

SA would have launched its second in-house in-service teaching to a national audience. This well-researched and prepared a video was to be entitled "There is Money in Music in the Digital Age. Are We Preparing Students for this Lucrative Emerging Market?" and would have been available for Music Supervisors and principals of district Fine Arts Centers/Academies as well as high school teachers to download. An edited version would have also been available for teachers to share with parents.

Due to lack of revenue from the cancellation of summer camps and subsequent events, SA was not able to produce this product.

SA had 262 Fine Arts Center/Academies, representing an average of 211 students per Fine Arts Center/Academy = 55,282 students and 302 school district music supervisors representing an average of 32 High School music teachers that daily taught an average of 102 students. This in-service presentation had the potential to expose 1,041,010 students through a commercial at the beginning of the in- service teaching. Another commercial for SA with a call to action to share this information with students and parents was at the end of the presentation. SA anticipated reaching .2% of the students represented by this audience, resulting in 2,082 subscriptions.

Event cancelled due to pandemic.

SA will launch its second video series entitled "Motivational Moments for Performing Fine Arts Students." Each video short has a COVID-19 related thought of encouragement and an assignment that teachers can use as a part of their Zoom instructional presentation. These "Motivational Moments" are on the SA website and teacher registration will be required before a download can be accessed. The marketing team will market this series to the following:

- Private studio instructors: 6,029 instructors x average of 9 students taught weekly = 54,261 potential students to reach
- High School Instrumental and Vocal Instructors that have students in All-National Honor ensembles: 463 instructors that teach an average of 187 students per day = 86,581 potential students to reach
- High School Instrumental and Vocal Instructors that have students in All-State Ensembles: 6,591 instructors that teach an

SA was able to produce this product and received very positive responses from school music supervisors. This has kept the doors open for contacts that can result in school district purchases of SA subscriptions.

average of 187 students per day = 1,232,517 potential students to reach
- Instrumental and Vocal Music Educators that do not have All-State or All-National students: 14,430 instructors that reach an average of 102 students per day = 1,471,860 potential students to reach
- Community Youth Orchestras: 655 directors that have an average of 72 participants per orchestra = 47,160 potential students to reach

Collectively, 2,892,379 students could have been touched through this SA offering. With the possibility of a 30% duplication of students, 2,024,665 would have been the targeted number to be marketed to. Each of the motivational moments had a call to action for student registration and for the student to create a profile on ScholarshipAuditions.com. SA had hoped to engage .3% of these students, resulting in 6,074 subscriptions by March 1, 2021.

The 16 in-the-field representatives would have attended the state marching band semi-final and finalist competitions in Texas, Oklahoma, Florida, Georgia, South Carolina, Tennessee, Indiana, Kentucky, Pennsylvania, Massachusetts, Arizona, Southern California, Northern California, Wisconsin, Ohio, and Michigan. Due to their representation at these contests as well representation at 32 schools, the overall exposure would have been 952 schools, with an average of 280 students, representing 266,560 students. From these efforts, SA anticipated 2% contact, equaling 5,331 subscriptions.

Due to the pandemic, these events were cancelled, and the representatives were unable to make these contacts

SA had anticipated attending the National Association of the Schools of Music (NASM—the collegiate accreditation body for collegiate music departments, schools of music and conservatories). Attendance at NASM was considered mandatory for SA and each of the groups are SA's strategic partners in research and student placement. NASM (in the area of audition and entrance exams) had expressed the potential of certifying SA's "Sightreading with Orchestra" as a tool for collegiate auditions. If certified by NASM, all of the

Event cancelled due to pandemic.

604 member schools would need to purchase this program. In addition, SA would have sold advertisement and exhibit booth space for Performers National Signing Day at this event.

SA planned to continue marketing the first product "Sightreading with Orchestra," which would have been available online for an addition price of $9.95 above the subscription rate. SA anticipated reaching 6% of the new November subscribers, for a total of 1,250 purchases at $9.95. This begins two months of preparation for both collegiate auditions and All-State auditions and both require sightreading as a component of the audition process.

Due to lack of revenue, this video series was not launched.

Sales of sponsorship packages and program advertisements for Performers National Signing Day would have been available and would have resulted in $120,000 of revenue.

Event cancelled due to pandemic.

SA continued its outreach and onboarding of SOAR schools. It was anticipated November would have been a slower enrollment month, as students would be involved with other musical endeavors. Each of the 16 in-field representatives would have brought in one new SOAR school, each with an estimated 508 students per school, for a total of 8,128. It was anticipated that 16% of these students would complete the enrollment process, resulting in 1,300 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

These circumstances resulted in a loss of 20,829 subscribers and the associated revenue.

December-20
Existing Subscribers: 107,624
Lost to Churn: 10,762
New Subscriber Goal: 9,768
Grand Total: 106,629 Subscribers

December-20
Existing Subscribers: 107,624
Lost to Churn: 10,762
New Subscriber Goal: 9,768
Grand Total: 106,629 Subscribers

December has historically proven to be a difficult month for music education related sales because music educators concentrate their time and energy in the myriad of Christmas performances in their

Event cancelled due to pandemic.

schools and throughout their community. However, there are two strong outreaches in which SA would have participated.

During the first week in December the New York State Schools Music Educators Association traditionally held their annual convention which also housed their seven All-State ensembles. SA would have been an exhibitor at this convention as well as a workshop presenter. In addition, SA would have been allowed to do a five-minute presentation before the final rehearsal at each of All-State events and would have participated in their college fair afternoon. SA would have had a booth at the convention and the sponsorship that would have allowed SA to make introductions before two instrumental clinics and one introduction before each of the All-State concerts. This convention would have been attended by 5,600 teachers and studio instructors. In the All-State groups, there would have been approximately 1,080 participating students. SA has strong support at the New York convention and would have anticipated a 60% enrollment, resulting in 648 subscriptions.

Event cancelled due to pandemic.

The second event in which SA would have participated would have been the Midwest Band and Orchestra International Band and Orchestra Clinic in Chicago. This is traditionally the largest gathering of instrumental music educators in the world and lasts four days, ending the Saturday before Christmas. SA would have been a grand sponsor with numerous points of exposure to the over 20,000 instrumental music educators, by sponsoring the lanyards (with the SA name and logo included) for the event, exhibiting and having a full-page advertisement in the program book. The program book is significant as it is ordered and sent to an addition 70,000 instrumental music educators that are not present at the clinic in Chicago. SA was to be a concert sponsor in the main performance hall as well as providing clinics and workshops related to trends in college admission and auditioning. SA would have also been the main sponsor for the college fair for this event.

Event cancelled due to pandemic.

Exposure for SA at these two events historically would not show results until January and February of the next year. The 20,000 which would have been attending the event represents an average of 228 students each, which totals 4,560,000. SA anticipated reaching .2% of this number, which equaled 9,120 subscriptions.

SA planned to continue marketing the first product "Sightreading with Orchestra," which would have been available online for an addition price of $9.95 above the subscription rate. SA anticipated reaching 8% of the new December subscribers, for a total of 781 purchases at $9.95. December is the month of majority of All-State auditions and the final month of preparation before collegiate auditions.

Due to lack of revenue, this video series was not launched.

Of the 1,480 students enrolled for the 2021 Performers National Signing Day, there would have been opportunity for 1,100 students to attend the National Signing Day event at Carnegie Hall at $85 per student. In addition, there would have been an opportunity for 300 collegiate representatives to attend the Signing Day event at Carnegie Hall at $65. Tickets had to be purchased by December 10, 2020. Also, merchandise presales would have resulted in an anticipated revenue of $22,500.

Event cancelled due to pandemic.

SA continued its outreach and onboarding of SOAR schools. It was anticipated December would have been a very strong month, because of the Minority and Title 1 school meetings at the Midwest International Band and Orchestra Clinic in Chicago. In 2019, 1,842 schools declared themselves as a "Title 1" or "Special Needs" school when registering for the Clinic. Each of the 16 in-field representatives would have brought in four new SOAR schools, each with an estimated 508 students per school, for a total of 32,512. It was anticipated that 16% of these students would complete the enrollment process, resulting in 5,202 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

These circumstances resulted in a loss of 9,768 subscribers and the associated revenue.

Due to the pandemic, for the months of March through December 2020, SA saw a total loss (including loss from churn) of 106,629 potential subscriptions and the associated revenue

January-21
Existing Subscribers: 106,629
Lost to Churn: 10,663 Subscribers
New Subscriber Goal: 26,838
Grand Total: 122,805 Subscribers

January-21
Existing Subscribers: 110,619
Lost to Churn: 10,663 Subscribers
New Subscriber Goal: 26,838
Grand Total: 122,805 Subscribers

January is historically a very strong month for sales as it is one of the three largest months for state music educators' associational gatherings. In January, the following states would have gathered for state in-service conferences and corresponding All-State ensemble clinics and performances:

- Florida – six honor ensembles, with 1,320 participating students
- Georgia – eight honor ensembles, with 1,246 participating students
- Illinois – five honor ensembles, with 1,286 participating students
- Michigan – six honor ensembles, with 1,366 participating students
- Indiana – seven honor ensembles, with 1,426 participating students
- Oregon – five honor ensembles, with 946 participating students
- New Mexico – five honor ensembles, with 884 participating students
- Arizona – seven honor ensembles, with 1,184 participating students
- Wyoming – four honor ensembles, with 648 participating students
- Alabama – nine honor ensembles, with 1,388 participating students
- Oklahoma – six honor ensembles, with 1,328 participating students
- Colorado – six honor ensembles, with 1,264 participating students

Collectively, there would have been 14,286 All-State honor ensemble participating students. SA would have anticipated a 32% enrollment, resulting in 4,572 subscriptions.

Events cancelled due to pandemic.

At these state conventions, there would have been additional bands, orchestras, and choruses performing. Each of these 12 states would have averaged eight performing groups with a membership of 120 per group. This would have

Event cancelled due to pandemic.

been an additional 11,520 student participants. Because SA would have been showcasing and exhibiting as well as providing clinics to these selected performing organizations, there would have been a great opportunity to increase SA subscriptions from this group. SA would have anticipated an 8% enrollment, resulting in 922 subscriptions.

The following state conferences would have offered a college night during the event for exhibiting colleges, universities, and conservatories: Florida, Alabama, Oklahoma, Arizona, Colorado, Georgia, and Michigan. SA would have been the sponsor of each of these college fairs. Excluding participating performance ensembles and the All-State honor ensembles, each of these seven states would have had an average of an additional 400 student participants for a total of 2,800 students. SA would have anticipated enrolling 60% of these students, resulting in 1,680 subscriptions

Event cancelled due to pandemic.

During the month of January the data team will be harvesting an additional 6,000 instrumental and vocal music instructors in Texas, California, South Carolina, Massachusetts, Wisconsin, New Jersey, and Kentucky. Note that the cost of this data is $1.80 per instructor's name. If the data had been purchased from a list service (which at best is 72% accurate) the cost would have been $7.21 per name.

In January each of our 16 in-the-field representatives would have launched a personal online campaign to reach 192 5A and 6A high schools, averaging 406 students at each school, resulting in 77,952 students. SA anticipated 12% enrollment, for 9,354 subscriptions.

Due to the pandemic, the representatives were unable to make these contacts.

SA will launch its second video series entitled "State of Music Education During COVID-19," specifically designed for the Booster Club audience, on January 4th. The commentator is Eric Martin, President of SA. From in-house gathered data on active High School music booster clubs across America, SA has harvested 3,004 booster club presidents. The in-

Due to lack of revenue from the cancellation of summer camps and subsequent events, SA was not able to produce this product.

house marketing team would have marketed this to the 3,004 booster clubs which represent an average of 102 students per school resulting in the potential of SA being shared to 306,408 students. Of this, SA anticipated an enrollment of 1%, resulting in 3,064 subscriptions.

SA had planned to launch its third video series entitled "Motivational Moments for Performing Fine Arts Students." Each video short had a thought of encouragement and an assignment teachers could have used as a part of their instruction. These "Motivational Moments" would have been posted on the SA website and teacher registration would have been required before a download could have been accessed. The marketing team would have marketed this series to the following:

- Private studio instructors: 6,029 instructors x average of 9 students taught weekly = 54,261 potential students to reach
- High School Instrumental and Vocal Instructors that have students in All-National Honor ensembles: 463 instructors that teach an average of 187 students per day = 86,581 potential students to reach
- High School Instrumental and Vocal Instructors that have students in All-State Ensembles: 6,591 instructors that teach an average of 187 students per day = 1,232,517 potential students to reach
- Instrumental and Vocal Music Educators that do not have All-State or All-National students: 15,290 instructors that reach an average of 102 students per day = 1,559,580 potential students to reach *(During the month of December the data team would have harvested an additional 860 instrumental music instructors in South Carolina, Michigan, and Illinois)*
- Community Youth Orchestras: 655 directors that have an average of 72 participants per orchestra = 47,160 potential students to reach

SA was able to produce this product and received very positive responses from school music supervisors. This has kept the doors open for contacts that can result in school district purchases of SA subscriptions.

Collectively, 2,980,099 students could have been touched by this SA offering. With the possibility that there could have been a 30% duplication of students, 2,086,069 would have been the targeted number to be marketed to. Each motivational moment would have had a call to action for student registration and for the student to create a profile on ScholarshipAuditions.com. SA anticipated .1% enrollment, resulting in 2,086 subscriptions.

The continued marketing of the first product "Sightreading with Orchestra" would have continued online for an addition price of $9.95 above the subscription rate. The marketing push would have happened in-house through the following data harvested by the Data Department at ScholarshipAuditions.com:

- Private studio instructors: 6,029 instructors x average of 9 students taught weekly = 54,261 potential students to reach
- High School Instrumental and Vocal Instructors that have students in All-National Honor ensembles: 463 instructors that teach an average of 187 students per day = 86,581 potential students to reach
- High School Instrumental and Vocal Instructors that have students in All-State Ensembles: 6,591 instructors that teach an average of 187 students per day = 1,232,517 potential students to reach
- Instrumental Music Educators that do not have All-State or All-National students: 15,290 instructors that reach an average of 102 students per day = 1,559,580 potential students to reach *(During the month of December the data team will be harvesting an additional 860 instrumental music instructors in South Carolina, Michigan, and Illinois)*
- Collegiate Instrumental Studio Instructors: 20,405 collegiate instructors that teach an average of 7 High School privately each week = 142,835 potential students to reach.

There would have been 3,075,774 potential students to be reached with a 30% possibility of

Due to lack of revenue, this video series was not launched.

students duplicated among the groups, resulting in the potential of 2,153,042 to be reached in January email campaigns to related instructors. Realizing that this would have been the middle of the audition season (January – March), SA would have anticipated a 3% enrollment, resulting in 65,591 purchases. This number is also a result of January and February falling into the major season of national collegiate auditions, the audition qualifying round for national honor ensembles associated with Carnegie Hall, as well as audition preparation for students anticipating auditioning for extended-week camps.

The 16 in-the-field representatives would have been targeting 4A, 5A, and 6A schools with musical theatre programs. Traditionally, January is the audition month for the casting of the Broadway musical production casts for these schools. These representatives would have anticipated reaching 12 schools each, for a total of 192 schools. Each of these schools would have cast an average of 84 students for the upcoming musical for a total of 16,128 students. The goal of SA would have been to enroll 32%, for a total 5,161 subscriptions.

Due to the pandemic, these events were cancelled, and the representatives were unable to make contact.

Aggressive social media campaigns with distinct focus groups via purchases on Facebook and Instagram would have been engaged. Students, parents, and teachers would again be the targeted audience and much of the messaging would have been directed to the students with the requirements they must meet to be considered for college admission. Direct references would have been given to the "Resource" section of the SA website and the available reference material. The majority of these efforts would have been through contracted social media experts. In addition, a strong campaign to the collegiate community urging them to review student profiles would have been facilitated through our in-house social media team, through video lead presentations and direct email contact via our in-house delivery system. The in-house social media team would have continued to post blogs and Facebook related postings along with exposure on Tic-Tok, Instagram, and through LinkedIn followings of Dr. Bayne and Mr. Martin.

Marketing efforts were greatly hampered due to a lack of revenue.

January also would have started the audition season in the majority of colleges, universities, and conservatories.

The major emphasis for SA in the month of January would have been the Performers National Signing Day event, at Carnegie Hall in New York City. Merchandise sales onsite would have resulted in an anticipated additional $12,500.

Event cancelled due to pandemic.

SA continued its outreach and onboarding of SOAR schools. It was anticipated January would have been a very strong month. There would have been 24 state music educators' associational meetings that month. Each state would have had a track for Minority, Title 1, and economically depressed school districts meetings at each of these gatherings. Each of the 16 in-field representatives would have brought in six new SOAR schools, each with an estimated 508 students per school, for a total of 48,768. It was anticipated that 16% of these students would complete the enrollment process, resulting in 7,803 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

These circumstances resulted in a loss of 26,838 subscribers and the associated revenue.

Also in January, SA saw a 60% reduction in staff due to a lack of funds to cover salaries. This loss of staff greatly decreased SA's ability to meet the goals set forth.

February-21
Existing Subscribers: 122,805
Lost to Churn: 12,280
New Music Subscriber Goal: 25,934
Grand Total: 136,458 Subscribers

February-21
Existing Subscribers: 122,805
Lost to Churn: 12,280
New Music Subscriber Goal: 25,934
Grand Total: 136,458 Subscribers

February is traditionally the overall strongest audition month for the majority of colleges, universities, and conservatories in America.

February has historically been a very strong month for sales as it is one of the three largest months for state music educator associational gatherings. In February, the following states would have gathered for the state their in-service conference and

Event cancelled due to pandemic.

corresponding All-State ensemble clinic and performance:

- Texas – 11 honor ensembles, with 2,866 student participants
- California – six honor ensembles, with 1,666 student participants
- South Carolina – six honor ensembles, with 1,240 student participants
- Washington – seven honor ensembles, with 1,246 student participants
- Minnesota – nine honor ensembles, with 1,826 student participants
- Kentucky – five honor ensembles, with 1,228 student participants
- Kansas – six honor ensembles, with 1,990 student participants
- New Jersey – five honor ensembles, with 1,466 student participants
- Idaho – six honor ensembles, with 1,240 student participants
- Ohio – seven honor ensembles, with 1,384 student participants
- Nebraska – six honor ensembles, with 1,888 student participants
- Utah – nine honor ensembles, with 2,118 student participants

Collectively, there would have been 20,158 All-State honor ensemble participating students. SA would have anticipated a 32% enrollment, resulting in 6,451 subscriptions.

At these state conventions, there would have been additional bands, orchestras, and choruses performing. Each of these 12 states would have averaged 10 performing groups with a membership of 160 per group. This would have been an additional 19,200 student participants. Because SA would have been showcasing and exhibiting as well as providing clinics to these selected performing organizations, there would have been a great opportunity to increase SA subscriptions from this group. SA would have anticipated an 8% enrollment, resulting in 1,536 subscriptions.

Events cancelled due to pandemic.

Each of the 12 state conferences would have offered a college night during the event for exhibiting colleges, universities, and conservatories. SA would have been the sponsor of each of these college fairs. Excluding participating performance ensembles and the All-State honor ensembles, each of these 12 states would have had an average of an additional 500 student participants totaling 6,000. SA would have anticipated enrolling 60% of these students, resulting in 3,600 subscriptions.

Events cancelled due to pandemic.

SA had planned to launch a new product, National High School Musicians Letter during the Texas Music Educators Association Annual Conference. It was anticipated that SA would reach 700 student applicants through the various state associational conferences and All-State ensembles attended by SA during February. This push would have been supported by strong social media campaigns. After associated expenses it was anticipated that SA would receive garner a profit of $43.16 per registration, for a total of $30,212.

Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.

In February each of our 16 in-the-field representatives would have launched a personal online campaign to reach 800 middle school students each, for a combined reach of 12,800. It was anticipated that 3% of these students would enroll, resulting in 384 subscriptions.

Due to the pandemic, the representatives were unable to make contact.

During February, the Data Department would harvest an additional 4,000 middle and high school music educators from the following states: Oklahoma, Alabama, Utah, New Jersey, Maryland, and New Mexico. They would also be harvesting the data for 1,000 dance educators from Illinois, Wisconsin, and Florida. The cost of this data would be $1.80 per instructor's name. If the data had been purchased through a list service (which at best is 72% accurate) the cost would have been $7.21 per name.

SA would have launched another in-house in-service teaching to a national audience, entitled "The Power of the Summer Enrichment Program that Pays Dividends to the High School Music Programs and the Auditioning Student." This

Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.

product would have been available for Music Supervisors and principals of district Fine Arts Centers/Academies to download as well as high school and middle school teachers and an edited version would also have been available for teachers to share with students and parents.

SA had 262 Fine Arts Center/Academies representing an average of 211 students per Fine Arts Center/Academy equally = 55,282 students and 302 school district music supervisors which represented an average of 32 high school music teachers that average 102 students taught daily = 985,728 students. This presentation had the potential to expose 1,041,010 students through a commercial at the beginning of the in-service teaching. Another commercial for SA with a call to action to share this information with students and parents would have been at the end of the presentation.

The edited version for students and parents would have had an outreach to:

- High school Instrumental and Vocal Instructors that had students in All-National Honor ensembles, 463 instructors that teach an average of 187 students per day = 86,581 potential students.
- High School Instrumental and Vocal Instructors that have students in All-State Ensembles: 10,591 instructors that teach an average of 187 students per day = 1,980,517 potential students.
- Instrumental and Vocal Music Educators that do not have All-State or All-National students: 25,370 instructors that reach an average of 102 students per day = 2,587,740 potential students.

This resulted in a total anticipated reach of 4,654,838 students. Between these two groups there would have been 5,695,848 potential students to be reached with a 33% possibility of students duplicated among the groups, resulting in

the potential of 3,816,218 to be reached. SA anticipated a .2% enrollment, resulting in 7,632 subscriptions.

The continued marketing of the first product "Sightreading with Orchestra" would have continued online for an addition price of $9.95 above the subscription rate. SA anticipated 1% of the total new subscribers for February would purchase the product, resulting in 259 sales.

Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.

SA had planned to introduce its second product "Interactive Music Theory I," available online for an additional $9.95 over the subscription rate. The marketing push would have happened in-house through the following data that had been harvested by the ScholarshipAuditions.com Data Department:

Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.

- Private studio instructors: 6,029 instructors x average of 9 students taught weekly = 54,261 potential students to reach
- High School Instrumental and Vocal Instructors that have students in All-National Honor ensembles: 463 instructors that teach an average of 187 students per day = 86,581 potential students to reach
- High School Instrumental and Vocal Instructors that have students in All-State Ensembles: 6,591 instructors that teach an average of 187 students per day = 1,232,517 potential students to reach
- Instrumental Music Educators that do not have All-State or All-National students: 20,430 instructors that reach an average of 102 students per day = 2,083,860 potential students *(During the month of January, the data team harvested an additional 6,000 instrumental music instructors in Texas, California, South Carolina, Massachusetts, Wisconsin, New Jersey, and Kentucky.)*
- Community Youth Orchestras: 655 directors that have an average of 72

participants per orchestra = 47,160 potential students to reach

- Collegiate Instrumental Studio Instructors: 20,405 collegiate instructors that teach an average of 7 high school privately each week = 142,835 potential students to reach.

There were 3,647,214 potential students to be reached with a 30% possibility of students duplicated among these groups resulting in the potential of 2,553,050 students. SA had hoped to reach .2% of these students, resulting in 5,106 potential purchasers.

SA's 16 in-the-field representatives would have been reaching out to community youth orchestras and community youth chorales. They would have also reached out to religious private schools that had worship bands and worship choirs. February is also the month that the state private school music associations would have had their festivals and All-State ensembles. The 16 representatives would have participated in 22 of these private school events. Collectively 11,880 honor ensemble members and 16,896 festival choir members would have been exposed to SA and its offerings, for a total of 28,776 students. SA anticipated a 22% enrollment, resulting in 6,331 subscriptions.

Due to the pandemic, these events were cancelled, and the representatives were unable to make contact.

Aggressive social media campaigns with distinct focus groups via purchases on Facebook and Instagram would have been engaged. Students, parents, and teachers would again be targeted and much of the messaging would have been directed to the students and parents, especially in the states of Texas and California. Direct references would have been given to the "Resource" section of the SA website with emphasis on non-institutional scholarships. A majority of this effort would have been through contracted social media experts. In addition, a strong campaign to the collegiate community urging them to review student profiles would have been facilitated through our in-house social media team, through video lead presentations and direct email contact via our in-house delivery system. The in-house social media team would have continued to post blogs and

Marketing efforts were greatly hampered due to a lack of revenue and personnel.

Facebook related postings along with exposure on Tic-Tok, Instagram, and through LinkedIn followings of all staff members.

In February, the anticipated payout of 12% of hotel room reservations for Performers National Signing Day hotel headquarters, the New York City Hilton, and the Midtown Sheraton (880 rooms, three nights at $185/night), would have produced an anticipated revenue of $58,608.

Event cancelled due to pandemic.

SA continued its outreach and onboarding of SOAR schools. It was anticipated February would have been a very strong month. There would have been 14 state music educators' associational meetings that month. Each state would have had a track for Minority, Title 1, and economically depressed school districts meetings at each of these gatherings. Each of the 16 in-field representatives would have brought in four new SOAR schools, each with an estimated 508 students per school, for a total of 32,512. It was anticipated that 16% of these students would complete the enrollment process, resulting in 5,202 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

These circumstances resulted in a loss of 25,934 subscribers and the associated revenue.

March-21
Existing Subscribers: 136,458
Lost to Churn: 13,646
New Subscribers Goal: 34,255
Grand Total: 157,067 Subscribers

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Existing Subscribers: 136,458
Lost to Churn: 13,646
New Subscribers Goal: 34,255
Grand Total: 157,067 Subscribers

SA had planned to attend the Music for All National Concert and Honor Ensemble Festival in Indianapolis with 6,600 of America's top high school junior and senior performers participating. In addition, there would also have been 26 high school bands, orchestras, and chamber ensembles, along with vocal jazz ensembles and vocal chamber choirs, resulting in an additional 7,200 participants. SA had purchased an event sponsorship, which granted access to all participants. With over four months of preparation and seeding of the market with SA advertising and social media outreach, SA

Due to the pandemic, this event was cancelled

anticipated a 30% enrollment, resulting in 4,140 subscriptions.

SA had anticipated attending the American Choral Directors Association National Festival and Honor Ensemble Gathering in Dallas, Texas. Eighty-four high school choirs had been scheduled to perform, with an average membership of 96 per choir, for a total of 8,064 student participants. In addition, ACDA would have had seven honor choirs for high school students. There would have been 384 members in each choir, which would have resulted in 2,688 student participants. With an anticipated 21% enrollment, SA anticipated 2,258 new subscribers.

Event cancelled due to pandemic.

March was also the month with nine State All-State Ensembles, each with four different ensembles, for a total exposure to 36 different ensembles. Each All-State Ensemble clinic and performance would have averaged 1,008 student per state. SA anticipated a 21% enrollment, equaling 1,905 subscriptions.

Event cancelled due to pandemic.

The American String Teachers Association National Conference would have also been held in March in Phoenix, Arizona. It was anticipated that 44 youth orchestras and/or high school orchestras would have participated, with each orchestra having an average membership of 86, resulting in a total membership of 3,784 student participants. In addition, 11 different honor ensembles, with an average membership of 56, would have performed, resulting in a total membership of 616 student participants. Of the total 4,400 students, SA anticipated a 40% enrollment, resulting in 1,760 subscriptions.

Event cancelled due to pandemic.

Broadway Bound Theatre Festival for high school students would have been held in New York City the third week of March, the beginning of the Tony voting season. This event would have been attended by 1,640 schools, with an average of 72 attending from each school, for a total of 118,080 student participants. SA had planned to exhibit, showcase, and facilitate clinics at the event and anticipated a 4% enrollment, resulting in 4,723 subscriptions.

Event cancelled due to pandemic.

The 16 in-the-field representatives would have been attending concert festivals for band, orchestra, and chorus in 11 states throughout March. Each state festival would have attracted an average of 138 performing ensembles, each with approximately 82 members, for a total of 124,476 student participants. SA anticipated an enrollment of 6%, resulting in 7,469 subscriptions.	Due to the pandemic, these events were cancelled, and the representatives were unable to make contact.
Social media campaigns would have all been focused on parents whose children would have participated in an All-State Ensemble, a National Ensemble, and/or who had purchased a step-up instrument since November 1, 2020. The reach to these parents was anticipated to be approximately 6,000,000. SA would have looked for a .2% enrollment, resulting in 12,000 subscriptions.	Marketing efforts were greatly hampered due to a lack of revenue and personnel.
The continued marketing of the first product "Sightreading with Orchestra" would have continued online for an addition price of $9.95 above the subscription rate. SA anticipated 1% of the total new subscribers for March would purchase the product, resulting in 343 sales.	Due to lack of revenue, this video series was not launched.
SA had planned to continue the marketing of its second product "Interactive Music Theory I," available online for an additional $9.95 over the subscription rate. SA anticipated 1% of the total new subscribers for March would purchase the product, resulting in 343 sales.	Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.
In March, application would have begun for the 2022 Performers National Signing Day. It was anticipated that 4,000 students would have enrolled at $145 each.	Event cancelled due to pandemic.
National High School Musicians Letter would have reached 1,000 student applicants through the various state associational conferences and All-State ensembles attended by SA during March. This push would have been supported by strong social media campaigns. It was expected that SA would garner a profit of $43,160.	Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.

SA continued its outreach and onboarding of SOAR schools. It was anticipated March would have been a very strong month. There would have been three state music educators' associational meetings that month. Each state would have had a track for Minority, Title 1, and economically depressed school districts meetings at each of these gatherings. Additionally, the Minority Band and Orchestra Directors Association National Conference and Concert Festival would have also met this month in association with the Historic Black University Music Administrators Association Consortium. Anticipated attendance by minority band and orchestra directors would have been 1,200. In addition, 24 bands and 12 orchestras were scheduled to perform, with an average of 72 members per ensemble, resulting in 2,592 students. SA has historically been a sponsor and would have continued the sponsorship, giving SA access to these directors and students. The 16 in-field representatives would have been present for the event. It was anticipated that each representative would have reached 12 new SOAR schools, each with an estimated 508 students per school, for a total of 97,536. It was anticipated that 16% of these students would complete the enrollment process, resulting in 15,606 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

These circumstances resulted in a loss of 34,255 subscribers and the associated revenue.

April-21
Existing Subscribers: 157,067
Lost to Churn: 15,707
New Subscribers Goal: 33,133
Grand Total: 174,494 Subscribers

SA anticipated attending the Tennessee Music Educators Conference and the Tennessee All-State Ensembles, which are Band, Jazz, Orchestra, and Chorus. There was an anticipated total attendance of 1,008 students at these events. A 30% reach was anticipated, resulting in 302 subscriptions.

April-21
Existing Subscribers: 157,067
Lost to Churn: 15,707
New Subscribers Goal: 33,133
Grand Total: 174,494 Subscribers

Event cancelled due to pandemic.

The Pennsylvania Music Educators Association would have provided opportunities for SA to reach 870 performing students. A 20% reach was anticipated, resulting in 174 subscriptions.	Event cancelled due to pandemic.
The combined South and North Dakota Music Festivals would have provided opportunities for SA to reach 3,400 performing students. Even though the festivals were combined, each state would have had their own honor ensembles, resulting in 11 honor ensembles with a total of 1,224 participating students. A 30% reach was anticipated, resulting in 1,387 subscriptions.	Event cancelled due to pandemic.
The National Showchoir Festival, which would have been held in Nashville, Tennessee, would have provided opportunities for SA to reach 2,048 performing students. A 16% reach was anticipated, resulting in 328 subscriptions.	Event cancelled due to pandemic.
The North Carolina All-State Band and Orchestra Clinic and Concert would have provided opportunities for SA to reach 620 performing students. The SA School Representative for South and North Carolina spent four months working with the event, resulting in an anticipated 40% reach, or 248 subscribing students.	Event cancelled due to pandemic.
The National Orchestra Cup, which would have been held in New York City, would have had 4,944 performing students attending. SA anticipated a 12% reach, resulting in 593 subscriptions.	Event cancelled due to pandemic.
The Tin Pan Alley High School Songwriters Clinic and Festival which would have been held in New York City, would have attracted 9,084 participating students. SA would have provided clinics and in-the-round songwriters sessions. SA anticipated a 30% enrollment, resulting in 2,725 subscriptions.	Event cancelled due to pandemic.
The Tin Pan South Songwriters Clinic and Festival High School Division, scheduled to be held in Nashville, Tennessee, would have attracted 13,600 students. SA would have provided clinics and in-the-round songwriters sessions. SA anticipated a 22% enrollment, resulting in 2,992 subscriptions.	Event cancelled due to pandemic.

The Tin Pan Napa Valley Songwriters Clinic and Festival Scholastic Division, scheduled to be held in Napa, California, would have attracted 14,800 students. SA would have provided clinics and in-the-round songwriters sessions. SA anticipated a 22% enrollment, resulting in 3,256 subscriptions.	Event cancelled due to pandemic.
The 16 in-field representatives would have reached out to jazz instructors that were not associated with a college, university, or conservatory. This would have been conducted in a nine-state area. These nine states have a total of 2,046 jazz instructors in 4A, 5A, 6A, and 7A schools, each of which teach an average of 48 students for a total of 98,208 students. SA anticipated an 8% enrollment, resulting in 7,857 subscriptions.	Due to the pandemic, the representatives were unable to make contact.
These representatives would have also reached out to 96 private music teachers that were not associated with a college, university, or conservatory, but who are directly associated with and/or employed by 4A, 5A, 6A, or 7A schools. Each representative would have reached out to 12 schools, where teach private much teacher taught an average of 4 students. Of the 73,728 students, SA anticipated a 18% enrollment, resulting in 13,271 subscriptions.	
The continued marketing of the first product "Sightreading with Orchestra" would have continued online for an addition price of $9.95 above the subscription rate. SA anticipated 1% of the total new subscribers for April would purchase the product, resulting in 331 sales.	Due to lack of revenue, this video series was not launched.
SA had planned to continue the marketing of its second product "Interactive Music Theory I," available online for an additional $9.95 over the subscription rate. SA anticipated 1% of the total new subscribers for April would purchase the product, resulting in 331 sales.	Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.
Application for the 2022 Performers National Signing Day would have been anticipated to capture 1,800 students would have enrolled at $145 each.	Event cancelled due to pandemic.

National High School Musicians Letter would have reached 1,000 student applicants through the various state associational conferences and All-State ensembles attended by SA during April. This push would have been supported by strong social media campaigns. It was expected that SA would garner a profit of $43,160.

Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.

SA continued its outreach and onboarding of SOAR schools. It was anticipated April would have been a strong enrollment month due to the efforts of the in-field representatives. Each of these 16 representatives would have brought in two new SOAR schools, each with an estimated 508 students per school, for a total of 16,256. It was anticipated that 16% of these students would complete the enrollment process, resulting in 2,601 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

These circumstances resulted in a loss of 33,133 subscribers and the associated revenue.

May-21
Existing Subscribers: 174,494
Lost to Churn: 17,449
New Subscribers Goal: 31,749
Grand Total: 188,793 Subscribers

May-21
Existing Subscribers: 174,494
Lost to Churn: 17,449
New Subscribers Goal: 31,749
Grand Total: 188,793 Subscribers

In May, SA anticipated attending the Asian Choral Grand Prix in Bali, Indonesia and Singapore City, Singapore. This event would have been attended by 864 choirs, with an average membership of 82 per choir, for a total of 70,848 student participants. SA anticipated a 16% enrollment, resulting in 11,336 subscriptions.

Event cancelled due to pandemic.

SA would have also attended the Hong Kong International Piano Competition and The Chopin Society of Hong Kong International Piano Competition. These competitions would have been attended by 6,080 student recitalists. SA anticipated a 65% enrollment, resulting in 3,952 subscriptions.

Event cancelled due to pandemic.

Subscriptions in May are traditionally low due to graduation.

SA had planned a major social media push to piano students in recitals, competitions, and festivals, reaching an anticipated 6,000 teachers, with each teaching an average of 44 students. SA projected a 6% enrollment, resulting in 15,840 subscribers.	Due to the pandemic and the lack of revenue and personnel, SA was forced to greatly curtail this marketing initiative.
SA's 16 representatives would have reached out to the faculty members of the performing fine arts schools in a 24-state area and the governor schools for the arts in 11 states, with a reach to 20,696 students. SA anticipated a 3% enrollment, resulting in 621 subscriptions.	Due to the pandemic and the lack of revenue and personnel, SA was forced to greatly curtail this marketing initiative.
The continued marketing of the first product "Sightreading with Orchestra" would have continued online for an addition price of $9.95 above the subscription rate. SA anticipated 1% of the total new subscribers for May would purchase the product, resulting in 317 sales.	Due to lack of revenue, this video series was not launched.
SA had planned to continue the marketing of its second product "Interactive Music Theory I," available online for an additional $9.95 over the subscription rate. SA anticipated 1% of the total new subscribers for May would purchase the product, resulting in 317 sales.	Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.
Application for the 2022 Performers National Signing Day would have been anticipated to capture 1,600 students who would have enrolled at $145 each.	Event cancelled due to pandemic.
National High School Musicians Letter would have reached 300 student applicants through the various state associational conferences and All-State ensembles attended by SA during May. This push would have been supported by strong social media campaigns. It was expected that SA would garner a profit of $12,948.	Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.
Data research in piano instructors in South Korea, Hong Kong, Malaysia, Indonesia, Singapore, and the Philippines would have been added to the database from January through April.	
SA continued its outreach and onboarding of SOAR schools. It was anticipated May would have been a strong enrollment month due to the efforts of the	Due to the pandemic, SA was unable to make contact with these students.

in-field representatives. Each of these 16 representatives would have brought in two new SOAR schools, each with an estimated 508 students per school, for a total of 16,256. It was anticipated that 16% of these students would complete the enrollment process, resulting in 2,601 new non-paying subscriptions.

These circumstances resulted in a loss of 31,749 subscribers and the associated revenue.

SA also saw the loss of additional personnel due to the lack of ability to pay salaries.

June-21
Existing Subscribers: 188,793
Lost to Churn: 18,879
New Subscriber Goal: 26,896
Grand Total: 196,809 Subscribers

June should have begun with the National Association of Teachers of Singing National Conference and Competition in Salt Lake City, Utah. There would have been over 13,000 student participants enrolled for the Conference and Competition. SA had planned to develop and utilize numerous social media campaigns leading up to this event and expected a 30% enrollment, resulting in 3,900 subscriptions.

Summer camps traditionally begin in June and SA anticipated attending, either with staff or state representatives, the following:

- University of South Carolina Piano Camp – 260 participants
- Baylor University Band Camp Session 1 – 680 participants
- SMU Vocal Arts Camp – 260 participants
- University of Georgia Band Camp – 430 participants
- Florida State University Band, Orchestra and Chorus Camps/Two Sessions – 1,760 participants per session for a total of 3,520 participants
- Liberty University Band, Orchestra, and

June-21
Existing Subscribers: 188,793
Lost to Churn: 18,879
New Subscriber Goal: 26,896
Grand Total: 196,809 Subscribers

Event cancelled due to pandemic.

Although many summer camps were held, due to lack of revenue and staff, SA was unable to attend.

Choir Camp – 1,212 participants
- East Carolina University Band and Orchestra Camp – 860 participants
- University of Texas Band and Orchestra Camp – 1,212 participants
- University of Texas at Arlington All-State Choir Camp – 660 participants
- Abilene Christian University Band, Orchestra, and Choir Camp – 1,208 participants
- Oklahoma City University Musical Theatre Intensive/Session 1 – 418 participants
- University of Kansas Band, Orchestra, and Chorus Camp – 3,018 participants
- Arizona State University Band, Chorus, and Orchestra Camp – 2,046 participants
- University of Central Florida Band and Chorus Camp – 1,600 participants
- Rowan University Band and Choral Camp – 720 participants
- University of Buffalo Band, Orchestra, and Choir Camp – 1,002
- Crimson Music Camp (University of Alabama) Band, Orchestra, Percussion Ensemble, Jazz Ensemble – 1,820 participants
- University of Arkansas Summer Music Camps – 940 participants
- Arrowbear Music Camps Band, Orchestra, Chorus, Jazz Improv/Session 1 – 1,640
- Encore Music Camp – 740
- Augusta Summer Music Camp Band Orchestra Camp – 680
- Eastern Music Camp (Eastern Illinois University) Band, Piano, Jazz Improv, Strings, Choir and Musical Theatre – 2,614 participants
- Band Camp at Wartburg College for Band, Orchestra, and Keyboard – 2,100 participants
- Meistersinger All-State Choir Camp/ Session 1 – 1,642 participants
- Southern University Band Camp – 1,108 participants
- University of Maryland Terrapin Music

Camp – 2,022

- Blue Lakes Fine Arts Camp/Sessions 1 and 2 (International Students) – 916 participants; (US Students) – 1,462 participants per session for a total of 4,756 participants
- St. Olaf Music Academy – 1,048 participants
- St. Olaf Sacred Music Handbell Academy – 618 participants
- Missouri State University Camps for Band, Orchestra, Choir, Musical Theatre, Jazz Ensembles – 1,428 participants
- Lake Tahoe Music Camp – 818 participants
- Stokes Forest Music Camp at Montclair University – 684 participants
- Ithaca College Summer Music Academy/ Session 1 for Chamber Ensemble, Sound Recording Technology, Composition, Jazz, and Performance – 1,466 participants
- Cannon Music Camp (Appalachian State University) – 1,602 participants
- Ohio State University Youth Summer Music Program for Band, Orchestra, Choir, Showchoir, Clarinet Academy, Double Reed Camp, Brass Camp – 1,866 participants
- Furman University Band and Orchestra Camp – 602 participants
- South Dakota State University All-State Preparatory Camp – 608 participants
- Belmont University Band Camp – 402 participants
- West Texas A&M University Band Camp – 618 participants
- University of Texas at San Antonio Band and Orchestra Camp – 1,422 participants
- BYU Youth Music Festivals at BYU Musicians Institute – 2,820 participants
- University of Wisconsin Madison/ Session 1 Band, Orchestra, Choir, Jazz Camp – 2,022 participants
- Franklin Band and Orchestra Camp at Chantilly – 804 participants
- Classical Piano Power Camp at Webster

University – 125 participants
- Hall-Musco Conservatory of Music Summer Camps at Chapman University – 1,880 participants
- Hidden Valley Summer Music Camps – 870 participants
- Morningside Music Bridge – 908 participants
- Opera in the Ozarks – 450 participants
- Hilton Head Chamber Music Institute – 160 participants
- Southeastern Piano Festival at University of South Carolina – 120 participants
- Rushmore Music Festival – 230 participants
- Pacific Music Camp – 740 participants
- San Francisco Conservatory of Music Intensive – 680 participants
- Lamont Summer Academy – 600 participants
- Rocky Ridge Summer Music Camp – 940 participants
- Hartt School of Music Summer Jazz Program – 340 participants
- Hartt School of Music Community Division Musical Theater Camp – 422 participants
- Frost Contemporary Songwriting Camp at the University of Miami – 260 participants
- Frost Young Musicians Camp at the University of Miami – 820 participants
- DePaul University Summer Music Academy – 1,240 participants
- Wheaton College Summer Music Camp – 860 participants
- Chicago College of Performing Arts Summer Programs & International Music Institute – 1,684 participants
- Ball State University Summer Music Camps – 2,022 participants
- DePauw University Vocal Arts Camps – 911 participants
- Lutheran Summer Music Camps at Valparaiso University – 1,080
- Wayne State University Summer Music Intensives – 918 participants

- Hope College Summer Music Academy – 340 participants
- North Shore Summer Music Camp – 440 participants
- The Walden School Young Musicians Academy – 370 participants
- Long Lake Summer Music Camp – 460 participants
- Manhattan School of Music Summer Music Academy – 1,618 participants
- Coastal Music Camp at the University of North Carolina at Wilmington – 680 participants
- Oberlin Summer Music Academy – 412 participants
- Schmidt Vocal Institute at Miami University – 170 participants
- Winthrop University Summer Music Camp – 640 participants
- NYU Steinhardt Summer Music Intensives – 340 participants
- National Chamber Music Festival at Illinois Wesleyan University – 880 participants
- Intermuse International Music Institute USA – 660 participants
- Vanderbilt Summer Music Academy – 880 participants
- Live Oaks Music Camp – 660 participants
- Yellow Barn Music School and Festival – 340 participants
- Wintergreen Summer Music Academy – 216 participants
- Icicle-Ice Creek Summer Chamber Music Institute – 480 participants
- Morrowstone Summer Music Institute – 760 participants
- Seattle Chamber Music Festival – 970 participants
- Augusta Heritage Arts Intensive at West Virginia University – 980 participants
- Birch Creek Music Performance Intensive – 320 participants
- University of Wisconsin at Whitewater Music Camps – 1,260 participants

Attendance at these camps would have resulted in

exposure to a total of 90,132 performing students. The majority of these students would have made a district, regional or all-state ensemble and are the most prime candidates for SA. With a 24% anticipated enrollment, these camps would have resulted in 21,632 subscriptions.	
SA was to be a Grand Sponsor of the Music for All Summer Camps at Ball State University. Exposure to 2,200 campers and speaking opportunities for Dr. Bayne at the weekend Leadership Summit and daily showcase opportunities for the overall scholarship essay program would have been available. SA anticipated an enrollment of 62% of attendees, resulting in 1,364 subscriptions.	Event cancelled due to pandemic.
Social media campaigns would have been completely devoted to reaching the participants in these camps. SA had plans to hire 16 hired graduate-level interns to attend these camps for one to one and one-half days before moving on to the next camp. It is anticipated that each intern would cost SA $1,600 per week for four weeks, resulting in a total cost of $102,400.	Due to the lack of revenue and personnel, SA was forced to greatly curtail this marketing initiative.
The marketing of "Sightreading with Orchestra" would have continued online for an addition price of $9.95 above the subscription rate. SA anticipated selling to 9% of the 90,132 participants in the summer camps. This would have yielded 8,112 students purchasing the product, with a revenue total of $80,713.	Due to lack of revenue production, this video series was not launched.
SA had planned to continue the marketing of its second product "Interactive Music Theory I," available online for an additional $9.95 over the subscription rate. SA anticipated 9% of the June summer camp participants (90,132) would purchase the product, resulting in 8,112 sales.	Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.
Application for the 2022 Performers National Signing Day would have been anticipated to capture 2,800 students in June who would have enrolled at $145 each.	Event cancelled due to pandemic.
National High School Musicians Letter would have reached 1,500 student applicants through the	Due to a lack of revenue and staff, SA was forced to delay the launch of this product.

various camps attended by SA during June. This push would have been supported by strong social media campaigns. It was expected that SA would garner a profit of $64,740.

SA continued its outreach and onboarding of SOAR schools. It was anticipated June would have been a slower enrollment month due to summer vacation. Each of the 16 in-field representatives would have brought in one new SOAR school, each with an estimated 508 students per school for a total of 8,128. It was anticipated that 16% of these students would complete the enrollment process, resulting in 1,300 new non-paying subscriptions.

Due to the pandemic, SA was unable to make contact with these students.

These circumstances resulted in a loss of 26,896 subscribers and the associated revenue.

July-21
Existing Subscribers: 196,809
Lost to Churn: 19,681
New Subscriber Goal: 41,555
Grand Total: 218,683 Subscribers

July would have begun with extended-weeks summer music camps, lasting six or more weeks (some of these camps started the last week of June).

- Brevard Music Center for Band, Orchestra, Choir, Opera, Musical Theatre, Chamber Ensembles, Composition, Piano, and String Ensembles – 1,422 participants
- Interlochen Center for the Arts for Band, Wind Ensemble, Symphonic Winds, Orchestra, Chamber Orchestra, Symphony, Oratorio Singers, Chamber Choir, Symphonic Choir, Vocal Ensembles, Jazz Vocal Ensemble, Opera, Musical Theatre, and Piano – 3,042 participants
- The French Woods for Band, Orchestra, Choir, Musical Theatre, and Chamber Ensembles – 2,240 participants
- Tanglewood Festival for Orchestra, Wind

July-21
Existing Subscribers: 196,809
Lost to Churn: 19,681
New Subscriber Goal: 41,555
Grand Total: 218,683 Subscribers

Although many summer camps were held, due to lack of revenue and staff, SA was unable to attend.

Ensemble, Chorus, Chamber Ensembles, and Piano – 2,008 participants

- Aspen Music Festival for Orchestra, Wind Ensemble, Chorus, Composition, Opera, Piano, and Chamber Ensembles – 1,940 participants
- South Shore Summer Music Conservatory for Wind Ensemble, Chamber Intensive, and Jazz Ensemble – 684 participants
- Idyllwild Arts Summer Music Program for Band, Orchestra, Choir, Chamber Ensemble, Jazz Ensemble, and Musical Theatre (two overlapping sessions) – 3,040 participants
- Ozark Summer Music Institute for Voice and Opera – 818 participants
- New World Symphony Summer Symposium for High School Students – 1,022 participants
- Eastern Music Festival at the University of North Carolina at Greensboro – 2,088 participants
- Remington Music Festival – 1,066 participants
- Philadelphia International Music Festival – 880 participants
- Summer Eastman at the Eastman School of Music – 670 participants
- Suwanee Summer Music Festival at the University of the South – 380 participants
- Green Mountain Chamber Music Festival – 340 participants
- Shell Lakes Art Center Academy – 620 participants
- Colorado College Summer Music Festival – 320 participants
- Rocky Mountain Summer Conservatory – 880 participants
- Rocky Ridge Music Center Summer Intensive – 275 participants
- Hotchkiss Summer Piano Program – 102 participants
- Norfolk Chamber Music Festival at Yale University – 120 participants
- National Symphony Orchestra Summer

Music Intensive – 160 participants

- National Opera Intensive at American University – 130 participants
- Hawaii Performing Arts Festival and Preparatory Academy – 145 participants
- MIOpera at the University of Illinois – 180 participants
- Music Academy of the West at Santa Barbara – 1,280 participants

These camps are very important to SA, and a 54% enrollment was anticipated. With a total of 25,852 participating students, this would have netted 13,960 new subscribers. Each of these camps or institutes are heavily recruited by America's top colleges, universities, and conservatories.

SA also planned to attend these summer camps during July:

- Baylor University Band Camp Session 2 – 680 participants
- Florida State University Band, Orchestra and Chorus Camps/Sessions 3 and 4 – 1,760 participants in each session for a total of 3,520 participants
- Oklahoma City University Musical Theatre Intensive/Session 2 – 418 participants
- Arrowbear Music Camps Band, Orchestra, Chorus, Jazz Improv/ Session 2 – 1,640
- Meistersinger All-State Choir Camp/ Session 2 – 1,642 participants
- Blue Lakes Fine Arts Camp/Sessions 3 and 4 (International Students) – 916 participants; (US Students) – 1,462 participants in each session for a total of 4,756 participants
- Ithaca College Summer Music Academy/ Session 2 for Chamber Ensemble, Sound Recording Technology, Composition, Jazz, and Performance – 1,466 participants
- University of Wisconsin Madison/ Session 2 Band, Orchestra, Choir, Jazz Camp – 2,022 participants

Although many summer camps were held, due to lack of revenue and staff, SA was unable to attend.

- Houston Baptist University Texas All-State Choir Camp – 668 participants
- Baylor University Texas All-State Choir Camp – 840 participants
- Texas Christian University Texas All-State Choir Camp – 1,200 participants
- Texas State University Texas All-State Choir Camp – 800 participants
- Texas Women's University Texas All-State Choir Camp – 1,200 participants
- Lamar University Texas All-State Choir Camp – 680 participants
- University of Texas at Arlington Texas All-State Choir Camp – 1,200 participants
- Texas A&M at Commerce Texas All-State Choir Camp – 880 participants
- University of Texas at El Paso Texas All-State Choir Camp – 960 participants
- University of Houston Texas All-State Choir Camp – 640 participants
- Hardin-Simmons University Texas All-State Choir Camp – 1,260 participants
- University of Texas at Austin Texas All-State Choir Camps/3 Sessions – 1,642 participants in each session for a total of 4,926 participants
- Sam Houston State University Texas All-State Choir Camp – 884 participants
- Lone Star College Texas All-State Choir Camp – 240 participants
- University of North Texas Texas All-State Choir Camp – 1,080 participants
- Stephen F. Austin University Texas All-State Choir Camp – 806 participants
- University of Mary Hardin Baylor Texas All-State Choir Camp – 665 participants
- West Texas A&M University Texas All-State Choir Camp – 640 participants
- Texas Tech University Texas All-State Choir Camp – 884 participants
- University of Texas at Permian Basin Texas All-State Choir Camp – 664 participants
- Dallas Baptist University Texas All-State Choir Camp – 280 participants
- University of Texas at San Antonio Texas All-State Choir Camp – 1,288 participants

- Summer Music Academy at the University of Colorado for Band, Orchestra, and Choir – 1,022 participants
- Laurel Music Camp for Choir and Orchestra – 640 participants
- University of South Florida Music Camps for Contemporary and Jazz/Session 1 – 680 participants
- University of South Florida Music Camps for Band, Orchestra and Chorus/Session 2 – 1,602 participants
- Idaho State University Summer Music Camps for Band, Orchestra, Chorus and Jazz Ensemble – 1,820 participants
- Iowa Summer Music Camps at the University of Iowa for The American Saxophone Academy, Midwestern Jazz Institute, Viola Camp, Trumpet Intensive Academy, Band, Orchestra, Choir, Piano, and Organ – 2,684
- New England Music Camp for Jazz, Chamber, Composition, Musical Theatre, and Orchestra – 980 participants
- Western Michigan University Summer Music Intensive and Camps for Musical Theatre, Opera, Vocal Ensembles, Choir, Chamber Ensemble, Band, and Orchestra – 1,260 participants
- University of Montana Summer Music Camps for Band, Orchestra, and Choir – 1,080 participants
- Eastern US Music Camp for Band, Orchestra, and Chorus – 860 participants
- Baldwin Wallace University Summer Music School for Band, Orchestra, Choir, and Musical Theater – 1,224
- University of Oklahoma for Band, Orchestra, and Chorus – 2,640 participants
- Penn State University Summer Music Camps for Band, Orchestra, and Chorus – 1,242 participants
- Young Musicians and Artists at the University of Oregon at Eugene Intensive – 1,080 participants
- West Texas University Band Camp – 664 participants

- Central Washington University Band, Percussion, Orchestra, and Choir Camp – 1,122 participants
- James Madison University Summer Music Camps for Band, Orchestra, Choir, and Showchoir – 960 participants
- Showchoir Camps of America – 1,180 participants
- Indiana University Summer Music Intensive – 466 participants
- University of Southern California Music Camps for Piano, Organ, Chamber Music, Band, Orchestra, Choir, and Jazz – 1,440 participants
- University of Michigan Band Camp – 996 participants
- Michigan State University Band and Orchestra Camp – 1,140 participants
- University of Illinois Summer Music Camps for Band, Orchestra, and Chorus – 1,186 participants
- Camp Electric at Trevecca Nazarene University for Worship Musicians – 1,288 participants
- Curry Summer Music Camp at Northern Arizona University – 722 participants
- University of Arkansas Summer Music Camp – 1,208 participants
- Pacific Music Camp at the University of the Pacific – 740 participants
- Encore Band Camp – 660 participants
- Eastern Music Camp – 420 participants
- Stately Oaks Summer Music Camp at Louisiana State University – 1,460 participants
- Western Michigan University Summer Music Camp – 614 participants
- Hummingbird Music Camp – 412 participants
- Crane Youth Music Academy at SUNY Potsdam – 740 participants
- East Carolina Summer Music Camps – 1,180 participants
- Camp Crescendo – 420 participants
- Texas Christian University Summer Music Intensive – 1,260 participants

- Tarleton State University Summer Music Camps – 440 participants

Attendance at these camps would have resulted in exposure to a total of 78,361 performing students. With a 24% anticipated enrollment, these camps would have resulted in 18,807 subscriptions.

SA anticipated a total of 22 hired graduate-level interns to attend these camps for one to one and one-half days before moving on to the next camp. It is anticipated that each intern would cost SA $2,200 per week for five weeks, resulting in a total cost of $242,000.

Due to a lack of revenue, SA was unable to hire these interns.

SA also planned to attend the Southwestern Summer Music Conference, held each year in San Antonio. This conference attracts music educators from across the United States, especially Texas music educators for clinics, seminars, and showcases in band, orchestra, and chorus. In addition, parent booster organizations are also represented. SA would have exhibited, showcased, and Dr. Bayne would have facilitated clinics. SA would have anticipated engaging 64 schools, with an average enrollment in music of 280, resulting in 17,920 performing students. With an 8% anticipated enrollment, this would have resulted in 1,434 subscriptions.

SA was able to attend this event.

SA had anticipated attending the World Choir Games, Flanders, Belgium during July of 2021. This event would have been attended by 40,860 high school participants. SA would have exhibited and been a judge/sponsor. It was anticipated that SA would reach 18% of the attendees, resulting in 7,355 subscriptions.

Due to lack of revenue and staff, SA was unable to attend this event.

The marketing of "Sightreading with Orchestra" would have continued online for an addition price of $9.95 above the subscription rate. SA anticipated selling to 9% of the 162,993 participants in the summer camps and conferences. This would have yielded 14,669 students purchasing the product for a total of $145,960.

Due to lack of revenue, SA was able to market this product.

SA had planned to continue the marketing of its second product "Interactive Music Theory I," available online for an additional $9.95 over the subscription rate. SA anticipated 9% of the July summer camp participants (104,213) would purchase the product, resulting in 9,379 sales.	Due to lack of revenue and staff, SA was forced to delay the launch of this product.
Application for the 2022 Performers National Signing Day would have been anticipated to capture 1,600 students in July who would have enrolled at $145 for a total of $290,000.	Event cancelled due to pandemic.
National High School Musicians Letter would have reached 2,000 student applicants through the various camps attended by SA during June. This push would have been supported by strong social media campaigns. It was expected that SA would garner a profit of $86,320.	Due to lack of revenue and staff, SA was forced to delay the launch of this product.
SA continued its outreach and onboarding of SOAR schools. It was anticipated July would have been a slower enrollment month due to summer vacation. Each of the 16 in-field representatives would have brought in one new SOAR school, each with an estimated 508 students per school for a total of 8,128. It was anticipated that 16% of these students would complete the enrollment process, resulting in 1,300 new non-paying subscriptions.	Due to the pandemic, SA was unable to make contact with these students.
In July, SA planned to continue the pilot program by school district engaging middle and high schools with fine arts specialty school students at a reduced rate of $22.95 per student per year. This would have been a one-time payment from the school district. The following districts expressed and/or committed to this program: • Buffalo Public School District • Tonawanda City School District • Tonawanda Union Free School District • Fort Worth Independent School District • Abilene Independent School District • Walnut Valley Unified School District • Los Alamitos Unified School District • Klein Independent School District • Fayette County Public Schools • United School Districts in Bucks County, PA (Central Buck School District, New Hope-	School districts were unable to fulfill this commitment.

Solebury School District, Council Rock School District, Pennsbury School District, Neshaminy School District, Pennridge School District, Quakertown Community School District, and Palisades School District)

- Great Neck Public School District
- Deer Valley Unified School District

These circumstances resulted in a loss of 41,555 subscribers and the associated revenue.

Due to the pandemic, for the months of January through July 2021, SA saw a total loss of 112,054 new potential subscriptions (including loss to churn) and the associated revenue.

The total loss of subscribers and associated revenue from March 2020 through July 2021 is
218,683.

The Company's Business Cycle



Cycle of Understanding the Branding and Revenue Flow

There two components to understanding the branding, marketing, and revenue flow of ScholarshipAuditions.com. The two components are the collegiate application, audition, and scholarship procurement schedule in comparison to the high school academic schedule of competitions, festivals, and honor ensembles as governed by national and/or state music education associations. Understanding and denoting point of entry into this marketplace will have a direct impact on revenue flow as the point of entry into the marketplace will directly affect the revenue flow for the academic year. The following is an outline of each influencer based on the academic year starting in August as it relates to the business of ScholarshipAuditions.com:

<u>The Collegiate Perspective</u>

August

- Review of summer camp students
- Contacting prospective students of interest that came from the summer camp experiences across the United States.

September

- Attending competitions to advertise collegiate programs
- Attend state music association's collegiate organizational meeting

<u>The High School Perspective</u>

August

- Extended summer weeks camp ending
- Students entering into band, orchestra, and choir camps at their individual high schools weeks before the full academic school year begins
- The beginning of the academic school year

This begins the academic year and the time that seniors are moving into the application phase of collegiate acceptance. This is a solid month for ScholarshipAuditions.com

September

- Starting of marching band competitions
- Starting of American Choral Director's Association state and national honor ensemble auditions
- Fall meeting of state music association's divisional organizations – band, orchestra, choral, and collegiate.

This month is when all schools are back in session and many seniors will have begun the

collegiate process. ScholarshipAuditions.com's Fast Track Plan is very appealing to this group of students and parents.

October

- Applications for admission opens
- Review of applications for awarding auditions for early acceptance begins
- Exhibits at the two states who are holding their state music educators association convention

October

- Continuation of state and regional marching contest
- State American Choral Directors Association (ACDA) state meetings with their state honor ensembles
- Two states will hold their state music educators association statewide convention and both hold their All-State honor events during this convention

ScholarshipAuditions.com will have a great deal of exposure at national, regional, and state marching band competitions. These gatherings are the largest participation of parents of any supported events within the academic year. ScholarshipAuditions.com has a strong relationship with ACDA and the possibilities historically at these state events has proven very successful for ScholarshipAuditions.com. ScholarshipAuditions.com will be exhibiting and sponsoring sessions at both the conference and All-State honor ensembles.

November

- Early acceptance auditions begin
- Audition schedule is set for early applicants for the January-February general audition schedule
- Auditions are being held for early acceptance students

November

- Conclusion of state, regional and national marching contest
- Auditions for students seeking to enter a national concerto contest
- Auditions for students seeking to secure membership in a national honor ensemble
- Four states All-State auditions begin

- Collegiate community attends the National Association of the Schools of Music national convention
- Exhibits at four state music educators associations state conventions

- The Music Teachers National Association has their state conventions and piano contest at each state convention
- Four states will hold their state music educators association statewide convention. Be it noted that each of these state conventions that they are also hosting All-State Ensembles
- The state convention of the Texas Music Administrators Consortium.
- The high school fine arts schools will hold their national convention with student solo recital competitions as a part of this event

Historically this is a very strong month for ScholarshipAuditions.com as students and parents are in the final process of making a decision concerning potential colleges. Those who have made their decision need the resources available through ScholarshipAuditions.com in order to be successful in their pursuits. The students that are enrolled in the fine arts high schools across America will be directly touched through their administrators and instructors who will be at the High School Fine Arts Schools Association National Convention. Statistics denotes that 84% of the students in these schools will be applying to be a performing fine arts major in college. ScholarshipAuditions.com has been a sponsor at the Texas Music Administrators state convention since the beginning of the Company. With this state having a music supervisor in each of their school districts these individuals have proven to be great ambassadors for encouraging their teachers to enroll their students for ScholarshipAuditions.com, and all

the additional services that this Company provides. Moreover, this month is the national finals of marching band competitions and coupled with the attendance at the national fine arts schools conference this gives ScholarshipAuditions.com greater exposure.

December

- All applications are due for the coming year
- Early admission is being offered to early acceptance students
- Exhibit at the Midwest International Band and Orchestra Clinic

December

- Holiday Season Concerts at individual schools
- All-State Auditions for most states
- One state will hold their state music educators association statewide convention, as well as hosting their All-State Ensembles
- Directors attending the Midwest International Band and Orchestra Clinic
- Christmas Break

December is a low month for subscriptions in the fact that a the music teacher's general emphasis in the student's holiday concert and recitals. Both the one state music educators association convention and the Midwest Clinic have tremendous influence on subscriptions but it is not until January that these additional subscriptions are realized.

IN DECEMBER 60% OF THE SENIOR CLASS SUBSCRIBERS WILL DROP THE SCHOLARSHIPAUDITIONS.COM SERVICE AS THEIR NEEDS HAVE BEEN MET AT THIS POINT IN TIME

January

- Audition season begins and is usually every Friday and Saturday on-campus.
- Exhibit at selected state music educators associations state conventions

January

- *24 state music educators associations* state conventions with 22 of these state conventions hosting All-State Ensembles
- The American String Teachers Association will hold auditions for their national honor's ensembles as well as host regional competitions for their convention competitions
- The National Association of the Teachers of Singing will hold their solo and ensembles festivals on a regional basis
- 14 state music education associations holds their solo and ensembles festivals/competitions
- State showchoir competitions will begin

This is a major month for subscription increases due to the fact that the December possibilities will be realized this month. The vast number of state music educator association conventions allows for the gatekeepers to the students to get a personal and fresh appeal of the benefits of a ScholarshipAuditions.com subscription. In addition, these state conventions, where All-State ensembles are a part of the event, allow for the direct contact with this student base and their parents. Statistics denote that 81% of these students will audition for a college music scholarship whether they are a music major or not. It should also be noted that 62% of the students that receive a rating of Superior or Excellent at the state music association's

solo & ensemble festival will also audition for a college music scholarship whether they are planning on majoring in music or not. In addition, our Company has a strong history of connecting with students in the showchoir community and this month begins this connection.

IN JANUARY THE NEXT 20% OF THE SENIOR CLASS SUBSCRIBERS WILL DROP THE SCHOLARSHIPAUDITIONS.COM SERVICE AS THEIR NEEDS HAVE BEEN MET BY THIS POINT IN TIME

February

- Audition season continues and is usually every Friday and Saturday on-campus.
- Exhibit at selected state music educators associations state conventions

February

- 14 state music educators associations state conventions with all of these state conventions hosting All-State Ensembles – (note that one of these conventions is Texas, which is the largest in the nation and attendees attend the Texas state convention from all over the nation. In fact, many music educators will attend the Texas Convention and not attend the convention in their own state)
- 22 state music education associations holds their solo and ensembles festivals/competitions
- The American Choral Directors Association will hold their national convention and the honor ensembles that are associated with this event will take place as well
- Applications open for summer music camps
- Regional showchoir competitions will take place

Again, the large number of states music educator association conventions allows for the gatekeepers to the students to get a personal and fresh appeal of the benefits of a ScholarshipAuditions.com subscription. In addition, at these state conventions, where there are All-State ensembles as a part of the event, allows for the direct contact with this student base and their parents. Statistics denotes that 81% of these students will audition for a college music scholarship whether they are a music major or not. And as stated above, the power of Texas plays a major role in the subscription growth for this month. In addition, the American Choral Directors Association will be the strongest national event to expose decision influencers with vocal students to subscribe with ScholarshipAuditions.com Again, this month the showchoir community will have a greater opportunity to experience the possibilities with ScholarshipAuditions.com as both the regional and national competitions allows for clinics and exhibits. ScholarshipAuditions.com has established a strong presence in this segment of the market.

IN FEBRUARY THE FINAL 20% OF THE SENIOR CLASS SUBSCRIBERS WILL DROP THE SCHOLARSHIPAUDITIONS.COM SERVICE AS THEIR NEEDS HAVE BEEN MET BY THIS POINT IN TIME

March

- One last week of auditions (first week of March) are held on a small percent of college campuses
- Calculations of auditions and scholarship funding will begin for the vast majority of colleges, universities, and conservatories across the United States
- Call-back auditions will be held for the upper division of music schools – if needed
- Exhibit at selected state music educators associations state conventions

March

- 3 state music educators associations state conventions with all of these state conventions hosting All-State Ensembles
- 14 states will hold their All-State honor ensembles
- 16 states will hold their solo & ensembles festivals
- 31 states will hold their statewide concert band, concert choir, and concert orchestra festivals and competitions – this is for the entire performing organizations of each high school
- The national showchoir competition will take place
- Auditions for summer camps, especially extended week summer camps and academies

March is a strong month for subscriptions as these juniors and sophomores that have made a National or All-State honor ensembles and/or have made a Superior or Excellent rating at their state's solo & ensemble festivals are now considering majoring in music or using their musical talents to attempt to secure scholarship funds by auditioning for music scholarships. In addition, the vast majority of showchoirs will come to the National Showchoir Competition even if they have not made the the finals. This also provides an opportunity to connect with these students and their parents through showcases and clinics. Historically, this has proven to be a strong segment of interest from these groups as a high percentage are planning on majoring in musical theater. Just as the application, audition, and

scholarship procurement process is essential to collegiate acceptance, the same holds true for students that desire to attend an extended week camp. These students know that at the extended week camps they will be scouted by colleges, universities, and conservatories. These students know that acceptance into the elite extended weeks camps is almost a guarantee into one of the major music schools in America as well as the great potential of solid scholarship dollars awarded to them. Thus, there will be growth in ScholarshipAuditions.com subscriptions to meet the needs of these students in preparation for the auditions for these summer experiences.

April

- Acceptance offers and scholarship offers will be sent to students
- Responding to acceptance letters and scholarship offers

April

- 2 state music educators associations state conventions with both hosting All-State Ensembles
- The American String Teachers Association will hold their national convention which will include their honor ensembles, their national solo & ensemble festival as well as their recital/concerto competition
- 6 states will hold their All-State honor ensemble events
- All applications and/or deposits are due for summer camp experiences

Other than the subscriptions that will come as a direct result from the American String Teachers

Association national convention this will prove to be a lower month for additional subscriptions mainly because this is the month that the vast majority of individual high school performing ensembles will take their spring trip to reward the students for a successful year of representing their school and community. Thus, this trip becomes the main focus of these programs this month.

May

- Student acceptance response is due to each university with the student declaring their school of choice

May

- Individual school spring concerts
- Graduations

May also proves to be an additional low month for subscriptions as directors and students are interested in the closing out of the academic year so their interest will turn to the final concert of the year and the performance at graduation.

June

- Recruiting at camps

June

- Camps begin across America
- National Association of the Teachers of Singing national convention will be held and in association with the professional event will be the national finals competition in classical, pop, and Broadway

With over 11,000 music camps across the United States this month and the solid plan that ScholarshipAuditions.com has for reaching out to a high percentage of these students, knowing that

87% of the students that are attending extended week camps will be auditioning for collegiate music scholarships, provides a solid basis for a large addition to the ScholarshipAuditions.com subscription base.

July

- Recruiting at camps

July

- Camps continue and extended camps are highly recruited
- Texas Summer Professional In-Service Conference sponsored by the Texas Bandmasters Association

With over 16,000 music camps (2% of these camps being extended week camps) across the United States this month and the solid plan that ScholarshipAuditions.com has for reaching out to a high percentage of these students, knowing that 87% of the students that are attending extended week camps will be auditioning for collegiate music scholarships, provides a solid basis for a large addition to the ScholarshipAuditions.com subscription base.

The Company's Endorsers





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Dear Small Business Administration Review Committee Members,

Thank you for your consideration of ScholarshipAuditions.com. It is my pleasure to serve as a reference for this Company and Dr. Randall Bayne, CEO. I have been aware of this Company and its mission since December 2019. I was immediately drawn to the vision of the Company, as it is serving a vital need in assisting students attain their dreams of attending college, especially in the performing arts. Students are not always aware of their options and as a result scholarship often go unmatched with the students who need them most. ScholarshipAuditions.com benefits the students, who want to find the best school for their preparation and the colleges and universities who endeavor to find students who are a good fit for their programs. As a professional in music admissions and academics at the University of Miami, I recognize the value of their mission and the uniqueness of their services. I am not aware of any other Company that offers the full range of services they provide for students and colleges/universities.

Upon the advice of several respected colleagues, I got to know the leadership team, in particular Dr. Randall Bayne and Donette Bayne. I was very pleased with their vast experience in the field of education and business, as well as their collaborative workplace culture. After researching the Company, I agreed to serve as a collegiate consultant. It has been a pleasure to work with the executive team and I have come to believe even more strongly in the mission.

It is my fervent hope that the Company will receive the assistance it needs so that it may continue serve students and higher education in the future.

Sincerely,

J. Steven Moore



To Whom it May Concern:

I have known Randall and Donette Bayne for over 6 years in several capacities, as employees, as friends and now as tenants in my facility. They are both wonderful people and working hard to make their vision a successful reality. They have dedicated all of their time and energy to this business and have had many hurdles and challenges to overcome. They are not quitters and I believe they will be successful. This is the only reason I have been lenient on their unpaid rent; the delay of funds from the SBA has caused them so much stress. And it has been hard for me as their landlord to extend them this much credit. It will not be able to continue.

Please expedite the funds to help them.

Sincerely,
Julie Stadler

Skyway Studios Enterprises
CEO

3201 Dickerson Pike
Nashville, TN 37207
julie@skywaystudios.tv

waller

Waller Lansden Dortch & Davis, LLP 511 Union Street, Suite 2700
P.O. Box 198966
Nashville, TN 37219-8966

J. Chase Cole 615.850.8476 direct chase.cole@wallerlaw.com

To Whom It May Concern
Re: Dr. Randall A. Bayne

Dear Sir or Madame:

January 7, 2021

615.244.6380 main 615.244.6804 fax wallerlaw.com

I have had the pleasure of knowing Dr. Bayne and his wife Donette for a couple of years now while serving as outside general counsel to the company he founded, ScholarshipAuditions.com. Throughout our association, I have found him to be a person of character and integrity, high intelligence and drive, entrepreneurial spirit and empathy and concern for others.

As his company has experienced many challenges that could cause others to give up, Dr. Bayne has persevered with a confidence and determination that I believe is grounded, as is so much of his life, by his faith. His employees and colleagues have been his primary concern as he has consistently given of himself financially and with long hours to provide a future for them as well as to preserve the vision of the company to serve students of all backgrounds in achieving their dreams of a career in music.

I have witnessed Dr. Bayne's incredible resourcefulness in approaching the recruitment of key management talent for the company, including his own replacement as CEO. This is a clear indicator of his principled approach to management. In addition, he has offered me uniquely helpful guidance and advice on my civic pursuits.

I am very pleased to regard Dr. Bayne as my friend and to work with him as a client.

Sincerely,



Chase Cole

JCC:tn



David Campbell

To the Small Business Administration:

I have been advising and/or working with Dr. Randall Bayne as he has developed the concept and ultimately the launch of Scholarship Auditions, over the past 10-plus years. ScholarshipAuditions.com helps performing arts students and their families through the difficult process of application, audition, and scholarship-matching with universities.

Every single professional I have encountered in the worlds of education, performing arts and finance has been impressed with the concept and without exception believes the Company has a bright and potentially profitable future. Many resources have been aggregated and provided to help these students and their families achieve collegiate and career success.

The Company has created well-defined 7-year business plan that with proper funding post pandemic will realize solid profitability as well as have positive effect on America's youth. In practical, financial and inspirational ways, ScholarshipAuditions.com has devotedly pursued its vision for all of America's performing arts students to receive a college education they can afford.

I strongly believe that the mission of ScholarshipAuditions.com is worthy and in a few short years has created a promising and worthy business venture. These are the reasons I came out of early retirement from my last position of being the Senior Executive Vice-President of Productions for the Disney Corporation to see that ScholarshipAuditions.com becomes the global success that it's envisioned to become.

Believing in the Possibilities,
David Campbell

The Company's Business Concept



The Company's Business Concept

MISSION

To empower performing arts student to recognize, afford, and achieve their collegiate dreams by being the nation's premier online resource for providing them with tools, information, and exposure to maximize their collegiate potential.

EXECUTIVE SUMMARY

As a beginning point of reference, consider this: since 2009, athletic recruiting websites have developed into the primary introductory point for high school athletes to connect with college recruiters and coaches. *USA Today* predicted that in 2016, 81% of college-bound athletes were introduced to their prospective schools via one of the top six athletic recruiting websites.

ScholarshipAuditions.com was created to be the central online informational source for connecting college-bound performing arts students with recruiters. The Company utilizes a unique online model to collect and present the traits, skills, and achievements of scholarship applicants to the collegiate decision makers who are responsible for identifying, recruiting, and awarding scholarships to qualified students of the performing arts.

In addition, our platform utilizes current data and video delivery technologies to closely mirror the actual experience a student and collegiate adjudicator would have in a live, face-to-face setting, without the geographic limitations of the conventional audition.

According to the National Association of Music Educators (NafME), there are over 33,000 public/private high school programs with full-time professional music educators, with each program averaging 165 students. The market potential is approximately 13,900,000 students in music at any given time.

The three disciplines on which ScholarshipAuditions.com focuses—music, dance, and theater—represent more than 19,820,000 students who annually participate in high school performing arts programs. Now that the music platform is fully functional, plans are underway to prepare for two new divisions: dance and theater.

Beginning in the Asia Pacific market (approximately 250M students) ScholarshipAuditions.com anticipates breaking into the full international music market (approximately 270M students) within the next five years.

The primary revenue model is a subscription fee from students. The subscription is free to the scholastic and collegiate communities. Additional revenue will be realized through sales educational support products, events, and general merchandise.

Value to the Student Seeking College Scholarship Funding

The Company's platform has been created to serve as the central online resource for connecting college-bound students with recruiters who seek to identify, screen, qualify, recruit, and award performing arts scholarships to students.

An average music scholarship is $7,200 per year, totaling $28,800 for a four-year college experience. So, a student subscription at $9.95 per month, less than $120 a year, is a good value.

ScholarshipAuditions.com:

1. Creates an opportunity for students to build a profile listing awards, repertoire, academic records, and references, and upload video auditions much like the Common App style used by colleges and universities.
2. Enables collegiate recruiters to search the website for qualified potential students even if they have not applied to their program.
3. Manages the world's largest repository of non-institutional scholarships, available to any fine arts student who qualifies.

Educational components guide the student and parent subscribers through this process by incorporating:

1. An online portal for posting and tracking audition performances
2. An outline of national standards per grade level, middle through high school, in measurable skills, knowledge, and performance proficiency, generally accepted for scholarship opportunities at most U.S. colleges
3. A national grade-appropriate repertoire list that identifies performance skills for a systematic path leading to an audition-appropriate repertoire offering
4. A mechanism for marketing student profiles and video audition performances to specific performing arts recruiters as well as recruiters nationwide

ScholarshipAuditions.com provides other proprietary services at an additional cost to support students as they compete with others vying for the same awards.

Value to the College and University Recruiters

College and university performing arts departments incur no cost for participation and access to the ScholarshipAuditions.com site. The site is free to academic recruiters, with a database of potential students who meet specific audition requirements, with all supporting documentation in place. Recruiters are provided a means to contact students and/or parents directly through an email portal.

Leveling the Playing Field

Students without the benefits of ample money, pre-existing relationships or high-profile school programs rely on their high school music teachers, private instructors, and guidance counselors to help them get into college. Unfortunately, only a very small number of guidance counselors are trained or provided the time to assist students in the details of the application and audition process. Many underserved schools do not have the funding and other resources needed to help their students gain collegiate success. There is a large gap between those who succeed and those who don't. ScholarshipAuditions.com helps fill the gap by providing resources to students, regardless of their economic, geographic, or scholastic limitations, to level the playing field for educational opportunities.

Soar Program

In 2019, ScholarshipAuditions.com launched the Soar Program to assist student performers who are at-risk or underserved. The program was originally available only to high schools classified as Title 1. Later in the year, the qualifications were expanded to include schools which have at least 30% of their students receiving free or subsidized meal plans. All students in the performing arts programs of these schools receive free three-year subscriptions. Recently the Soar Program was expanded to include independent and/or non-profit student performance organizations. Leaders in these programs may have at-risk or underserved students in their

programs who would qualify for the Soar Program. Once notified, these individual students will also receive free three-year subscriptions.

SUPPORTIVE PRODUCTS

Music Theory I & II Mini-Lessons Series
These two courses will consist of 1 introduction and 18 mini lessons each. Each mini lesson will last 8 to 10 minutes. In each lesson two to three related topics will be presented. Following the presentation the app will have six applicable exams of ten questions each to determine of the mastering or skill and/or concept. This should result in a maximum of 54 topics/concepts covered per course offering. This will be available via a proprietary app developed and owned by ScholarshipAuditions.com. The cost of the limited 21-day lease per course will be $9.95 for the download.

The main personalities are Brandon Collins who has a Master's in Music Theory from the University of California at Fullerton and further study in Paris at the *Ecole normale de musique* which houses the Nadia Boulanger Institute. The other instructor will be Dr. Rina Murnak, Director of the Frost School of Music Contemporary Music Theory Academy. She is already a YouTube sensation with over 100,000 views for her songwriting lessons. She holds both her BM and MA from the State University of New York at Stony Brook and a DMA in Music Theory and Composition from the University of Miami. Brandon and Rina will have guest appearances from other composers, arrangers, and songwriters and some instrumentalists as a part of this mini-series.

The product will be marketed via traditional channels within the music education industry such as follows: music educators associations, music educators publications, All-State ensemble events, and summer music camps. In addition, major social media campaigns directed to high school music and college music students both domestically and internationally. Moreover, this app will be marketed to the growing community of contemporary songwriters worldwide.

Sightreading with Orchestra Interactive Mini-Series I & II
These two courses will consist of 1 introduction and 18 mini sightreading etudes per series and will be delivered via a proprietary app owned by ScholarshipAuditions.com. The sightreading app will function in the following way:

- The students will see a PowerPoint presentation outlining the objective(s) of the sightreading etude.
- The student will be given 30 seconds to review the on-screen scored sightreading exercise.
- Then the student will be given 30 seconds to hear the first 16 measures of the orchestration.
- Then there will be a two measure click before orchestrations
- The student will record into the app their performance with orchestral accompaniment
- The student will receive an app generated score of their performance
- The student will be allowed two additional tries per sightreading etude before that etude is banked

The etudes are original compositions as well as the orchestrations by famed film composer, Greg Sims. The orchestrations have been recorded by a full symphonic orchestra in Hollywood. ScholarshipAuditions.com holds the publishing on each of these etudes.

The cost of the limited 21-day lease per course will be $9.95 for the download.

The product will be marketed via traditional channels within the music education industry such as follows: music educators associations, music educators publications, All-State ensemble events, and summer music camps. In addition, major social media campaigns directed to high school music and college music students both domestically and internationally.

National High School Musicians Letter

The National High School Musicians Letter will be awarded to the top high school Sophomores, Juniors, and Seniors based on a nationally established performance proficiency, ensemble participation, and demonstrated leadership. All aspects of the process, including awarding of the National Band Letter, will take place online at NationalHighSchoolMusiciansLetter.com.

At NationalHighSchoolMusiciansLetter.com, students, parents, and band directors will be able to review the overview of the award, the required performance proficiency for each instrument or voice part, the system of uploading the performance of the required performance proficiency, the platform for documenting general information, related ensemble experience, honors and awards, and reference gathering.

The National High School Musicians Letter is the certified recognition that a high school performing arts band student has satisfied the national standard of excellence set forth for this esteemed award. Students who achieve the National High School Musicians Letter are in an elite academy of illustrious peers. Each Sunday evening, the site will publish the new recipients of the by state, by instrument or voice part, and by school.

Being awarded the National High School Musicians Letter is first and foremost a personal achievement but is also a nationally recognized moniker of achievement that celebrates the commitment to excellence by the high school student, school music department and most specifically the commitment and dedication of the school's music directors. Moreover, it is a recognition of the value placed on music education by the related school district and is a solid honor and award recognized by collegiate music recruiters.

The National High School Musicians Letter is a trademarked brand owned by ScholarshipAuditions.com. It will be facilitated by both a proprietary app and website owned by ScholarshipAuditions.com. The cost to audition for the National High School Musicians Letter is $75.00.

The product will be marketed via traditional channels within the music education industry such as follows: music educators associations, music educators publications, All-State ensemble events, and summer music camps. In addition, major social media campaigns will be directed to the high school performing arts students.

Performers National Singing Day

The pinnacle event for National Presenters Association, a division of ScholarshipAuditions.com is going to be Performers National Signing Day. This invitation-only event is designed primarily for high school juniors and seniors to showcase their talent to recruiting representatives from colleges, universities, and conservatories from all across America for the purpose of admission and scholarship procurement. In addition, non-institutional scholarship providers and acclaimed summer enrichment programs from across the United States will also be present to observe the showcases and have the opportunity to award admission as well as scholarships to participants.

Performers National Signing Day
An Accomplishment
An Event
A Life Changing Opportunity
for
America's Top High School Musicians
at
Carnegie Hall
January 19, 2021

About

Performers National Signing Day is an exciting, life-changing event that was to be held in New York City in early January 2021, for high school juniors and seniors representing the top two percent of America's student musicians. Financial commitments had been made to Carnegie Hall and high-end national chain hotels. For three days, these select students would have showcased their solo performance abilities before hundreds of participating colleges, universities, and conservatories. These performing arts students would have had opportunities to showcase their skills and knowledge to the collegiate representatives in the disciplines of orchestra, band, keyboard, jazz, chorus, voice, songwriting, and composing, as well as musical theater performance and musical ministries. These students were to be given the opportunity to take a national music entrance exam focused on music theory, songwriting form and analysis, and music history, as well as a sightreading exam. In addition, these students, along with their parents and teachers would have had the opportunity for personal interaction with the collegiate and non-institutional scholarship providing community.

The opportunity existed for hundreds of collegiate recruiters to be present to review student showcases and dialogue with students, parents, and teachers concerning the specific opportunities available on their campuses. A select number of these schools would have been given opportunities to showcase their faculties and small ensembles in recitals as well as to exhibit in a college fair.

The culminating event would have been a star-studded performance held at the prestigious Carnegie Hall. This event promised to highlight the decisions made between the students and institutions of higher learning that taken place during this event.

Based in New York City, National Presenters Association is the sponsoring organization for Performers National Signing Day. ScholarshipAuditions.com had been contracted by National Presenters Association to serve as the official point of application and review. Once the review process had been completed, National Presenters Association planned to announce the names of the student performers who would be invited to participate in Performers National Signing Day.

In the future, Performers National Signing Day promises to change the perception of how America looks at high school musicians. It is time that these students, their teachers, and their school districts be recognized for the talent and achievements of these students as well as the outstanding teaching and support provided by the community of American music educators. Then the collegiate music educators that are producing the musicians that fill our cities orchestras, the stages on Broadway, the recording studios of Los Angeles and Nashville, and the music classrooms across this national deserves the recognition for their commitment and superior degree programs. Yes, Performers National Signing Day very well can be the vehicle that opens the door for a greater appreciation and celebration of music education in America.

Performers National Signing Day is primarily sponsored and produced by the National Presenters Association a division of ScholarshipAuditions.com in coordination with supportive music education associations, fraternities/sororities, and institutions of higher learning.

SCHEDULE

National Presenters Association in review and coordinating relationship with ScholarshipAuditions.com planned to observe the following schedule to ensure Performers National Signing Day happened in a systematic process ensuring the great success of this inaugural event.

Schedule of Events

January 15, 2020	Announcement of Board of Advisors via this site
January 21, 2020	Application and all related fee posted for review for both student and collegiate participation
January 22, 2020	Webinar for requirements and registration process for collegiate participation in Performers National Signing Day at 3:00 CST
January 23, 2020	Webinar for requirements and registration process for student participation in Performers National Signing Day at 8:00 CST
January 27, 2020	Opening of Student Applications (Present Sophomores and Juniors)
February 4, 2020	Webinar for requirements and registration process for collegiate participation in Performers National Signing Day at 3:00 CST
February 10, 2020	Registration for Collegiate participation opens
February 18, 2020	Webinar for requirements and registration process for collegiate participation in Performers National Signing Day at 3:00 CST
February 24, 2020	Webinar for requirements and registration process for Performers National Signing Day at 8:00 CST
March 3, 2020	Webinar for requirements and registration process for collegiate participation in Performers National Signing Day at 3:00 CST
March 9, 2020	Webinar for requirements and registration process for student participation in Performers National Signing Day at 8:00 CST
March 18, 2020	Profile complete on ScholarshipAuditions.com with uploaded video of at least one solo composition and two contrasting solos uploaded is greatly encouraged.
March 24, 2020	Webinar for requirements and registration process for collegiate participation in Performers National Signing Day at 3:00 CST
March 20 – April 10, 2020	ScholarshipAuditions.com in-house review committee will review all applicants for completion of profile. If additional material is needed to fully complete the profile before Performers National Signing Day Independent Review Committee begins the review process a representative from ScholarshipAuditions.com will correspond with applicant.
April 14, 2020	Webinar for requirements and registration process for collegiate participation in Performers National Signing Day at 3:00 CST

April 15 – May 13, 2020	Performers National Signing Day Independent Review Committee will review and rank applications for First Round Invitations to Performers National Signing Day 2021.
May 14, 2020	Webinar for requirements and registration process for student participation in Performers National Signing Day at 8:00 CST
May 18, 2020	Official First Round Invitations will be sent out via email and US Post Office delivery by the National Presenters Association.
May 19, 2020	Webinar for requirements and registration process for collegiate participation in Performers National Signing Day at 3:00 CST
May 26, 2020	First group of collegiate and non-institutional representatives announced.
June 3, 2020	Acceptance of First Round Invitation via this site. All related fees are due at this time.
June 5, 2020	Official Second Round Invitations will be sent out via email and US Post Office delivery by the National Presenters Association.
June 16, 2020	Webinar for requirements and registration process for collegiate participation in Performers National Signing Day at 3:00 CST
June 22, 2020	Acceptance of Second Round Invitation via this site. All related fees are due at this time.
June 23, 2020	Webinar for requirements and registration process for student participation in Performers National Signing Day at 8:00 CST
June 25 – July 6, 2020	If needed, ScholarshipAuditions.com in-house review committee will review all new and potential Third Round applicants for completion of profile
July 14, 2020	Webinar for requirements and registration process for collegiate participation in Performers National Signing Day at 3:00 CST
July 15, 2020	Official Third and Final Round Invitations will be sent out via email and US Post Office delivery by the National Presenters Association.
July 20, 2020	Second group of collegiate and non-institutional representatives announced.
July 31, 2020	Acceptance of Third and Final Round Invitation via this site. All related fees are due at this time.
August 2 &3, 2020	Webinar for requirements and registration process for student participation in Performers National Signing Day at 8:00 CST
August 5, 2020	The onsite schedule for showcasing, music theory testing, and sigh-reading will be open on this site for each participant to select dates and times for participation.
August 11, 2020	Webinar for requirements and registration process for collegiate participation in Performers National Signing Day at 3:00 CST
August 27&28, 2020	Webinar for requirements and registration process for student participation in Performers National Signing Day at 8:00 CST
September 10, 2020	All personal travel plans are due into National Presenters Association via Personal Travel Registration Form that is provided

September 15, 2020	Webinar for requirements and registration process for collegiate participation in Performers National Signing Day at 3:00 CST
September 28, 2020	Official announcement to the collegiate and non-institutional scholarship community of all student participants in the inaugural Performers National Signing Day. A designation of this achievement will be denoted on the ScholarshipAuditions.com website on each participants profile as well as a Performers National Signing Day participant listed via instrument/voice part on the home page of ScholarshipAuditions.com. In addition, the listing of student participants will be listed in alphabetical order by last name and instrument.
October 5, 2020	National Press Release of all participating students, colleges, universities, and conservatories in Performers National Signing Day.
October 8, 2020	Webinar for requirements and registration process for collegiate participation in Performers National Signing Day at 3:00 CST
October 26, 2020	Third group of collegiate and non-institutional representatives announced.
November 5, 2020	Official announcement of celebrity appearances at Performers National Signing Day Celebration at Carnegie Hall.
November 8 & 9, 2020	Webinar for selected student participants for Performers National Signing Day at 8:00 CST
November 10, 2020	Webinar for collegiate participation in Performers National Signing Day at 3:00 CST
November 12, 2020	Tickets go on sale via Carnegie Hall's website for Performers National Signing Day Celebration.
November 17, 2020	All print materials requested via the PNSD Directory Informational Request Form for Program Book and Showcase Directory and app is due.
December 7&8, 2020	Webinar for selected student participants for Performers National Signing Day at 8:00 CST
December 10, 2020	Webinar for collegiate participation in Performers National Signing Day at 3:00 CST
January 3 & 4, 2021	Webinar for selected student participants for Performers National Signing Day at 8:00 CST
January 16-18, 2021	Showcasing and testing in New York City as prelim to the Performers National Signing Day Celebration
January 19, 2021	Official Performers National Signing Celebration at Carnegie Hall.

Registration

The registration for student participation will begin January 27, 2020

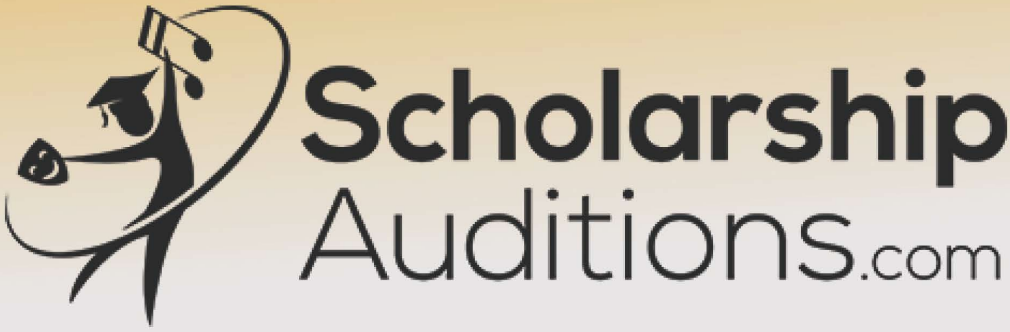
The Registration for collegiate participation will begin on February 10, 2020

Revenue Model

National Presenters Association will produce revenue in the following ways:

- Application fees from both auditioning students and collegiate recruiters
- Registration fee of accepted students to showcase performance abilities
- Registration fee for taking national music entrance exam
- Registration fee for taking sightreading exam
- Ticket sales to Carnegie Hall Celebration
- Collegiate exhibiting fees
- Collegiate sponsorships and advertisement in program book and app
- Merchandise sales

The Company's SOAR Program



What is the SOAR Program?

The SOAR Program is a ScholarshipAuditions.com in-house initiative that brings support to performing arts students that are considered underserved and/or at-risk. The first way we support these students is by providing all aspects of the ScholarshipAuditions.com platform to them and their parents at no cost for the student's high school career. In addition, the Company provides supportive resources to the teachers of these students; again, at no cost. A student enters the SOAR Program on the recommendation of their music teacher.

ScholarshipAuditions.com has also made available the SOAR Program to the entire performing arts student body of the school if designated as a Title I school. Enrollment in the SOAR program is by application from one of the teachers in the Title I school. ScholarshipAuditions.com also works with non-profit organizations that have musical outreach to these underserved and/or at-risk students. Again, the entire platform is provided complimentary to these students and their parents. ScholarshipAuditions.com works in partnership with the following organizations with the SOAR initiative:

- The Music Education Alliance
- Music First
- Music Unites
- Save the Music Foundation
- The Midwest Clinic Diversity and Equity Initiative
- The Minority Band Directors National Association

Presently, the SOAR program has over 100 schools enrolled, which represents approximately 1,600 students. We hope through this collaborative effort, students considered underserved and/or at-risk will find the tools to recognize, afford, and achieve their collegiate dreams!

The Company's Staff



The Company's Staff

Covid-19 has had a tremendous effect on the employment status of both executives and support employees. The following were positions and dates of when the company was either no longer to employee the services of the individual and/or the employees decision to terminate their employment with ScholarshipAuditions.com due to the fact the company could no longer pay the original contracted salary but that the individual would have to take a cut in salary in order to stay employed at ScholarshipAuditions.com

CEO	Dr. Randall Bayne Working without pay since late 2020 and for the majority of 2021
President	--- Worked for company until December 2020 Left company due to company's inability to pay full salary
COO	--- Worked for company until December 2020 Left company due to company's inability to pay full salary
CFO	--- Worked for company until October 2020 Released from company due to dissatisfaction with performance
CTO	James Pecora Working without pay since late 2020 and for the majority of 2021
CAO	Donette Bayne Working without pay and has been doing so since May 2020
Data Director	Miriam Hendricks Working without pay since late 2020 and for the majority of 2021
Production Director	David Campbell Working without pay since late 2020 and for the majority of 2021
Sales Director	--- Worked for company until August 2020 Left company due to company's inability to pay full salary
Marketing Associate	--- Worked for company until March of 2021 Left company due to company's inability to pay full salary
Special Projects	--- Worked for company until December 2020 Left company due to company's inability to pay full salary

Logistics Director	--- Worked for company until December 2020 Left company due to company's inability to pay full salary
Music Ed Consultant	--- Worked for company until June 2020 Left company due to company's inability to pay full salary And the cancellation of the Performers National Signing Day
Data Associate	--- Worked for the company until July 2021 Left company due to company's inability to pay full salary
IT Associate	--- Worked for the company until October 2020 Left company due to company's inability to pay full salary
Video Editor	Ryan Vecella Working without pay and has been since June of 2021
Graphic Designer	--- Worked for the company until December 2020 Left company due to company's inability to pay full salary
Graphic Designer	--- Worked for the company until December 2020 Left company due to company's inability to pay full salary
Social Media Assoc.	--- Worked for the company until December 2020 Left company due to company's inability to pay full salary
Social Media Assoc.	--- Worked for the company until December 2020 Left company due to company's inability to pay full salary
Social Media Assoc.	--- Worked for the company until March 2021 Left company due to company's inability to pay full salary
Social Media Assoc	--- Worked for the company until April 2021 Left company due to company's inability to pay full salary
Social Media Assoc	--- Worked for the company until July 2021 Left company due to company's inability to pay full salary

Data Entry Assoc.	--- Worked for the company until August 2020 Company terminated position due to inability to pay salary
Data Entry Assoc.	--- Worked for the company until August 2020 Company terminated position due to inability to pay salary
Data Entry Assoc.	--- Worked for the company until August 2020 Company terminated position due to inability to pay salary
Data Entry Assoc	--- Worked for the company until August 2020 Company terminated position due to inability to pay salary
Sale Representative	--- – Georgia School Representative Worked for the company until June 2020 Company terminated position due to the closing of schools resulting in the inability to produce a commission resulting in an inability to pay salary
Sale Representative	--- – North Carolina and South Carolina School Representative Worked for the company until June 2020 Company terminated position due to the closing of schools resulting in the inability to produce a commission resulting in an inability to pay salary
Sale Representative	--- – South Florida School Representative Worked for the company until June 2020 Company terminated position due to the closing of schools resulting in the inability to produce a commission resulting in an inability to pay salary
Sale Representative	--- – Kentucky and Ohio School Representative Worked for the company until June 2020 Company terminated position due to the closing of schools resulting in the inability to produce a commission resulting in an inability to pay salary
Sale Representative	--- – North Texas School Representative Worked for the company until June 2020 Company terminated position due to the closing of schools resulting in the inability to produce a commission resulting in an inability to pay salary

Sale Representative	--- – Houston area School Representative Worked for the company until June 2020 Company terminated position due to the closing of schools resulting in the inability to produce a commission resulting in an inability to pay salary
Sale Representative	--- – West Texas School Representative Worked for the company until June 2020 Company terminated position due to the closing of schools resulting in the inability to produce a commission resulting in an inability to pay salary
Sales Representative	--- – All Music Administrators of Texas Worked for the company until June 2020 Company terminated position due to the closing of schools resulting in the inability to produce a commission resulting in an inability to pay salary

As noted above the Company has lost 22 full-time employees in the past 16 months and 8 commission-based employees. The Company was just weeks away from hiring an additional 8 commissioned-based employees to cover the following states: Virginia/Maryland, Pennsylvania/New Jersey, Tennessee/Alabama, New York, Illinois/Wisconsin, Arizona, Southern California, and Central Florida.

As can be deduced, the majority of the ScholarshipAuditions.com workforce is no longer employed due to school closings, inability to maintain and grow cash flow because schools were closing, and length of federal assistance taking much longer than anticipated.

The following people are presently working for the company assuming multiple responsibilities:



Dr. Randall A. Bayne, Founder, CEO and Chairman

Dr. Bayne is a native of Greenville, South Carolina and holds a Bachelor of Arts in Music Education from Lander University, a Masters' of Music in Music Theory Pedagogy from Southwestern Baptist Theological Seminary, and a Doctorate of Divinity from Cathedral University. Dr. Bayne was an award-winning middle school and high school band director and a school district music consultant. He has served in leadership roles on the Executive Boards of the South Carolina Music Educators Association, the Southern Division Music Educators National Association, and the Music Educators National Conference (now the Music Educators National Association). He has served as an adjudicator of scholastic performing ensembles at the state, regional, and national levels.

Dr. Bayne has also taught and served as an administrator on the collegiate level at several institutions of higher learning. He was an innovator in the collegiate music theory classroom by merging the music education methods of Orff, Kodaly, and Gordon into the application of mastering segmented concepts. This pedagogical approach has been adopted by numerous collegiate institutions and several dissertations have been written on this congruence of instructional methods. As a collegiate music administrator, he was one of the first in the nation to adopt the use of apps and video streaming for delivering content and support outside the classroom.

Dr. Bayne is a composer whose compositions have been published by Hal Leonard Publishing and Genevox. Noted performance organizations such as The US Army Band and Chorus, The National Symphony, and The New York Philharmonic have performed his works. In addition, he has both conducted and produced concerts at Carnegie Hall and Avery Fisher Hall, Kennedy Center for the Performing Arts, and the White House. Dr. Bayne is also on the writing team of a Broadway-bound Musical, *Holy Fire!*

Dr. Bayne has been working without pay since late 2020 and for the majority of 2021



David R. Campbell, Executive Advisor – Content & Production

David Campbell was the CEO and managing partner of Jumbo Pictures and Cartoon Pizza throughout the 1990's and 2000's. In that capacity, he served as Executive Producer/showrunner for numerous shows that have entertained and enlightened kids and families for the past 25 years. Prior to that, he was the stage manager, and then producer for several theatrical productions in New York and Los Angeles, with the likes of Mickey Rooney, Ann Miller, Carol Channing, Donald O'Connor, Bobby Morse, and others in multiple productions of *Sugar Babies*. Diana Rigg, Joe Morton, and Harvey Fiersten are among the talented actors/creators whose shows Campbell developed, managed, and/or produced during this period.

In 1989, he founded Campbell Management, out of which emerged ground-breaking talent such as Louis CK, Joel Hodgson and Brett Butler and shows such as *Mystery Science Theatre 3000* and *Grace Under Fire*. Throughout the 90's, and in partnership with Jim Jinkins he created, produced and raised financing for over 400 episodes of highly acclaimed children's television programs including *Doug*, the ground-breaking show which launched Nicktoons for Nickelodeon.

He then engineered the sale of Jumbo Pictures to Walt Disney Studios where he was part of the management team which established ABC as the Number 1 network on Saturday mornings. He was Executive Producer of the award-winning animated series of *101 Dalmatians*, the successful theatrical releases, *Doug's 1st Movie*, *Doug Live!* At the Disney/MGM Studios Theme Park, and many others. His productions have garnered multiple international nominations and awards.

In Nashville since 2010, David served as Chief Content Officer at Dance Network where he was Executive Producer for over 100 episodes of original programming and 300 hours of acquisitions. He has developed several new live action video series, and film projects, including the Broadway-bound musical comedy, *Holy Fire!*

Beginning in 2019, Campbell was brought into ScholarshipAuditions.com to supervise video development and production. A long-time collaborator with Dr. Bayne on many projects, he has recently taken on a broader support role in entrepreneurial functions, management, and communications for the company.
Mr. Campbell has been working without pay since late 2020 and for the majority of 2021

Miriam B. Hendricks, Chief Operations Officer and Chief Data Research Officer

Miriam Hendricks is originally from Greenville, SC, where she graduated from Furman University with a Bachelor of Arts in Economics and Business Administration. She has accounting experience in accounts payable and receivable, medical insurance contract payments, and account analyses. Also, while working for a government contractor in Hampton, VA, she was granted Secret Security Clearance by the U.S. Department of State for projects in which she was involved.

She was most recently the Senior Staff Accountant with HCA Healthcare at Trident Medical Center in Charleston, SC. Her responsibilities included maintaining the accounting records and internal audits of all fixed capital assets within the Trident hospital system (consisting of 3 facilities), annual budget preparation process, Medicare Cost Report completion, balance sheet reconciliations, and other monthly account audits. While she has been in the

accounting world for over 35 years, she is enjoying her new opportunity as Chief Data Research Officer with ScholarshipAuditions.com.

As an amateur musician, the mission of ScholarshipAuditions.com truly strikes a chord with her. She participated in band and chorus in high school, Furman Singers while at Furman, was a band mom, and is currently a member of Music City Bronze, an auditioned Nashville-based handbell ensemble.
Ms. Hendricks has been working without pay since late 2020 and the majority of 2021

James V. Pecora, Chief Information Officer & Developer

James Pecora hails from Lansing, Michigan and spent his summers marching and teaching drum & bugle corps from 83-95, most notably The Phantom Regiment 94. James wrote "The Lost Art of Rudimental Drumming" in 1989, and place 15th in the 1985 DCI nationals snare solo competition. James attended the Berklee College of Music from 91-94 where he studied Music Performance, Music Education and Music Business. He then moved to the DFW metroplex and was the director of percussion for the Coppell ISD from 94-96.

In 1995 James took a career change, into the technology sector when he started programming. He was a manager for an ISP before moving to Nashville, where he could pursue music as well. James was product lead for Weberize, a flourishing web development company in the early 2000s and did development for real estate, eCommerce, content delivery and corporate Intranet. During this time, he was a Certified Instructor for Allaire/Macromedia and traveled around the country conducting corporate training at such companies as Schlumberger, The Loft and US Bank.

In addition, he owned and operated a small recording studio and has played on numerous recordings. Prior to joining ScholarshipAuditions.com James acted as a senior developer and solutions architect for a sizeable logistics software solutions company servicing companies like Walgreens, VF Jeans and over 100 other corporations with dedicated shipping fleets.

He also notably headed the project to integrate with Bridgestone/Firestone SAP. Prior to that, he worked for Kroger developing solutions for corporate internet.

With James' background is in music and technology – as well as education – he is a natural fit with ScholarshipAuditions.com's mission and vision.

Mr. Pecora has been working without pay since late 2020 and for the majority of 2021

Donette W. Bayne, Chief Administrative Officer

Donette Bayne is originally from Florence, SC, where she graduated from Francis Marion University with a Bachelor of Science in Early Childhood Education. She moved to Columbia, South Carolina after graduation, and after a short teaching career, she joined one of the top three law firms in the state, where she spent 10 years as a legal assistant/recruiting coordinator. She also worked for over 20 years with the South Carolina Supreme

Court Commission on Continuing Legal Education and Specialization, where she served as the Assistant Director. She has over 30 years of legal administrative experience, accounting experience in accounts payable and receivable and budget creation, legal document drafting, and government liaison work.

While her career path has moved her far away from her court-related duties, she has found a new purpose as the Chief Administrative Officer with ScholarshipAuditions.com.

As a former high school and church choir member, the mission of ScholarshipAuditions.com truly strikes a chord with her. She is honored to be part of a team of individuals who are striving to ensure that students everywhere have the opportunity to use their musical talents to attend college and become all they dream to be.
Ms. Bayne is presently serving the company without pay and has done so since May 2020.

The Company's Internship Program



Scholarship Auditions.com

Internship Program at ScholarshipAuditions.com

ScholarshipAuditions.com launched in July of 2018 but before that ever happened, we created an internship program that would start the fall semester of 2018. The 2018 fall internship began with four students from local Nashville universities. Since that time our internship program has existed every semester and 66 interns have received positive hands-on experiences. ScholarshipAuditions.com has partnered with the following schools in providing internship experiences for their students:

Auburn University – Auburn, Alabama
Austin Peay State University – Clarksville, Tennessee
Baylor University – Waco, Texas
Belmont University – Nashville, Tennessee
Columbia University/Teachers College – New York, New York
DePaul University – Chicago, Illinois
Fairfield University – Fairfield, Connecticut
Fisk University – Nashville, Tennessee
Franklin Pierce University – Rindge, New Hampshire
Full Sail University – Orlando, Florida
Harding University -Searcy, Arkansas
Harvard University – Cambridge, Massachusetts
Holy Cross University – Wooster, Massachusetts
Julliard School – New York, New York
Lipscomb University – Nashville, Tennessee
Middle Tennessee State University – Murfreesboro, Tennessee
Pepperdine University – Malibu, California
Rutgers University – New Brunswick, New Jersey
Savannah College of Art and Design – Savannah, Georgia
Southern Virginia University – Buena Vista, Virginia
Stanford University – Stanford, California
Stephens College – Columbia, Missouri
Tennessee State University – Nashville, Tennessee
Trevecca Nazarene University – Nashville, Tennessee
University of Alabama – Tuscaloosa, Alabama
University of Alabama at Birmingham – Birmingham, Alabama
University of California at Riverside – Riverside, California
University of Georgia – Athens, Georgia
University of Kentucky – Lexington, Kentucky
University of Mississippi – Oxford, Mississippi
University of the South – Sewanee, Tennessee
University of South Carolina – Columbia, South Carolina
University of South Florida – Tampa, Florida
University of Tennessee – Knoxville, Tennessee
University of Tennessee at Chattanooga – Chattanooga, TN
Vanderbilt University – Nashville, Tennessee
Watkins College of Art – Nashville, Tennessee
Western Kentucky University – Bowling Green, Kentucky
Yale University – New Haven, Connecticut

The 2021 summer interns were instrumental in rebranding ScholarshipAuditions.com as we changed our website name to Accoladi. The following are comments from these interns:

My experience as an intern here at ScholarshipAuditions.com has been amazing. I am a business major and this company has given me a first-hand take on business development and marketing. It opened many doors that I never thought were a possibility for me. I have walked away with new skills such as public relations, broadcasting, media presence, and networking. I have exercised and improved my skills in planning, negotiating, time management, problem-solving, and research. I have peace knowing that Donette and Randall will always be a dependable support system and I appreciate them very much. They have been a blessing in my life and have helped me grow as a professional and a confident woman.

Serene Lewis, Senior
Fisk University

This summer I had the opportunity to be a graphic design intern at ScholarshipAuditions.com. Currently there are very few internships in my field for currently enrolled college students but after weeks of searching I came in contact with ScholarshipAuditions.com. After being accepted into their program I realized what a positive environment this was for college students getting introduced into the business world. This internship utilized all of the skills I learned through my college courses and put them into real world projects. Unlike other internships there was no busy work involved instead we had the opportunity to work on real projects that the company utilized in their research, website, and conferences. As a company focused on helping students, they insured that the interns got the most out of their time and learned how to utilize their unique skills in the real world.

Bailey Wrenne, Senior
Middle Tennessee State University

Up until the summer of 2021, college had felt like a repeat of high school. Countless lectures and note-taking made me numb to learning. It wasn't until this summer, where I had the pleasure of taking an internship with ScholarshipAuditions, that I learned to use my learning and apply it in a real-world context. I learned how much a joyful and productive working culture can impact productivity. I also learned how important it is to have a goal to work towards. ScholarshipAuditions' goal is to empower fine arts students to afford a college education. And that goal was what kept me motivated to do a good job.

Elijah Sheppard, Senior
Belmont University

After reading about ScholarshipAuditions.com and its mission towards students, I immediately found myself applying for an internship. A company dedicated to empowering and encouraging artistic students to reach their collegiate dreams, the resources available for students at ScholarshipAuditions.com is unlike any other platform I've seen. The company is truly passionate about giving young adults every opportunity and pieces of knowledge to succeed in a collegiate environment, and I am truly grateful to have had an opportunity to intern with such an amazing program.

As an intern, I assisted the video team with research, content creation, video shoots, and pre/post-production requirements. Additionally, I developed and proposed scripts throughout the project phase,

acted on camera in multiple video shoots, and helped edit video cut-downs and social promos. As a film major, the experience was perfect for gaining different types of exposure to video production. Additionally the work environment was one filled with respect, creativity, and hard-work, and I can safely say that this summer was made better because of my time at ScholarshipAuditions.com.

Abbey Jackson, Senior
DePaul University

Going into this summer, I was unsure what the future held, and I was anxious about getting an internship or job in a professional industry. I applied and applied, but every opportunity fell through until I got an email from ScholarshipAuditions.com. At first, I didn't know what to expect, and I was very nervous. However, after a few days, I realized that this was an excellent place to learn and flourish as a professional and as a developing young man.

From writing articles to performing commercials, ScholarshipAuditions.com gave me hands-on experience, working with seasoned professionals committed to training the next generation. This internship opened doors for my future that I never thought possible, and God has used ScholarshipAuditions.com to order my steps closer to where He wants me to be. ScholarshipAuditions.com makes a difference in the lives of both the students they serve and the employees and interns they hire. Neither of my parents went to a four-year college, so I went into college with little knowledgeable help. Because of ScholarshipAuditions.com, thousands of young American musicians like me are empowered to realize their collegiate and professional dreams. ScholarshipAuditions.com is truly a driven and excellent company, and it's been an honor interning with them.

Anthony Cash, Senior
Holy Cross University

Each semester the internship program has flourished with gender, racial, and sexual orientation diverse participants and they have experienced working in an economically challenged community. They have been challenged to work in a collaborative corporate culture and with solid goals with deadlines. As you have read, this internship program has become an essential program within the Nashville business and educational community.

APPENDICES



APPENDIX A

How ScholarshipAuditions.com Really Began



How ScholarshipAuditions.com Really Began

(Randall's Story)

In 1983 at the age of 23, on the 3rd day of his new job as the band director of a rural 1A high school in coastal South Carolina, Randall Bayne discovered it was Senior Day. His job was to help the 12 seniors in band class, whom he had just met, articulate for their yearbook pictures their greatest goal in life, in "no more than seven words".

One young man shared the dream of getting a new truck from the landowner for whom his parents sharecropped. After graduation, he would be making $50 weekly payments for a truck that he would own outright at the age of fifty. One young lady's dream was to see the ocean, only a thirty-minute drive from school. Another young man's goal was to eat at McDonalds every Friday night of his life. He'd never been before.

Upon hearing all of the depressingly similar responses, Mr. Bayne asked them about college and got blank stares. They could not imagine college in their futures.

So, he loaded these seniors in the school van and off they went. First stop was a car dealership where the young man learned a Chevy C10 Pickup could be paid for in five years. Next stop was McDonald's, and everyone got whatever they wanted to eat. Then, on to the beach where that young girl got to see the ocean for the first time.

Finally, the adventure ended at Krispy Kreme donuts counter where Mr. Bayne made those seniors a solemn promise: if they would work hard the next few months, he would make sure they got into a college with a music major and scholarships to pay for it.

For the next three months, he mentored these students at all hours of the day. They did their part, learning all the components necessary for a college audition. Focused and determined, these students began to believe in themselves and internalized a new dream into their personal stories.

In September and October, they filled out a mountain of college applications. And in January and February, they crammed into Bayne's 1974 Chevrolet Maverick for weekend audition trips. In seven weeks, these 12 students auditioned collectively at seventeen colleges or universities.

By the end of the process, all twelve students accomplished their goal and got into college with scholarships and grants. What's more, each of them graduated with a degree. Now in their mid 50's they are all working or retired from such careers as school district administrator, high school principal, trumpet player in the air force band, church musician, and band director.

This experience, and others like it, opened Randall Bayne's eyes to untapped opportunities to create life-long success for all children and their families through unclaimed and readily available collegiate and non-institutional scholarship funding. ScholarshipAuditions.com represents his commitment to making these dreams come true.

Because of this experience Bayne's knowledge and passion for nationally leveling the playing field for performing fine arts students birthed the idea of ScholarshipAuditions.com

But how was this to be accomplished? In 1995 now Dr. Bayne watched the launch of Match.com and saw that ScholarshipAuditions.com was at its core a matching site. Then in 1998 he watched the launch of Rivals.com and got a clear understanding of how collegiate recruiting can have an online solution for reaching hundreds of recruits that limited in-person scouting tips could never connect with. Then in 2003 Dr. Bayne became one of the first Linkedin.com users himself and over the following months experienced for himself the global connectivity provided by this platform. These three websites gave Dr. Bayne a focused template for success. In late 2003 he began crafting the platform concept for performing fine arts students, the matching criteria, the divisions of offerings to the myriad of disciplines within the scholastic performing fine arts community, the databases needed for marketing success, the business play need to realize a profit, and the obstacles in the path to success that may emerge and produce failure.

Over the next three years. Dr. Bayne self-funded the research to give solid foundational structure to the concept. He funded research and focus groups through an educational research division mainly at the University of Maryland, with limited research at the University of Texas, Baylor University, Northwestern University, Florida State University, and the University of California at Long Beach. These research groups consisted of and students and parents in public schools, private schools, and homeschooled. They were broken down into specific modeler's of band students/parents, choral student/parents, orchestra students/parents, musical theater students/parents, dance students/parents, and drama students/parents. Focus groups of middle and high school music instructors in the areas of band, chorus, orchestra, and musical theater were engaged in the process. In addition, high school dance and drama teachers. Music Department Deans, university marching band directors,

In addition to these university facilitated research focus groups with resulting analytical data, Dr. Bayne personally conducted focus groups in Dallas, Texas; Falls Church, Virginia; Lancaster, PA; Orlando, Florida,; New York, New York; St. Paul, Minnesota, Seattle, Washington, Burbank, California, Cincinnati, Ohio, Garden Grove, California, Houston, Texas; Austin, Texas, and Chicago, Illinois primarily with private piano teachers, private voice teachers, private dance studio directors, public and private school band, orchestra, and choral teachers, and school district music supervisors. Additional research was done at several music education conferences: the South Carolina, Music Educators Annual In-Service Conference, as well as, the Texas, Florida, Georgia, Ohio, Pennsylvania, Washington, Pennsylvania, Kansas, New York and Virginia Music Educators Conference, along with The Midwest Band and Orchestra Clinic, and the American Choral Directors Association Conference.

The combination of this research resulted in an overall general website design with the needed content to make the website relevant to the numerous disciplines within the performing fine arts spectrum, the marketing required to reach these somewhat diverse audiences, the price-point that will reach the greatest potential for sustainable profitability, the cash-flow projections by month in comparison to related instrument purchases, the recruiting calendar for the collegiate community, school districts policies for outside vendors, and the associational influencers, and the specific gatekeepers that control educational market access and endorsements. The documentation of this research with a derived pattern for website and content creation, marketing rollout plans, data requirement, and strategic alliances took almost a year to complete. Once this documentation was compiled then it was compared to existing companies like Rivals.com and Linkedin to determine of their patterns for success were paralleling with the finding of ScholarshipAuditions.com. Once this was reviewed by hired analyst then a final workable business plan was documented. The overall time for the project was around sixteen months.

From this in-depth research, study, and analysts two components emerged that would give ScholarshipAuditions.com a unique advantage over future competitors. First, a national based solo music

repertoire directory that merged the 50 different state music repertoire list into one comprehensive repertoire directory based on a national (first time ever) music grading system. The constructing of this National Music Graded Solo Repertoire Directory took an entire year to compile. Then the second aspect that would leave the company always in the apex of this merging market if a national based searchable directory of non-institutional scholarships and grants that relate directly to the performing fine arts student was compiled. The research of this data and the beginning blueprint for this directory took Dr. Bayne and a team of three others nine months to complete. And this work is still going on daily at ScholarshipAuditios.com.

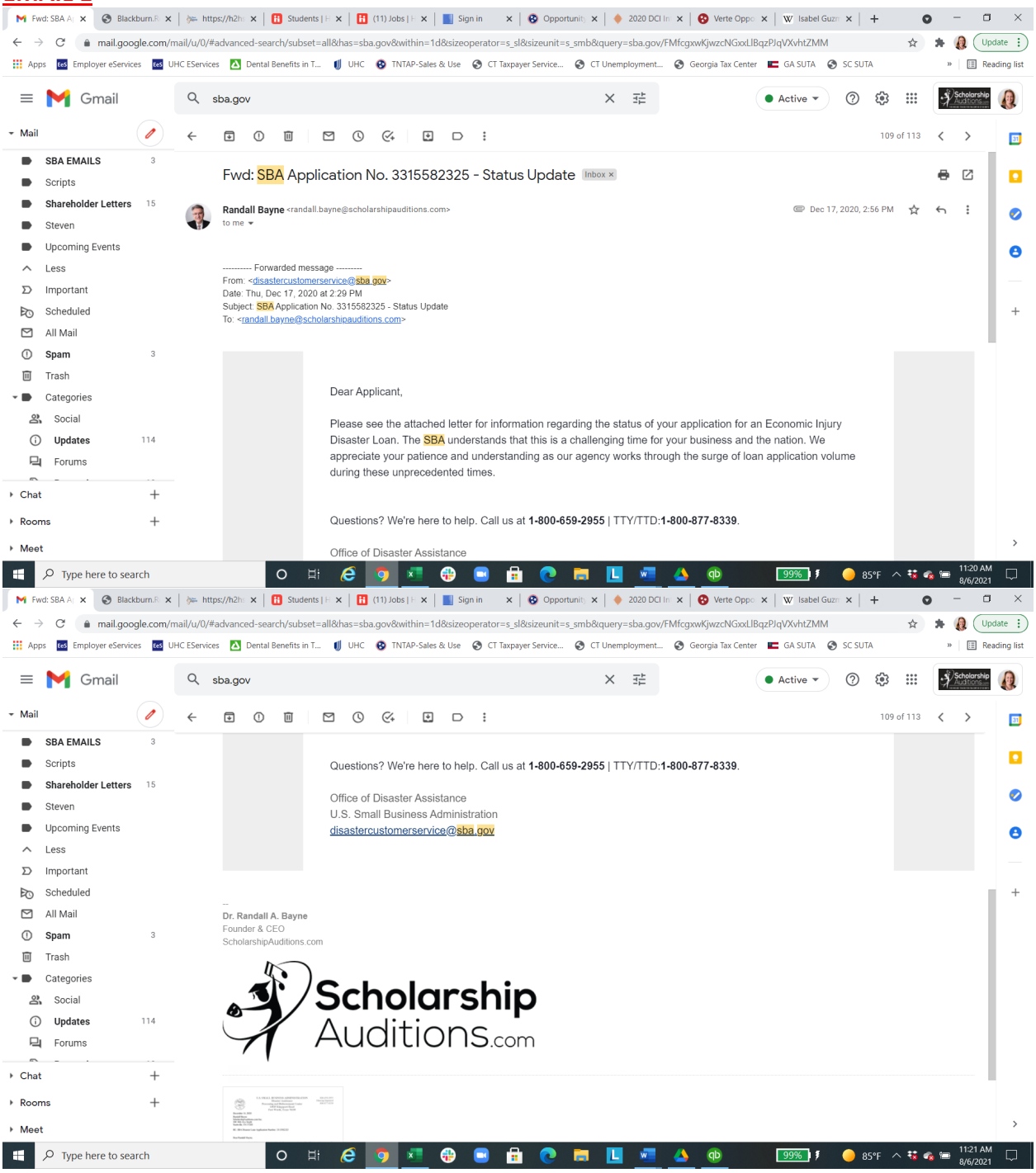
APPENDIX B

Documentation of Conversations and Correspondence with the Small Business Administration



ScholarshipAuditions.com

EMAIL 1



Fwd: SBA Application No. 3315582325 - Status Update

Randall Bayne <randall.bayne@scholarshipauditions.com>
to me

Dec 17, 2020, 2:56 PM

---------- Forwarded message ---------
From: <disastercustomerservice@sba.gov>
Date: Thu, Dec 17, 2020 at 2:29 PM
Subject: SBA Application No. 3315582325 - Status Update
To: <randall.bayne@scholarshipauditions.com>

Dear Applicant,

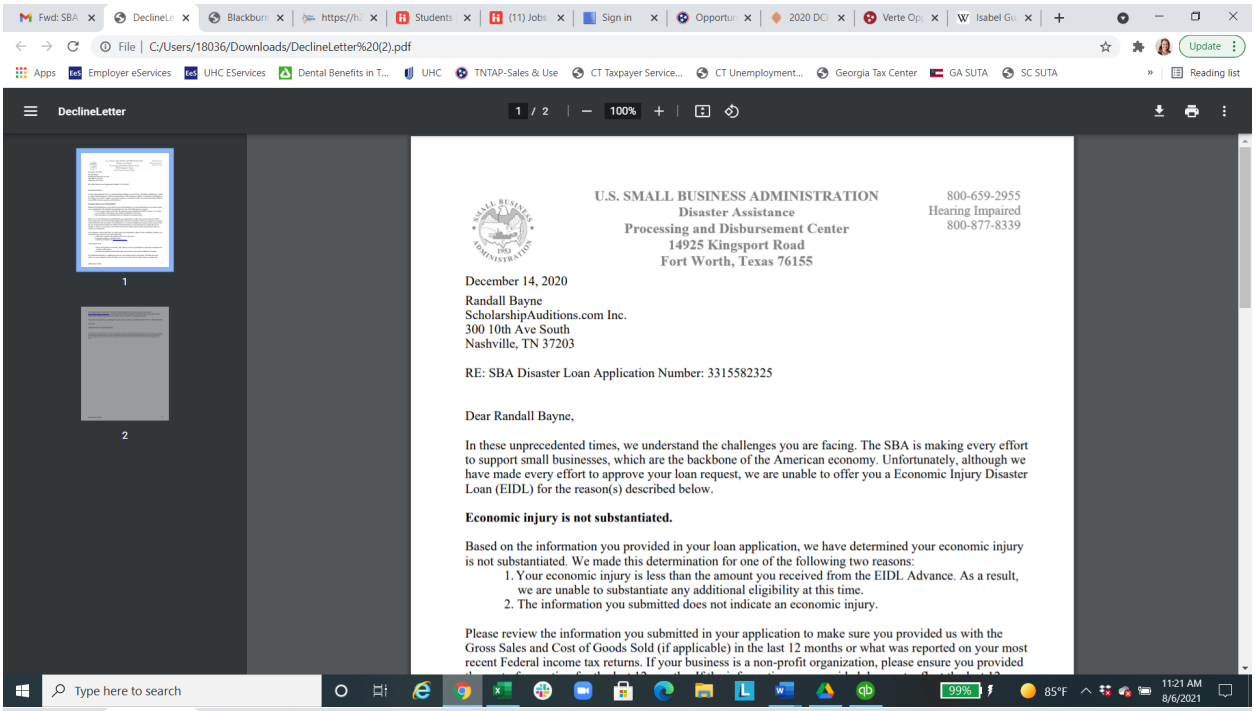
Please see the attached letter for information regarding the status of your application for an Economic Injury Disaster Loan. The SBA understands that this is a challenging time for your business and the nation. We appreciate your patience and understanding as our agency works through the surge of loan application volume during these unprecedented times.

Questions? We're here to help. Call us at **1-800-659-2955** | TTY/TTD:**1-800-877-8339**.

Office of Disaster Assistance
U.S. Small Business Administration
disastercustomerservice@sba.gov

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Dr. Randall A. Bayne
Founder & CEO
ScholarshipAuditions.com

Scholarship Auditions.com



U.S. SMALL BUSINESS ADMINISTRATION
Disaster Assistance
Processing and Disbursement Center
14925 Kingsport Road
Fort Worth, Texas 76155

800-659-2955
Hearing Impaired
800-877-8339

December 14, 2020

Randall Bayne
ScholarshipAuditions.com Inc.
300 10th Ave South
Nashville, TN 37203

RE: SBA Disaster Loan Application Number: 3315582325

Dear Randall Bayne,

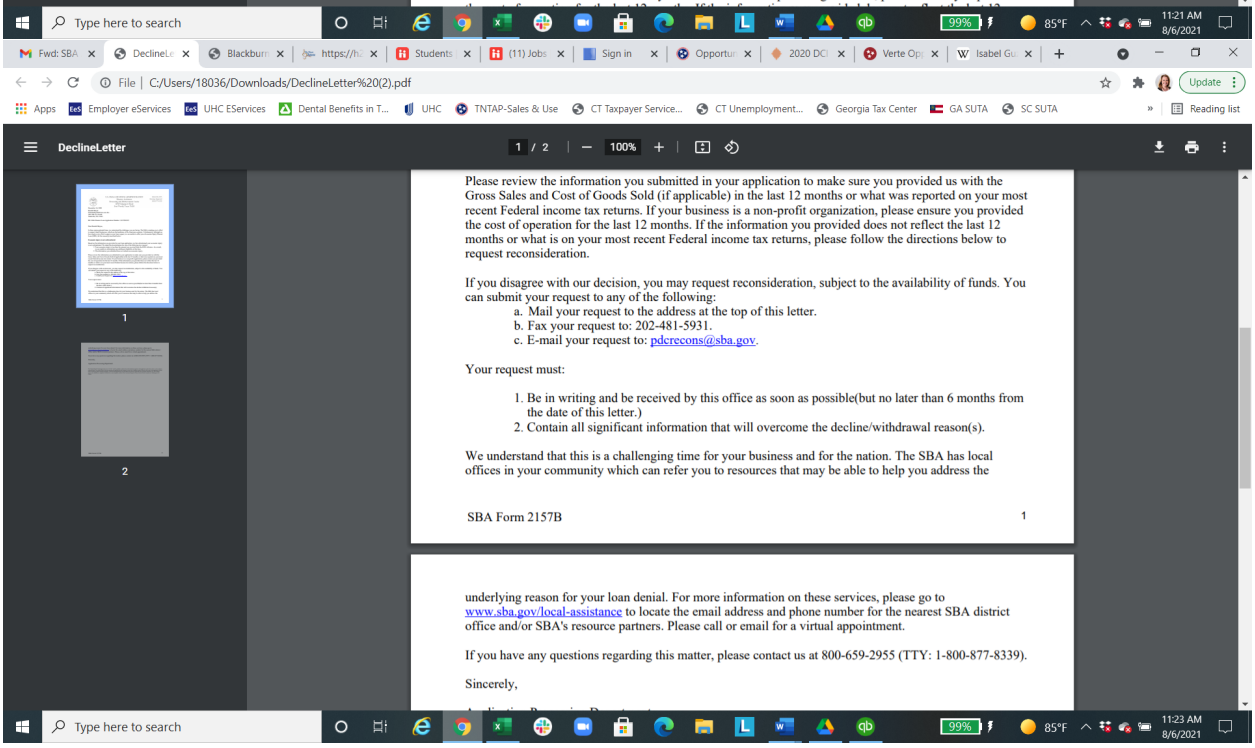
In these unprecedented times, we understand the challenges you are facing. The SBA is making every effort to support small businesses, which are the backbone of the American economy. Unfortunately, although we have made every effort to approve your loan request, we are unable to offer you a Economic Injury Disaster Loan (EIDL) for the reason(s) described below.

Economic injury is not substantiated.

Based on the information you provided in your loan application, we have determined your economic injury is not substantiated. We made this determination for one of the following two reasons:

1. Your economic injury is less than the amount you received from the EIDL Advance. As a result, we are unable to substantiate any additional eligibility at this time.
2. The information you submitted does not indicate an economic injury.

Please review the information you submitted in your application to make sure you provided us with the Gross Sales and Cost of Goods Sold (if applicable) in the last 12 months or what was reported on your most recent Federal income tax returns. If your business is a non-profit organization, please ensure you provided



Please review the information you submitted in your application to make sure you provided us with the Gross Sales and Cost of Goods Sold (if applicable) in the last 12 months or what was reported on your most recent Federal income tax returns. If your business is a non-profit organization, please ensure you provided the cost of operation for the last 12 months. If the information you provided does not reflect the last 12 months or what is on your most recent Federal income tax returns, please follow the directions below to request reconsideration.

If you disagree with our decision, you may request reconsideration, subject to the availability of funds. You can submit your request to any of the following:

a. Mail your request to the address at the top of this letter.
b. Fax your request to: 202-481-5931.
c. E-mail your request to: pdcrecons@sba.gov.

Your request must:

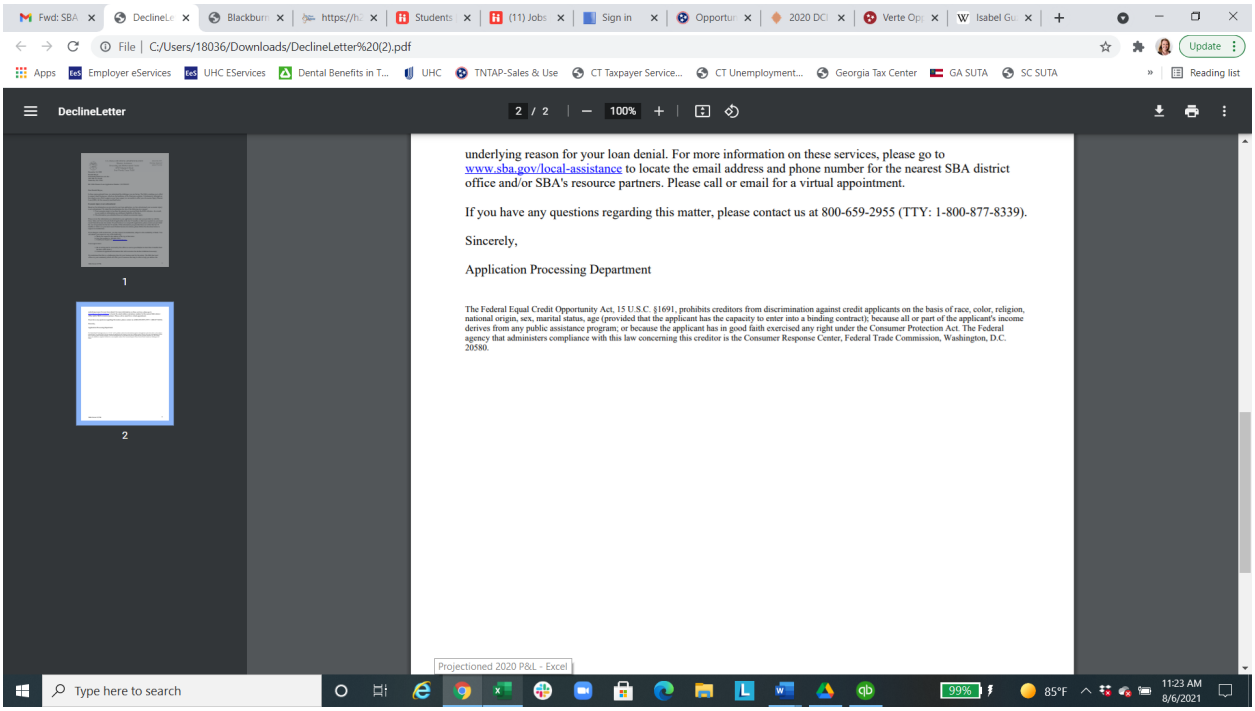
1. Be in writing and be received by this office as soon as possible(but no later than 6 months from the date of this letter.)
2. Contain all significant information that will overcome the decline/withdrawal reason(s).

We understand that this is a challenging time for your business and for the nation. The SBA has local offices in your community which can refer you to resources that may be able to help you address the

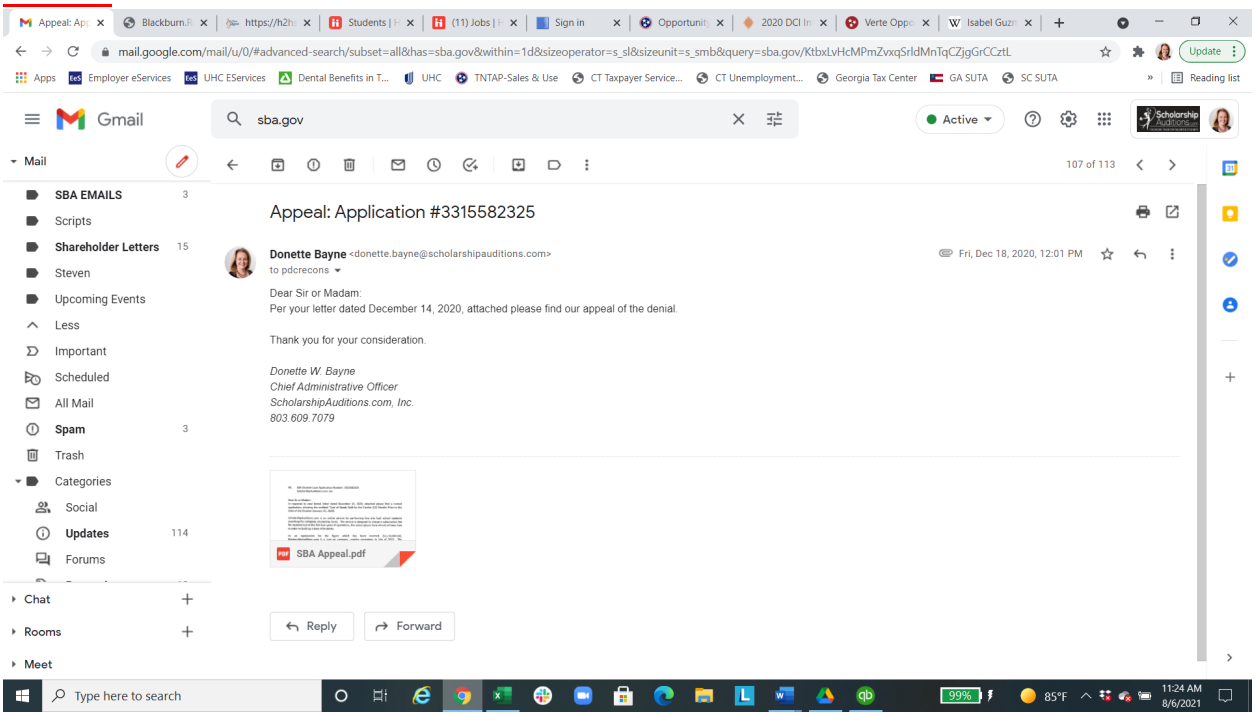
underlying reason for your loan denial. For more information on these services, please go to www.sba.gov/local-assistance to locate the email address and phone number for the nearest SBA district office and/or SBA's resource partners. Please call or email for a virtual appointment.

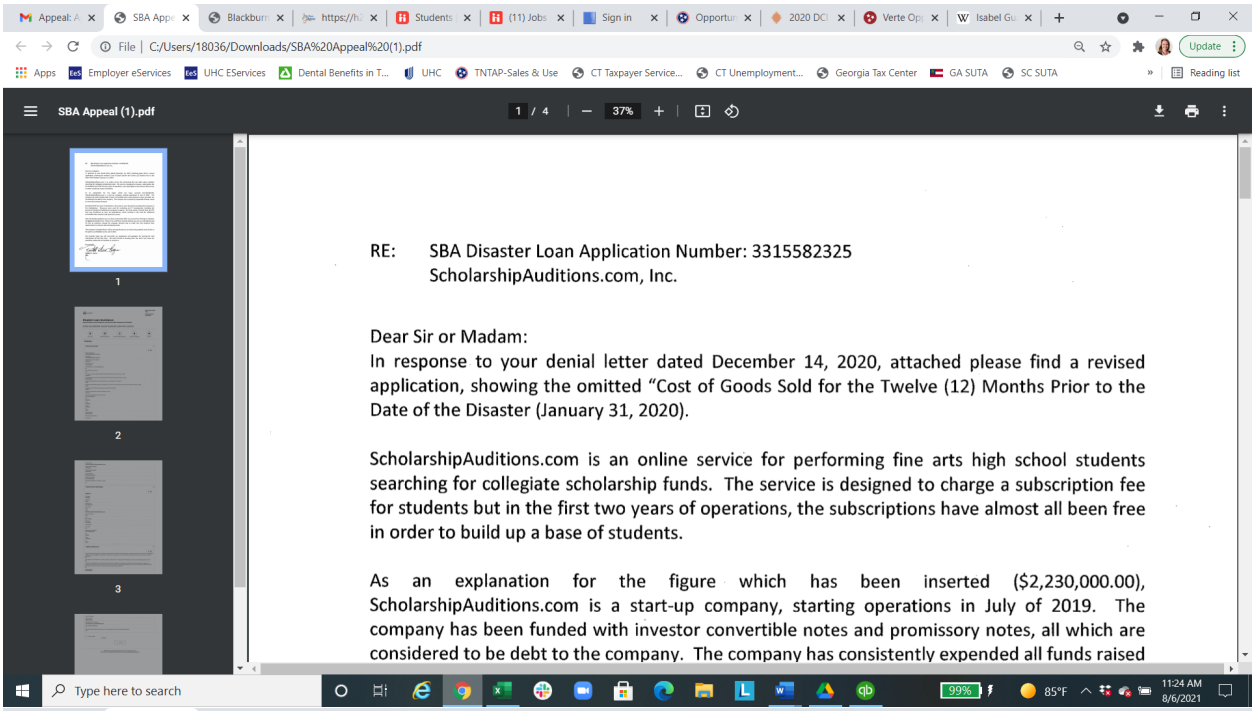
If you have any questions regarding this matter, please contact us at 800-659-2955 (TTY: 1-800-877-8339).

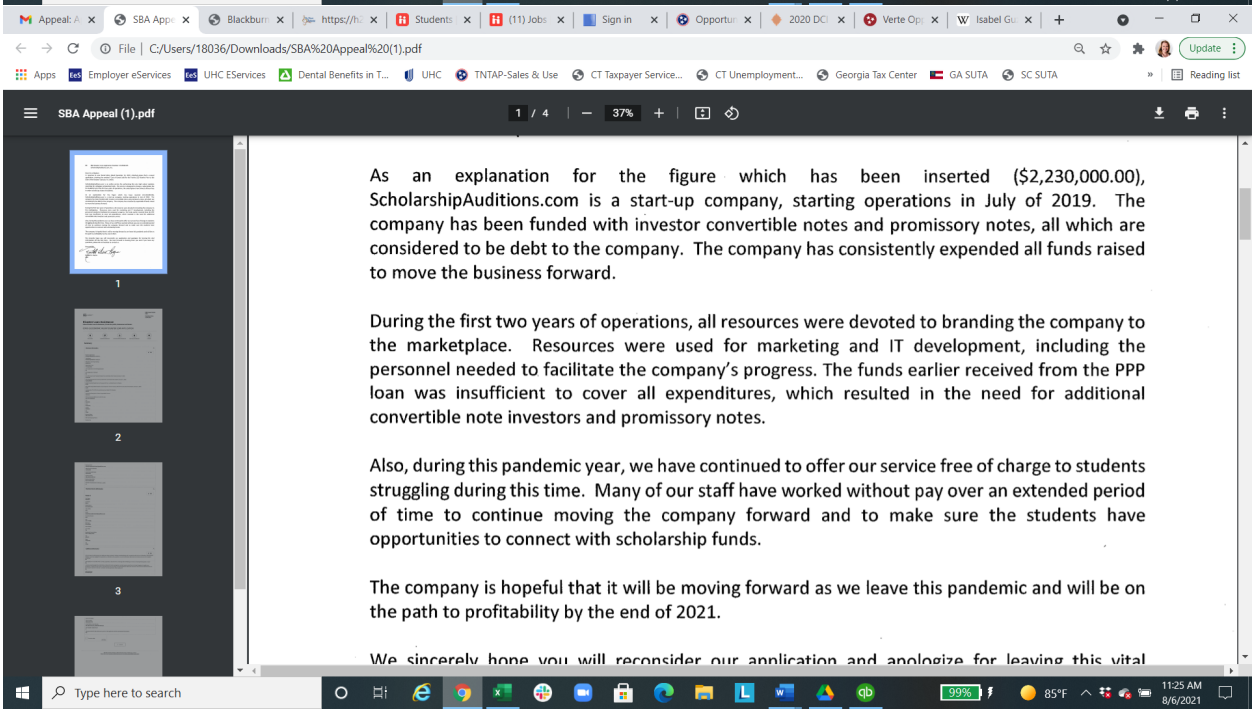
Sincerely,

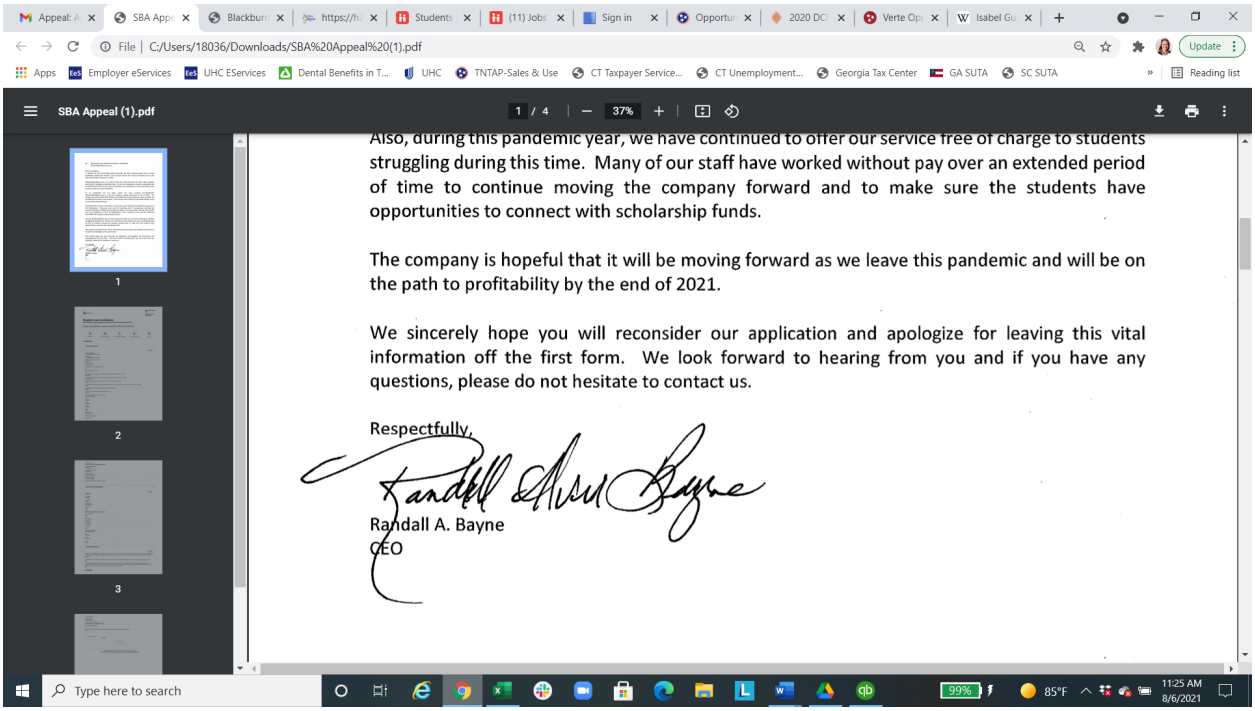

DeclineLetter
underlying reason for your loan denial. For more information on these services, please go to www.sba.gov/local-assistance to locate the email address and phone number for the nearest SBA district office and/or SBA's resource partners. Please call or email for a virtual appointment.
If you have any questions regarding this matter, please contact us at 800-659-2955 (TTY: 1-800-877-8339).
Sincerely,
Application Processing Department
The Federal Equal Credit Opportunity Act, 15 U.S.C. §1691, prohibits creditors from discrimination against credit applicants on the basis of race, color, religion, national origin, sex, marital status, age (provided that the applicant has the capacity to enter into a binding contract); because all or part of the applicant's income derives from any public assistance program; or because the applicant has in good faith exercised any right under the Consumer Protection Act. The Federal agency that administers compliance with this law concerning this creditor is the Consumer Response Center, Federal Trade Commission, Washington, D.C. 20580.

EMAIL 2


Appeal: Application #3315582325
Donette Bayne <donette.bayne@scholarshipauditions.com>
to pdcrecons
Fri, Dec 18, 2020, 12:01 PM
Dear Sir or Madam:
Per your letter dated December 14, 2020, attached please find our appeal of the denial.
Thank you for your consideration.
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
SBA Appeal.pdf
Reply
Forward

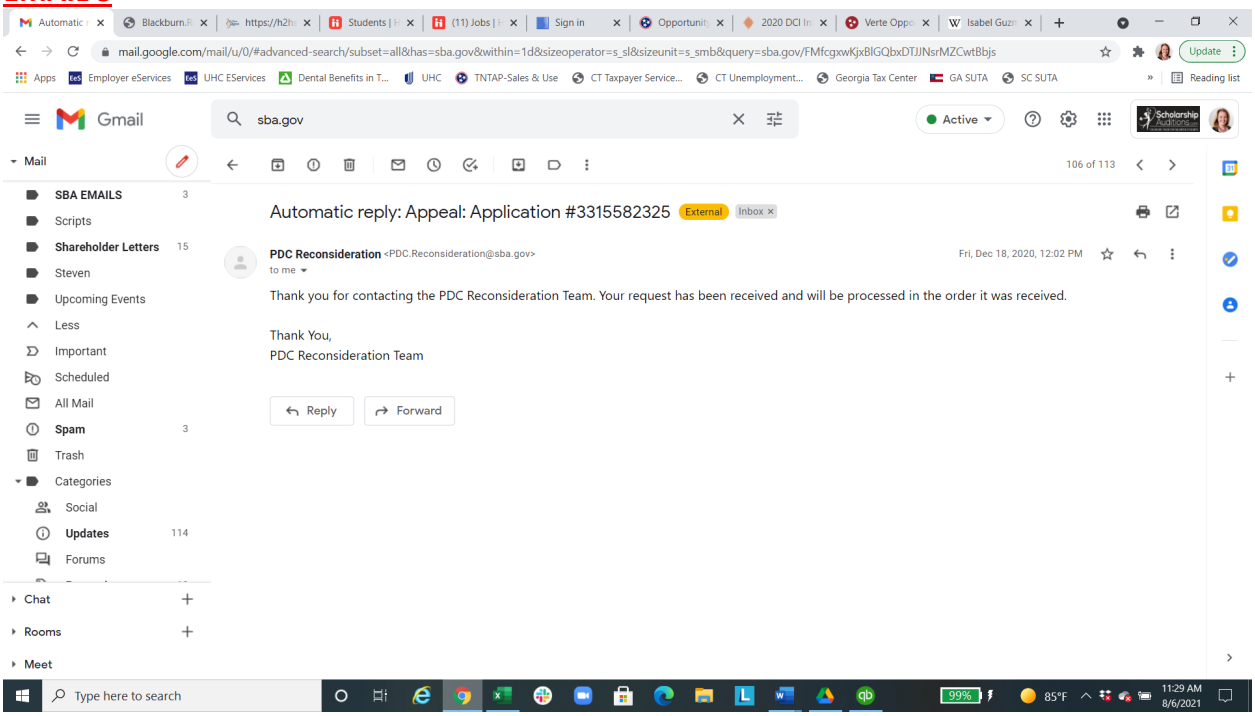

SBA Appeal (1).pdf
1 / 4
37%
RE: SBA Disaster Loan Application Number: 3315582325
ScholarshipAuditions.com, Inc.
Dear Sir or Madam:
In response to your denial letter dated December 14, 2020, attached please find a revised application, showing the omitted "Cost of Goods Sold for the Twelve (12) Months Prior to the Date of the Disaster (January 31, 2020).
ScholarshipAuditions.com is an online service for performing fine arts high school students searching for collegiate scholarship funds. The service is designed to charge a subscription fee for students but in the first two years of operations, the subscriptions have almost all been free in order to build up a base of students.
As an explanation for the figure which has been inserted ($2,230,000.00), ScholarshipAuditions.com is a start-up company, starting operations in July of 2019. The company has been funded with investor convertible notes and promissory notes, all which are considered to be debt to the company. The company has consistently expended all funds raised
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8/6/2021


SBA Appeal (1).pdf
1 / 4
37%
As an explanation for the figure which has been inserted ($2,230,000.00), ScholarshipAuditions.com is a start-up company, starting operations in July of 2019. The company has been funded with investor convertible notes and promissory notes, all which are considered to be debt to the company. The company has consistently expended all funds raised to move the business forward.
During the first two years of operations, all resources were devoted to branding the company to the marketplace. Resources were used for marketing and IT development, including the personnel needed to facilitate the company's progress. The funds earlier received from the PPP loan was insufficient to cover all expenditures, which resulted in the need for additional convertible note investors and promissory notes.
Also, during this pandemic year, we have continued to offer our service free of charge to students struggling during this time. Many of our staff have worked without pay over an extended period of time to continue moving the company forward and to make sure the students have opportunities to connect with scholarship funds.
The company is hopeful that it will be moving forward as we leave this pandemic and will be on the path to profitability by the end of 2021.
We sincerely hope you will reconsider our application and apologize for leaving this vital
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8/6/2021

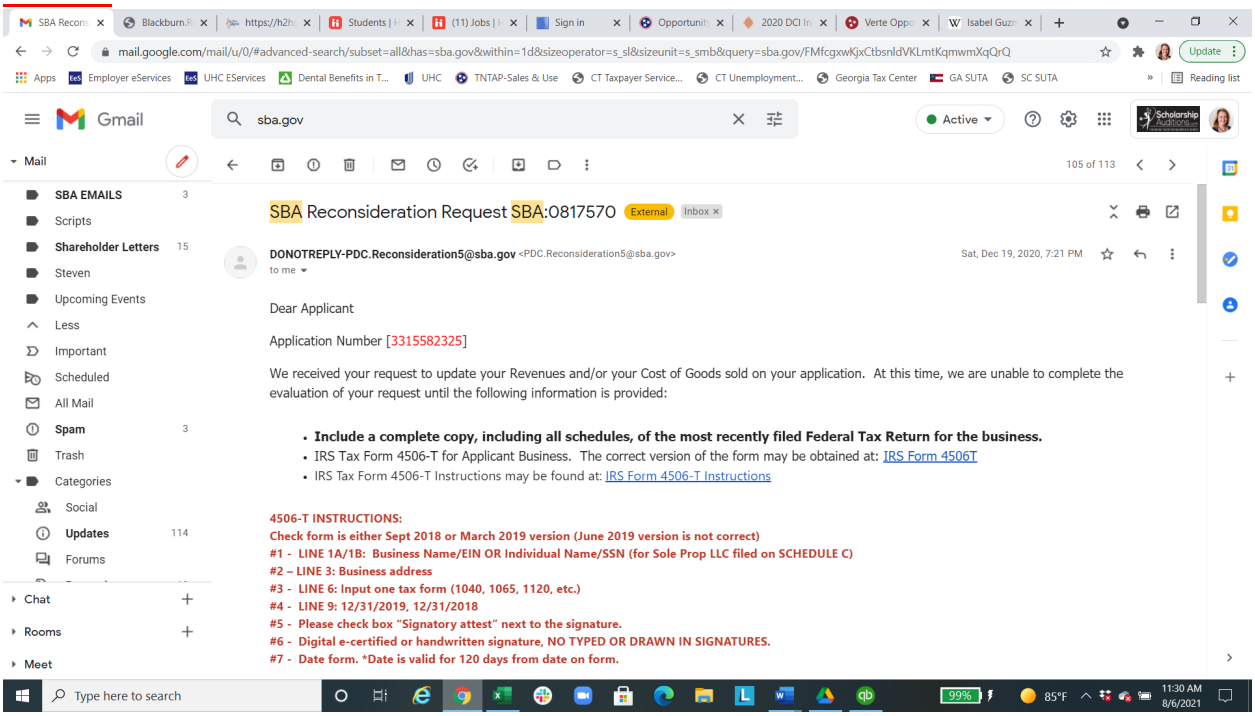


[REVISED APPLICATION ATTACHED TO EMAIL]

EMAIL 3



EMAIL 4



SBA Reconsideration Request SBA:0817570 External Inbox ×

DONOTREPLY-PDC.Reconsideration5@sba.gov <PDC.Reconsideration5@sba.gov> Sat, Dec 19, 2020, 7:21 PM
to me

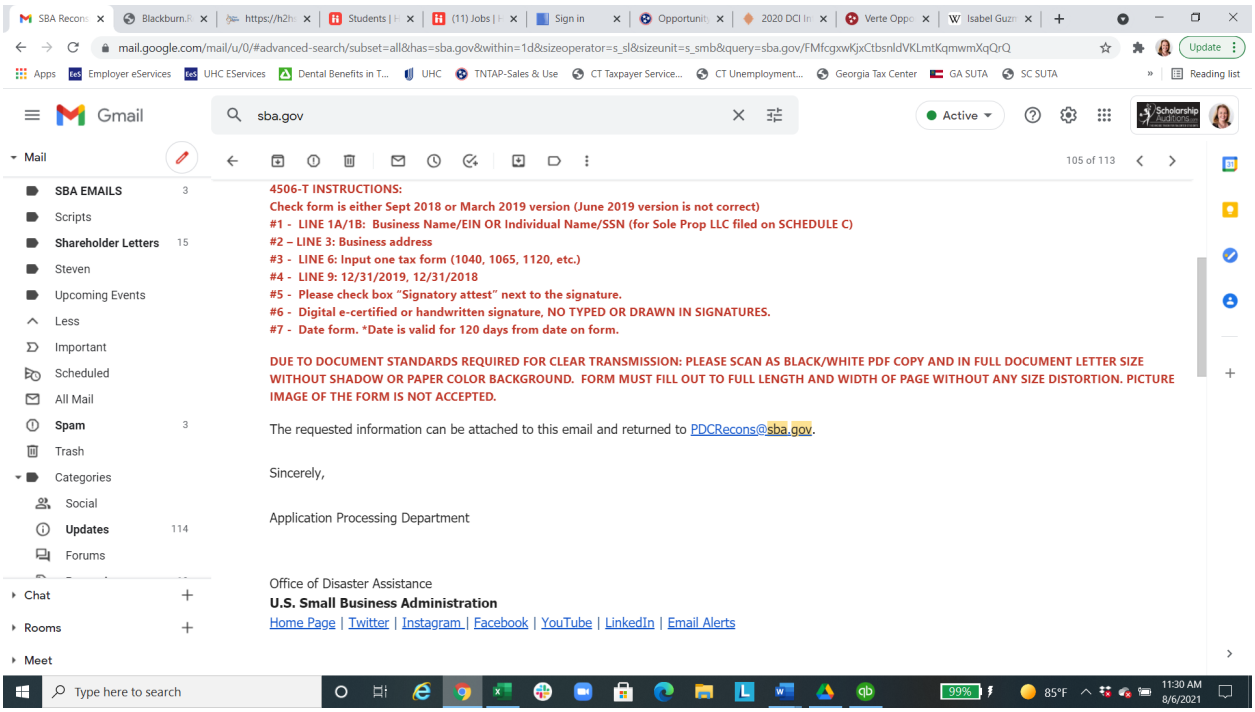
Dear Applicant

Application Number [3315582325]

We received your request to update your Revenues and/or your Cost of Goods sold on your application. At this time, we are unable to complete the evaluation of your request until the following information is provided:

- **Include a complete copy, including all schedules, of the most recently filed Federal Tax Return for the business.**
- IRS Tax Form 4506-T for Applicant Business. The correct version of the form may be obtained at: IRS Form 4506T
- IRS Tax Form 4506-T Instructions may be found at: IRS Form 4506-T Instructions

4506-T INSTRUCTIONS:
Check form is either Sept 2018 or March 2019 version (June 2019 version is not correct)
#1 - LINE 1A/1B: Business Name/EIN OR Individual Name/SSN (for Sole Prop LLC filed on SCHEDULE C)
#2 – LINE 3: Business address
#3 - LINE 6: Input one tax form (1040, 1065, 1120, etc.)
#4 - LINE 9: 12/31/2019, 12/31/2018
#5 - Please check box "Signatory attest" next to the signature.
#6 - Digital e-certified or handwritten signature, NO TYPED OR DRAWN IN SIGNATURES.
#7 - Date form. *Date is valid for 120 days from date on form.



4506-T INSTRUCTIONS:
Check form is either Sept 2018 or March 2019 version (June 2019 version is not correct)
#1 - LINE 1A/1B: Business Name/EIN OR Individual Name/SSN (for Sole Prop LLC filed on SCHEDULE C)
#2 – LINE 3: Business address
#3 - LINE 6: Input one tax form (1040, 1065, 1120, etc.)
#4 - LINE 9: 12/31/2019, 12/31/2018
#5 - Please check box "Signatory attest" next to the signature.
#6 - Digital e-certified or handwritten signature, NO TYPED OR DRAWN IN SIGNATURES.
#7 - Date form. *Date is valid for 120 days from date on form.

DUE TO DOCUMENT STANDARDS REQUIRED FOR CLEAR TRANSMISSION: PLEASE SCAN AS BLACK/WHITE PDF COPY AND IN FULL DOCUMENT LETTER SIZE WITHOUT SHADOW OR PAPER COLOR BACKGROUND. FORM MUST FILL OUT TO FULL LENGTH AND WIDTH OF PAGE WITHOUT ANY SIZE DISTORTION. PICTURE IMAGE OF THE FORM IS NOT ACCEPTED.

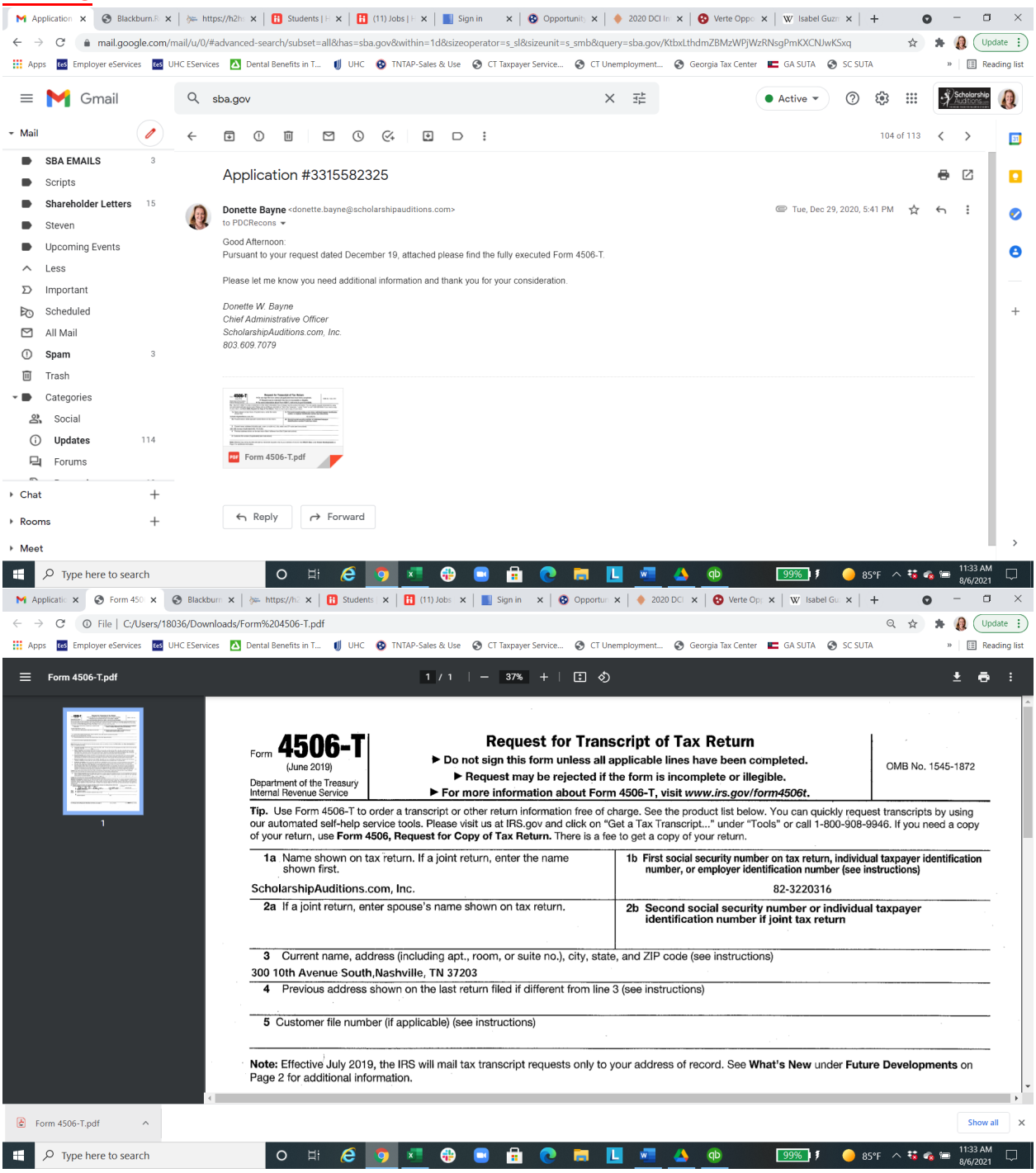
The requested information can be attached to this email and returned to PDCRecons@sba.gov.

Sincerely,

Application Processing Department

Office of Disaster Assistance
U.S. Small Business Administration
Home Page | Twitter | Instagram | Facebook | YouTube | LinkedIn | Email Alerts

EMAIL 5



Gmail — sba.gov

Mail

- SBA EMAILS 3
- Scripts
- Shareholder Letters 15
- Steven
- Upcoming Events
- Less
- Important
- Scheduled
- All Mail
- Spam 3
- Trash
- Categories
  - Social
  - Updates 114
  - Forums
- Chat
- Rooms
- Meet

104 of 113

Application #3315582325

Donette Bayne <donette.bayne@scholarshipauditions.com>
to PDCRecons — Tue, Dec 29, 2020, 5:41 PM

Good Afternoon:
Pursuant to your request dated December 19, attached please find the fully executed Form 4506-T.

Please let me know you need additional information and thank you for your consideration.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Form 4506-T.pdf

Reply | Forward

Form 4506-T.pdf — 1 / 1 — 37%

Form **4506-T** (June 2019)
Department of the Treasury
Internal Revenue Service

Request for Transcript of Tax Return

▶ **Do not sign this form unless all applicable lines have been completed.**
▶ **Request may be rejected if the form is incomplete or illegible.**
▶ **For more information about Form 4506-T, visit *www.irs.gov/form4506t*.**

OMB No. 1545-1872

Tip. Use Form 4506-T to order a transcript or other return information free of charge. See the product list below. You can quickly request transcripts by using our automated self-help service tools. Please visit us at IRS.gov and click on "Get a Tax Transcript..." under "Tools" or call 1-800-908-9946. If you need a copy of your return, use **Form 4506, Request for Copy of Tax Return.** There is a fee to get a copy of your return.

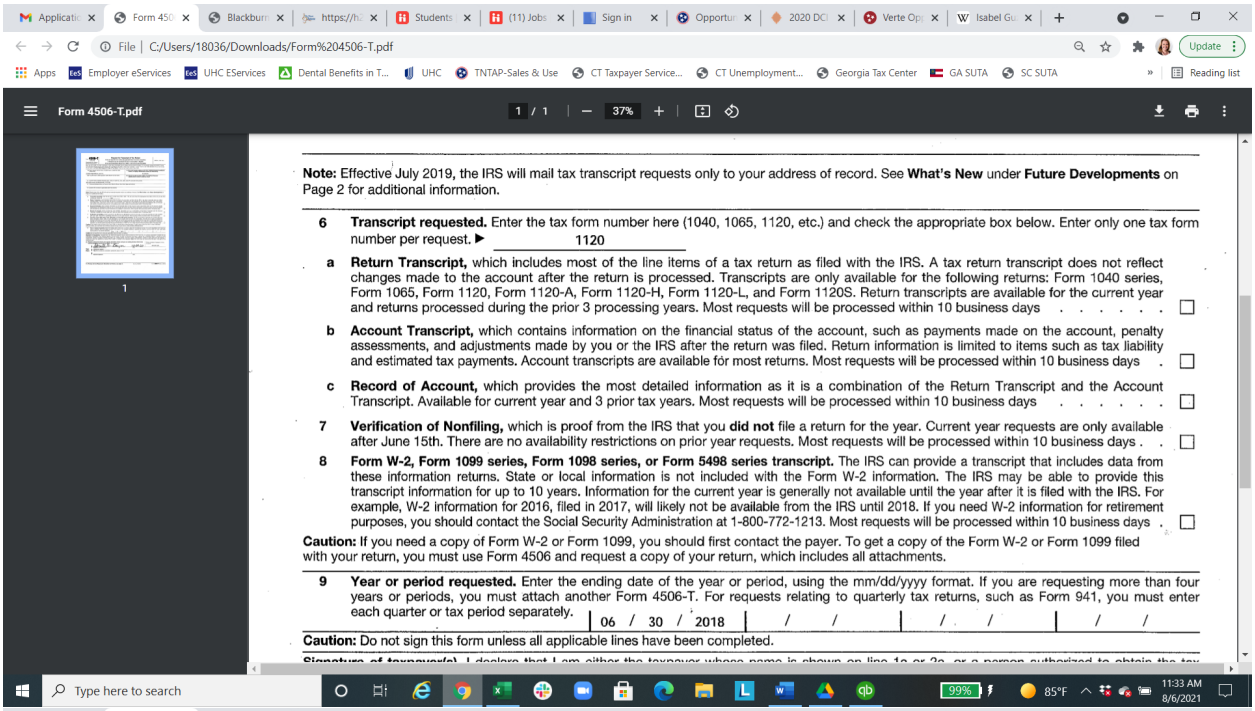
1a Name shown on tax return. If a joint return, enter the name shown first.	1b First social security number on tax return, individual taxpayer identification number, or employer identification number (see instructions)
ScholarshipAuditions.com, Inc.	82-3220316
2a If a joint return, enter spouse's name shown on tax return.	2b Second social security number or individual taxpayer identification number if joint tax return

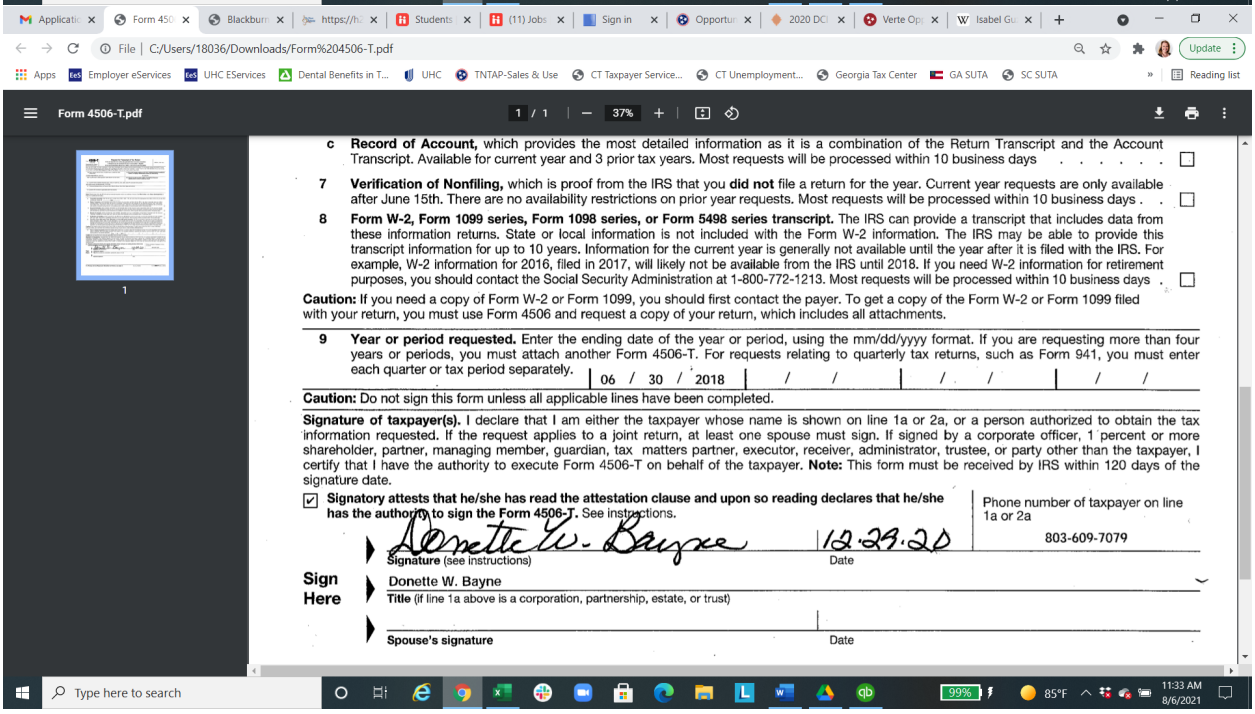
3 Current name, address (including apt., room, or suite no.), city, state, and ZIP code (see instructions)
300 10th Avenue South,Nashville, TN 37203

4 Previous address shown on the last return filed if different from line 3 (see instructions)

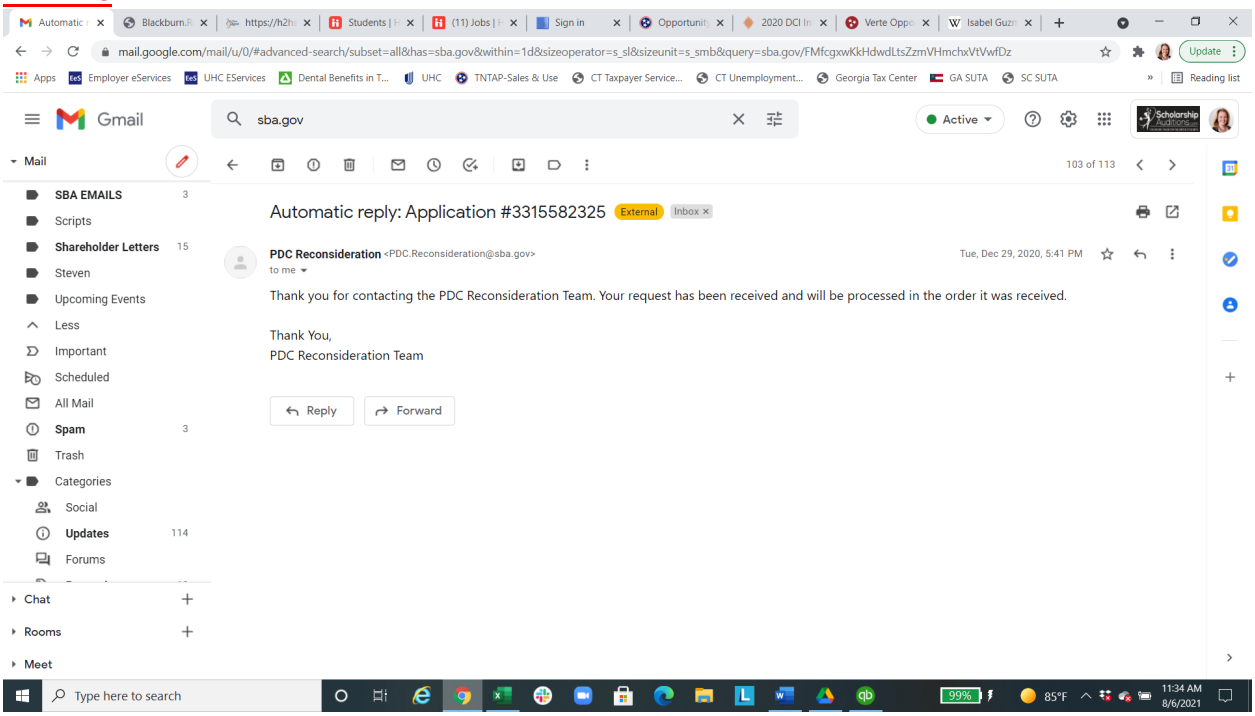
5 Customer file number (if applicable) (see instructions)

Note: Effective July 2019, the IRS will mail tax transcript requests only to your address of record. See **What's New** under **Future Developments** on Page 2 for additional information.

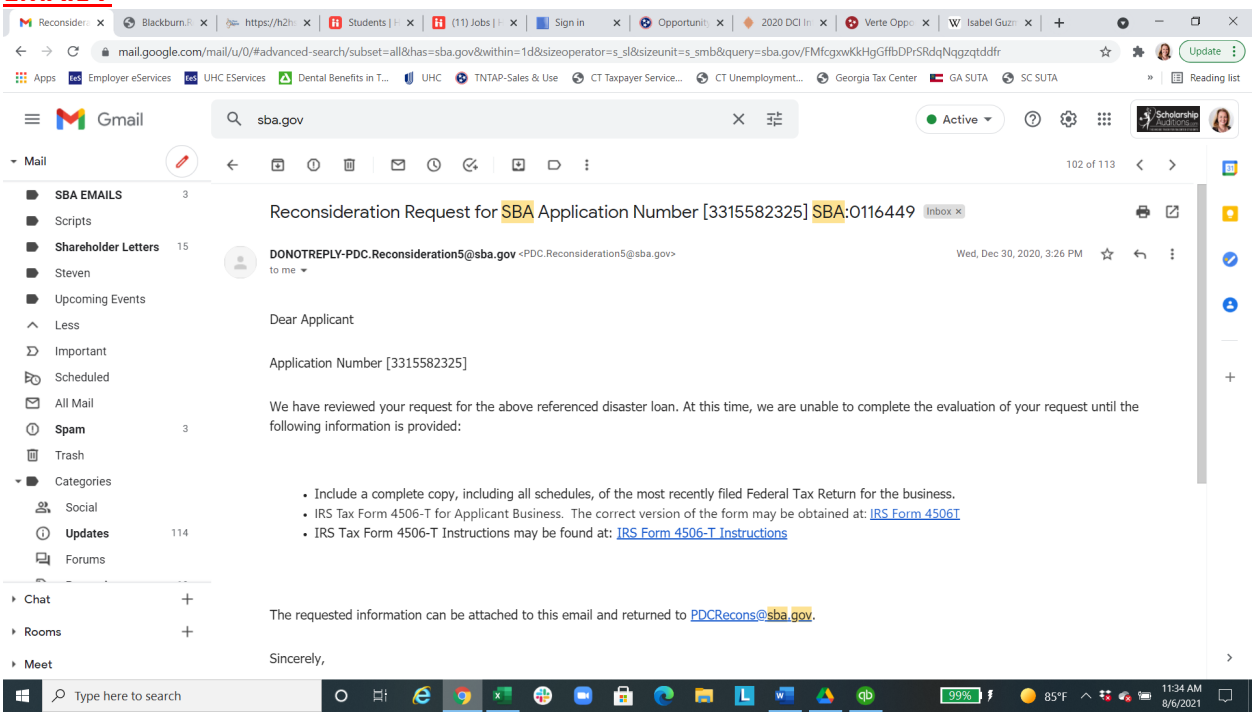

Form 4506-T.pdf
Note: Effective July 2019, the IRS will mail tax transcript requests only to your address of record. See What's New under Future Developments on Page 2 for additional information.
6 Transcript requested. Enter the tax form number here (1040, 1065, 1120, etc.) and check the appropriate box below. Enter only one tax form number per request. ▶ 1120
a Return Transcript, which includes most of the line items of a tax return as filed with the IRS. A tax return transcript does not reflect changes made to the account after the return is processed. Transcripts are only available for the following returns: Form 1040 series, Form 1065, Form 1120, Form 1120-A, Form 1120-H, Form 1120-L, and Form 1120S. Return transcripts are available for the current year and returns processed during the prior 3 processing years. Most requests will be processed within 10 business days
b Account Transcript, which contains information on the financial status of the account, such as payments made on the account, penalty assessments, and adjustments made by you or the IRS after the return was filed. Return information is limited to items such as tax liability and estimated tax payments. Account transcripts are available for most returns. Most requests will be processed within 10 business days
c Record of Account, which provides the most detailed information as it is a combination of the Return Transcript and the Account Transcript. Available for current year and 3 prior tax years. Most requests will be processed within 10 business days
7 Verification of Nonfiling, which is proof from the IRS that you did not file a return for the year. Current year requests are only available after June 15th. There are no availability restrictions on prior year requests. Most requests will be processed within 10 business days
8 Form W-2, Form 1099 series, Form 1098 series, or Form 5498 series transcript. The IRS can provide a transcript that includes data from these information returns. State or local information is not included with the Form W-2 information. The IRS may be able to provide this transcript information for up to 10 years. Information for the current year is generally not available until the year after it is filed with the IRS. For example, W-2 information for 2016, filed in 2017, will likely not be available from the IRS until 2018. If you need W-2 information for retirement purposes, you should contact the Social Security Administration at 1-800-772-1213. Most requests will be processed within 10 business days
Caution: If you need a copy of Form W-2 or Form 1099, you should first contact the payer. To get a copy of the Form W-2 or Form 1099 filed with your return, you must use Form 4506 and request a copy of your return, which includes all attachments.
9 Year or period requested. Enter the ending date of the year or period, using the mm/dd/yyyy format. If you are requesting more than four years or periods, you must attach another Form 4506-T. For requests relating to quarterly tax returns, such as Form 941, you must enter each quarter or tax period separately. 06 / 30 / 2018
Caution: Do not sign this form unless all applicable lines have been completed.

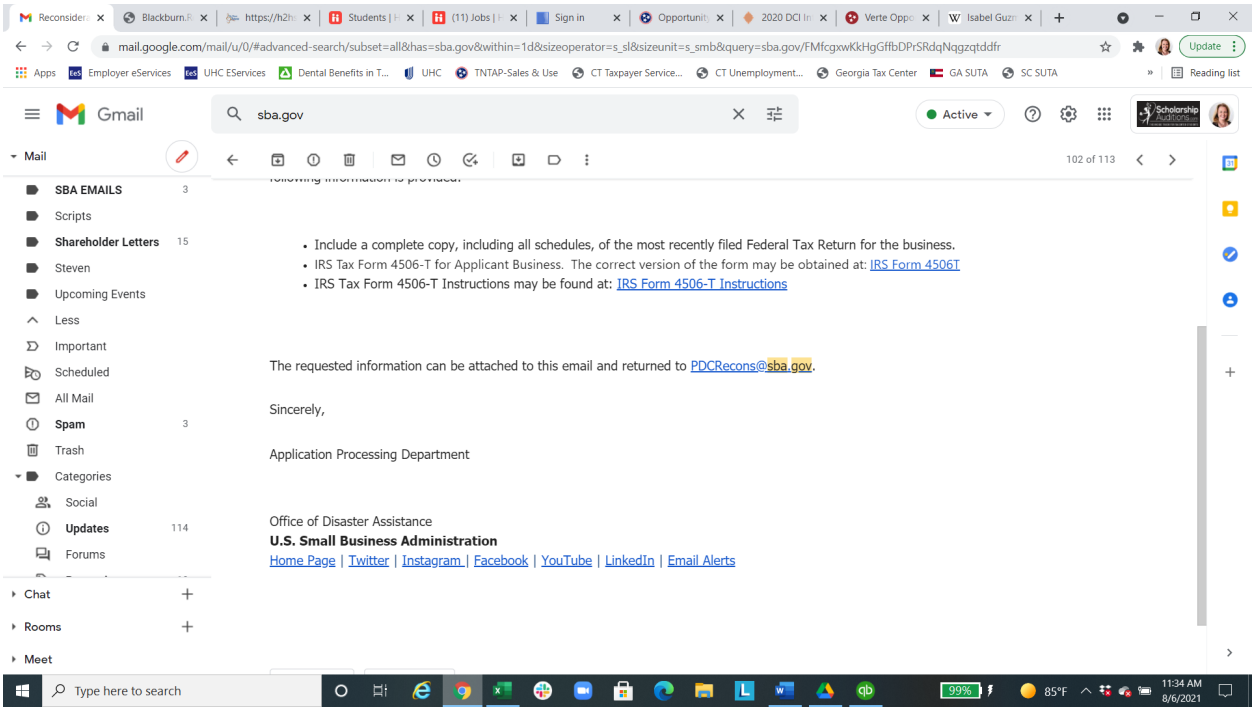

Form 4506-T.pdf
c Record of Account, which provides the most detailed information as it is a combination of the Return Transcript and the Account Transcript. Available for current year and 3 prior tax years. Most requests will be processed within 10 business days
7 Verification of Nonfiling, which is proof from the IRS that you did not file a return for the year. Current year requests are only available after June 15th. There are no availability restrictions on prior year requests. Most requests will be processed within 10 business days
8 Form W-2, Form 1099 series, Form 1098 series, or Form 5498 series transcript. The IRS can provide a transcript that includes data from these information returns. State or local information is not included with the Form W-2 information. The IRS may be able to provide this transcript information for up to 10 years. Information for the current year is generally not available until the year after it is filed with the IRS. For example, W-2 information for 2016, filed in 2017, will likely not be available from the IRS until 2018. If you need W-2 information for retirement purposes, you should contact the Social Security Administration at 1-800-772-1213. Most requests will be processed within 10 business days
Caution: If you need a copy of Form W-2 or Form 1099, you should first contact the payer. To get a copy of the Form W-2 or Form 1099 filed with your return, you must use Form 4506 and request a copy of your return, which includes all attachments.
9 Year or period requested. Enter the ending date of the year or period, using the mm/dd/yyyy format. If you are requesting more than four years or periods, you must attach another Form 4506-T. For requests relating to quarterly tax returns, such as Form 941, you must enter each quarter or tax period separately. 06 / 30 / 2018
Caution: Do not sign this form unless all applicable lines have been completed.
Signature of taxpayer(s). I declare that I am either the taxpayer whose name is shown on line 1a or 2a, or a person authorized to obtain the tax information requested. If the request applies to a joint return, at least one spouse must sign. If signed by a corporate officer, 1 percent or more shareholder, partner, managing member, guardian, tax matters partner, executor, receiver, administrator, trustee, or party other than the taxpayer, I certify that I have the authority to execute Form 4506-T on behalf of the taxpayer. Note: This form must be received by IRS within 120 days of the signature date.
☑ Signatory attests that he/she has read the attestation clause and upon so reading declares that he/she has the authority to sign the Form 4506-T. See instructions.
Phone number of taxpayer on line 1a or 2a
803-609-7079
Donette W. Bayne 12.29.20
Signature (see instructions) Date
Sign Here
Donette W. Bayne
Title (if line 1a above is a corporation, partnership, estate, or trust)
Spouse's signature Date

EMAIL 6

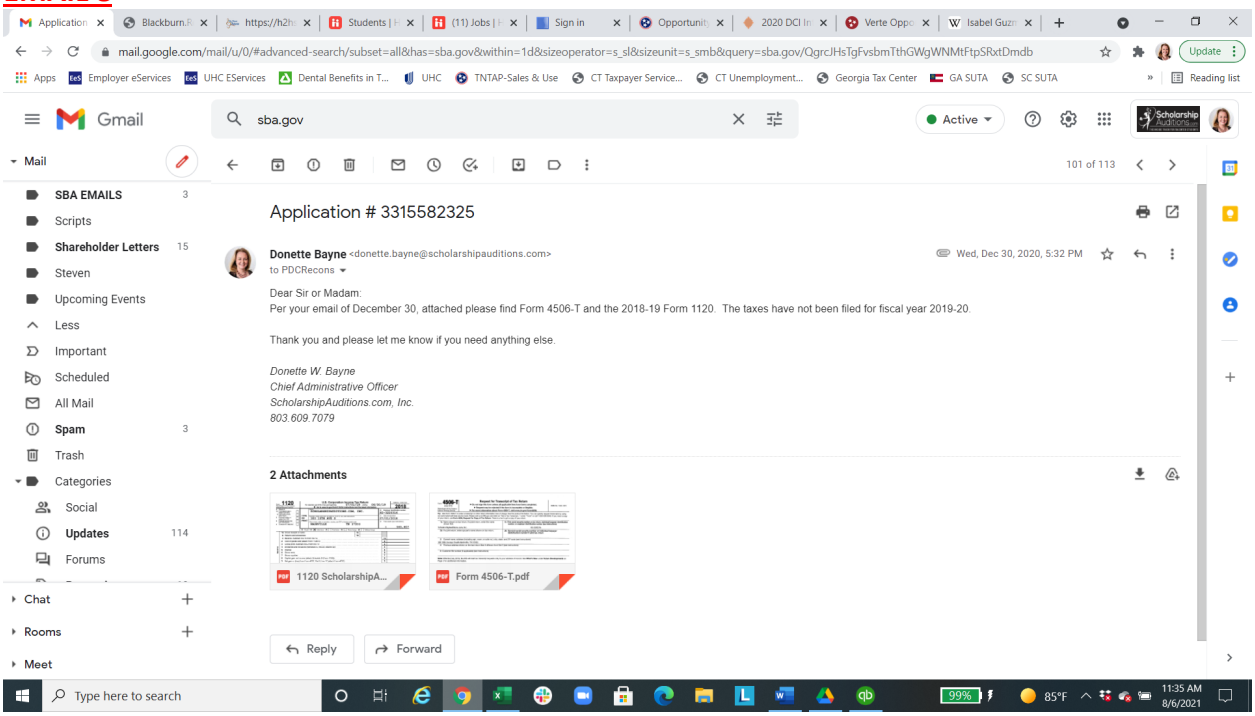


EMAIL 7

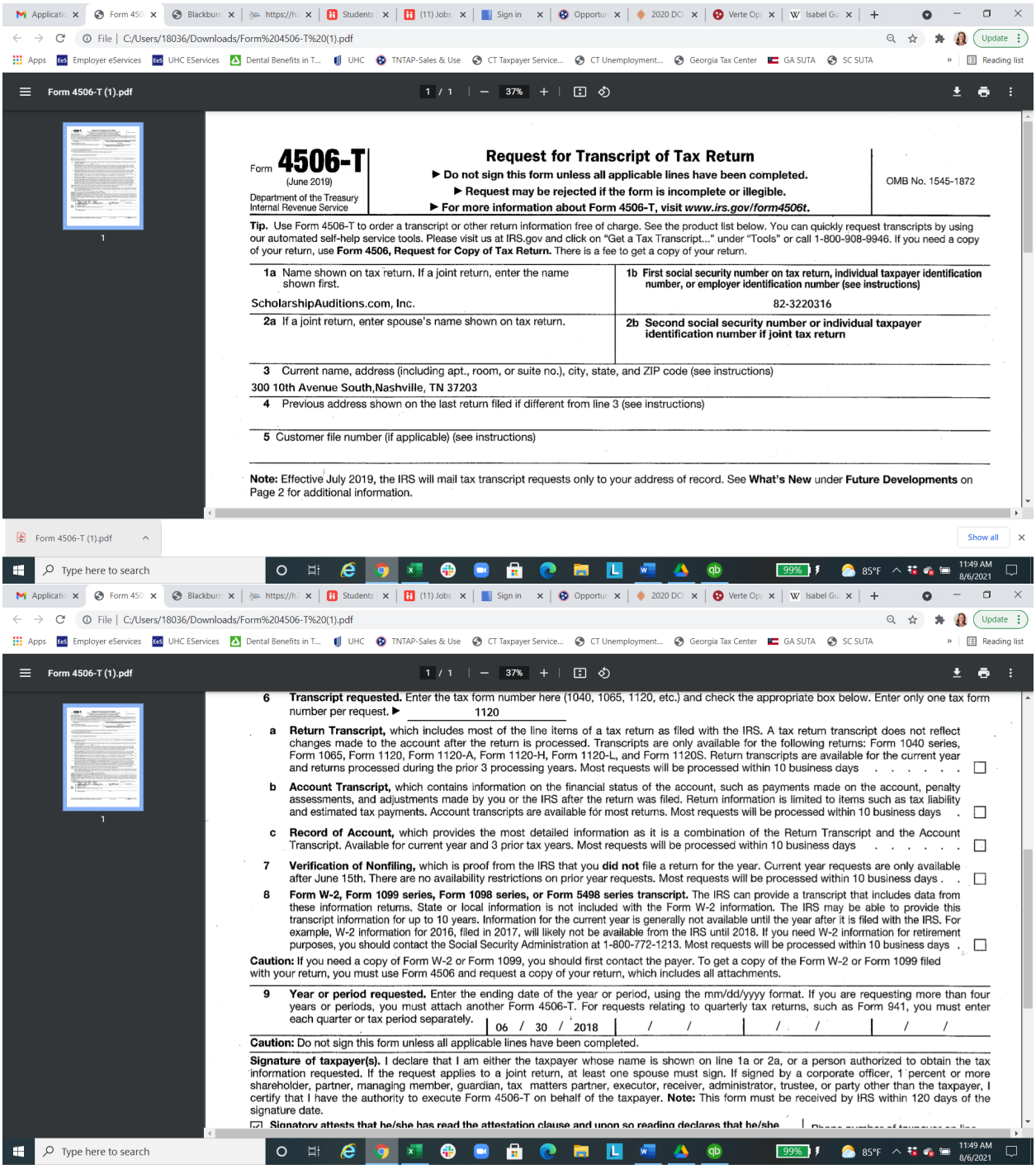




EMAIL 8



[2018 – 2019 CORPORATE TAX FORM 1120 WITH ATTACHMENTS INCLUDED WITH EMAIL]



Form 4506-T (June 2019)
Department of the Treasury
Internal Revenue Service

Request for Transcript of Tax Return

▶ Do not sign this form unless all applicable lines have been completed.
▶ Request may be rejected if the form is incomplete or illegible.
▶ For more information about Form 4506-T, visit *www.irs.gov/form4506t*.

OMB No. 1545-1872

Tip. Use Form 4506-T to order a transcript or other return information free of charge. See the product list below. You can quickly request transcripts by using our automated self-help service tools. Please visit us at IRS.gov and click on "Get a Tax Transcript..." under "Tools" or call 1-800-908-9946. If you need a copy of your return, use **Form 4506, Request for Copy of Tax Return.** There is a fee to get a copy of your return.

1a Name shown on tax return. If a joint return, enter the name shown first.	1b First social security number on tax return, individual taxpayer identification number, or employer identification number (see instructions)
ScholarshipAuditions.com, Inc.	82-3220316
2a If a joint return, enter spouse's name shown on tax return.	2b Second social security number or individual taxpayer identification number if joint tax return

3 Current name, address (including apt., room, or suite no.), city, state, and ZIP code (see instructions)
300 10th Avenue South,Nashville, TN 37203

4 Previous address shown on the last return filed if different from line 3 (see instructions)

5 Customer file number (if applicable) (see instructions)

Note: Effective July 2019, the IRS will mail tax transcript requests only to your address of record. See **What's New** under **Future Developments** on Page 2 for additional information.

6 **Transcript requested.** Enter the tax form number here (1040, 1065, 1120, etc.) and check the appropriate box below. Enter only one tax form number per request. ▶ 1120

a **Return Transcript,** which includes most of the line items of a tax return as filed with the IRS. A tax return transcript does not reflect changes made to the account after the return is processed. Transcripts are only available for the following returns: Form 1040 series, Form 1065, Form 1120, Form 1120-A, Form 1120-H, Form 1120-L, and Form 1120S. Return transcripts are available for the current year and returns processed during the prior 3 processing years. Most requests will be processed within 10 business days . . . . . ☐

b **Account Transcript,** which contains information on the financial status of the account, such as payments made on the account, penalty assessments, and adjustments made by you or the IRS after the return was filed. Return information is limited to items such as tax liability and estimated tax payments. Account transcripts are available for most returns. Most requests will be processed within 10 business days . ☐

c **Record of Account,** which provides the most detailed information as it is a combination of the Return Transcript and the Account Transcript. Available for current year and 3 prior tax years. Most requests will be processed within 10 business days . . . . . ☐

7 **Verification of Nonfiling,** which is proof from the IRS that you **did not** file a return for the year. Current year requests are only available after June 15th. There are no availability restrictions on prior year requests. Most requests will be processed within 10 business days . . ☐

8 **Form W-2, Form 1099 series, Form 1098 series, or Form 5498 series transcript.** The IRS can provide a transcript that includes data from these information returns. State or local information is not included with the Form W-2 information. The IRS may be able to provide this transcript information for up to 10 years. Information for the current year is generally not available until the year after it is filed with the IRS. For example, W-2 information for 2016, filed in 2017, will likely not be available from the IRS until 2018. If you need W-2 information for retirement purposes, you should contact the Social Security Administration at 1-800-772-1213. Most requests will be processed within 10 business days . ☐

Caution: If you need a copy of Form W-2 or Form 1099, you should first contact the payer. To get a copy of the Form W-2 or Form 1099 filed with your return, you must use Form 4506 and request a copy of your return, which includes all attachments.

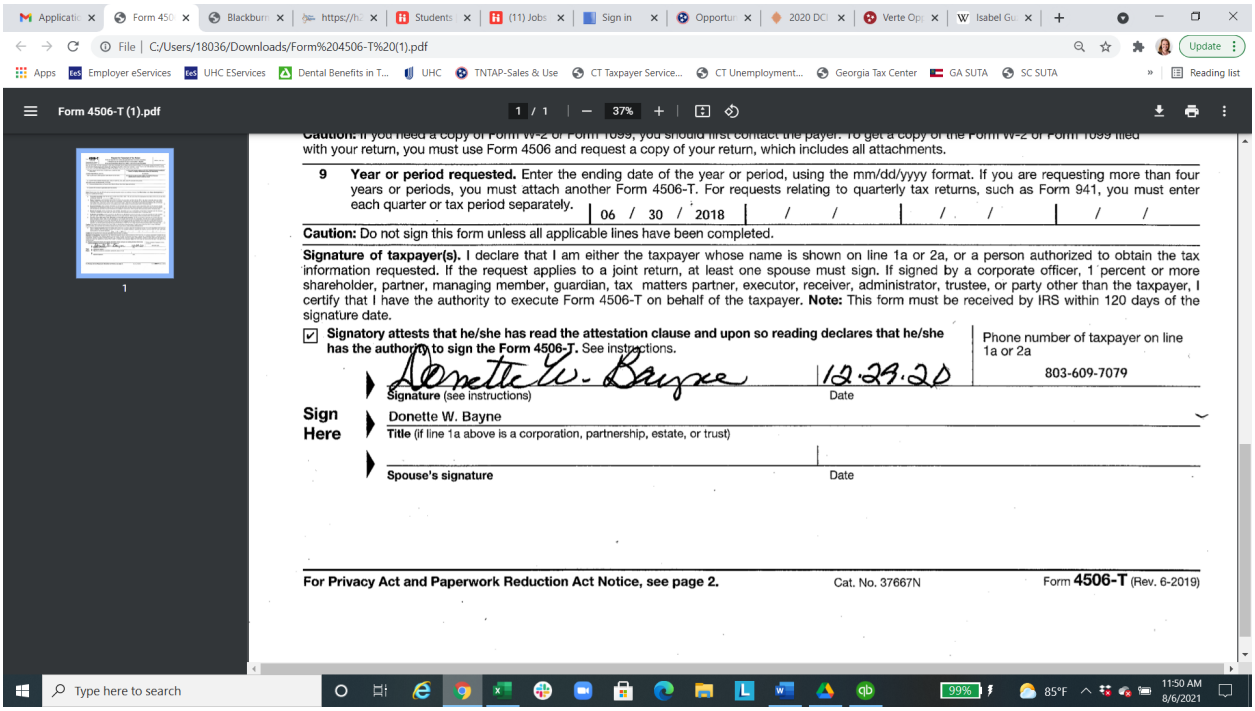
9 **Year or period requested.** Enter the ending date of the year or period, using the mm/dd/yyyy format. If you are requesting more than four years or periods, you must attach another Form 4506-T. For requests relating to quarterly tax returns, such as Form 941, you must enter each quarter or tax period separately.

06 / 30 / 2018	/ /	/ /	/ /

Caution: Do not sign this form unless all applicable lines have been completed.

Signature of taxpayer(s). I declare that I am either the taxpayer whose name is shown on line 1a or 2a, or a person authorized to obtain the tax information requested. If the request applies to a joint return, at least one spouse must sign. If signed by a corporate officer, 1 percent or more shareholder, partner, managing member, guardian, tax matters partner, executor, receiver, administrator, trustee, or party other than the taxpayer, I certify that I have the authority to execute Form 4506-T on behalf of the taxpayer. **Note:** This form must be received by IRS within 120 days of the signature date.

☑ **Signatory attests that he/she has read the attestation clause and upon so reading declares that he/she** | Phone number of taxpayer on line



Form 4506-T (1).pdf

with your return, you must use Form 4506 and request a copy of your return, which includes all attachments.

9 **Year or period requested.** Enter the ending date of the year or period, using the mm/dd/yyyy format. If you are requesting more than four years or periods, you must attach another Form 4506-T. For requests relating to quarterly tax returns, such as Form 941, you must enter each quarter or tax period separately. 06 / 30 / 2018

Caution: Do not sign this form unless all applicable lines have been completed.

Signature of taxpayer(s). I declare that I am either the taxpayer whose name is shown on line 1a or 2a, or a person authorized to obtain the tax information requested. If the request applies to a joint return, at least one spouse must sign. If signed by a corporate officer, 1 percent or more shareholder, partner, managing member, guardian, tax matters partner, executor, receiver, administrator, trustee, or party other than the taxpayer, I certify that I have the authority to execute Form 4506-T on behalf of the taxpayer. **Note:** This form must be received by IRS within 120 days of the signature date.

☑ **Signatory attests that he/she has read the attestation clause and upon so reading declares that he/she has the authority to sign the Form 4506-T.** See instructions.

Phone number of taxpayer on line 1a or 2a: 803-609-7079

Donette W. Bayne — 12.29.20

Signature (see instructions) — **Date**

Sign Here

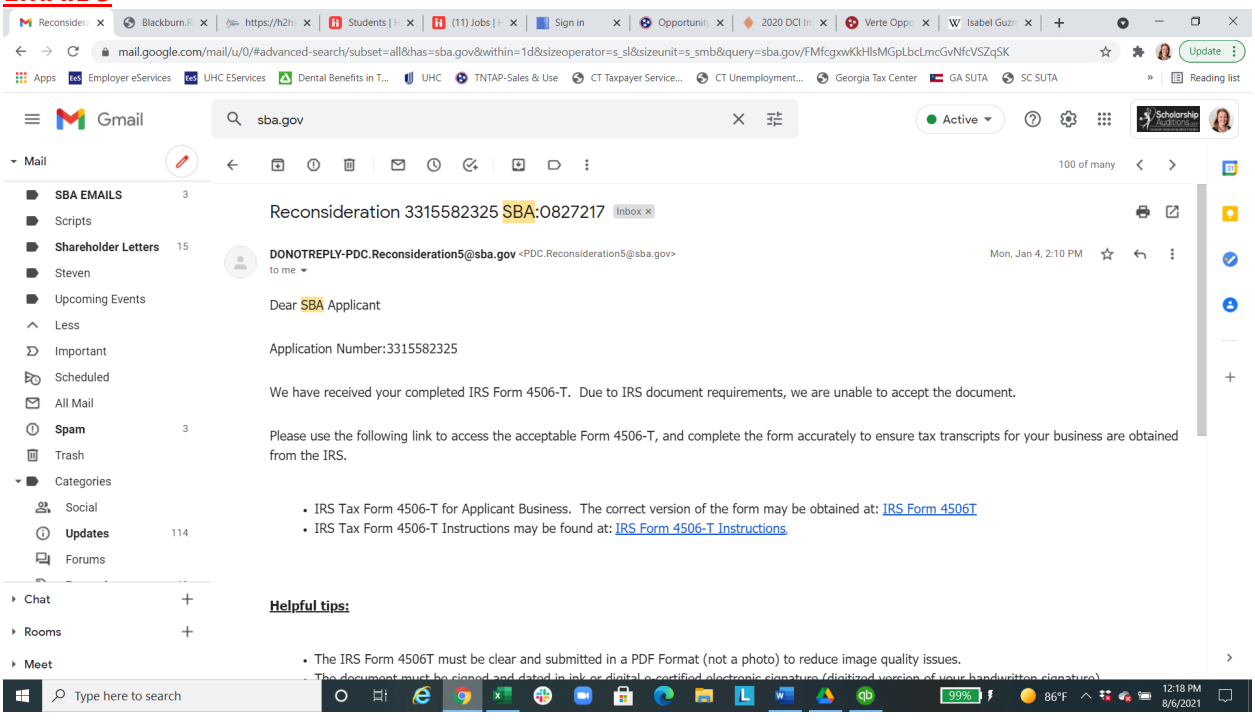
Donette W. Bayne

Title (if line 1a above is a corporation, partnership, estate, or trust)

Spouse's signature — **Date**

For Privacy Act and Paperwork Reduction Act Notice, see page 2. Cat. No. 37667N Form **4506-T** (Rev. 6-2019)

EMAIL 9



Gmail — sba.gov

Reconsideration 3315582325 SBA:0827217 Inbox

DONOTREPLY-PDC.Reconsideration5@sba.gov <PDC.Reconsideration5@sba.gov> Mon, Jan 4, 2:10 PM

to me

Dear SBA Applicant

Application Number:3315582325

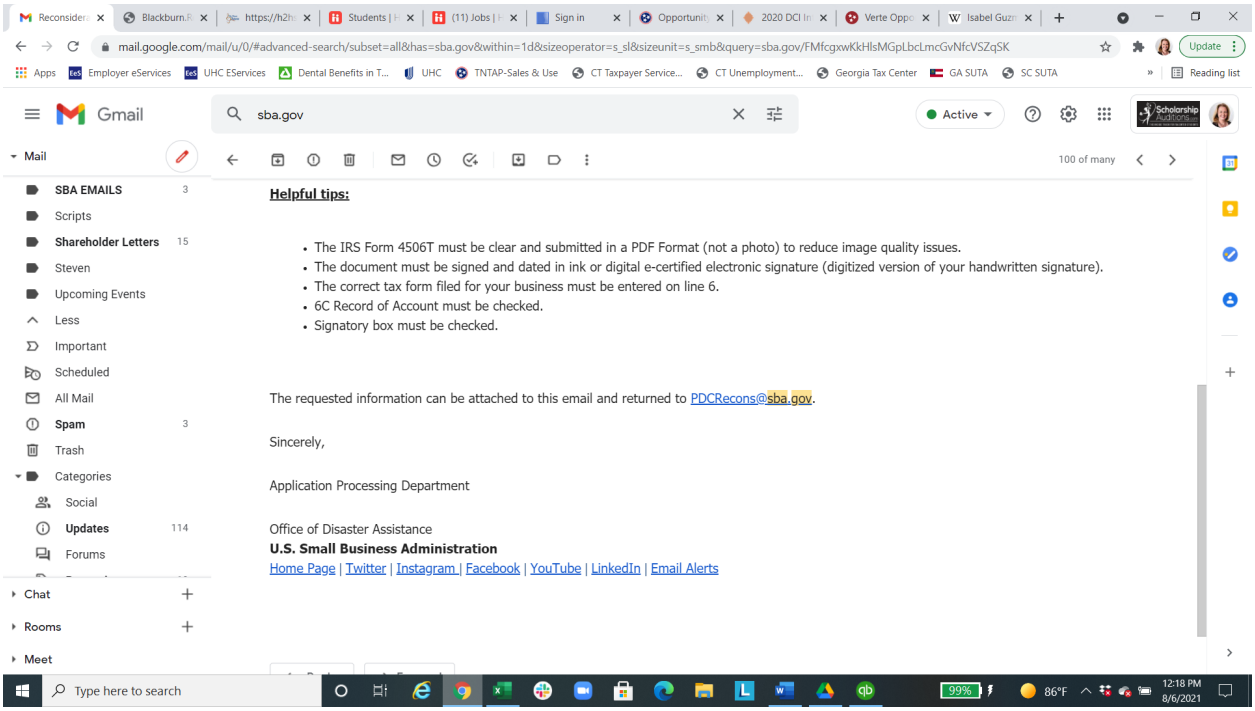
We have received your completed IRS Form 4506-T. Due to IRS document requirements, we are unable to accept the document.

Please use the following link to access the acceptable Form 4506-T, and complete the form accurately to ensure tax transcripts for your business are obtained from the IRS.

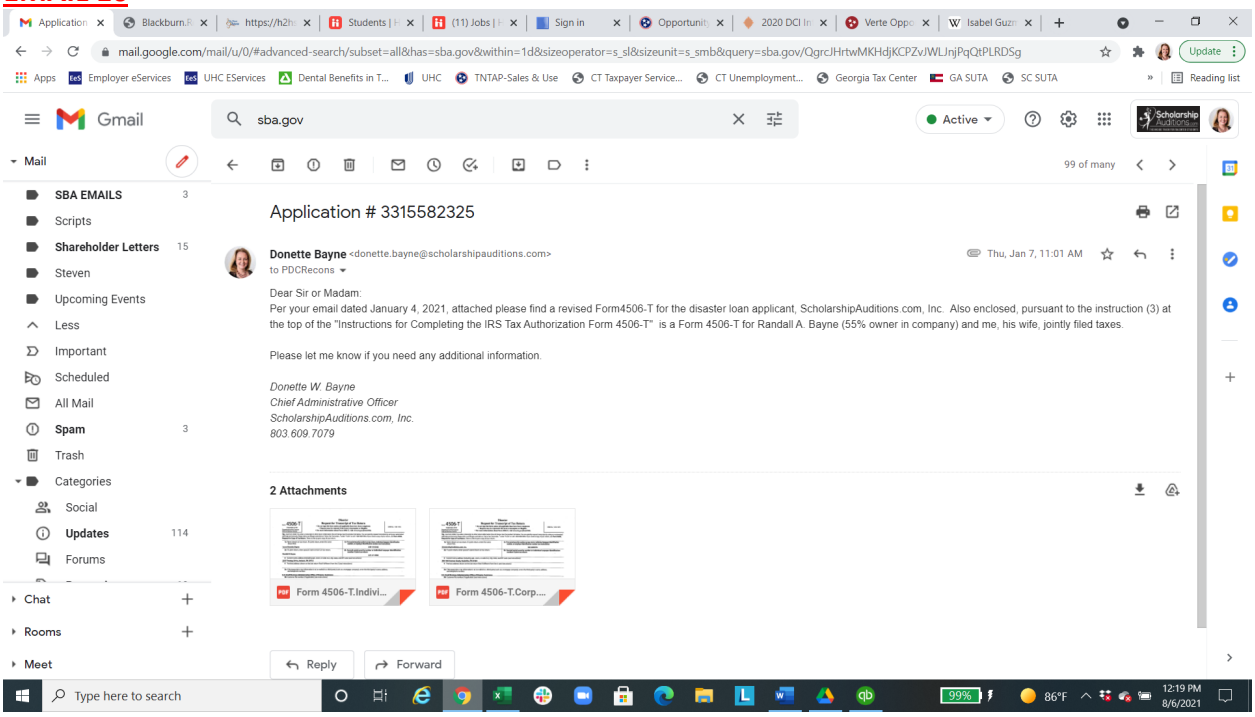
- IRS Tax Form 4506-T for Applicant Business. The correct version of the form may be obtained at: IRS Form 4506T
- IRS Tax Form 4506-T Instructions may be found at: IRS Form 4506-T Instructions

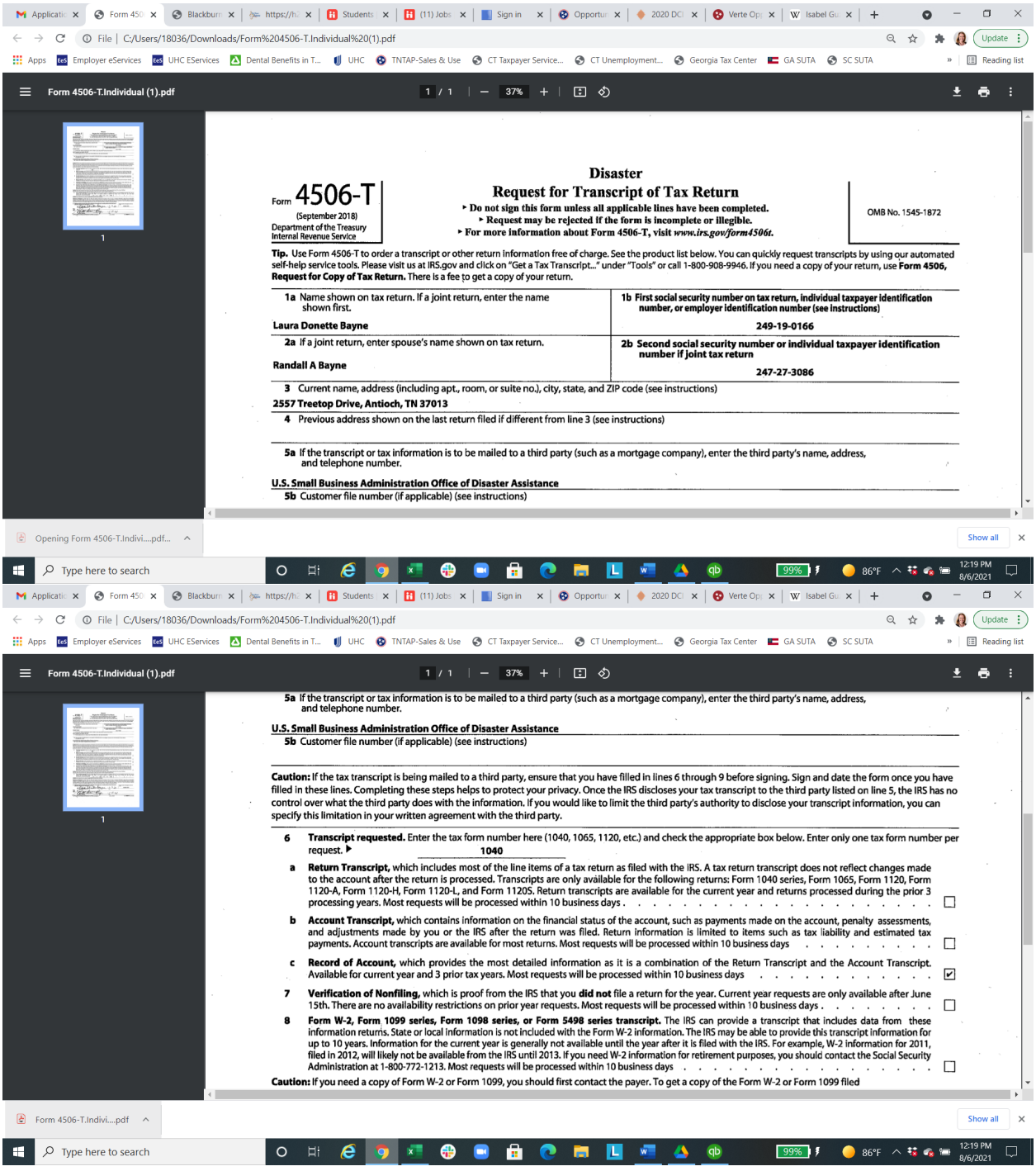
Helpful tips:

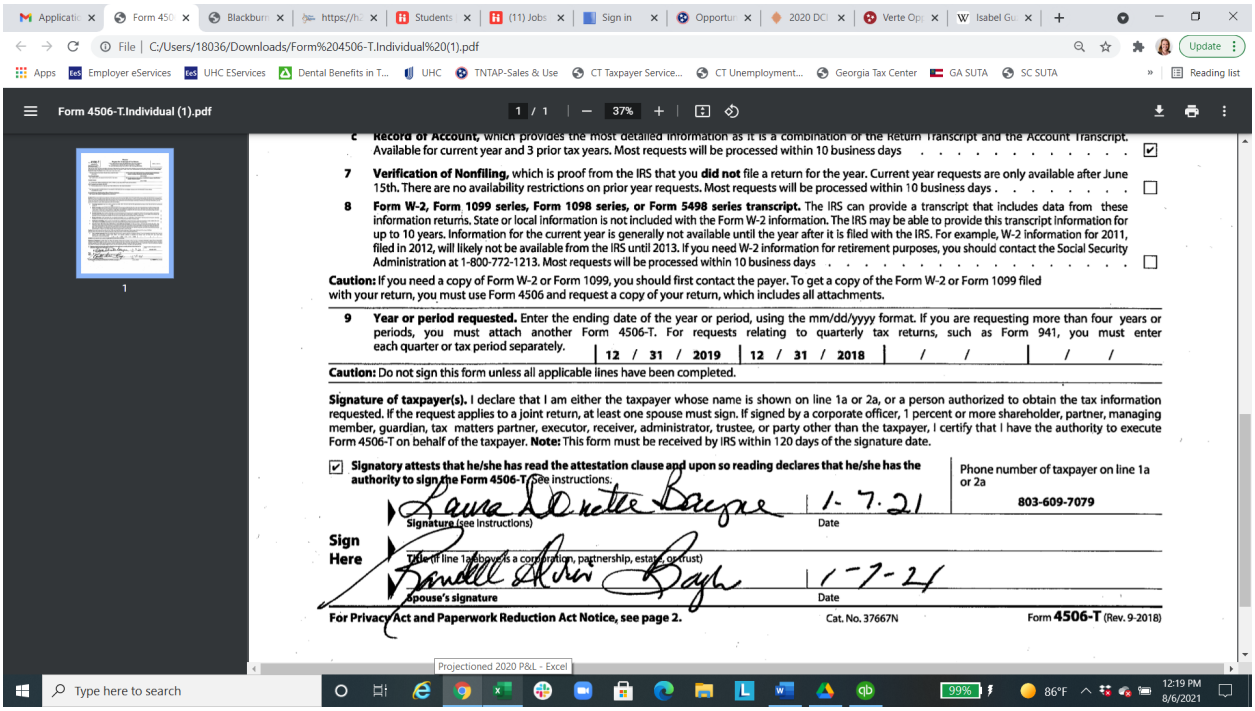
- The IRS Form 4506T must be clear and submitted in a PDF Format (not a photo) to reduce image quality issues.

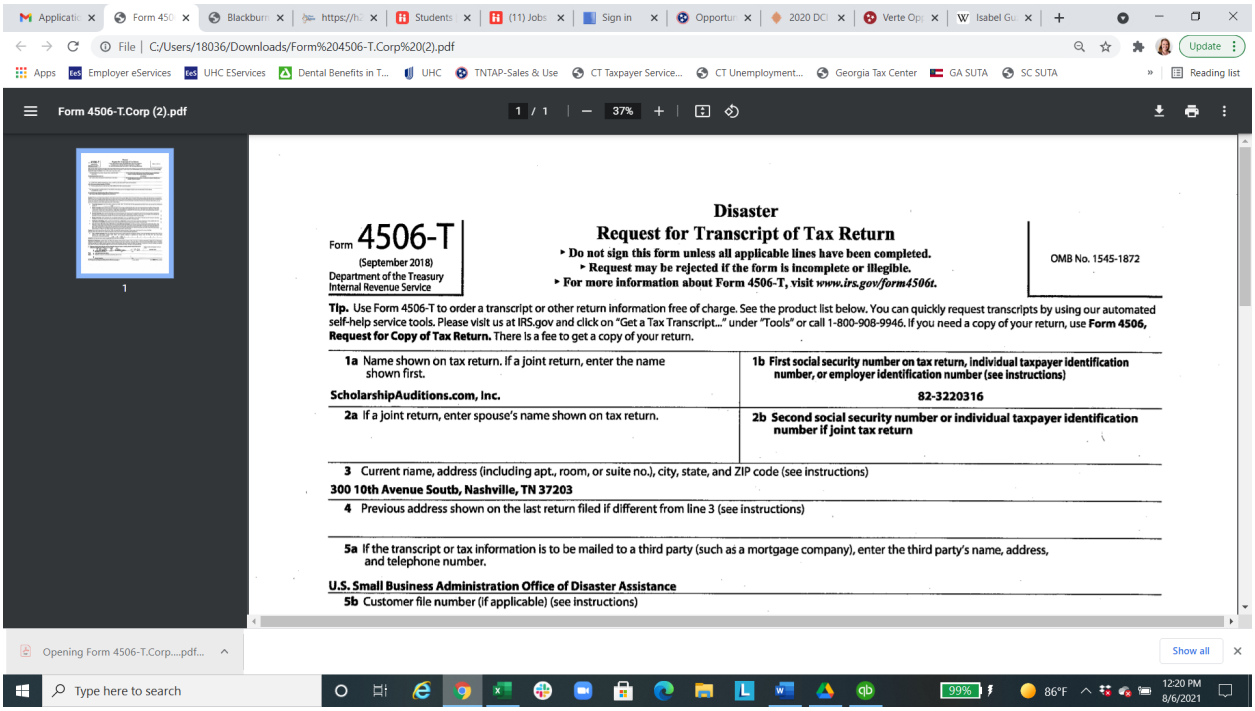

mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgxwKkHlsMGpLbcLmcGvNfcVSZqSK
Gmail
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Scripts
Shareholder Letters 15
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 114
Forums
Chat
Rooms
Meet
100 of many
Helpful tips:
The IRS Form 4506T must be clear and submitted in a PDF Format (not a photo) to reduce image quality issues.
The document must be signed and dated in ink or digital e-certified electronic signature (digitized version of your handwritten signature).
The correct tax form filed for your business must be entered on line 6.
6C Record of Account must be checked.
Signatory box must be checked.
The requested information can be attached to this email and returned to PDCRecons@sba.gov.
Sincerely,
Application Processing Department
Office of Disaster Assistance
U.S. Small Business Administration
Home Page | Twitter | Instagram | Facebook | YouTube | LinkedIn | Email Alerts
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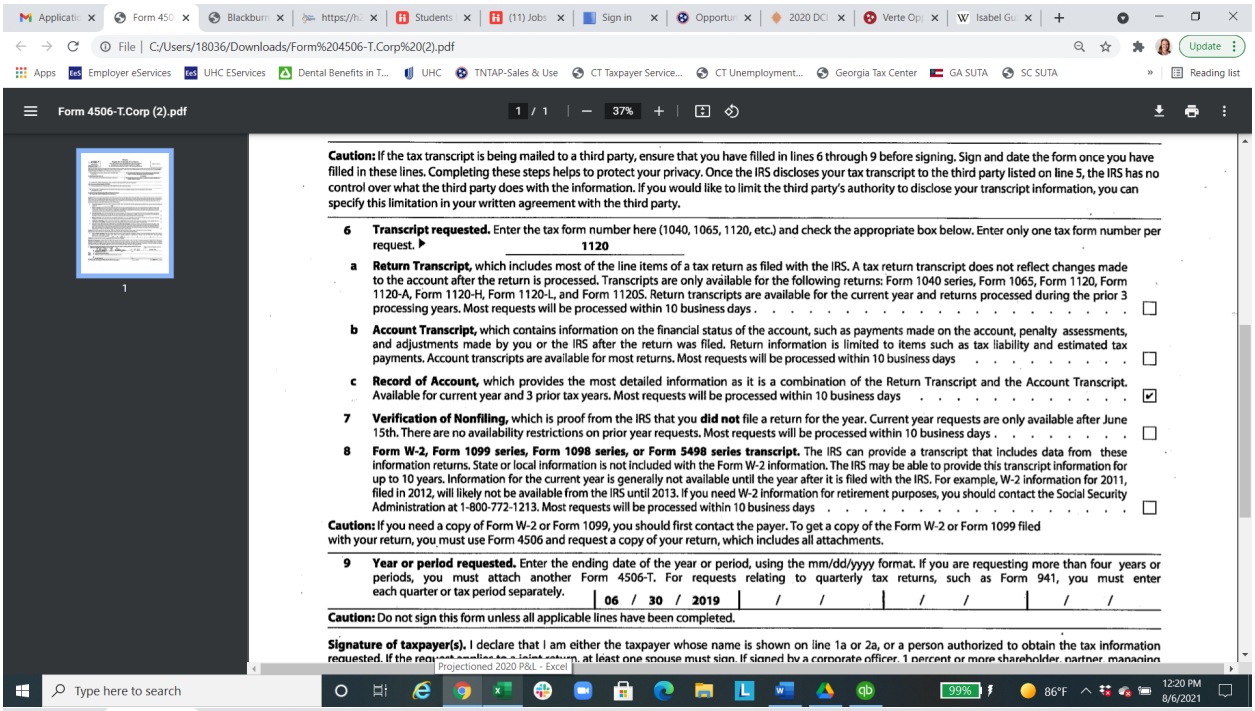
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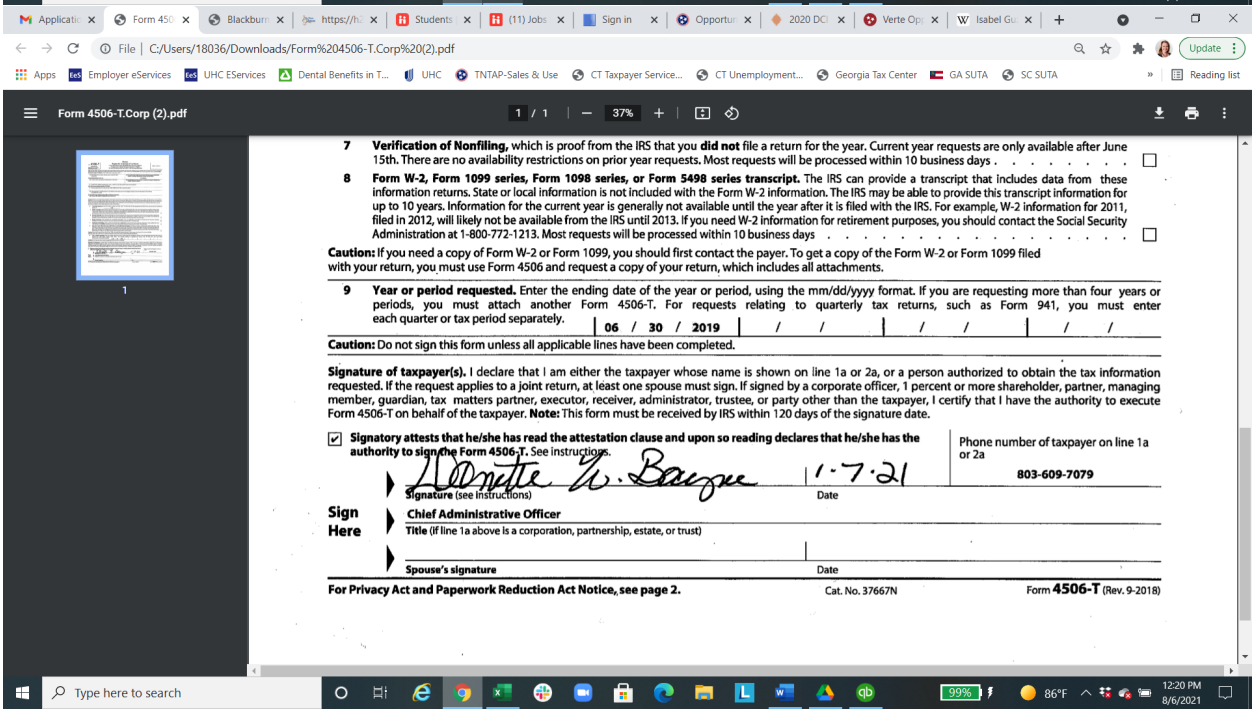

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Gmail
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Steven
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Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 114
Forums
Chat
Rooms
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99 of many
Application # 3315582325
Donette Bayne <donette.bayne@scholarshipauditions.com>
to PDCRecons
Thu, Jan 7, 11:01 AM
Dear Sir or Madam:
Per your email dated January 4, 2021, attached please find a revised Form4506-T for the disaster loan applicant, ScholarshipAuditions.com, Inc. Also enclosed, pursuant to the instruction (3) at the top of the "Instructions for Completing the IRS Tax Authorization Form 4506-T" is a Form 4506-T for Randall A. Bayne (55% owner in company) and me, his wife, jointly filed taxes.
Please let me know if you need any additional information.
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
2 Attachments
Form 4506-T.Indivi...
Form 4506-T.Corp....
Reply
Forward
Type here to search
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8/6/2021


Form 4506-T.Individual (1).pdf
Form 4506-T
(September 2018)
Department of the Treasury
Internal Revenue Service
Disaster
Request for Transcript of Tax Return
▸ Do not sign this form unless all applicable lines have been completed.
▸ Request may be rejected if the form is incomplete or illegible.
▸ For more information about Form 4506-T, visit www.irs.gov/form4506t.
OMB No. 1545-1872
Tip. Use Form 4506-T to order a transcript or other return information free of charge. See the product list below. You can quickly request transcripts by using our automated self-help service tools. Please visit us at IRS.gov and click on "Get a Tax Transcript..." under "Tools" or call 1-800-908-9946. If you need a copy of your return, use Form 4506, Request for Copy of Tax Return. There is a fee to get a copy of your return.
1a Name shown on tax return. If a joint return, enter the name shown first.
Laura Donette Bayne
1b First social security number on tax return, individual taxpayer identification number, or employer identification number (see instructions)
249-19-0166
2a If a joint return, enter spouse's name shown on tax return.
Randall A Bayne
2b Second social security number or individual taxpayer identification number if joint tax return
247-27-3086
3 Current name, address (including apt., room, or suite no.), city, state, and ZIP code (see instructions)
2557 Treetop Drive, Antioch, TN 37013
4 Previous address shown on the last return filed if different from line 3 (see instructions)
5a If the transcript or tax information is to be mailed to a third party (such as a mortgage company), enter the third party's name, address, and telephone number.
U.S. Small Business Administration Office of Disaster Assistance
5b Customer file number (if applicable) (see instructions)
Caution: If the tax transcript is being mailed to a third party, ensure that you have filled in lines 6 through 9 before signing. Sign and date the form once you have filled in these lines. Completing these steps helps to protect your privacy. Once the IRS discloses your tax transcript to the third party listed on line 5, the IRS has no control over what the third party does with the information. If you would like to limit the third party's authority to disclose your transcript information, you can specify this limitation in your written agreement with the third party.
6 Transcript requested. Enter the tax form number here (1040, 1065, 1120, etc.) and check the appropriate box below. Enter only one tax form number per request. ▸ 1040
a Return Transcript, which includes most of the line items of a tax return as filed with the IRS. A tax return transcript does not reflect changes made to the account after the return is processed. Transcripts are only available for the following returns: Form 1040 series, Form 1065, Form 1120, Form 1120-A, Form 1120-H, Form 1120-L, and Form 1120S. Return transcripts are available for the current year and returns processed during the prior 3 processing years. Most requests will be processed within 10 business days
b Account Transcript, which contains information on the financial status of the account, such as payments made on the account, penalty assessments, and adjustments made by you or the IRS after the return was filed. Return information is limited to items such as tax liability and estimated tax payments. Account transcripts are available for most returns. Most requests will be processed within 10 business days
c Record of Account, which provides the most detailed information as it is a combination of the Return Transcript and the Account Transcript. Available for current year and 3 prior tax years. Most requests will be processed within 10 business days
7 Verification of Nonfiling, which is proof from the IRS that you did not file a return for the year. Current year requests are only available after June 15th. There are no availability restrictions on prior year requests. Most requests will be processed within 10 business days
8 Form W-2, Form 1099 series, Form 1098 series, or Form 5498 series transcript. The IRS can provide a transcript that includes data from these information returns. State or local information is not included with the Form W-2 information. The IRS may be able to provide this transcript information for up to 10 years. Information for the current year is generally not available until the year after it is filed with the IRS. For example, W-2 information for 2011, filed in 2012, will likely not be available from the IRS until 2013. If you need W-2 information for retirement purposes, you should contact the Social Security Administration at 1-800-772-1213. Most requests will be processed within 10 business days
Caution: If you need a copy of Form W-2 or Form 1099, you should first contact the payer. To get a copy of the Form W-2 or Form 1099 filed

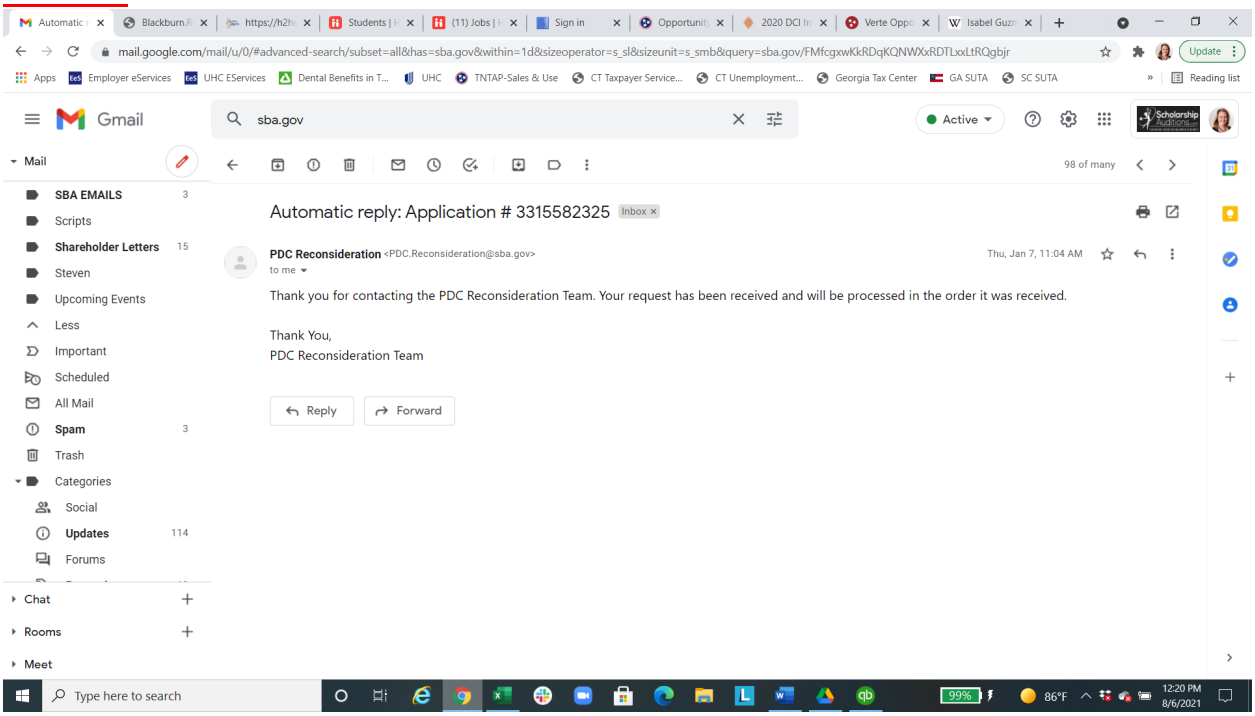

Form 4506-T.Individual (1).pdf
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Caution: If you need a copy of Form W-2 or Form 1099, you should first contact the payer. To get a copy of the Form W-2 or Form 1099 filed with your return, you must use Form 4506 and request a copy of your return, which includes all attachments.
9 Year or period requested. Enter the ending date of the year or period, using the mm/dd/yyyy format. If you are requesting more than four years or periods, you must attach another Form 4506-T. For requests relating to quarterly tax returns, such as Form 941, you must enter each quarter or tax period separately.
12 / 31 / 2019
12 / 31 / 2018
Caution: Do not sign this form unless all applicable lines have been completed.
Signature of taxpayer(s). I declare that I am either the taxpayer whose name is shown on line 1a or 2a, or a person authorized to obtain the tax information requested. If the request applies to a joint return, at least one spouse must sign. If signed by a corporate officer, 1 percent or more shareholder, partner, managing member, guardian, tax matters partner, executor, receiver, administrator, trustee, or party other than the taxpayer, I certify that I have the authority to execute Form 4506-T on behalf of the taxpayer. Note: This form must be received by IRS within 120 days of the signature date.
Signatory attests that he/she has read the attestation clause and upon so reading declares that he/she has the authority to sign the Form 4506-T. See instructions.
Phone number of taxpayer on line 1a or 2a
803-609-7079
Signature (see instructions)
Date
1-7-21
Sign Here
Title (if line 1a above is a corporation, partnership, estate, or trust)
Spouse's signature
Date
1-7-21
For Privacy Act and Paperwork Reduction Act Notice, see page 2.
Cat. No. 37667N
Form 4506-T (Rev. 9-2018)


Form 4506-T.Corp (2).pdf
Form 4506-T
(September 2018)
Department of the Treasury
Internal Revenue Service
Disaster
Request for Transcript of Tax Return
▸ Do not sign this form unless all applicable lines have been completed.
▸ Request may be rejected if the form is incomplete or illegible.
▸ For more information about Form 4506-T, visit www.irs.gov/form4506t.
OMB No. 1545-1872
Tip. Use Form 4506-T to order a transcript or other return information free of charge. See the product list below. You can quickly request transcripts by using our automated self-help service tools. Please visit us at IRS.gov and click on "Get a Tax Transcript..." under "Tools" or call 1-800-908-9946. If you need a copy of your return, use Form 4506, Request for Copy of Tax Return. There is a fee to get a copy of your return.
1a Name shown on tax return. If a joint return, enter the name shown first.
ScholarshipAuditions.com, Inc.
1b First social security number on tax return, individual taxpayer identification number, or employer identification number (see instructions)
82-3220316
2a If a joint return, enter spouse's name shown on tax return.
2b Second social security number or individual taxpayer identification number if joint tax return
3 Current name, address (including apt., room, or suite no.), city, state, and ZIP code (see instructions)
300 10th Avenue South, Nashville, TN 37203
4 Previous address shown on the last return filed if different from line 3 (see instructions)
5a If the transcript or tax information is to be mailed to a third party (such as a mortgage company), enter the third party's name, address, and telephone number.
U.S. Small Business Administration Office of Disaster Assistance
5b Customer file number (if applicable) (see instructions)


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Form 4506-T.Corp (2).pdf
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Caution: If the tax transcript is being mailed to a third party, ensure that you have filled in lines 6 through 9 before signing. Sign and date the form once you have filled in these lines. Completing these steps helps to protect your privacy. Once the IRS discloses your tax transcript to the third party listed on line 5, the IRS has no control over what the third party does with the information. If you would like to limit the third party's authority to disclose your transcript information, you can specify this limitation in your written agreement with the third party.
6 Transcript requested. Enter the tax form number here (1040, 1065, 1120, etc.) and check the appropriate box below. Enter only one tax form number per request. ▶ 1120
a Return Transcript, which includes most of the line items of a tax return as filed with the IRS. A tax return transcript does not reflect changes made to the account after the return is processed. Transcripts are only available for the following returns: Form 1040 series, Form 1065, Form 1120, Form 1120-A, Form 1120-H, Form 1120-L, and Form 1120S. Return transcripts are available for the current year and returns processed during the prior 3 processing years. Most requests will be processed within 10 business days
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9 Year or period requested. Enter the ending date of the year or period, using the mm/dd/yyyy format. If you are requesting more than four years or periods, you must attach another Form 4506-T. For requests relating to quarterly tax returns, such as Form 941, you must enter each quarter or tax period separately.
06 / 30 / 2019
Caution: Do not sign this form unless all applicable lines have been completed.
Signature of taxpayer(s). I declare that I am either the taxpayer whose name is shown on line 1a or 2a, or a person authorized to obtain the tax information
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7 Verification of Nonfiling, which is proof from the IRS that you did not file a return for the year. Current year requests are only available after June 15th. There are no availability restrictions on prior year requests. Most requests will be processed within 10 business days
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06 / 30 / 2019
Caution: Do not sign this form unless all applicable lines have been completed.
Signature of taxpayer(s). I declare that I am either the taxpayer whose name is shown on line 1a or 2a, or a person authorized to obtain the tax information requested. If the request applies to a joint return, at least one spouse must sign. If signed by a corporate officer, 1 percent or more shareholder, partner, managing member, guardian, tax matters partner, executor, receiver, administrator, trustee, or party other than the taxpayer, I certify that I have the authority to execute Form 4506-T on behalf of the taxpayer. Note: This form must be received by IRS within 120 days of the signature date.
Signatory attests that he/she has read the attestation clause and upon so reading declares that he/she has the authority to sign the Form 4506-T. See instructions.
Phone number of taxpayer on line 1a or 2a
803-609-7079
1·7·21
Signature (see instructions)
Date
Sign Here
Chief Administrative Officer
Title (if line 1a above is a corporation, partnership, estate, or trust)
Spouse's signature
Date
For Privacy Act and Paperwork Reduction Act Notice, see page 2.
Cat. No. 37667N
Form 4506-T (Rev. 9-2018)
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Automatic reply: Application # 3315582325 Inbox ×

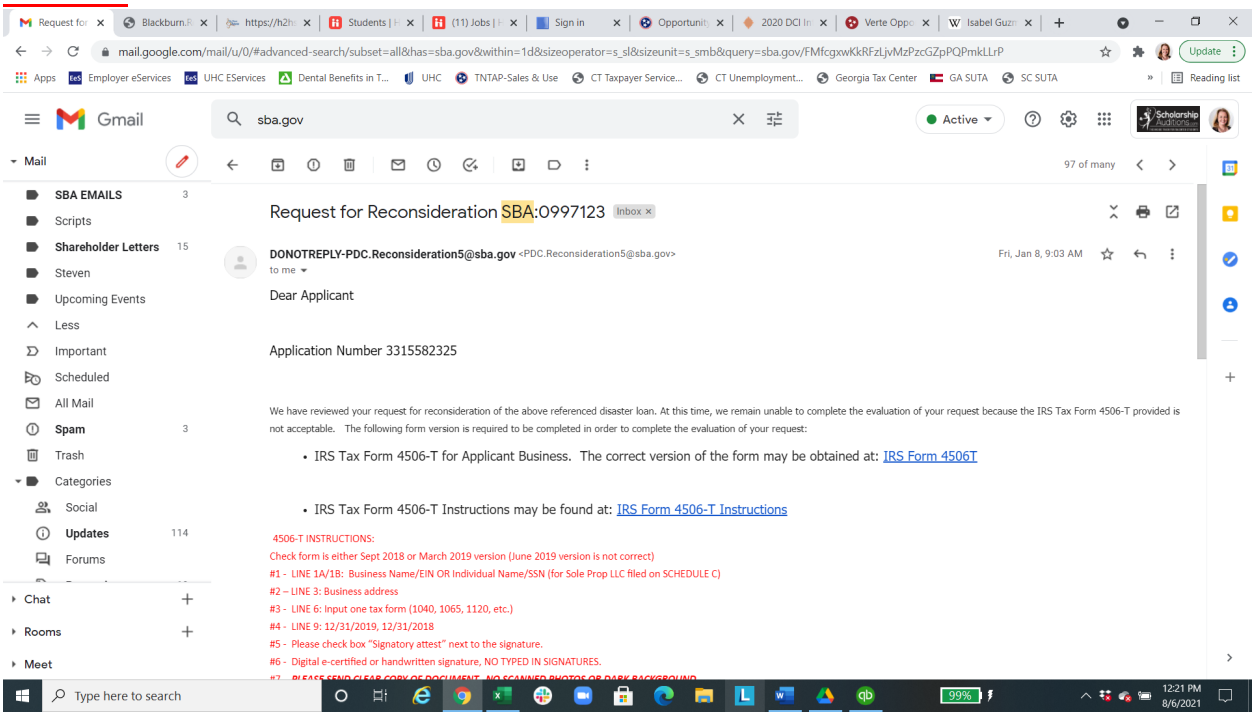
PDC Reconsideration <PDC.Reconsideration@sba.gov> Thu, Jan 7, 11:04 AM
to me

Thank you for contacting the PDC Reconsideration Team. Your request has been received and will be processed in the order it was received.

Thank You,
PDC Reconsideration Team

Reply Forward

EMAIL 12



Request for Reconsideration SBA:0997123 Inbox ×

DONOTREPLY-PDC.Reconsideration5@sba.gov <PDC.Reconsideration5@sba.gov> Fri, Jan 8, 9:03 AM
to me

Dear Applicant

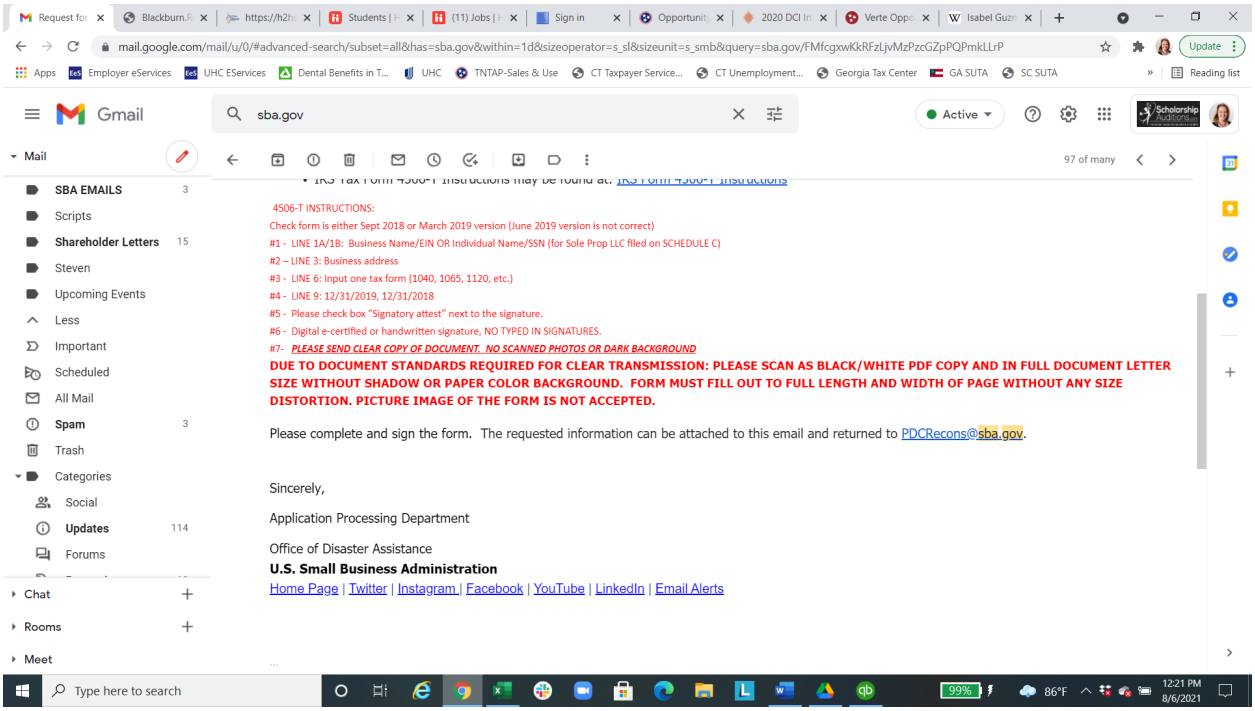
Application Number 3315582325

We have reviewed your request for reconsideration of the above referenced disaster loan. At this time, we remain unable to complete the evaluation of your request because the IRS Tax Form 4506-T provided is not acceptable. The following form version is required to be completed in order to complete the evaluation of your request:

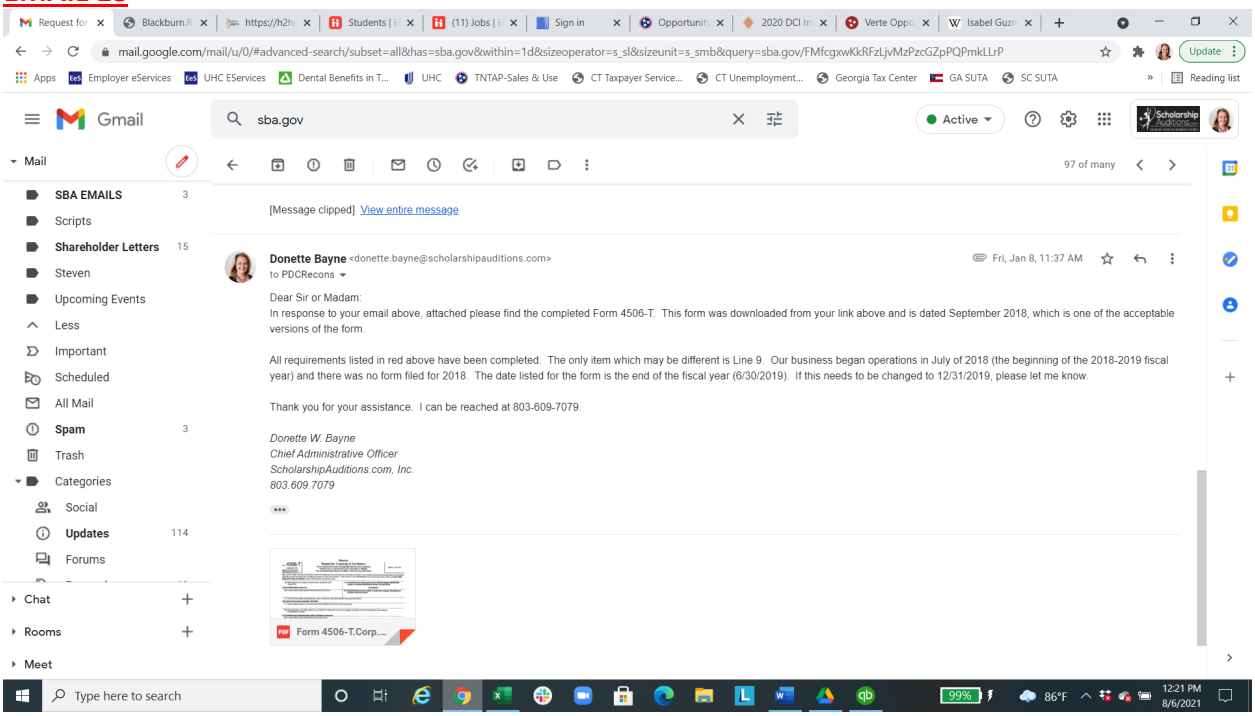
- IRS Tax Form 4506-T for Applicant Business. The correct version of the form may be obtained at: IRS Form 4506T

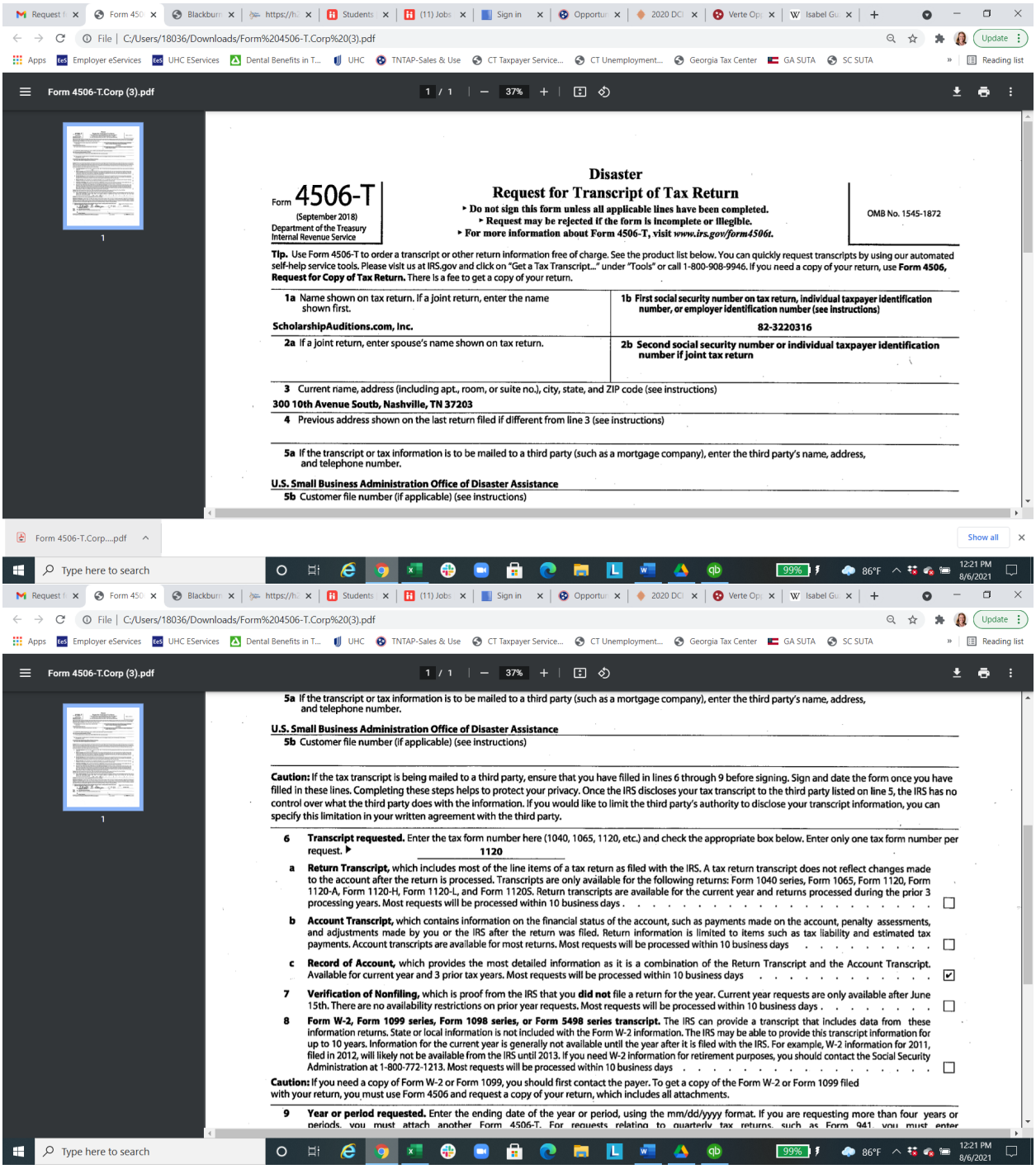
- IRS Tax Form 4506-T Instructions may be found at: IRS Form 4506-T Instructions

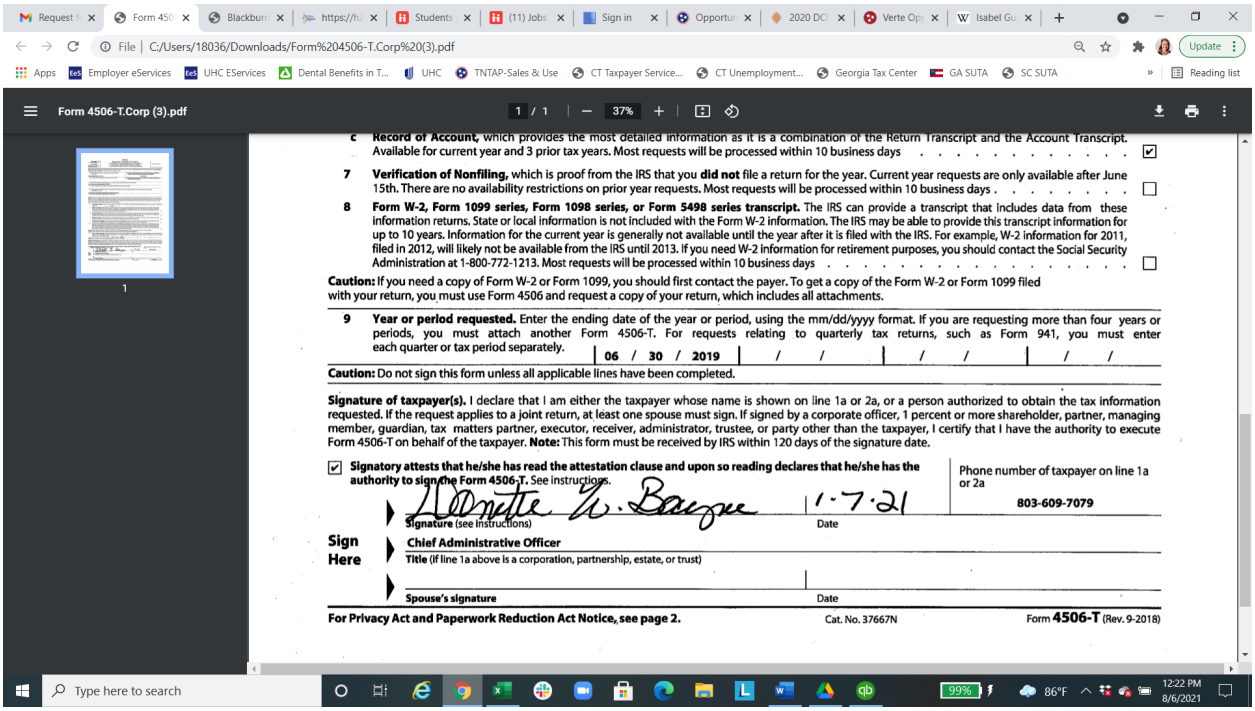
4506-T INSTRUCTIONS:
Check form is either Sept 2018 or March 2019 version (June 2019 version is not correct)
#1 - LINE 1A/1B: Business Name/EIN OR Individual Name/SSN (for Sole Prop LLC filed on SCHEDULE C)
#2 – LINE 3: Business address
#3 - LINE 6: Input one tax form (1040, 1065, 1120, etc.)
#4 - LINE 9: 12/31/2019, 12/31/2018
#5 - Please check box "Signatory attest" next to the signature.
#6 - Digital e-certified or handwritten signature, NO TYPED IN SIGNATURES.


sba.gov
Mail
SBA EMAILS 3
Scripts
Shareholder Letters 15
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 114
Forums
Chat
Rooms
Meet
97 of many
4506-T INSTRUCTIONS:
Check form is either Sept 2018 or March 2019 version (June 2019 version is not correct)
#1 - LINE 1A/1B: Business Name/EIN OR Individual Name/SSN (for Sole Prop LLC filed on SCHEDULE C)
#2 – LINE 3: Business address
#3 - LINE 6: Input one tax form (1040, 1065, 1120, etc.)
#4 - LINE 9: 12/31/2019, 12/31/2018
#5 - Please check box "Signatory attest" next to the signature.
#6 - Digital e-certified or handwritten signature, NO TYPED IN SIGNATURES.
#7- PLEASE SEND CLEAR COPY OF DOCUMENT. NO SCANNED PHOTOS OR DARK BACKGROUND
DUE TO DOCUMENT STANDARDS REQUIRED FOR CLEAR TRANSMISSION: PLEASE SCAN AS BLACK/WHITE PDF COPY AND IN FULL DOCUMENT LETTER SIZE WITHOUT SHADOW OR PAPER COLOR BACKGROUND. FORM MUST FILL OUT TO FULL LENGTH AND WIDTH OF PAGE WITHOUT ANY SIZE DISTORTION. PICTURE IMAGE OF THE FORM IS NOT ACCEPTED.
Please complete and sign the form. The requested information can be attached to this email and returned to PDCRecons@sba.gov.
Sincerely,
Application Processing Department
Office of Disaster Assistance
U.S. Small Business Administration
Home Page | Twitter | Instagram | Facebook | YouTube | LinkedIn | Email Alerts
Type here to search
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8/6/2021

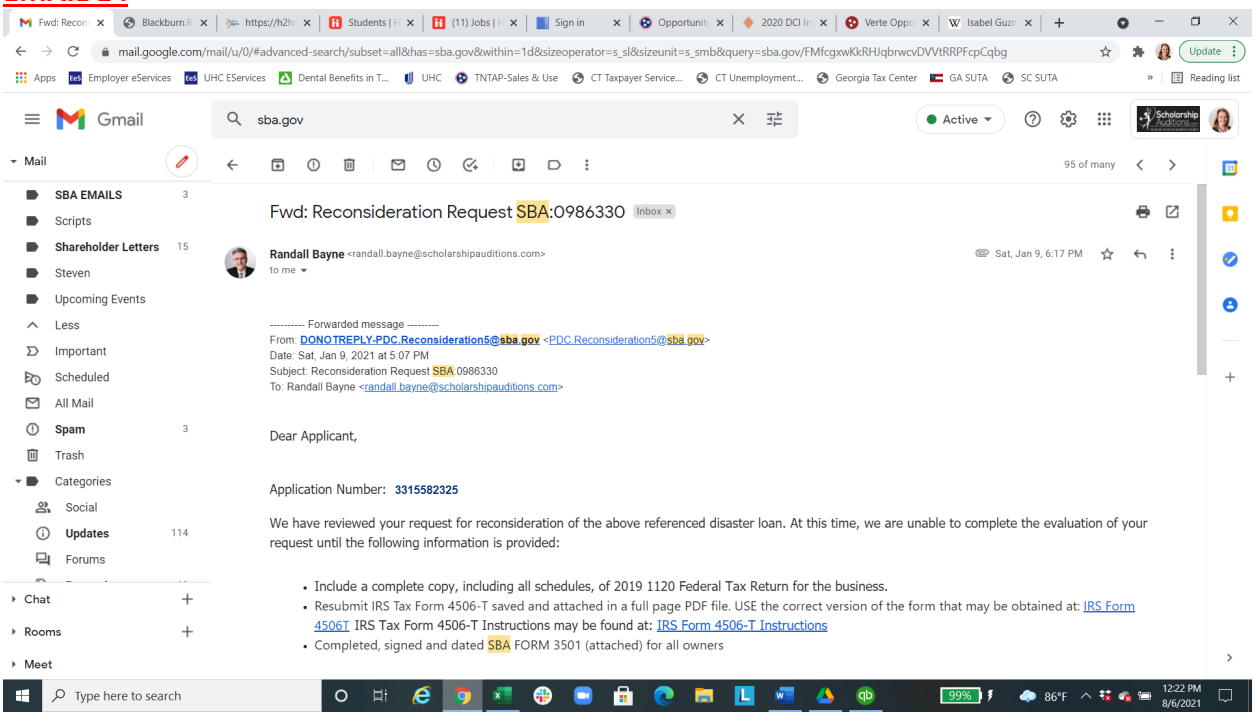
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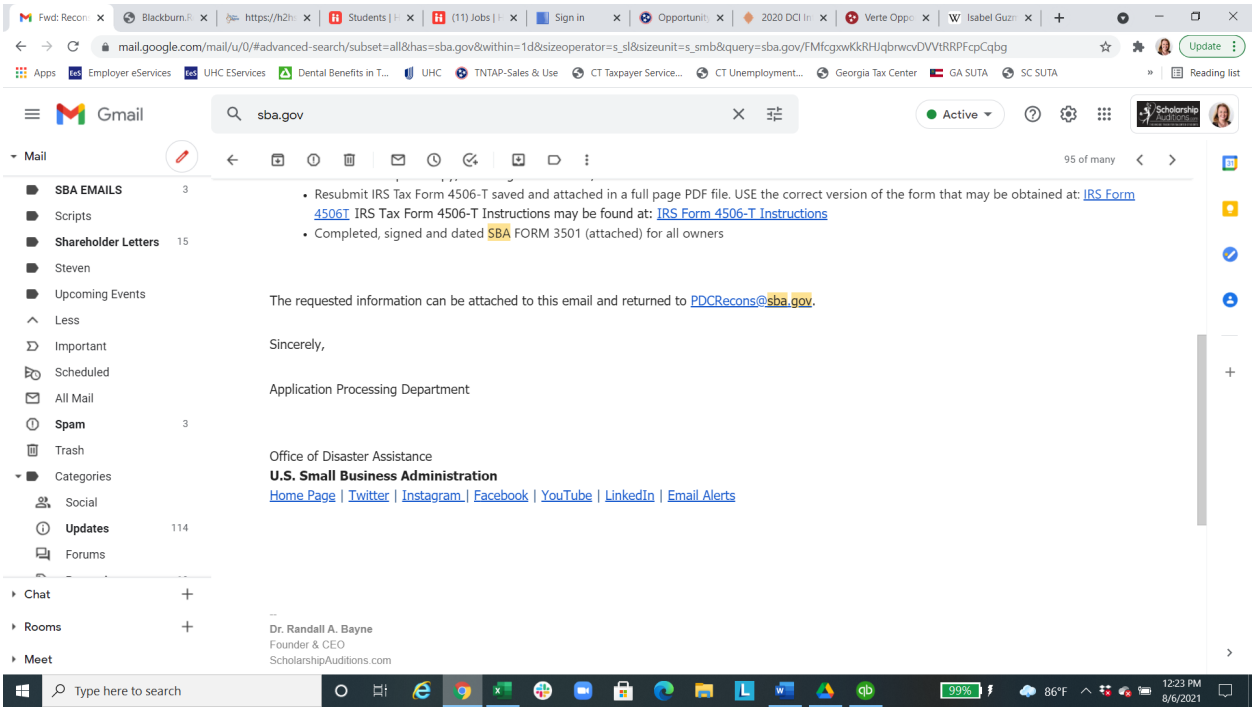

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SBA EMAILS 3
Scripts
Shareholder Letters 15
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 114
Forums
Chat
Rooms
Meet
97 of many
[Message clipped] View entire message
Donette Bayne <donette.bayne@scholarshipauditions.com>
Fri, Jan 8, 11:37 AM
to PDCRecons
Dear Sir or Madam:
In response to your email above, attached please find the completed Form 4506-T. This form was downloaded from your link above and is dated September 2018, which is one of the acceptable versions of the form.
All requirements listed in red above have been completed. The only item which may be different is Line 9. Our business began operations in July of 2018 (the beginning of the 2018-2019 fiscal year) and there was no form filed for 2018. The date listed for the form is the end of the fiscal year (6/30/2019). If this needs to be changed to 12/31/2019, please let me know.
Thank you for your assistance. I can be reached at 803-609-7079.
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Form 4506-T.Corp....
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8/6/2021


Form 4506-T.Corp (3).pdf
Form 4506-T
(September 2018)
Department of the Treasury
Internal Revenue Service
Disaster
Request for Transcript of Tax Return
▸ Do not sign this form unless all applicable lines have been completed.
▸ Request may be rejected if the form is incomplete or illegible.
▸ For more information about Form 4506-T, visit www.irs.gov/form4506t.
OMB No. 1545-1872
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1a Name shown on tax return. If a joint return, enter the name shown first.
ScholarshipAuditions.com, Inc.
1b First social security number on tax return, individual taxpayer identification number, or employer identification number (see instructions)
82-3220316
2a If a joint return, enter spouse's name shown on tax return.
2b Second social security number or individual taxpayer identification number if joint tax return
3 Current name, address (including apt., room, or suite no.), city, state, and ZIP code (see instructions)
300 10th Avenue Soutb, Nashville, TN 37203
4 Previous address shown on the last return filed if different from line 3 (see instructions)
5a If the transcript or tax information is to be mailed to a third party (such as a mortgage company), enter the third party's name, address, and telephone number.
U.S. Small Business Administration Office of Disaster Assistance
5b Customer file number (if applicable) (see instructions)
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Caution: If you need a copy of Form W-2 or Form 1099, you should first contact the payer. To get a copy of the Form W-2 or Form 1099 filed with your return, you must use Form 4506 and request a copy of your return, which includes all attachments.
9 Year or period requested. Enter the ending date of the year or period, using the mm/dd/yyyy format. If you are requesting more than four years or periods, you must attach another Form 4506-T. For requests relating to quarterly tax returns, such as Form 941, you must enter


Form 4506-T.Corp (3).pdf
c Record of Account, which provides the most detailed information as it is a combination of the Return Transcript and the Account Transcript. Available for current year and 3 prior tax years. Most requests will be processed within 10 business days
7 Verification of Nonfiling, which is proof from the IRS that you did not file a return for the year. Current year requests are only available after June 15th. There are no availability restrictions on prior year requests. Most requests will be processed within 10 business days
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Caution: If you need a copy of Form W-2 or Form 1099, you should first contact the payer. To get a copy of the Form W-2 or Form 1099 filed with your return, you must use Form 4506 and request a copy of your return, which includes all attachments.
9 Year or period requested. Enter the ending date of the year or period, using the mm/dd/yyyy format. If you are requesting more than four years or periods, you must attach another Form 4506-T. For requests relating to quarterly tax returns, such as Form 941, you must enter each quarter or tax period separately.
06 / 30 / 2019
Caution: Do not sign this form unless all applicable lines have been completed.
Signature of taxpayer(s). I declare that I am either the taxpayer whose name is shown on line 1a or 2a, or a person authorized to obtain the tax information requested. If the request applies to a joint return, at least one spouse must sign. If signed by a corporate officer, 1 percent or more shareholder, partner, managing member, guardian, tax matters partner, executor, receiver, administrator, trustee, or party other than the taxpayer, I certify that I have the authority to execute Form 4506-T on behalf of the taxpayer. Note: This form must be received by IRS within 120 days of the signature date.
Signatory attests that he/she has read the attestation clause and upon so reading declares that he/she has the authority to sign the Form 4506-T. See instructions.
Phone number of taxpayer on line 1a or 2a
803-609-7079
Signature (see instructions)
1-7-21
Date
Sign Here
Chief Administrative Officer
Title (if line 1a above is a corporation, partnership, estate, or trust)
Spouse's signature
Date
For Privacy Act and Paperwork Reduction Act Notice, see page 2.
Cat. No. 37667N
Form 4506-T (Rev. 9-2018)

EMAIL 14


Gmail
sba.gov
Fwd: Reconsideration Request SBA:0986330
Randall Bayne <randall.bayne@scholarshipauditions.com>
---------- Forwarded message ---------
From: DONOTREPLY-PDC.Reconsideration5@sba.gov <PDC.Reconsideration5@sba.gov>
Date: Sat, Jan 9, 2021 at 5:07 PM
Subject: Reconsideration Request SBA 0986330
To: Randall Bayne <randall.bayne@scholarshipauditions.com>
Dear Applicant,
Application Number: 3315582325
We have reviewed your request for reconsideration of the above referenced disaster loan. At this time, we are unable to complete the evaluation of your request until the following information is provided:
Include a complete copy, including all schedules, of 2019 1120 Federal Tax Return for the business.
Resubmit IRS Tax Form 4506-T saved and attached in a full page PDF file. USE the correct version of the form that may be obtained at: IRS Form 4506T IRS Tax Form 4506-T Instructions may be found at: IRS Form 4506-T Instructions
Completed, signed and dated SBA FORM 3501 (attached) for all owners



- Resubmit IRS Tax Form 4506-T saved and attached in a full page PDF file. USE the correct version of the form that may be obtained at: IRS Form 4506T IRS Tax Form 4506-T Instructions may be found at: IRS Form 4506-T Instructions
- Completed, signed and dated SBA FORM 3501 (attached) for all owners

The requested information can be attached to this email and returned to PDCRecons@sba.gov.

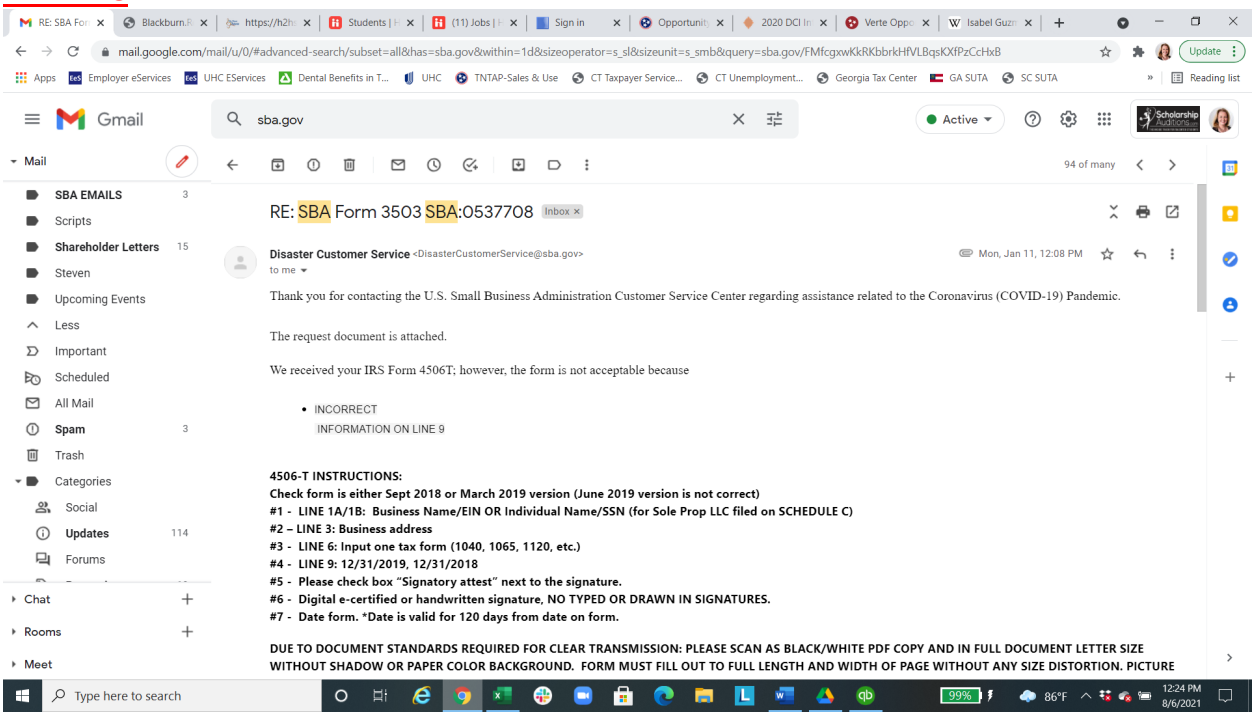
Sincerely,

Application Processing Department

Office of Disaster Assistance
U.S. Small Business Administration
Home Page | Twitter | Instagram | Facebook | YouTube | LinkedIn | Email Alerts

Dr. Randall A. Bayne
Founder & CEO
ScholarshipAuditions.com

EMAIL 15



RE: SBA Form 3503 SBA:0537708

Disaster Customer Service <DisasterCustomerService@sba.gov> Mon, Jan 11, 12:08 PM
to me

Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic.

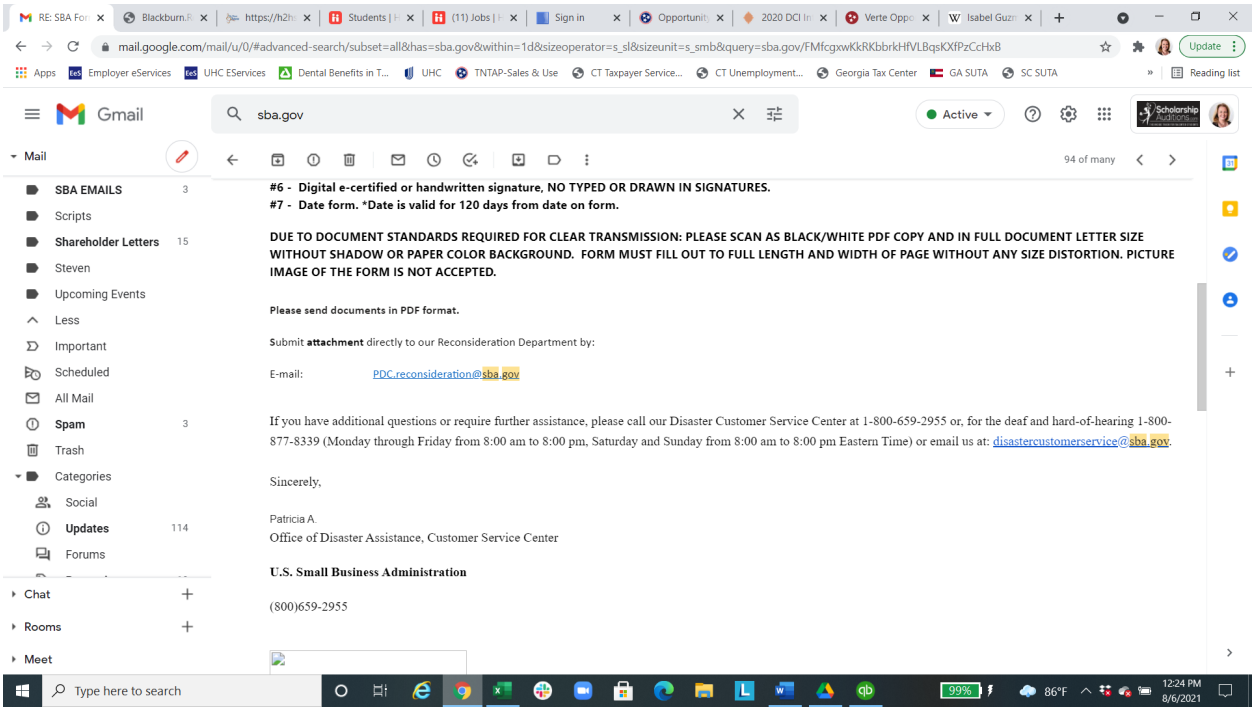
The request document is attached.

We received your IRS Form 4506T; however, the form is not acceptable because

- INCORRECT
  INFORMATION ON LINE 9

4506-T INSTRUCTIONS:
Check form is either Sept 2018 or March 2019 version (June 2019 version is not correct)
#1 - LINE 1A/1B: Business Name/EIN OR Individual Name/SSN (for Sole Prop LLC filed on SCHEDULE C)
#2 – LINE 3: Business address
#3 - LINE 6: Input one tax form (1040, 1065, 1120, etc.)
#4 - LINE 9: 12/31/2019, 12/31/2018
#5 - Please check box "Signatory attest" next to the signature.
#6 - Digital e-certified or handwritten signature, NO TYPED OR DRAWN IN SIGNATURES.
#7 - Date form. *Date is valid for 120 days from date on form.

DUE TO DOCUMENT STANDARDS REQUIRED FOR CLEAR TRANSMISSION: PLEASE SCAN AS BLACK/WHITE PDF COPY AND IN FULL DOCUMENT LETTER SIZE WITHOUT SHADOW OR PAPER COLOR BACKGROUND. FORM MUST FILL OUT TO FULL LENGTH AND WIDTH OF PAGE WITHOUT ANY SIZE DISTORTION. PICTURE



#6 - Digital e-certified or handwritten signature, NO TYPED OR DRAWN IN SIGNATURES.
#7 - Date form. *Date is valid for 120 days from date on form.

DUE TO DOCUMENT STANDARDS REQUIRED FOR CLEAR TRANSMISSION: PLEASE SCAN AS BLACK/WHITE PDF COPY AND IN FULL DOCUMENT LETTER SIZE WITHOUT SHADOW OR PAPER COLOR BACKGROUND. FORM MUST FILL OUT TO FULL LENGTH AND WIDTH OF PAGE WITHOUT ANY SIZE DISTORTION. PICTURE IMAGE OF THE FORM IS NOT ACCEPTED.

Please send documents in PDF format.

Submit **attachment** directly to our Reconsideration Department by:

E-mail: PDC.reconsideration@sba.gov

If you have additional questions or require further assistance, please call our Disaster Customer Service Center at 1-800-659-2955 or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.

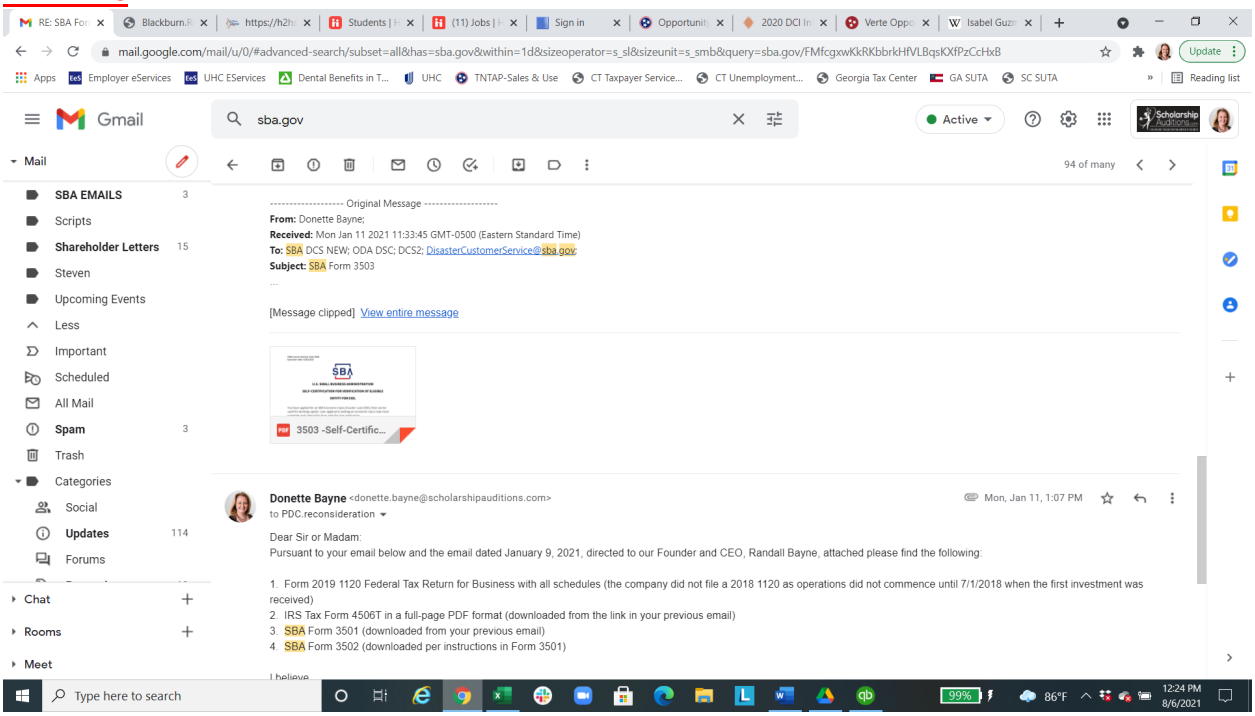
Sincerely,

Patricia A.
Office of Disaster Assistance, Customer Service Center

U.S. Small Business Administration

(800)659-2955

EMAIL 16



---------- Original Message ----------
From: Donette Bayne;
Received: Mon Jan 11 2021 11:33:45 GMT-0500 (Eastern Standard Time)
To: SBA DCS NEW; ODA DSC; DCS2; DisasterCustomerService@sba.gov;
Subject: SBA Form 3503

[Message clipped] View entire message

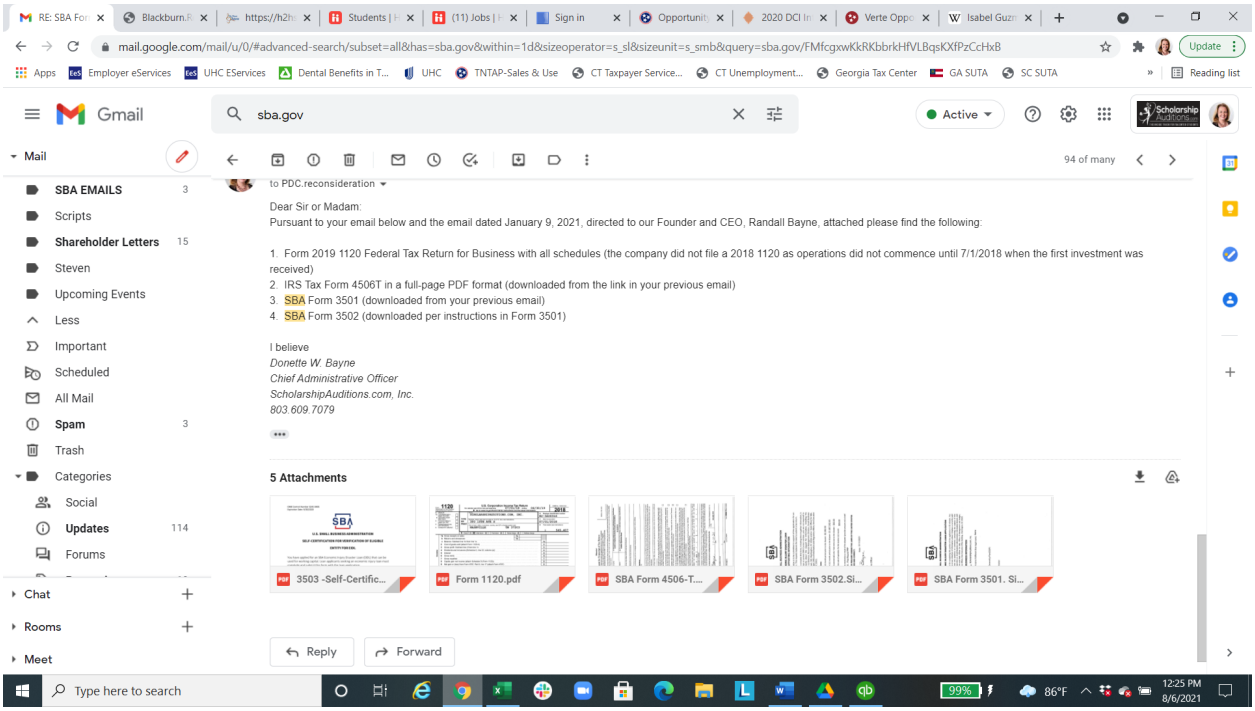
3503 -Self-Certific...

Donette Bayne <donette.bayne@scholarshipauditions.com> Mon, Jan 11, 1:07 PM
to PDC.reconsideration

Dear Sir or Madam:
Pursuant to your email below and the email dated January 9, 2021, directed to our Founder and CEO, Randall Bayne, attached please find the following:

1. Form 2019 1120 Federal Tax Return for Business with all schedules (the company did not file a 2018 1120 as operations did not commence until 7/1/2018 when the first investment was received)
2. IRS Tax Form 4506T in a full-page PDF format (downloaded from the link in your previous email)
3. SBA Form 3501 (downloaded from your previous email)
4. SBA Form 3502 (downloaded per instructions in Form 3501)

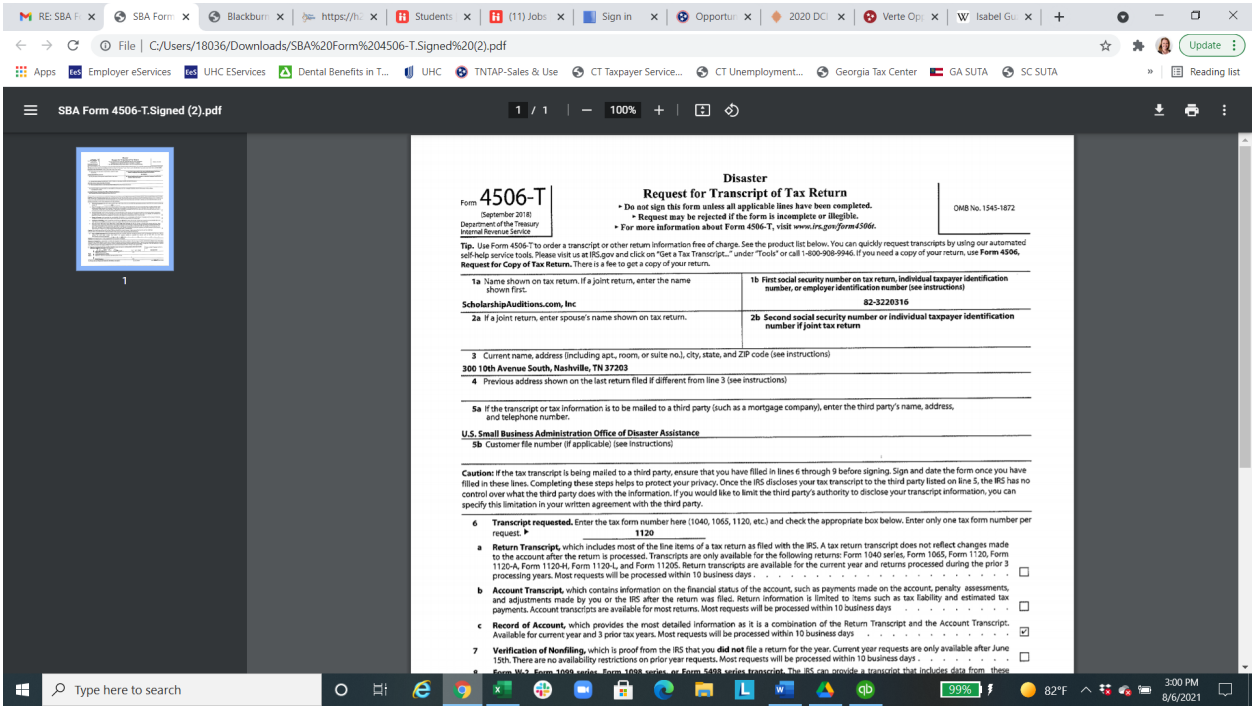
I believe

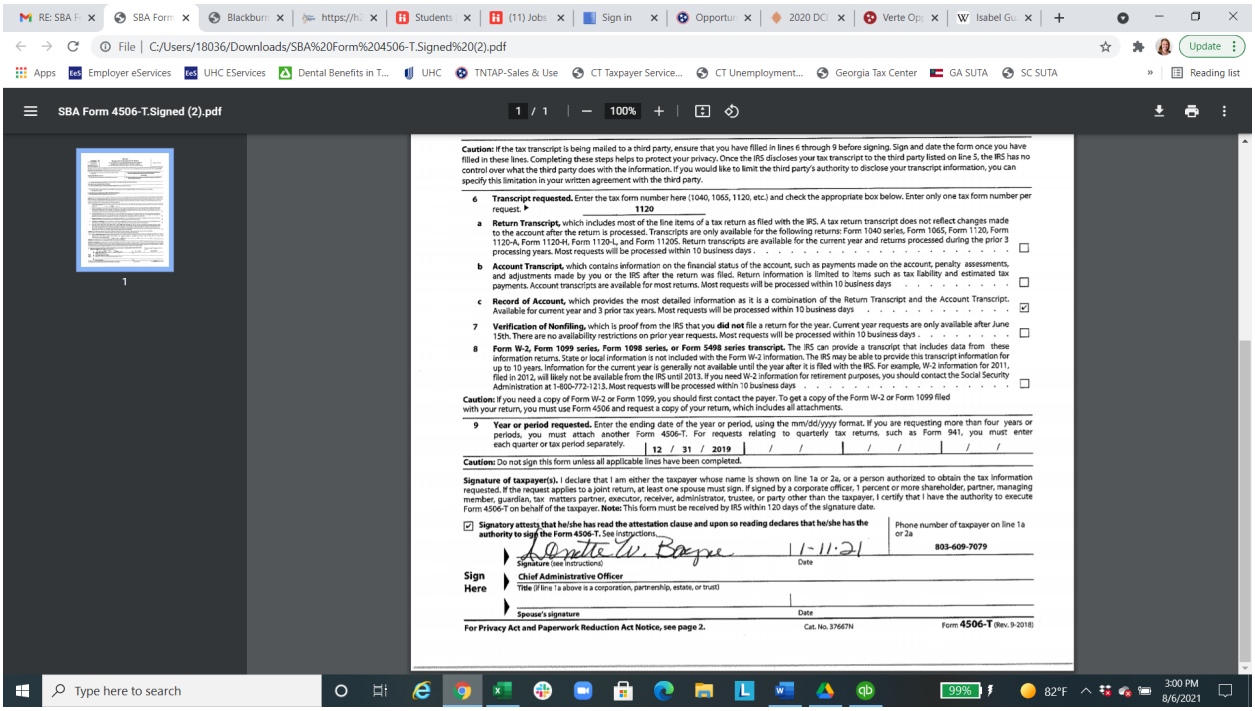


[SBA LOAN APPLICATION INCLUDED WITH EMAIL]

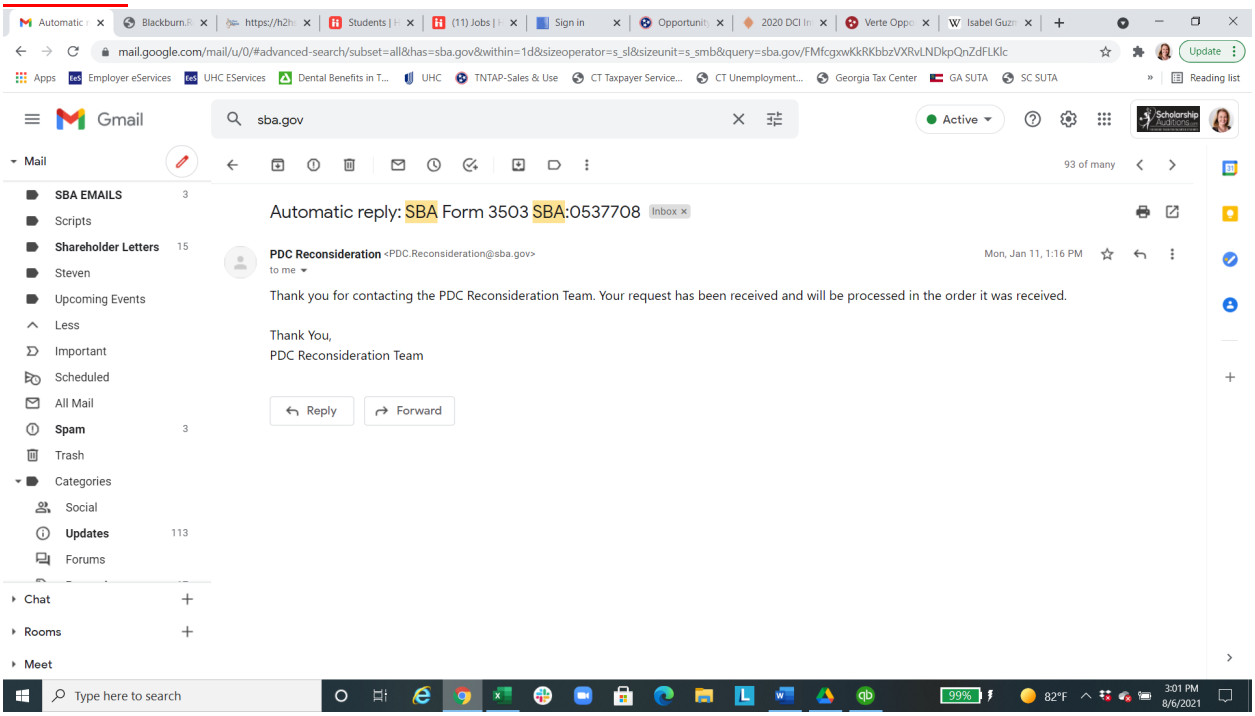
[SBA FORM 3502 INCLUDED WITH EMAIL]

[2018 – 2019 CORPORATE TAX FORM 1120 WITH ATTACHMENTS INCLUDED WITH EMAIL]

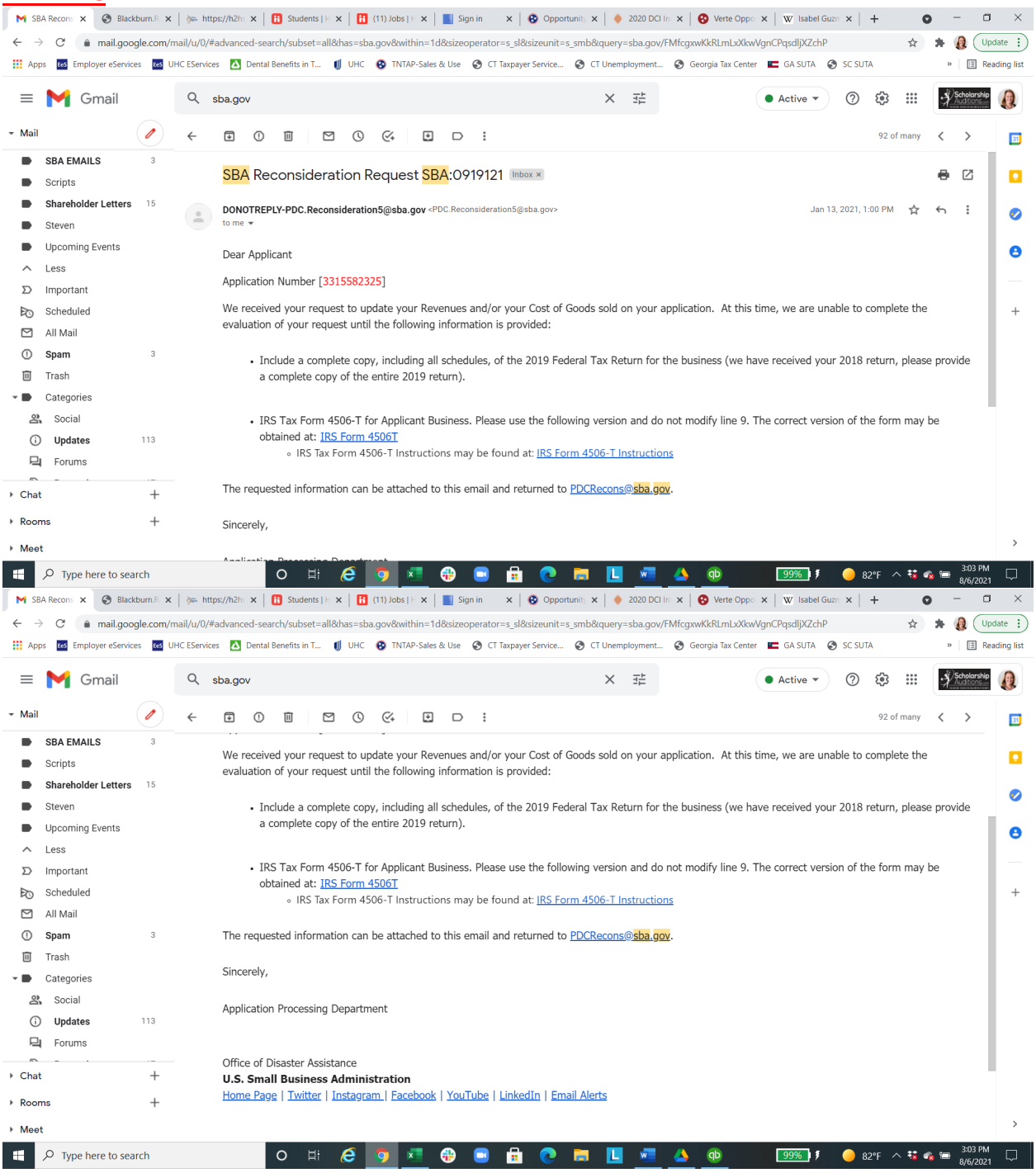



SBA Form 4506-T.Signed (2).pdf
Caution: If the tax transcript is being mailed to a third party, ensure that you have filled in lines 6 through 9 before signing. Sign and date the form once you have filled in these lines. Completing these steps helps to protect your privacy. Once the IRS discloses your tax transcript to the third party listed on line 5, the IRS has no control over what the third party does with the information. If you would like to limit the third party's authority to disclose your transcript information, you can specify this limitation in your written agreement with the third party.
6 Transcript requested. Enter the tax form number here (1040, 1065, 1120, etc.) and check the appropriate box below. Enter only one tax form number per request. ▶ 1120
a Return Transcript, which includes most of the line items of a tax return as filed with the IRS. A tax return transcript does not reflect changes made to the account after the return is processed. Transcripts are only available for the following returns: Form 1040 series, Form 1065, Form 1120, Form 1120-A, Form 1120-H, Form 1120-L, and Form 1120S. Return transcripts are available for the current year and returns processed during the prior 3 processing years. Most requests will be processed within 10 business days
b Account Transcript, which contains information on the financial status of the account, such as payments made on the account, penalty assessments, and adjustments made by you or the IRS after the return was filed. Return information is limited to items such as tax liability and estimated tax payments. Account transcripts are available for most returns. Most requests will be processed within 10 business days
c Record of Account, which provides the most detailed information as it is a combination of the Return Transcript and the Account Transcript. Available for current year and 3 prior tax years. Most requests will be processed within 10 business days
7 Verification of Nonfiling, which is proof from the IRS that you did not file a return for the year. Current year requests are only available after June 15th. There are no availability restrictions on prior year requests. Most requests will be processed within 10 business days
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Caution: If you need a copy of Form W-2 or Form 1099, you should first contact the payer. To get a copy of the Form W-2 or Form 1099 filed with your return, you must use Form 4506 and request a copy of your return, which includes all attachments.
9 Year or period requested. Enter the ending date of the year or period, using the mm/dd/yyyy format. If you are requesting more than four years or periods, you must attach another Form 4506-T. For requests relating to quarterly tax returns, such as Form 941, you must enter each quarter or tax period separately. 12 / 31 / 2019
Caution: Do not sign this form unless all applicable lines have been completed.
Signature of taxpayer(s). I declare that I am either the taxpayer whose name is shown on line 1a or 2a, or a person authorized to obtain the tax information requested. If the request applies to a joint return, at least one spouse must sign. If signed by a corporate officer, 1 percent or more shareholder, partner, managing member, guardian, tax matters partner, executor, receiver, administrator, trustee, or party other than the taxpayer, I certify that I have the authority to execute Form 4506-T on behalf of the taxpayer. Note: This form must be received by IRS within 120 days of the signature date.
Signatory attests that he/she has read the attestation clause and upon so reading declares that he/she has the authority to sign the Form 4506-T. See instructions.
Phone number of taxpayer on line 1a or 2a
803-609-7079
Signature (see instructions)
Date
Sign Here
Chief Administrative Officer
Title (if line 1a above is a corporation, partnership, estate, or trust)
Spouse's signature
Date
For Privacy Act and Paperwork Reduction Act Notice, see page 2.
Cat. No. 37667N
Form 4506-T (Rev. 9-2018)

EMAIL 17


Gmail
sba.gov
Automatic reply: SBA Form 3503 SBA:0537708
PDC Reconsideration <PDC.Reconsideration@sba.gov>
Mon, Jan 11, 1:16 PM
to me
Thank you for contacting the PDC Reconsideration Team. Your request has been received and will be processed in the order it was received.
Thank You,
PDC Reconsideration Team
Reply
Forward

EMAIL 18



SBA Reconsideration Request SBA:0919121 Inbox ×

DONOTREPLY-PDC.Reconsideration5@sba.gov <PDC.Reconsideration5@sba.gov> Jan 13, 2021, 1:00 PM
to me

Dear Applicant

Application Number [3315582325]

We received your request to update your Revenues and/or your Cost of Goods sold on your application. At this time, we are unable to complete the evaluation of your request until the following information is provided:

- Include a complete copy, including all schedules, of the 2019 Federal Tax Return for the business (we have received your 2018 return, please provide a complete copy of the entire 2019 return).

- IRS Tax Form 4506-T for Applicant Business. Please use the following version and do not modify line 9. The correct version of the form may be obtained at: IRS Form 4506T
  - IRS Tax Form 4506-T Instructions may be found at: IRS Form 4506-T Instructions

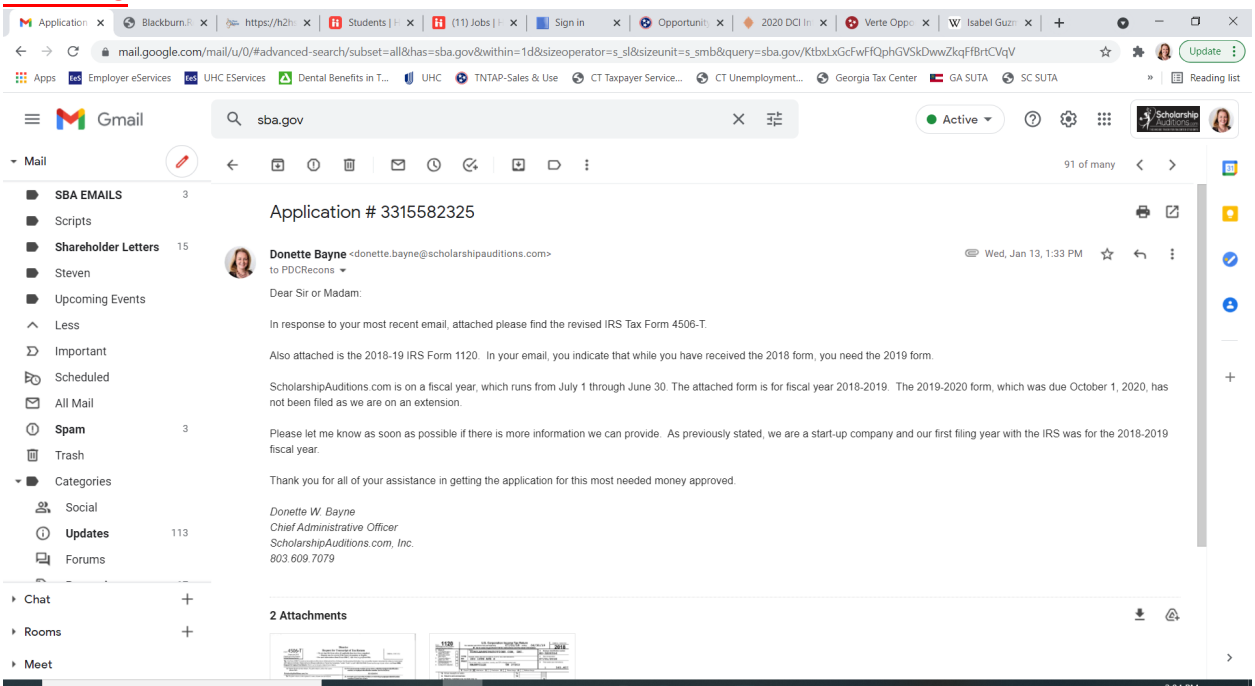
The requested information can be attached to this email and returned to PDCRecons@sba.gov.

Sincerely,

Application Processing Department

Office of Disaster Assistance
U.S. Small Business Administration
Home Page | Twitter | Instagram | Facebook | YouTube | LinkedIn | Email Alerts

EMAIL 19



Gmail — sba.gov

Mail

- SBA EMAILS 3
- Scripts
- Shareholder Letters 15
- Steven
- Upcoming Events
- Less
- Important
- Scheduled
- All Mail
- Spam 3
- Trash
- Categories
  - Social
  - Updates 113
  - Forums
- Chat
- Rooms
- Meet

91 of many

Application # 3315582325

Donette Bayne <donette.bayne@scholarshipauditions.com>
to PDCRecons

Wed, Jan 13, 1:33 PM

Dear Sir or Madam:

In response to your most recent email, attached please find the revised IRS Tax Form 4506-T.

Also attached is the 2018-19 IRS Form 1120. In your email, you indicate that while you have received the 2018 form, you need the 2019 form.

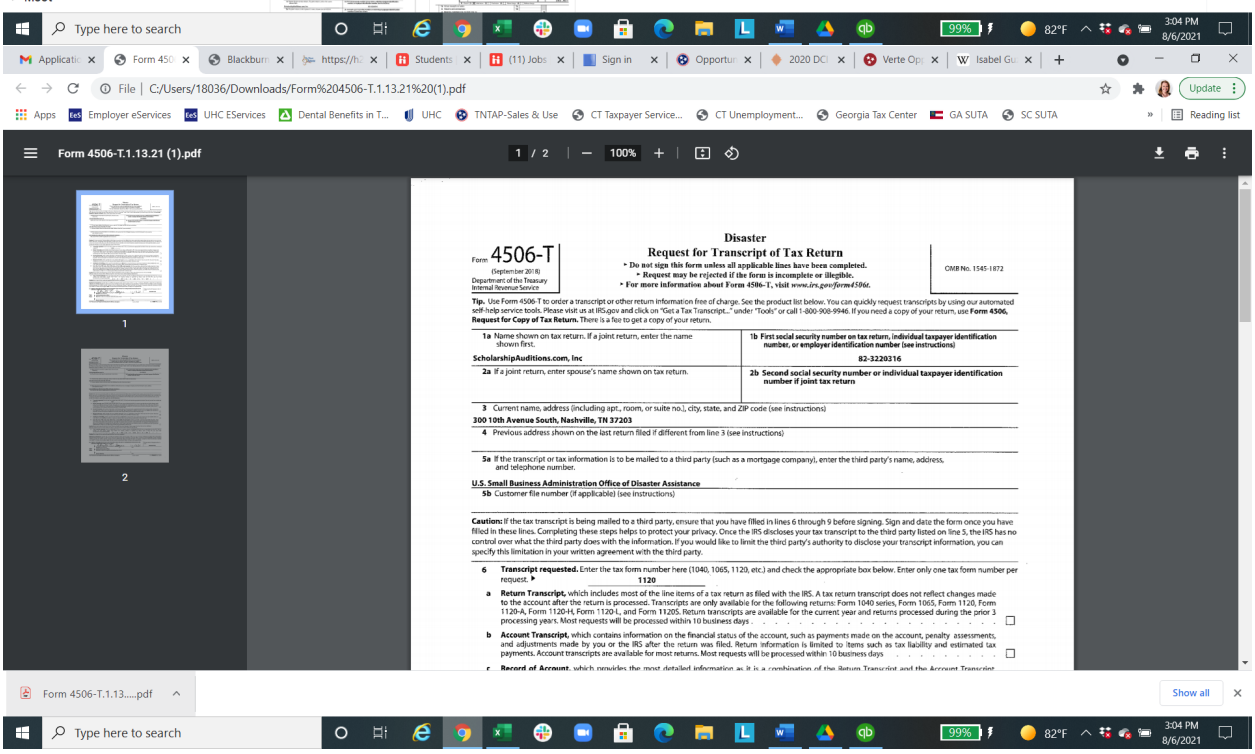
ScholarshipAuditions.com is on a fiscal year, which runs from July 1 through June 30. The attached form is for fiscal year 2018-2019. The 2019-2020 form, which was due October 1, 2020, has not been filed as we are on an extension.

Please let me know as soon as possible if there is more information we can provide. As previously stated, we are a start-up company and our first filing year with the IRS was for the 2018-2019 fiscal year.

Thank you for all of your assistance in getting the application for this most needed money approved.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

2 Attachments



Form 4506-T.1.13.21 (1).pdf — 1 / 2 — 100%

File | C:/Users/18036/Downloads/Form%204506-T.1.13.21%20(1).pdf

Form 4506-T
(September 2018)
Department of the Treasury
Internal Revenue Service

Disaster
Request for Transcript of Tax Return

- Do not sign this form unless all applicable lines have been completed.
- Request may be rejected if the form is incomplete or illegible.
- For more information about Form 4506-T, visit www.irs.gov/form4506t.

OMB No. 1545-1872

Tip. Use Form 4506-T to order a transcript or other return information free of charge. See the product list below. You can quickly request transcripts by using our automated self-help service tools. Please visit us at IRS.gov and click on "Get a Tax Transcript..." under "Tools" or call 1-800-908-9946. If you need a copy of your return, use **Form 4506, Request for Copy of Tax Return.** There's a fee to get a copy of your return.

1a Name shown on tax return. If a joint return, enter the name shown first.	1b First social security number on tax return, individual taxpayer identification number, or employer identification number (see instructions)
ScholarshipAuditions.com, Inc	82-3220316
2a If a joint return, enter spouse's name shown on tax return.	2b Second social security number or individual taxpayer identification number if joint tax return

3 Current name, address (including apt., room, or suite no.), city, state, and ZIP code (see instructions)
300 10th Avenue South, Nashville, TN 37203
4 Previous address shown on the last return filed if different from line 3 (see instructions)

5a If the transcript or tax information is to be mailed to a third party (such as a mortgage company), enter the third party's name, address, and telephone number.
U.S. Small Business Administration Office of Disaster Assistance
5b Customer file number (if applicable) (see instructions)

Caution: If the tax transcript is being mailed to a third party, ensure that you have filled in lines 6 through 9 before signing. Sign and date the form once you have filled in these lines. Completing these steps helps to protect your privacy. Once the IRS discloses your tax transcript to the third party listed on line 5, the IRS has no control over what the third party does with the information. If you would like to limit the third party's authority to disclose your transcript information, you can specify this limitation in your written agreement with the third party.

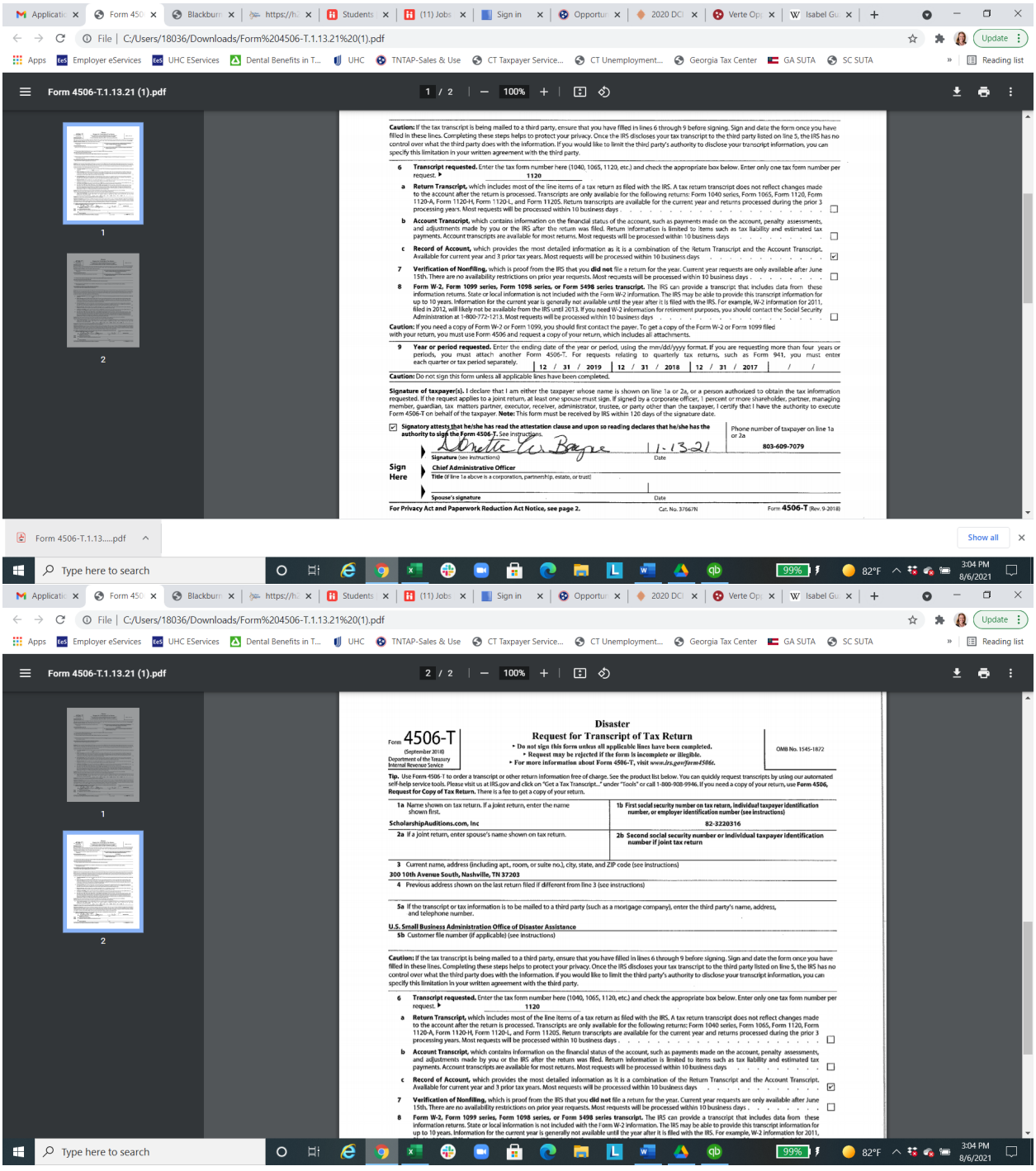
6 **Transcript requested.** Enter the tax form number here (1040, 1065, 1120, etc.) and check the appropriate box below. Enter only one tax form number per request. ▶ 1120

a **Return Transcript,** which includes most of the line items of a tax return as filed with the IRS. A tax return transcript does not reflect changes made to the account after the return is processed. Transcripts are only available for the following returns: Form 1040 series, Form 1065, Form 1120, Form 1120-A, Form 1120-H, Form 1120-L, and Form 1120S. Return transcripts are available for the current year and returns processed during the prior 3 processing years. Most requests will be processed within 10 business days . . . . . ☐

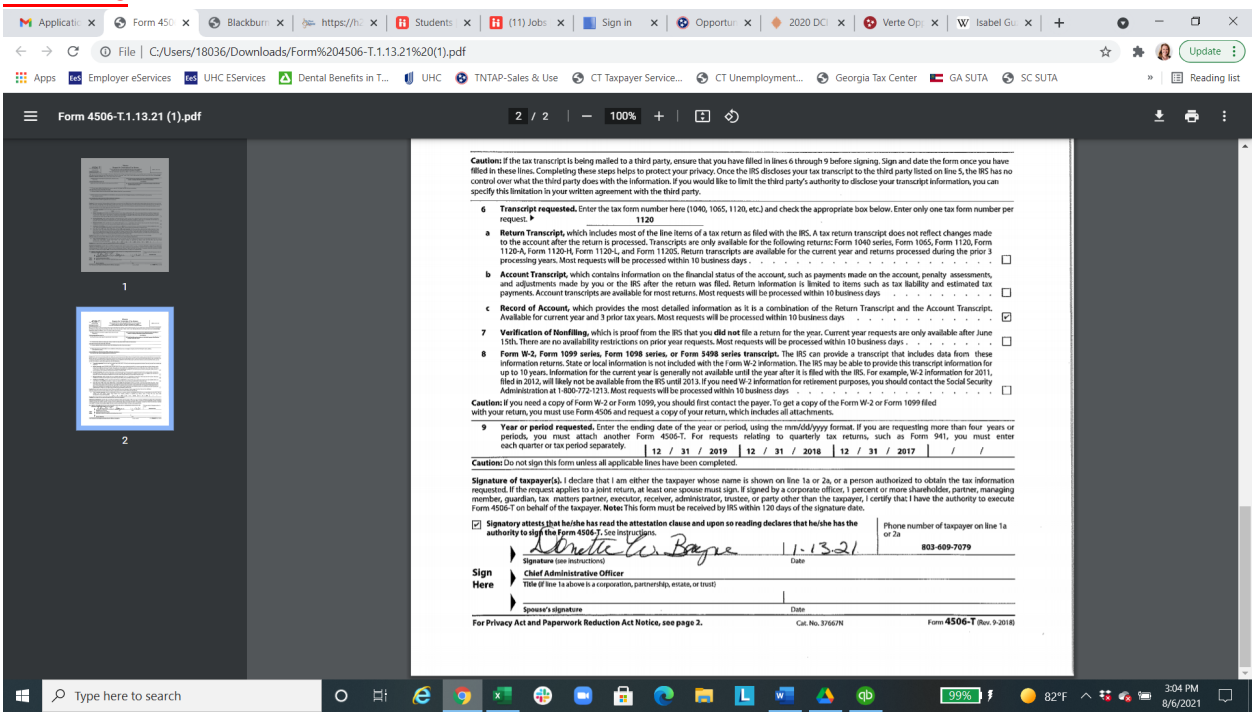
b **Account Transcript,** which contains information on the financial status of the account, such as payments made on the account, penalty assessments, and adjustments made by you or the IRS after the return was filed. Return information is limited to items such as tax liability and estimated tax payments. Account transcripts are available for most returns. Most requests will be processed within 10 business days . . . . . ☐

c **Record of Account,** which provides the most detailed information as it is a combination of the Return Transcript and the Account Transcript

Form 4506-T.1.13.....pdf — Show all

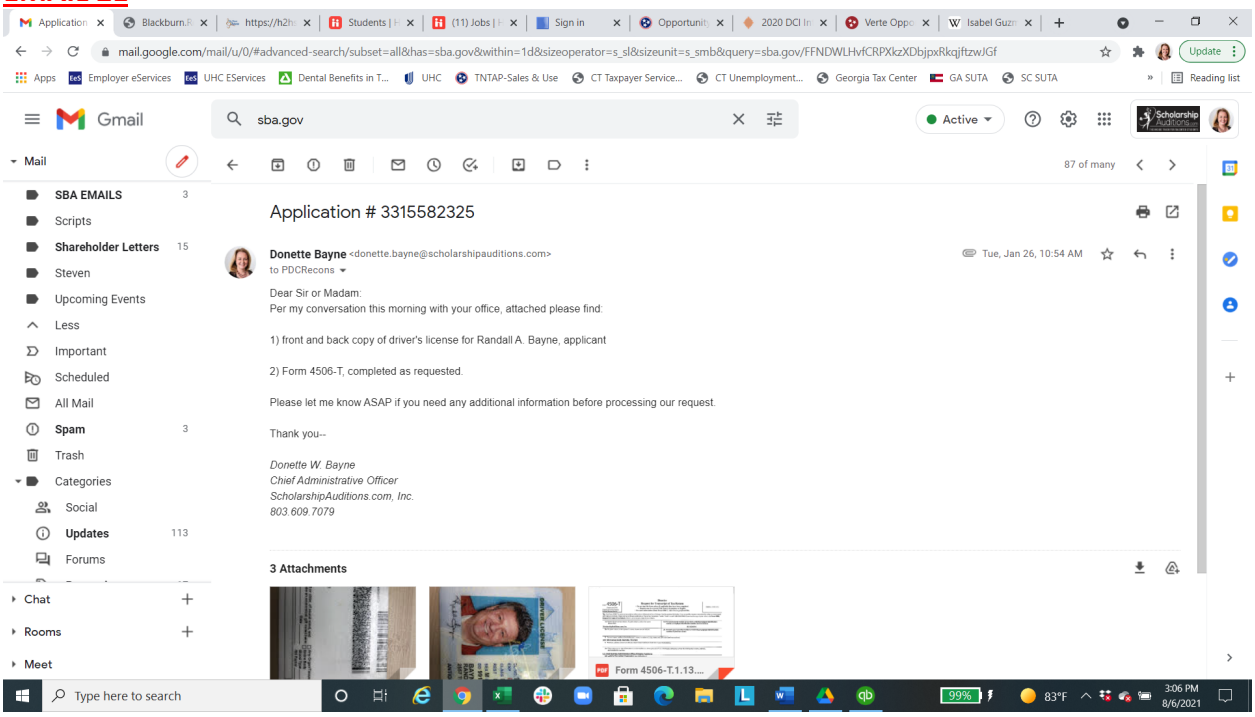

Form 4506-T.1.13.21 (1).pdf
1 / 2
100%
Caution: If the tax transcript is being mailed to a third party, ensure that you have filled in lines 6 through 9 before signing. Sign and date the form once you have filled in these lines. Completing these steps helps to protect your privacy. Once the IRS discloses your tax transcript to the third party listed on line 5, the IRS has no control over what the third party does with the information. If you would like to limit the third party's authority to disclose your transcript information, you can specify this limitation in your written agreement with the third party.
6 Transcript requested. Enter the tax form number here (1040, 1065, 1120, etc.) and check the appropriate box below. Enter only one tax form number per request. 1120
a Return Transcript, which includes most of the line items of a tax return as filed with the IRS. A tax return transcript does not reflect changes made to the account after the return is processed. Transcripts are only available for the following returns: Form 1040 series, Form 1065, Form 1120, Form 1120-A, Form 1120-H, Form 1120-L, and Form 1120S. Return transcripts are available for the current year and returns processed during the prior 3 processing years. Most requests will be processed within 10 business days
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Caution: Do not sign this form unless all applicable lines have been completed.
Signature of taxpayer(s). I declare that I am either the taxpayer whose name is shown on line 1a or 2a, or a person authorized to obtain the tax information requested. If the request applies to a joint return, at least one spouse must sign. If signed by a corporate officer, 1 percent or more shareholder, partner, managing member, guardian, tax matters partner, executor, receiver, administrator, trustee, or party other than the taxpayer, I certify that I have the authority to execute Form 4506-T on behalf of the taxpayer. Note: This form must be received by IRS within 120 days of the signature date.
Signatory attests that he/she has read the attestation clause and upon so reading declares that he/she has the authority to sign the Form 4506-T. See instructions.
Signature (see instructions) Date 1-13-21 Phone number of taxpayer on line 1a or 2a 803-609-7079
Sign Here
Chief Administrative Officer
Title (if line 1a above is a corporation, partnership, estate, or trust)
Spouse's signature Date
For Privacy Act and Paperwork Reduction Act Notice, see page 2. Cat. No. 37667N Form 4506-T (Rev. 9-2018)
Form 4506-T.1.13.....pdf
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Form 4506-T.1.13.21 (1).pdf
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Disaster
Form 4506-T (September 2018) Department of the Treasury Internal Revenue Service
Request for Transcript of Tax Return
• Do not sign this form unless all applicable lines have been completed.
• Request may be rejected if the form is incomplete or illegible.
• For more information about Form 4506-T, visit www.irs.gov/form4506.
OMB No. 1545-1872
Tip. Use Form 4506-T to order a transcript or other return information free of charge. See the product list below. You can quickly request transcripts by using our automated self-help service tools. Please visit us at IRS.gov and click on "Get a Tax Transcript..." under "Tools" or call 1-800-908-9946. If you need a copy of your return, use Form 4506, Request for Copy of Tax Return. There is a fee to get a copy of your return.
1a Name shown on tax return. If a joint return, enter the name shown first. ScholarshipAuditions.com, Inc
1b First social security number on tax return, individual taxpayer identification number, or employer identification number (see instructions) 82-3220316
2a If a joint return, enter spouse's name shown on tax return.
2b Second social security number or individual taxpayer identification number if joint tax return
3 Current name, address (including apt., room, or suite no.), city, state, and ZIP code (see instructions) 300 10th Avenue South, Nashville, TN 37203
4 Previous address shown on the last return filed if different from line 3 (see instructions)
5a If the transcript or tax information is to be mailed to a third party (such as a mortgage company), enter the third party's name, address, and telephone number. U.S. Small Business Administration Office of Disaster Assistance
5b Customer file number (if applicable) (see instructions)
Caution: If the tax transcript is being mailed to a third party, ensure that you have filled in lines 6 through 9 before signing. Sign and date the form once you have filled in these lines. Completing these steps helps to protect your privacy. Once the IRS discloses your tax transcript to the third party listed on line 5, the IRS has no control over what the third party does with the information. If you would like to limit the third party's authority to disclose your transcript information, you can specify this limitation in your written agreement with the third party.
6 Transcript requested. Enter the tax form number here (1040, 1065, 1120, etc.) and check the appropriate box below. Enter only one tax form number per request. 1120
a Return Transcript, which includes most of the line items of a tax return as filed with the IRS. A tax return transcript does not reflect changes made to the account after the return is processed. Transcripts are only available for the following returns: Form 1040 series, Form 1065, Form 1120, Form 1120-A, Form 1120-H, Form 1120-L, and Form 1120S. Return transcripts are available for the current year and returns processed during the prior 3 processing years. Most requests will be processed within 10 business days
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c Record of Account, which provides the most detailed information as it is a combination of the Return Transcript and the Account Transcript. Available for current year and 3 prior tax years. Most requests will be processed within 10 business days
7 Verification of Nonfiling, which is proof from the IRS that you did not file a return for the year. Current year requests are only available after June 15th. There are no availability restrictions on prior year requests. Most requests will be processed within 10 business days
8 Form W-2, Form 1099 series, Form 1098 series, or Form 5498 series transcript. The IRS can provide a transcript that includes data from these information returns. State or local information is not included with the Form W-2 information. The IRS may be able to provide this transcript information for up to 10 years. Information for the current year is generally not available until the year after it is filed with the IRS. For example, W-2 information for 2011,
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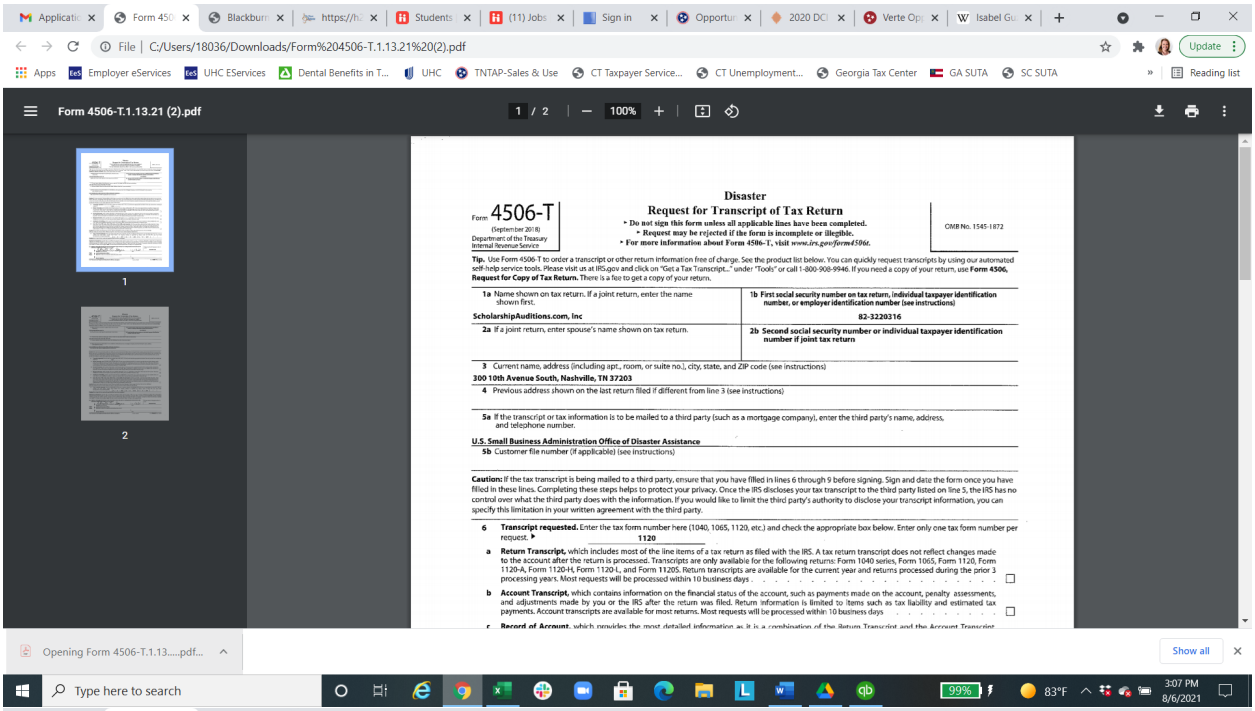


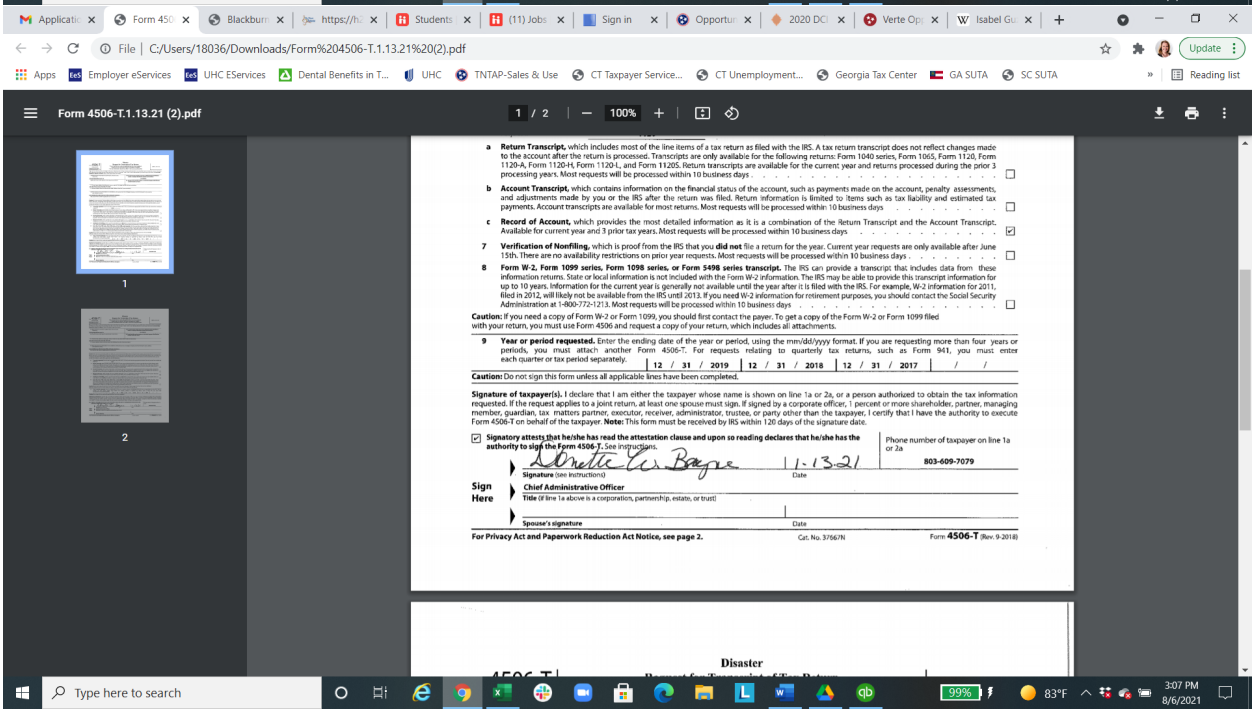
[2018 – 2019 CORPORATE TAX FORM 1120 WITH ATTACHMENTS INCLUDED WITH EMAIL]

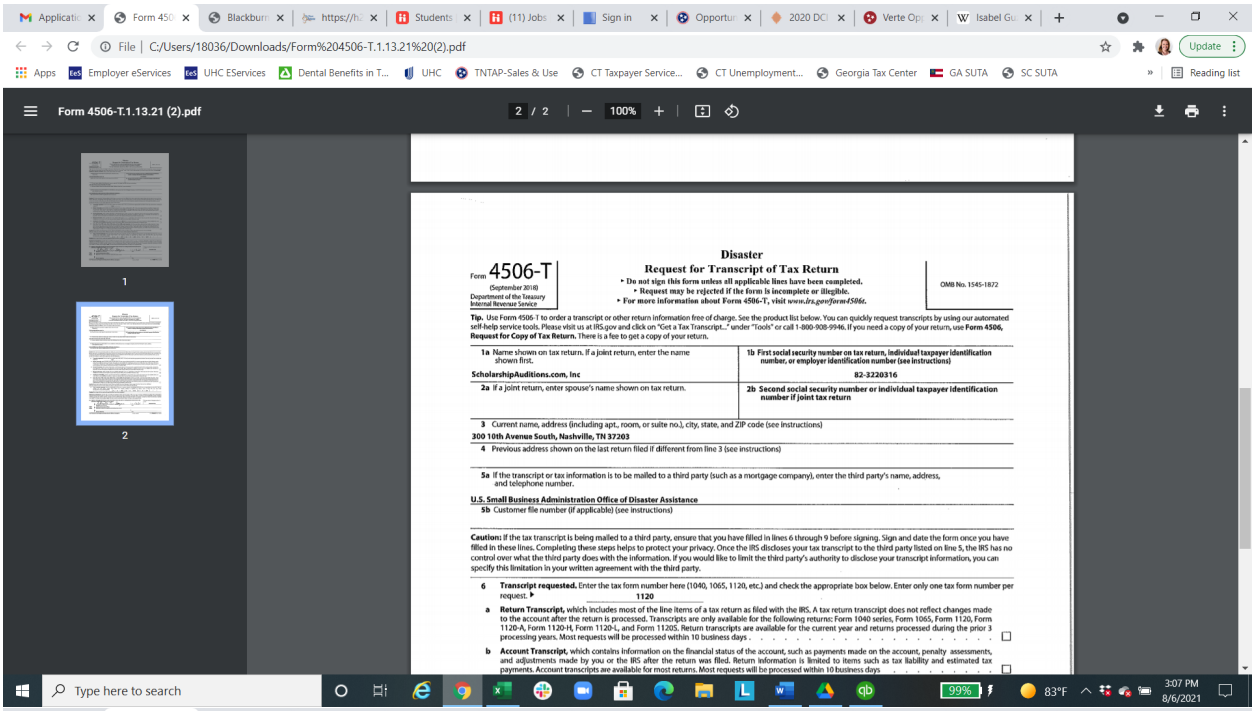
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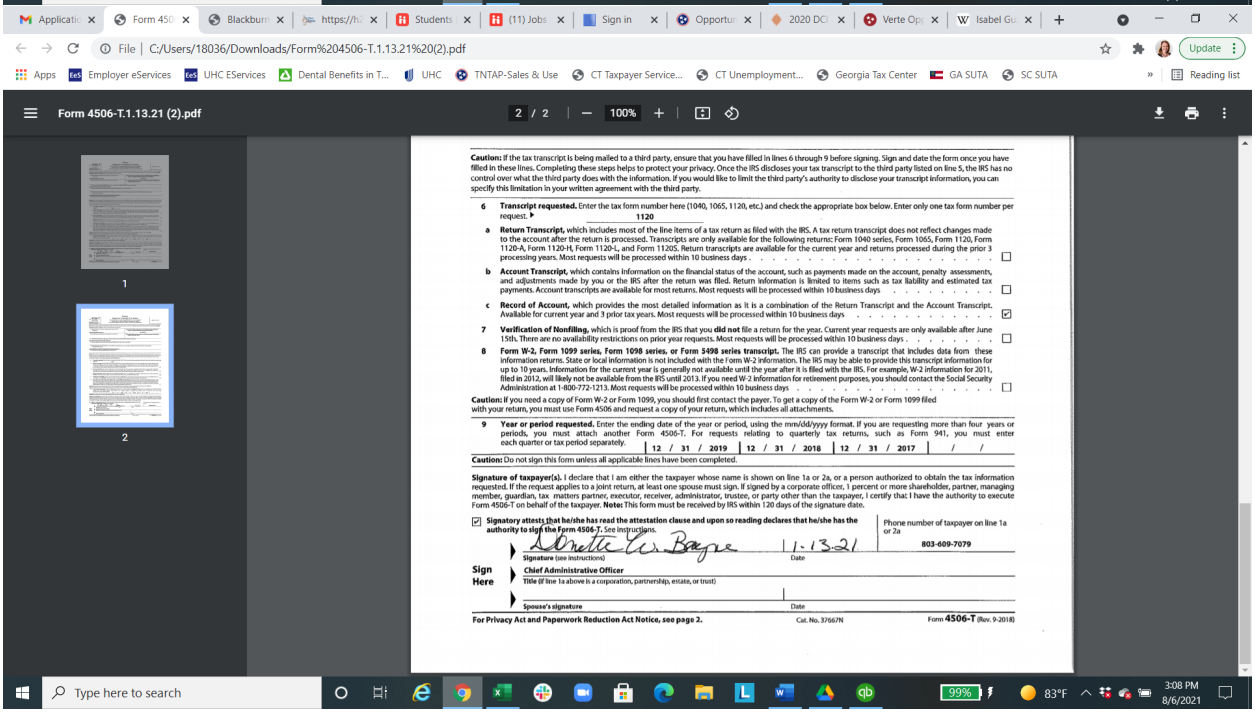


[DRIVER LICENSE FOR RANDALL BAYNE INCLUDED WITH EMAIL]

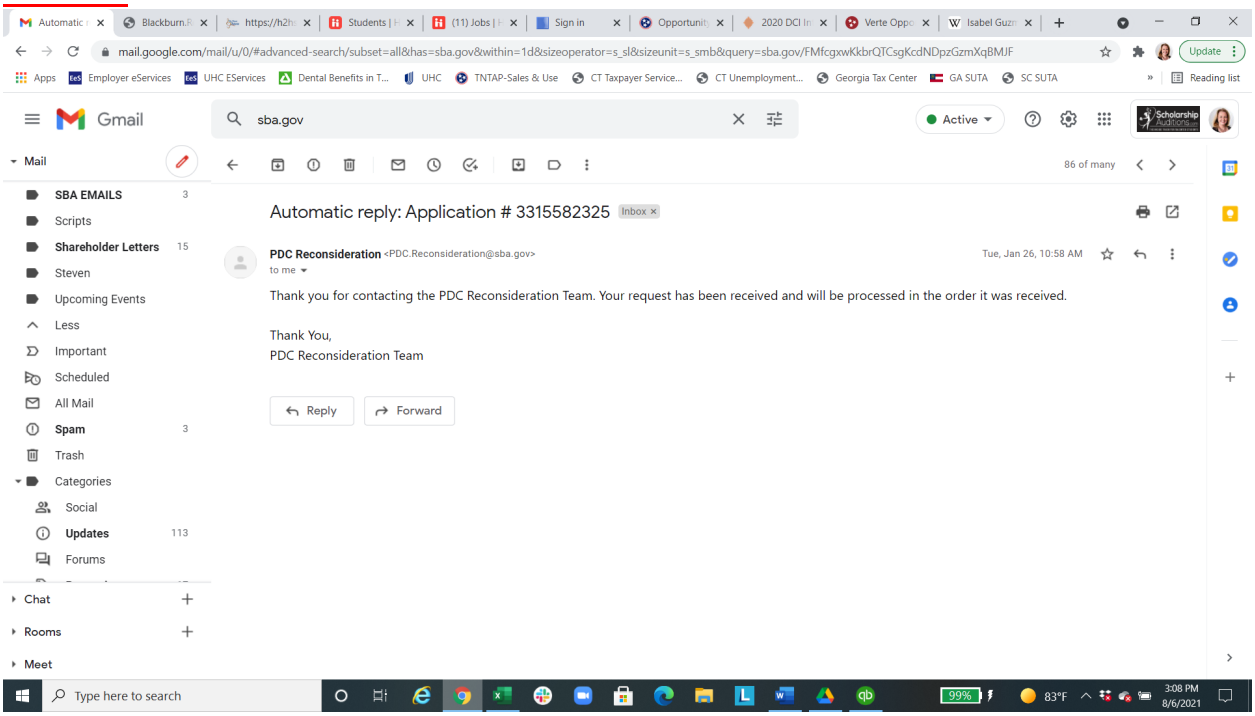

Form 4506-T.1.13.21 (2).pdf
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Disaster
Request for Transcript of Tax Return
Form 4506-T
(September 2018)
Department of the Treasury
Internal Revenue Service
• Do not sign this form unless all applicable lines have been completed.
• Request may be rejected if the form is incomplete or illegible.
• For more information about Form 4506-T, visit www.irs.gov/form4506t.
OMB No. 1545-1872
Tip. Use Form 4506-T to order a transcript or other return information free of charge. See the product list below. You can quickly request transcripts by using our automated self-help service tools. Please visit us at IRS.gov and click on "Get a Tax Transcript..." under "Tools" or call 1-800-908-9946. If you need a copy of your return, use Form 4506, Request for Copy of Tax Return. There is a fee to get a copy of your return.
1a Name shown on tax return. If a joint return, enter the name shown first.
ScholarshipAuditions.com, Inc
1b First social security number on tax return, individual taxpayer identification number, or employer identification number (see instructions)
82-3220316
2a If a joint return, enter spouse's name shown on tax return.
2b Second social security number or individual taxpayer identification number if joint tax return
3 Current name, address (including apt., room, or suite no.), city, state, and ZIP code (see instructions)
300 10th Avenue South, Nashville, TN 37203
4 Previous address shown on the last return filed if different from line 3 (see instructions)
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U.S. Small Business Administration Office of Disaster Assistance
5b Customer file number (if applicable) (see instructions)
Caution: If the tax transcript is being mailed to a third party, ensure that you have filled in lines 6 through 9 before signing. Sign and date the form once you have filled in these lines. Completing these steps helps to protect your privacy. Once the IRS discloses your tax transcript to the third party listed on line 5, the IRS has no control over what the third party does with the information. If you would like to limit the third party's authority to disclose your transcript information, you can specify this limitation in your written agreement with the third party.
6 Transcript requested. Enter the tax form number here (1040, 1065, 1120, etc.) and check the appropriate box below. Enter only one tax form number per request. ▶ 1120
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c Record of Account, which provides the most detailed information as it is a combination of the Return Transcript and the Account Transcript.
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Caution: If you need a copy of Form W-2 or Form 1099, you should first contact the payer. To get a copy of the Form W-2 or Form 1099 filed with your return, you must use Form 4506 and request a copy of your return, which includes all attachments.
9 Year or period requested. Enter the ending date of the year or period, using the mm/dd/yyyy format. If you are requesting more than four years or periods, you must attach another Form 4506-T. For requests relating to quarterly tax returns, such as Form 941, you must enter each quarter or tax period separately.
12 / 31 / 2019 | 12 / 31 / 2018 | 12 / 31 / 2017 | / /
Caution: Do not sign this form unless all applicable lines have been completed.
Signature of taxpayer(s). I declare that I am either the taxpayer whose name is shown on line 1a or 2a, or a person authorized to obtain the tax information requested. If the request applies to a joint return, at least one spouse must sign. If signed by a corporate officer, 1 percent or more shareholder, partner, managing member, guardian, tax matters partner, executor, receiver, administrator, trustee, or party other than the taxpayer, I certify that I have the authority to execute Form 4506-T on behalf of the taxpayer. Note: This form must be received by IRS within 120 days of the signature date.
Signatory attests that he/she has read the attestation clause and upon so reading declares that he/she has the authority to sign the Form 4506-T. See instructions.
Phone number of taxpayer on line 1a or 2a
803-609-7079
Sign Here
Signature (see instructions)
Date
1-13-21
Chief Administrative Officer
Title (if line 1a above is a corporation, partnership, estate, or trust)
Spouse's signature
Date
For Privacy Act and Paperwork Reduction Act Notice, see page 2.
Cat. No. 37667N
Form 4506-T (Rev. 9-2018)
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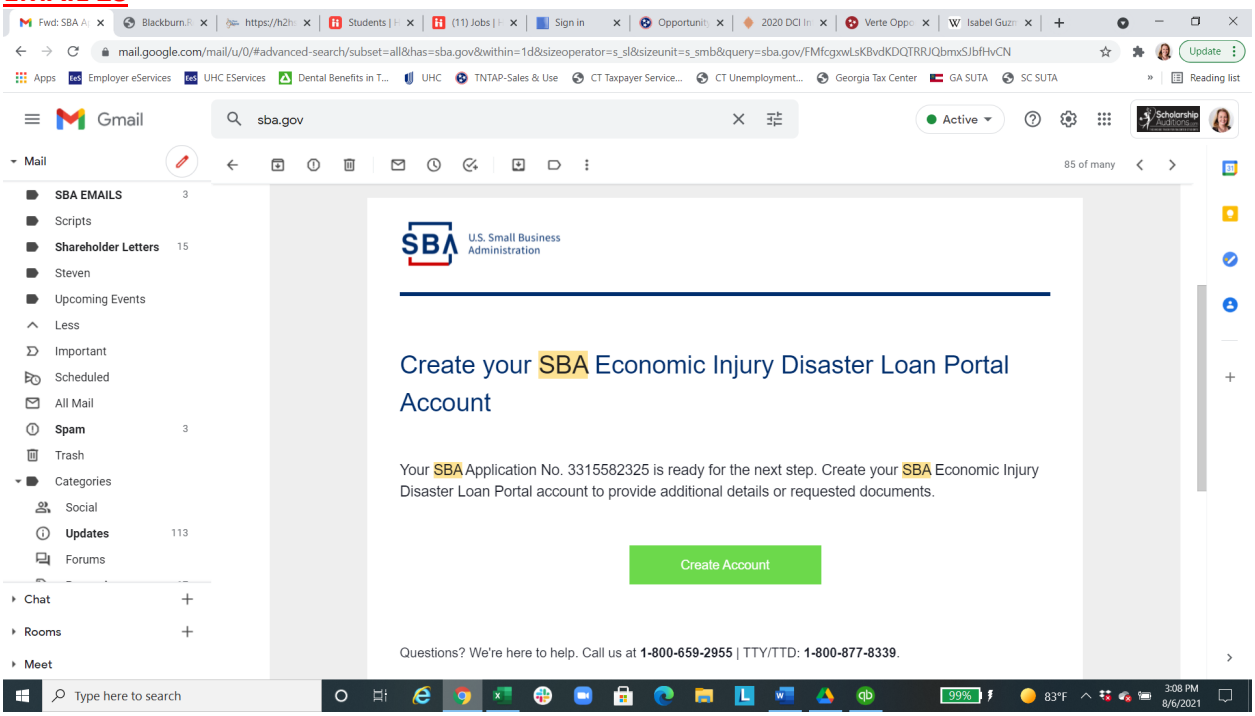

Form 4506-T.1.13.21 (2).pdf
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Disaster
Request for Transcript of Tax Return
Form 4506-T
(September 2018)
Department of the Treasury
Internal Revenue Service
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803-609-7079
Sign Here
Signature (see instructions)
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1-13-21
Chief Administrative Officer
Title (if line 1a above is a corporation, partnership, estate, or trust)
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For Privacy Act and Paperwork Reduction Act Notice, see page 2.
Cat. No. 37667N
Form 4506-T (Rev. 9-2018)
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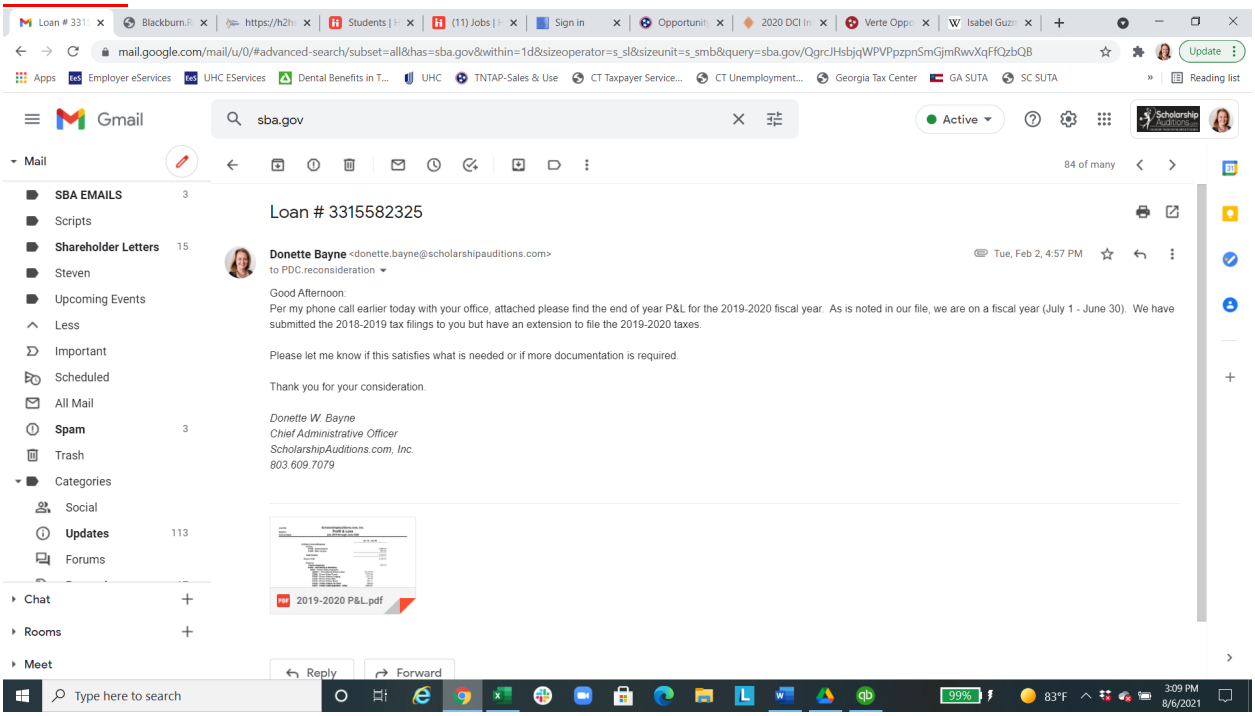
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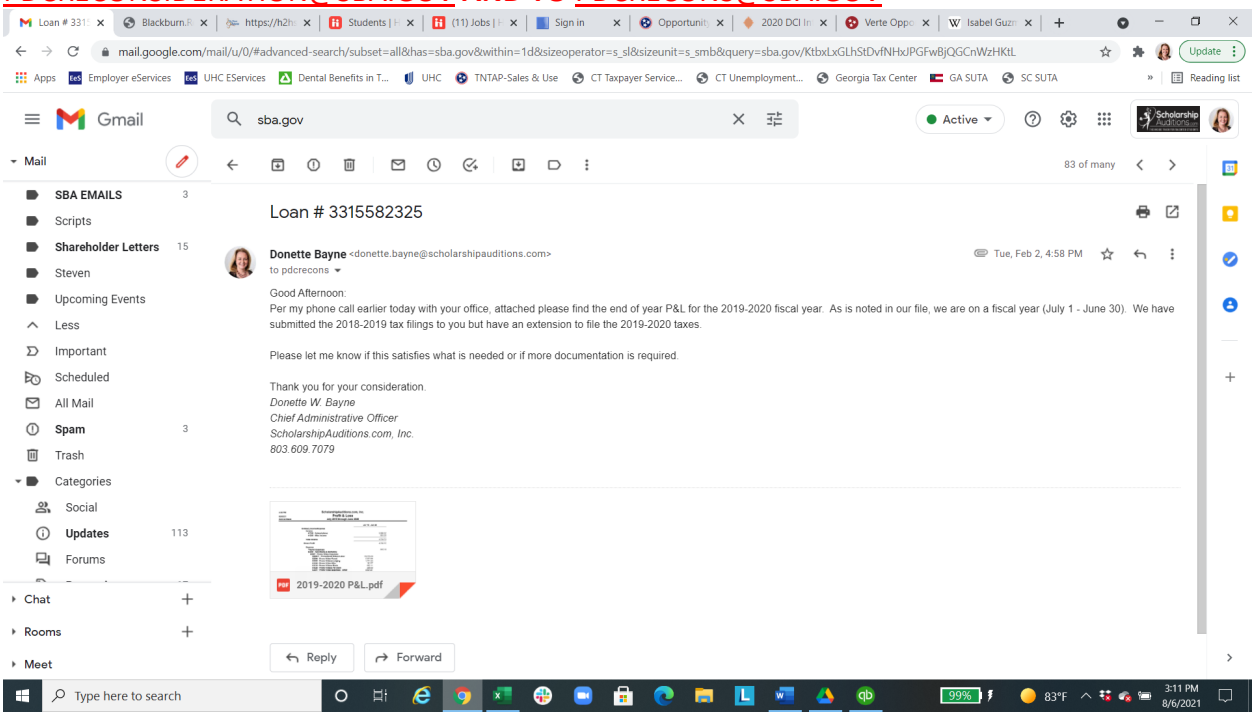
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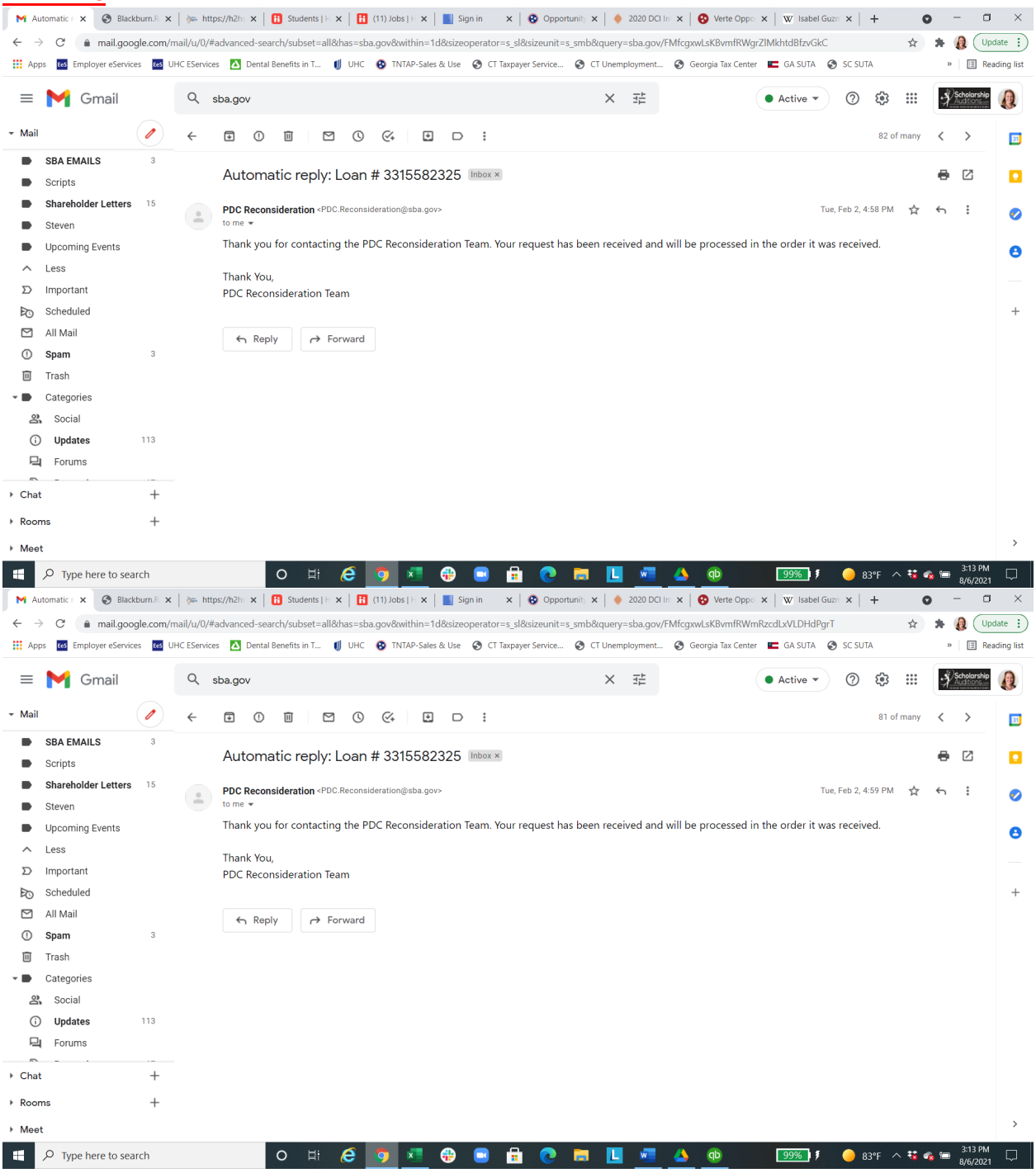
[P&L FOR 2019-2020 INCLUDED WITH EMAIL]

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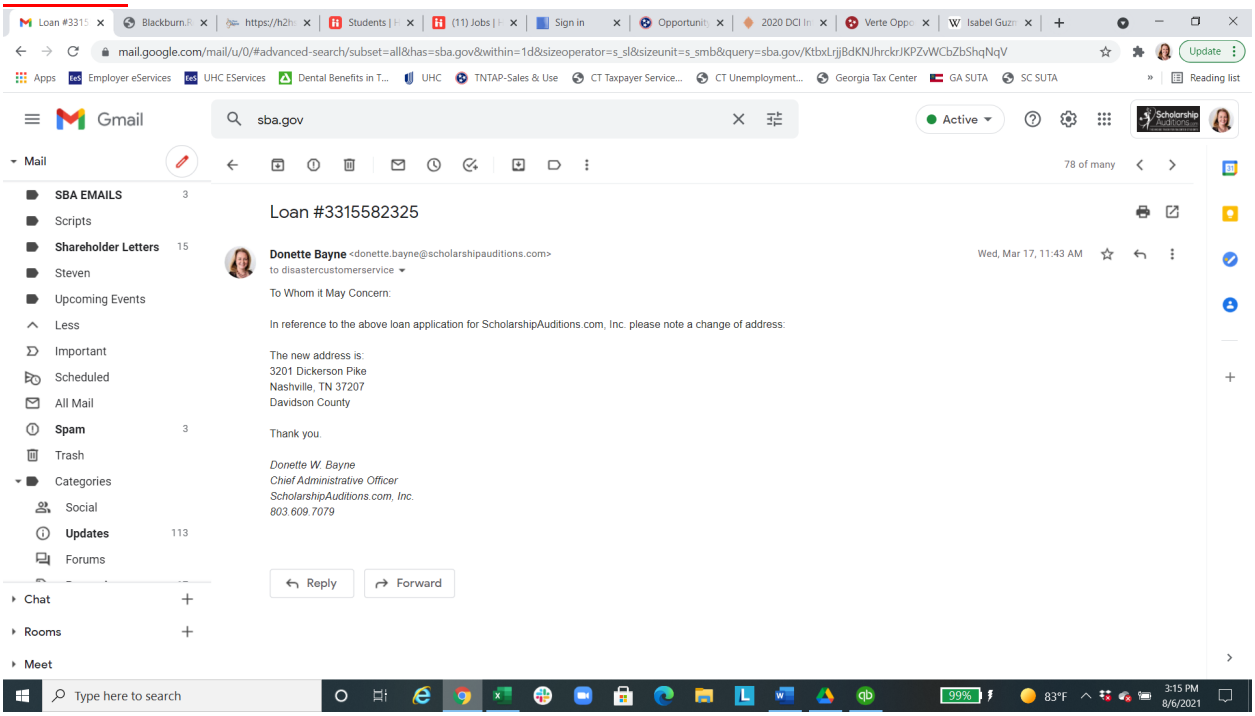
PLEASE NOTE THIS EMAIL WAS SENT, PER PHONE INSTRUCTIONS, TO PDCRECONSIDERATION@SBA.GOV AND TO PDCRECONS@SBA.GOV



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Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
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Social
Updates 113
Forums
Chat
Rooms
Meet
82 of many
Automatic reply: Loan # 3315582325 Inbox
PDC Reconsideration <PDC.Reconsideration@sba.gov> Tue, Feb 2, 4:58 PM
to me
Thank you for contacting the PDC Reconsideration Team. Your request has been received and will be processed in the order it was received.
Thank You,
PDC Reconsideration Team
Reply
Forward
Type here to search
3:13 PM
8/6/2021
mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgxwLsKBvmfRWmRzcdLxVLDHdPgrT
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Shareholder Letters 15
Steven
Upcoming Events
Less
Important
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All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Chat
Rooms
Meet
81 of many
Automatic reply: Loan # 3315582325 Inbox
PDC Reconsideration <PDC.Reconsideration@sba.gov> Tue, Feb 2, 4:59 PM
to me
Thank you for contacting the PDC Reconsideration Team. Your request has been received and will be processed in the order it was received.
Thank You,
PDC Reconsideration Team
Reply
Forward
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8/6/2021

EMAIL 27



Loan #3315582325

Donette Bayne <donette.bayne@scholarshipauditions.com> Wed, Mar 17, 11:43 AM
to disastercustomerservice

To Whom it May Concern:

In reference to the above loan application for ScholarshipAuditions.com, Inc. please note a change of address:

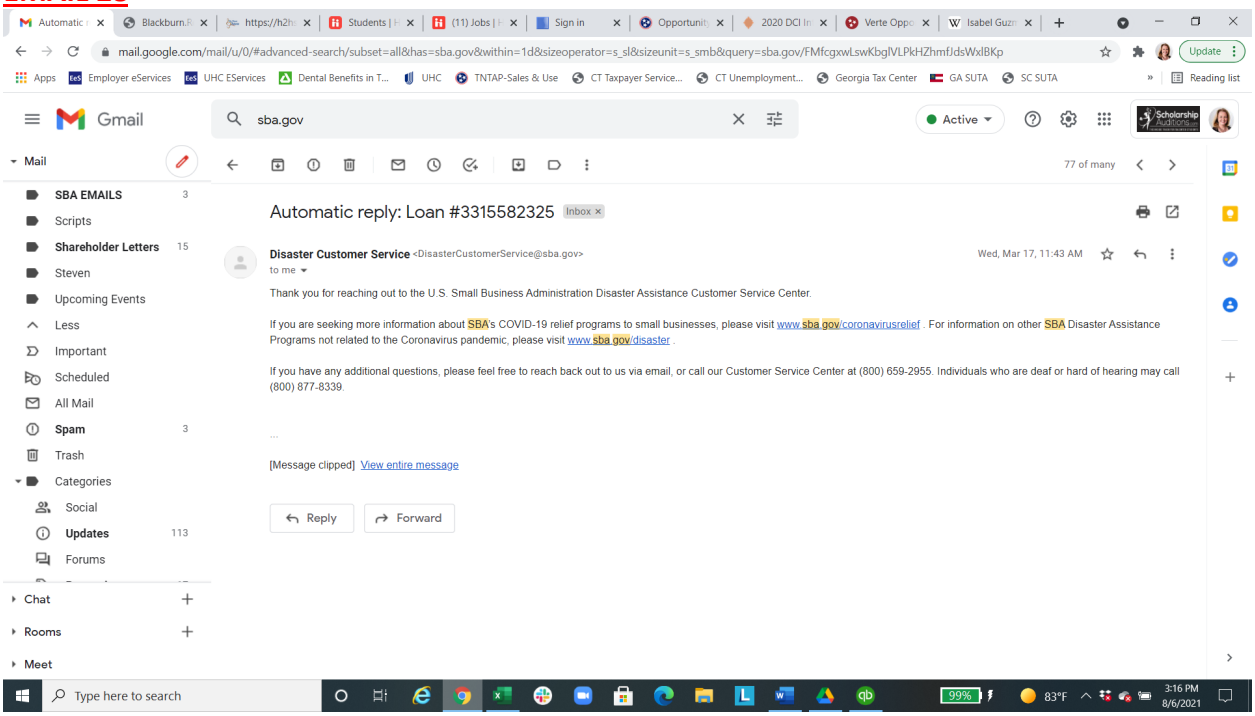
The new address is:
3201 Dickerson Pike
Nashville, TN 37207
Davidson County

Thank you.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Reply Forward

EMAIL 28



Automatic reply: Loan #3315582325 Inbox ×

Disaster Customer Service <DisasterCustomerService@sba.gov> Wed, Mar 17, 11:43 AM
to me

Thank you for reaching out to the U.S. Small Business Administration Disaster Assistance Customer Service Center.

If you are seeking more information about SBA's COVID-19 relief programs to small businesses, please visit www.sba.gov/coronavirusrelief . For information on other SBA Disaster Assistance Programs not related to the Coronavirus pandemic, please visit www.sba.gov/disaster .

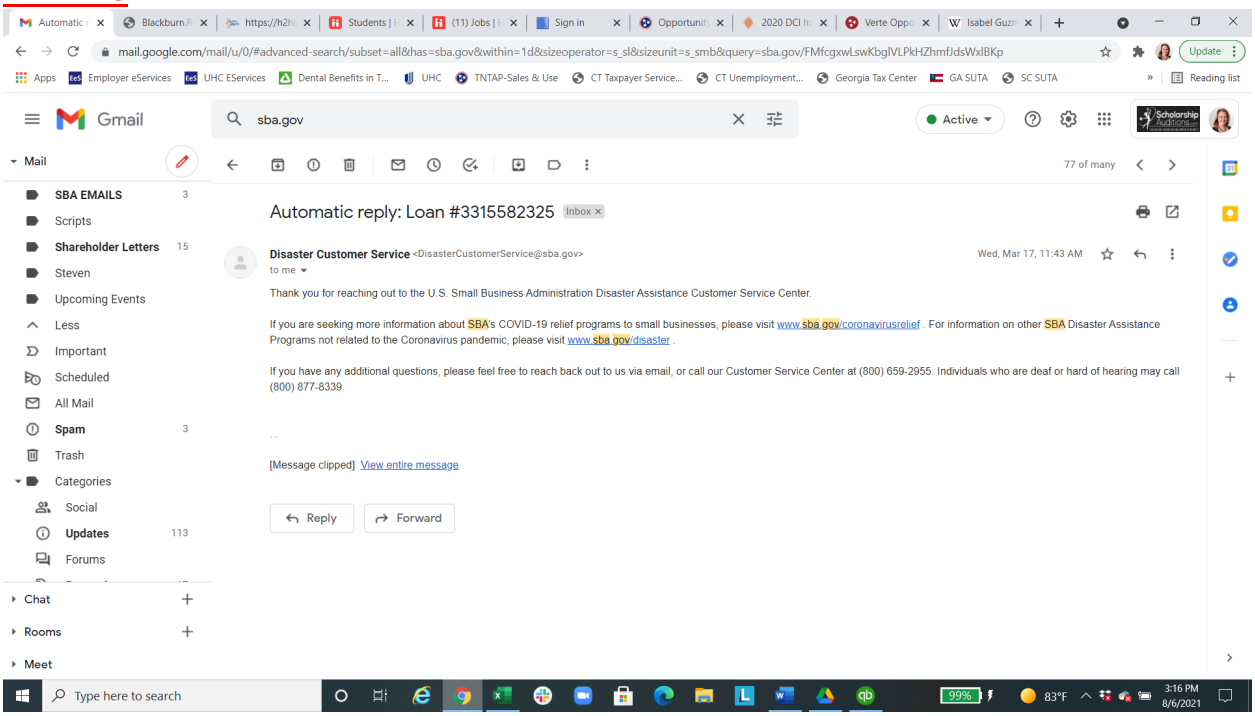
If you have any additional questions, please feel free to reach back out to us via email, or call our Customer Service Center at (800) 659-2955. Individuals who are deaf or hard of hearing may call (800) 877-8339.

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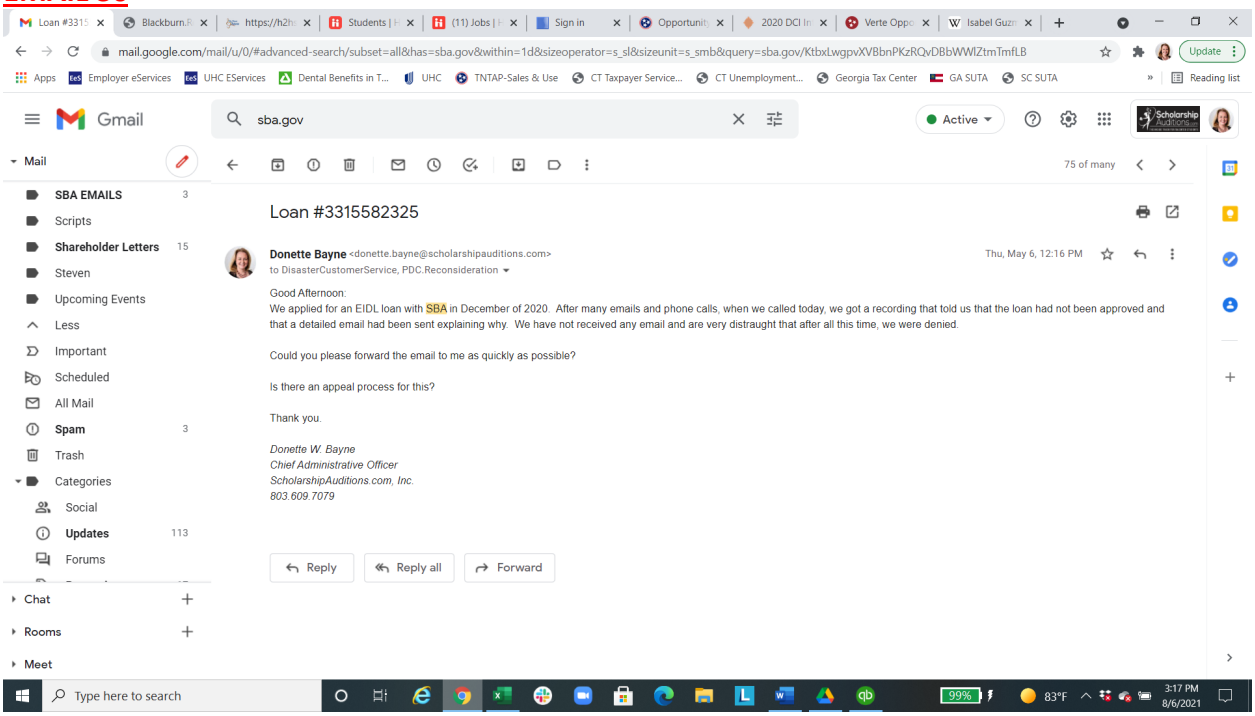
[Message clipped] View entire message

Reply Forward

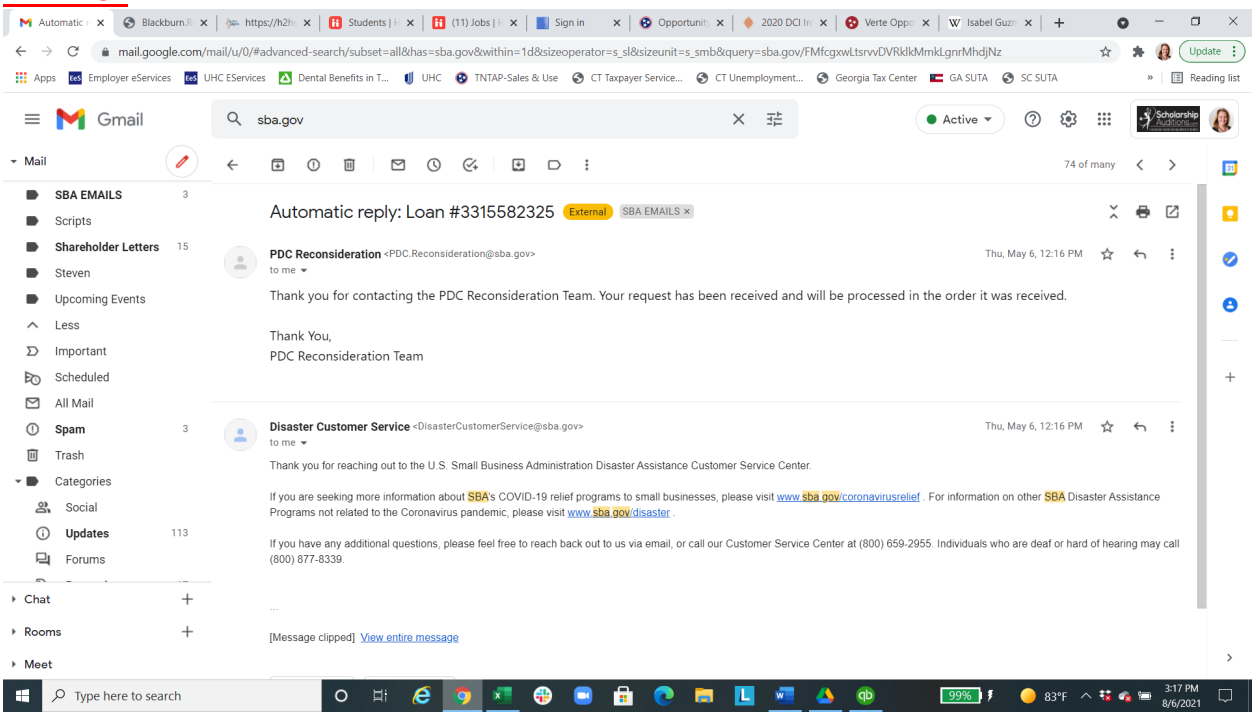
EMAIL 29



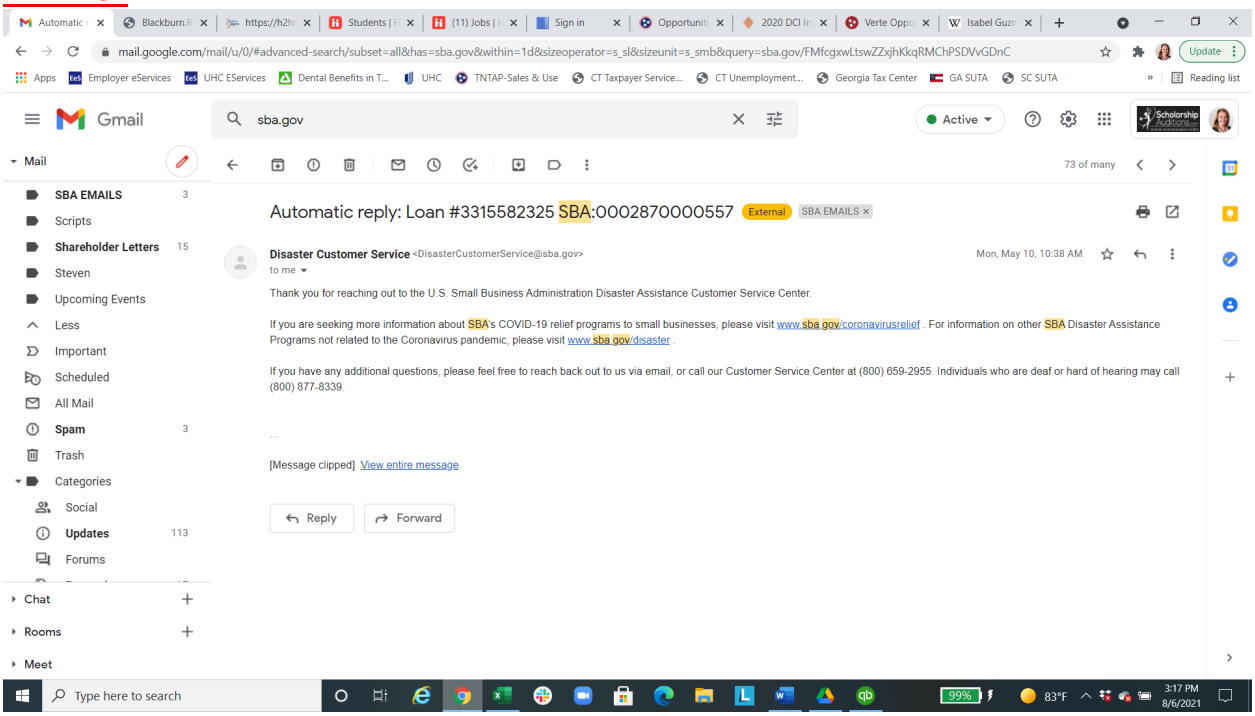
EMAIL 30



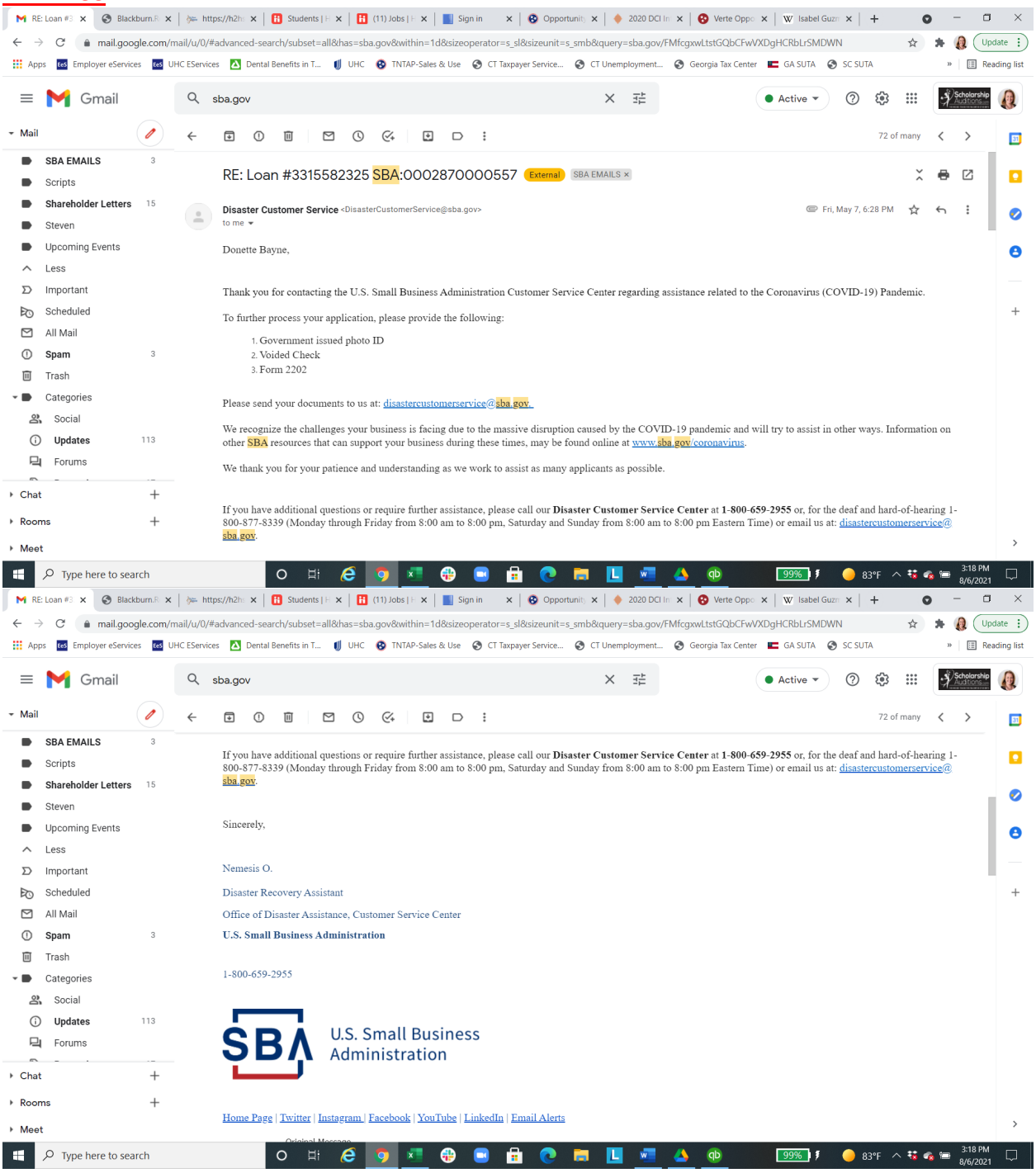
EMAIL 31



EMAIL 32



EMAIL 33



RE: Loan #3315582325 SBA:0002870000557 External SBA EMAILS ×

Disaster Customer Service <DisasterCustomerService@sba.gov>
to me

Fri, May 7, 6:28 PM

Donette Bayne,

Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic.

To further process your application, please provide the following:

1. Government issued photo ID
2. Voided Check
3. Form 2202

Please send your documents to us at: disastercustomerservice@sba.gov.

We recognize the challenges your business is facing due to the massive disruption caused by the COVID-19 pandemic and will try to assist in other ways. Information on other SBA resources that can support your business during these times, may be found online at www.sba.gov/coronavirus.

We thank you for your patience and understanding as we work to assist as many applicants as possible.

If you have additional questions or require further assistance, please call our **Disaster Customer Service Center** at **1-800-659-2955** or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.

If you have additional questions or require further assistance, please call our **Disaster Customer Service Center** at **1-800-659-2955** or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.

Sincerely,

Nemesis O.

Disaster Recovery Assistant

Office of Disaster Assistance, Customer Service Center

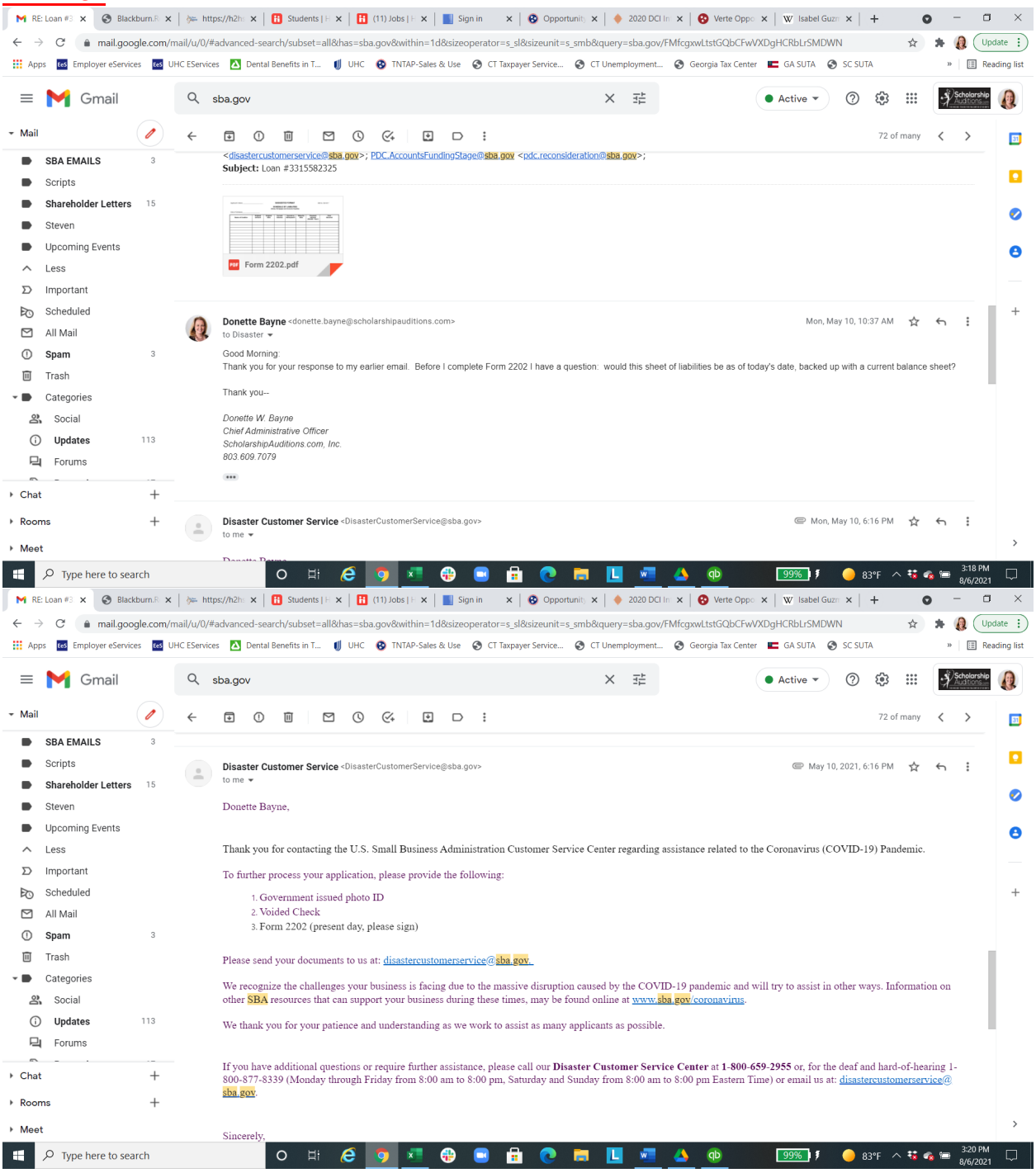
U.S. Small Business Administration

1-800-659-2955

U.S. Small Business Administration

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EMAIL 34



mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgxwLtstGQbCFwVXDgHCRbLrSMDWN

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Mail
SBA EMAILS 3
Scripts
Shareholder Letters 15
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Chat
Rooms
Meet

72 of many

<disastercustomerservice@sba.gov>; PDC.AccountsFundingStage@sba.gov <pdc.reconsideration@sba.gov>;
Subject: Loan #3315582325

Form 2202.pdf

Donette Bayne <donette.bayne@scholarshipauditions.com> Mon, May 10, 10:37 AM
to Disaster

Good Morning:
Thank you for your response to my earlier email. Before I complete Form 2202 I have a question: would this sheet of liabilities be as of today's date, backed up with a current balance sheet?

Thank you--

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Disaster Customer Service <DisasterCustomerService@sba.gov> Mon, May 10, 6:16 PM
to me

Type here to search — 99% — 83°F — 3:18 PM 8/6/2021

mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgxwLtstGQbCFwVXDgHCRbLrSMDWN

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Mail
SBA EMAILS 3
Scripts
Shareholder Letters 15
Steven
Upcoming Events
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Important
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All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Chat
Rooms
Meet

72 of many

Disaster Customer Service <DisasterCustomerService@sba.gov> May 10, 2021, 6:16 PM
to me

Donette Bayne,

Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic.

To further process your application, please provide the following:

1. Government issued photo ID
2. Voided Check
3. Form 2202 (present day, please sign)

Please send your documents to us at: disastercustomerservice@sba.gov.

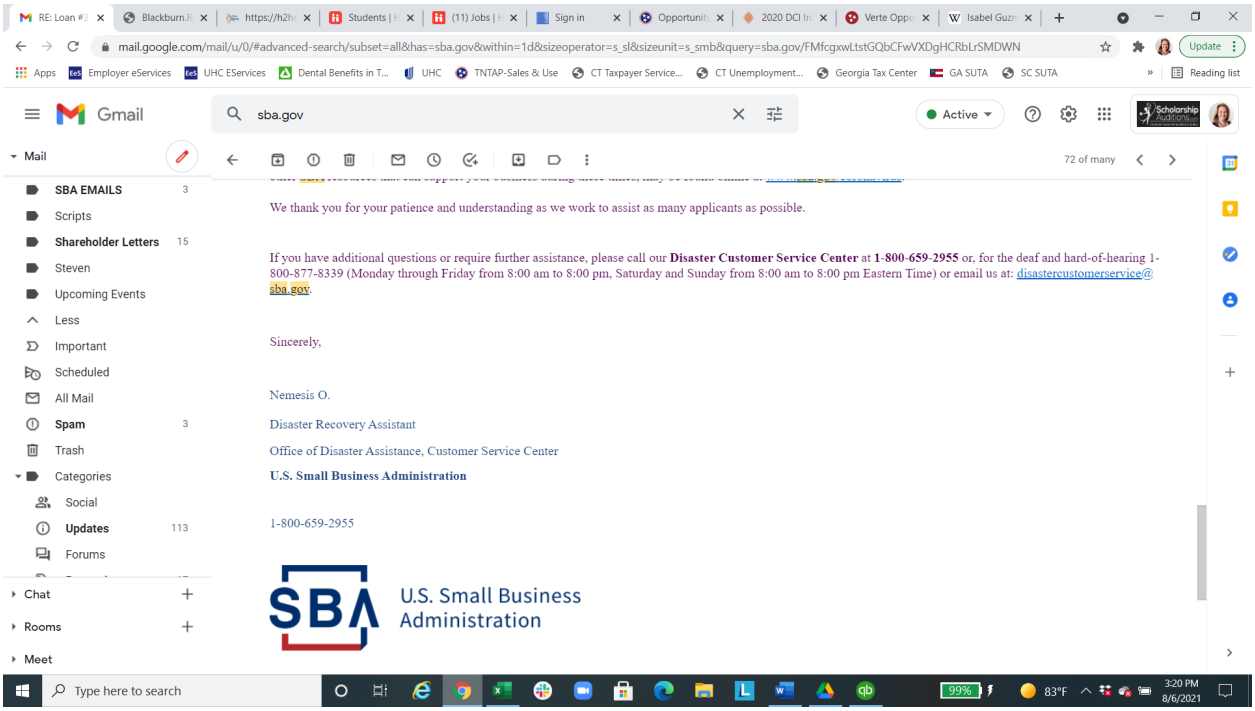
We recognize the challenges your business is facing due to the massive disruption caused by the COVID-19 pandemic and will try to assist in other ways. Information on other SBA resources that can support your business during these times, may be found online at www.sba.gov/coronavirus.

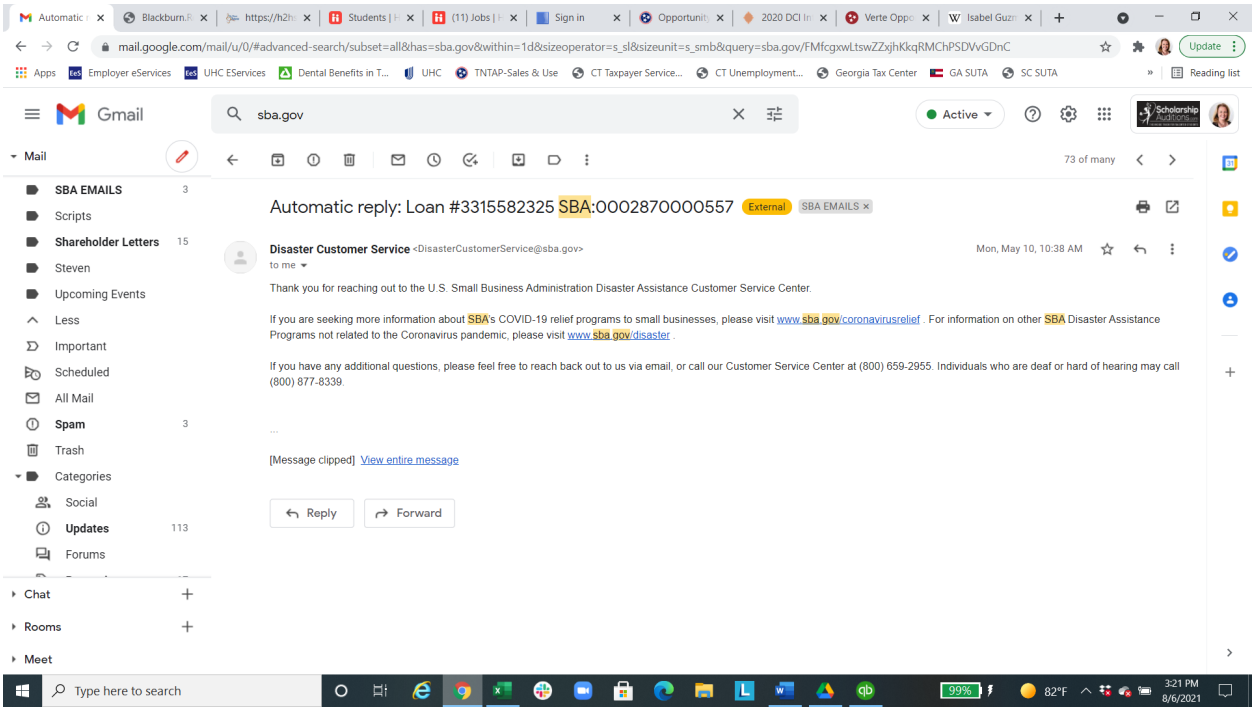
We thank you for your patience and understanding as we work to assist as many applicants as possible.

If you have additional questions or require further assistance, please call our **Disaster Customer Service Center** at **1-800-659-2955** or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.

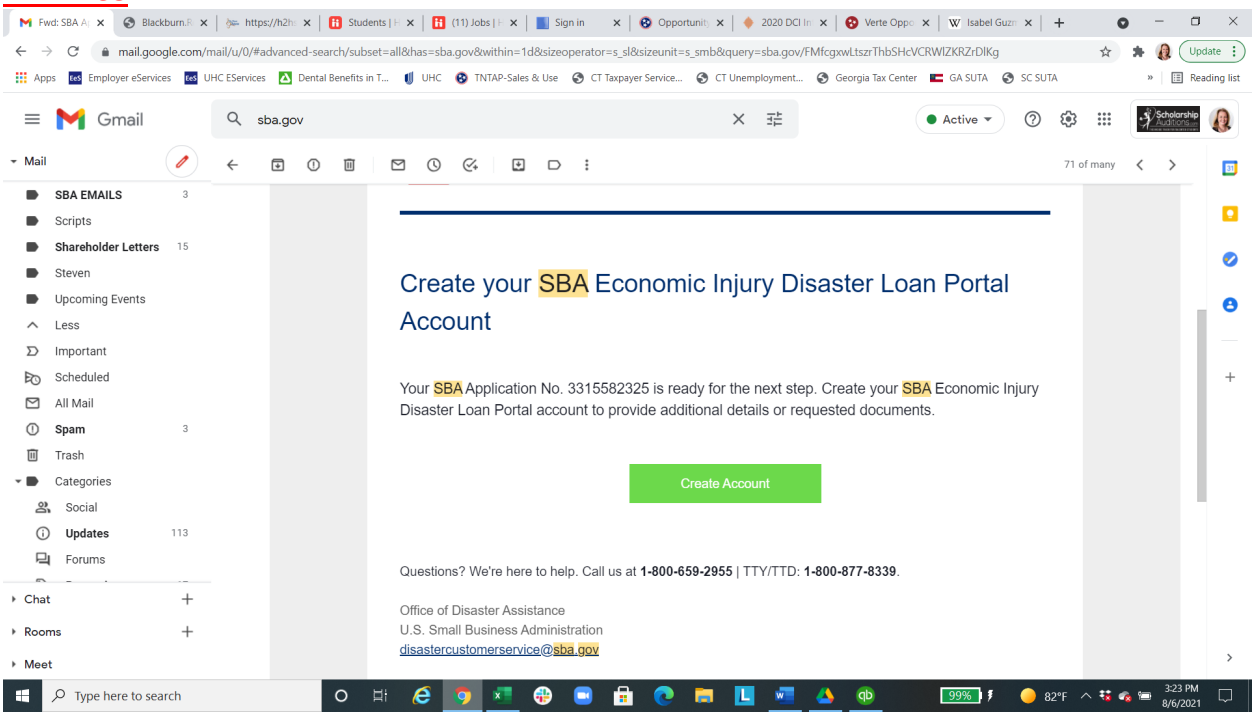
Sincerely,

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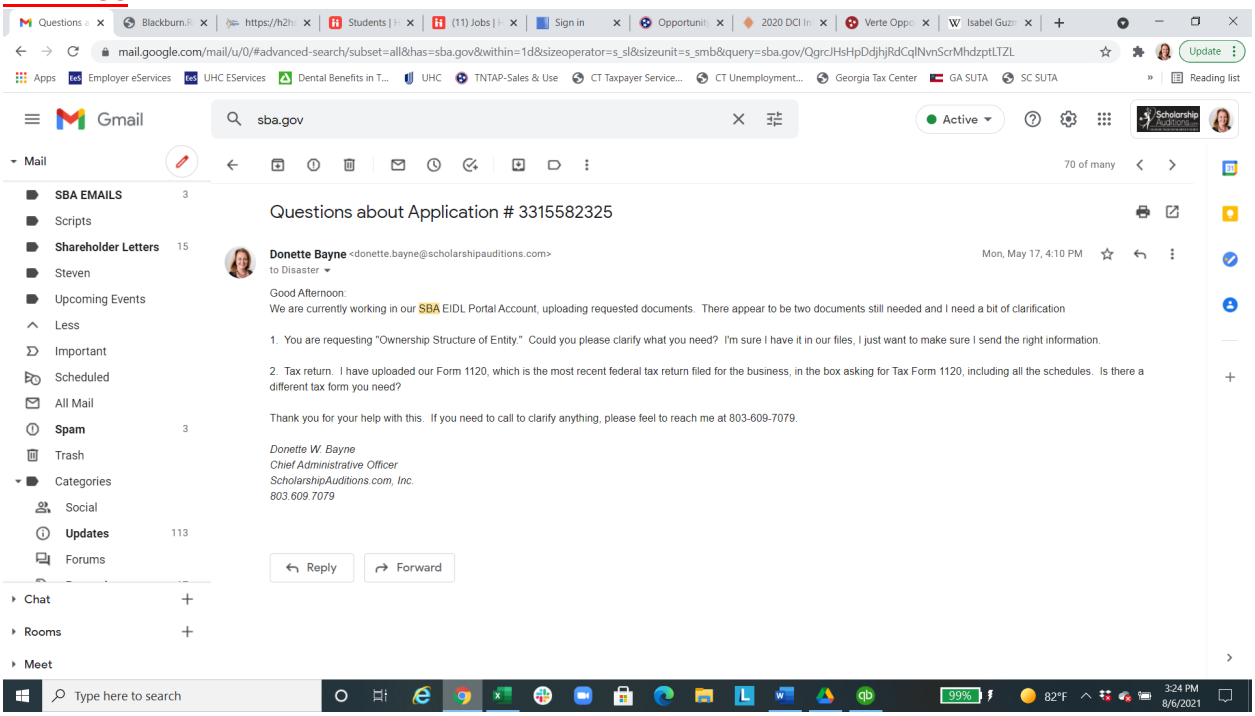

mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgxwLtstGQbCFwVXDgHCRbLrSMDWN
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Scripts
Shareholder Letters 15
Steven
Upcoming Events
Less
Important
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All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Chat
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72 of many
We thank you for your patience and understanding as we work to assist as many applicants as possible.
If you have additional questions or require further assistance, please call our Disaster Customer Service Center at 1-800-659-2955 or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.
Sincerely,
Nemesis O.
Disaster Recovery Assistant
Office of Disaster Assistance, Customer Service Center
U.S. Small Business Administration
1-800-659-2955
SBA
U.S. Small Business Administration
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99%
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8/6/2021


mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgxwLtswZZxjhKkqRMChPSDVvGDnC
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Scripts
Shareholder Letters 15
Steven
Upcoming Events
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Spam 3
Trash
Categories
Social
Updates 113
Forums
Chat
Rooms
Meet
73 of many
Automatic reply: Loan #3315582325 SBA:0002870000557
External
SBA EMAILS
Disaster Customer Service <DisasterCustomerService@sba.gov>
to me
Mon, May 10, 10:38 AM
Thank you for reaching out to the U.S. Small Business Administration Disaster Assistance Customer Service Center.
If you are seeking more information about SBA's COVID-19 relief programs to small businesses, please visit www.sba.gov/coronavirusrelief . For information on other SBA Disaster Assistance Programs not related to the Coronavirus pandemic, please visit www.sba.gov/disaster .
If you have any additional questions, please feel free to reach back out to us via email, or call our Customer Service Center at (800) 659-2955. Individuals who are deaf or hard of hearing may call (800) 877-8339.
[Message clipped] View entire message
Reply
Forward
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99%
82°F
3:21 PM
8/6/2021

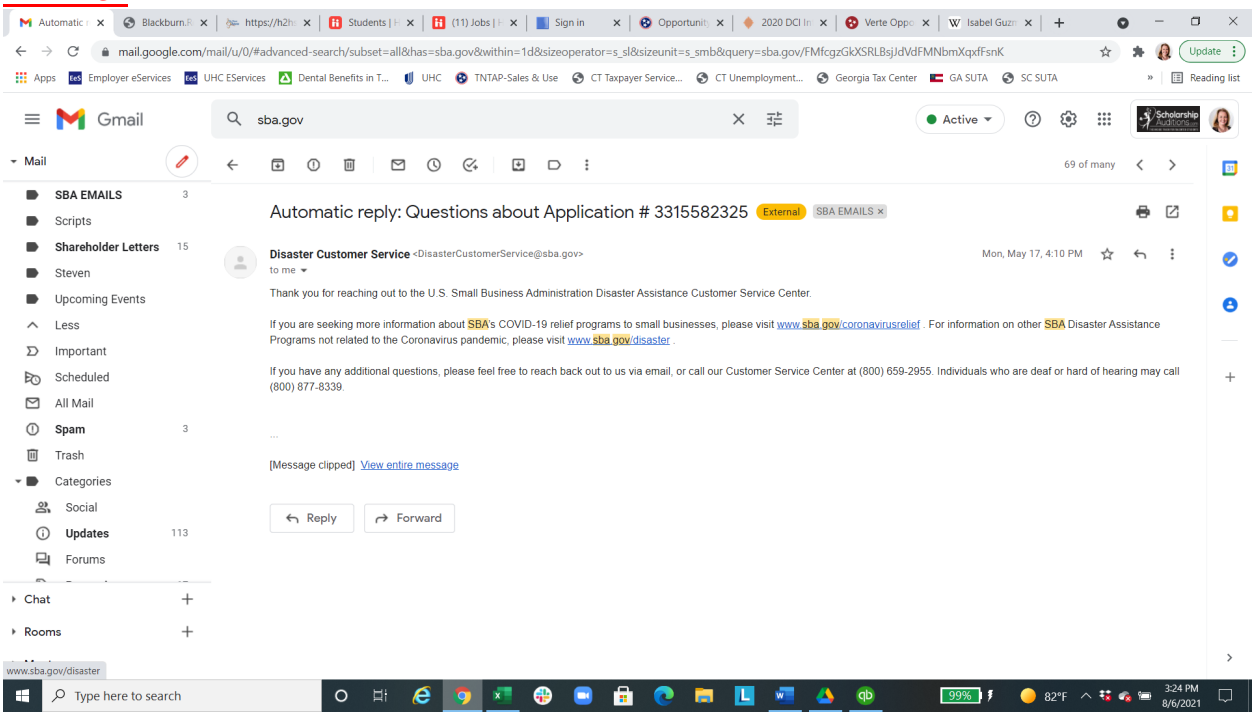
EMAIL 35



EMAIL 36



EMAIL 37



Automatic reply: Questions about Application # 3315582325 External SBA EMAILS ×

Disaster Customer Service <DisasterCustomerService@sba.gov>
to me

Mon, May 17, 4:10 PM

Thank you for reaching out to the U.S. Small Business Administration Disaster Assistance Customer Service Center.

If you are seeking more information about SBA's COVID-19 relief programs to small businesses, please visit www.sba.gov/coronavirusrelief . For information on other SBA Disaster Assistance Programs not related to the Coronavirus pandemic, please visit www.sba.gov/disaster .

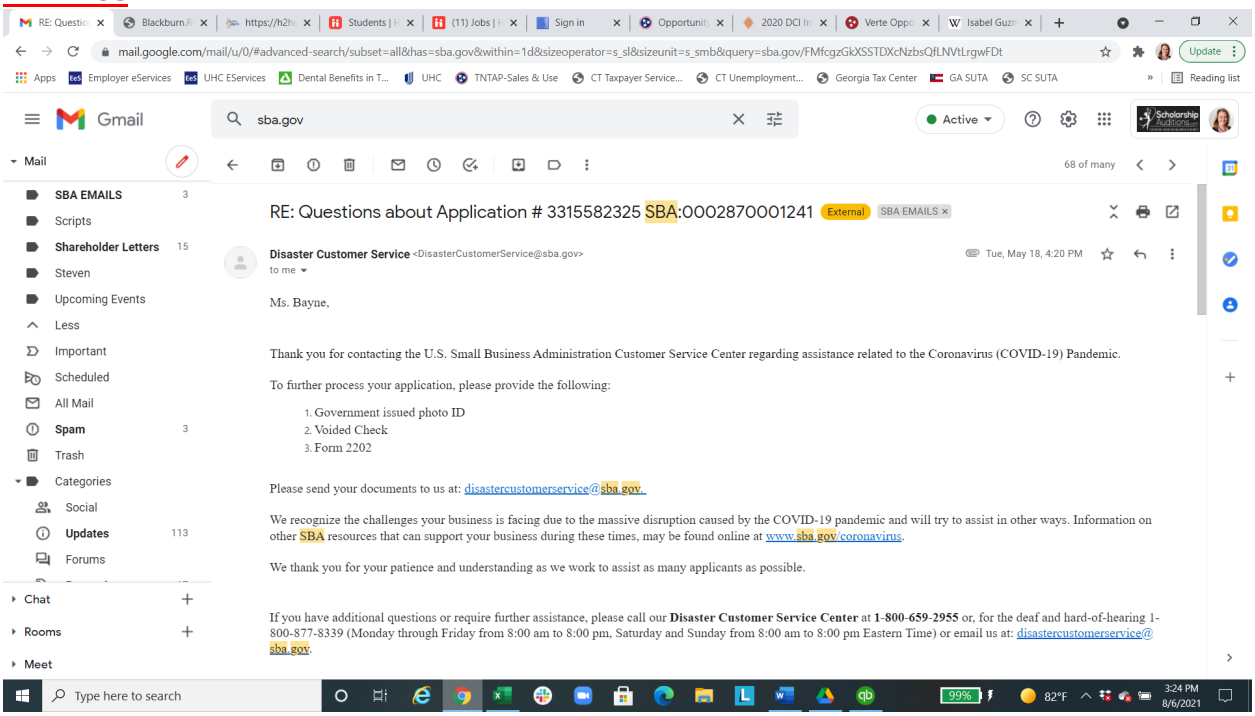
If you have any additional questions, please feel free to reach back out to us via email, or call our Customer Service Center at (800) 659-2955. Individuals who are deaf or hard of hearing may call (800) 877-8339.

...

[Message clipped] View entire message

Reply Forward

EMAIL 38



RE: Questions about Application # 3315582325 SBA:0002870001241 External SBA EMAILS ×

Disaster Customer Service <DisasterCustomerService@sba.gov>
to me

Tue, May 18, 4:20 PM

Ms. Bayne,

Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic.

To further process your application, please provide the following:

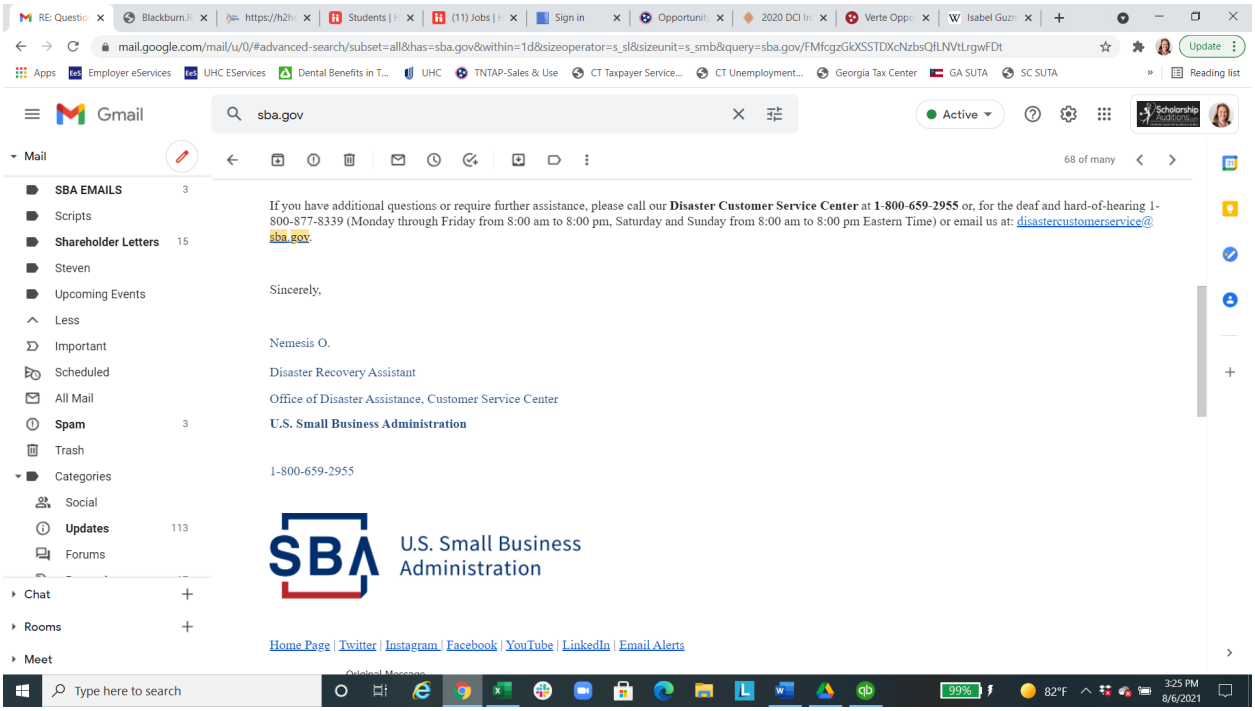
1. Government issued photo ID
2. Voided Check
3. Form 2202

Please send your documents to us at: disastercustomerservice@sba.gov.

We recognize the challenges your business is facing due to the massive disruption caused by the COVID-19 pandemic and will try to assist in other ways. Information on other SBA resources that can support your business during these times, may be found online at www.sba.gov/coronavirus.

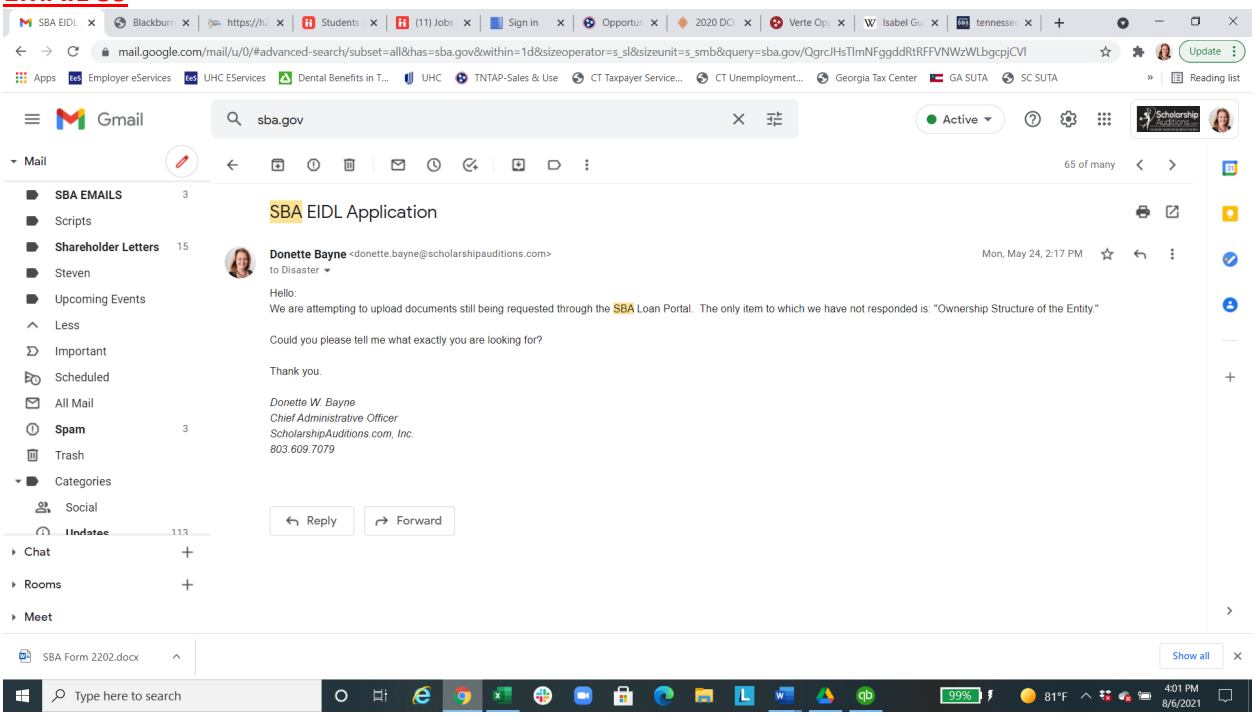
We thank you for your patience and understanding as we work to assist as many applicants as possible.

If you have additional questions or require further assistance, please call our **Disaster Customer Service Center** at **1-800-659-2955** or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.

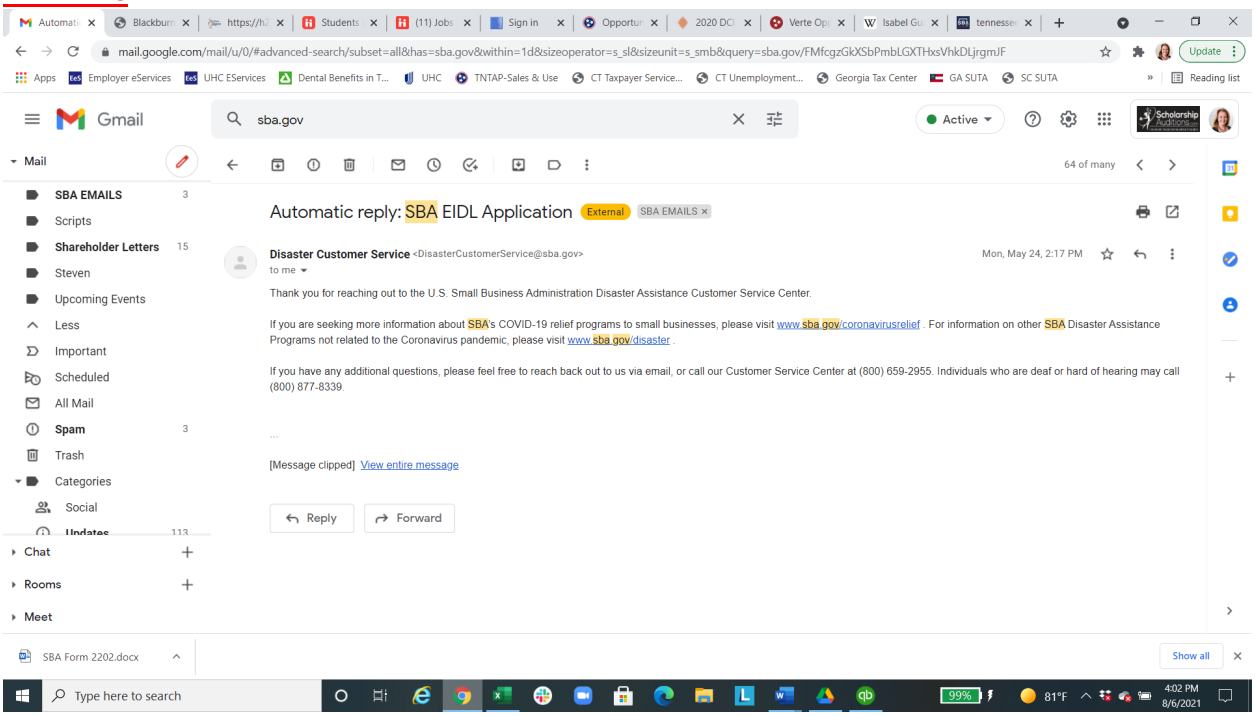


[IRS FORM SS-4 INCLUDED WITH EMAIL]
[P&L AND BALANCE SHEET FOR 2019-2020 INCLUDED WITH EMAIL]
[2019 W-3 INCLUDED WITH EMAIL]
[2019 – 2020 CORPORATE FORM 1120 WITH ATTACHMENTS INCLUDED WITH EMAIL]
[SBA FORM 2202 INCLUDED WITH EMAIL]
[COPY OF FRONT AND BACK OF RANDALL BAYNE'S DRIVER LICENSE INCLUDED WITH EMAIL]
[COPY OF VOIDED CHECK INCLUDED WITH EMAIL]

EMAIL 39



EMAIL 40



mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgzGkXSbPmbLGXTHxsVhkDLjrgmJF

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Mail: SBA EMAILS 3 · Scripts · Shareholder Letters 15 · Steven · Upcoming Events · Less · Important · Scheduled · All Mail · Spam 3 · Trash · Categories · Social · Updates 113 · Chat · Rooms · Meet

64 of many

Automatic reply: SBA EIDL Application External SBA EMAILS ×

Disaster Customer Service <DisasterCustomerService@sba.gov> Mon, May 24, 2:17 PM
to me

Thank you for reaching out to the U.S. Small Business Administration Disaster Assistance Customer Service Center.

If you are seeking more information about SBA's COVID-19 relief programs to small businesses, please visit www.sba.gov/coronavirusrelief . For information on other SBA Disaster Assistance Programs not related to the Coronavirus pandemic, please visit www.sba.gov/disaster .

If you have any additional questions, please feel free to reach back out to us via email, or call our Customer Service Center at (800) 659-2955. Individuals who are deaf or hard of hearing may call (800) 877-8339.

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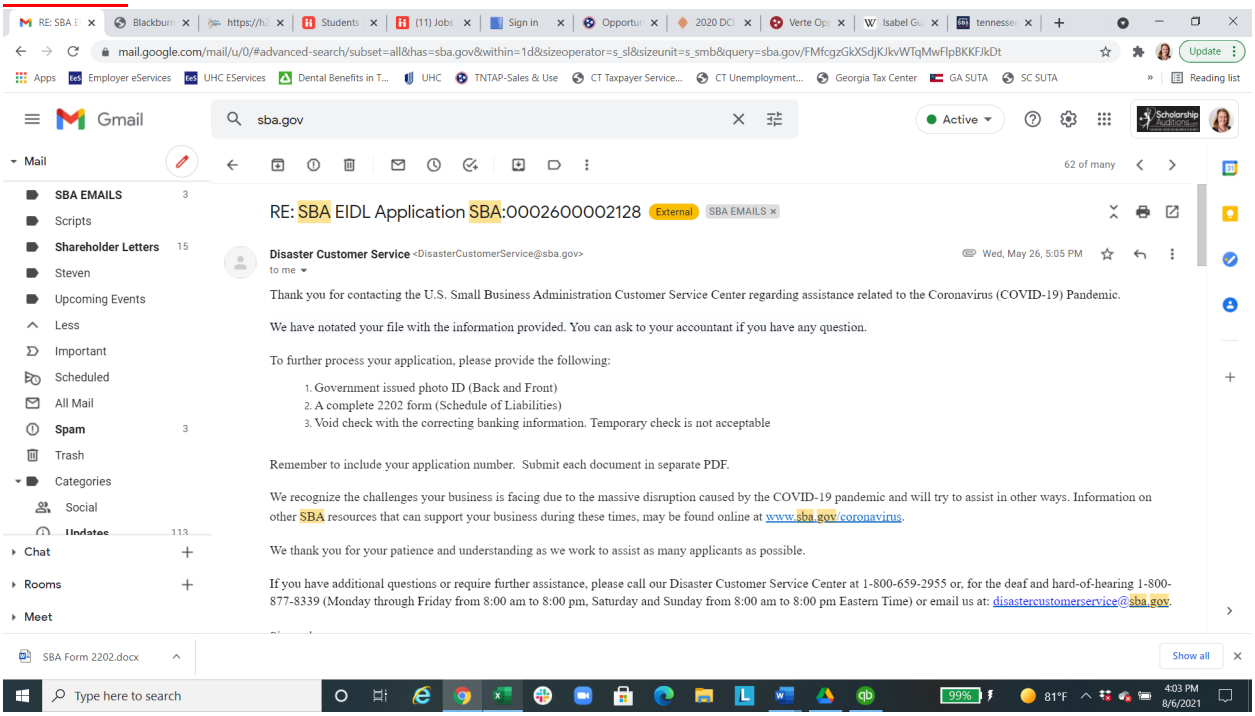
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SBA Form 2202.docx — Show all

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EMAIL 41



mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgzGkXSdjKJkvWTqMwFlpBKKFJkDt

Gmail — sba.gov

Mail: SBA EMAILS 3 · Scripts · Shareholder Letters 15 · Steven · Upcoming Events · Less · Important · Scheduled · All Mail · Spam 3 · Trash · Categories · Social · Updates 113 · Chat · Rooms · Meet

62 of many

RE: SBA EIDL Application SBA:0002600002128 External SBA EMAILS ×

Disaster Customer Service <DisasterCustomerService@sba.gov> Wed, May 26, 5:05 PM
to me

Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic.

We have notated your file with the information provided. You can ask to your accountant if you have any question.

To further process your application, please provide the following:

1. Government issued photo ID (Back and Front)
2. A complete 2202 form (Schedule of Liabilities)
3. Void check with the correcting banking information. Temporary check is not acceptable

Remember to include your application number. Submit each document in separate PDF.

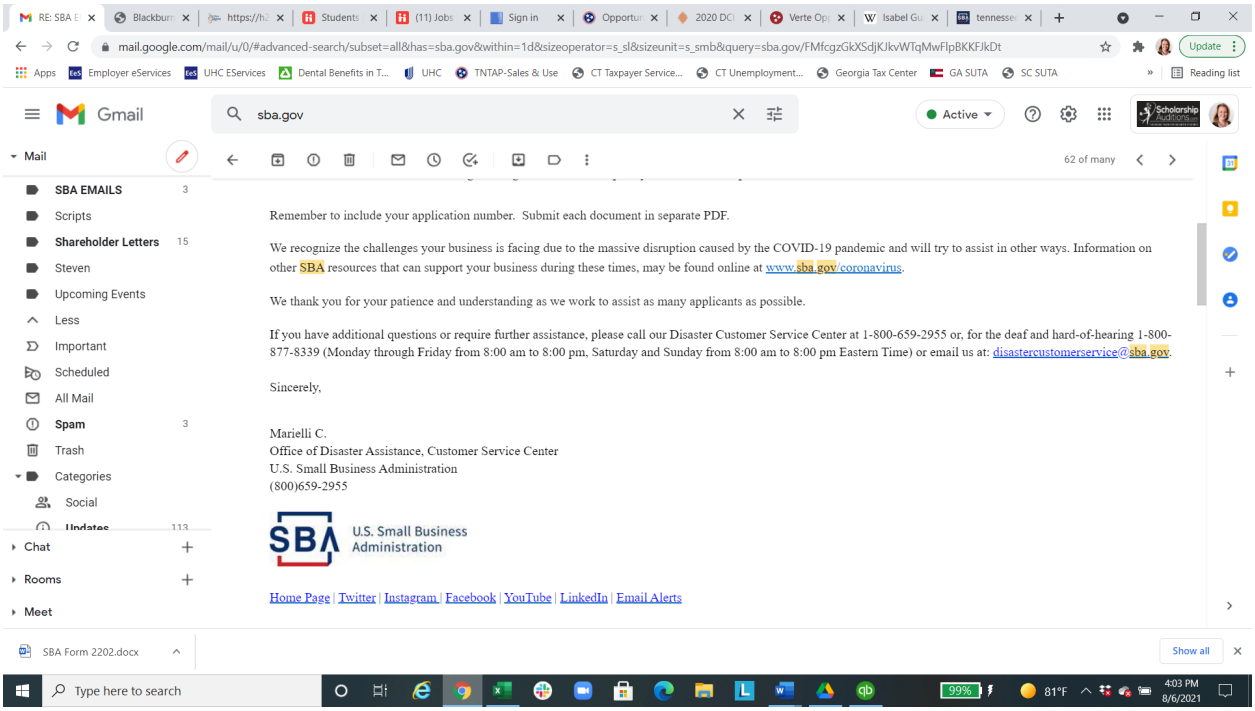
We recognize the challenges your business is facing due to the massive disruption caused by the COVID-19 pandemic and will try to assist in other ways. Information on other SBA resources that can support your business during these times, may be found online at www.sba.gov/coronavirus.

We thank you for your patience and understanding as we work to assist as many applicants as possible.

If you have additional questions or require further assistance, please call our Disaster Customer Service Center at 1-800-659-2955 or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.

SBA Form 2202.docx — Show all

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Remember to include your application number. Submit each document in separate PDF.

We recognize the challenges your business is facing due to the massive disruption caused by the COVID-19 pandemic and will try to assist in other ways. Information on other SBA resources that can support your business during these times, may be found online at www.sba.gov/coronavirus.

We thank you for your patience and understanding as we work to assist as many applicants as possible.

If you have additional questions or require further assistance, please call our Disaster Customer Service Center at 1-800-659-2955 or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.

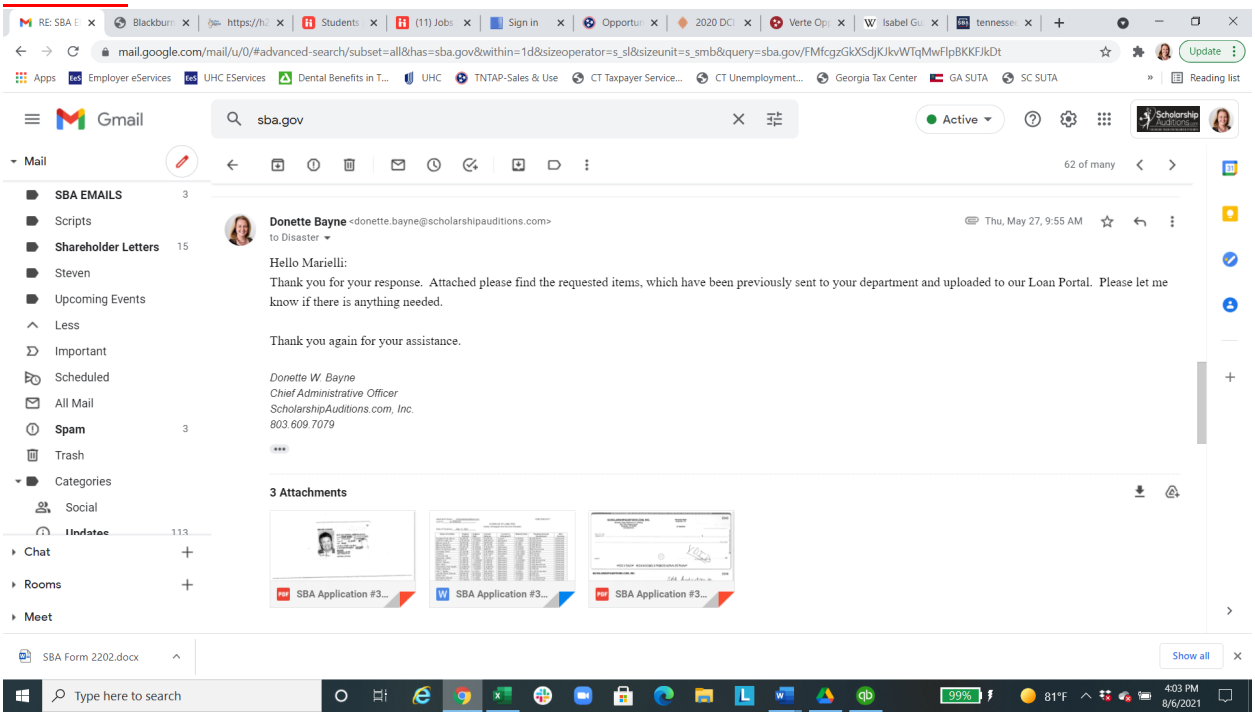
Sincerely,

Marielli C.
Office of Disaster Assistance, Customer Service Center
U.S. Small Business Administration
(800)659-2955

SBA U.S. Small Business Administration

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EMAIL 42



Hello Marielli:
Thank you for your response. Attached please find the requested items, which have been previously sent to your department and uploaded to our Loan Portal. Please let me know if there is anything needed.

Thank you again for your assistance.

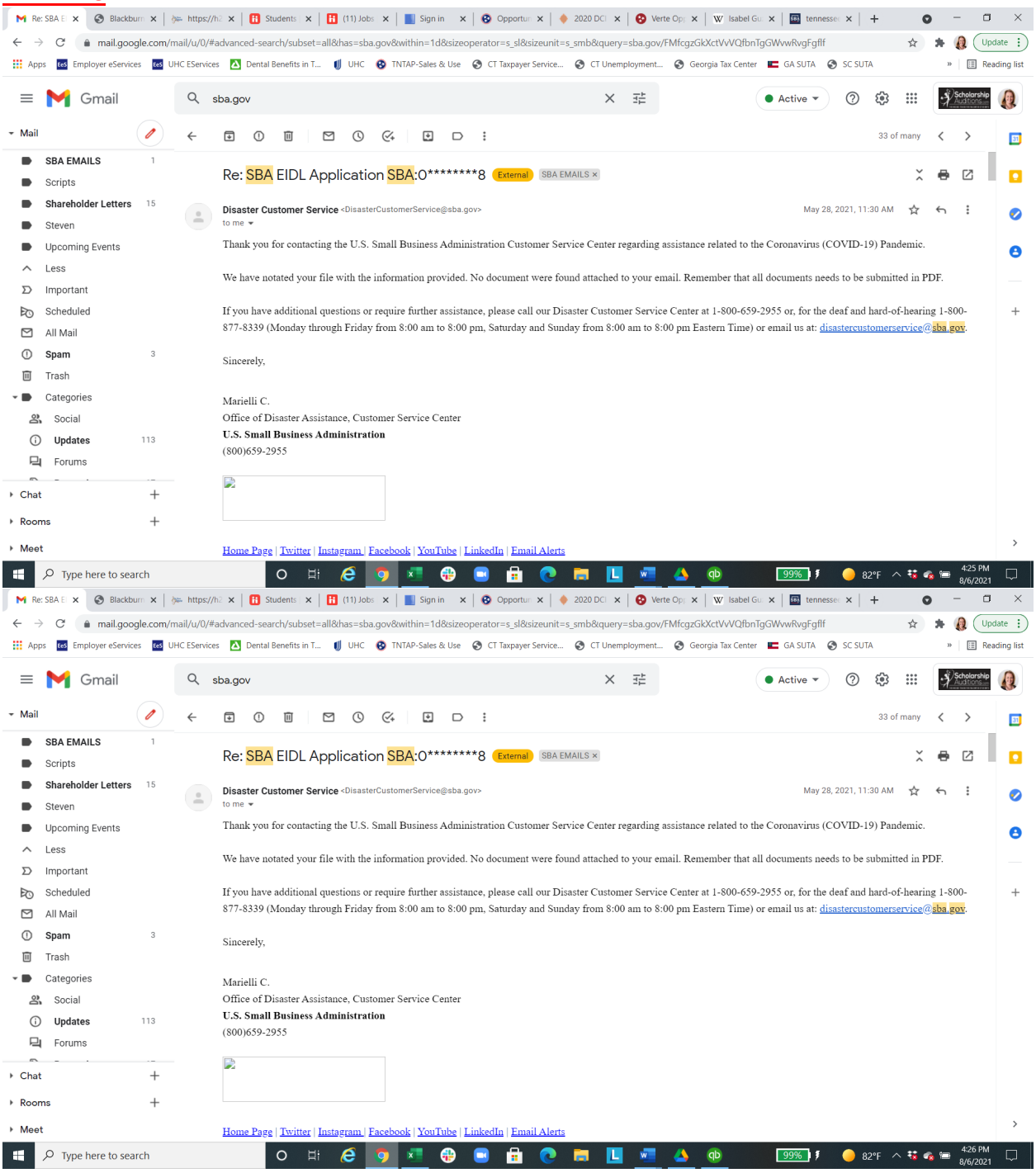
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

3 Attachments

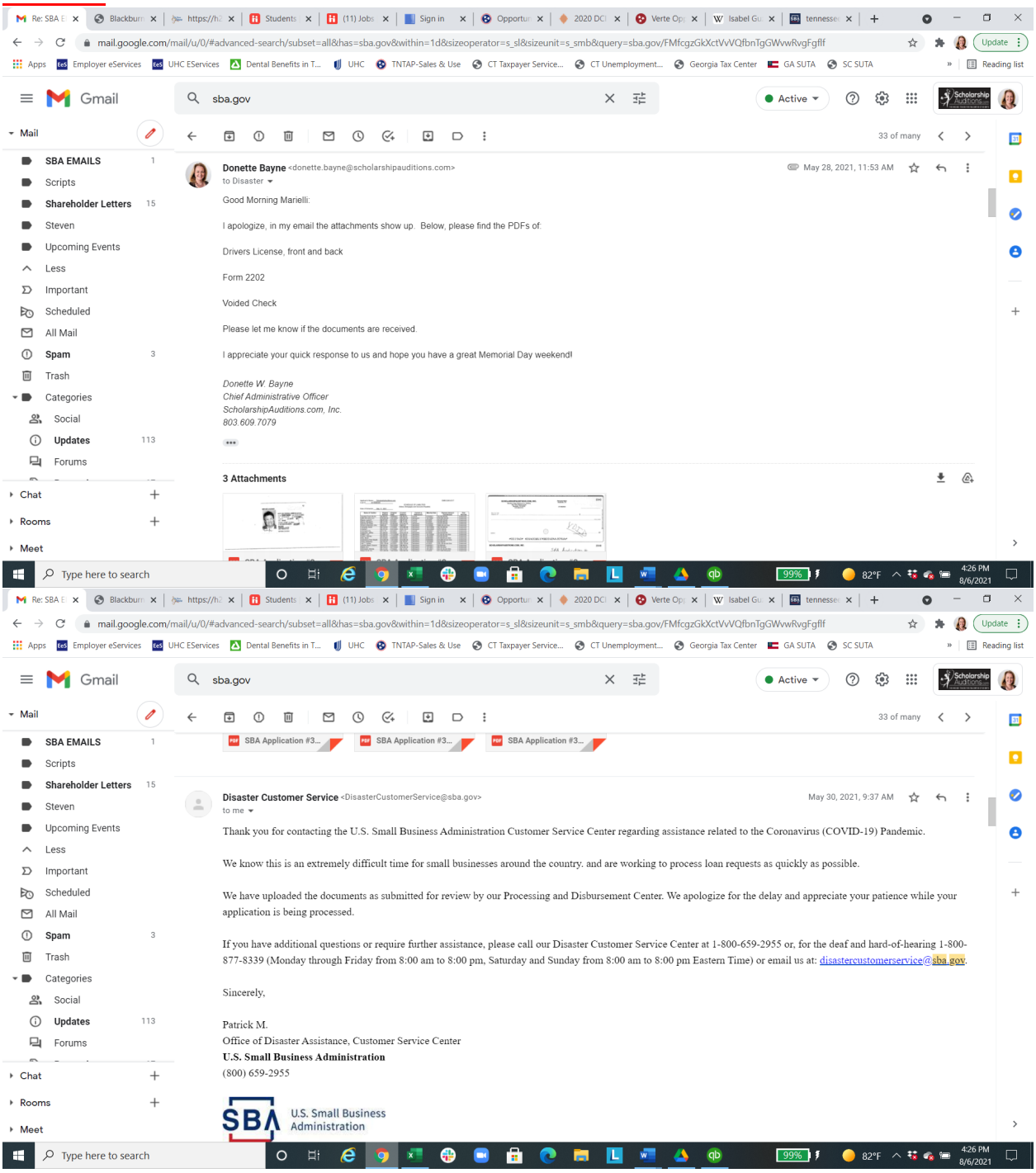
SBA Application #3... SBA Application #3... SBA Application #3...

[SBA FORM 2202 INCLUDED AGAIN WITH EMAIL]
[COPY OF FRONT AND BACK OF RANDALL BAYNE'S DRIVER LICENSE INCLUDED AGAIN WITH EMAIL]
[COPY OF VOIDED CHECK INCLUDED AGAIN WITH EMAIL]

EMAIL 43


mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgzGkXctVvVQfbnTgGWvwRvgFgfIf
Gmail
sba.gov
Active
Mail
SBA EMAILS
Scripts
Shareholder Letters
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam
Trash
Categories
Social
Updates
Forums
Chat
Rooms
Meet
33 of many
Re: SBA EIDL Application SBA:0********8
External
SBA EMAILS
Disaster Customer Service <DisasterCustomerService@sba.gov>
to me
May 28, 2021, 11:30 AM
Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic.
We have notated your file with the information provided. No document were found attached to your email. Remember that all documents needs to be submitted in PDF.
If you have additional questions or require further assistance, please call our Disaster Customer Service Center at 1-800-659-2955 or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.
Sincerely,
Marielli C.
Office of Disaster Assistance, Customer Service Center
U.S. Small Business Administration
(800)659-2955
Home Page | Twitter | Instagram | Facebook | YouTube | LinkedIn | Email Alerts
Type here to search
82°F
4:25 PM
8/6/2021
4:26 PM
8/6/2021

EMAIL 44



mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgzGkXctVvVQfbnTgGWvwRvgFgfIf

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Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Chat
Rooms
Meet

33 of many

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Disaster — May 28, 2021, 11:53 AM

Good Morning Marielli:

I apologize, in my email the attachments show up. Below, please find the PDFs of:

Drivers License, front and back

Form 2202

Voided Check

Please let me know if the documents are received.

I appreciate your quick response to us and hope you have a great Memorial Day weekend!

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

3 Attachments

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mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgzGkXctVvVQfbnTgGWvwRvgFgfIf

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Shareholder Letters 15
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
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Updates 113
Forums
Chat
Rooms
Meet

33 of many

SBA Application #3... SBA Application #3... SBA Application #3...

Disaster Customer Service <DisasterCustomerService@sba.gov>
to me — May 30, 2021, 9:37 AM

Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic.

We know this is an extremely difficult time for small businesses around the country, and are working to process loan requests as quickly as possible.

We have uploaded the documents as submitted for review by our Processing and Disbursement Center. We apologize for the delay and appreciate your patience while your application is being processed.

If you have additional questions or require further assistance, please call our Disaster Customer Service Center at 1-800-659-2955 or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.

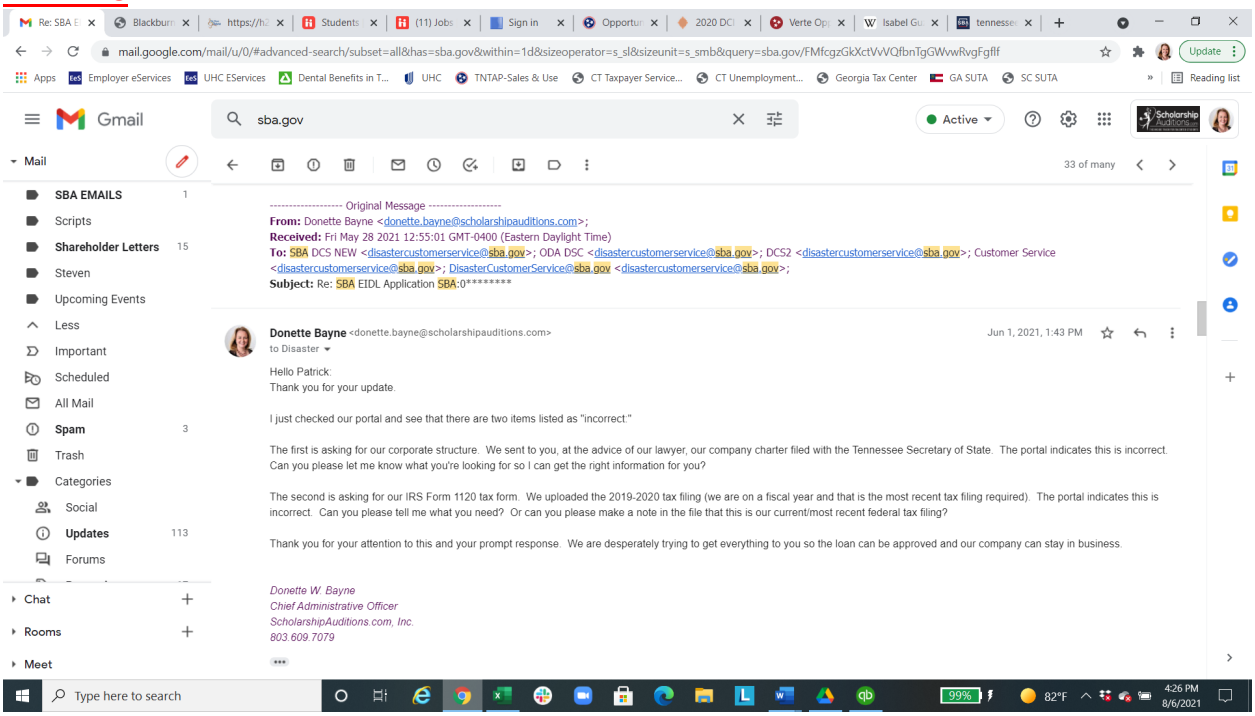
Sincerely,

Patrick M.
Office of Disaster Assistance, Customer Service Center
U.S. Small Business Administration
(800) 659-2955

SBA U.S. Small Business Administration

Type here to search — 99% — 82°F — 4:26 PM 8/6/2021

EMAIL 45



---------- Original Message ----------
From: Donette Bayne <donette.bayne@scholarshipauditions.com>;
Received: Fri May 28 2021 12:55:01 GMT-0400 (Eastern Daylight Time)
To: SBA DCS NEW <disastercustomerservice@sba.gov>; ODA DSC <disastercustomerservice@sba.gov>; DCS2 <disastercustomerservice@sba.gov>; Customer Service <disastercustomerservice@sba.gov>; DisasterCustomerService@sba.gov <disastercustomerservice@sba.gov>;
Subject: Re: SBA EIDL Application SBA:0********

Donette Bayne <donette.bayne@scholarshipauditions.com> Jun 1, 2021, 1:43 PM
to Disaster

Hello Patrick:
Thank you for your update.

I just checked our portal and see that there are two items listed as "incorrect."

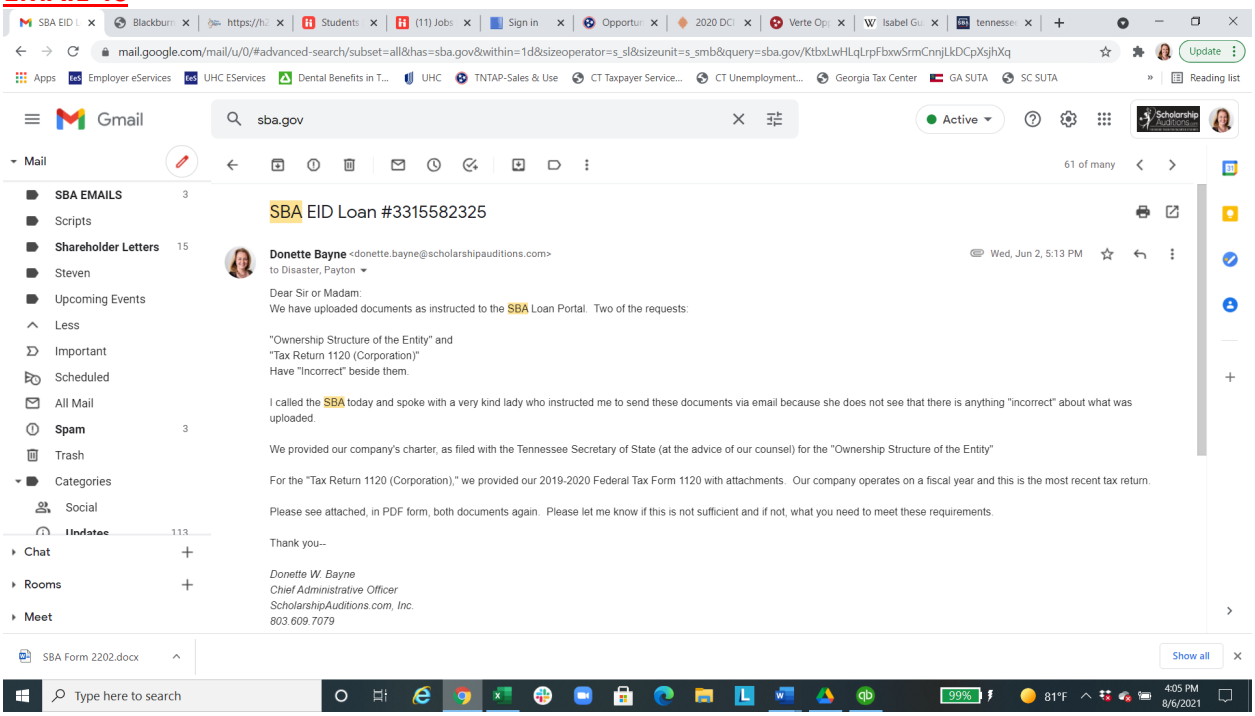
The first is asking for our corporate structure. We sent to you, at the advice of our lawyer, our company charter filed with the Tennessee Secretary of State. The portal indicates this is incorrect. Can you please let me know what you're looking for so I can get the right information for you?

The second is asking for our IRS Form 1120 tax form. We uploaded the 2019-2020 tax filing (we are on a fiscal year and that is the most recent tax filing required). The portal indicates this is incorrect. Can you please tell me what you need? Or can you please make a note in the file that this is our current/most recent federal tax filing?

Thank you for your attention to this and your prompt response. We are desperately trying to get everything to you so the loan can be approved and our company can stay in business.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

EMAIL 46



SBA EID Loan #3315582325

Donette Bayne <donette.bayne@scholarshipauditions.com> Wed, Jun 2, 5:13 PM
to Disaster, Payton

Dear Sir or Madam:
We have uploaded documents as instructed to the SBA Loan Portal. Two of the requests:

"Ownership Structure of the Entity" and
"Tax Return 1120 (Corporation)"
Have "Incorrect" beside them.

I called the SBA today and spoke with a very kind lady who instructed me to send these documents via email because she does not see that there is anything "incorrect" about what was uploaded.

We provided our company's charter, as filed with the Tennessee Secretary of State (at the advice of our counsel) for the "Ownership Structure of the Entity"

For the "Tax Return 1120 (Corporation)," we provided our 2019-2020 Federal Tax Form 1120 with attachments. Our company operates on a fiscal year and this is the most recent tax return.

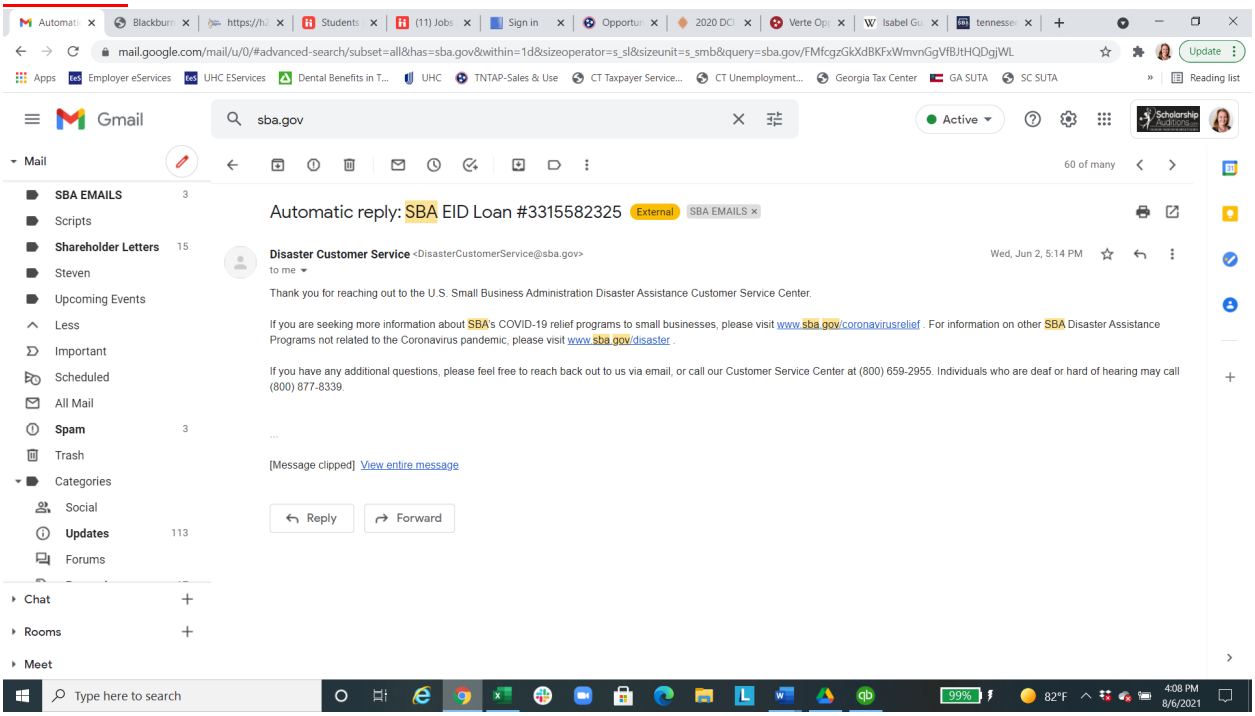
Please see attached, in PDF form, both documents again. Please let me know if this is not sufficient and if not, what you need to meet these requirements.

Thank you--

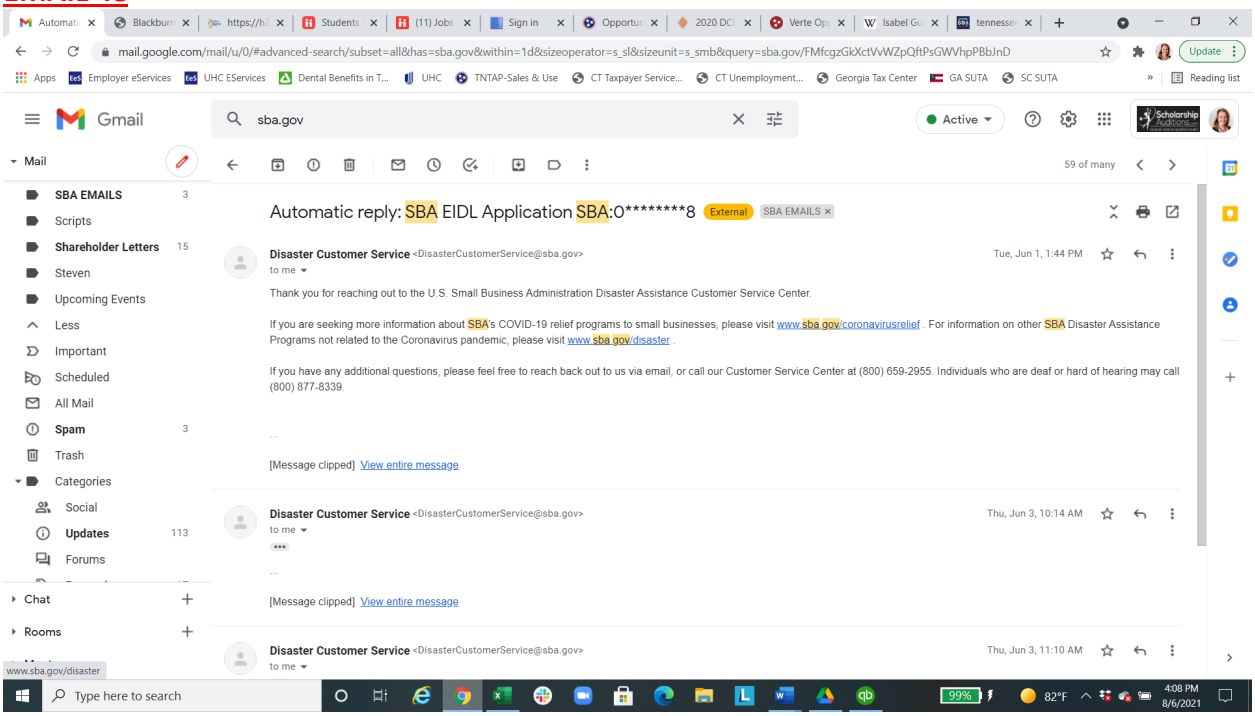
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

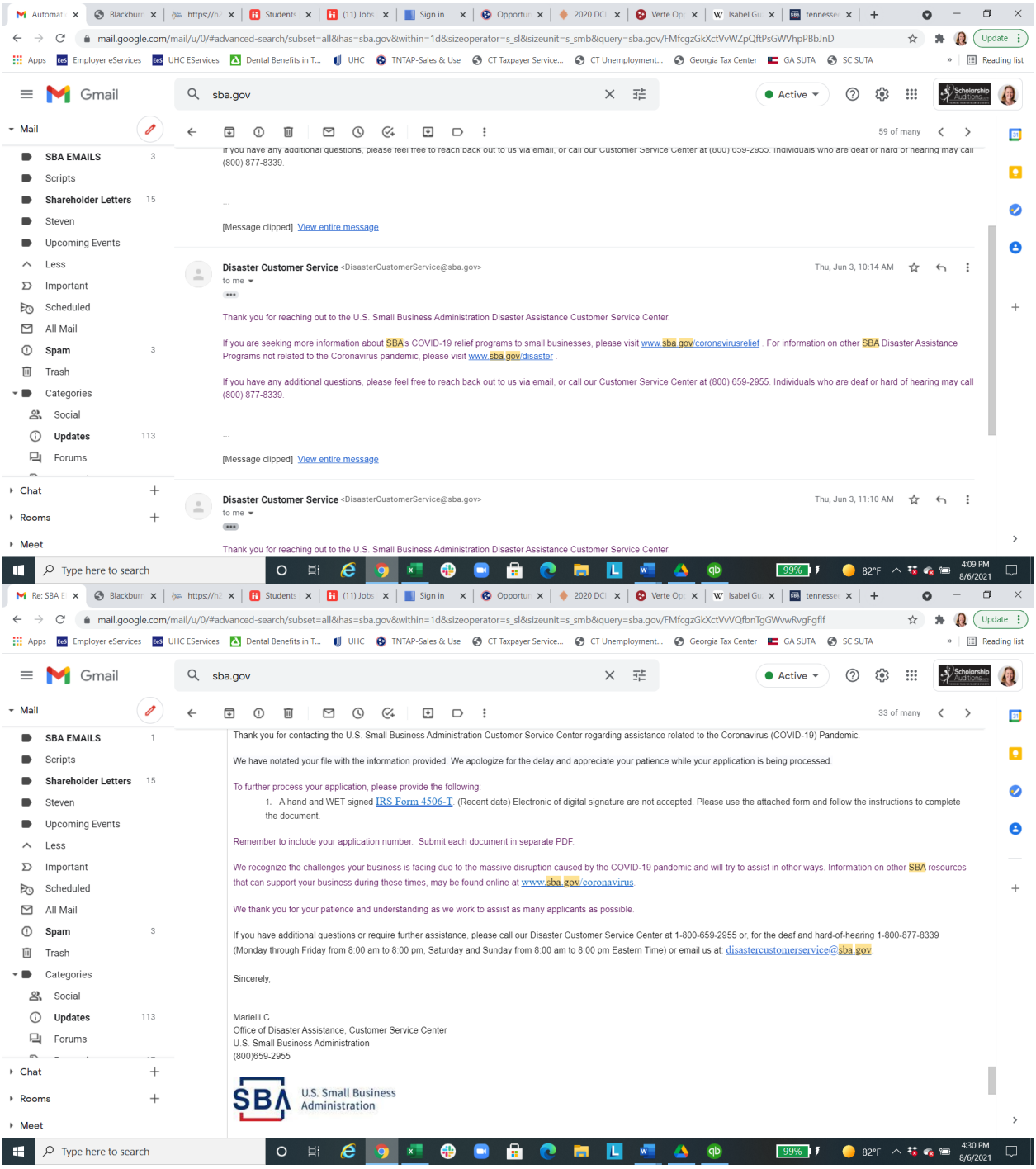
[CORPORATE CHARTER FILED WITH TN SECRETARY OF STATE INCLUDED WITH EMAIL]
[2019 – 2020 CORPORATE TAX FORM 1120 WITH ATTACHMENTS INCLUDED WITH EMAIL]

EMAIL 47

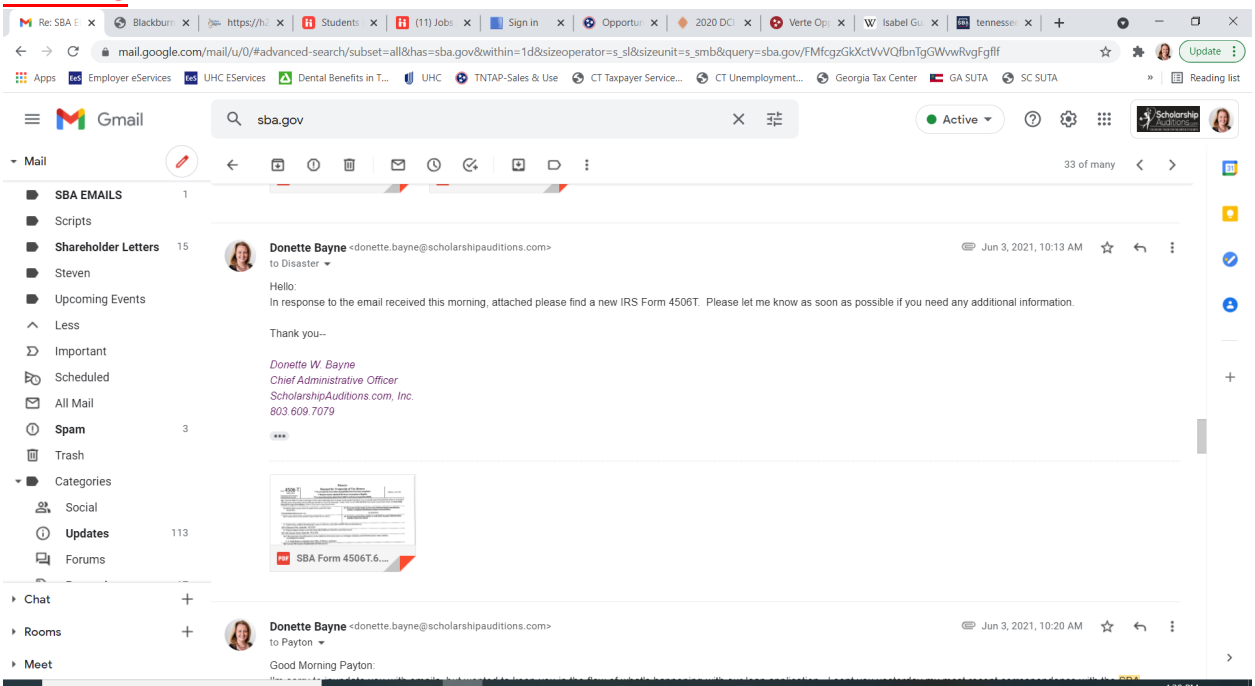


EMAIL 48




mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgzGkXctVvWZpQftPsGWVhpPBbJnD
Gmail
sba.gov
Active
Mail
SBA EMAILS 3
Scripts
Shareholder Letters 15
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Chat
Rooms
Meet
59 of many
[Message clipped] View entire message
Disaster Customer Service <DisasterCustomerService@sba.gov> Thu, Jun 3, 10:14 AM
to me
Thank you for reaching out to the U.S. Small Business Administration Disaster Assistance Customer Service Center.
If you are seeking more information about SBA's COVID-19 relief programs to small businesses, please visit www.sba.gov/coronavirusrelief . For information on other SBA Disaster Assistance Programs not related to the Coronavirus pandemic, please visit www.sba.gov/disaster .
If you have any additional questions, please feel free to reach back out to us via email, or call our Customer Service Center at (800) 659-2955. Individuals who are deaf or hard of hearing may call (800) 877-8339.
[Message clipped] View entire message
Disaster Customer Service <DisasterCustomerService@sba.gov> Thu, Jun 3, 11:10 AM
to me
Thank you for reaching out to the U.S. Small Business Administration Disaster Assistance Customer Service Center.
Type here to search
4:09 PM
8/6/2021
mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgzGkXctVvVQfbnTgGWvwRvgFgfIf
33 of many
Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic.
We have notated your file with the information provided. We apologize for the delay and appreciate your patience while your application is being processed.
To further process your application, please provide the following:
1. A hand and WET signed IRS Form 4506-T (Recent date) Electronic of digital signature are not accepted. Please use the attached form and follow the instructions to complete the document.
Remember to include your application number. Submit each document in separate PDF.
We recognize the challenges your business is facing due to the massive disruption caused by the COVID-19 pandemic and will try to assist in other ways. Information on other SBA resources that can support your business during these times, may be found online at www.sba.gov/coronavirus.
We thank you for your patience and understanding as we work to assist as many applicants as possible.
If you have additional questions or require further assistance, please call our Disaster Customer Service Center at 1-800-659-2955 or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at disastercustomerservice@sba.gov.
Sincerely,
Marielli C.
Office of Disaster Assistance, Customer Service Center
U.S. Small Business Administration
(800)659-2955
SBA U.S. Small Business Administration
4:30 PM
8/6/2021

EMAIL 49



Gmail — sba.gov

Mail

- SBA EMAILS 1
- Scripts
- Shareholder Letters 15
- Steven
- Upcoming Events
- Less
- Important
- Scheduled
- All Mail
- Spam 3
- Trash
- Categories
  - Social
  - Updates 113
  - Forums
- Chat
- Rooms
- Meet

33 of many

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Disaster — Jun 3, 2021, 10:13 AM

Hello:
In response to the email received this morning, attached please find a new IRS Form 4506T. Please let me know as soon as possible if you need any additional information.

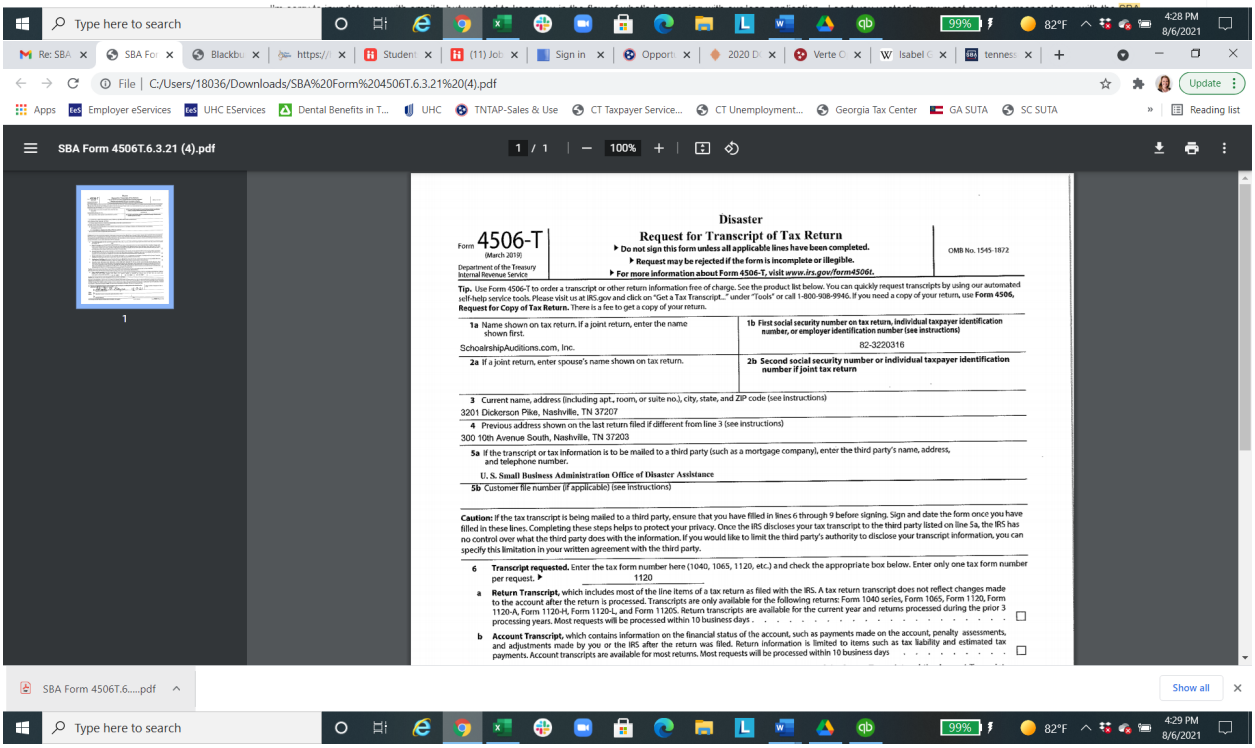
Thank you--

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

SBA Form 4506T.6....

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Payton — Jun 3, 2021, 10:20 AM

Good Morning Payton:



SBA Form 4506T.6.3.21 (4).pdf — 1 / 1 — 100%

Disaster

Form 4506-T (March 2019)
Department of the Treasury
Internal Revenue Service

Request for Transcript of Tax Return

▸ Do not sign this form unless all applicable lines have been completed.
▸ Request may be rejected if the form is incomplete or illegible.
▸ For more information about Form 4506-T, visit www.irs.gov/form4506t.

OMB No. 1545-1872

Tip. Use Form 4506-T to order a transcript or other return information free of charge. See the product list below. You can quickly request transcripts by using our automated self-help service tools. Please visit us at IRS.gov and click on "Get a Tax Transcript..." under "Tools" or call 1-800-908-9946. If you need a copy of your return, use **Form 4506, Request for Copy of Tax Return.** There is a fee to get a copy of your return.

1a Name shown on tax return. If a joint return, enter the name shown first.	1b First social security number on tax return, individual taxpayer identification number, or employer identification number (see instructions)
ScholarshipAuditions.com, Inc.	82-3220316
2a If a joint return, enter spouse's name shown on tax return.	2b Second social security number or individual taxpayer identification number if joint tax return

3 Current name, address (including apt., room, or suite no.), city, state, and ZIP code (see instructions)
3201 Dickerson Pike, Nashville, TN 37207

4 Previous address shown on the last return filed if different from line 3 (see instructions)
300 10th Avenue South, Nashville, TN 37203

5a If the transcript or tax information is to be mailed to a third party (such as a mortgage company), enter the third party's name, address, and telephone number.
U. S. Small Business Administration Office of Disaster Assistance

5b Customer file number (if applicable) (see instructions)

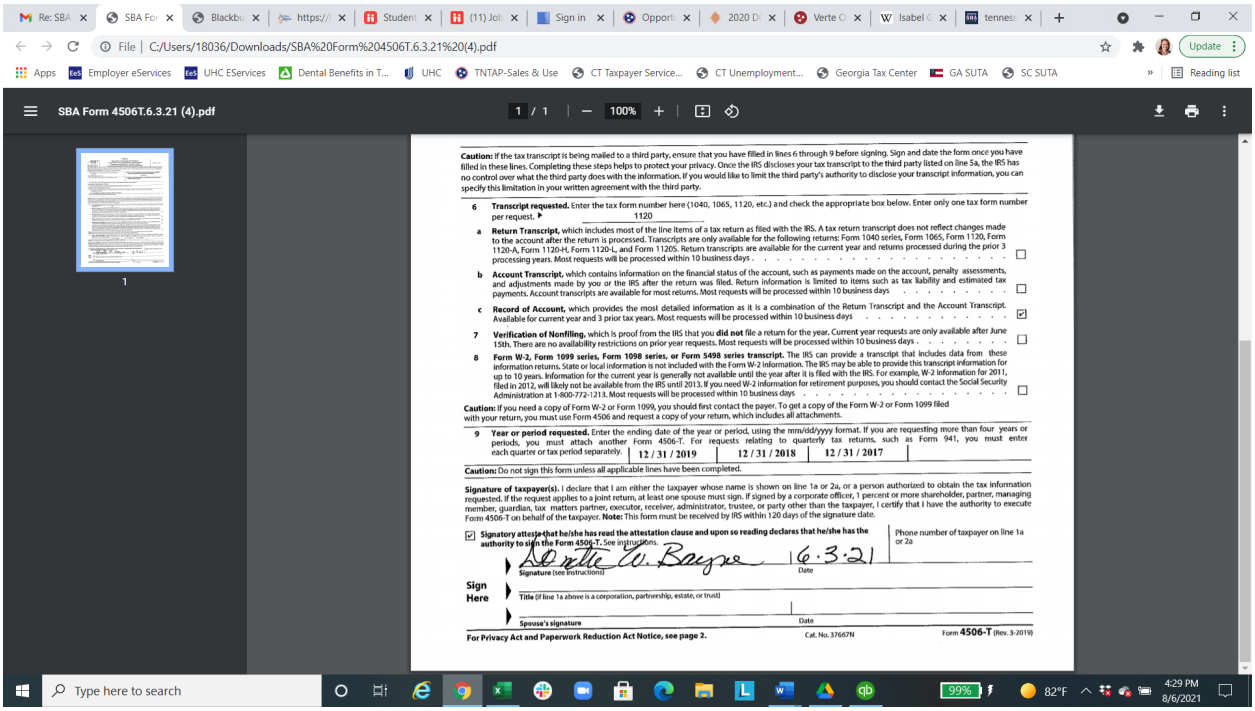
Caution: If the tax transcript is being mailed to a third party, ensure that you have filled in lines 6 through 9 before signing. Sign and date the form once you have filled in these lines. Completing these steps helps to protect your privacy. Once the IRS discloses your tax transcript to the third party listed on line 5a, the IRS has no control over what the third party does with the information. If you would like to limit the third party's authority to disclose your transcript information, you can specify this limitation in your written agreement with the third party.

6 **Transcript requested.** Enter the tax form number here (1040, 1065, 1120, etc.) and check the appropriate box below. Enter only one tax form number per request. ▸ 1120

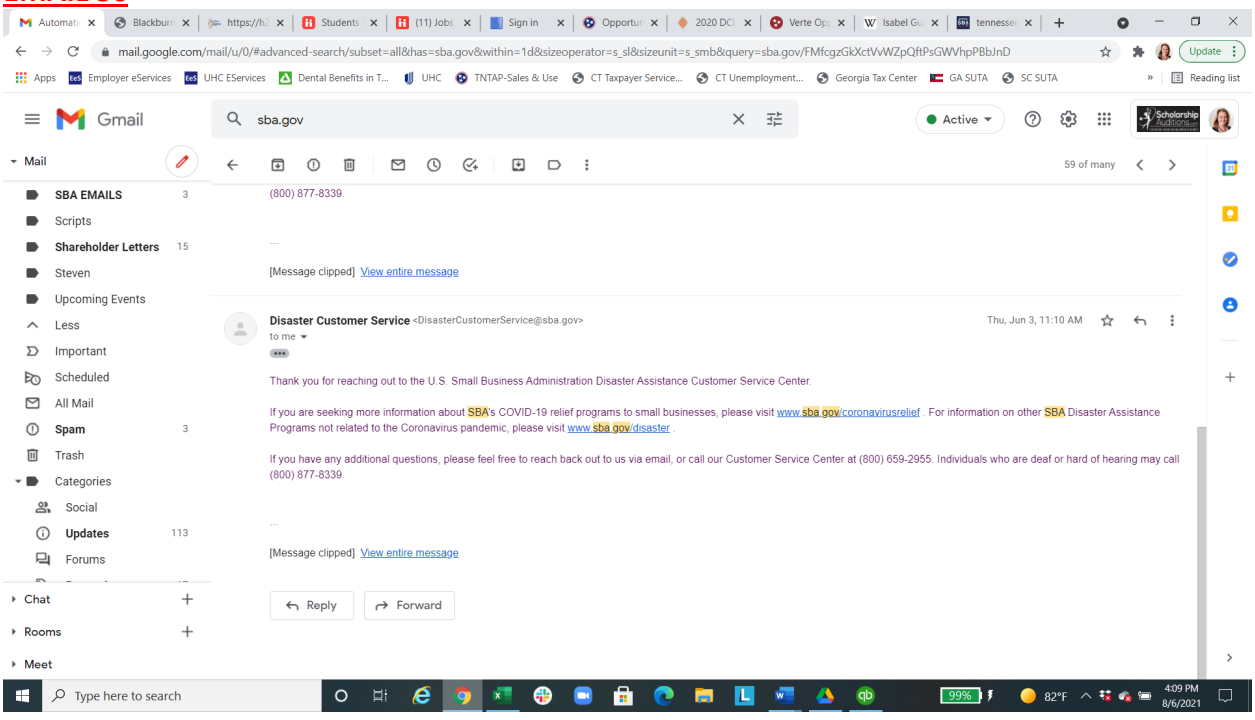
a **Return Transcript,** which includes most of the line items of a tax return as filed with the IRS. A tax return transcript does not reflect changes made to the account after the return is processed. Transcripts are only available for the following returns: Form 1040 series, Form 1065, Form 1120, Form 1120-A, Form 1120-H, Form 1120-L, and Form 1120S. Return transcripts are available for the current year and returns processed during the prior 3 processing years. Most requests will be processed within 10 business days . . . . . ☐

b **Account Transcript,** which contains information on the financial status of the account, such as payments made on the account, penalty assessments, and adjustments made by you or the IRS after the return was filed. Return information is limited to items such as tax liability and estimated tax payments. Account transcripts are available for most returns. Most requests will be processed within 10 business days . . . . . ☐

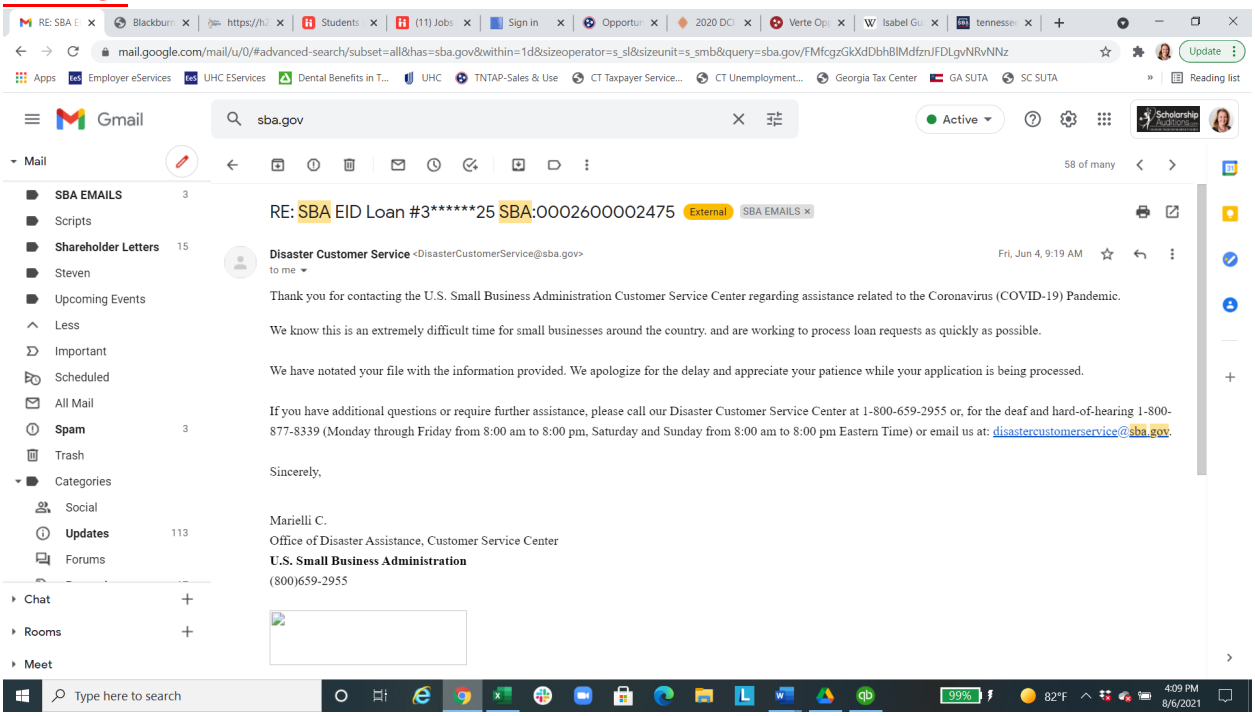
SBA Form 4506T.6.....pdf — Show all


SBA Form 4506T.6.3.21 (4).pdf
Caution: If the tax transcript is being mailed to a third party, ensure that you have filled in lines 6 through 9 before signing. Sign and date the form once you have filled in these lines. Completing these steps helps to protect your privacy. Once the IRS discloses your tax transcript to the third party listed on line 5a, the IRS has no control over what the third party does with the information. If you would like to limit the third party's authority to disclose your transcript information, you can specify this limitation in your written agreement with the third party.
6 Transcript requested. Enter the tax form number here (1040, 1065, 1120, etc.) and check the appropriate box below. Enter only one tax form number per request. ▶ 1120
a Return Transcript, which includes most of the line items of a tax return as filed with the IRS. A tax return transcript does not reflect changes made to the account after the return is processed. Transcripts are only available for the following returns: Form 1040 series, Form 1065, Form 1120, Form 1120-A, Form 1120-H, Form 1120-L, and Form 1120S. Return transcripts are available for the current year and returns processed during the prior 3 processing years. Most requests will be processed within 10 business days
b Account Transcript, which contains information on the financial status of the account, such as payments made on the account, penalty assessments, and adjustments made by you or the IRS after the return was filed. Return information is limited to items such as tax liability and estimated tax payments. Account transcripts are available for most returns. Most requests will be processed within 10 business days
c Record of Account, which provides the most detailed information as it is a combination of the Return Transcript and the Account Transcript. Available for current year and 3 prior tax years. Most requests will be processed within 10 business days
7 Verification of Nonfiling, which is proof from the IRS that you did not file a return for the year. Current year requests are only available after June 15th. There are no availability restrictions on prior year requests. Most requests will be processed within 10 business days
8 Form W-2, Form 1099 series, Form 1098 series, or Form 5498 series transcript. The IRS can provide a transcript that includes data from these information returns. State or local information is not included with the Form W-2 information. The IRS may be able to provide this transcript information for up to 10 years. Information for the current year is generally not available until the year after it is filed with the IRS. For example, W-2 information for 2011, filed in 2012, will likely not be available from the IRS until 2013. If you need W-2 information for retirement purposes, you should contact the Social Security Administration at 1-800-772-1213. Most requests will be processed within 10 business days
Caution: If you need a copy of Form W-2 or Form 1099, you should first contact the payer. To get a copy of the Form W-2 or Form 1099 filed with your return, you must use Form 4506 and request a copy of your return, which includes all attachments.
9 Year or period requested. Enter the ending date of the year or period, using the mm/dd/yyyy format. If you are requesting more than four years or periods, you must attach another Form 4506-T. For requests relating to quarterly tax returns, such as Form 941, you must enter each quarter or tax period separately. 12/31/2019 | 12/31/2018 | 12/31/2017
Caution: Do not sign this form unless all applicable lines have been completed.
Signature of taxpayer(s). I declare that I am either the taxpayer whose name is shown on line 1a or 2a, or a person authorized to obtain the tax information requested. If the request applies to a joint return, at least one spouse must sign. If signed by a corporate officer, 1 percent or more shareholder, partner, managing member, guardian, tax matters partner, executor, receiver, administrator, trustee, or party other than the taxpayer, I certify that I have the authority to execute Form 4506-T on behalf of the taxpayer. Note: This form must be received by IRS within 120 days of the signature date.
Signatory attests that he/she has read the attestation clause and upon so reading declares that he/she has the authority to sign the Form 4506-T. See instructions.
Phone number of taxpayer on line 1a or 2a
Signature (see instructions)
Date
6.3.21
Sign Here
Title (if line 1a above is a corporation, partnership, estate, or trust)
Spouse's signature
Date
For Privacy Act and Paperwork Reduction Act Notice, see page 2.
Cat. No. 37667N
Form 4506-T (Rev. 3-2019)

EMAIL 50


Gmail
sba.gov
Mail
SBA EMAILS
Scripts
Shareholder Letters
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam
Trash
Categories
Social
Updates
Forums
Chat
Rooms
Meet
(800) 877-8339.
[Message clipped] View entire message
Disaster Customer Service <DisasterCustomerService@sba.gov>
Thu, Jun 3, 11:10 AM
to me
Thank you for reaching out to the U.S. Small Business Administration Disaster Assistance Customer Service Center.
If you are seeking more information about SBA's COVID-19 relief programs to small businesses, please visit www.sba.gov/coronavirusrelief . For information on other SBA Disaster Assistance Programs not related to the Coronavirus pandemic, please visit www.sba.gov/disaster .
If you have any additional questions, please feel free to reach back out to us via email, or call our Customer Service Center at (800) 659-2955. Individuals who are deaf or hard of hearing may call (800) 877-8339.
[Message clipped] View entire message
Reply
Forward

EMAIL 51



RE: SBA EID Loan #3******25 SBA:0002600002475 External SBA EMAILS ×

Disaster Customer Service <DisasterCustomerService@sba.gov> Fri, Jun 4, 9:19 AM
to me

Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic.

We know this is an extremely difficult time for small businesses around the country. and are working to process loan requests as quickly as possible.

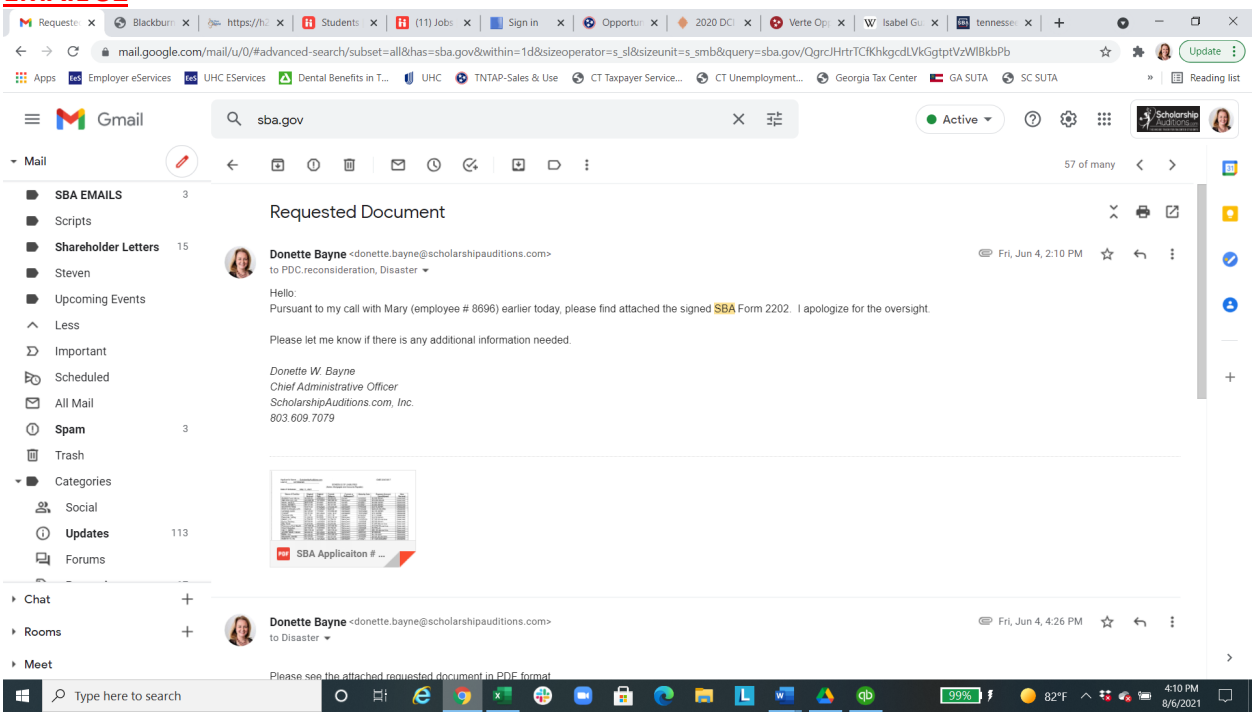
We have notated your file with the information provided. We apologize for the delay and appreciate your patience while your application is being processed.

If you have additional questions or require further assistance, please call our Disaster Customer Service Center at 1-800-659-2955 or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.

Sincerely,

Marielli C.
Office of Disaster Assistance, Customer Service Center
U.S. Small Business Administration
(800)659-2955

EMAIL 52



Requested Document

Donette Bayne <donette.bayne@scholarshipauditions.com> Fri, Jun 4, 2:10 PM
to PDC.reconsideration, Disaster

Hello:
Pursuant to my call with Mary (employee # 8696) earlier today, please find attached the signed SBA Form 2202. I apologize for the oversight.

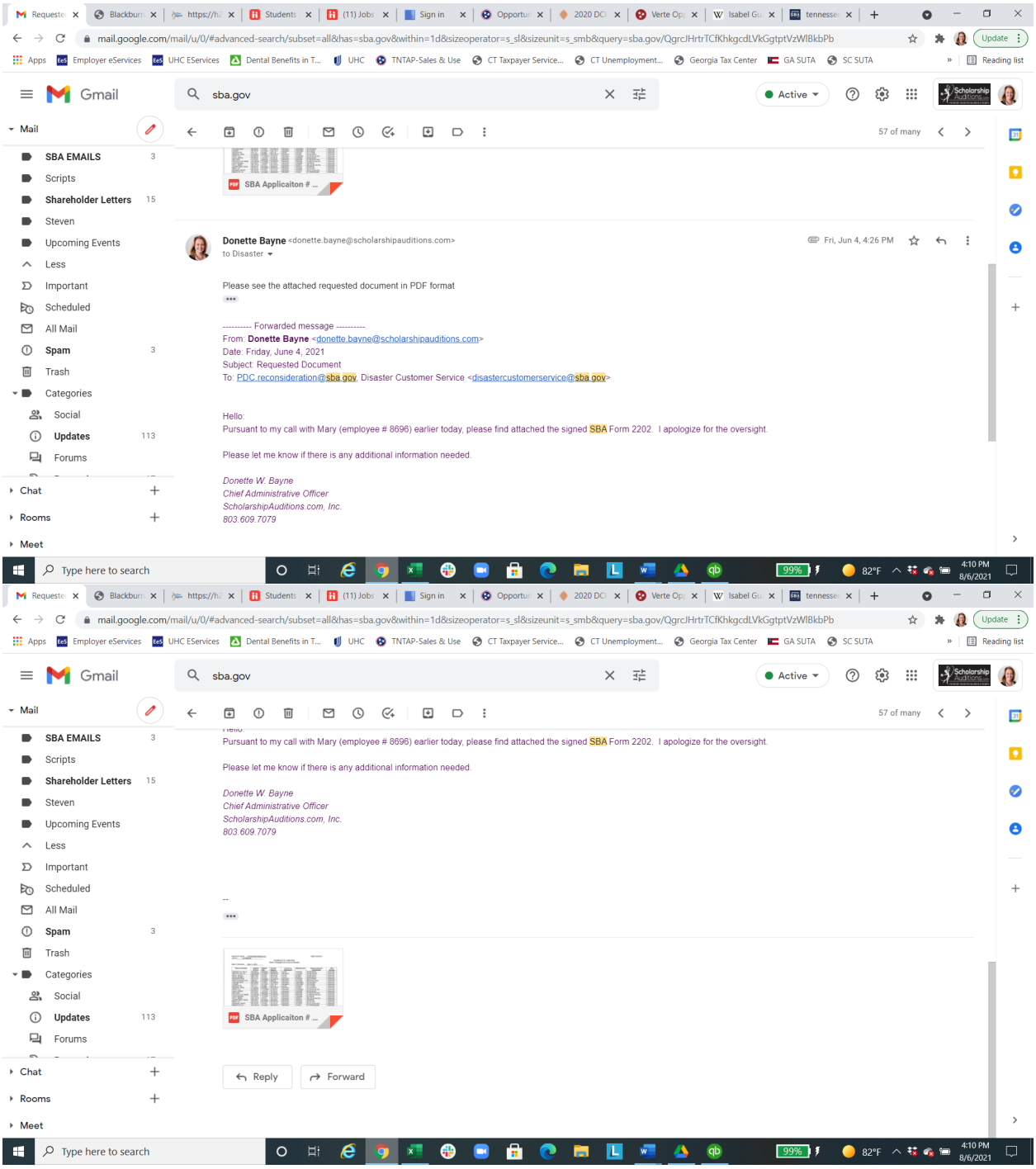
Please let me know if there is any additional information needed.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

SBA Applicaiton # ...

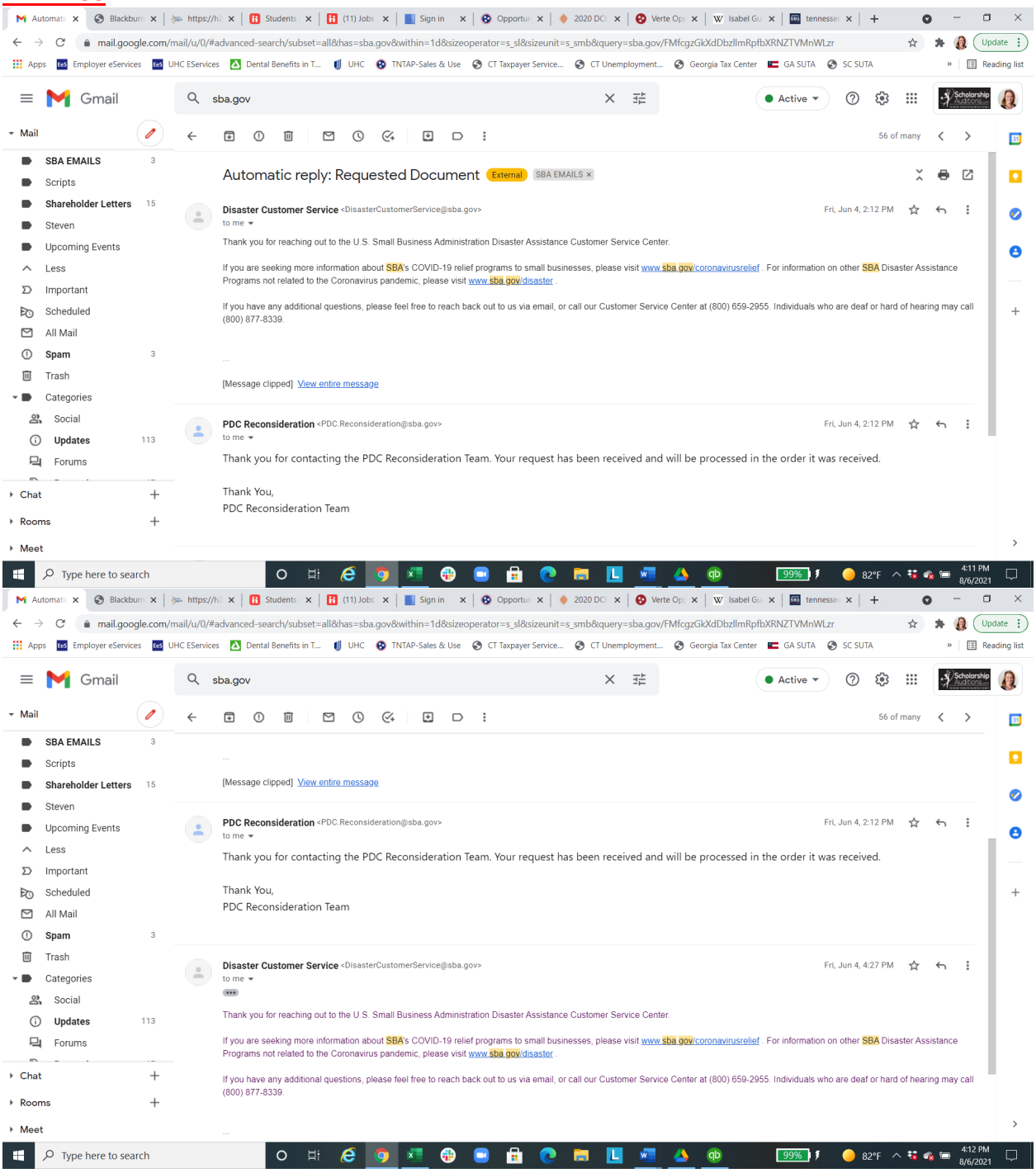
Donette Bayne <donette.bayne@scholarshipauditions.com> Fri, Jun 4, 4:26 PM
to Disaster

Please see the attached requested document in PDF format

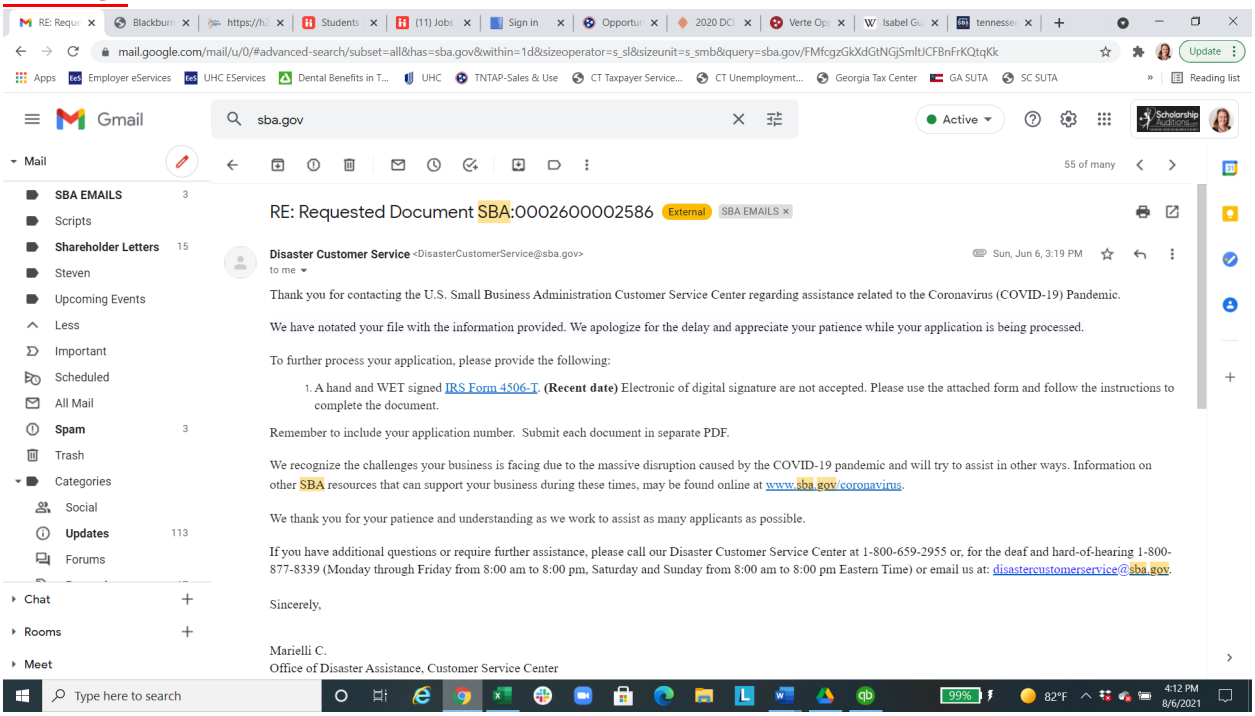


[SBA FORM 2202 INCLUDED AGAIN WITH EMAIL]

EMAIL 53


mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgzGkXdDbzllmRpfbXRNZTVMnWLzr
Gmail
sba.gov
Active
Mail
SBA EMAILS 3
Scripts
Shareholder Letters 15
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Chat
Rooms
Meet
56 of many
Automatic reply: Requested Document
External
SBA EMAILS
Disaster Customer Service <DisasterCustomerService@sba.gov>
Fri, Jun 4, 2:12 PM
to me
Thank you for reaching out to the U.S. Small Business Administration Disaster Assistance Customer Service Center.
If you are seeking more information about SBA's COVID-19 relief programs to small businesses, please visit www.sba.gov/coronavirusrelief . For information on other SBA Disaster Assistance Programs not related to the Coronavirus pandemic, please visit www.sba.gov/disaster .
If you have any additional questions, please feel free to reach back out to us via email, or call our Customer Service Center at (800) 659-2955. Individuals who are deaf or hard of hearing may call (800) 877-8339.
[Message clipped] View entire message
PDC Reconsideration <PDC.Reconsideration@sba.gov>
Fri, Jun 4, 2:12 PM
to me
Thank you for contacting the PDC Reconsideration Team. Your request has been received and will be processed in the order it was received.
Thank You,
PDC Reconsideration Team
Disaster Customer Service <DisasterCustomerService@sba.gov>
Fri, Jun 4, 4:27 PM
to me
Type here to search
82°F
4:11 PM
8/6/2021
4:12 PM

EMAIL 54



RE: Requested Document SBA:0002600002586 External SBA EMAILS ×

Disaster Customer Service <DisasterCustomerService@sba.gov> Sun, Jun 6, 3:19 PM
to me

Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic.

We have notated your file with the information provided. We apologize for the delay and appreciate your patience while your application is being processed.

To further process your application, please provide the following:

1. A hand and WET signed IRS Form 4506-T. **(Recent date)** Electronic of digital signature are not accepted. Please use the attached form and follow the instructions to complete the document.

Remember to include your application number. Submit each document in separate PDF.

We recognize the challenges your business is facing due to the massive disruption caused by the COVID-19 pandemic and will try to assist in other ways. Information on other SBA resources that can support your business during these times, may be found online at www.sba.gov/coronavirus.

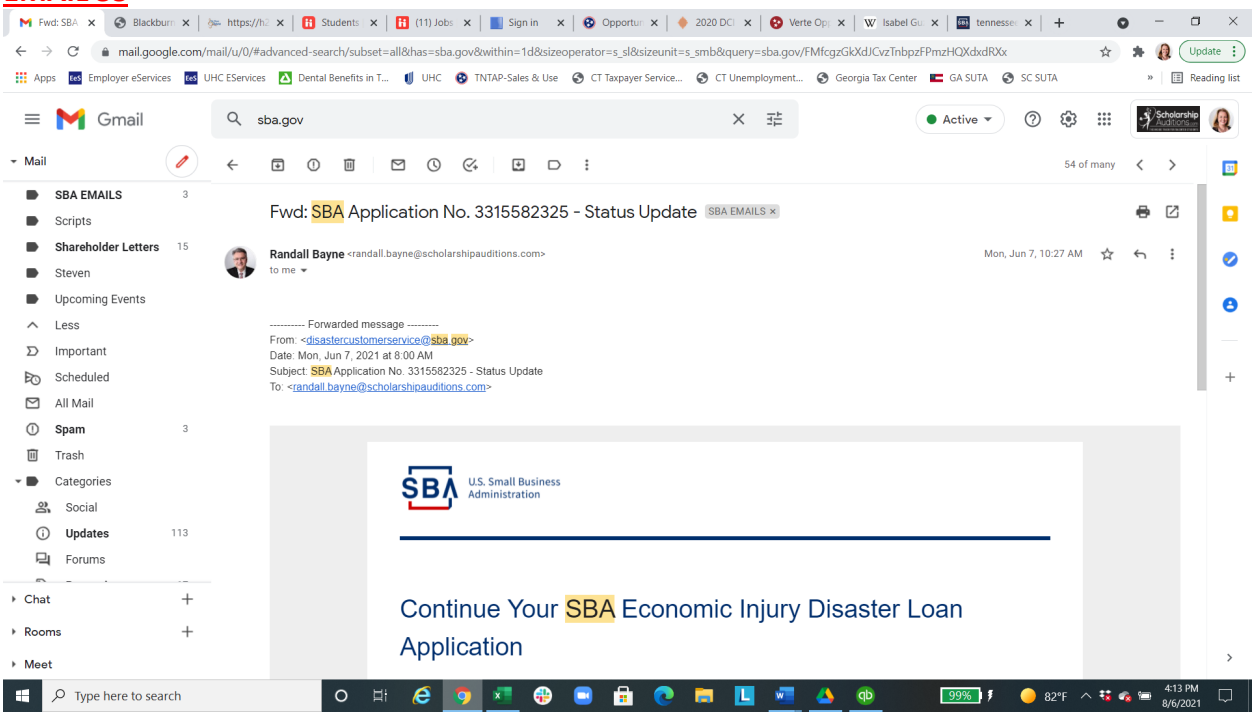
We thank you for your patience and understanding as we work to assist as many applicants as possible.

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Sincerely,

Marielli C.
Office of Disaster Assistance, Customer Service Center

EMAIL 55



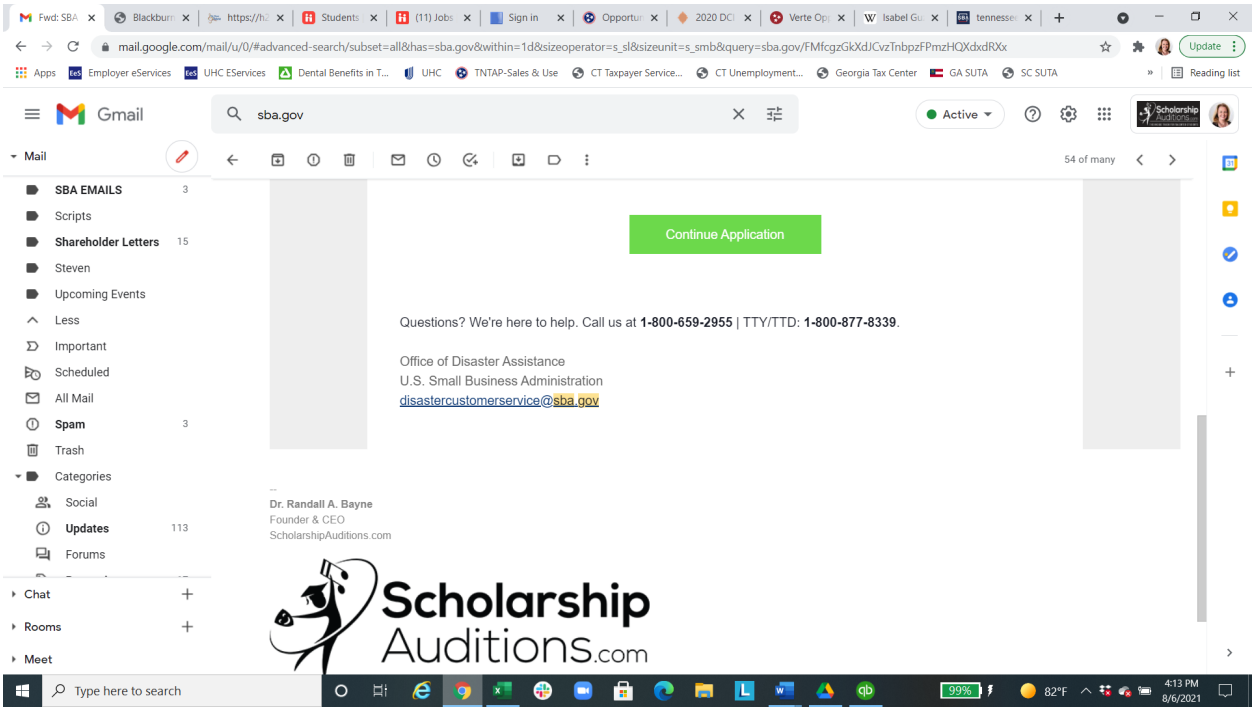
Fwd: SBA Application No. 3315582325 - Status Update SBA EMAILS ×

Randall Bayne <randall.bayne@scholarshipauditions.com> Mon, Jun 7, 10:27 AM
to me

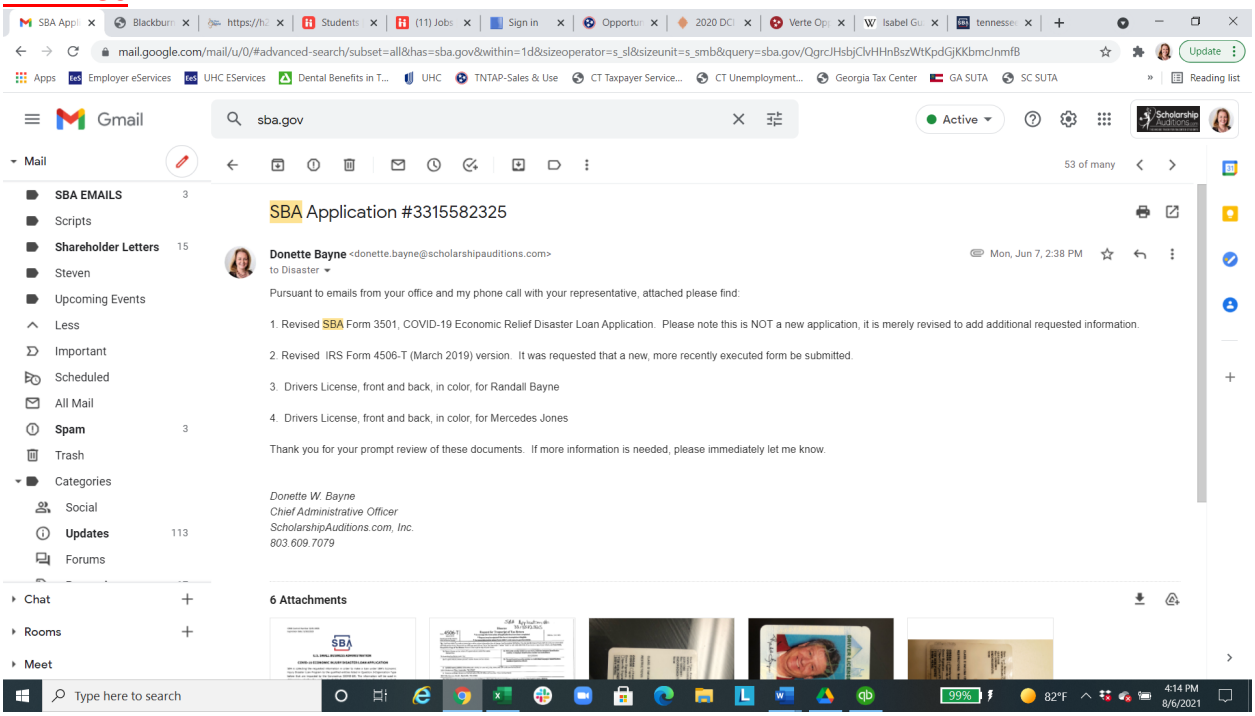
---------- Forwarded message ---------
From: <disastercustomerservice@sba.gov>
Date: Mon, Jun 7, 2021 at 8:00 AM
Subject: SBA Application No. 3315582325 - Status Update
To: <randall.bayne@scholarshipauditions.com>

SBA U.S. Small Business Administration

Continue Your SBA Economic Injury Disaster Loan Application



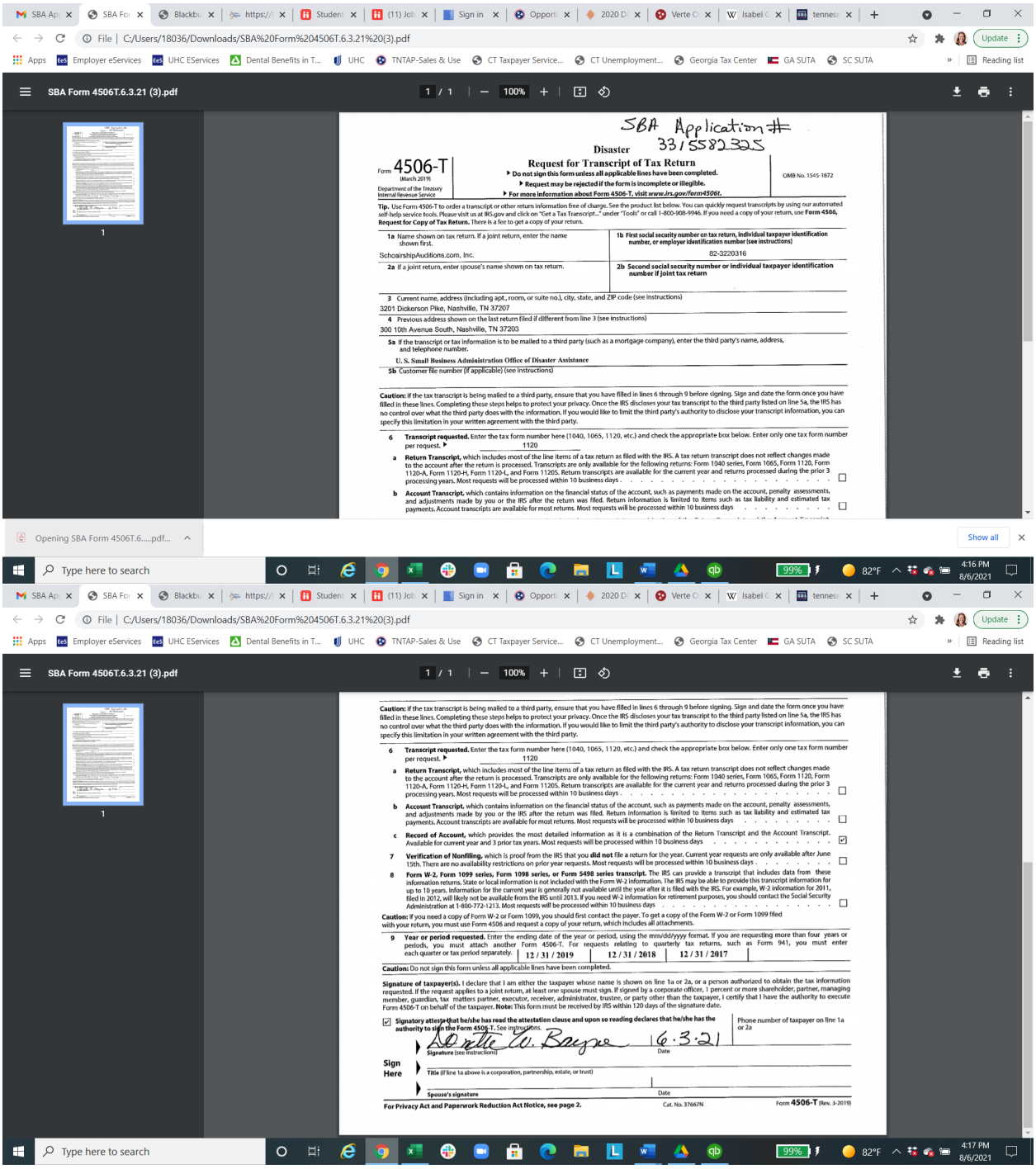
EMAIL 56



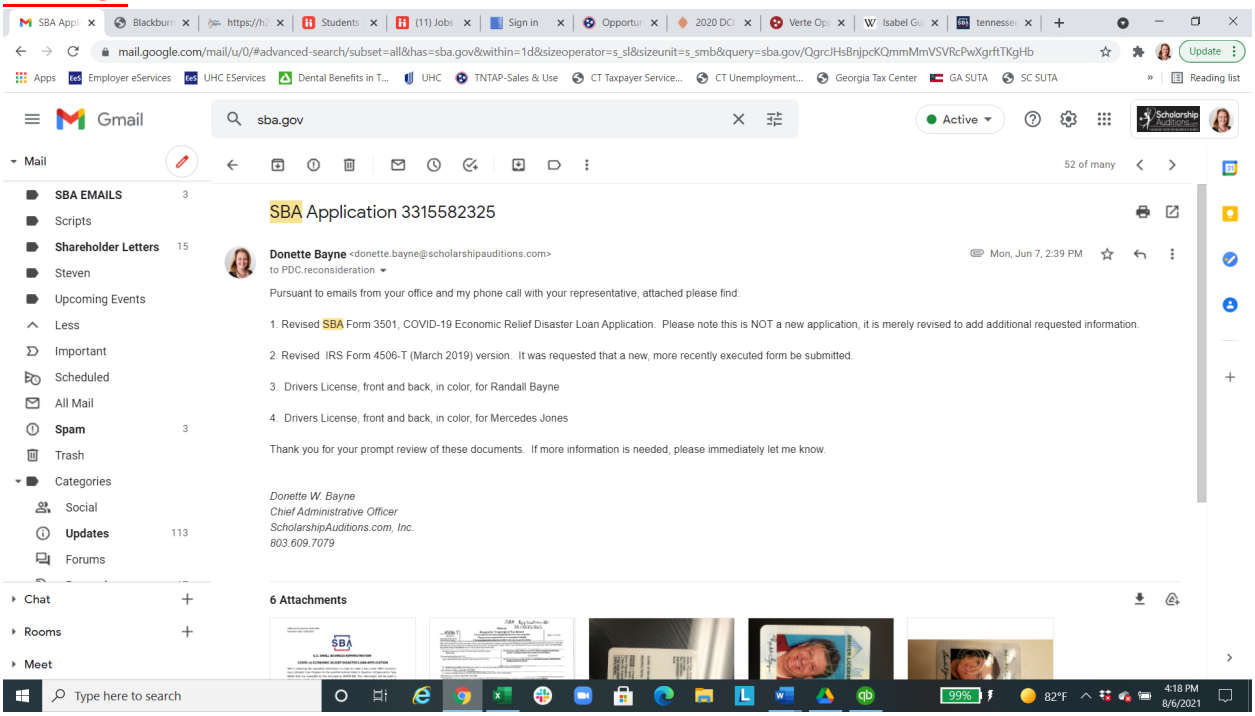
[SBA FORM 3501 – REVISED – INCLUDED WITH EMAIL]

[COLOR COPY OF FRONT AND BACK OF RANDALL BAYNE'S DRIVER LICENSE INCLUDED AGAIN WITH EMAIL]

[COLOR COPY OF FRONT AND BACK OF MERCEDES JONES' DRIVER LICENSE INCLUDED WITH EMAIL]


SBA Form 4506T.6.3.21 (3).pdf
SBA Application # 331582325
Disaster
Form 4506-T (March 2019)
Request for Transcript of Tax Return
Do not sign this form unless all applicable lines have been completed.
Request may be rejected if the form is incomplete or illegible.
For more information about Form 4506-T, visit www.irs.gov/form4506t.
OMB No. 1545-1872
Department of the Treasury Internal Revenue Service
Tip. Use Form 4506-T to order a transcript or other return information free of charge. See the product list below. You can quickly request transcripts by using our automated self-help service tools. Please visit us at IRS.gov and click on "Get a Tax Transcript..." under "Tools" or call 1-800-908-9946. If you need a copy of your return, use Form 4506, Request for Copy of Tax Return. There is a fee to get a copy of your return.
1a Name shown on tax return. If a joint return, enter the name shown first.
SchoairshipAuditions.com, Inc.
1b First social security number on tax return, individual taxpayer identification number, or employer identification number (see instructions)
82-3220316
2a If a joint return, enter spouse's name shown on tax return.
2b Second social security number or individual taxpayer identification number if joint tax return
3 Current name, address (including apt., room, or suite no.), city, state, and ZIP code (see instructions)
3201 Dickerson Pike, Nashville, TN 37207
4 Previous address shown on the last return filed if different from line 3 (see instructions)
300 10th Avenue South, Nashville, TN 37203
5a If the transcript or tax information is to be mailed to a third party (such as a mortgage company), enter the third party's name, address, and telephone number.
U. S. Small Business Administration Office of Disaster Assistance
5b Customer file number (if applicable) (see instructions)
Caution: If the tax transcript is being mailed to a third party, ensure that you have filled in lines 6 through 9 before signing. Sign and date the form once you have filled in these lines. Completing these steps helps to protect your privacy. Once the IRS discloses your tax transcript to the third party listed on line 5a, the IRS has no control over what the third party does with the information. If you would like to limit the third party's authority to disclose your transcript information, you can specify this limitation in your written agreement with the third party.
6 Transcript requested. Enter the tax form number here (1040, 1065, 1120, etc.) and check the appropriate box below. Enter only one tax form number per request. 1120
a Return Transcript, which includes most of the line items of a tax return as filed with the IRS. A tax return transcript does not reflect changes made to the account after the return is processed. Transcripts are only available for the following returns: Form 1040 series, Form 1065, Form 1120, Form 1120-A, Form 1120-H, Form 1120-L, and Form 1120S. Return transcripts are available for the current year and returns processed during the prior 3 processing years. Most requests will be processed within 10 business days
b Account Transcript, which contains information on the financial status of the account, such as payments made on the account, penalty assessments, and adjustments made by you or the IRS after the return was filed. Return information is limited to items such as tax liability and estimated tax payments. Account transcripts are available for most returns. Most requests will be processed within 10 business days
c Record of Account, which provides the most detailed information as it is a combination of the Return Transcript and the Account Transcript. Available for current year and 3 prior tax years. Most requests will be processed within 10 business days
7 Verification of Nonfiling, which is proof from the IRS that you did not file a return for the year. Current year requests are only available after June 15th. There are no availability restrictions on prior year requests. Most requests will be processed within 10 business days
8 Form W-2, Form 1099 series, Form 1098 series, or Form 5498 series transcript. The IRS can provide a transcript that includes data from these information returns. State or local information is not included with the Form W-2 information. The IRS may be able to provide this transcript information for up to 10 years. Information for the current year is generally not available until the year after it is filed with the IRS. For example, W-2 information for 2011, filed in 2012, will likely not be available from the IRS until 2013. If you need W-2 information for retirement purposes, you should contact the Social Security Administration at 1-800-772-1213. Most requests will be processed within 10 business days
Caution: If you need a copy of Form W-2 or Form 1099, you should first contact the payer. To get a copy of the Form W-2 or Form 1099 filed with your return, you must use Form 4506 and request a copy of your return, which includes all attachments.
9 Year or period requested. Enter the ending date of the year or period, using the mm/dd/yyyy format. If you are requesting more than four years or periods, you must attach another Form 4506-T. For requests relating to quarterly tax returns, such as Form 941, you must enter each quarter or tax period separately. 12/31/2019 | 12/31/2018 | 12/31/2017
Caution: Do not sign this form unless all applicable lines have been completed.
Signature of taxpayer(s). I declare that I am either the taxpayer whose name is shown on line 1a or 2a, or a person authorized to obtain the tax information requested. If the request applies to a joint return, at least one spouse must sign. If signed by a corporate officer, 1 percent or more shareholder, partner, managing member, guardian, tax matters partner, executor, receiver, administrator, trustee, or party other than the taxpayer, I certify that I have the authority to execute Form 4506-T on behalf of the taxpayer. Note: This form must be received by IRS within 120 days of the signature date.
Signatory attests that he/she has read the attestation clause and upon so reading declares that he/she has the authority to sign the Form 4506-T. See instructions.
Phone number of taxpayer on line 1a or 2a
Sign Here
Signature (see instructions)
Date
6.3.21
Title (if line 1a above is a corporation, partnership, estate, or trust)
Spouse's signature
Date
For Privacy Act and Paperwork Reduction Act Notice, see page 2.
Cat. No. 37667N
Form 4506-T (Rev. 3-2019)

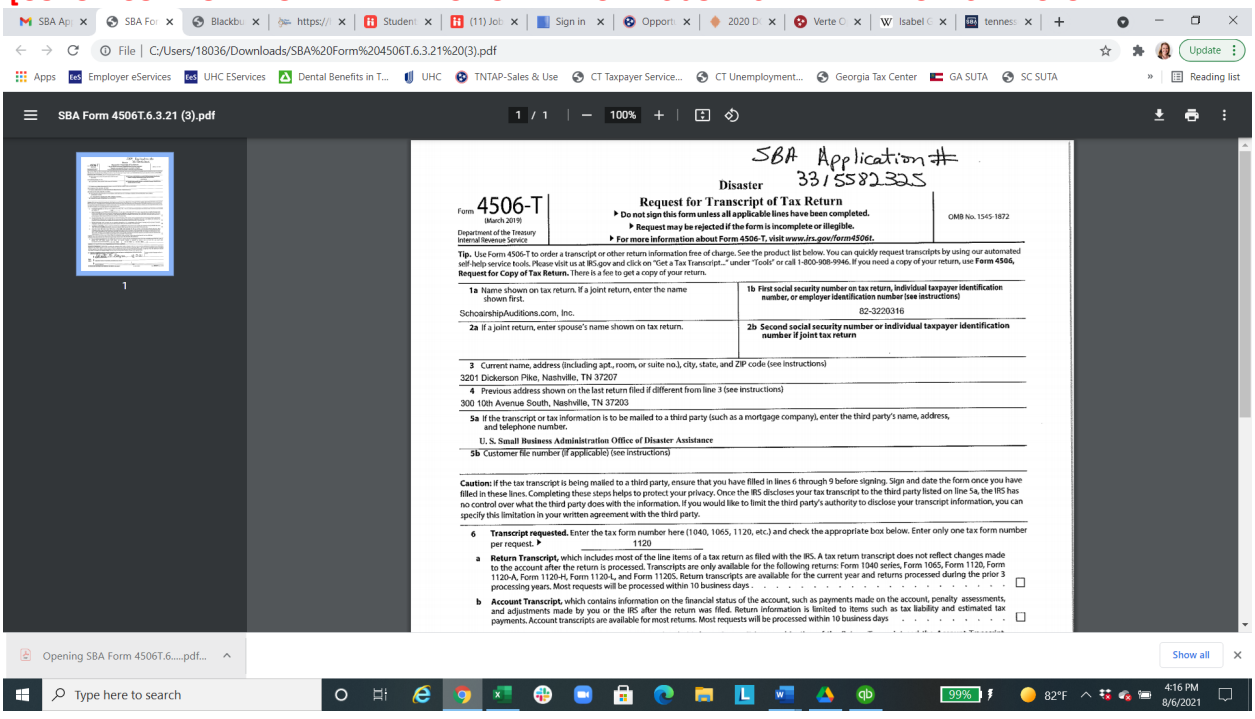
EMAIL 57

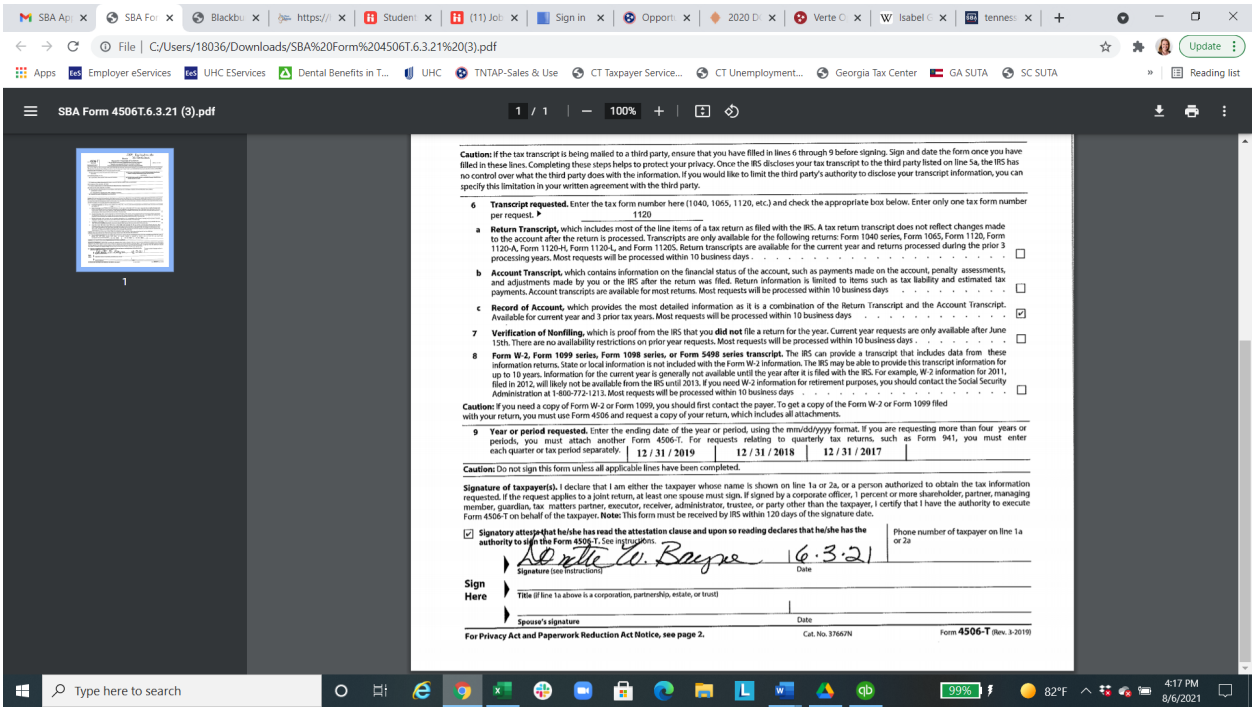


[SBA FORM 3501 – REVISED – INCLUDED WITH EMAIL]

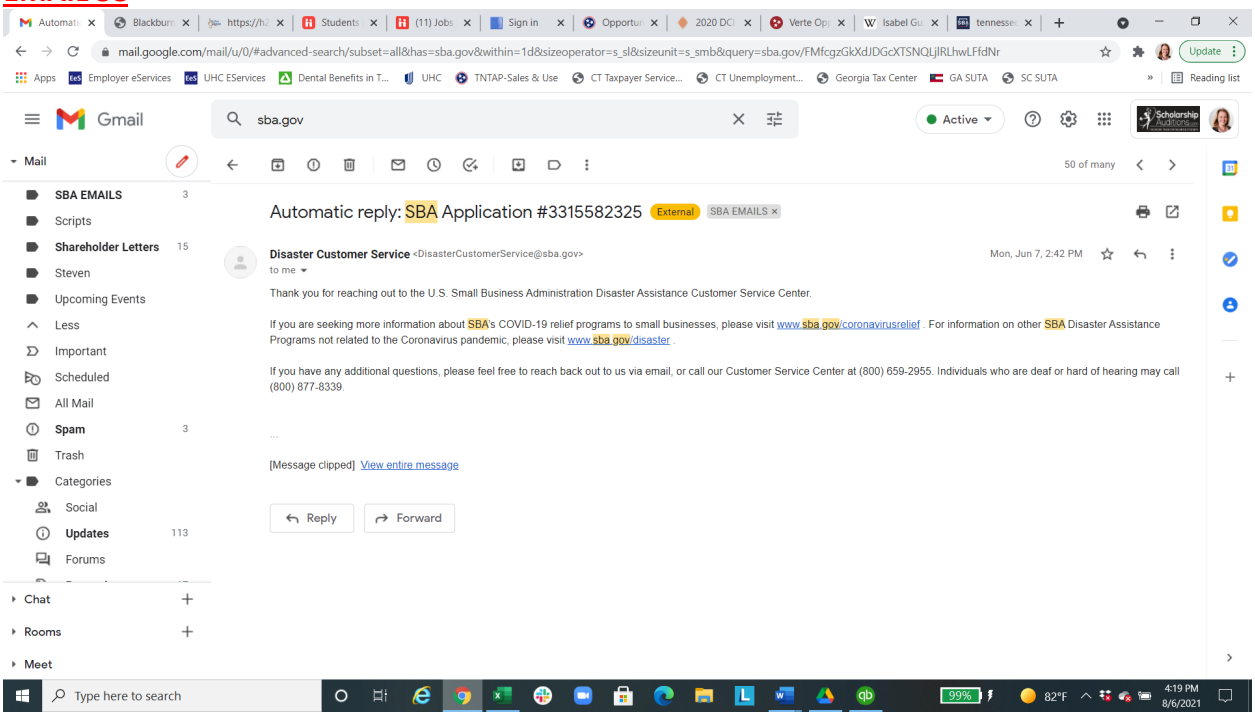
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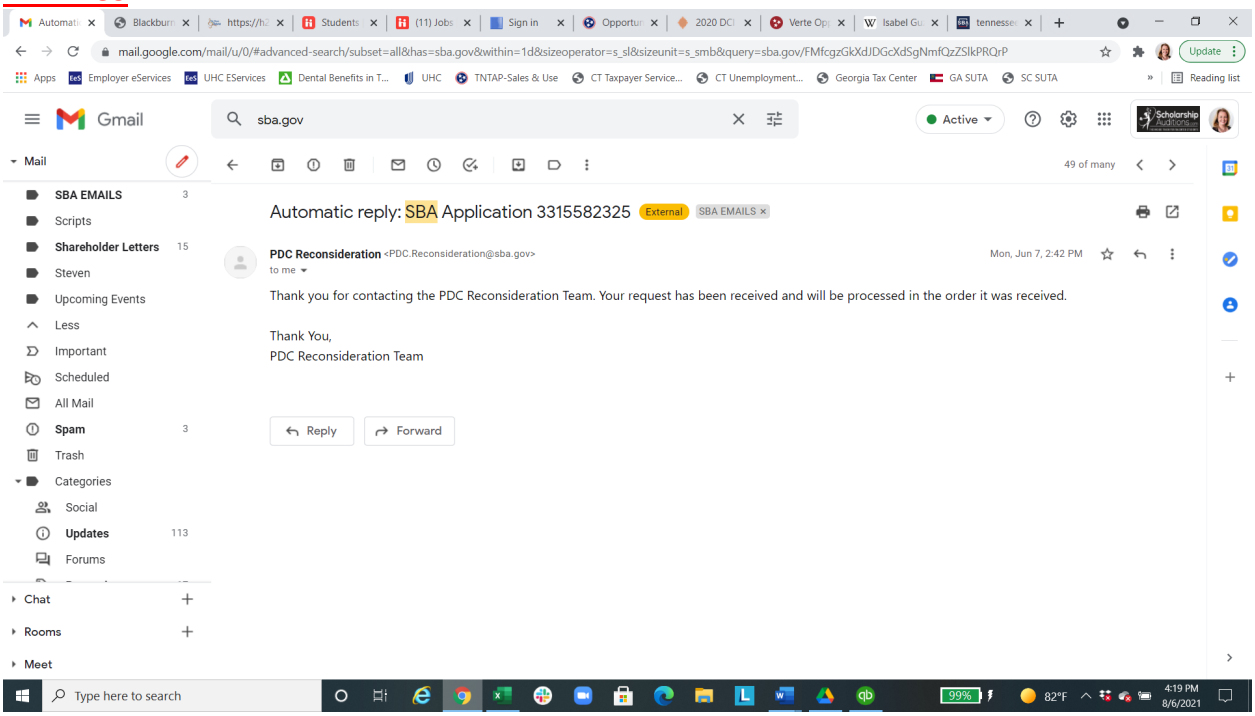



SBA Form 4506T.6.3.21 (3).pdf
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Signature of taxpayer(s). I declare that I am either the taxpayer whose name is shown on line 1a or 2a, or a person authorized to obtain the tax information requested. If the request applies to a joint return, at least one spouse must sign. If signed by a corporate officer, 1 percent or more shareholder, partner, managing member, guardian, tax matters partner, executor, receiver, administrator, trustee, or party other than the taxpayer, I certify that I have the authority to execute Form 4506-T on behalf of the taxpayer. Note: This form must be received by IRS within 120 days of the signature date.
Signatory attests that he/she has read the attestation clause and upon so reading declares that he/she has the authority to sign the Form 4506-T. See instructions.
Phone number of taxpayer on line 1a or 2a
Sign Here
Signature (see instructions)
Date
6·3·21
Title (if line 1a above is a corporation, partnership, estate, or trust)
Spouse's signature
Date
For Privacy Act and Paperwork Reduction Act Notice, see page 2.
Cat. No. 37667N
Form 4506-T (Rev. 3-2019)

EMAIL 58


Gmail
sba.gov
Automatic reply: SBA Application #3315582325
External
SBA EMAILS
Disaster Customer Service <DisasterCustomerService@sba.gov>
to me
Mon, Jun 7, 2:42 PM
Thank you for reaching out to the U.S. Small Business Administration Disaster Assistance Customer Service Center.
If you are seeking more information about SBA's COVID-19 relief programs to small businesses, please visit www.sba.gov/coronavirusrelief . For information on other SBA Disaster Assistance Programs not related to the Coronavirus pandemic, please visit www.sba.gov/disaster .
If you have any additional questions, please feel free to reach back out to us via email, or call our Customer Service Center at (800) 659-2955. Individuals who are deaf or hard of hearing may call (800) 877-8339.
[Message clipped] View entire message
Reply
Forward

EMAIL 59



mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgzGkXdJDGcXdSgNmfQzZSlkPRQrP

Gmail — sba.gov

Mail — 49 of many

SBA EMAILS 3
Scripts
Shareholder Letters 15
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Chat
Rooms
Meet

Automatic reply: SBA Application 3315582325 External SBA EMAILS

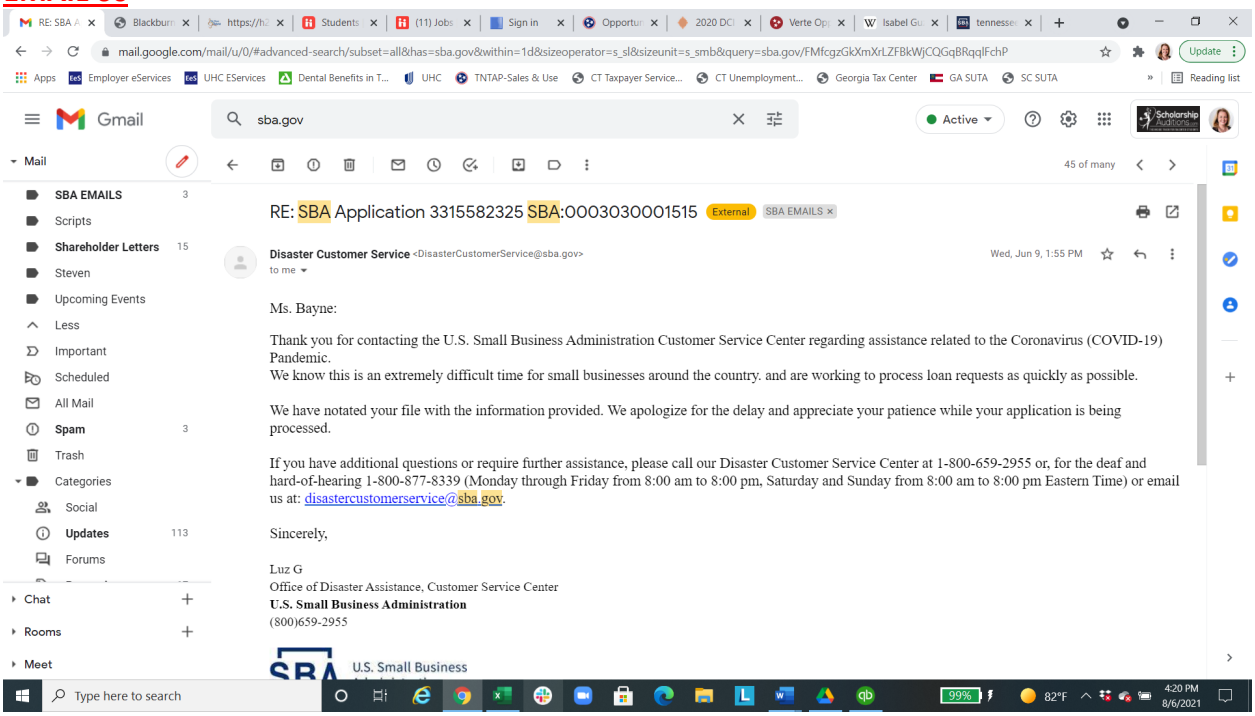
PDC Reconsideration <PDC.Reconsideration@sba.gov> Mon, Jun 7, 2:42 PM
to me

Thank you for contacting the PDC Reconsideration Team. Your request has been received and will be processed in the order it was received.

Thank You,
PDC Reconsideration Team

Reply Forward

EMAIL 60



mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgzGkXmXrLZFBkWjCQGqBRqqIFchP

Gmail — sba.gov

Mail — 45 of many

SBA EMAILS 3
Scripts
Shareholder Letters 15
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Chat
Rooms
Meet

RE: SBA Application 3315582325 SBA:0003030001515 External SBA EMAILS

Disaster Customer Service <DisasterCustomerService@sba.gov> Wed, Jun 9, 1:55 PM
to me

Ms. Bayne:

Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic.
We know this is an extremely difficult time for small businesses around the country. and are working to process loan requests as quickly as possible.

We have notated your file with the information provided. We apologize for the delay and appreciate your patience while your application is being processed.

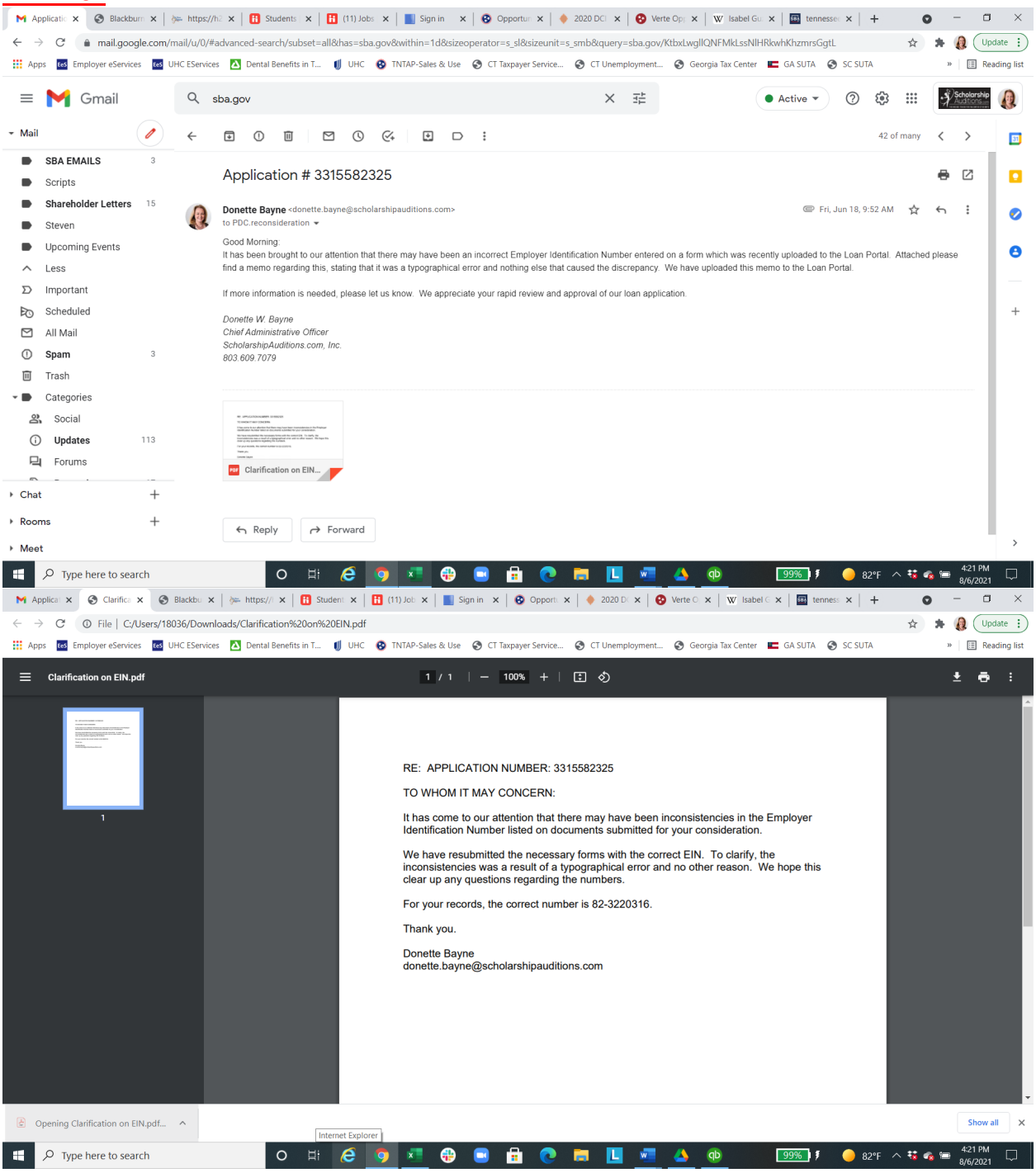
If you have additional questions or require further assistance, please call our Disaster Customer Service Center at 1-800-659-2955 or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.

Sincerely,

Luz G
Office of Disaster Assistance, Customer Service Center
U.S. Small Business Administration
(800)659-2955

U.S. Small Business

EMAIL 61



Gmail — sba.gov

Application # 3315582325

Donette Bayne <donette.bayne@scholarshipauditions.com>
to PDC.reconsideration — Fri, Jun 18, 9:52 AM

Good Morning:
It has been brought to our attention that there may have been an incorrect Employer Identification Number entered on a form which was recently uploaded to the Loan Portal. Attached please find a memo regarding this, stating that it was a typographical error and nothing else that caused the discrepancy. We have uploaded this memo to the Loan Portal.

If more information is needed, please let us know. We appreciate your rapid review and approval of our loan application.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Clarification on EIN...

Reply Forward

Clarification on EIN.pdf

RE: APPLICATION NUMBER: 3315582325

TO WHOM IT MAY CONCERN:

It has come to our attention that there may have been inconsistencies in the Employer Identification Number listed on documents submitted for your consideration.

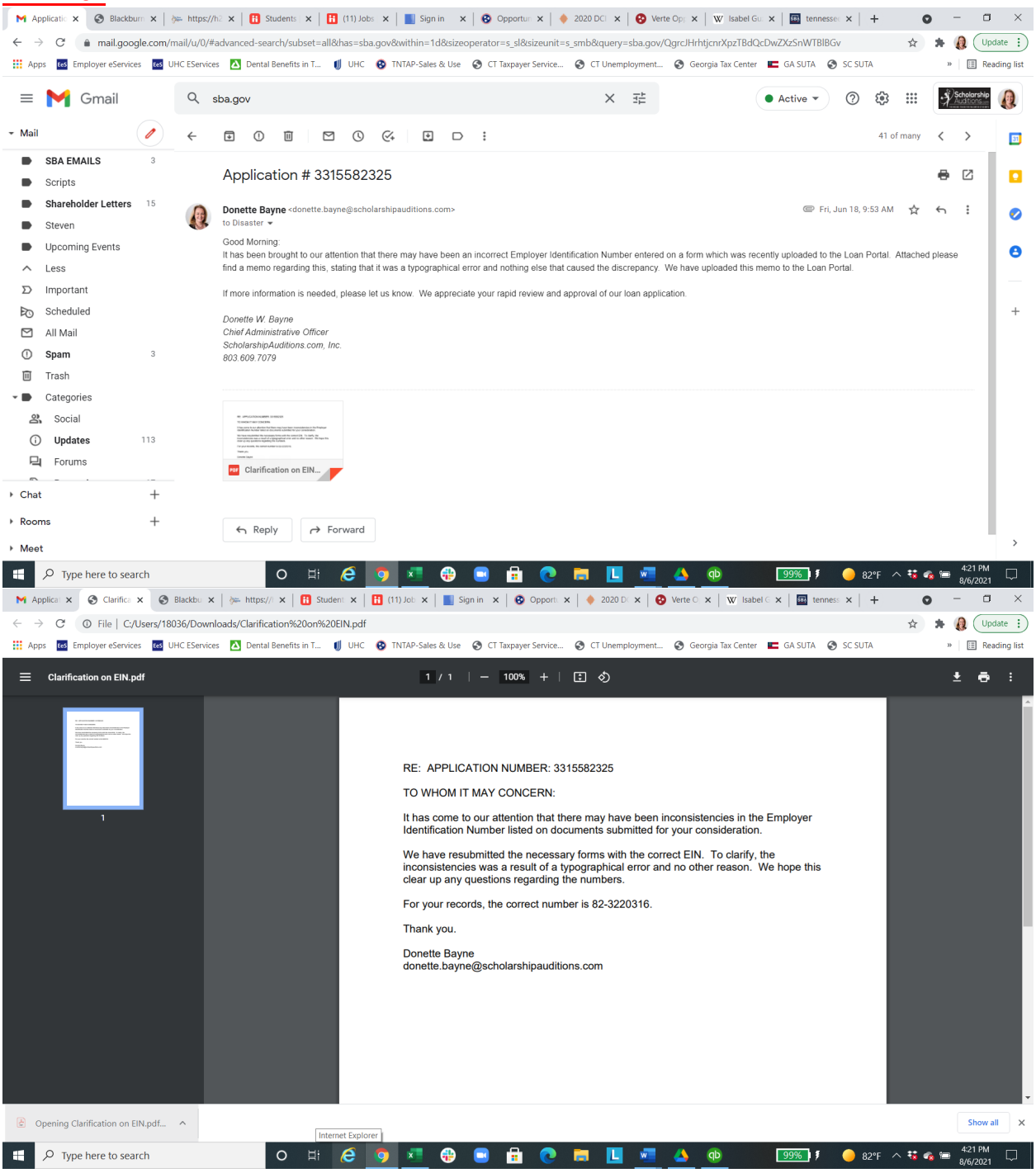
We have resubmitted the necessary forms with the correct EIN. To clarify, the inconsistencies was a result of a typographical error and no other reason. We hope this clear up any questions regarding the numbers.

For your records, the correct number is 82-3220316.

Thank you.

Donette Bayne
donette.bayne@scholarshipauditions.com

EMAIL 62



Gmail — sba.gov

Application # 3315582325

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Disaster — Fri, Jun 18, 9:53 AM

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Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Clarification on EIN...

Reply | Forward

Clarification on EIN.pdf

RE: APPLICATION NUMBER: 3315582325

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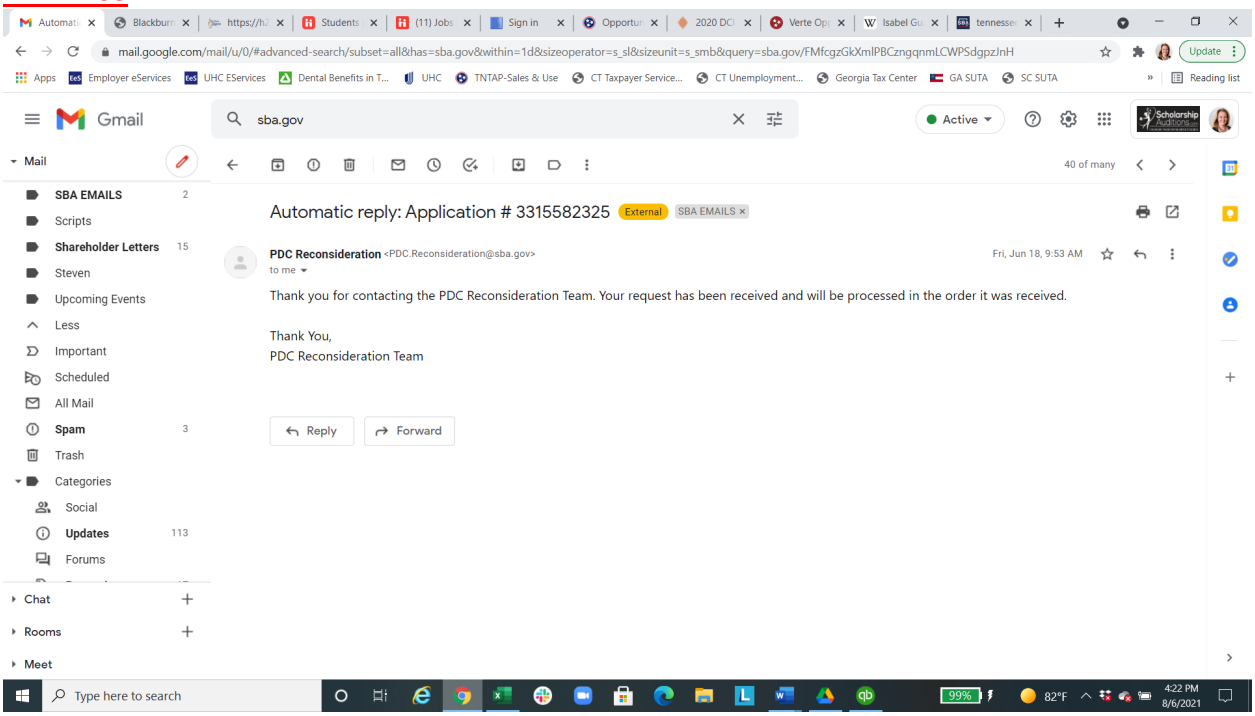
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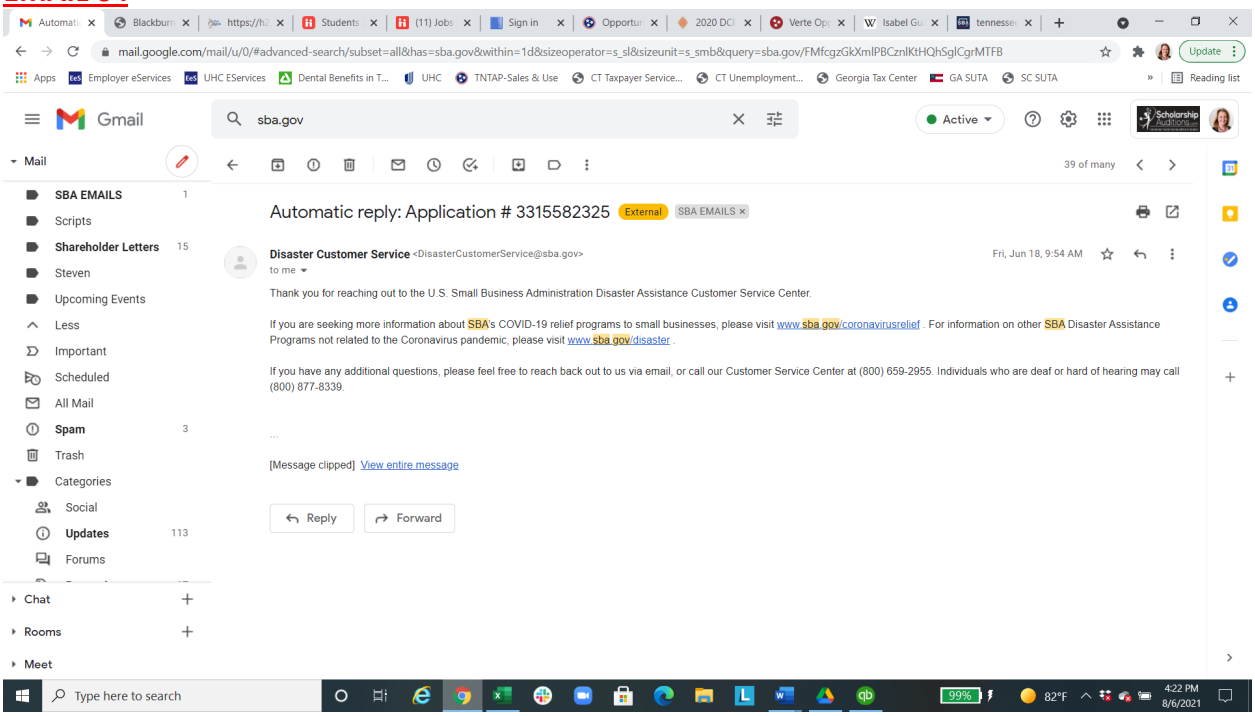
Thank you.

Donette Bayne
donette.bayne@scholarshipauditions.com

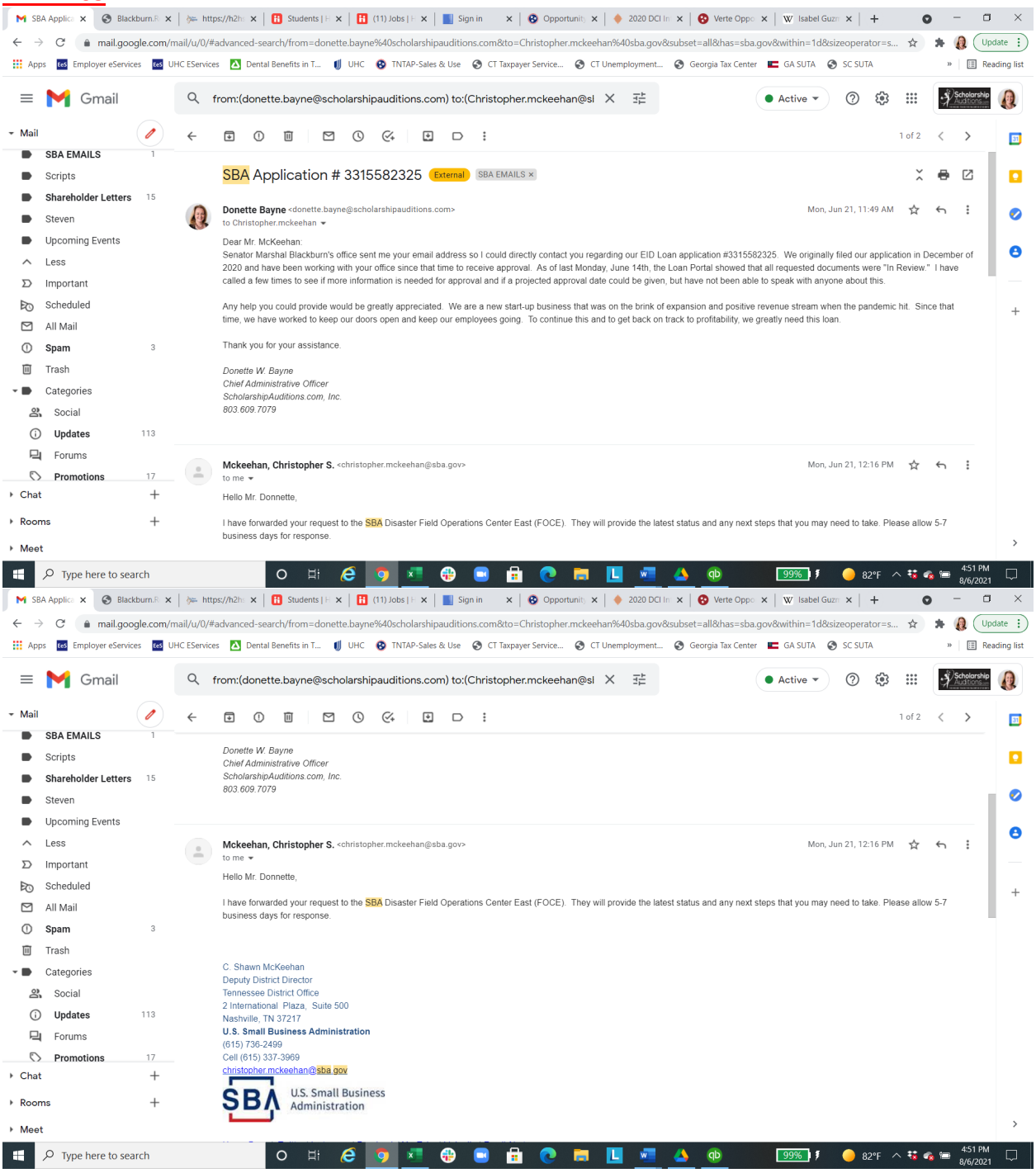
EMAIL 63



EMAIL 64



EMAIL 65



mail.google.com/mail/u/0/#advanced-search/from=donette.bayne%40scholarshipauditions.com&to=Christopher.mckeehan%40sba.gov&subset=all&has=sba.gov&within=1d&sizeoperator=s...

Gmail — from:(donette.bayne@scholarshipauditions.com) to:(Christopher.mckeehan@sl

Mail
- SBA EMAILS 1
- Scripts
- Shareholder Letters 15
- Steven
- Upcoming Events
- Less
- Important
- Scheduled
- All Mail
- Spam 3
- Trash
- Categories
  - Social
  - Updates 113
  - Forums
  - Promotions 17
- Chat
- Rooms
- Meet

1 of 2

SBA Application # 3315582325 External SBA EMAILS ×

Donette Bayne <donette.bayne@scholarshipauditions.com> Mon, Jun 21, 11:49 AM
to Christopher.mckeehan

Dear Mr. McKeehan:
Senator Marshal Blackburn's office sent me your email address so I could directly contact you regarding our EID Loan application #3315582325. We originally filed our application in December of 2020 and have been working with your office since that time to receive approval. As of last Monday, June 14th, the Loan Portal showed that all requested documents were "In Review." I have called a few times to see if more information is needed for approval and if a projected approval date could be given, but have not been able to speak with anyone about this.

Any help you could provide would be greatly appreciated. We are a new start-up business that was on the brink of expansion and positive revenue stream when the pandemic hit. Since that time, we have worked to keep our doors open and keep our employees going. To continue this and to get back on track to profitability, we greatly need this loan.

Thank you for your assistance.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Mckeehan, Christopher S. <christopher.mckeehan@sba.gov> Mon, Jun 21, 12:16 PM
to me

Hello Mr. Donnette,

I have forwarded your request to the SBA Disaster Field Operations Center East (FOCE). They will provide the latest status and any next steps that you may need to take. Please allow 5-7 business days for response.

Type here to search — 99% — 82°F — 4:51 PM 8/6/2021

mail.google.com/mail/u/0/#advanced-search/from=donette.bayne%40scholarshipauditions.com&to=Christopher.mckeehan%40sba.gov&subset=all&has=sba.gov&within=1d&sizeoperator=s...

Gmail — from:(donette.bayne@scholarshipauditions.com) to:(Christopher.mckeehan@sl

Mail
- SBA EMAILS 1
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1 of 2

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Mckeehan, Christopher S. <christopher.mckeehan@sba.gov> Mon, Jun 21, 12:16 PM
to me

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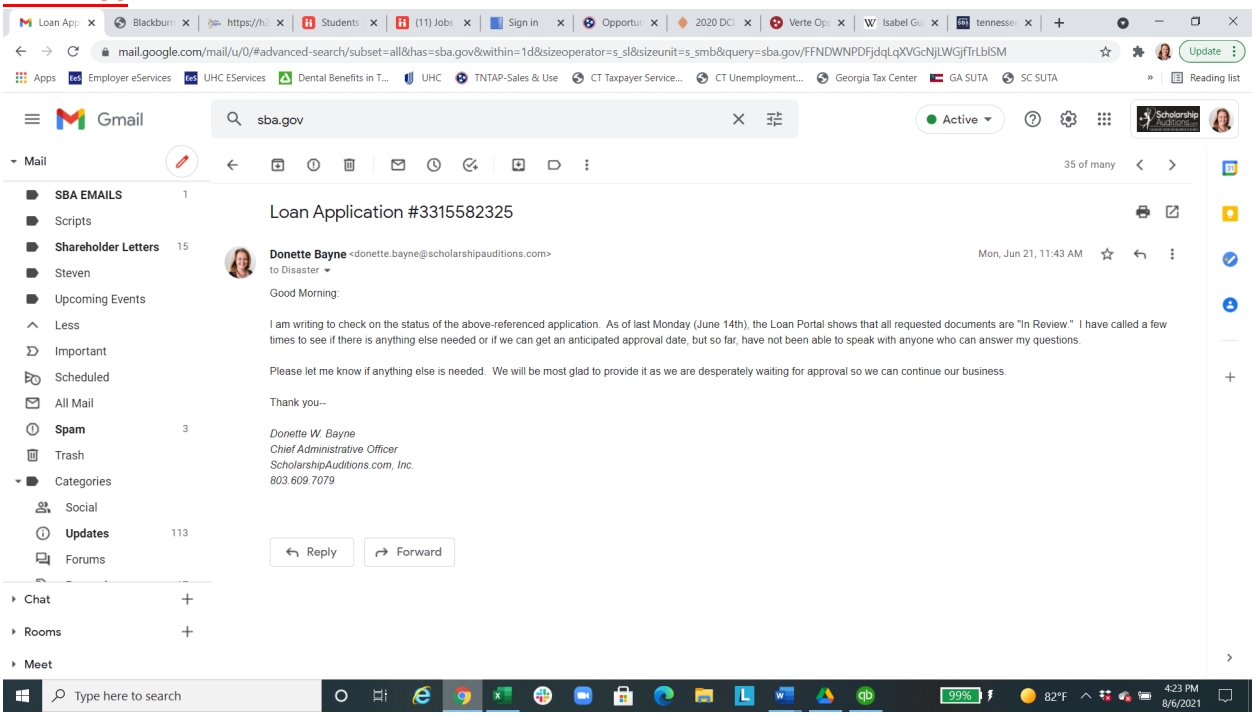
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C. Shawn McKeehan
Deputy District Director
Tennessee District Office
2 International Plaza, Suite 500
Nashville, TN 37217
U.S. Small Business Administration
(615) 736-2499
Cell (615) 337-3969
christopher.mckeehan@sba.gov

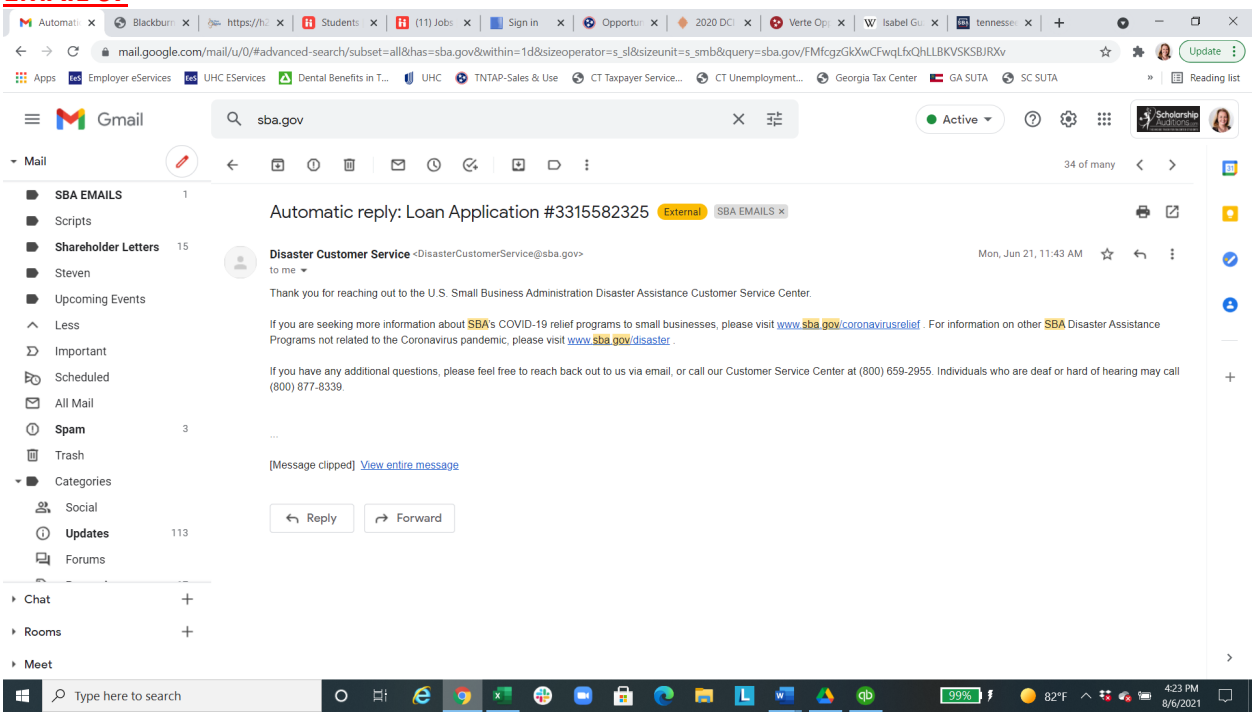
SBA U.S. Small Business Administration

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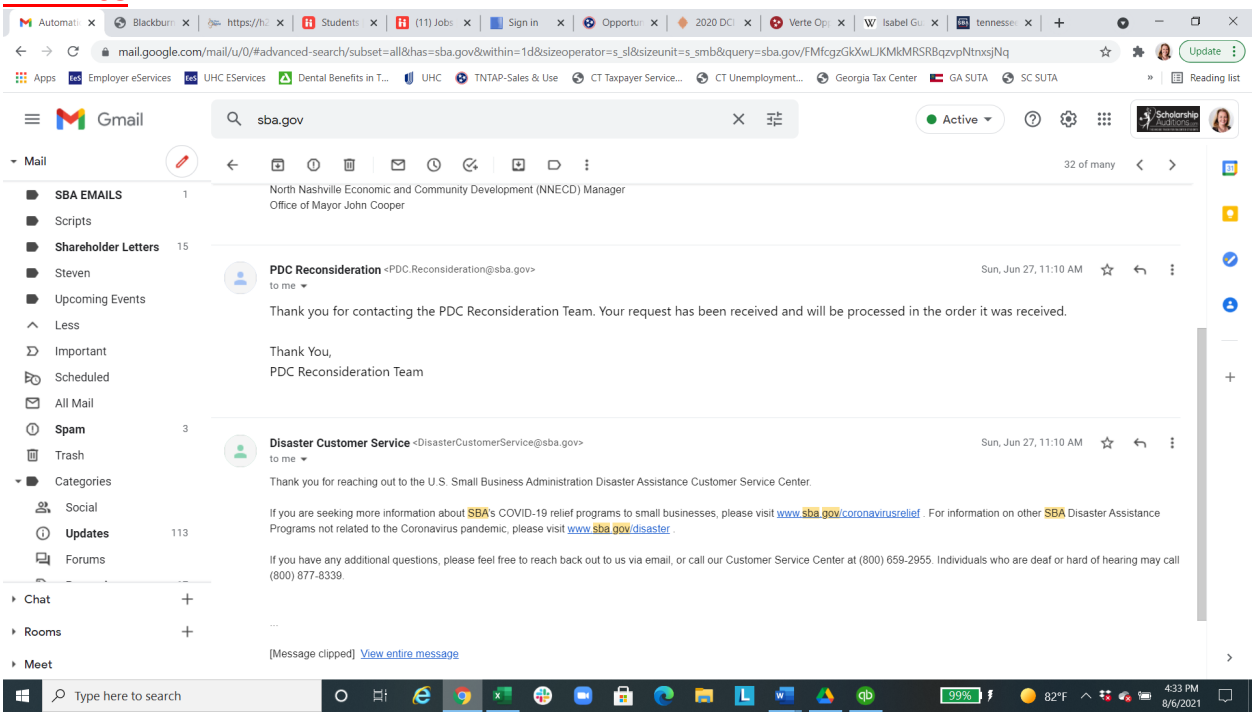
EMAIL 66



EMAIL 67



EMAIL 68



mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgzGkXwLJKMkMRSRBqzvpNtnxsjNq

Gmail — sba.gov

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  - Forums
- Chat
- Rooms
- Meet

32 of many

North Nashville Economic and Community Development (NNECD) Manager
Office of Mayor John Cooper

PDC Reconsideration <PDC.Reconsideration@sba.gov> Sun, Jun 27, 11:10 AM
to me

Thank you for contacting the PDC Reconsideration Team. Your request has been received and will be processed in the order it was received.

Thank You,
PDC Reconsideration Team

Disaster Customer Service <DisasterCustomerService@sba.gov> Sun, Jun 27, 11:10 AM
to me

Thank you for reaching out to the U.S. Small Business Administration Disaster Assistance Customer Service Center.

If you are seeking more information about SBA's COVID-19 relief programs to small businesses, please visit www.sba.gov/coronavirusrelief . For information on other SBA Disaster Assistance Programs not related to the Coronavirus pandemic, please visit www.sba.gov/disaster .

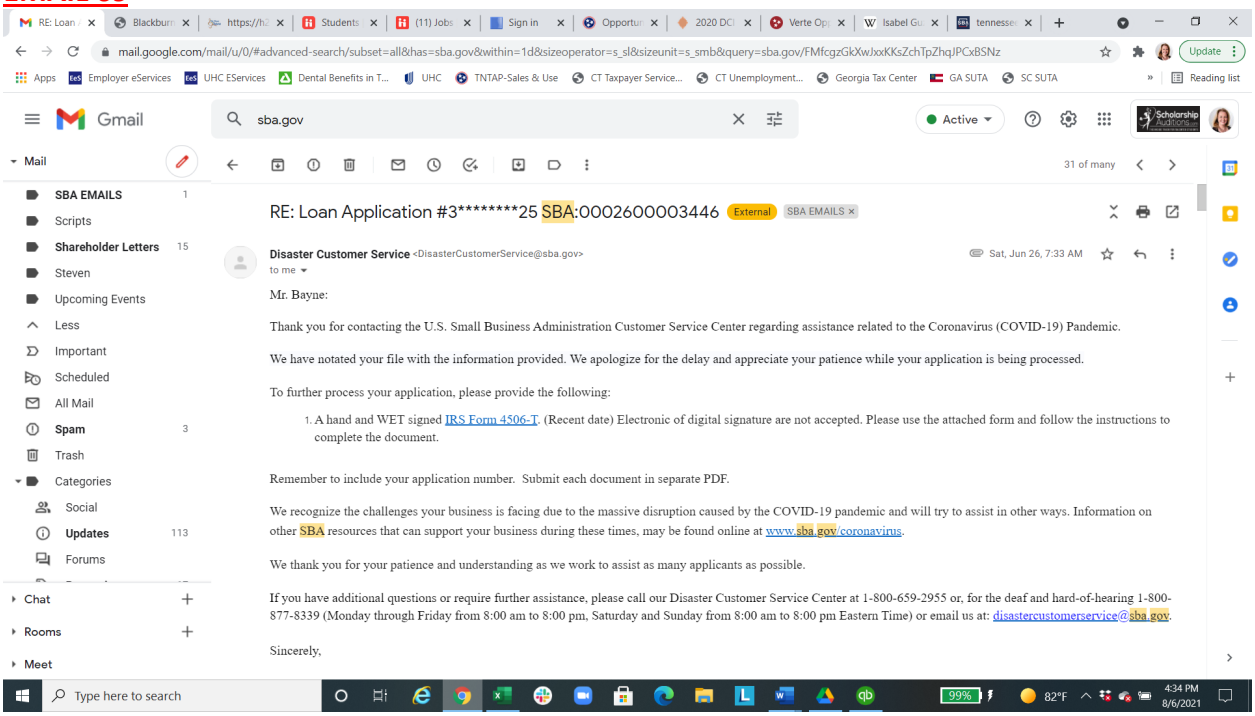
If you have any additional questions, please feel free to reach back out to us via email, or call our Customer Service Center at (800) 659-2955. Individuals who are deaf or hard of hearing may call (800) 877-8339.

...

[Message clipped] View entire message

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EMAIL 69



mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgzGkXwJxxKKsZchTpZhqJPCxBSNz

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- Trash
- Categories
  - Social
  - Updates 113
  - Forums
- Chat
- Rooms
- Meet

31 of many

RE: Loan Application #3********25 SBA:0002600003446 External SBA EMAILS ×

Disaster Customer Service <DisasterCustomerService@sba.gov> Sat, Jun 26, 7:33 AM
to me

Mr. Bayne:

Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic.

We have notated your file with the information provided. We apologize for the delay and appreciate your patience while your application is being processed.

To further process your application, please provide the following:

1. A hand and WET signed IRS Form 4506-T. (Recent date) Electronic of digital signature are not accepted. Please use the attached form and follow the instructions to complete the document.

Remember to include your application number. Submit each document in separate PDF.

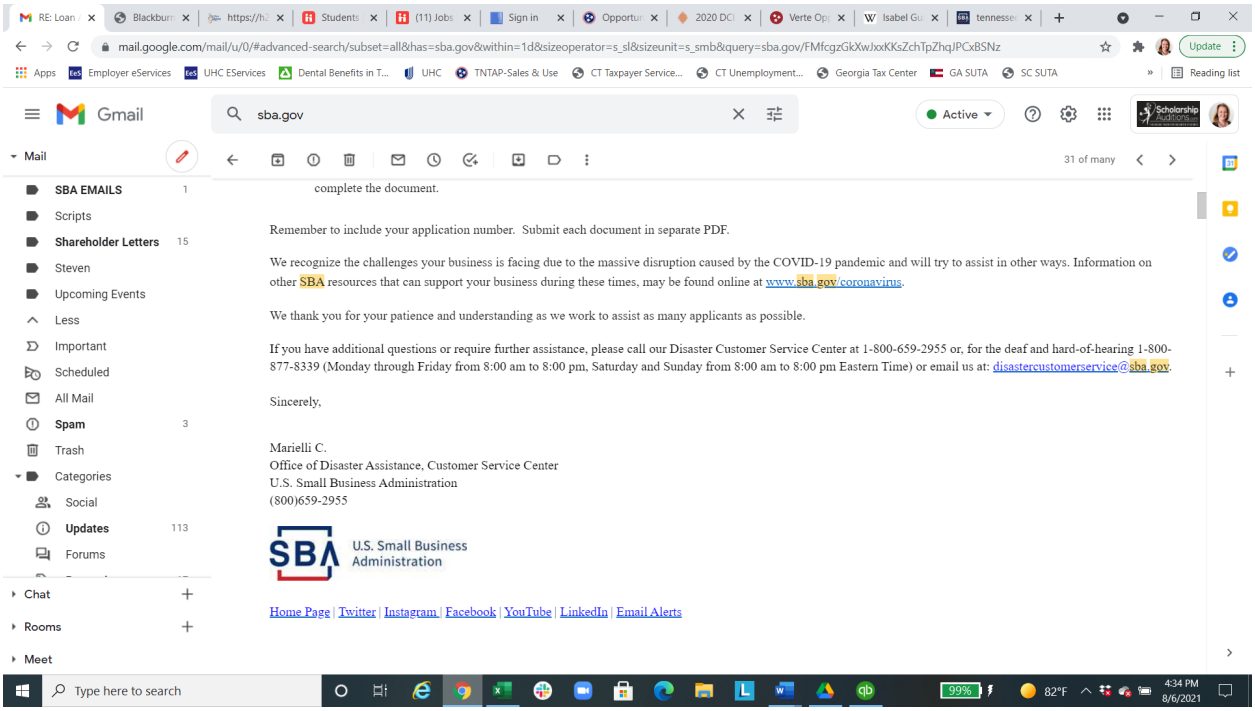
We recognize the challenges your business is facing due to the massive disruption caused by the COVID-19 pandemic and will try to assist in other ways. Information on other SBA resources that can support your business during these times, may be found online at www.sba.gov/coronavirus.

We thank you for your patience and understanding as we work to assist as many applicants as possible.

If you have additional questions or require further assistance, please call our Disaster Customer Service Center at 1-800-659-2955 or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.

Sincerely,

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complete the document.

Remember to include your application number. Submit each document in separate PDF.

We recognize the challenges your business is facing due to the massive disruption caused by the COVID-19 pandemic and will try to assist in other ways. Information on other SBA resources that can support your business during these times, may be found online at www.sba.gov/coronavirus.

We thank you for your patience and understanding as we work to assist as many applicants as possible.

If you have additional questions or require further assistance, please call our Disaster Customer Service Center at 1-800-659-2955 or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.

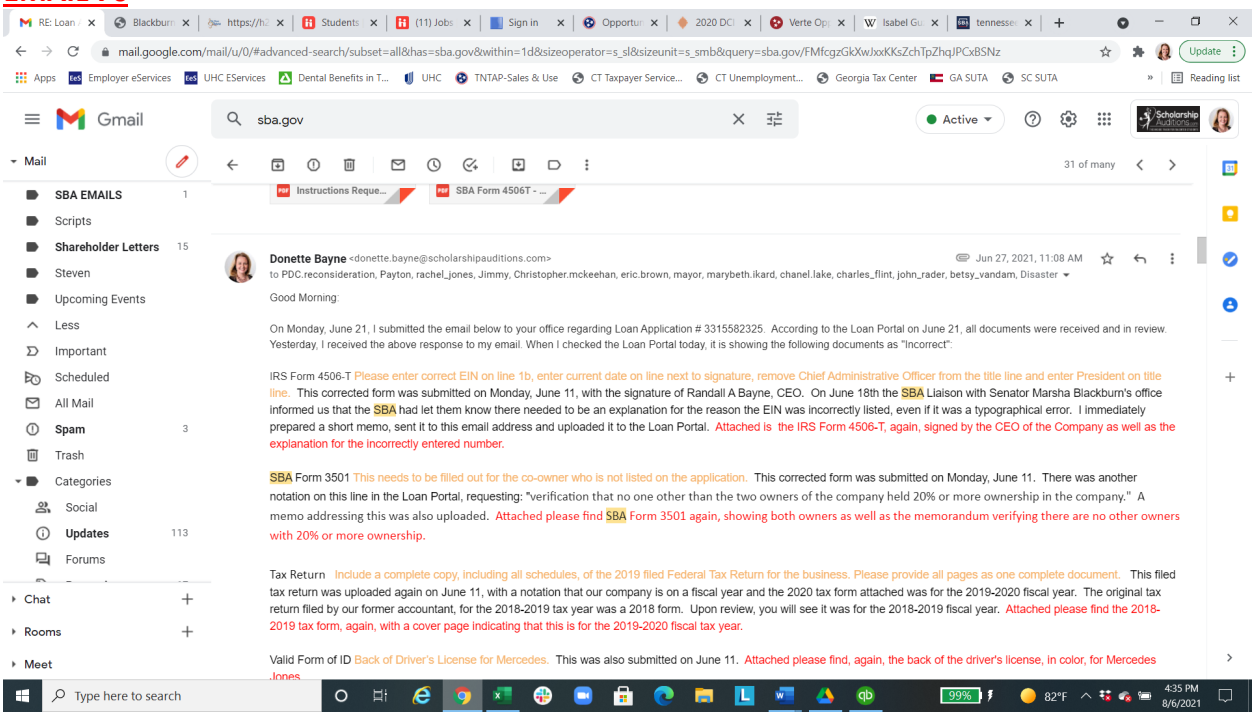
Sincerely,

Marielli C.
Office of Disaster Assistance, Customer Service Center
U.S. Small Business Administration
(800)659-2955

SBA U.S. Small Business Administration

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EMAIL 70



Donette Bayne <donette.bayne@scholarshipauditions.com> Jun 27, 2021, 11:08 AM
to PDC.reconsideration, Payton, rachel_jones, Jimmy, Christopher.mckeehan, eric.brown, mayor, marybeth.ikard, chanel.lake, charles_flint, john_rader, betsy_vandam, Disaster

Good Morning:

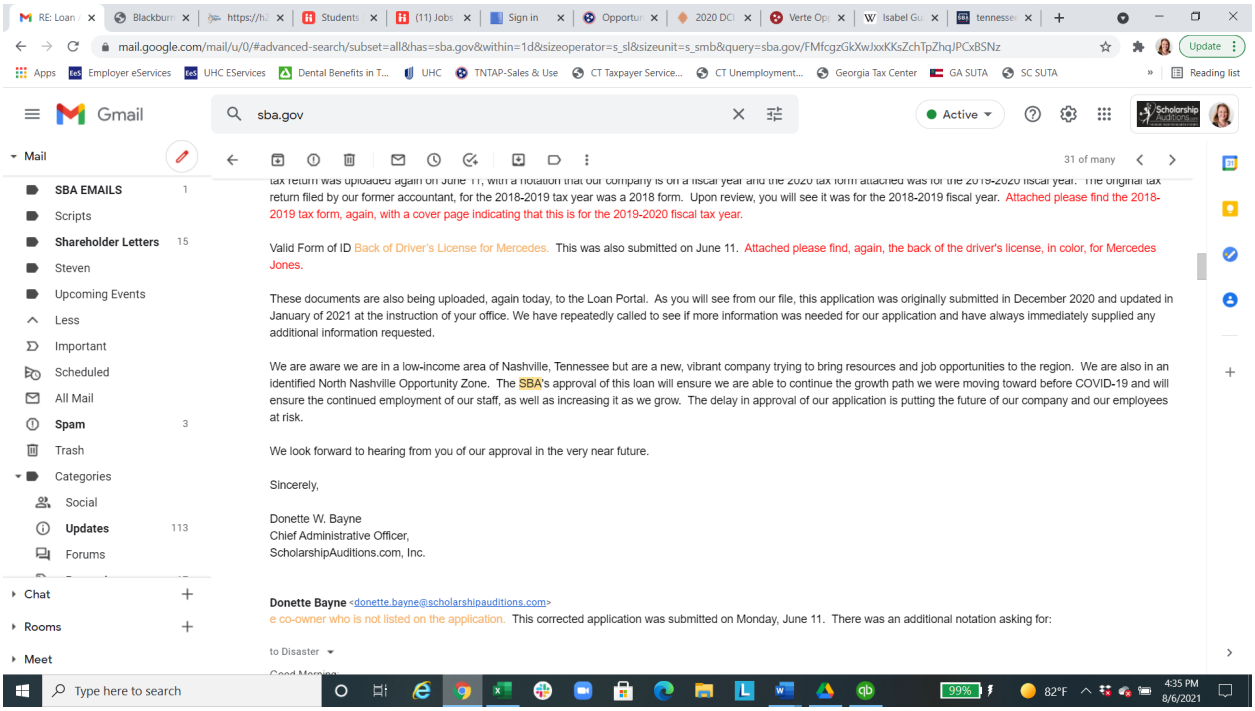
On Monday, June 21, I submitted the email below to your office regarding Loan Application # 3315582325. According to the Loan Portal on June 21, all documents were received and in review. Yesterday, I received the above response to my email. When I checked the Loan Portal today, it is showing the following documents as "Incorrect":

IRS Form 4506-T Please enter correct EIN on line 1b, enter current date on line next to signature, remove Chief Administrative Officer from the title line and enter President on title line. This corrected form was submitted on Monday, June 11, with the signature of Randall A Bayne, CEO. On June 18th the SBA Liaison with Senator Marsha Blackburn's office informed us that the SBA had let them know there needed to be an explanation for the reason the EIN was incorrectly listed, even if it was a typographical error. I immediately prepared a short memo, sent it to this email address and uploaded it to the Loan Portal. Attached is the IRS Form 4506-T, again, signed by the CEO of the Company as well as the explanation for the incorrectly entered number.

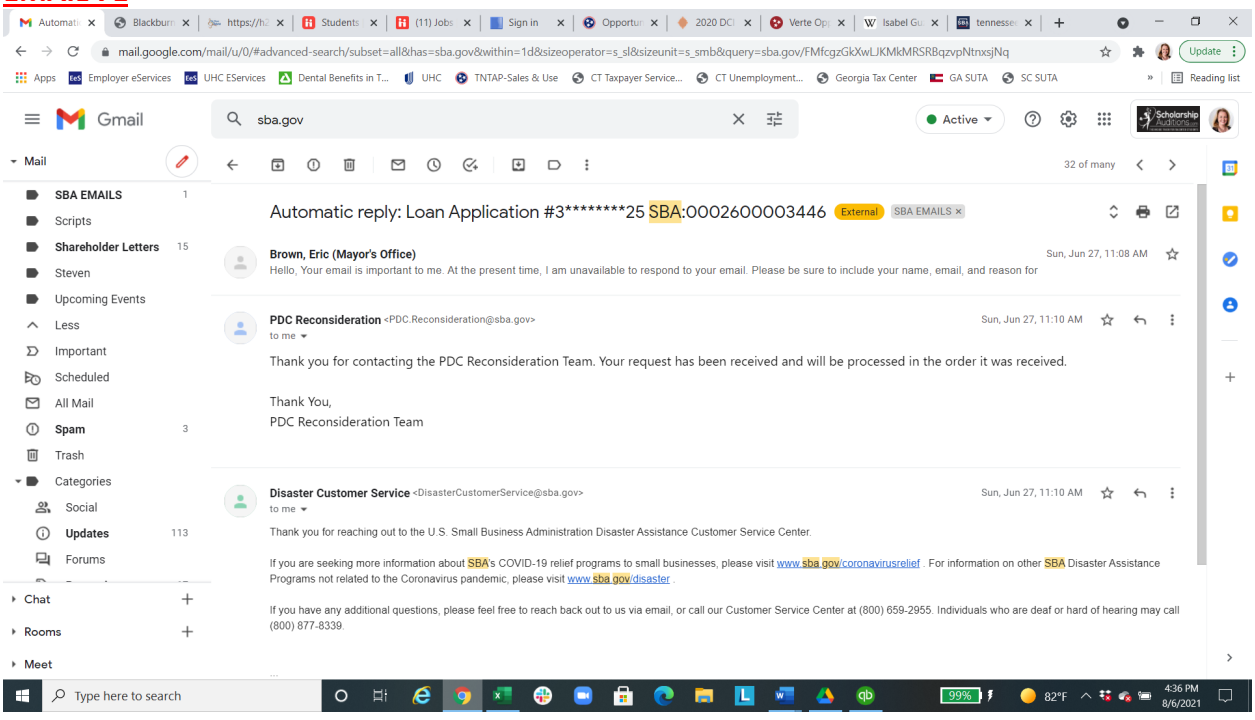
SBA Form 3501 This needs to be filled out for the co-owner who is not listed on the application. This corrected form was submitted on Monday, June 11. There was another notation on this line in the Loan Portal, requesting: "verification that no one other than the two owners of the company held 20% or more ownership in the company." A memo addressing this was also uploaded. Attached please find SBA Form 3501 again, showing both owners as well as the memorandum verifying there are no other owners with 20% or more ownership.

Tax Return Include a complete copy, including all schedules, of the 2019 filed Federal Tax Return for the business. Please provide all pages as one complete document. This filed tax return was uploaded again on June 11, with a notation that our company is on a fiscal year and the 2020 tax form attached was for the 2019-2020 fiscal year. The original tax return filed by our former accountant, for the 2018-2019 tax year was a 2018 form. Upon review, you will see it was for the 2018-2019 fiscal year. Attached please find the 2018-2019 tax form, again, with a cover page indicating that this is for the 2019-2020 fiscal tax year.

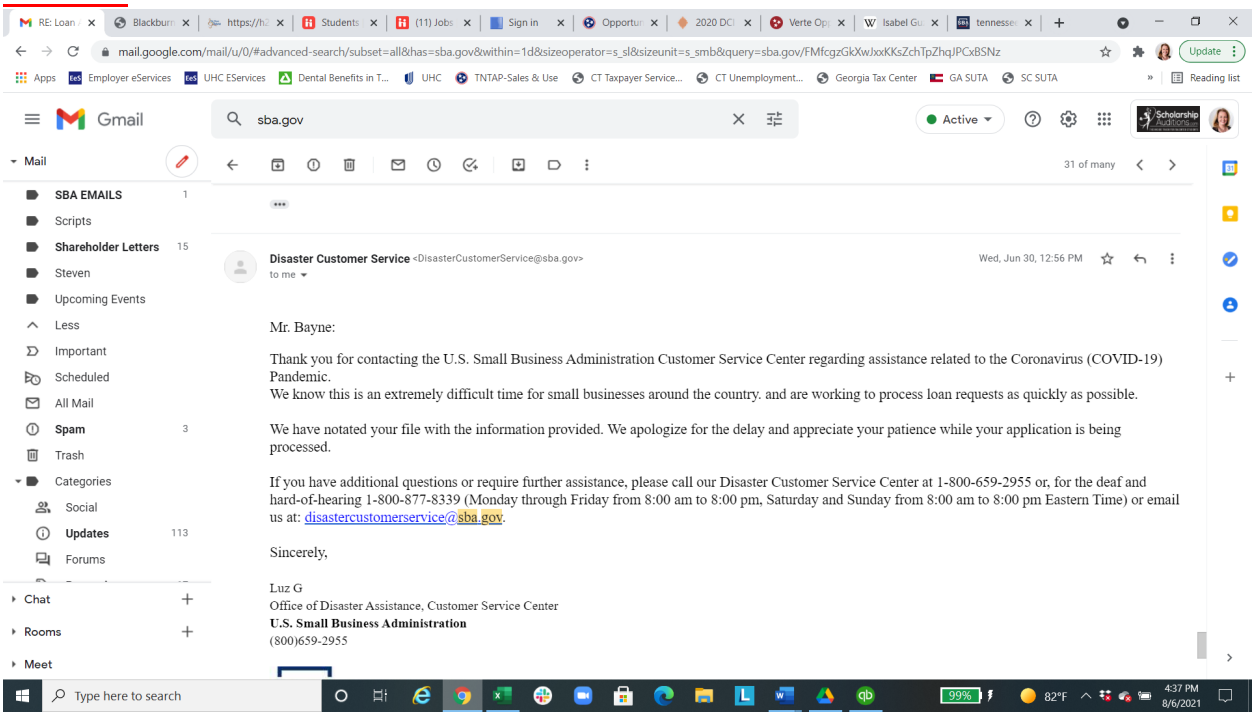
Valid Form of ID Back of Driver's License for Mercedes. This was also submitted on June 11. Attached please find, again, the back of the driver's license, in color, for Mercedes Jones


mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgzGkXwJxxKKsZchTpZhqJPCxBSNz
Gmail
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SBA EMAILS 1
Scripts
Shareholder Letters 15
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
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Rooms
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31 of many
tax return was uploaded again on June 11, with a notation that our company is on a fiscal year and the 2020 tax form attached was for the 2019-2020 fiscal year. The original tax return filed by our former accountant, for the 2018-2019 tax year was a 2018 form. Upon review, you will see it was for the 2018-2019 fiscal year. Attached please find the 2018-2019 tax form, again, with a cover page indicating that this is for the 2019-2020 fiscal tax year.
Valid Form of ID Back of Driver's License for Mercedes. This was also submitted on June 11. Attached please find, again, the back of the driver's license, in color, for Mercedes Jones.
These documents are also being uploaded, again today, to the Loan Portal. As you will see from our file, this application was originally submitted in December 2020 and updated in January of 2021 at the instruction of your office. We have repeatedly called to see if more information was needed for our application and have always immediately supplied any additional information requested.
We are aware we are in a low-income area of Nashville, Tennessee but are a new, vibrant company trying to bring resources and job opportunities to the region. We are also in an identified North Nashville Opportunity Zone. The SBA's approval of this loan will ensure we are able to continue the growth path we were moving toward before COVID-19 and will ensure the continued employment of our staff, as well as increasing it as we grow. The delay in approval of our application is putting the future of our company and our employees at risk.
We look forward to hearing from you of our approval in the very near future.
Sincerely,
Donette W. Bayne
Chief Administrative Officer,
ScholarshipAuditions.com, Inc.
Donette Bayne <donette.bayne@scholarshipauditions.com>
e co-owner who is not listed on the application. This corrected application was submitted on Monday, June 11. There was an additional notation asking for:
to Disaster
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EMAIL 71


mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgzGkXwLJKMkMRSRBqzvpNtnxsjNq
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SBA EMAILS 1
Scripts
Shareholder Letters 15
Steven
Upcoming Events
Less
Important
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All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Chat
Rooms
Meet
32 of many
Automatic reply: Loan Application #3********25 SBA:0002600003446 External SBA EMAILS
Brown, Eric (Mayor's Office) Sun, Jun 27, 11:08 AM
Hello, Your email is important to me. At the present time, I am unavailable to respond to your email. Please be sure to include your name, email, and reason for
PDC Reconsideration <PDC.Reconsideration@sba.gov> Sun, Jun 27, 11:10 AM
to me
Thank you for contacting the PDC Reconsideration Team. Your request has been received and will be processed in the order it was received.
Thank You,
PDC Reconsideration Team
Disaster Customer Service <DisasterCustomerService@sba.gov> Sun, Jun 27, 11:10 AM
to me
Thank you for reaching out to the U.S. Small Business Administration Disaster Assistance Customer Service Center.
If you are seeking more information about SBA's COVID-19 relief programs to small businesses, please visit www.sba.gov/coronavirusrelief . For information on other SBA Disaster Assistance Programs not related to the Coronavirus pandemic, please visit www.sba.gov/disaster .
If you have any additional questions, please feel free to reach back out to us via email, or call our Customer Service Center at (800) 659-2955. Individuals who are deaf or hard of hearing may call (800) 877-8339.
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Spam 3
Trash
Categories
Social
Updates 113
Forums
Chat
Rooms
Meet

Disaster Customer Service <DisasterCustomerService@sba.gov> Wed, Jun 30, 12:56 PM
to me

Mr. Bayne:

Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic.
We know this is an extremely difficult time for small businesses around the country. and are working to process loan requests as quickly as possible.

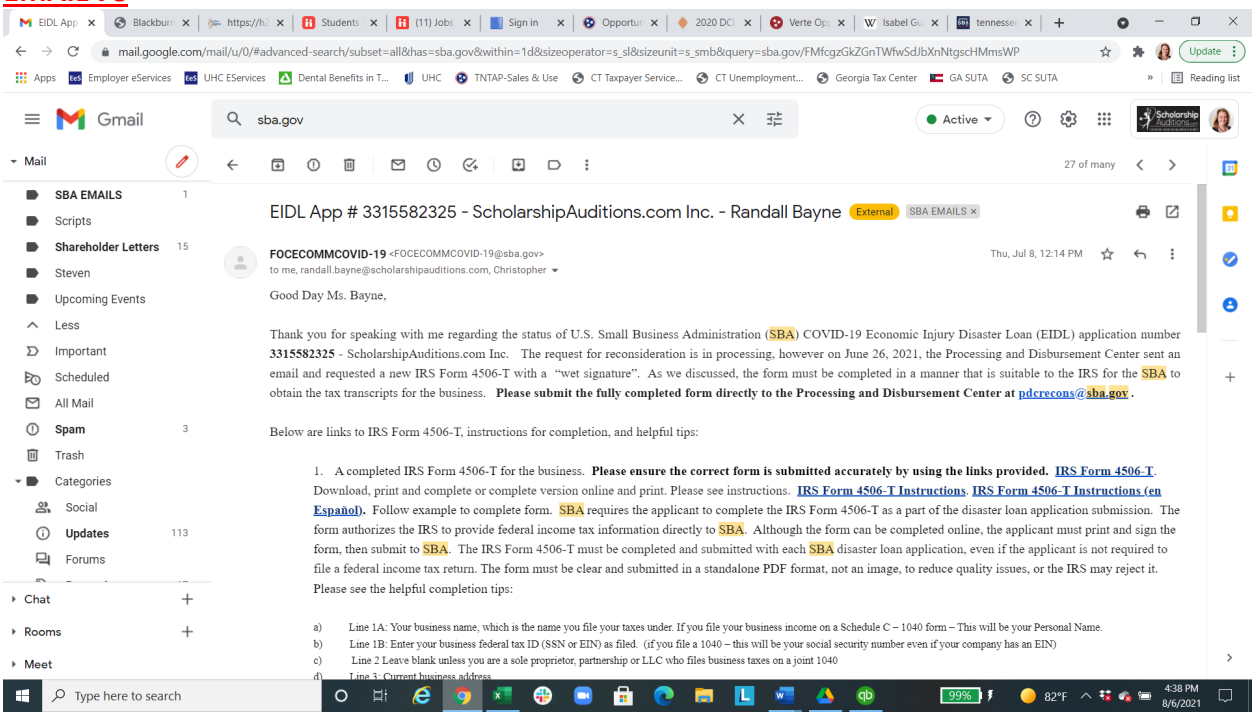
We have notated your file with the information provided. We apologize for the delay and appreciate your patience while your application is being processed.

If you have additional questions or require further assistance, please call our Disaster Customer Service Center at 1-800-659-2955 or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.

Sincerely,

Luz G
Office of Disaster Assistance, Customer Service Center
U.S. Small Business Administration
(800)659-2955

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Mail — 27 of many

SBA EMAILS 1
Scripts
Shareholder Letters 15
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Upcoming Events
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All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Chat
Rooms
Meet

EIDL App # 3315582325 - ScholarshipAuditions.com Inc. - Randall Bayne External SBA EMAILS ×

FOCECOMMCOVID-19 <FOCECOMMCOVID-19@sba.gov> Thu, Jul 8, 12:14 PM
to me, randall.bayne@scholarshipauditions.com, Christopher

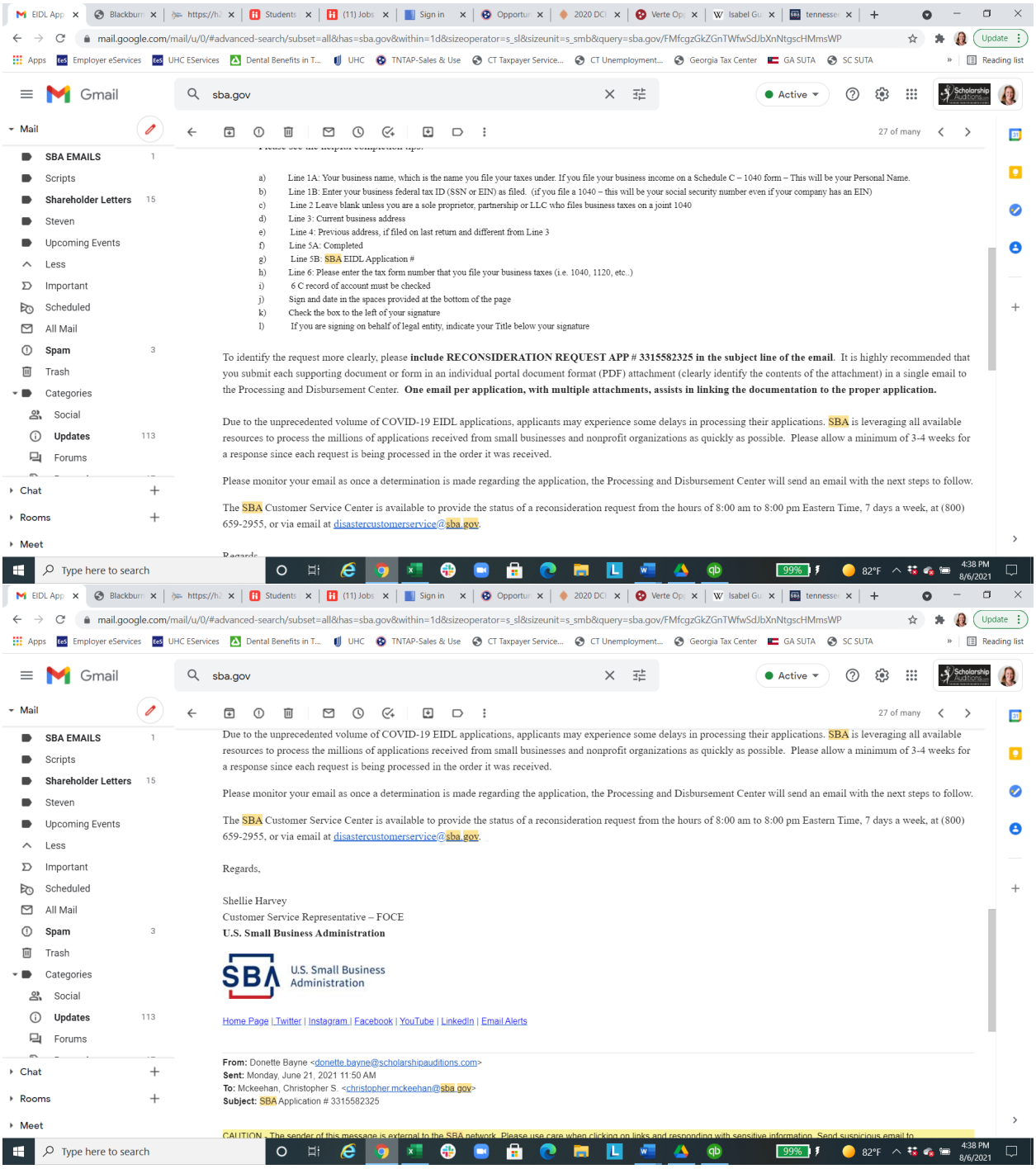
Good Day Ms. Bayne,

Thank you for speaking with me regarding the status of U.S. Small Business Administration (SBA) COVID-19 Economic Injury Disaster Loan (EIDL) application number **3315582325** - ScholarshipAuditions.com Inc. The request for reconsideration is in processing, however on June 26, 2021, the Processing and Disbursement Center sent an email and requested a new IRS Form 4506-T with a "wet signature". As we discussed, the form must be completed in a manner that is suitable to the IRS for the SBA to obtain the tax transcripts for the business. **Please submit the fully completed form directly to the Processing and Disbursement Center at pdcrecons@sba.gov .**

Below are links to IRS Form 4506-T, instructions for completion, and helpful tips:

1. A completed IRS Form 4506-T for the business. **Please ensure the correct form is submitted accurately by using the links provided.** **IRS Form 4506-T**. Download, print and complete or complete version online and print. Please see instructions. **IRS Form 4506-T Instructions**. **IRS Form 4506-T Instructions (en Español)**. Follow example to complete form. SBA requires the applicant to complete the IRS Form 4506-T as a part of the disaster loan application submission. The form authorizes the IRS to provide federal income tax information directly to SBA. Although the form can be completed online, the applicant must print and sign the form, then submit to SBA. The IRS Form 4506-T must be completed and submitted with each SBA disaster loan application, even if the applicant is not required to file a federal income tax return. The form must be clear and submitted in a standalone PDF format, not an image, to reduce quality issues, or the IRS may reject it. Please see the helpful completion tips:

a) Line 1A: Your business name, which is the name you file your taxes under. If you file your business income on a Schedule C – 1040 form – This will be your Personal Name.
b) Line 1B: Enter your business federal tax ID (SSN or EIN) as filed. (if you file a 1040 – this will be your social security number even if your company has an EIN)
c) Line 2 Leave blank unless you are a sole proprietor, partnership or LLC who files business taxes on a joint 1040
d) Line 3: Current business address



a) Line 1A: Your business name, which is the name you file your taxes under. If you file your business income on a Schedule C – 1040 form – This will be your Personal Name.
b) Line 1B: Enter your business federal tax ID (SSN or EIN) as filed. (if you file a 1040 – this will be your social security number even if your company has an EIN)
c) Line 2 Leave blank unless you are a sole proprietor, partnership or LLC who files business taxes on a joint 1040
d) Line 3: Current business address
e) Line 4: Previous address, if filed on last return and different from Line 3
f) Line 5A: Completed
g) Line 5B: SBA EIDL Application #
h) Line 6: Please enter the tax form number that you file your business taxes (i.e. 1040, 1120, etc..)
i) 6 C record of account must be checked
j) Sign and date in the spaces provided at the bottom of the page
k) Check the box to the left of your signature
l) If you are signing on behalf of legal entity, indicate your Title below your signature

To identify the request more clearly, please **include RECONSIDERATION REQUEST APP # 3315582325 in the subject line of the email**. It is highly recommended that you submit each supporting document or form in an individual portal document format (PDF) attachment (clearly identify the contents of the attachment) in a single email to the Processing and Disbursement Center. **One email per application, with multiple attachments, assists in linking the documentation to the proper application.**

Due to the unprecedented volume of COVID-19 EIDL applications, applicants may experience some delays in processing their applications. SBA is leveraging all available resources to process the millions of applications received from small businesses and nonprofit organizations as quickly as possible. Please allow a minimum of 3-4 weeks for a response since each request is being processed in the order it was received.

Please monitor your email as once a determination is made regarding the application, the Processing and Disbursement Center will send an email with the next steps to follow.

The SBA Customer Service Center is available to provide the status of a reconsideration request from the hours of 8:00 am to 8:00 pm Eastern Time, 7 days a week, at (800) 659-2955, or via email at disastercustomerservice@sba.gov.

Regards,

Shellie Harvey
Customer Service Representative – FOCE
U.S. Small Business Administration

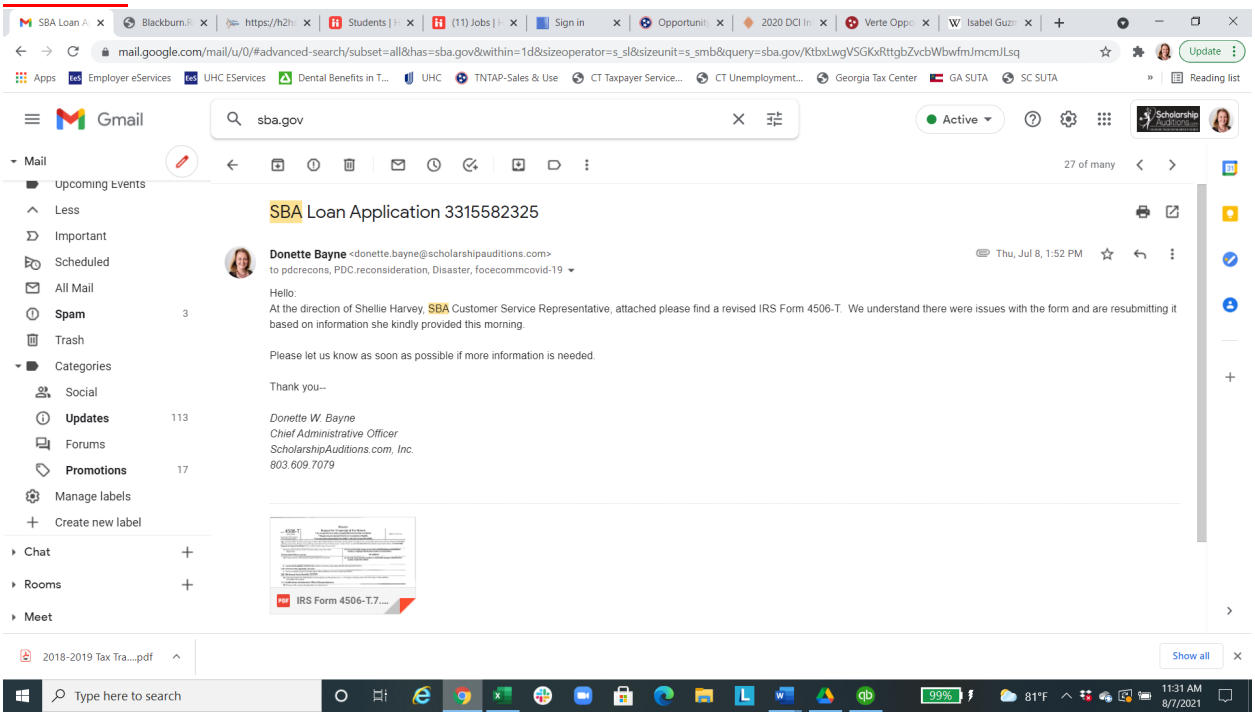
SBA U.S. Small Business Administration

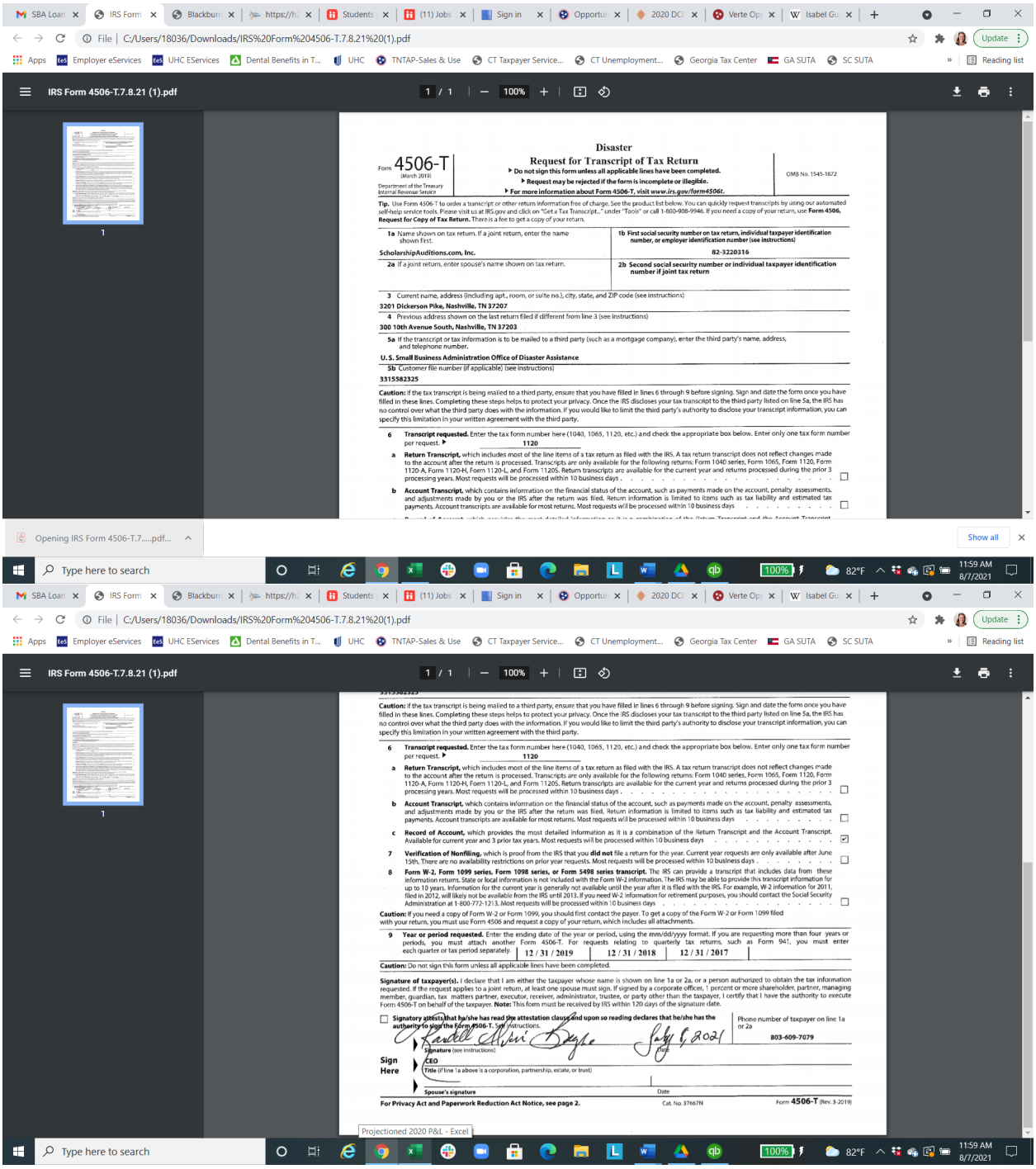
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From: Donette Bayne <donette.bayne@scholarshipauditions.com>
Sent: Monday, June 21, 2021 11:50 AM
To: Mckeehan, Christopher S. <christopher.mckeehan@sba.gov>
Subject: SBA Application # 3315582325

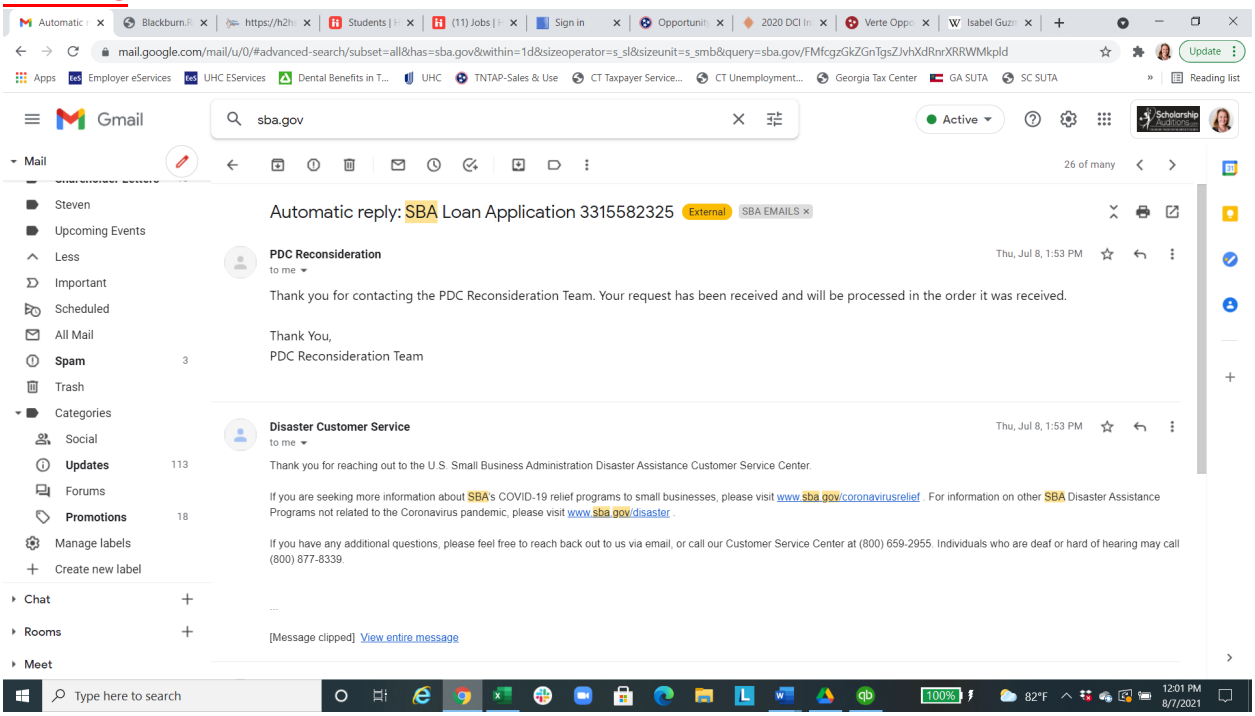
CAUTION - The sender of this message is external to the SBA network. Please use care when clicking on links and responding with sensitive information. Send suspicious email to

EMAIL 74

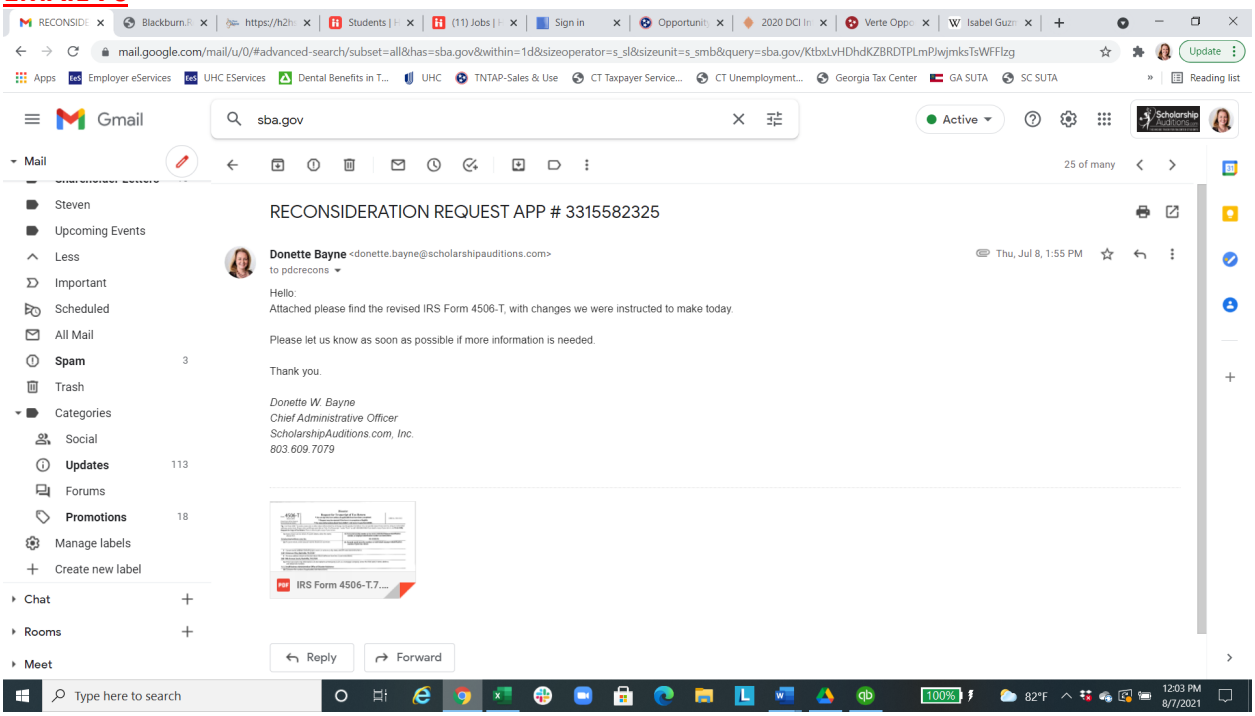

mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/KtbxLwgVSGKxRttgbZvcbWbwfmJmcmJLsq
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Upcoming Events
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Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Promotions 17
Manage labels
Create new label
Chat
Rooms
Meet
27 of many
SBA Loan Application 3315582325
Donette Bayne <donette.bayne@scholarshipauditions.com>
to pdcrecons, PDC.reconsideration, Disaster, fcecommcovid-19
Thu, Jul 8, 1:52 PM
Hello:
At the direction of Shellie Harvey, SBA Customer Service Representative, attached please find a revised IRS Form 4506-T. We understand there were issues with the form and are resubmitting it based on information she kindly provided this morning.
Please let us know as soon as possible if more information is needed.
Thank you--
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
IRS Form 4506-T.7....
2018-2019 Tax Tra....pdf
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8/7/2021


IRS Form 4506-T.7.8.21 (1).pdf
Disaster
Form 4506-T (March 2019)
Request for Transcript of Tax Return
Do not sign this form unless all applicable lines have been completed.
Request may be rejected if the form is incomplete or illegible.
For more information about Form 4506-T, visit www.irs.gov/form4506t.
OMB No. 1545-1872
Department of the Treasury Internal Revenue Service
1a Name shown on tax return. If a joint return, enter the name shown first.
ScholarshipAuditions.com, Inc.
1b First social security number on tax return, individual taxpayer identification number, or employer identification number (see instructions)
82-3220316
2a If a joint return, enter spouse's name shown on tax return.
2b Second social security number or individual taxpayer identification number if joint tax return
3 Current name, address (including apt., room, or suite no.), city, state, and ZIP code (see instructions)
3201 Dickerson Pike, Nashville, TN 37207
4 Previous address shown on the last return filed if different from line 3 (see instructions)
300 10th Avenue South, Nashville, TN 37203
5a If the transcript or tax information is to be mailed to a third party (such as a mortgage company), enter the third party's name, address, and telephone number.
U. S. Small Business Administration Office of Disaster Assistance
5b Customer file number (if applicable) (see instructions)
3315582325
Caution: If the tax transcript is being mailed to a third party, ensure that you have filled in lines 6 through 9 before signing. Sign and date the form once you have filled in these lines. Completing these steps helps to protect your privacy. Once the IRS discloses your tax transcript to the third party listed on line 5a, the IRS has no control over what the third party does with the information. If you would like to limit the third party's authority to disclose your transcript information, you can specify this limitation in your written agreement with the third party.
6 Transcript requested. Enter the tax form number here (1040, 1065, 1120, etc.) and check the appropriate box below. Enter only one tax form number per request. 1120
a Return Transcript, which includes most of the line items of a tax return as filed with the IRS. A tax return transcript does not reflect changes made to the account after the return is processed. Transcripts are only available for the following returns: Form 1040 series, Form 1065, Form 1120, Form 1120-A, Form 1120-H, Form 1120-L, and Form 1120S. Return transcripts are available for the current year and returns processed during the prior 3 processing years. Most requests will be processed within 10 business days
b Account Transcript, which contains information on the financial status of the account, such as payments made on the account, penalty assessments, and adjustments made by you or the IRS after the return was filed. Return information is limited to items such as tax liability and estimated tax payments. Account transcripts are available for most returns. Most requests will be processed within 10 business days
Opening IRS Form 4506-T.7.....pdf...
Show all
Type here to search
82°F
11:59 AM 8/7/2021
IRS Form 4506-T.7.8.21 (1).pdf
c Record of Account, which provides the most detailed information as it is a combination of the Return Transcript and the Account Transcript. Available for current year and 3 prior tax years. Most requests will be processed within 10 business days
7 Verification of Nonfiling, which is proof from the IRS that you did not file a return for the year. Current year requests are only available after June 15th. There are no availability restrictions on prior year requests. Most requests will be processed within 10 business days
8 Form W-2, Form 1099 series, Form 1098 series, or Form 5498 series transcript. The IRS can provide a transcript that includes data from these information returns. State or local information is not included with the Form W-2 information. The IRS may be able to provide this transcript information for up to 10 years. Information for the current year is generally not available until the year after it is filed with the IRS. For example, W-2 information for 2011, filed in 2012, will likely not be available from the IRS until 2013. If you need W-2 information for retirement purposes, you should contact the Social Security Administration at 1-800-772-1213. Most requests will be processed within 10 business days
Caution: If you need a copy of Form W-2 or Form 1099, you should first contact the payer. To get a copy of the Form W-2 or Form 1099 filed with your return, you must use Form 4506 and request a copy of your return, which includes all attachments.
9 Year or period requested. Enter the ending date of the year or period, using the mm/dd/yyyy format. If you are requesting more than four years or periods, you must attach another Form 4506-T. For requests relating to quarterly tax returns, such as Form 941, you must enter each quarter or tax period separately. 12 / 31 / 2019 | 12 / 31 / 2018 | 12 / 31 / 2017
Caution: Do not sign this form unless all applicable lines have been completed.
Signature of taxpayer(s). I declare that I am either the taxpayer whose name is shown on line 1a or 2a, or a person authorized to obtain the tax information requested. If the request applies to a joint return, at least one spouse must sign. If signed by a corporate officer, 1 percent or more shareholder, partner, managing member, guardian, tax matters partner, executor, receiver, administrator, trustee, or party other than the taxpayer, I certify that I have the authority to execute Form 4506-T on behalf of the taxpayer. Note: This form must be received by IRS within 120 days of the signature date.
Signatory attests that he/she has read the attestation clause and upon so reading declares that he/she has the authority to sign the Form 4506-T. See instructions.
Phone number of taxpayer on line 1a or 2a
803-609-7079
Randall Alvin Boyce
July 6, 2021
Sign Here
Signature (see instructions)
Date
CEO
Title (if line 1a above is a corporation, partnership, estate, or trust)
Spouse's signature
Date
For Privacy Act and Paperwork Reduction Act Notice, see page 2.
Cat. No. 37667N
Form 4506-T (Rev. 3-2019)
Projectioned 2020 P&L - Excel
Type here to search
82°F
11:59 AM 8/7/2021

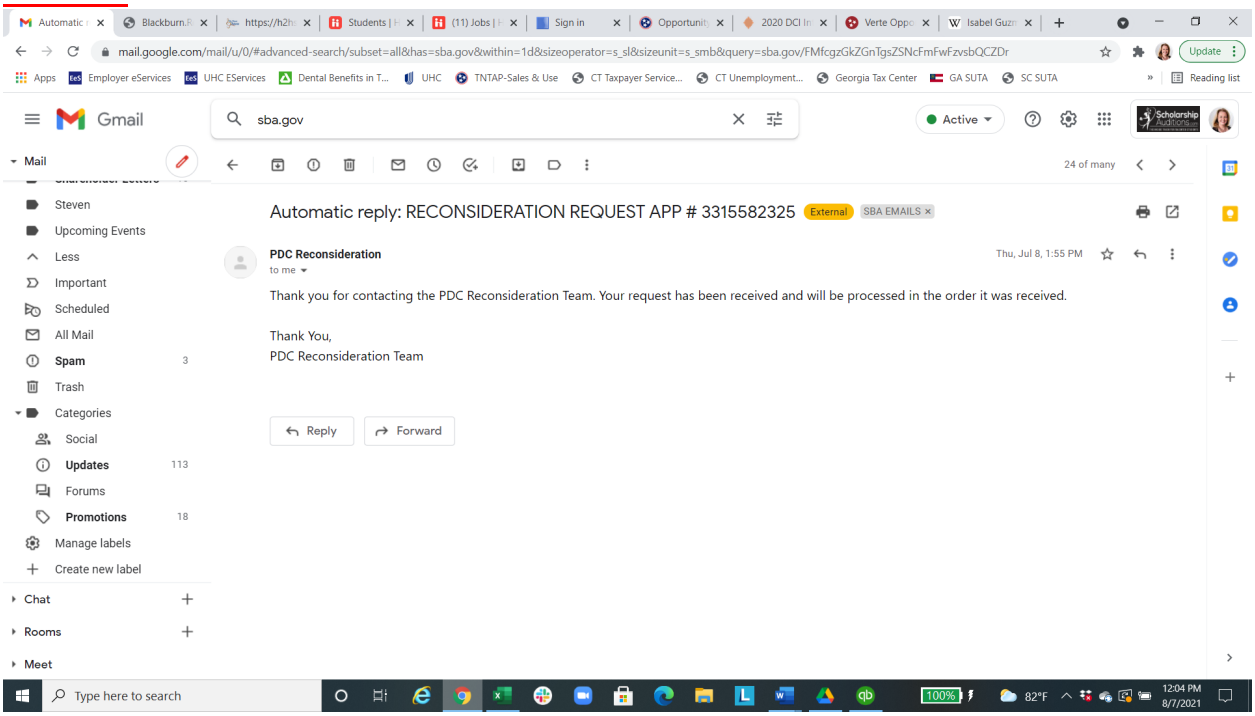
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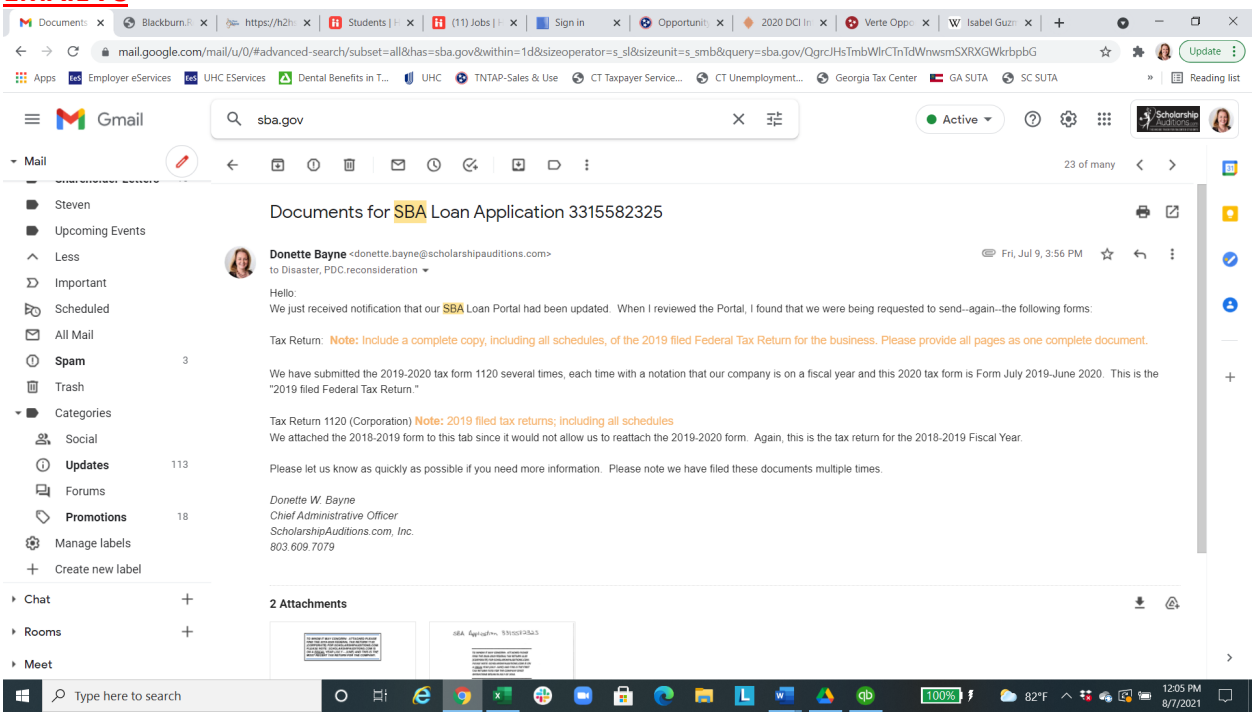
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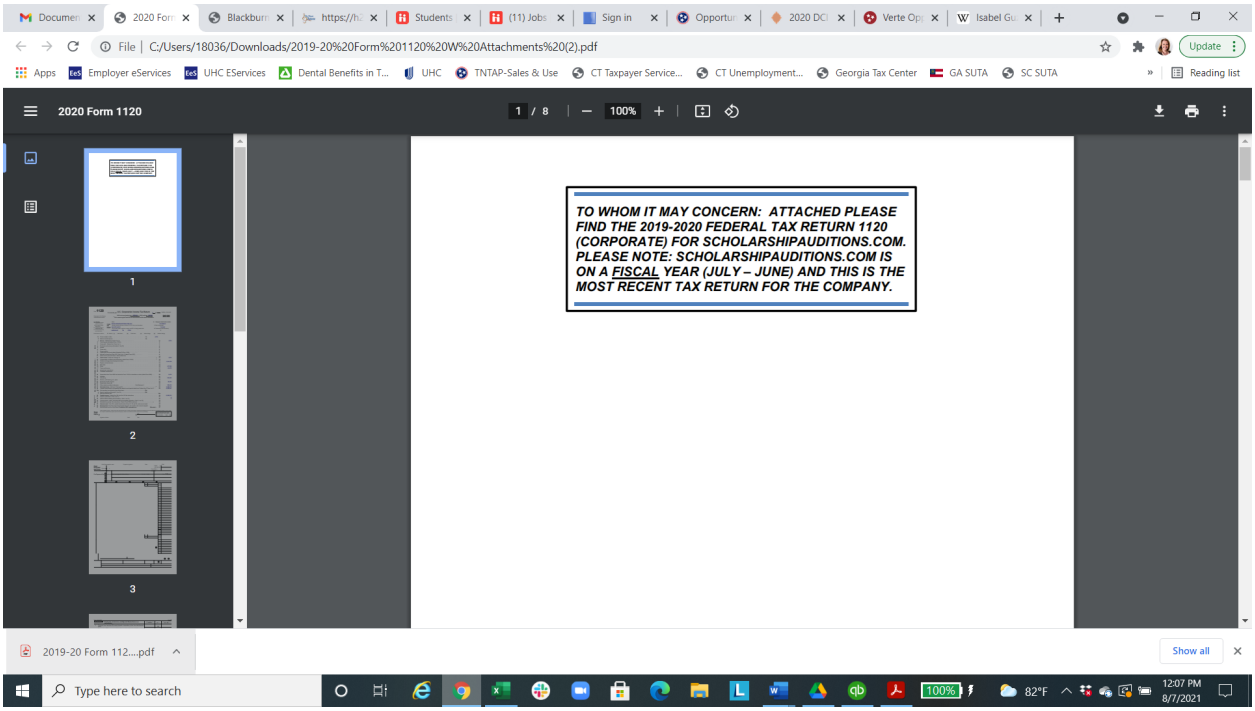
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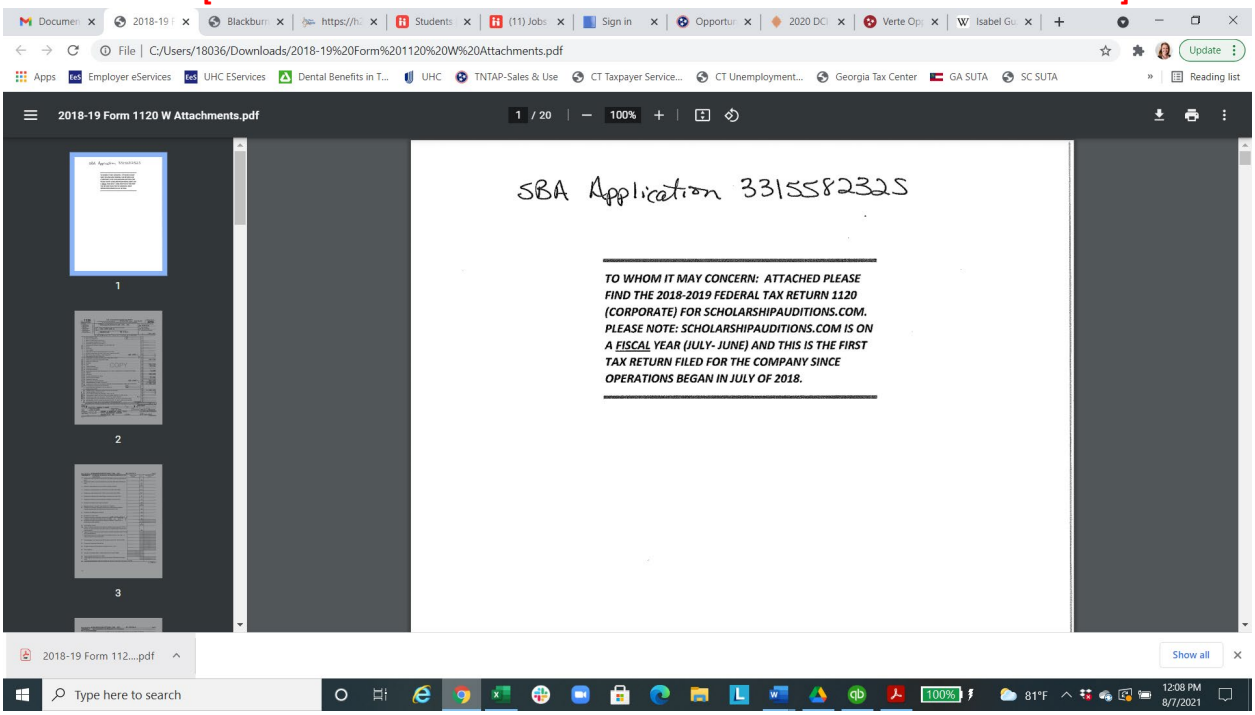
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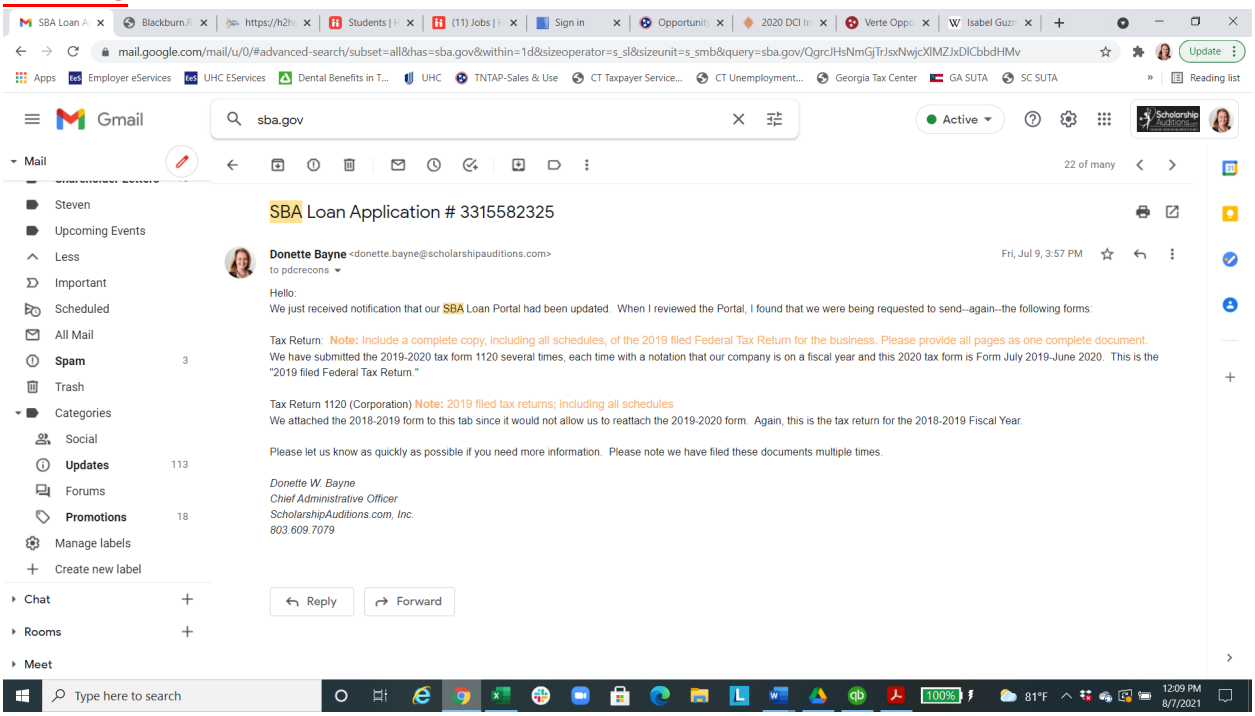
[COVER PAGE FOR 2019-2020 IRS FORM 1120 INCLUDED WITH EMAIL]



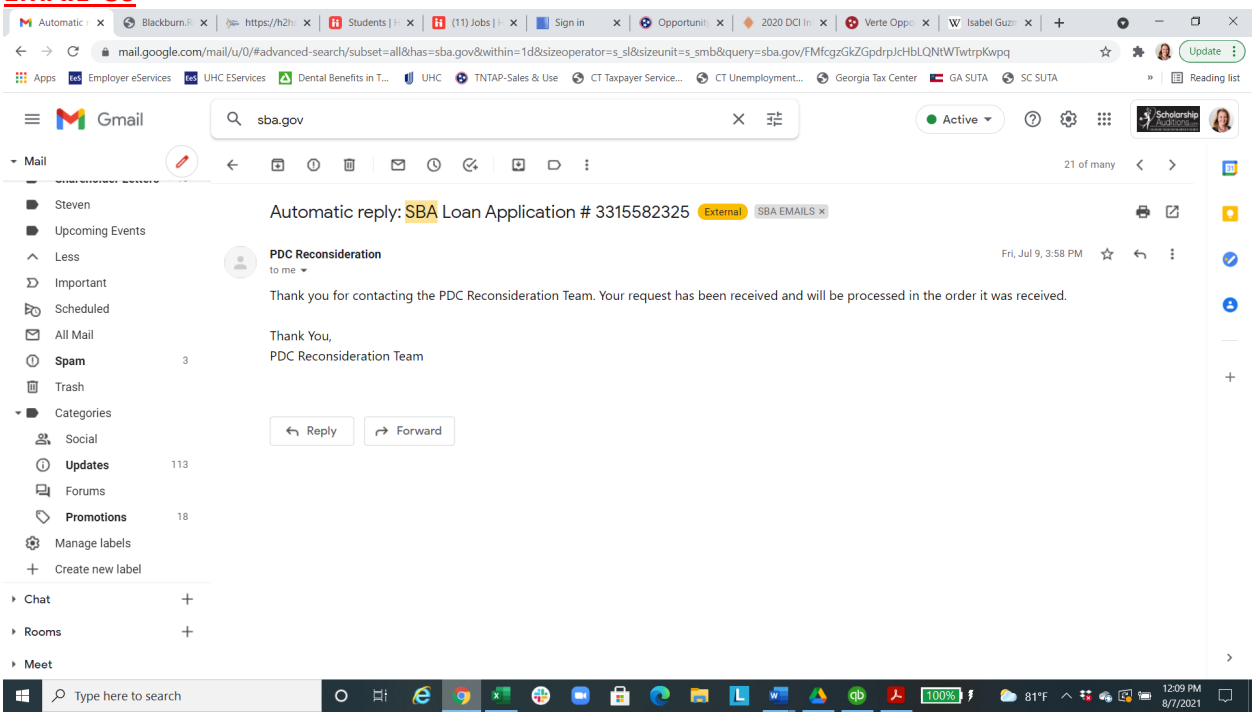
[COVER PAGE FOR 2018-2019 IRS FORM 1120 INCLUDED WITH EMAIL]



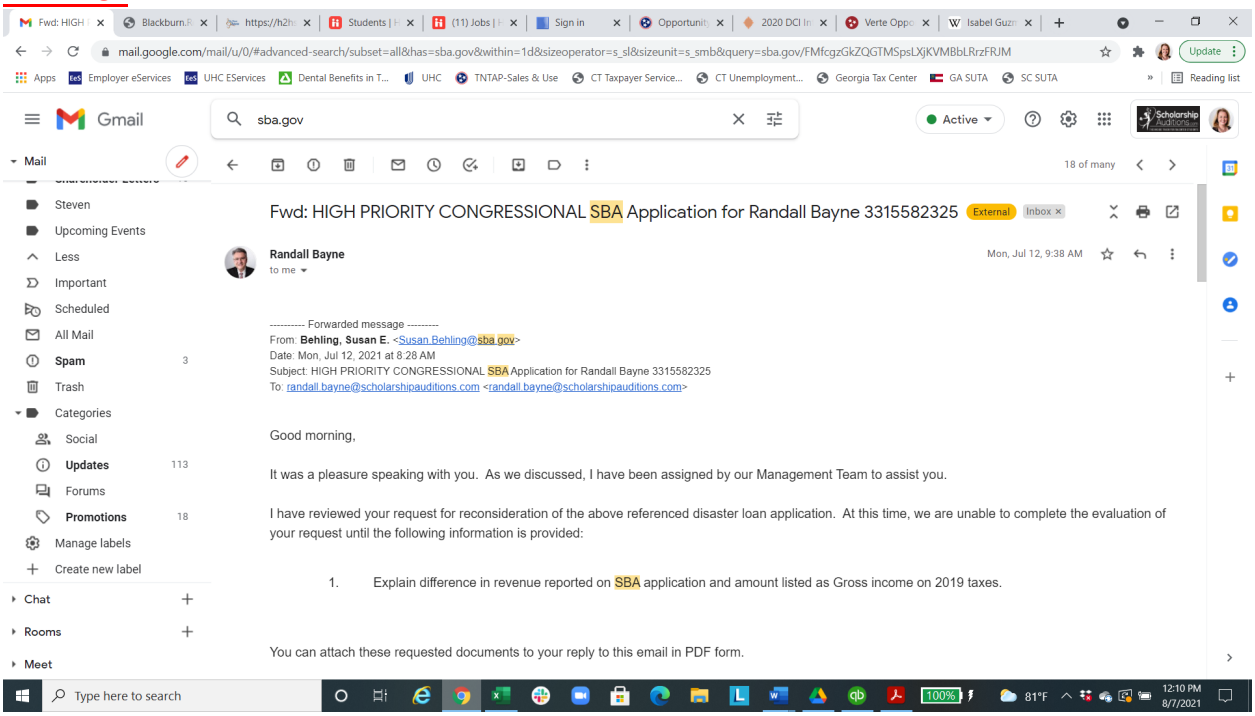
EMAIL 79



EMAIL 80



EMAIL 81



Fwd: HIGH PRIORITY CONGRESSIONAL SBA Application for Randall Bayne 3315582325

Randall Bayne to me — Mon, Jul 12, 9:38 AM

---------- Forwarded message ---------
From: **Behling, Susan E.** <Susan.Behling@sba.gov>
Date: Mon, Jul 12, 2021 at 8:28 AM
Subject: HIGH PRIORITY CONGRESSIONAL SBA Application for Randall Bayne 3315582325
To: randall.bayne@scholarshipauditions.com <randall.bayne@scholarshipauditions.com>

Good morning,

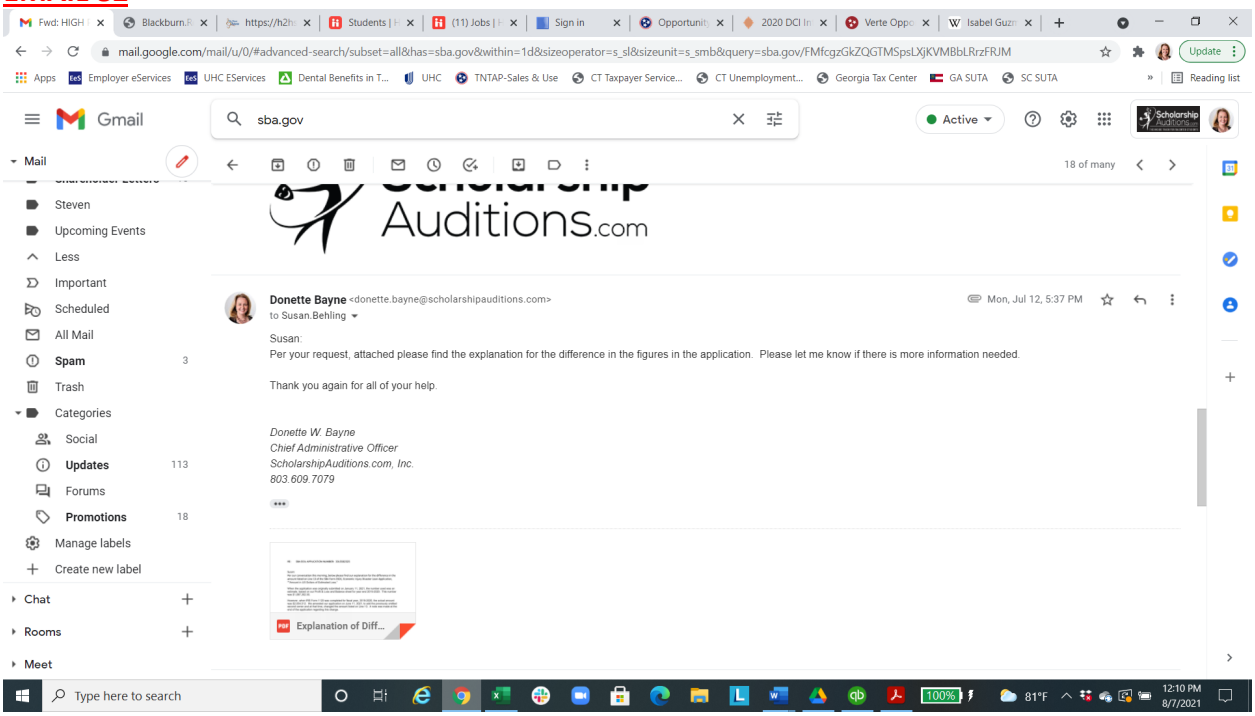
It was a pleasure speaking with you. As we discussed, I have been assigned by our Management Team to assist you.

I have reviewed your request for reconsideration of the above referenced disaster loan application. At this time, we are unable to complete the evaluation of your request until the following information is provided:

1. Explain difference in revenue reported on SBA application and amount listed as Gross income on 2019 taxes.

You can attach these requested documents to your reply to this email in PDF form.

EMAIL 82



Donette Bayne <donette.bayne@scholarshipauditions.com> to Susan.Behling — Mon, Jul 12, 5:37 PM

Susan:
Per your request, attached please find the explanation for the difference in the figures in the application. Please let me know if there is more information needed.

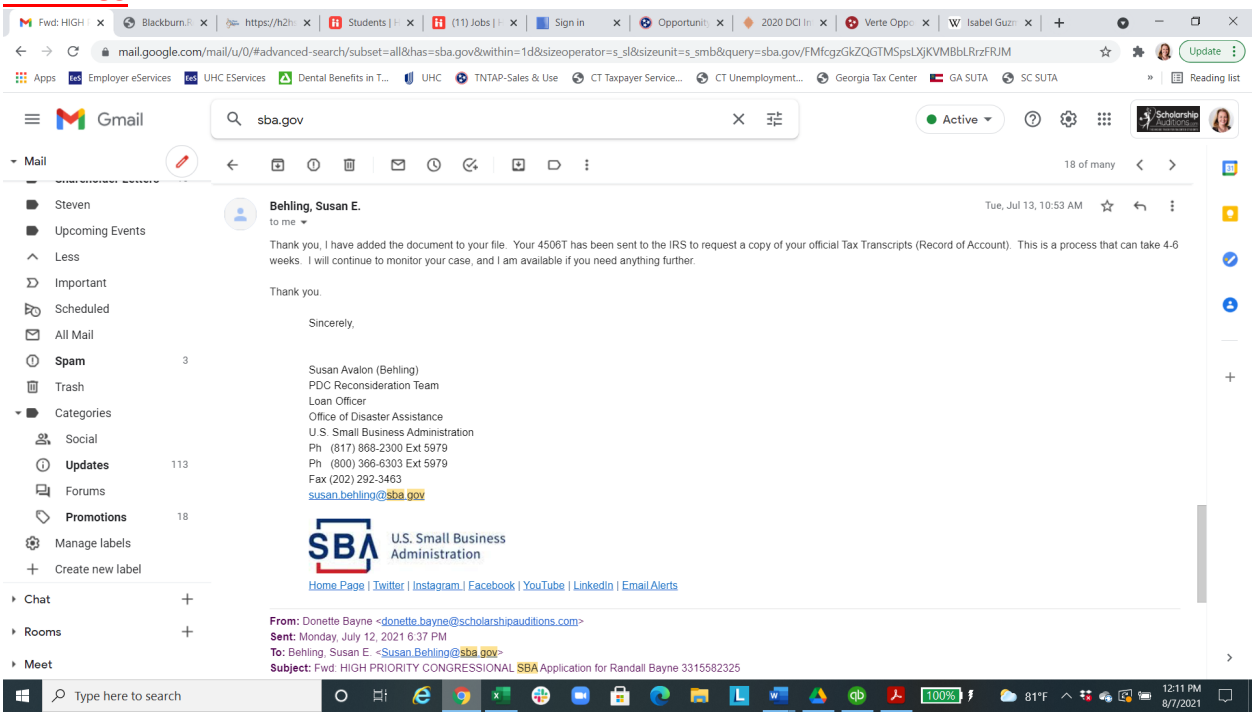
Thank you again for all of your help.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Explanation of Diff...

[EXPLANATION LETTER INCLUDED WITH EMAIL]

EMAIL 83



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18 of many

Behling, Susan E. Tue, Jul 13, 10:53 AM
to me

Thank you, I have added the document to your file. Your 4506T has been sent to the IRS to request a copy of your official Tax Transcripts (Record of Account). This is a process that can take 4-6 weeks. I will continue to monitor your case, and I am available if you need anything further.

Thank you.

Sincerely,

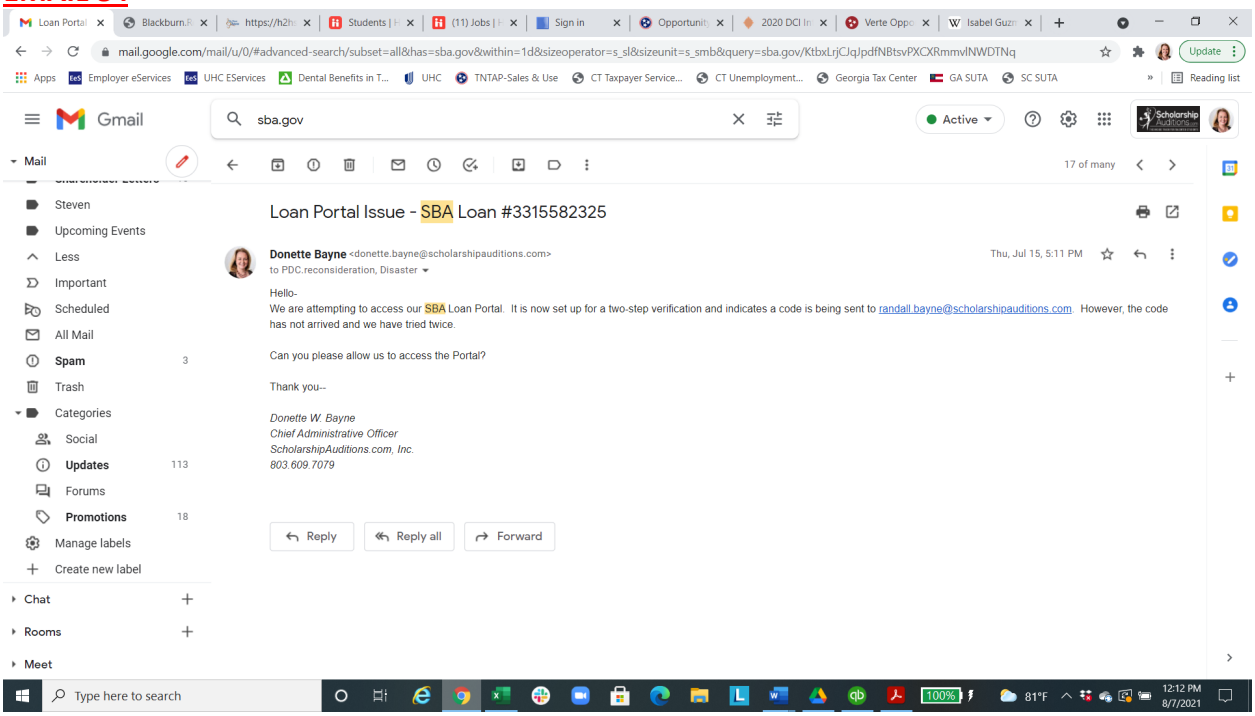
Susan Avalon (Behling)
PDC Reconsideration Team
Loan Officer
Office of Disaster Assistance
U.S. Small Business Administration
Ph (817) 868-2300 Ext 5979
Ph (800) 366-6303 Ext 5979
Fax (202) 292-3463
susan.behling@sba.gov

SBA U.S. Small Business Administration

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From: Donette Bayne <donette.bayne@scholarshipauditions.com>
Sent: Monday, July 12, 2021 6:37 PM
To: Behling, Susan E. <Susan.Behling@sba.gov>
Subject: Fwd: HIGH PRIORITY CONGRESSIONAL SBA Application for Randall Bayne 3315582325

EMAIL 84



Gmail — sba.gov

17 of many

Loan Portal Issue - SBA Loan #3315582325

Donette Bayne <donette.bayne@scholarshipauditions.com> Thu, Jul 15, 5:11 PM
to PDC.reconsideration, Disaster

Hello-
We are attempting to access our SBA Loan Portal. It is now set up for a two-step verification and indicates a code is being sent to randall.bayne@scholarshipauditions.com. However, the code has not arrived and we have tried twice.

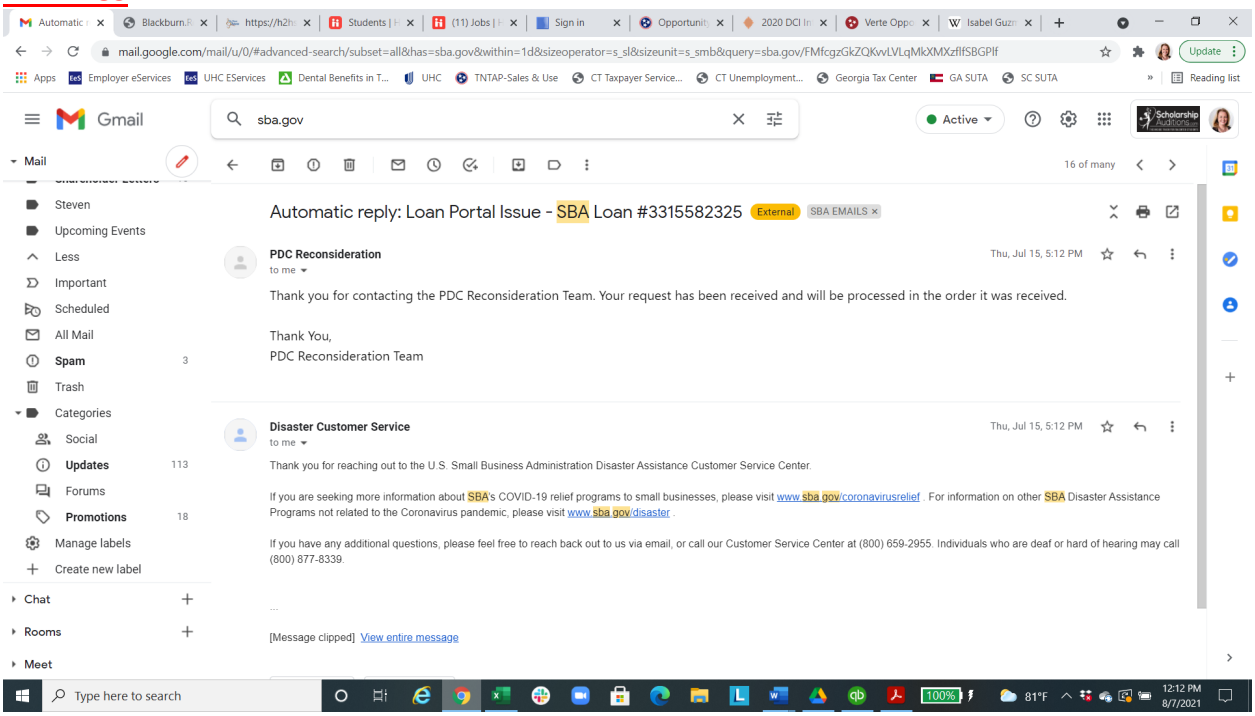
Can you please allow us to access the Portal?

Thank you--

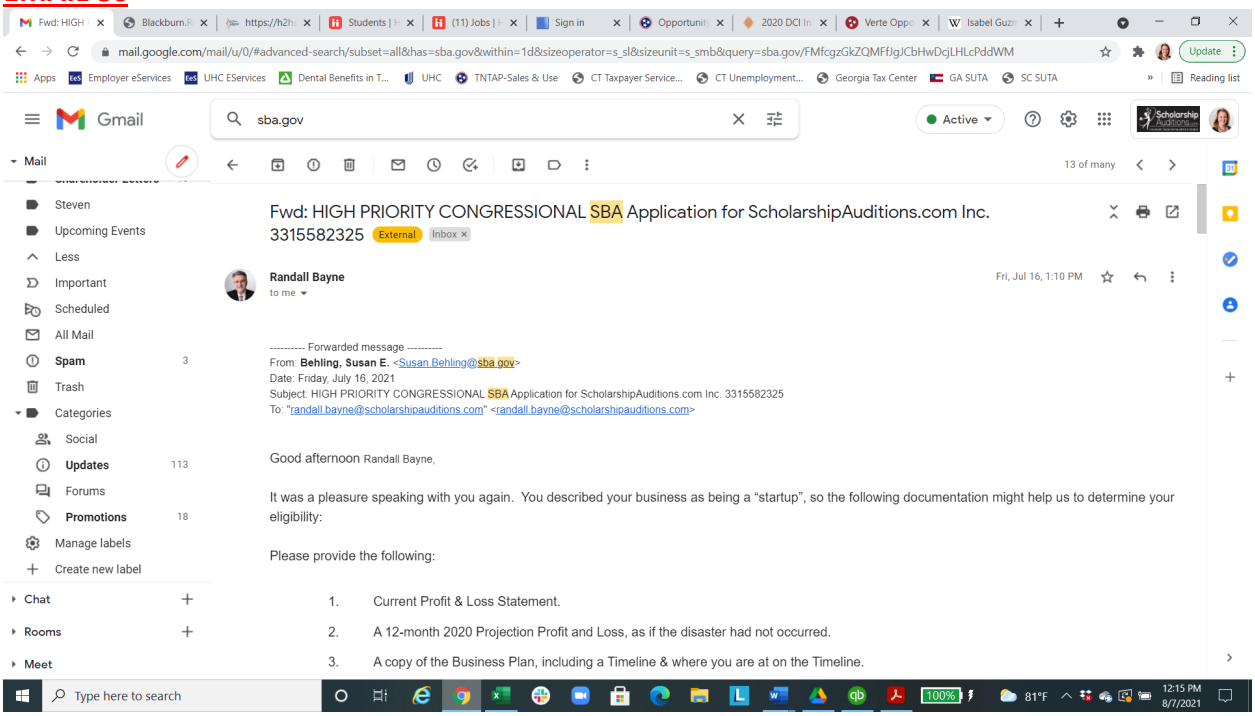
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

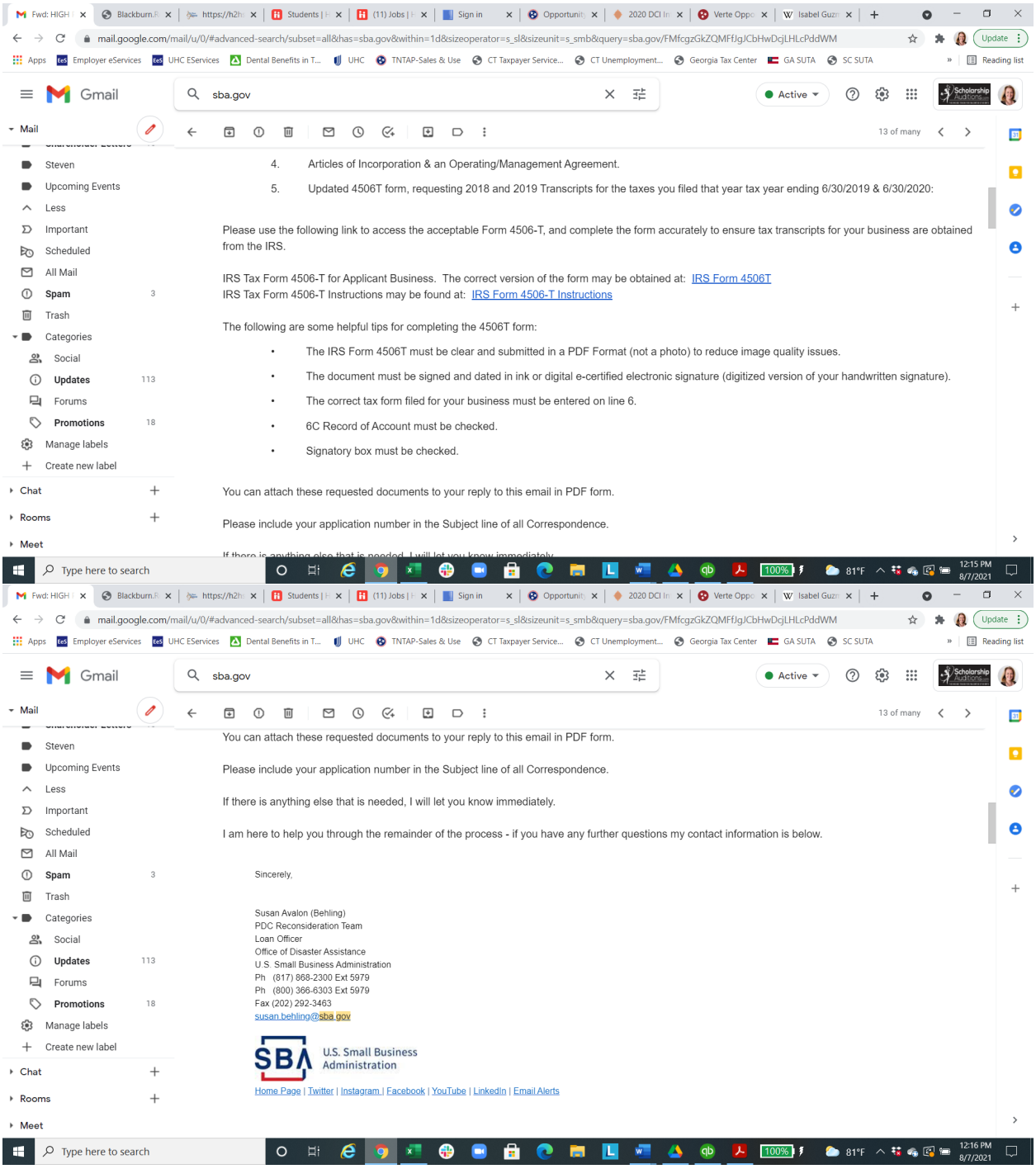
Reply | Reply all | Forward

EMAIL 85

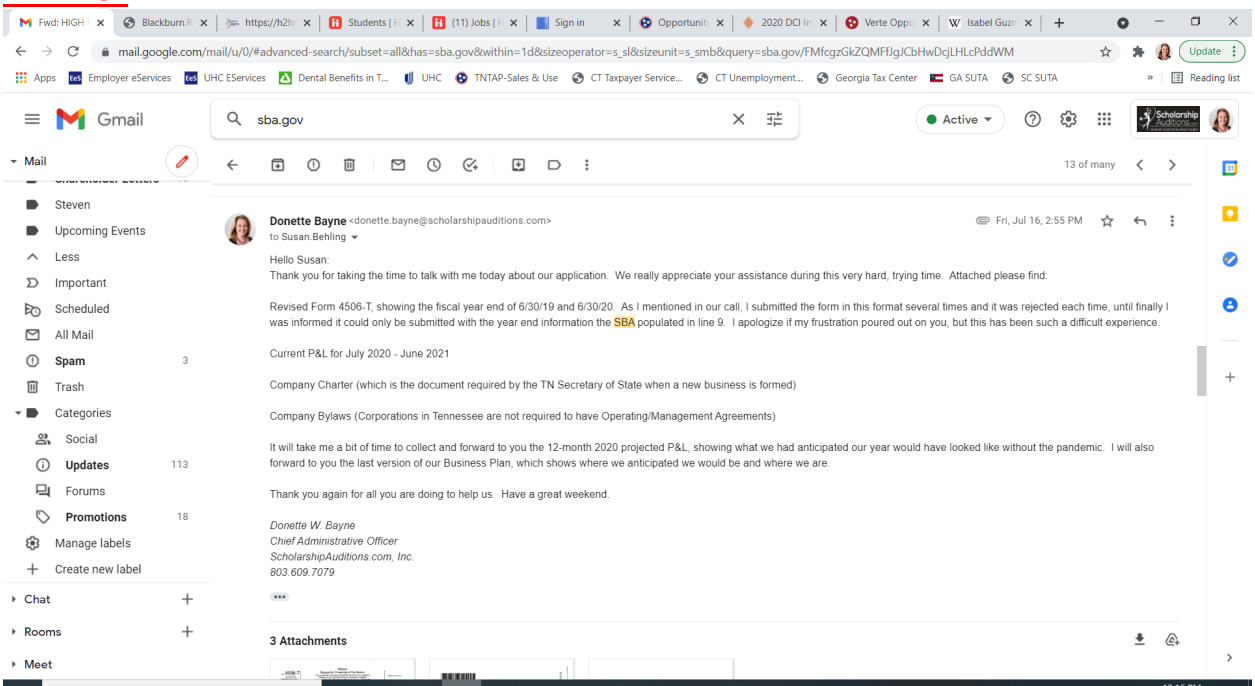


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Social
Updates 113
Forums
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Manage labels
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13 of many
4. Articles of Incorporation & an Operating/Management Agreement.
5. Updated 4506T form, requesting 2018 and 2019 Transcripts for the taxes you filed that year tax year ending 6/30/2019 & 6/30/2020:
Please use the following link to access the acceptable Form 4506-T, and complete the form accurately to ensure tax transcripts for your business are obtained from the IRS.
IRS Tax Form 4506-T for Applicant Business. The correct version of the form may be obtained at: IRS Form 4506T
IRS Tax Form 4506-T Instructions may be found at: IRS Form 4506-T Instructions
The following are some helpful tips for completing the 4506T form:
• The IRS Form 4506T must be clear and submitted in a PDF Format (not a photo) to reduce image quality issues.
• The document must be signed and dated in ink or digital e-certified electronic signature (digitized version of your handwritten signature).
• The correct tax form filed for your business must be entered on line 6.
• 6C Record of Account must be checked.
• Signatory box must be checked.
You can attach these requested documents to your reply to this email in PDF form.
Please include your application number in the Subject line of all Correspondence.
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You can attach these requested documents to your reply to this email in PDF form.
Please include your application number in the Subject line of all Correspondence.
If there is anything else that is needed, I will let you know immediately.
I am here to help you through the remainder of the process - if you have any further questions my contact information is below.
Sincerely,
Susan Avalon (Behling)
PDC Reconsideration Team
Loan Officer
Office of Disaster Assistance
U.S. Small Business Administration
Ph (817) 868-2300 Ext 5979
Ph (800) 366-6303 Ext 5979
Fax (202) 292-3463
susan.behling@sba.gov
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Promotions 18
Manage labels
Create new label
Chat
Rooms
Meet

13 of many

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Susan.Behling
Fri, Jul 16, 2:55 PM

Hello Susan:
Thank you for taking the time to talk with me today about our application. We really appreciate your assistance during this very hard, trying time. Attached please find:

Revised Form 4506-T, showing the fiscal year end of 6/30/19 and 6/30/20. As I mentioned in our call, I submitted the form in this format several times and it was rejected each time, until finally I was informed it could only be submitted with the year end information the SBA populated in line 9. I apologize if my frustration poured out on you, but this has been such a difficult experience.

Current P&L for July 2020 - June 2021

Company Charter (which is the document required by the TN Secretary of State when a new business is formed)

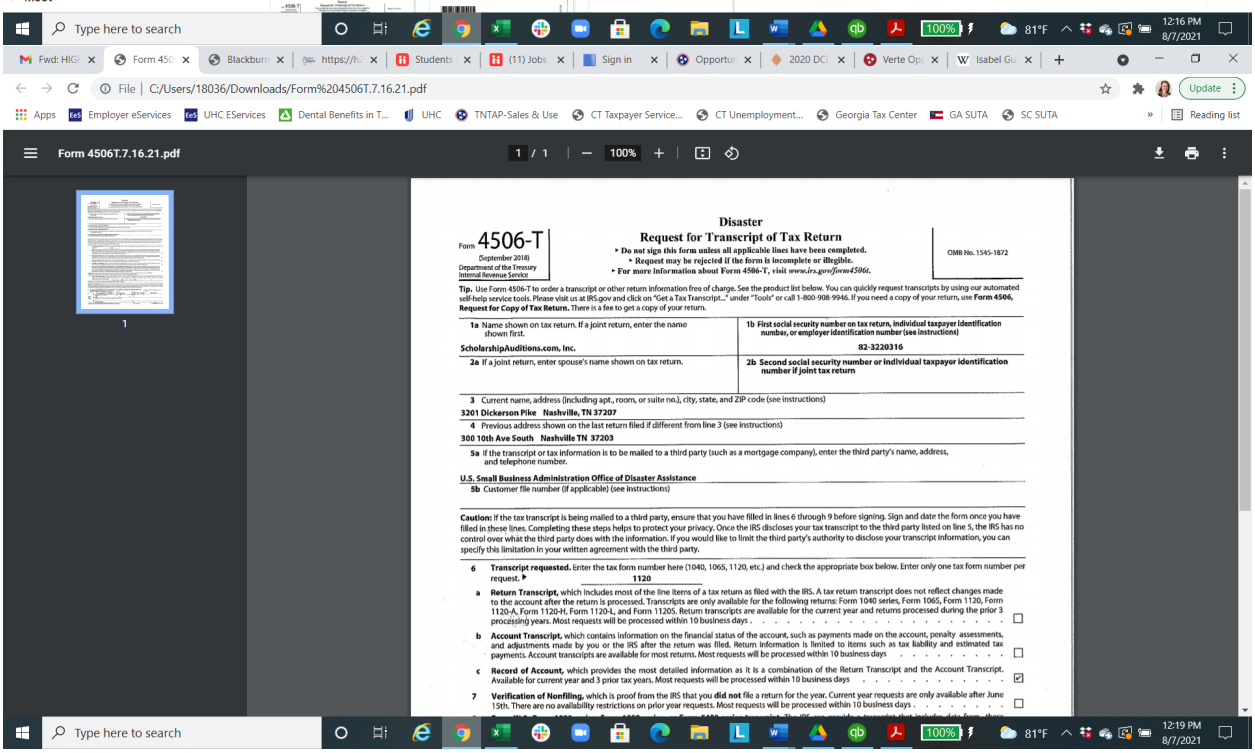
Company Bylaws (Corporations in Tennessee are not required to have Operating/Management Agreements)

It will take me a bit of time to collect and forward to you the 12-month 2020 projected P&L, showing what we had anticipated our year would have looked like without the pandemic. I will also forward to you the last version of our Business Plan, which shows where we anticipated we would be and where we are.

Thank you again for all you are doing to help us. Have a great weekend.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

3 Attachments



Form 4506T.7.16.21.pdf — 1 / 1 — 100%

Form **4506-T** (September 2018)
Department of the Treasury
Internal Revenue Service

Disaster
Request for Transcript of Tax Return
▸ Do not sign this form unless all applicable lines have been completed.
▸ Request may be rejected if the form is incomplete or illegible.
▸ For more information about Form 4506-T, visit www.irs.gov/form4506t.

OMB No. 1545-1872

Tip. Use Form 4506-T to order a transcript or other return information free of charge. See the product list below. You can quickly request transcripts by using our automated self-help service tools. Please visit us at IRS.gov and click on "Get a Tax Transcript..." under "Tools" or call 1-800-908-9946. If you need a copy of your return, use **Form 4506, Request for Copy of Tax Return.** There is a fee to get a copy of your return.

1a Name shown on tax return. If a joint return, enter the name shown first.	1b First social security number on tax return, individual taxpayer identification number, or employer identification number (see instructions)
ScholarshipAuditions.com, Inc.	82-3220316
2a If a joint return, enter spouse's name shown on tax return.	2b Second social security number or individual taxpayer identification number if joint tax return

3 Current name, address (including apt., room, or suite no.), city, state, and ZIP code (see instructions)
3201 Dickerson Pike Nashville, TN 37207
4 Previous address shown on the last return filed if different from line 3 (see instructions)
300 10th Ave South Nashville TN 37203
5a If the transcript or tax information is to be mailed to a third party (such as a mortgage company), enter the third party's name, address, and telephone number.
U.S. Small Business Administration Office of Disaster Assistance
5b Customer file number (if applicable) (see instructions)

Caution: If the tax transcript is being mailed to a third party, ensure that you have filled in lines 6 through 9 before signing. Sign and date the form once you have filled in these lines. Completing these steps helps to protect your privacy. Once the IRS discloses your tax transcript to the third party listed on line 5, the IRS has no control over what the third party does with the information. If you would like to limit the third party's authority to disclose your transcript information, you can specify this limitation in your written agreement with the third party.

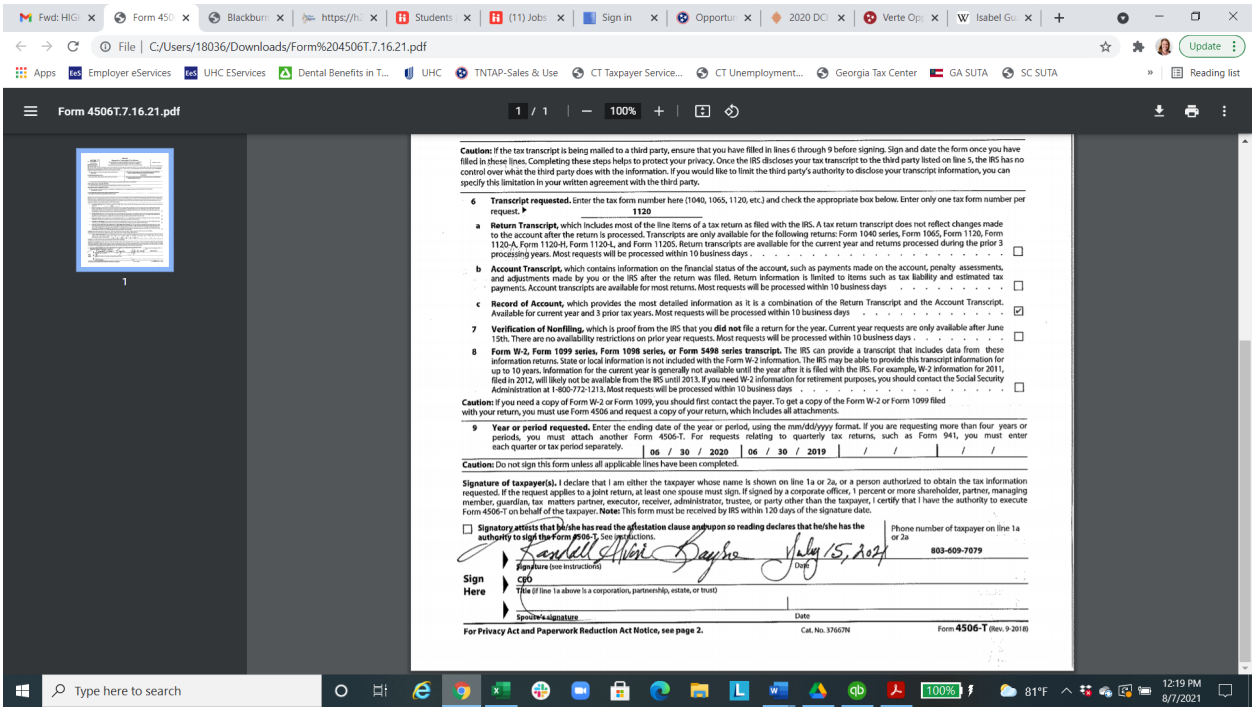
6 **Transcript requested.** Enter the tax form number here (1040, 1065, 1120, etc.) and check the appropriate box below. Enter only one tax form number per request. ▸ 1120

a **Return Transcript,** which includes most of the line items of a tax return as filed with the IRS. A tax return transcript does not reflect changes made to the account after the return is processed. Transcripts are only available for the following returns: Form 1040 series, Form 1065, Form 1120, Form 1120-A, Form 1120-H, Form 1120-L, and Form 1120S. Return transcripts are available for the current year and returns processed during the prior 3 processing years. Most requests will be processed within 10 business days . . . . . ☐

b **Account Transcript,** which contains information on the financial status of the account, such as payments made on the account, penalty assessments, and adjustments made by you or the IRS after the return was filed. Return information is limited to items such as tax liability and estimated tax payments. Account transcripts are available for most returns. Most requests will be processed within 10 business days . . . . . ☐

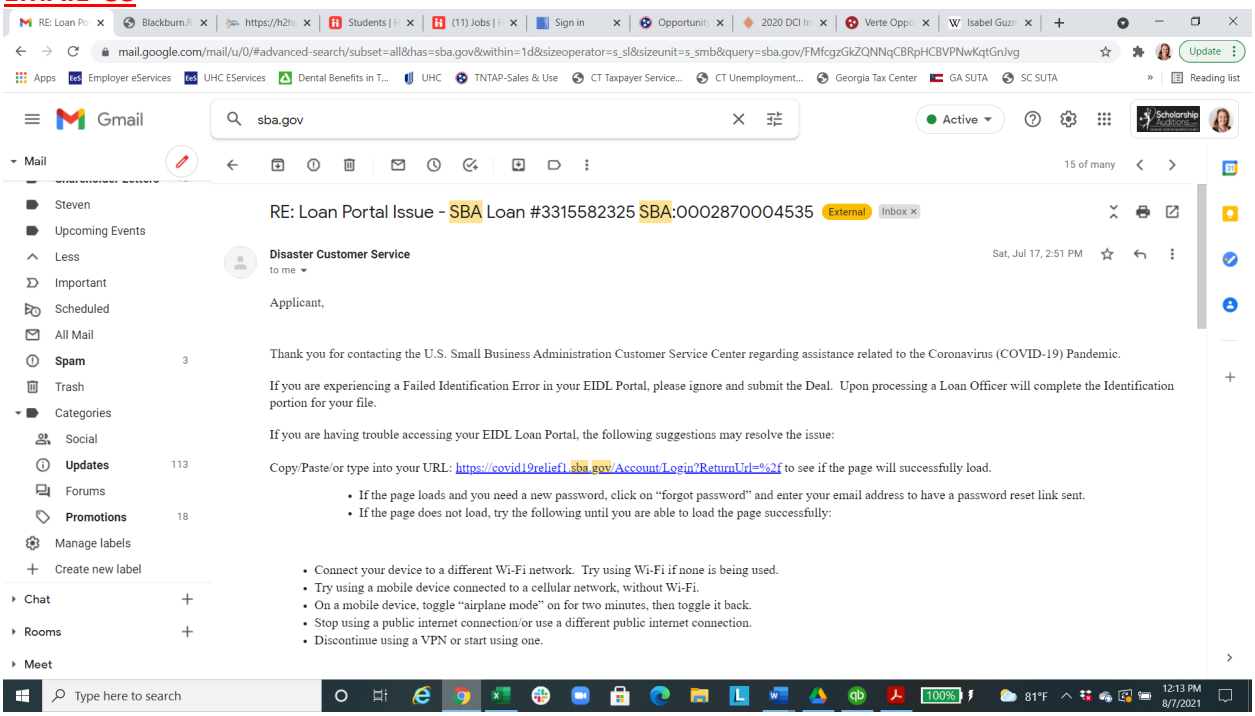
c **Record of Account,** which provides the most detailed information as it is a combination of the Return Transcript and the Account Transcript. Available for current year and 3 prior tax years. Most requests will be processed within 10 business days . . . . . ☑

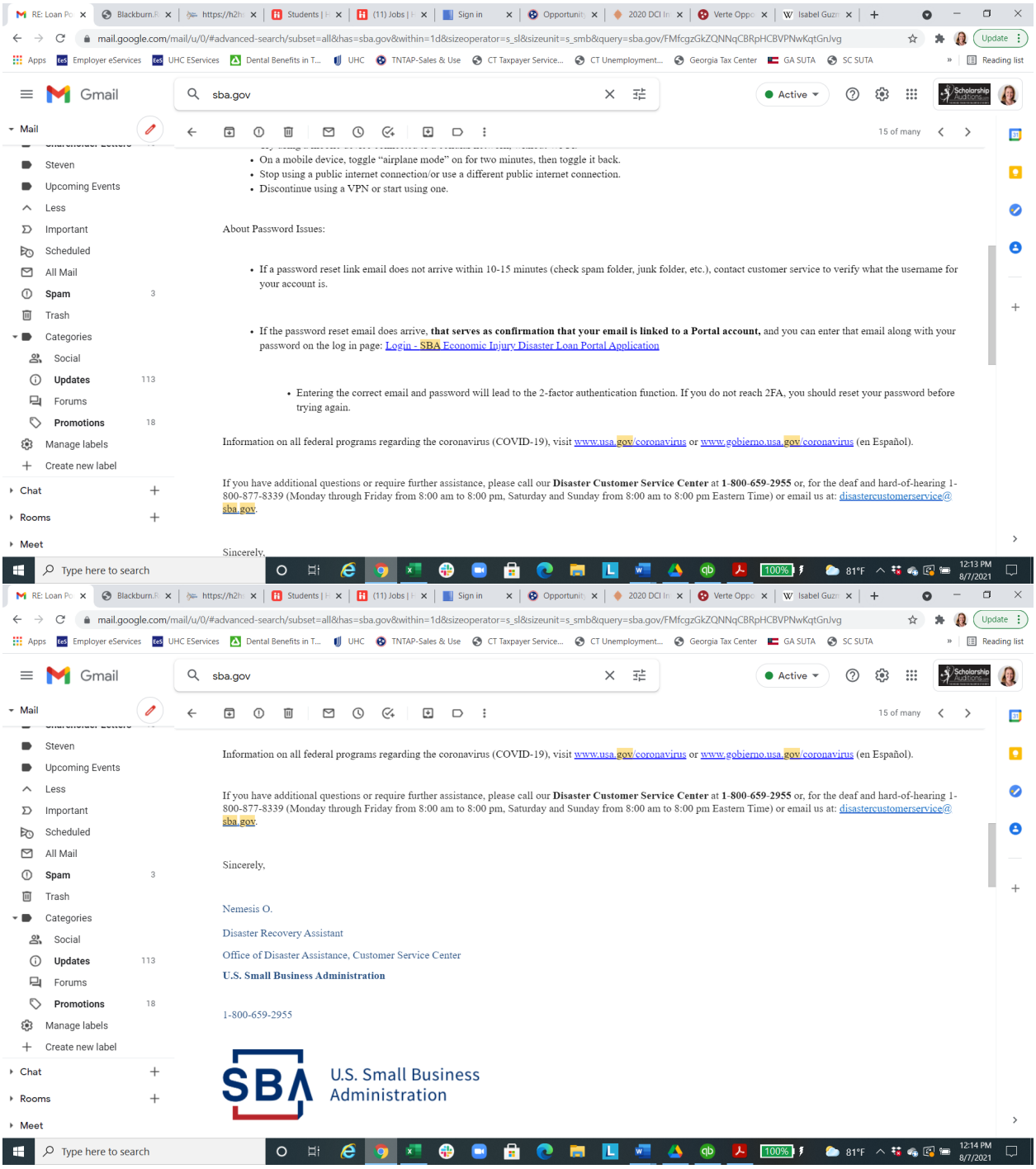
7 **Verification of Nonfiling,** which is proof from the IRS that you **did not** file a return for the year. Current year requests are only available after June 15th. There are no availability restrictions on prior year requests. Most requests will be processed within 10 business days . . . . . ☐



[COPY OF COMPANY CHARTER INCLUDED WITH EMAIL]
[COPY OF COMPANY BYLAWS INCLUDED WITH EMAIL]

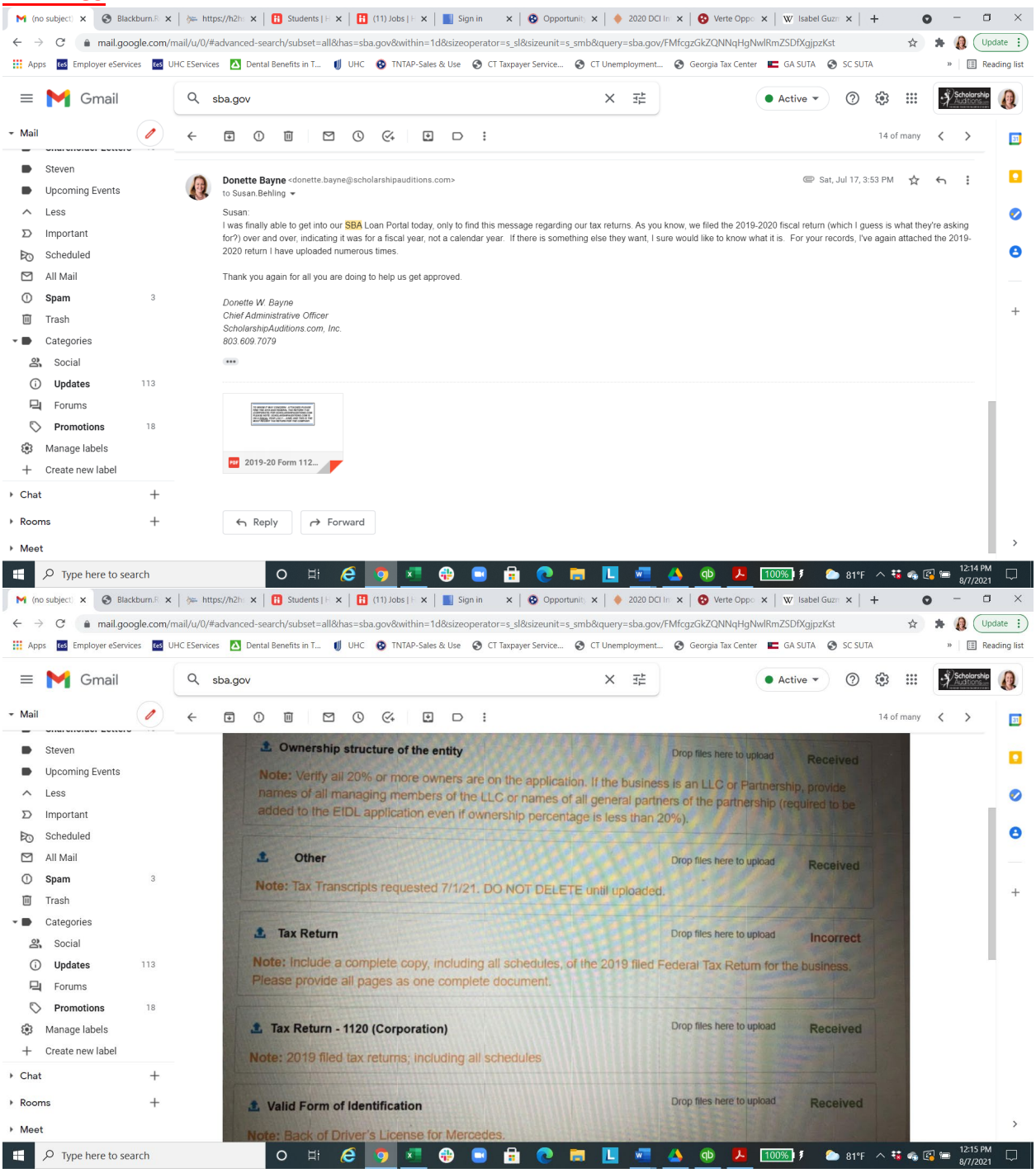
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Spam 3
Trash
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Updates 113
Forums
Promotions 18
Manage labels
Create new label
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15 of many
On a mobile device, toggle "airplane mode" on for two minutes, then toggle it back.
Stop using a public internet connection/or use a different public internet connection.
Discontinue using a VPN or start using one.
About Password Issues:
If a password reset link email does not arrive within 10-15 minutes (check spam folder, junk folder, etc.), contact customer service to verify what the username for your account is.
If the password reset email does arrive, that serves as confirmation that your email is linked to a Portal account, and you can enter that email along with your password on the log in page: Login - SBA Economic Injury Disaster Loan Portal Application
Entering the correct email and password will lead to the 2-factor authentication function. If you do not reach 2FA, you should reset your password before trying again.
Information on all federal programs regarding the coronavirus (COVID-19), visit www.usa.gov/coronavirus or www.gobierno.usa.gov/coronavirus (en Español).
If you have additional questions or require further assistance, please call our Disaster Customer Service Center at 1-800-659-2955 or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.
Sincerely,
Type here to search
12:13 PM
8/7/2021

mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgzGkZQNNqCBRpHCBVPNwKqtGnJvg
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Updates 113
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Promotions 18
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15 of many
Information on all federal programs regarding the coronavirus (COVID-19), visit www.usa.gov/coronavirus or www.gobierno.usa.gov/coronavirus (en Español).
If you have additional questions or require further assistance, please call our Disaster Customer Service Center at 1-800-659-2955 or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.
Sincerely,
Nemesis O.
Disaster Recovery Assistant
Office of Disaster Assistance, Customer Service Center
U.S. Small Business Administration
1-800-659-2955
SBA
U.S. Small Business Administration
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Forums
Promotions 18
Manage labels
Create new label
Chat
Rooms
Meet

14 of many

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Susan.Behling

Sat, Jul 17, 3:53 PM

Susan:
I was finally able to get into our SBA Loan Portal today, only to find this message regarding our tax returns. As you know, we filed the 2019-2020 fiscal return (which I guess is what they're asking for?) over and over, indicating it was for a fiscal year, not a calendar year. If there is something else they want, I sure would like to know what it is. For your records, I've again attached the 2019-2020 return I have uploaded numerous times.

Thank you again for all you are doing to help us get approved.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

2019-20 Form 112...

Reply Forward

Type here to search

12:14 PM
8/7/2021

Ownership structure of the entity — Drop files here to upload — Received

Note: Verify all 20% or more owners are on the application. If the business is an LLC or Partnership, provide names of all managing members of the LLC or names of all general partners of the partnership (required to be added to the EIDL application even if ownership percentage is less than 20%).

Other — Drop files here to upload — Received

Note: Tax Transcripts requested 7/1/21. DO NOT DELETE until uploaded.

Tax Return — Drop files here to upload — Incorrect

Note: Include a complete copy, including all schedules, of the 2019 filed Federal Tax Return for the business. Please provide all pages as one complete document.

Tax Return - 1120 (Corporation) — Drop files here to upload — Received

Note: 2019 filed tax returns; including all schedules

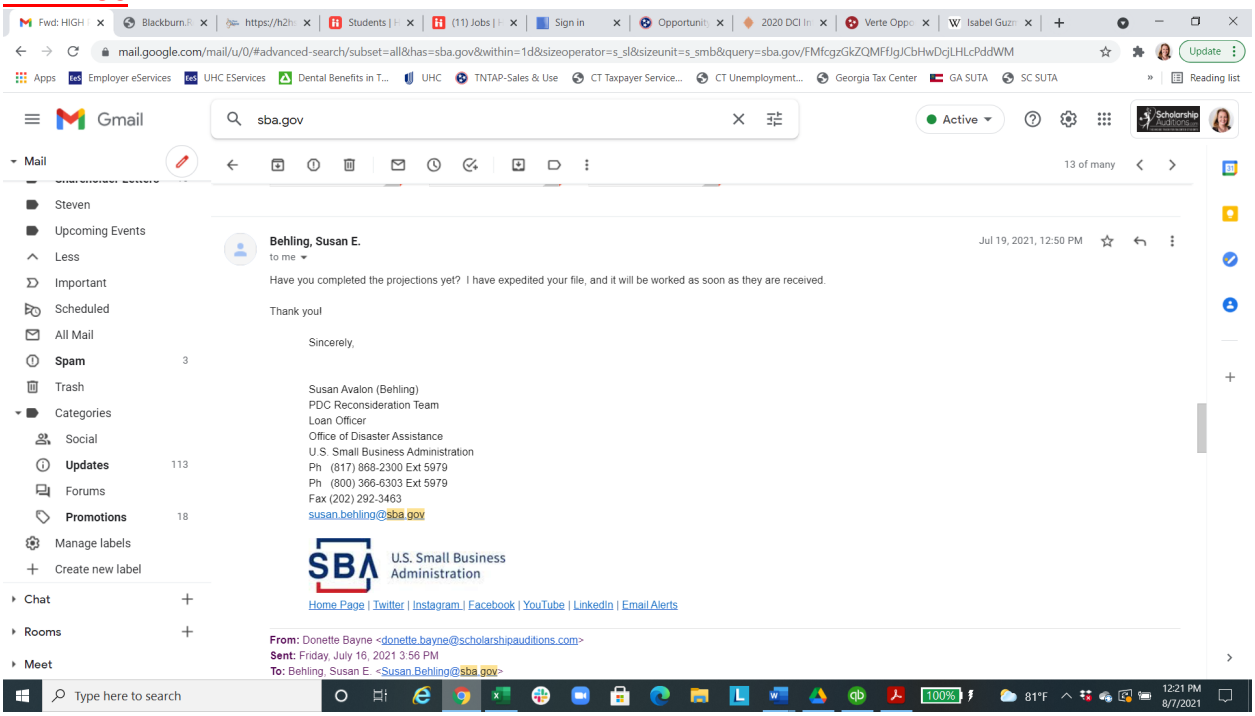
Valid Form of Identification — Drop files here to upload — Received

Note: Back of Driver's License for Mercedes.

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8/7/2021

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Mail
- Steven
- Upcoming Events
- Less
- Important
- Scheduled
- All Mail
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- Trash
- Categories
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  - Forums
  - Promotions 18
- Manage labels
- Create new label

Chat
Rooms
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13 of many

Behling, Susan E. Jul 19, 2021, 12:50 PM
to me

Have you completed the projections yet? I have expedited your file, and it will be worked as soon as they are received.

Thank you!

Sincerely,

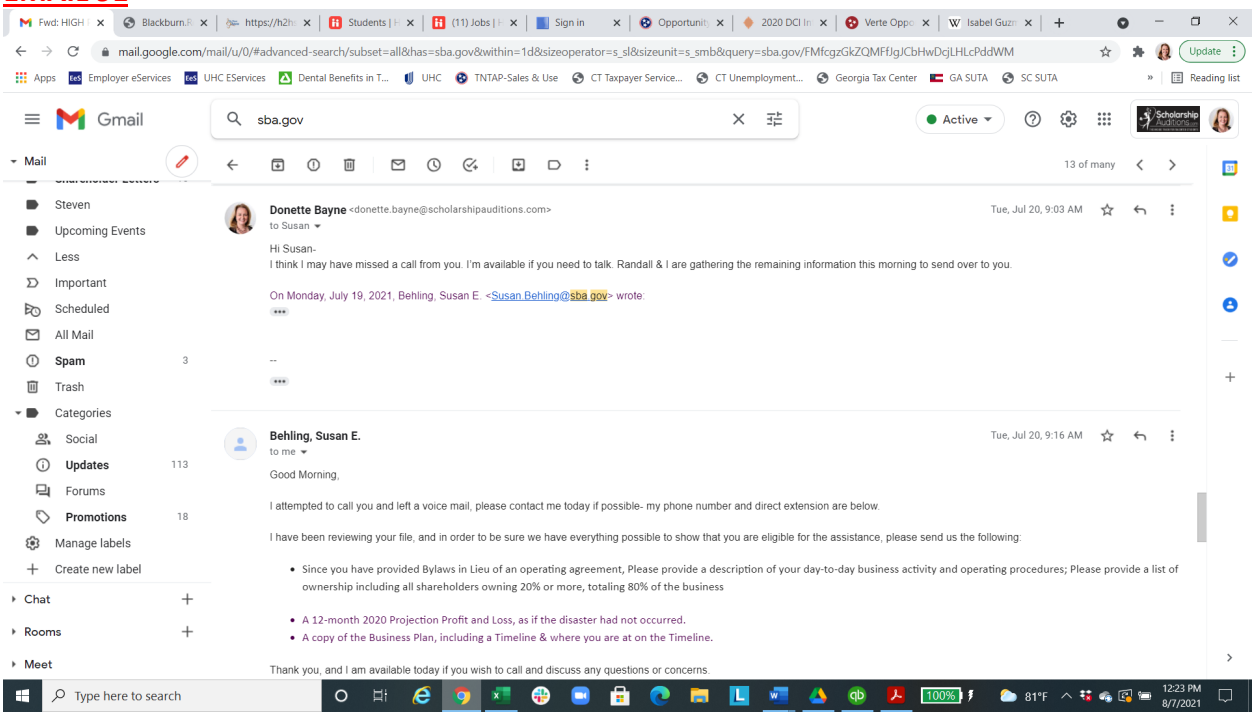
Susan Avalon (Behling)
PDC Reconsideration Team
Loan Officer
Office of Disaster Assistance
U.S. Small Business Administration
Ph (817) 868-2300 Ext 5979
Ph (800) 366-6303 Ext 5979
Fax (202) 292-3463
susan.behling@sba.gov

SBA U.S. Small Business Administration

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From: Donette Bayne <donette.bayne@scholarshipauditions.com>
Sent: Friday, July 16, 2021 3:56 PM
To: Behling, Susan E. <Susan.Behling@sba.gov>

EMAIL 91



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  - Forums
  - Promotions 18
- Manage labels
- Create new label

Chat
Rooms
Meet

13 of many

Donette Bayne <donette.bayne@scholarshipauditions.com> Tue, Jul 20, 9:03 AM
to Susan

Hi Susan-
I think I may have missed a call from you. I'm available if you need to talk. Randall & I are gathering the remaining information this morning to send over to you.

On Monday, July 19, 2021, Behling, Susan E. <Susan.Behling@sba.gov> wrote:
...

--
...

Behling, Susan E. Tue, Jul 20, 9:16 AM
to me

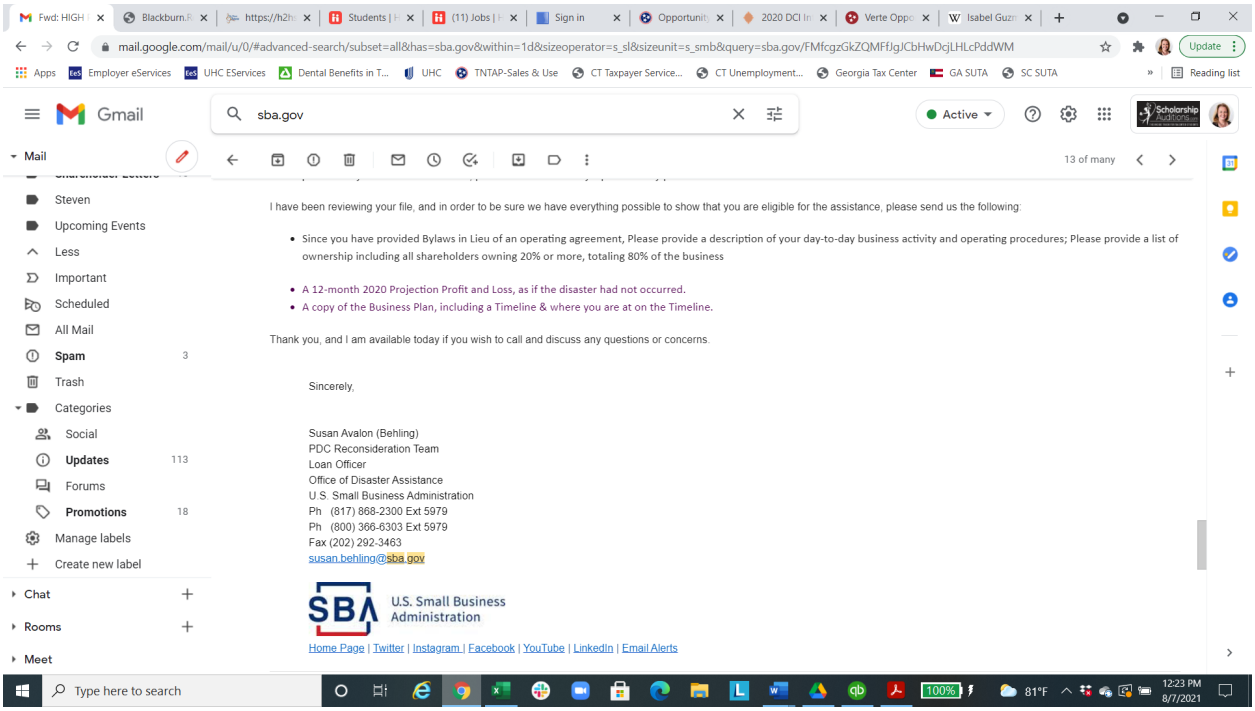
Good Morning,

I attempted to call you and left a voice mail, please contact me today if possible- my phone number and direct extension are below.

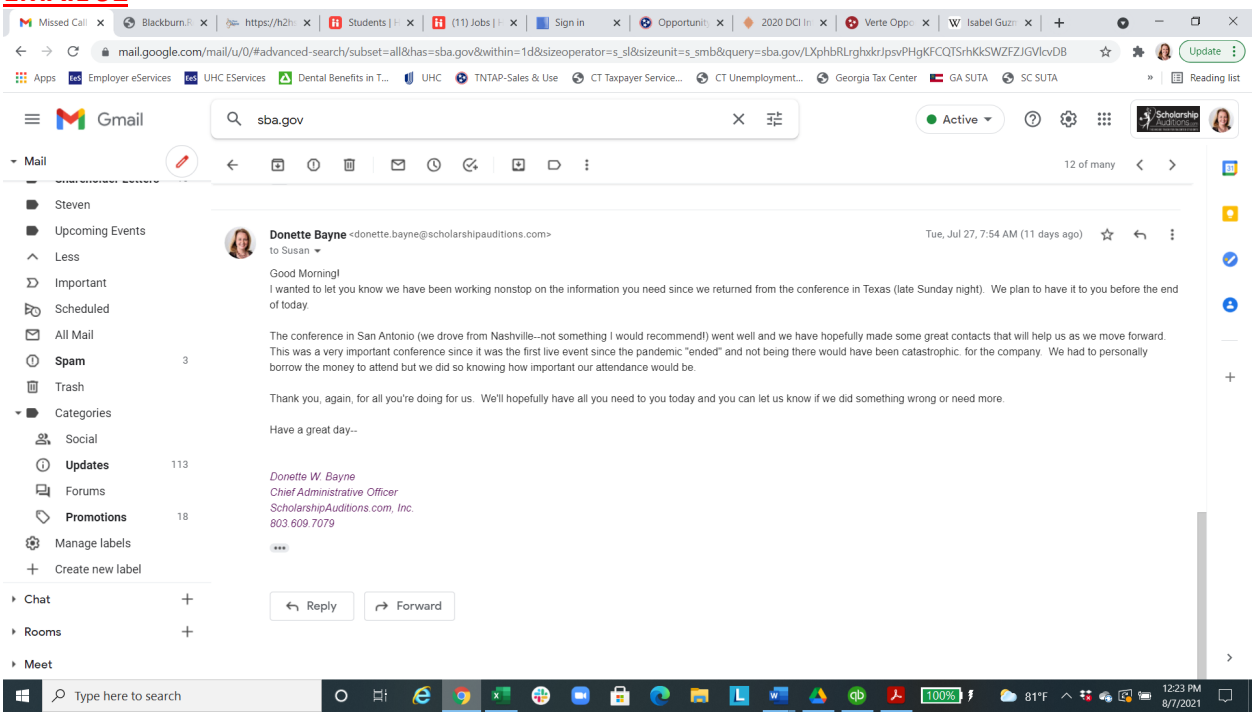
I have been reviewing your file, and in order to be sure we have everything possible to show that you are eligible for the assistance, please send us the following:

- Since you have provided Bylaws in Lieu of an operating agreement, Please provide a description of your day-to-day business activity and operating procedures; Please provide a list of ownership including all shareholders owning 20% or more, totaling 80% of the business
- A 12-month 2020 Projection Profit and Loss, as if the disaster had not occurred.
- A copy of the Business Plan, including a Timeline & where you are at on the Timeline.

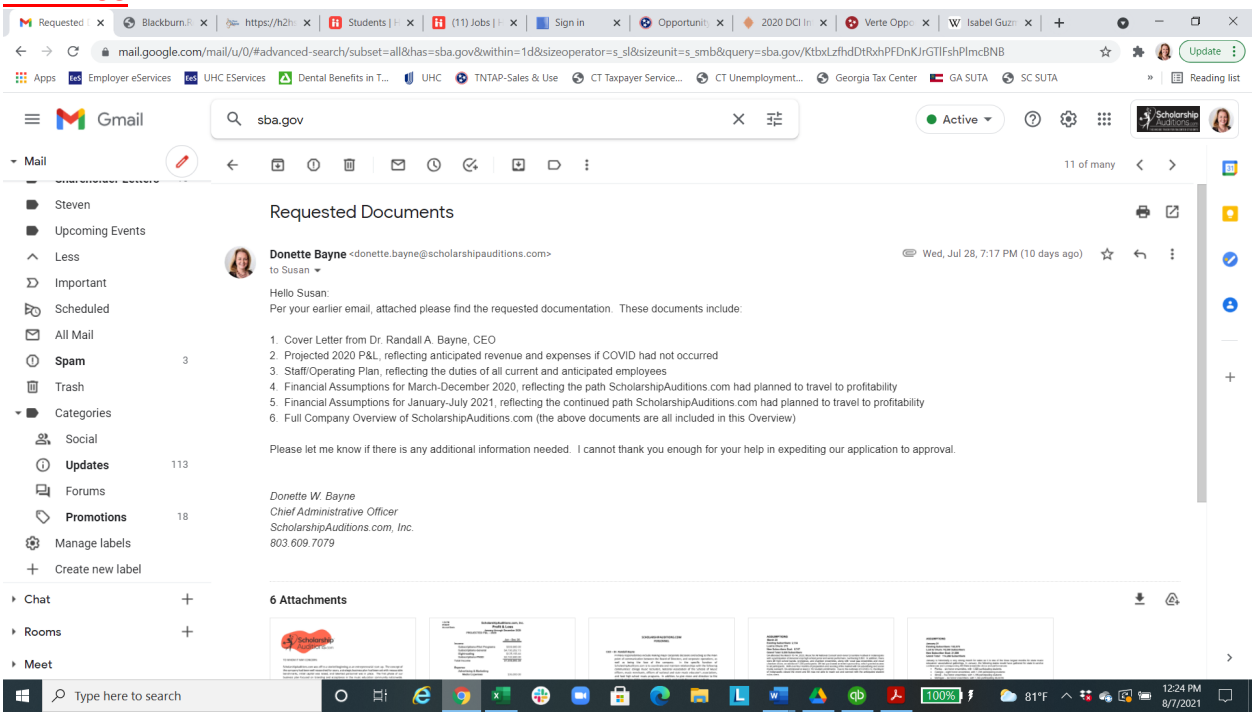
Thank you, and I am available today if you wish to call and discuss any questions or concerns.


mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/FMfcgzGkZQMFfJgJCbHwDcjLHLcPddWM
Gmail
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Active
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Steven
Upcoming Events
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Important
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All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Promotions 18
Manage labels
Create new label
Chat
Rooms
Meet
13 of many
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A 12-month 2020 Projection Profit and Loss, as if the disaster had not occurred.
A copy of the Business Plan, including a Timeline & where you are at on the Timeline.
Thank you, and I am available today if you wish to call and discuss any questions or concerns.
Sincerely,
Susan Avalon (Behling)
PDC Reconsideration Team
Loan Officer
Office of Disaster Assistance
U.S. Small Business Administration
Ph (817) 868-2300 Ext 5979
Ph (800) 366-6303 Ext 5979
Fax (202) 292-3463
susan.behling@sba.gov
U.S. Small Business Administration
Home Page | Twitter | Instagram | Facebook | YouTube | LinkedIn | Email Alerts
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8/7/2021

EMAIL 92


mail.google.com/mail/u/0/#advanced-search/subset=all&has=sba.gov&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=sba.gov/LXphbRLrghxkrJpsvPHgKFCQTSrhKkSWZFZJGVlcvDB
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Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Promotions 18
Manage labels
Create new label
Chat
Rooms
Meet
12 of many
Donette Bayne <donette.bayne@scholarshipauditions.com>
Tue, Jul 27, 7:54 AM (11 days ago)
to Susan
Good Morning!
I wanted to let you know we have been working nonstop on the information you need since we returned from the conference in Texas (late Sunday night). We plan to have it to you before the end of today.
The conference in San Antonio (we drove from Nashville--not something I would recommend!) went well and we have hopefully made some great contacts that will help us as we move forward. This was a very important conference since it was the first live event since the pandemic "ended" and not being there would have been catastrophic. for the company. We had to personally borrow the money to attend but we did so knowing how important our attendance would be.
Thank you, again, for all you're doing for us. We'll hopefully have all you need to you today and you can let us know if we did something wrong or need more.
Have a great day--
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
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8/7/2021

EMAIL 93



Requested Documents

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Susan

Wed, Jul 28, 7:17 PM (10 days ago)

Hello Susan:
Per your earlier email, attached please find the requested documentation. These documents include:

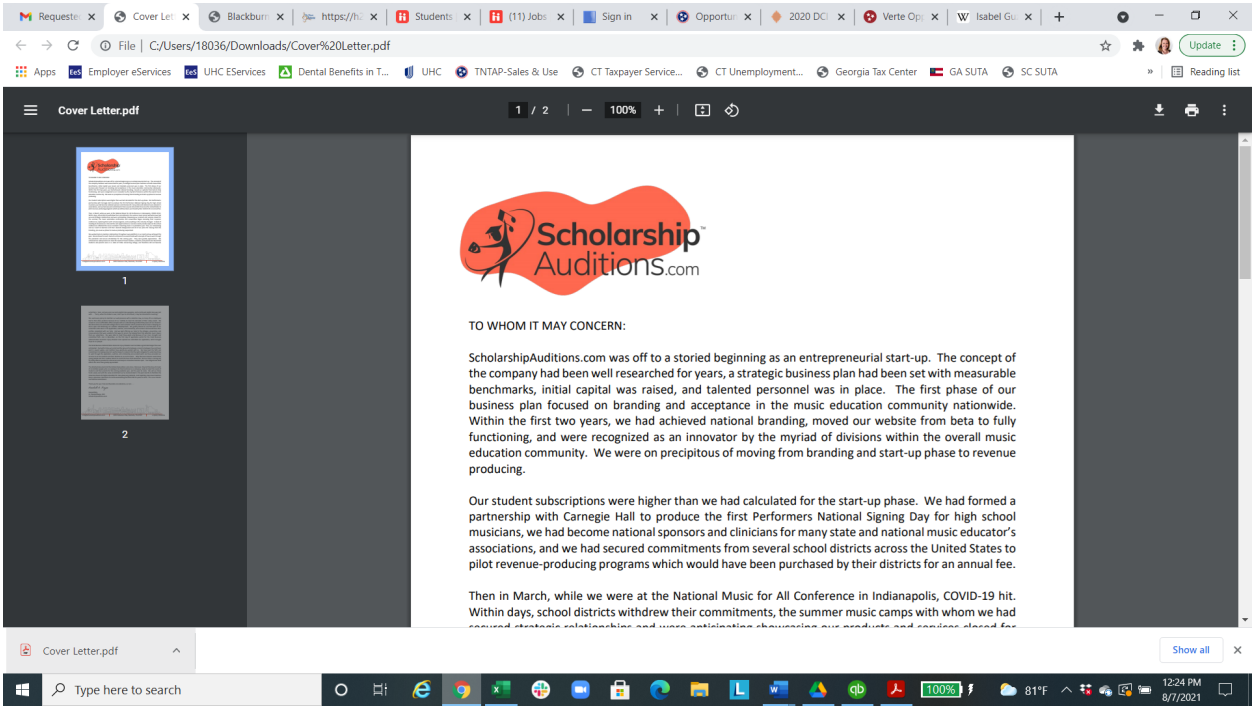
1. Cover Letter from Dr. Randall A. Bayne, CEO
2. Projected 2020 P&L, reflecting anticipated revenue and expenses if COVID had not occurred
3. Staff/Operating Plan, reflecting the duties of all current and anticipated employees
4. Financial Assumptions for March-December 2020, reflecting the path ScholarshipAuditions.com had planned to travel to profitability
5. Financial Assumptions for January-July 2021, reflecting the continued path ScholarshipAuditions.com had planned to travel to profitability
6. Full Company Overview of ScholarshipAuditions.com (the above documents are all included in this Overview)

Please let me know if there is any additional information needed. I cannot thank you enough for your help in expediting our application to approval.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

6 Attachments

[ITEMS 2 – 6 INCLUDED WITH EMAIL]



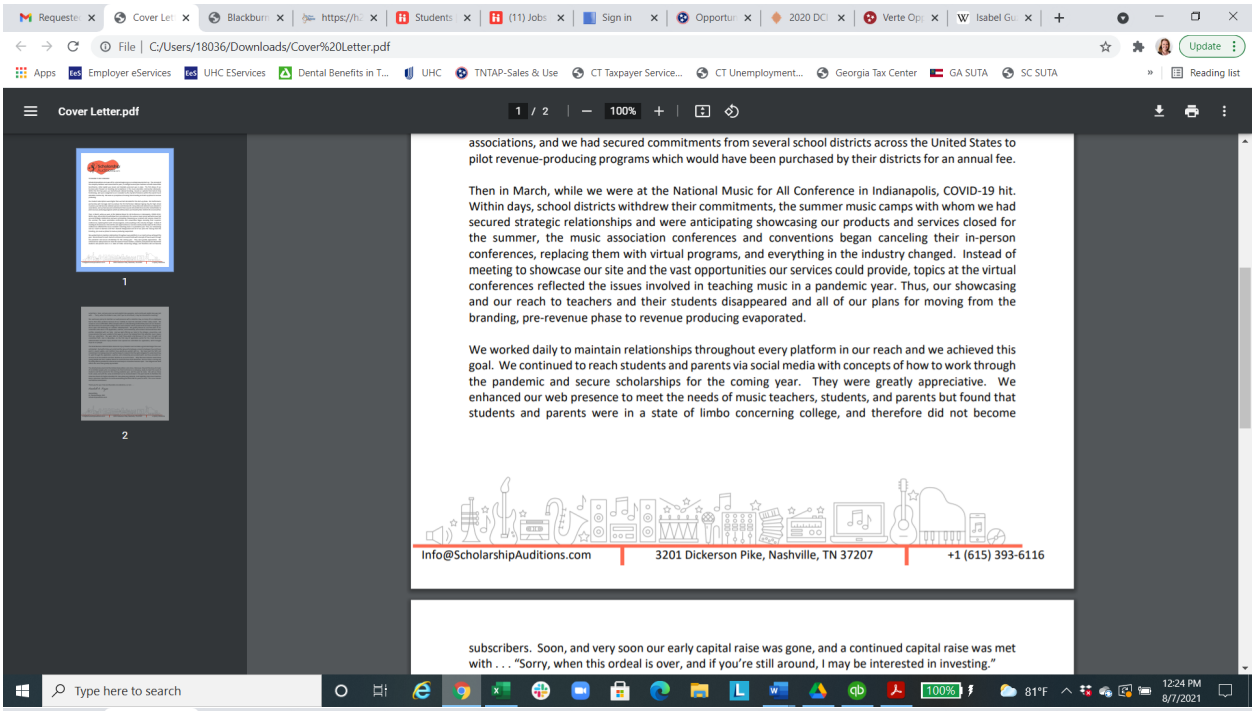
Cover Letter.pdf

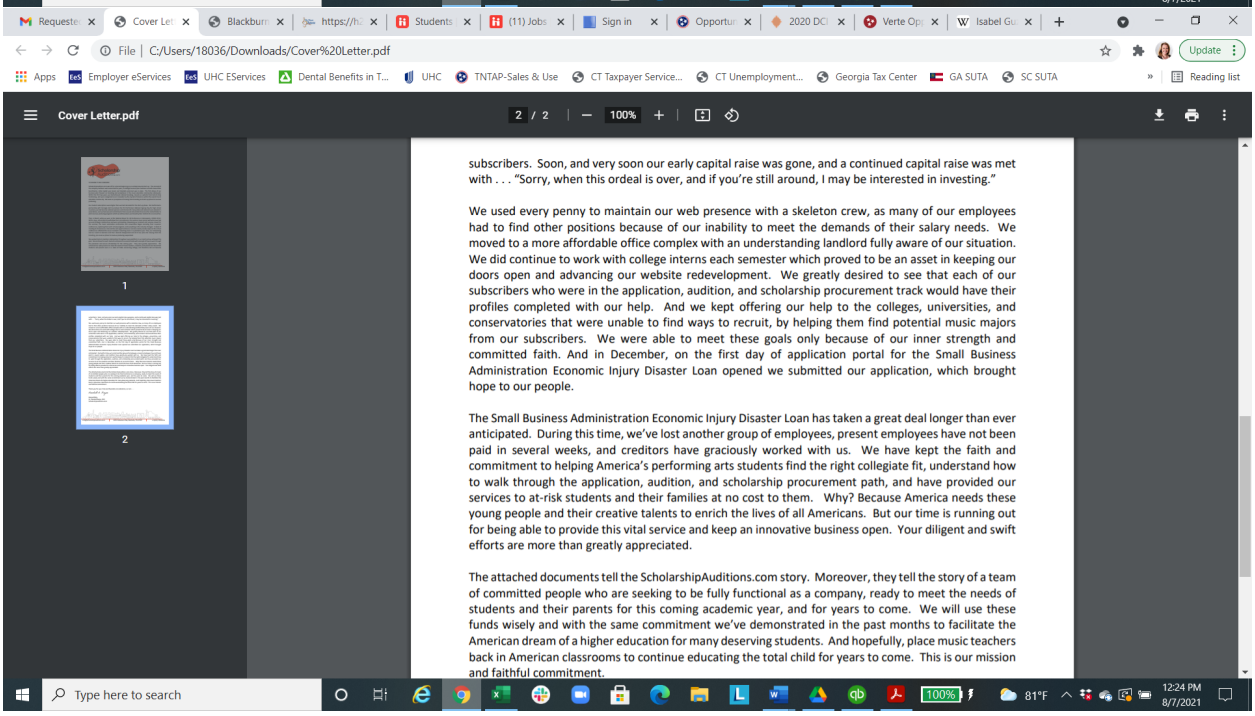
TO WHOM IT MAY CONCERN:

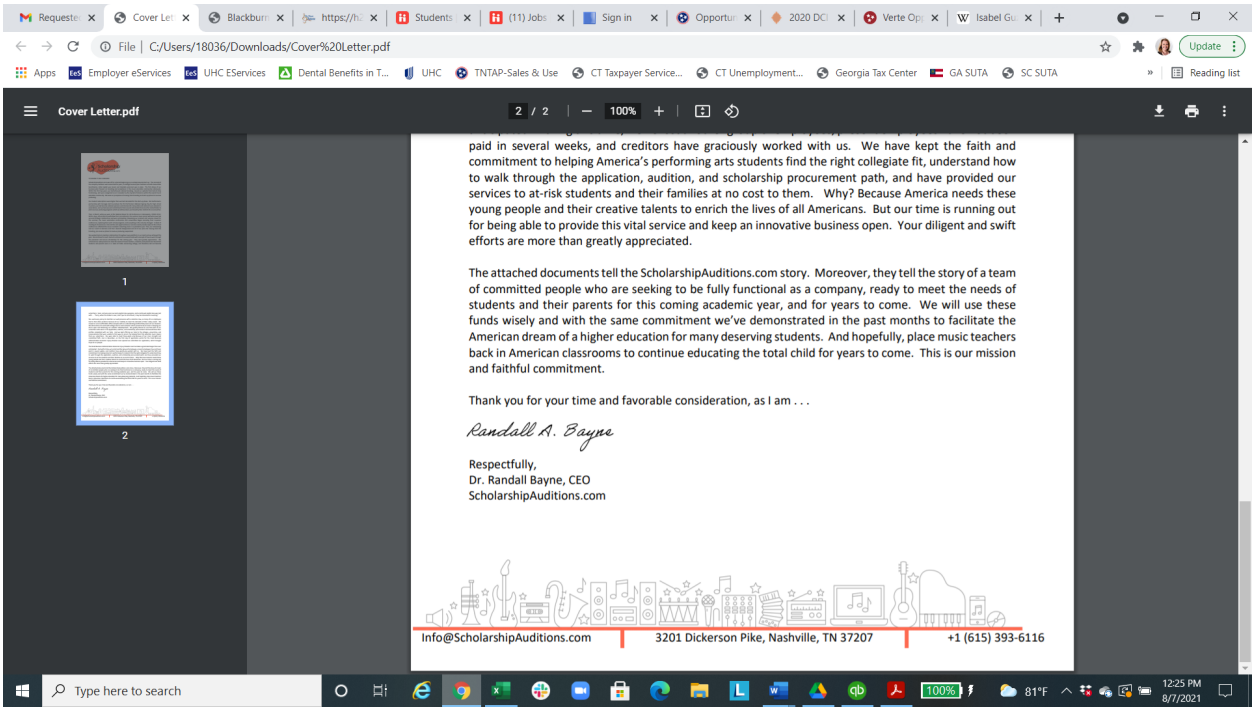
ScholarshipAuditions.com was off to a storied beginning as an entrepreneurial start-up. The concept of the company had been well researched for years, a strategic business plan had been set with measurable benchmarks, initial capital was raised, and talented personnel was in place. The first phase of our business plan focused on branding and acceptance in the music education community nationwide. Within the first two years, we had achieved national branding, moved our website from beta to fully functioning, and were recognized as an innovator by the myriad of divisions within the overall music education community. We were on precipitous of moving from branding and start-up phase to revenue producing.

Our student subscriptions were higher than we had calculated for the start-up phase. We had formed a partnership with Carnegie Hall to produce the first Performers National Signing Day for high school musicians, we had become national sponsors and clinicians for many state and national music educator's associations, and we had secured commitments from several school districts across the United States to pilot revenue-producing programs which would have been purchased by their districts for an annual fee.

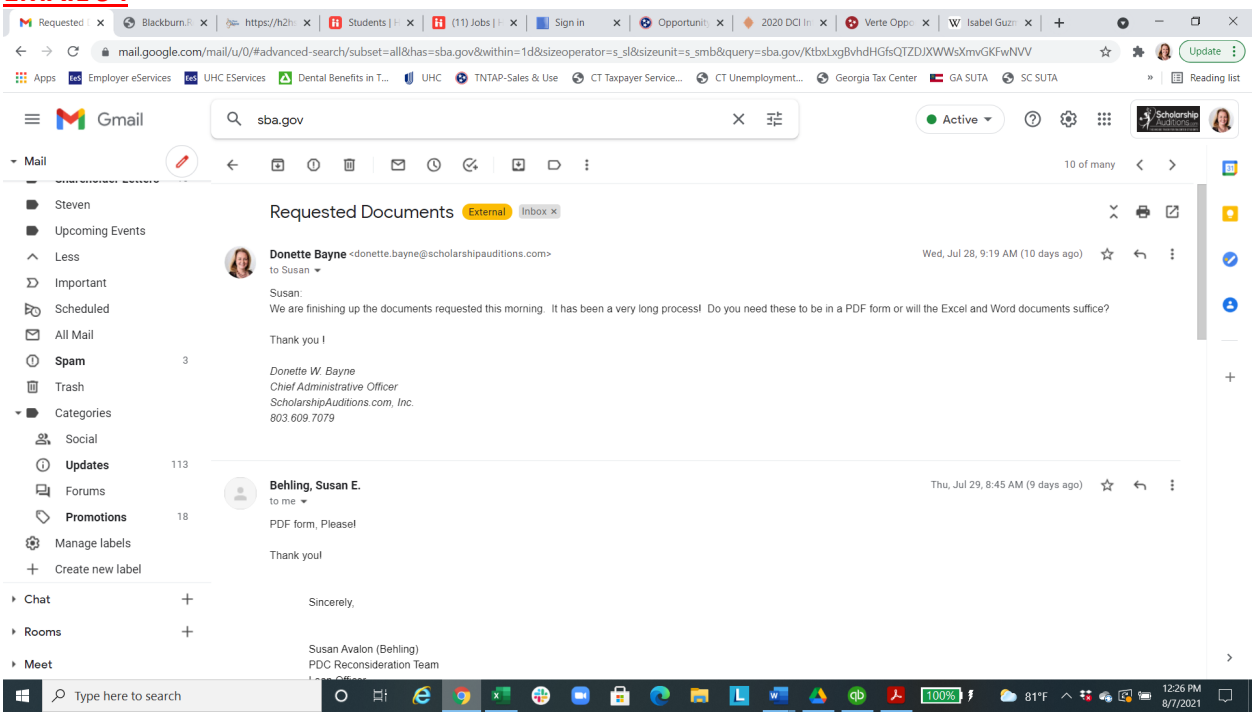
Then in March, while we were at the National Music for All Conference in Indianapolis, COVID-19 hit. Within days, school districts withdrew their commitments, the summer music camps with whom we had


Cover Letter.pdf
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associations, and we had secured commitments from several school districts across the United States to pilot revenue-producing programs which would have been purchased by their districts for an annual fee.
Then in March, while we were at the National Music for All Conference in Indianapolis, COVID-19 hit. Within days, school districts withdrew their commitments, the summer music camps with whom we had secured strategic relationships and were anticipating showcasing our products and services closed for the summer, the music association conferences and conventions began canceling their in-person conferences, replacing them with virtual programs, and everything in the industry changed. Instead of meeting to showcase our site and the vast opportunities our services could provide, topics at the virtual conferences reflected the issues involved in teaching music in a pandemic year. Thus, our showcasing and our reach to teachers and their students disappeared and all of our plans for moving from the branding, pre-revenue phase to revenue producing evaporated.
We worked daily to maintain relationships throughout every platform in our reach and we achieved this goal. We continued to reach students and parents via social media with concepts of how to work through the pandemic and secure scholarships for the coming year. They were greatly appreciative. We enhanced our web presence to meet the needs of music teachers, students, and parents but found that students and parents were in a state of limbo concerning college, and therefore did not become
Info@ScholarshipAuditions.com
3201 Dickerson Pike, Nashville, TN 37207
+1 (615) 393-6116
subscribers. Soon, and very soon our early capital raise was gone, and a continued capital raise was met with . . . "Sorry, when this ordeal is over, and if you're still around, I may be interested in investing."
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8/7/2021

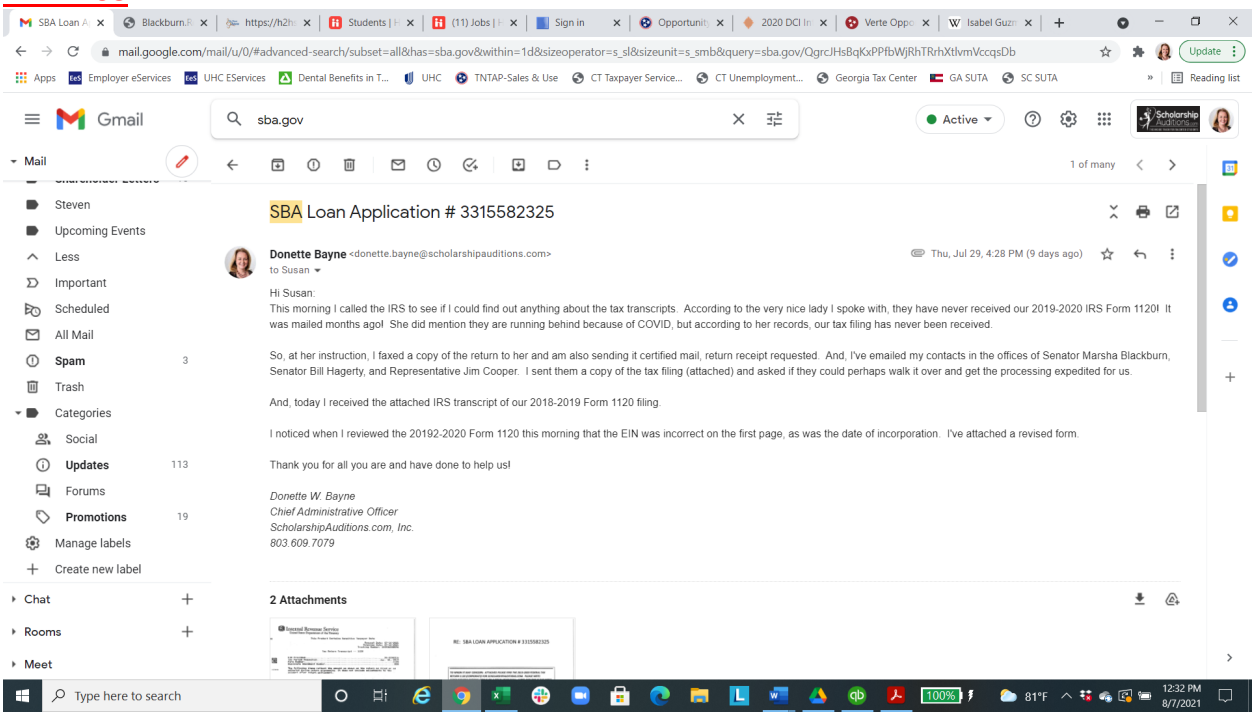

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subscribers. Soon, and very soon our early capital raise was gone, and a continued capital raise was met with . . . "Sorry, when this ordeal is over, and if you're still around, I may be interested in investing."
We used every penny to maintain our web presence with a skeleton crew, as many of our employees had to find other positions because of our inability to meet the demands of their salary needs. We moved to a more affordable office complex with an understanding landlord fully aware of our situation. We did continue to work with college interns each semester which proved to be an asset in keeping our doors open and advancing our website redevelopment. We greatly desired to see that each of our subscribers who were in the application, audition, and scholarship procurement track would have their profiles completed with our help. And we kept offering our help to the colleges, universities, and conservatories that were unable to find ways to recruit, by helping them find potential music majors from our subscribers. We were able to meet these goals only because of our inner strength and committed faith. And in December, on the first day of application portal for the Small Business Administration Economic Injury Disaster Loan opened we submitted our application, which brought hope to our people.
The Small Business Administration Economic Injury Disaster Loan has taken a great deal longer than ever anticipated. During this time, we've lost another group of employees, present employees have not been paid in several weeks, and creditors have graciously worked with us. We have kept the faith and commitment to helping America's performing arts students find the right collegiate fit, understand how to walk through the application, audition, and scholarship procurement path, and have provided our services to at-risk students and their families at no cost to them. Why? Because America needs these young people and their creative talents to enrich the lives of all Americans. But our time is running out for being able to provide this vital service and keep an innovative business open. Your diligent and swift efforts are more than greatly appreciated.
The attached documents tell the ScholarshipAuditions.com story. Moreover, they tell the story of a team of committed people who are seeking to be fully functional as a company, ready to meet the needs of students and their parents for this coming academic year, and for years to come. We will use these funds wisely and with the same commitment we've demonstrated in the past months to facilitate the American dream of a higher education for many deserving students. And hopefully, place music teachers back in American classrooms to continue educating the total child for years to come. This is our mission and faithful commitment.
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8/7/2021


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Thank you for your time and favorable consideration, as I am . . .
Randall A. Bayne
Respectfully,
Dr. Randall Bayne, CEO
ScholarshipAuditions.com
Info@ScholarshipAuditions.com
3201 Dickerson Pike, Nashville, TN 37207
+1 (615) 393-6116

EMAIL 94


Gmail
sba.gov
Requested Documents
External
Inbox
Donette Bayne <donette.bayne@scholarshipauditions.com>
to Susan
Wed, Jul 28, 9:19 AM (10 days ago)
Susan:
We are finishing up the documents requested this morning. It has been a very long process! Do you need these to be in a PDF form or will the Excel and Word documents suffice?
Thank you !
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Behling, Susan E.
to me
Thu, Jul 29, 8:45 AM (9 days ago)
PDF form, Please!
Thank you!
Sincerely,
Susan Avalon (Behling)
PDC Reconsideration Team

EMAIL 95



SBA Loan Application # 3315582325

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Susan

Thu, Jul 29, 4:28 PM (9 days ago)

Hi Susan:
This morning I called the IRS to see if I could find out anything about the tax transcripts. According to the very nice lady I spoke with, they have never received our 2019-2020 IRS Form 1120! It was mailed months ago! She did mention they are running behind because of COVID, but according to her records, our tax filing has never been received.

So, at her instruction, I faxed a copy of the return to her and am also sending it certified mail, return receipt requested. And, I've emailed my contacts in the offices of Senator Marsha Blackburn, Senator Bill Hagerty, and Representative Jim Cooper. I sent them a copy of the tax filing (attached) and asked if they could perhaps walk it over and get the processing expedited for us.

And, today I received the attached IRS transcript of our 2018-2019 Form 1120 filing.

I noticed when I reviewed the 20192-2020 Form 1120 this morning that the EIN was incorrect on the first page, as was the date of incorporation. I've attached a revised form.

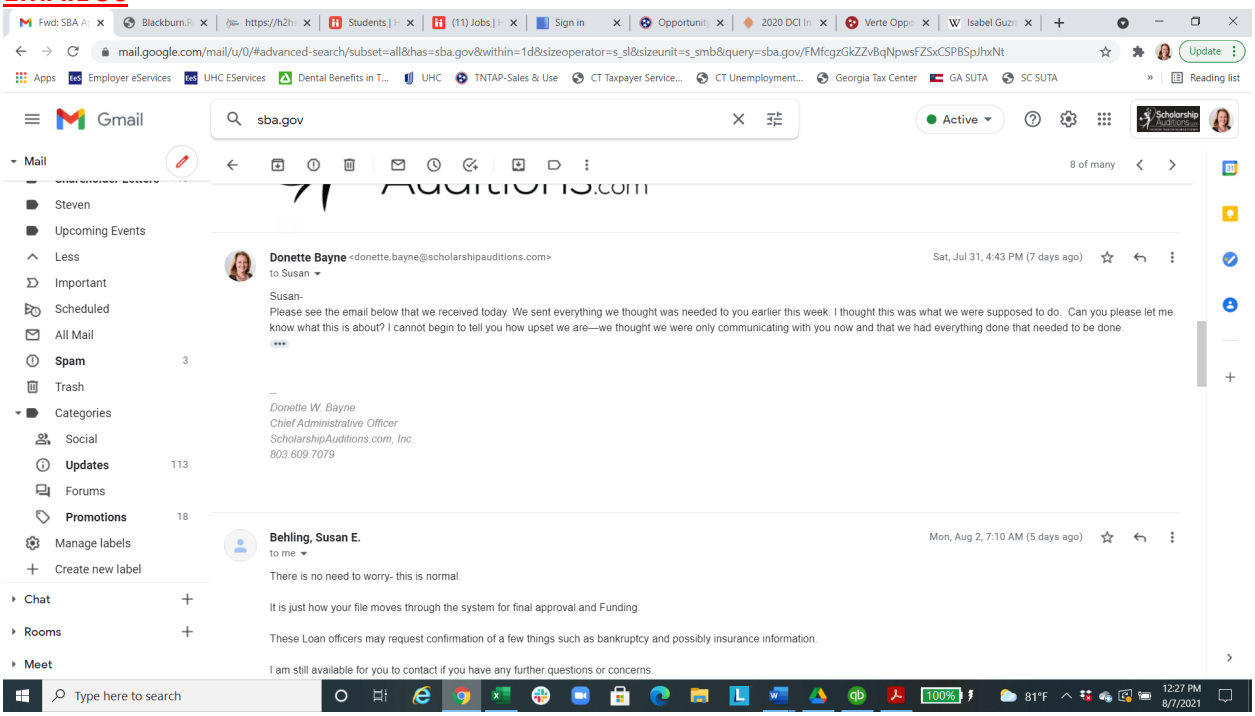
Thank you for all you are and have done to help us!

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

2 Attachments

[ATTACHMENTS INCLUDED WITH EMAIL]

EMAIL 96



Donette Bayne <donette.bayne@scholarshipauditions.com>
to Susan

Sat, Jul 31, 4:43 PM (7 days ago)

Susan-
Please see the email below that we received today. We sent everything we thought was needed to you earlier this week. I thought this was what we were supposed to do. Can you please let me know what this is about? I cannot begin to tell you how upset we are—we thought we were only communicating with you now and that we had everything done that needed to be done.

--
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Behling, Susan E.
to me

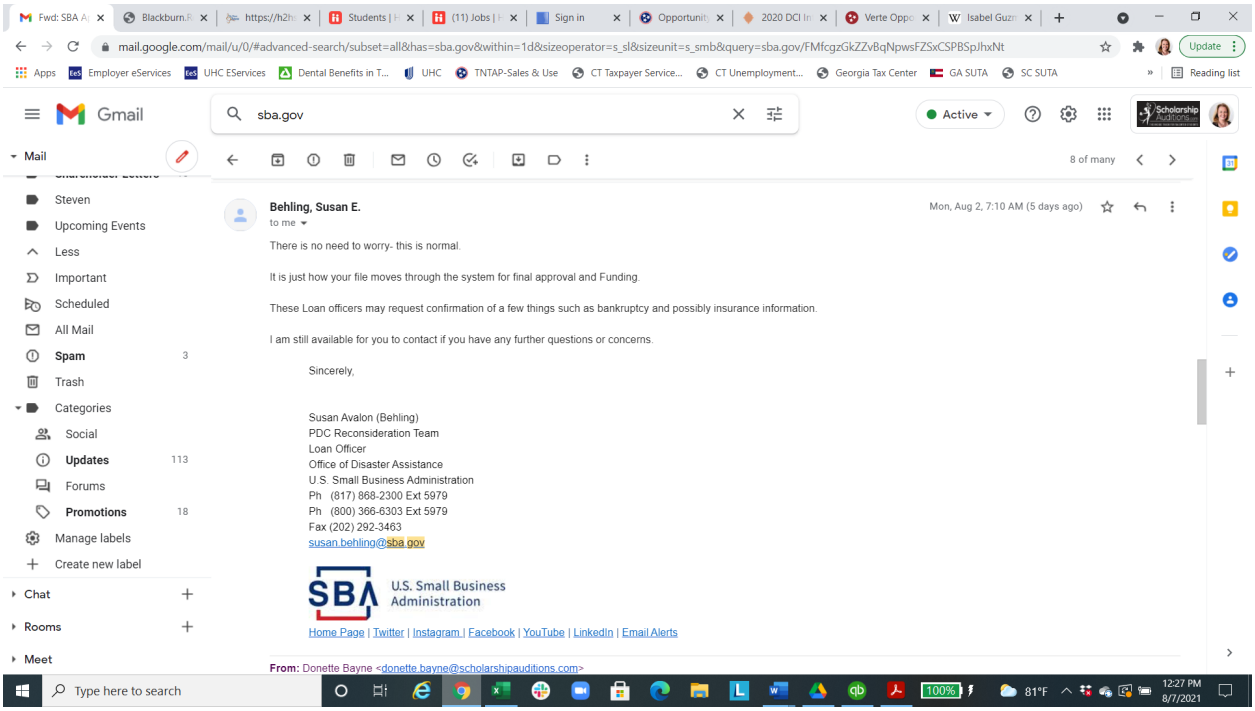
Mon, Aug 2, 7:10 AM (5 days ago)

There is no need to worry- this is normal.

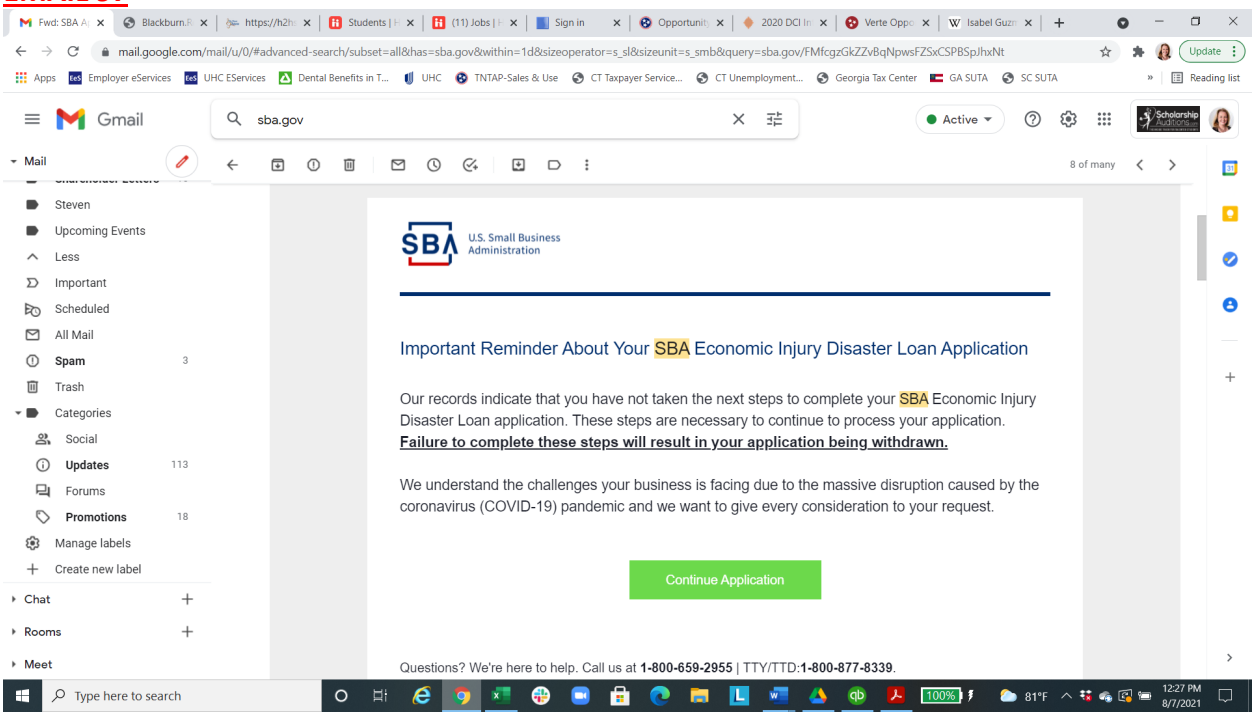
It is just how your file moves through the system for final approval and Funding.

These Loan officers may request confirmation of a few things such as bankruptcy and possibly insurance information.

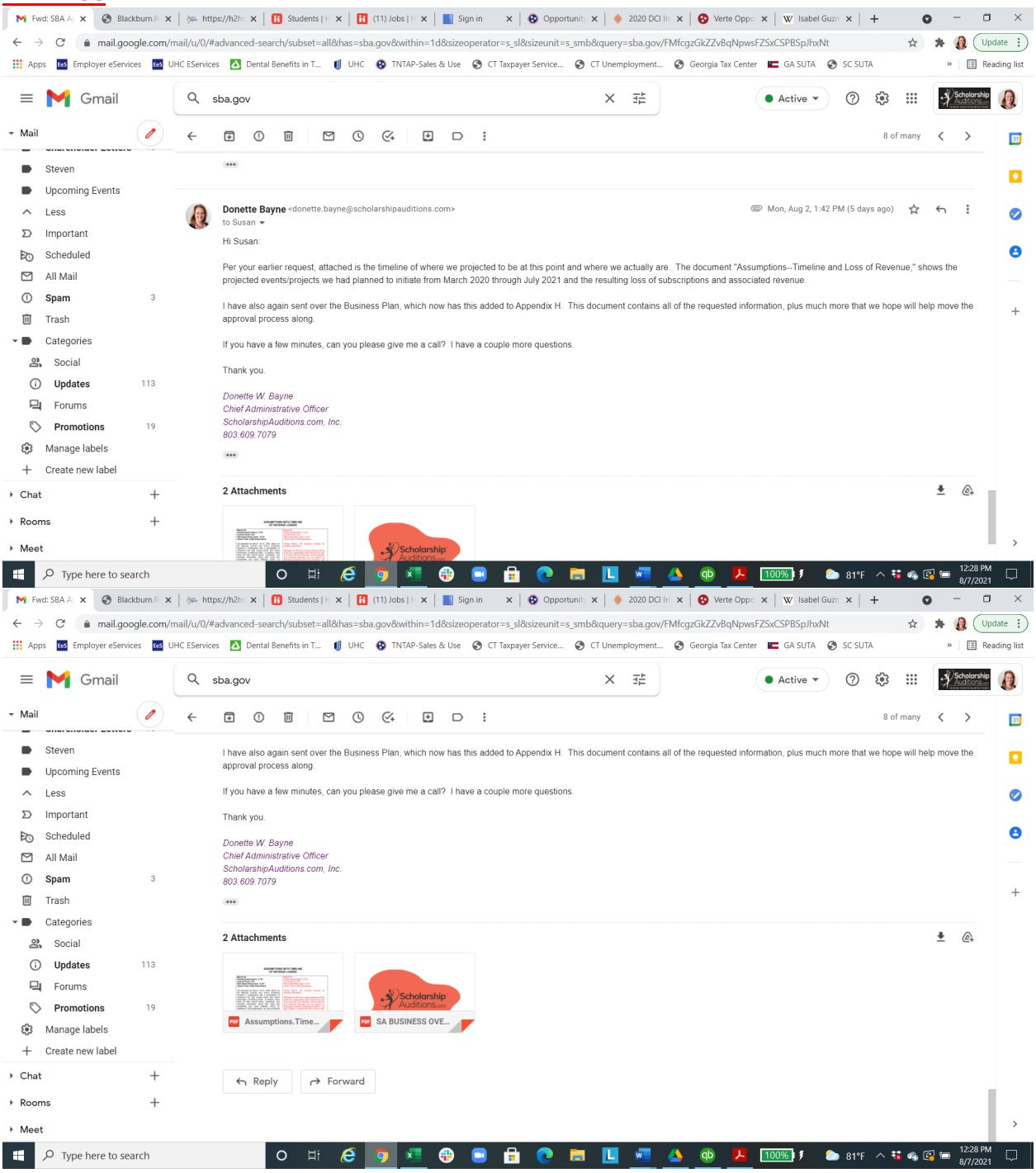
I am still available for you to contact if you have any further questions or concerns.


Gmail
sba.gov
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Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam
Trash
Categories
Social
Updates
Forums
Promotions
Manage labels
Create new label
Chat
Rooms
Meet
Behling, Susan E.
to me
Mon, Aug 2, 7:10 AM (5 days ago)
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I am still available for you to contact if you have any further questions or concerns.
Sincerely,
Susan Avalon (Behling)
PDC Reconsideration Team
Loan Officer
Office of Disaster Assistance
U.S. Small Business Administration
Ph (817) 868-2300 Ext 5979
Ph (800) 366-6303 Ext 5979
Fax (202) 292-3463
susan.behling@sba.gov
U.S. Small Business Administration
Home Page | Twitter | Instagram | Facebook | YouTube | LinkedIn | Email Alerts
From: Donette Bayne <donette.bayne@scholarshipauditions.com>

EMAIL 97

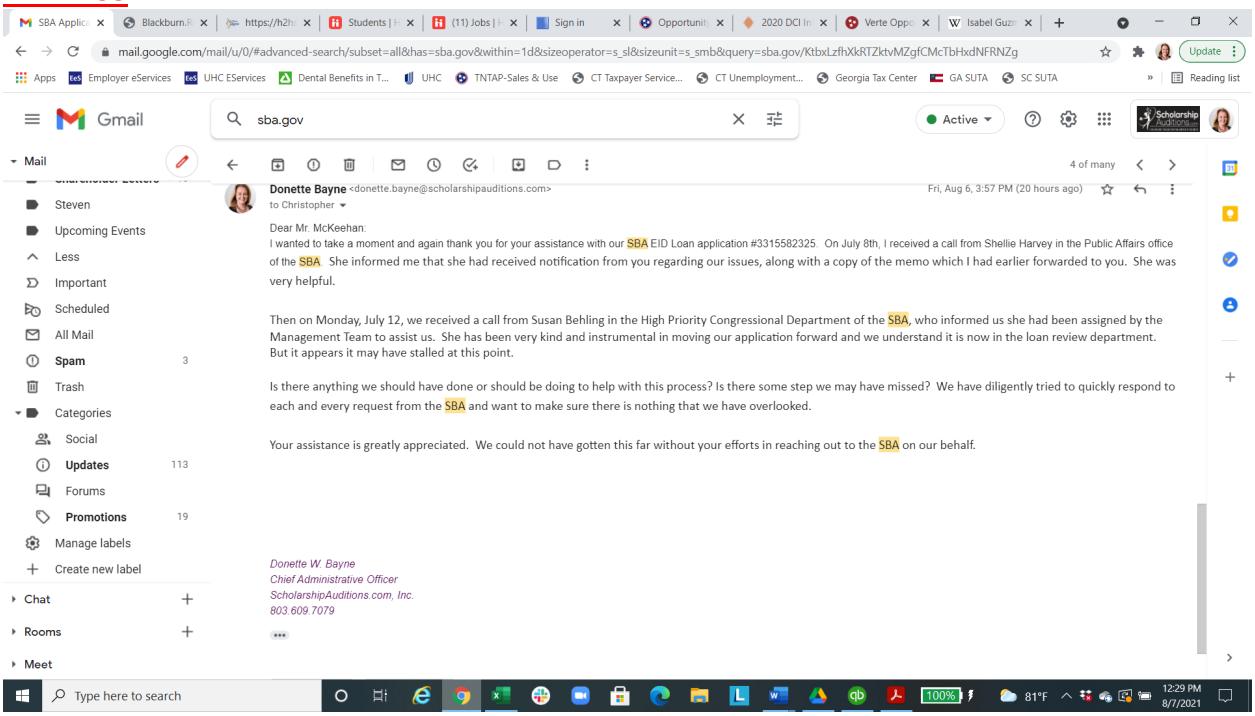

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Scheduled
All Mail
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Social
Updates
Forums
Promotions
Manage labels
Create new label
Chat
Rooms
Meet
U.S. Small Business Administration
Important Reminder About Your SBA Economic Injury Disaster Loan Application
Our records indicate that you have not taken the next steps to complete your SBA Economic Injury Disaster Loan application. These steps are necessary to continue to process your application.
Failure to complete these steps will result in your application being withdrawn.
We understand the challenges your business is facing due to the massive disruption caused by the coronavirus (COVID-19) pandemic and we want to give every consideration to your request.
Continue Application
Questions? We're here to help. Call us at 1-800-659-2955 | TTY/TTD:1-800-877-8339.

EMAIL 98



[ITEMS INCLUDED WITH EMAIL]

EMAIL 99



Gmail — sba.gov

Mail

Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Promotions 19
Manage labels
Create new label
Chat
Rooms
Meet

4 of many

Donette Bayne <donette.bayne@scholarshipauditions.com> Fri, Aug 6, 3:57 PM (20 hours ago)
to Christopher

Dear Mr. McKeehan:
I wanted to take a moment and again thank you for your assistance with our SBA EID Loan application #3315582325. On July 8th, I received a call from Shellie Harvey in the Public Affairs office of the SBA. She informed me that she had received notification from you regarding our issues, along with a copy of the memo which I had earlier forwarded to you. She was very helpful.

Then on Monday, July 12, we received a call from Susan Behling in the High Priority Congressional Department of the SBA, who informed us she had been assigned by the Management Team to assist us. She has been very kind and instrumental in moving our application forward and we understand it is now in the loan review department. But it appears it may have stalled at this point.

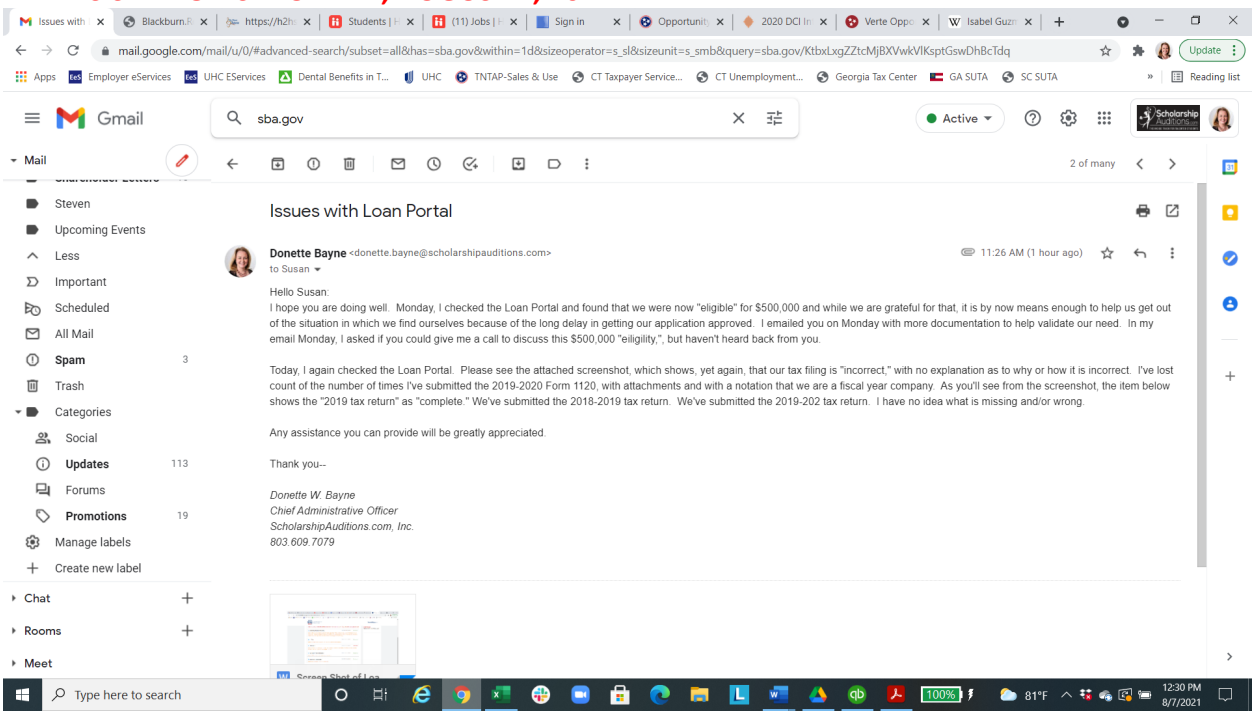
Is there anything we should have done or should be doing to help with this process? Is there some step we may have missed? We have diligently tried to quickly respond to each and every request from the SBA and want to make sure there is nothing that we have overlooked.

Your assistance is greatly appreciated. We could not have gotten this far without your efforts in reaching out to the SBA on our behalf.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

EMAIL 100

EMAILS SENT ON SATURDAY, AUGUST 7, 2021



Gmail — sba.gov

Mail

Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Promotions 19
Manage labels
Create new label
Chat
Rooms
Meet

2 of many

Issues with Loan Portal

Donette Bayne <donette.bayne@scholarshipauditions.com> 11:26 AM (1 hour ago)
to Susan

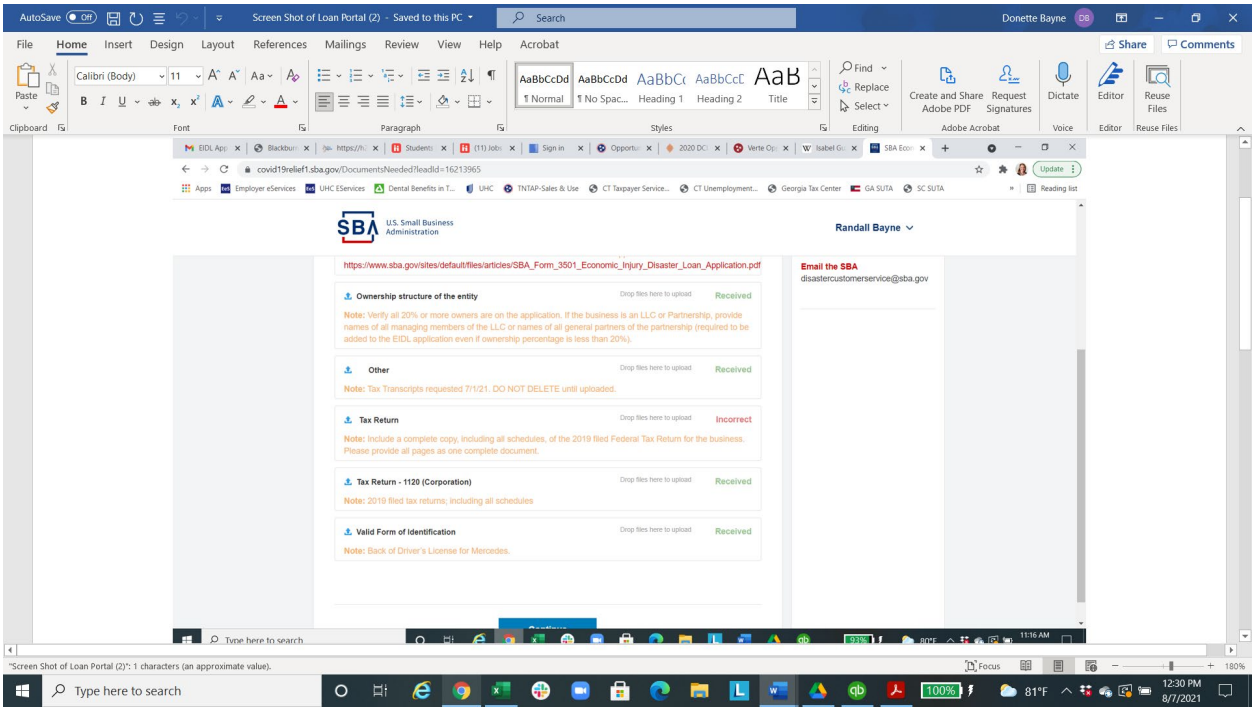
Hello Susan:
I hope you are doing well. Monday, I checked the Loan Portal and found that we were now "eligible" for $500,000 and while we are grateful for that, it is by now means enough to help us get out of the situation in which we find ourselves because of the long delay in getting our application approved. I emailed you on Monday with more documentation to help validate our need. In my email Monday, I asked if you could give me a call to discuss this $500,000 "eiligility," but haven't heard back from you.

Today, I again checked the Loan Portal. Please see the attached screenshot, which shows, yet again, that our tax filing is "incorrect," with no explanation as to why or how it is incorrect. I've lost count of the number of times I've submitted the 2019-2020 Form 1120, with attachments and with a notation that we are a fiscal year company. As you'll see from the screenshot, the item below shows the "2019 tax return" as "complete." We've submitted the 2018-2019 tax return. We've submitted the 2019-202 tax return. I have no idea what is missing and/or wrong.

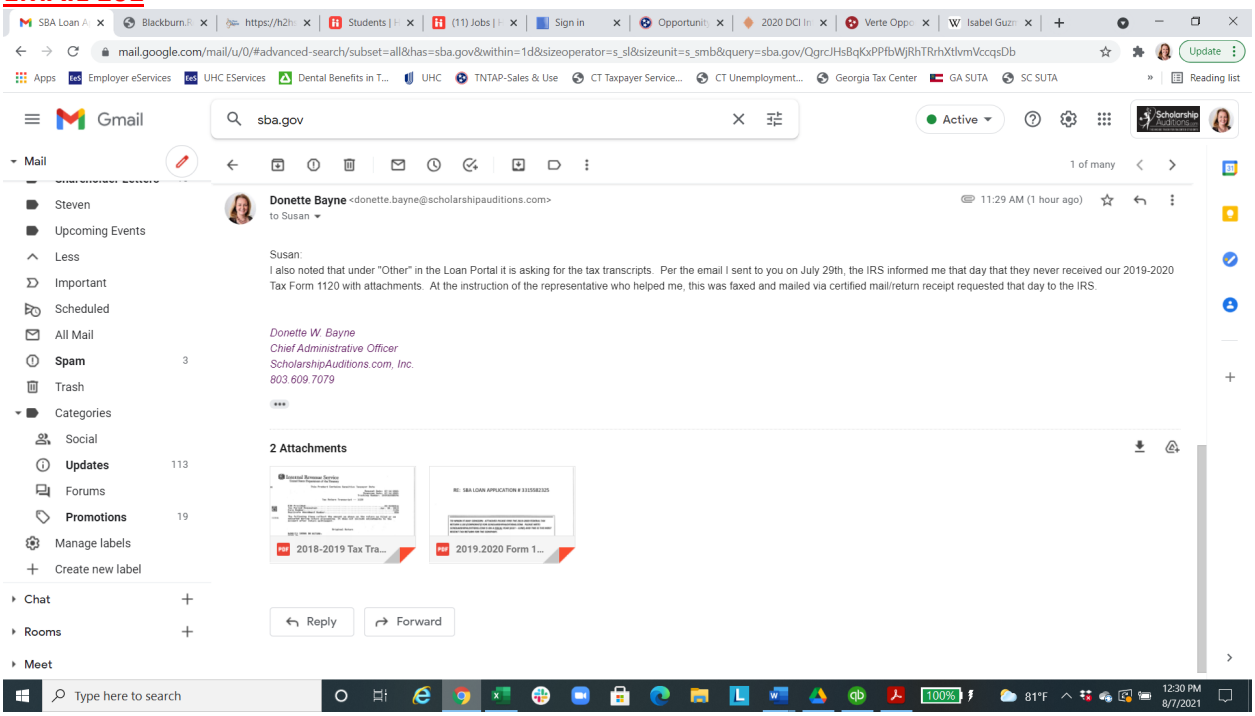
Any assistance you can provide will be greatly appreciated.

Thank you--

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

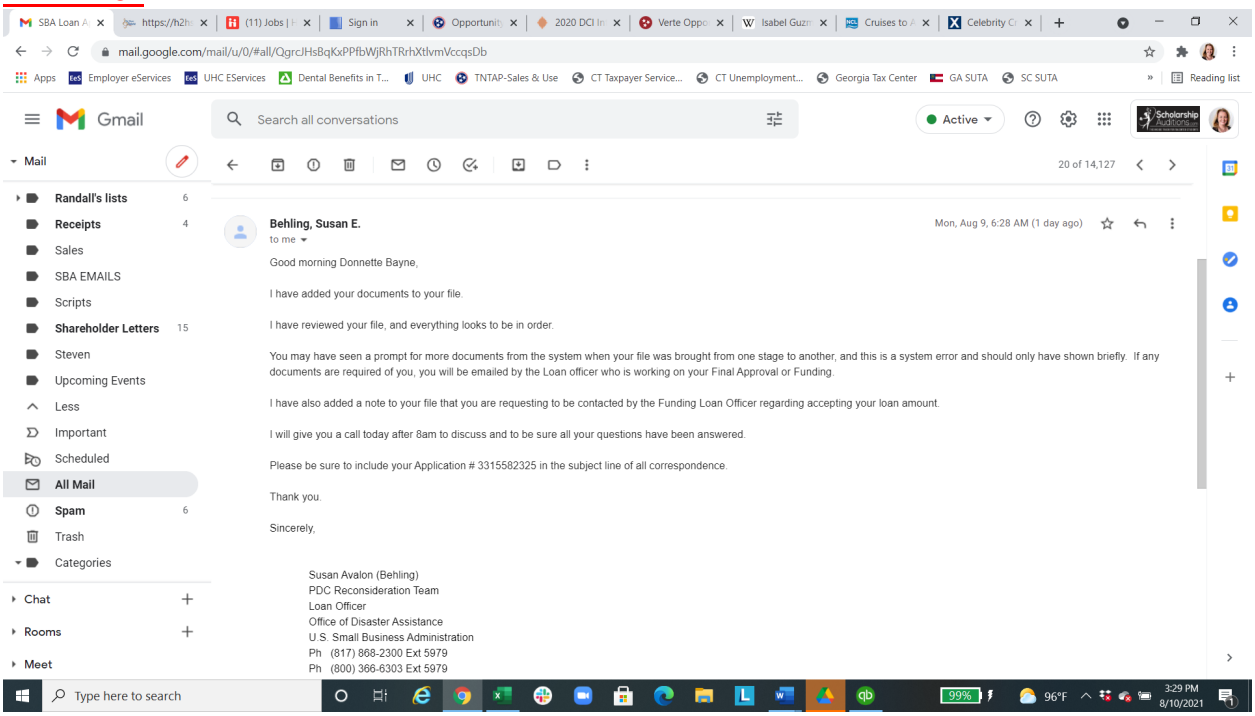


EMAIL 101

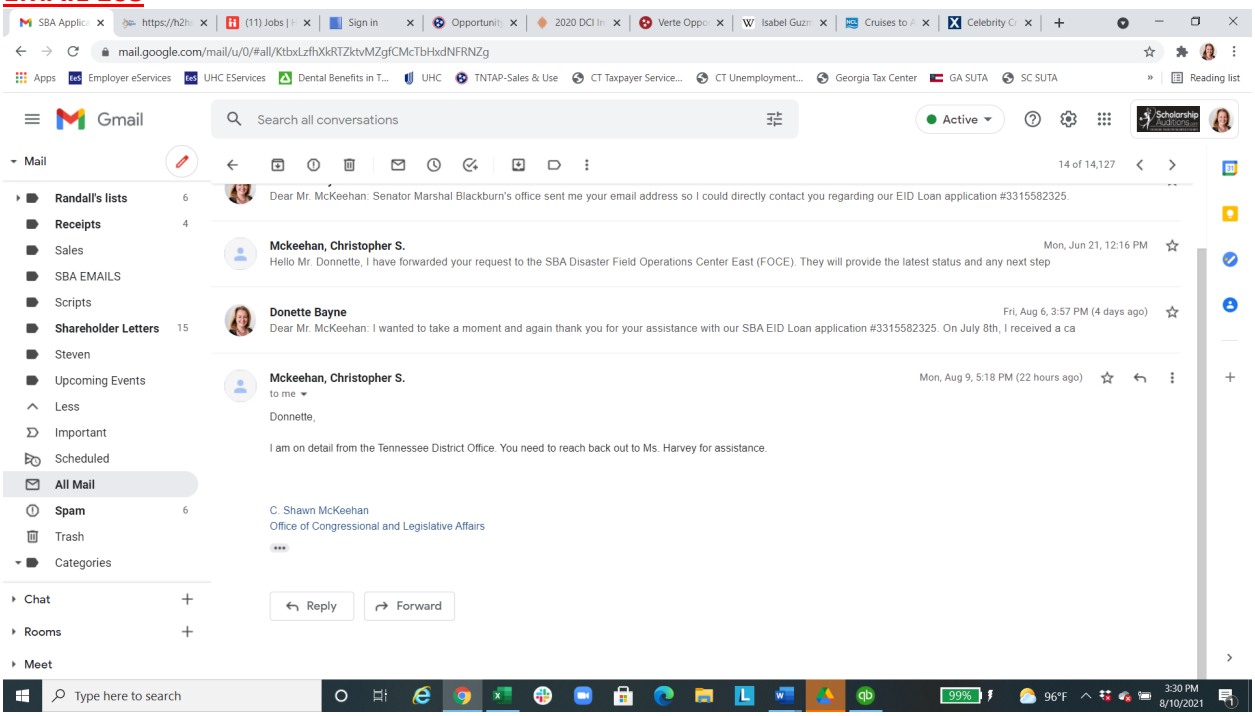


[ATTACHMENTS INCLUDED WITH EMAIL]

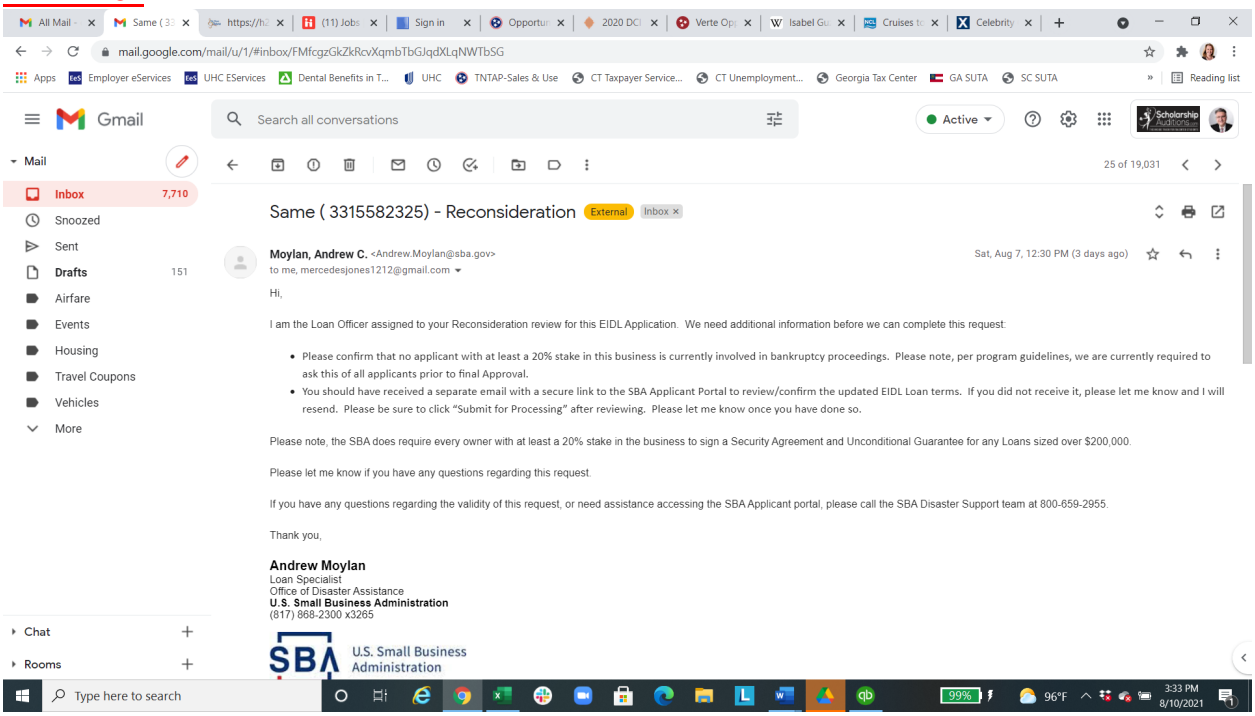
EMAIL 102



EMAIL 103



EMAIL 104



Same (3315582325) - Reconsideration External Inbox ×

Moylan, Andrew C. <Andrew.Moylan@sba.gov> Sat, Aug 7, 12:30 PM (3 days ago)
to me, mercedesjones1212@gmail.com

Hi,

I am the Loan Officer assigned to your Reconsideration review for this EIDL Application. We need additional information before we can complete this request:

- Please confirm that no applicant with at least a 20% stake in this business is currently involved in bankruptcy proceedings. Please note, per program guidelines, we are currently required to ask this of all applicants prior to final Approval.
- You should have received a separate email with a secure link to the SBA Applicant Portal to review/confirm the updated EIDL Loan terms. If you did not receive it, please let me know and I will resend. Please be sure to click "Submit for Processing" after reviewing. Please let me know once you have done so.

Please note, the SBA does require every owner with at least a 20% stake in the business to sign a Security Agreement and Unconditional Guarantee for any Loans sized over $200,000.

Please let me know if you have any questions regarding this request.

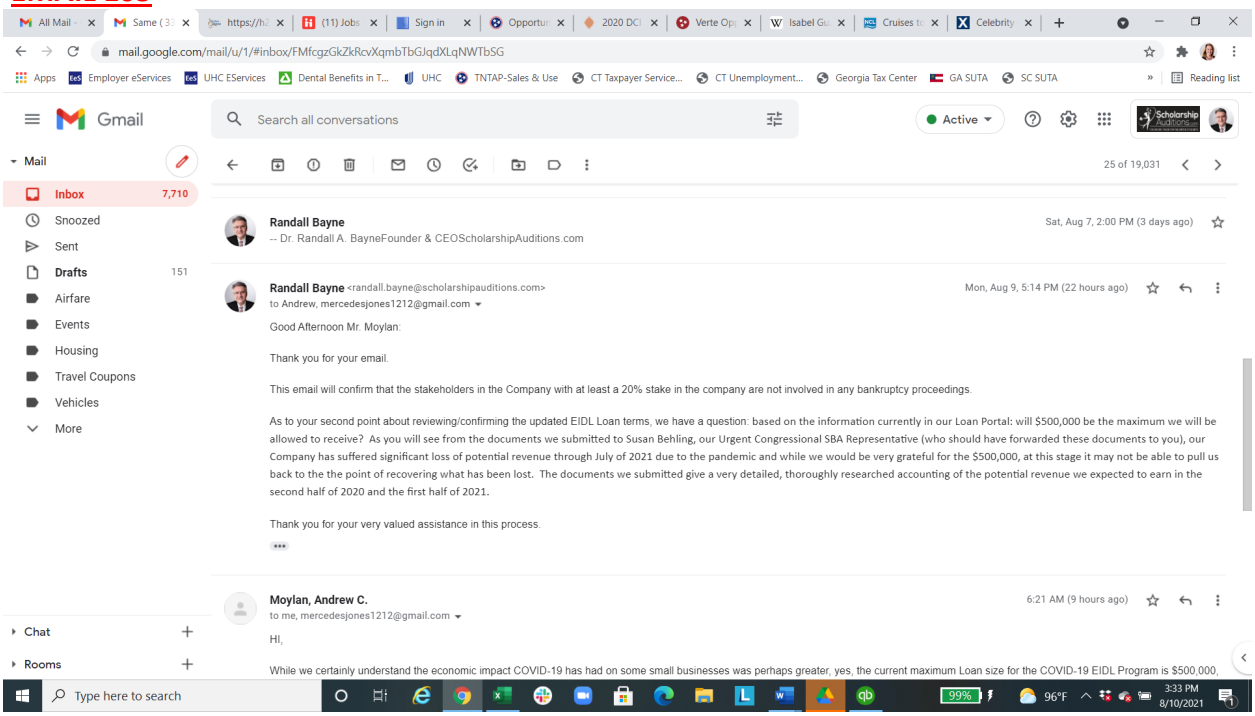
If you have any questions regarding the validity of this request, or need assistance accessing the SBA Applicant portal, please call the SBA Disaster Support team at 800-659-2955.

Thank you,

Andrew Moylan
Loan Specialist
Office of Disaster Assistance
U.S. Small Business Administration
(817) 868-2300 x3265

SBA U.S. Small Business Administration

EMAIL 105



Randall Bayne Sat, Aug 7, 2:00 PM (3 days ago)
-- Dr. Randall A. BayneFounder & CEOScholarshipAuditions.com

Randall Bayne <randall.bayne@scholarshipauditions.com> Mon, Aug 9, 5:14 PM (22 hours ago)
to Andrew, mercedesjones1212@gmail.com

Good Afternoon Mr. Moylan:

Thank you for your email.

This email will confirm that the stakeholders in the Company with at least a 20% stake in the company are not involved in any bankruptcy proceedings.

As to your second point about reviewing/confirming the updated EIDL Loan terms, we have a question: based on the information currently in our Loan Portal: will $500,000 be the maximum we will be allowed to receive? As you will see from the documents we submitted to Susan Behling, our Urgent Congressional SBA Representative (who should have forwarded these documents to you), our Company has suffered significant loss of potential revenue through July of 2021 due to the pandemic and while we would be very grateful for the $500,000, at this stage it may not be able to pull us back to the the point of recovering what has been lost. The documents we submitted give a very detailed, thoroughly researched accounting of the potential revenue we expected to earn in the second half of 2020 and the first half of 2021.

Thank you for your very valued assistance in this process.

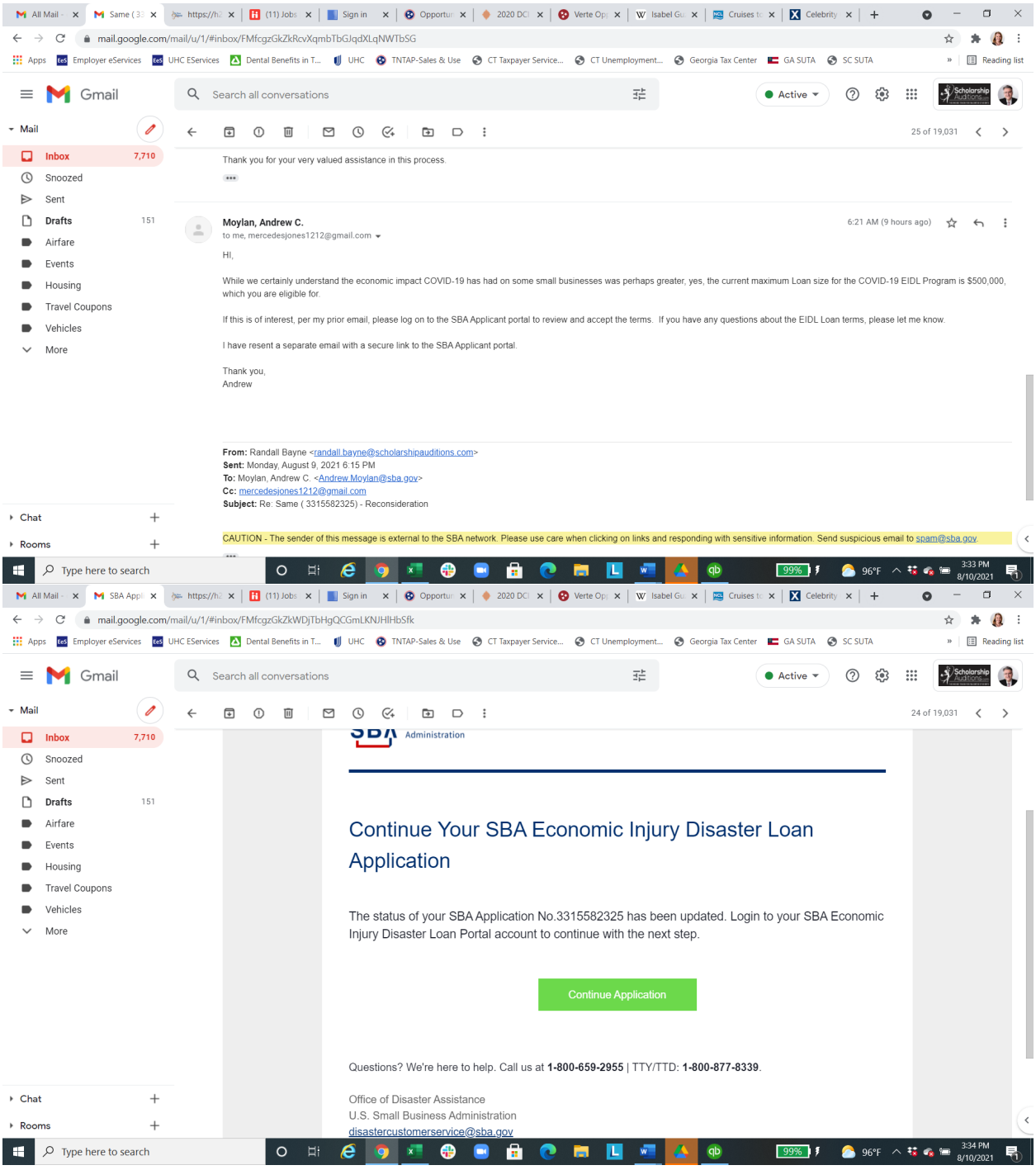
Moylan, Andrew C. 6:21 AM (9 hours ago)
to me, mercedesjones1212@gmail.com

HI,

While we certainly understand the economic impact COVID-19 has had on some small businesses was perhaps greater, yes, the current maximum Loan size for the COVID-19 EIDL Program is $500,000.

EMAIL 106

EMAILS RECEIVED 8/10/21



Thank you for your very valued assistance in this process.

Moylan, Andrew C. 6:21 AM (9 hours ago)
to me, mercedesjones1212@gmail.com

HI,

While we certainly understand the economic impact COVID-19 has had on some small businesses was perhaps greater, yes, the current maximum Loan size for the COVID-19 EIDL Program is $500,000, which you are eligible for.

If this is of interest, per my prior email, please log on to the SBA Applicant portal to review and accept the terms. If you have any questions about the EIDL Loan terms, please let me know.

I have resent a separate email with a secure link to the SBA Applicant portal.

Thank you,
Andrew

From: Randall Bayne <randall.bayne@scholarshipauditions.com>
Sent: Monday, August 9, 2021 6:15 PM
To: Moylan, Andrew C. <Andrew.Moylan@sba.gov>
Cc: mercedesjones1212@gmail.com
Subject: Re: Same (3315582325) - Reconsideration

CAUTION - The sender of this message is external to the SBA network. Please use care when clicking on links and responding with sensitive information. Send suspicious email to spam@sba.gov.

Administration

Continue Your SBA Economic Injury Disaster Loan Application

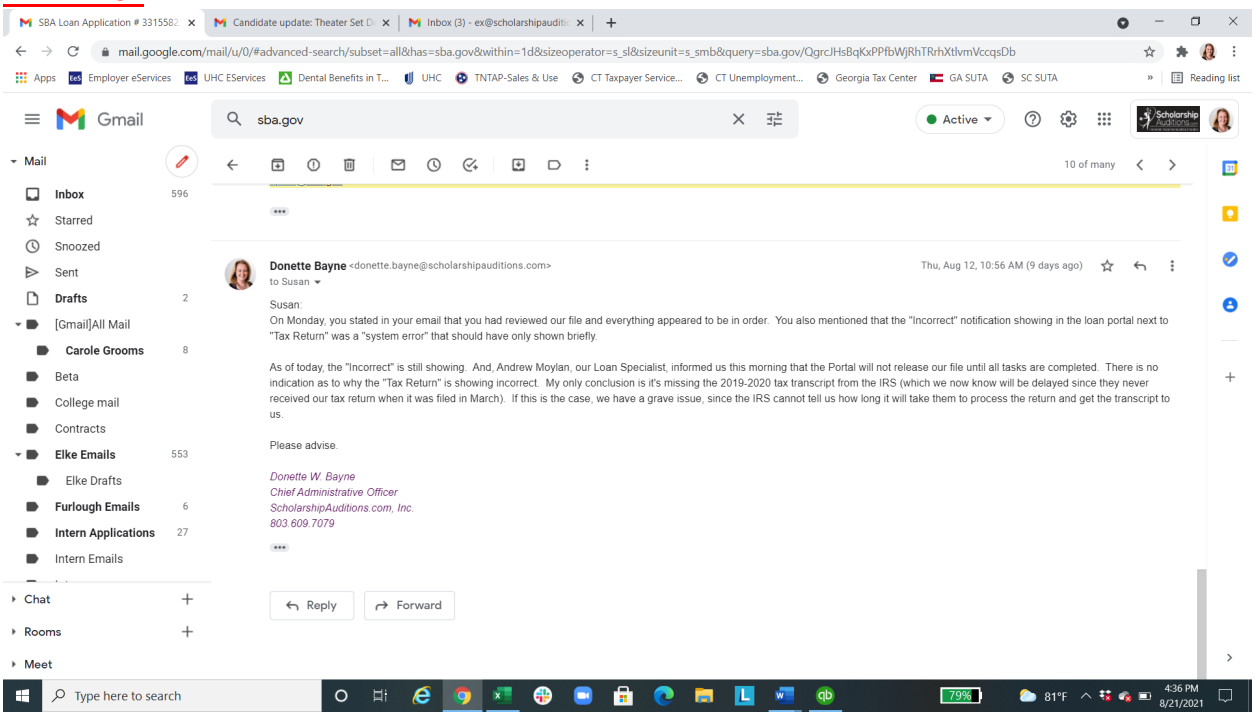
The status of your SBA Application No.3315582325 has been updated. Login to your SBA Economic Injury Disaster Loan Portal account to continue with the next step.

Continue Application

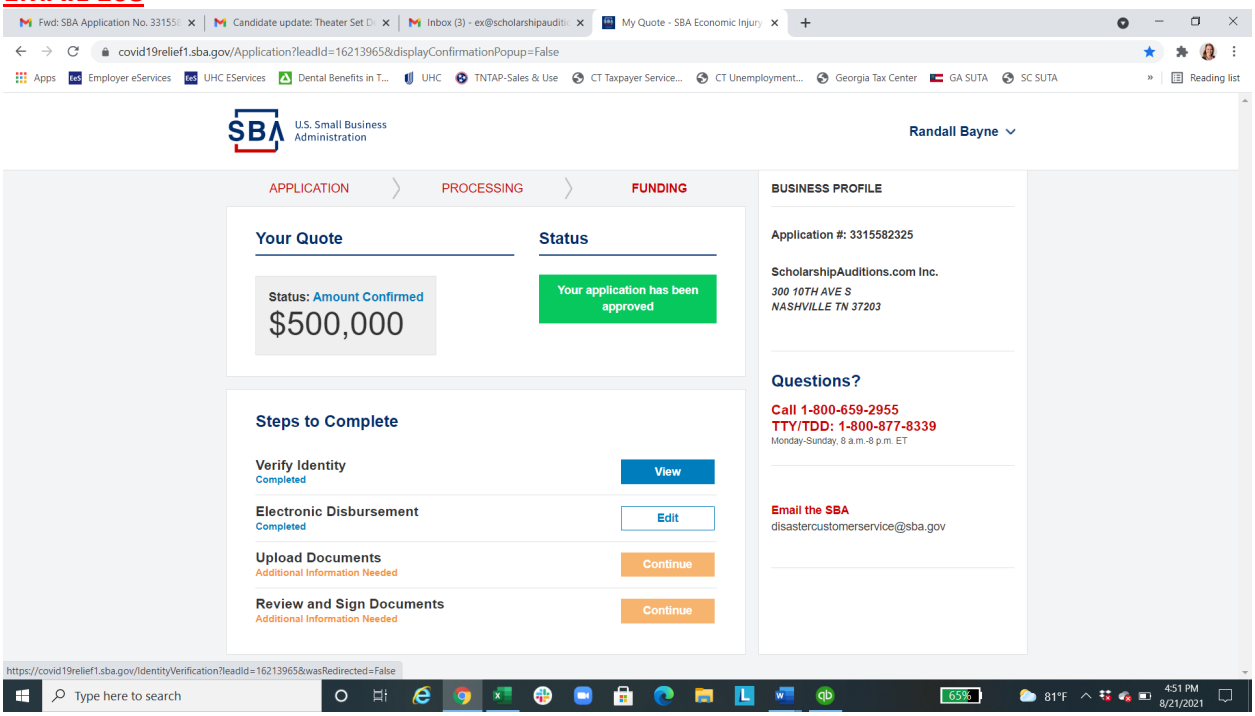
Questions? We're here to help. Call us at **1-800-659-2955** | TTY/TTD: **1-800-877-8339**.

Office of Disaster Assistance
U.S. Small Business Administration
disastercustomerservice@sba.gov

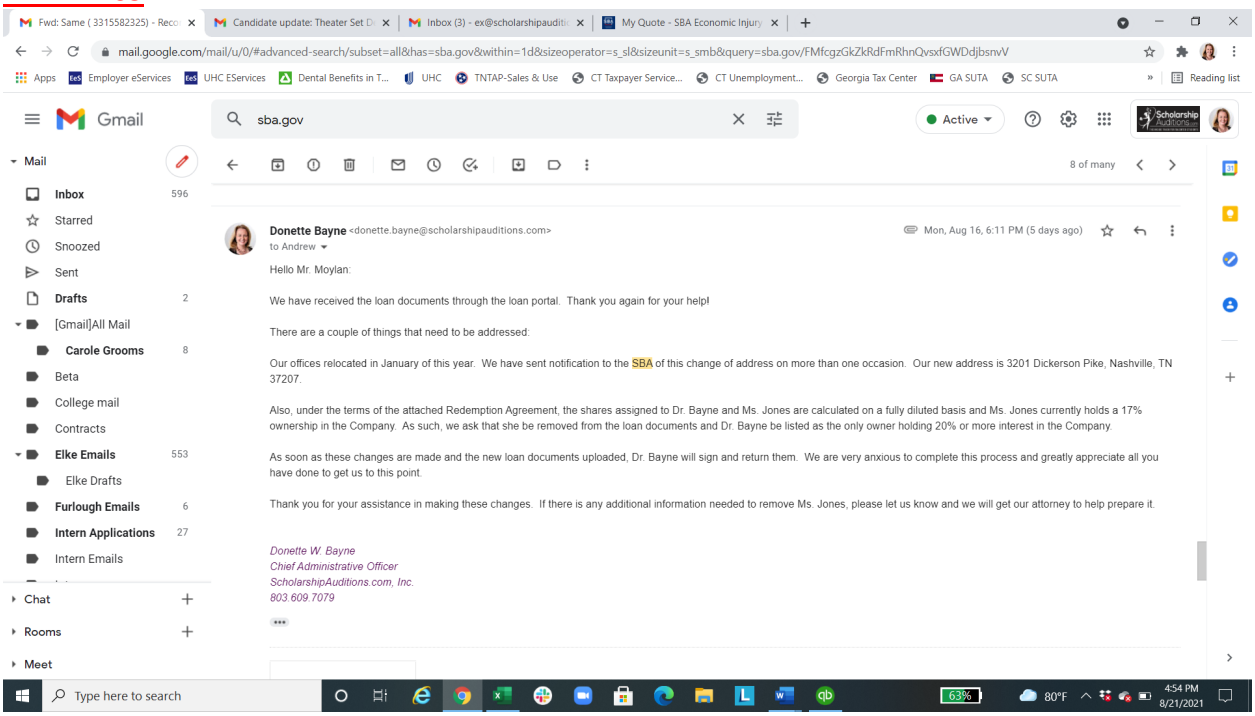
EMAIL 107



EMAIL 108



EMAIL 109



Gmail — sba.gov

Mail
- Inbox 596
- Starred
- Snoozed
- Sent
- Drafts 2
- [Gmail]All Mail
- Carole Grooms 8
- Beta
- College mail
- Contracts
- Elke Emails 553
- Elke Drafts
- Furlough Emails 6
- Intern Applications 27
- Intern Emails

Chat
Rooms
Meet

8 of many

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Andrew
Mon, Aug 16, 6:11 PM (5 days ago)

Hello Mr. Moylan:

We have received the loan documents through the loan portal. Thank you again for your help!

There are a couple of things that need to be addressed:

Our offices relocated in January of this year. We have sent notification to the SBA of this change of address on more than one occasion. Our new address is 3201 Dickerson Pike, Nashville, TN 37207.

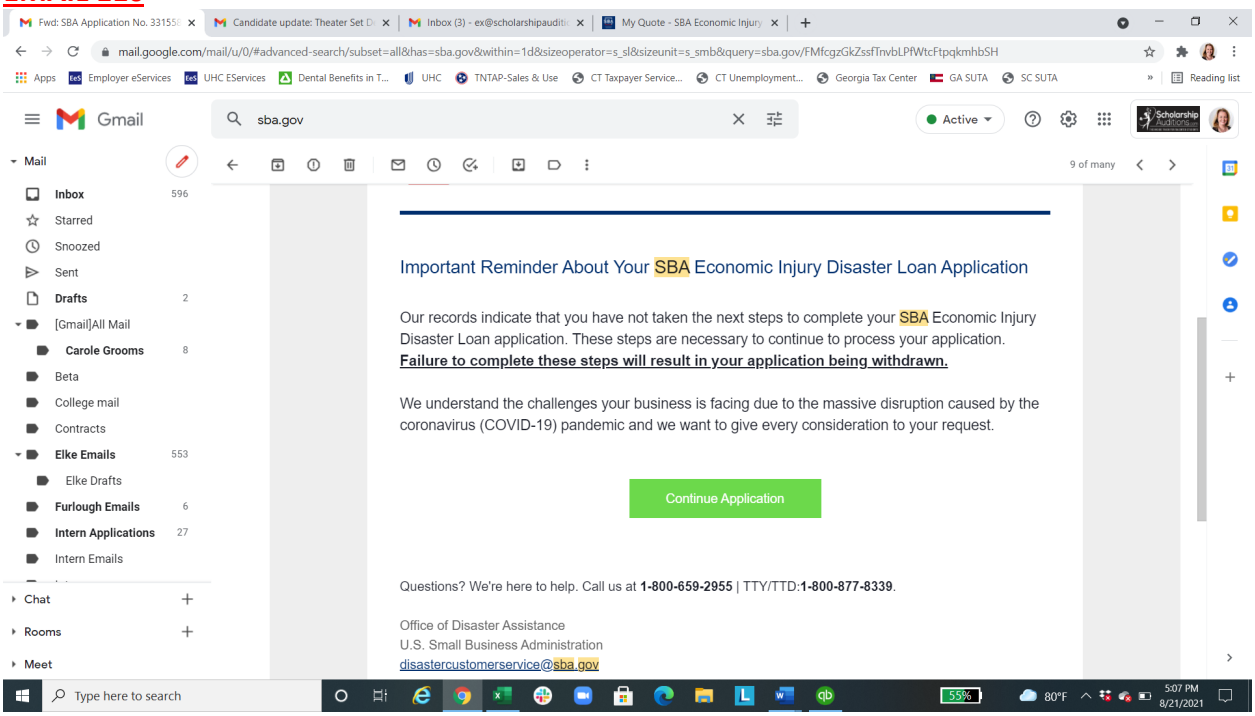
Also, under the terms of the attached Redemption Agreement, the shares assigned to Dr. Bayne and Ms. Jones are calculated on a fully diluted basis and Ms. Jones currently holds a 17% ownership in the Company. As such, we ask that she be removed from the loan documents and Dr. Bayne be listed as the only owner holding 20% or more interest in the Company.

As soon as these changes are made and the new loan documents uploaded, Dr. Bayne will sign and return them. We are very anxious to complete this process and greatly appreciate all you have done to get us to this point.

Thank you for your assistance in making these changes. If there is any additional information needed to remove Ms. Jones, please let us know and we will get our attorney to help prepare it.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

EMAIL 110



Gmail — sba.gov

Mail
- Inbox 596
- Starred
- Snoozed
- Sent
- Drafts 2
- [Gmail]All Mail
- Carole Grooms 8
- Beta
- College mail
- Contracts
- Elke Emails 553
- Elke Drafts
- Furlough Emails 6
- Intern Applications 27
- Intern Emails

Chat
Rooms
Meet

9 of many

Important Reminder About Your SBA Economic Injury Disaster Loan Application

Our records indicate that you have not taken the next steps to complete your SBA Economic Injury Disaster Loan application. These steps are necessary to continue to process your application.
Failure to complete these steps will result in your application being withdrawn.

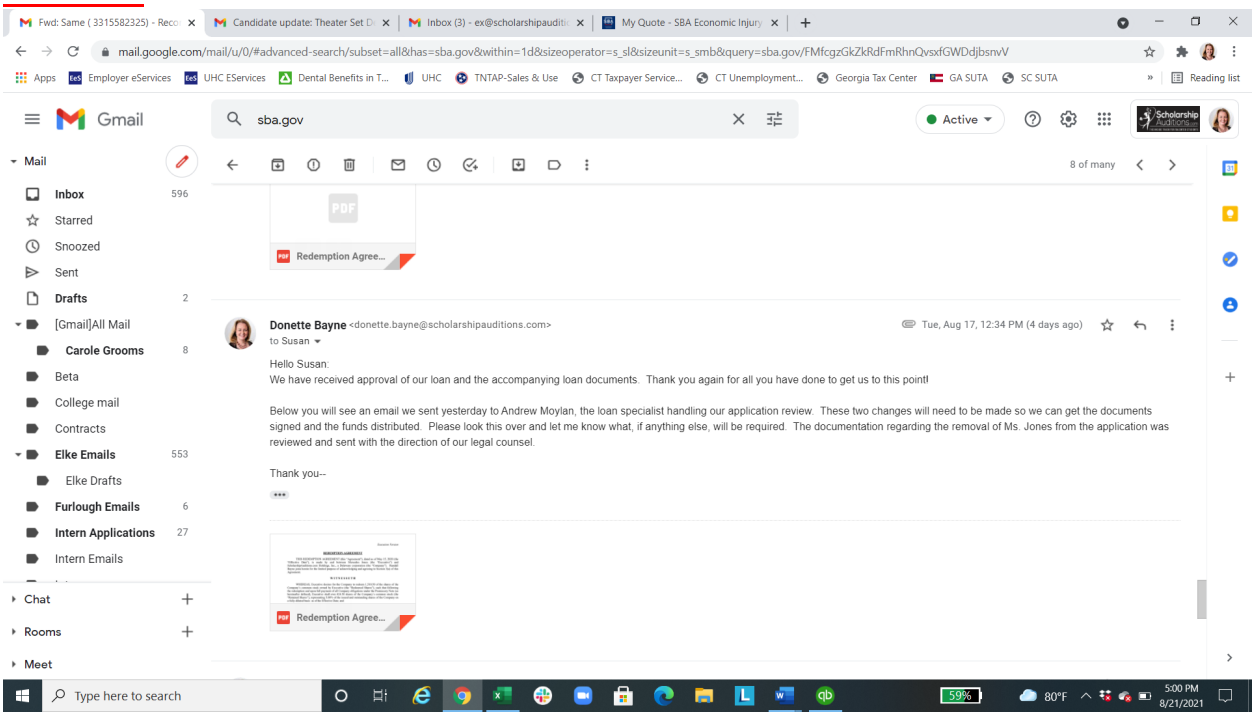
We understand the challenges your business is facing due to the massive disruption caused by the coronavirus (COVID-19) pandemic and we want to give every consideration to your request.

Continue Application

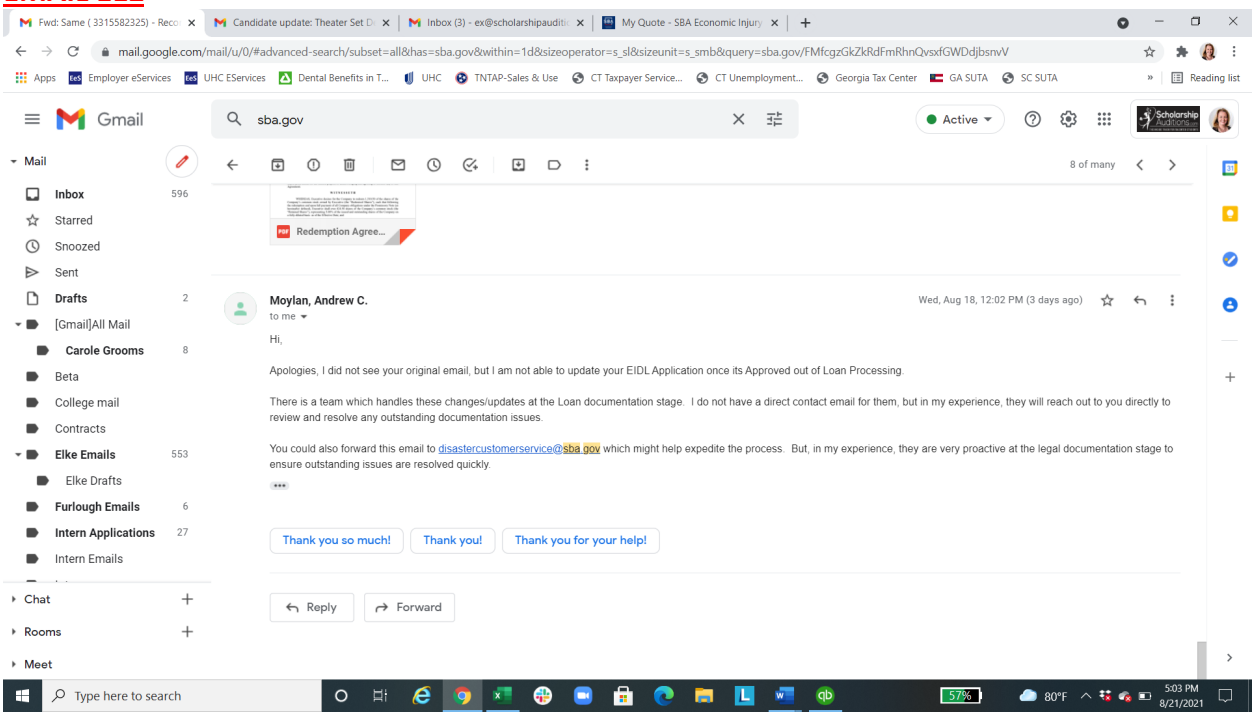
Questions? We're here to help. Call us at **1-800-659-2955** | TTY/TTD:**1-800-877-8339**.

Office of Disaster Assistance
U.S. Small Business Administration
disastercustomerservice@sba.gov

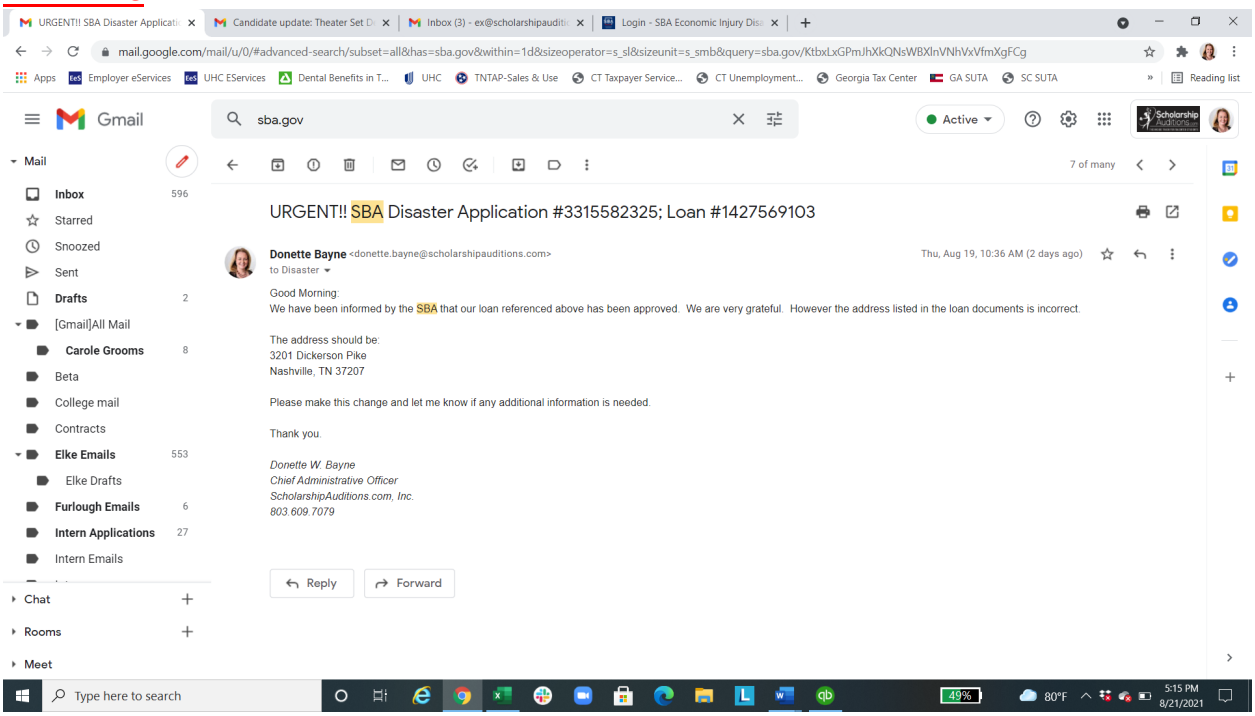
EMAIL 111



EMAIL 112



EMAIL 113



URGENT!! SBA Disaster Application #3315582325; Loan #1427569103

Donette Bayne <donette.bayne@scholarshipauditions.com> Thu, Aug 19, 10:36 AM (2 days ago)
to Disaster

Good Morning:
We have been informed by the SBA that our loan referenced above has been approved. We are very grateful. However the address listed in the loan documents is incorrect.

The address should be:
3201 Dickerson Pike
Nashville, TN 37207

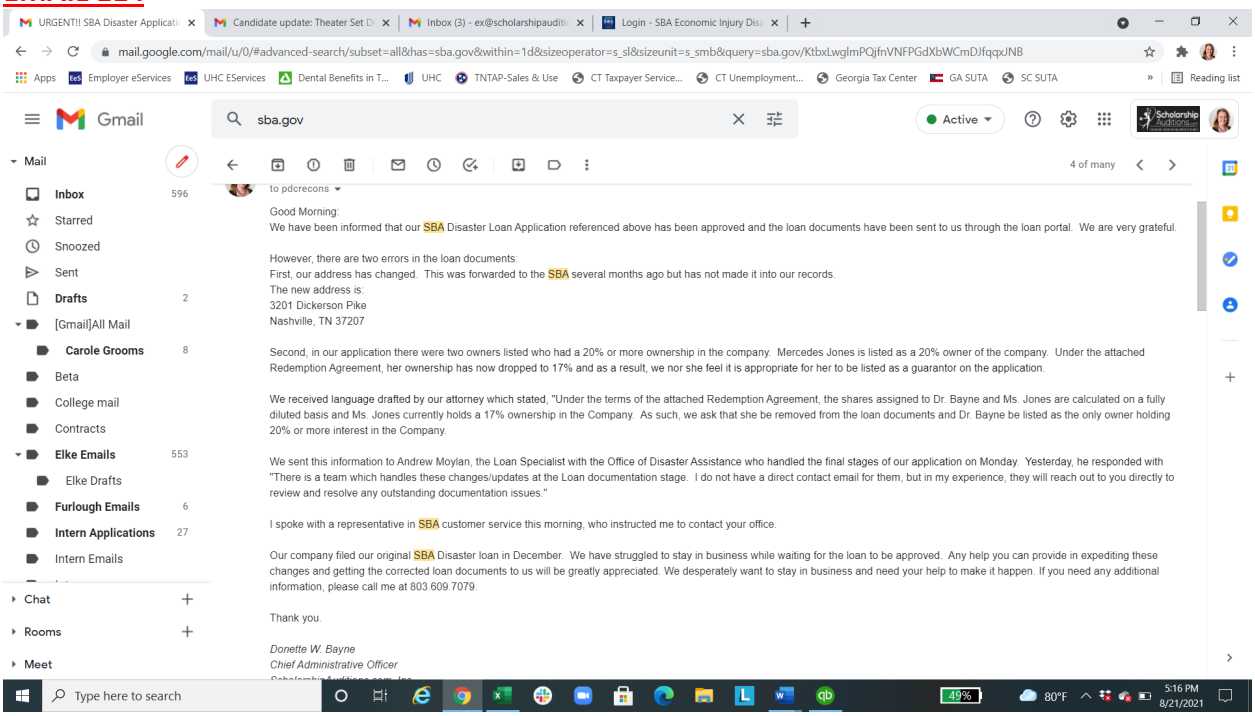
Please make this change and let me know if any additional information is needed.

Thank you.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Reply Forward

EMAIL 114



to pdcrecons

Good Morning:
We have been informed that our SBA Disaster Loan Application referenced above has been approved and the loan documents have been sent to us through the loan portal. We are very grateful.

However, there are two errors in the loan documents:
First, our address has changed. This was forwarded to the SBA several months ago but has not made it into our records.
The new address is:
3201 Dickerson Pike
Nashville, TN 37207

Second, in our application there were two owners listed who had a 20% or more ownership in the company. Mercedes Jones is listed as a 20% owner of the company. Under the attached Redemption Agreement, her ownership has now dropped to 17% and as a result, we nor she feel it is appropriate for her to be listed as a guarantor on the application.

We received language drafted by our attorney which stated, "Under the terms of the attached Redemption Agreement, the shares assigned to Dr. Bayne and Ms. Jones are calculated on a fully diluted basis and Ms. Jones currently holds a 17% ownership in the Company. As such, we ask that she be removed from the loan documents and Dr. Bayne be listed as the only owner holding 20% or more interest in the Company.

We sent this information to Andrew Moylan, the Loan Specialist with the Office of Disaster Assistance who handled the final stages of our application on Monday. Yesterday, he responded with "There is a team which handles these changes/updates at the Loan documentation stage. I do not have a direct contact email for them, but in my experience, they will reach out to you directly to review and resolve any outstanding documentation issues."

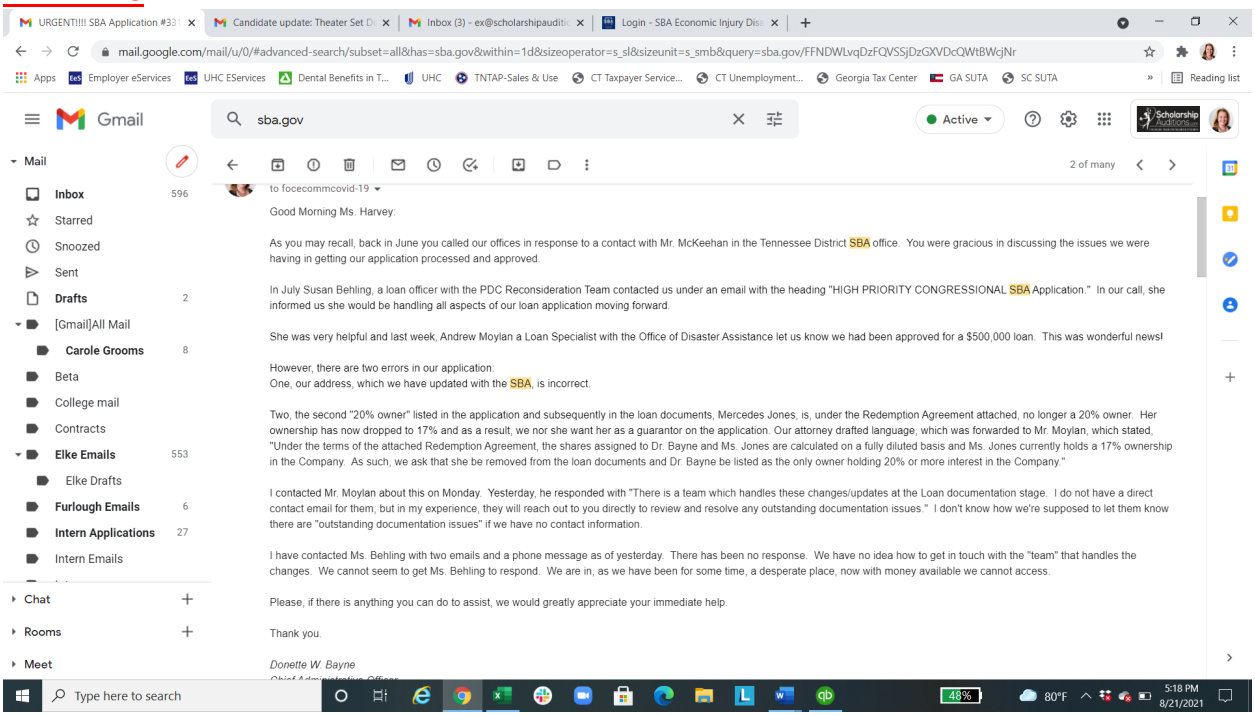
I spoke with a representative in SBA customer service this morning, who instructed me to contact your office.

Our company filed our original SBA Disaster loan in December. We have struggled to stay in business while waiting for the loan to be approved. Any help you can provide in expediting these changes and getting the corrected loan documents to us will be greatly appreciated. We desperately want to stay in business and need your help to make it happen. If you need any additional information, please call me at 803.609.7079.

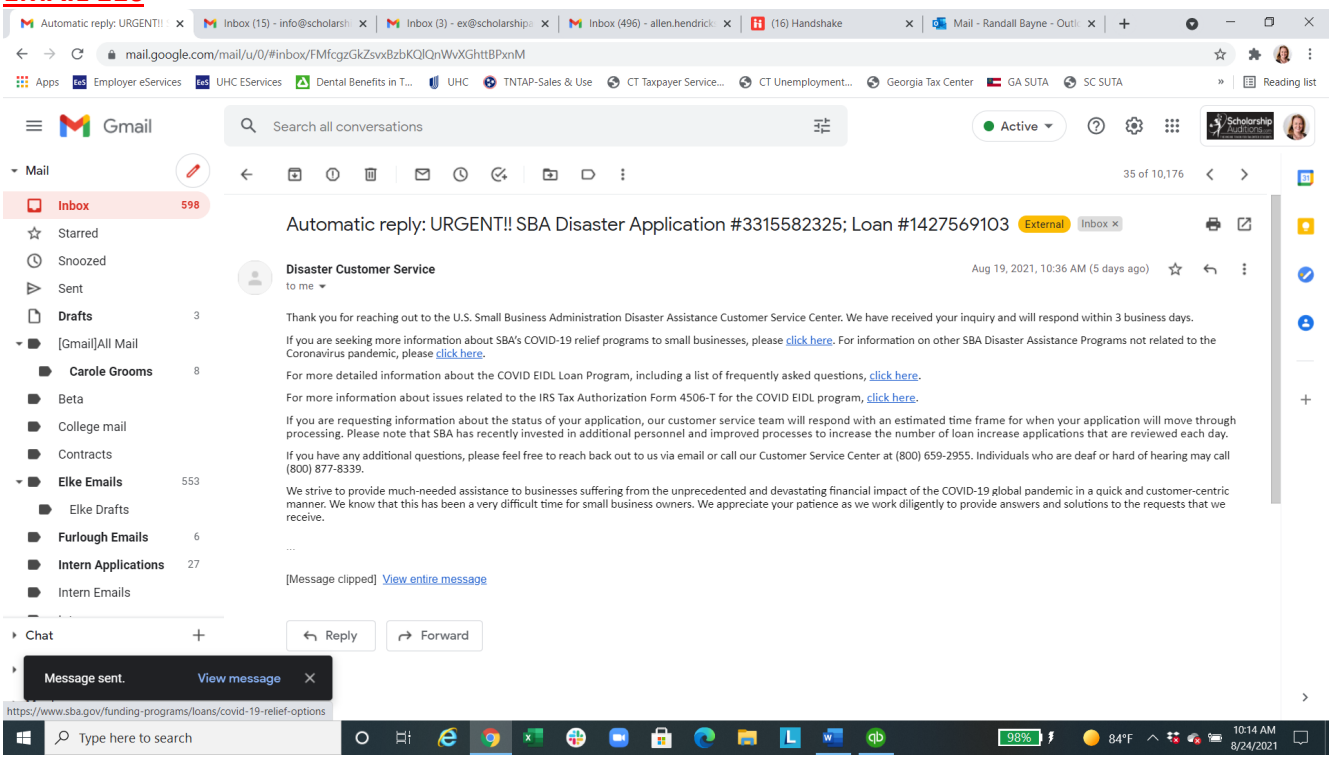
Thank you.

Donette W. Bayne
Chief Administrative Officer

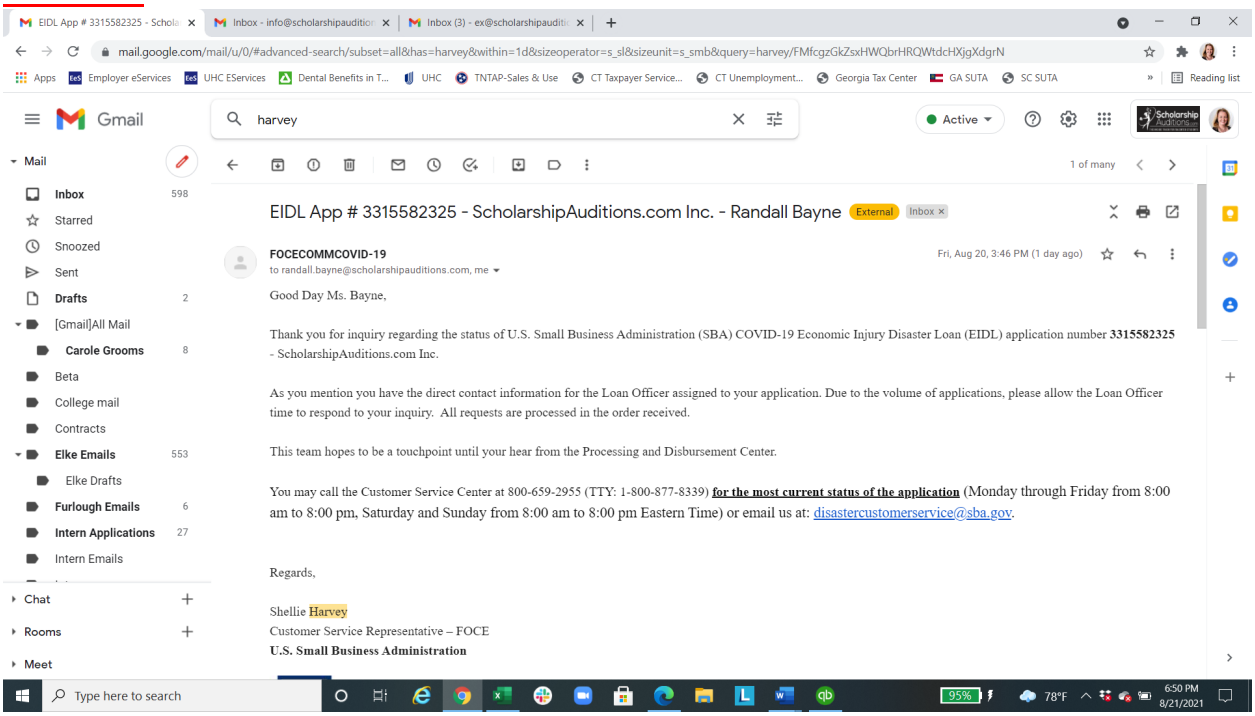
EMAIL 115



EMAIL 116



EMAIL 117



EIDL App # 3315582325 - ScholarshipAuditions.com Inc. - Randall Bayne

FOCECOMMCOVID-19 Fri, Aug 20, 3:46 PM (1 day ago)
to randall.bayne@scholarshipauditions.com, me

Good Day Ms. Bayne,

Thank you for inquiry regarding the status of U.S. Small Business Administration (SBA) COVID-19 Economic Injury Disaster Loan (EIDL) application number **3315582325** - ScholarshipAuditions.com Inc.

As you mention you have the direct contact information for the Loan Officer assigned to your application. Due to the volume of applications, please allow the Loan Officer time to respond to your inquiry. All requests are processed in the order received.

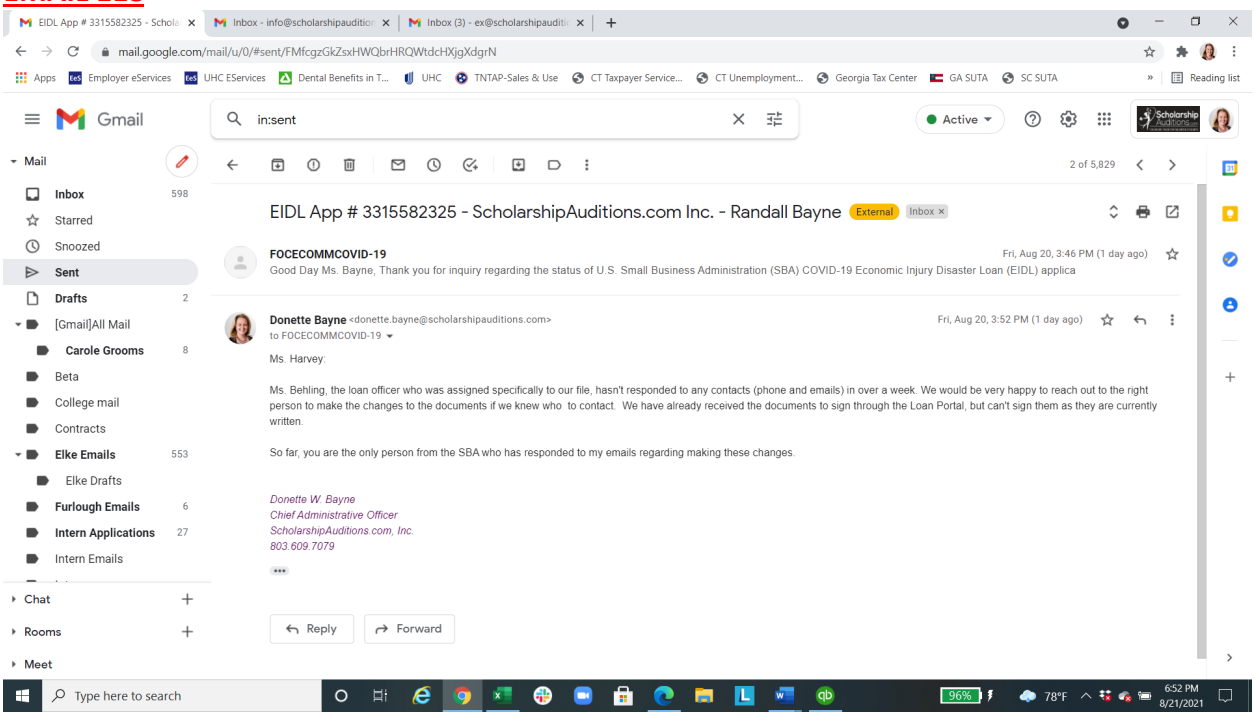
This team hopes to be a touchpoint until your hear from the Processing and Disbursement Center.

You may call the Customer Service Center at 800-659-2955 (TTY: 1-800-877-8339) **for the most current status of the application** (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.

Regards,

Shellie Harvey
Customer Service Representative – FOCE
U.S. Small Business Administration

EMAIL 118



EIDL App # 3315582325 - ScholarshipAuditions.com Inc. - Randall Bayne

FOCECOMMCOVID-19 Fri, Aug 20, 3:46 PM (1 day ago)
Good Day Ms. Bayne, Thank you for inquiry regarding the status of U.S. Small Business Administration (SBA) COVID-19 Economic Injury Disaster Loan (EIDL) applica

Donette Bayne <donette.bayne@scholarshipauditions.com> Fri, Aug 20, 3:52 PM (1 day ago)
to FOCECOMMCOVID-19

Ms. Harvey:

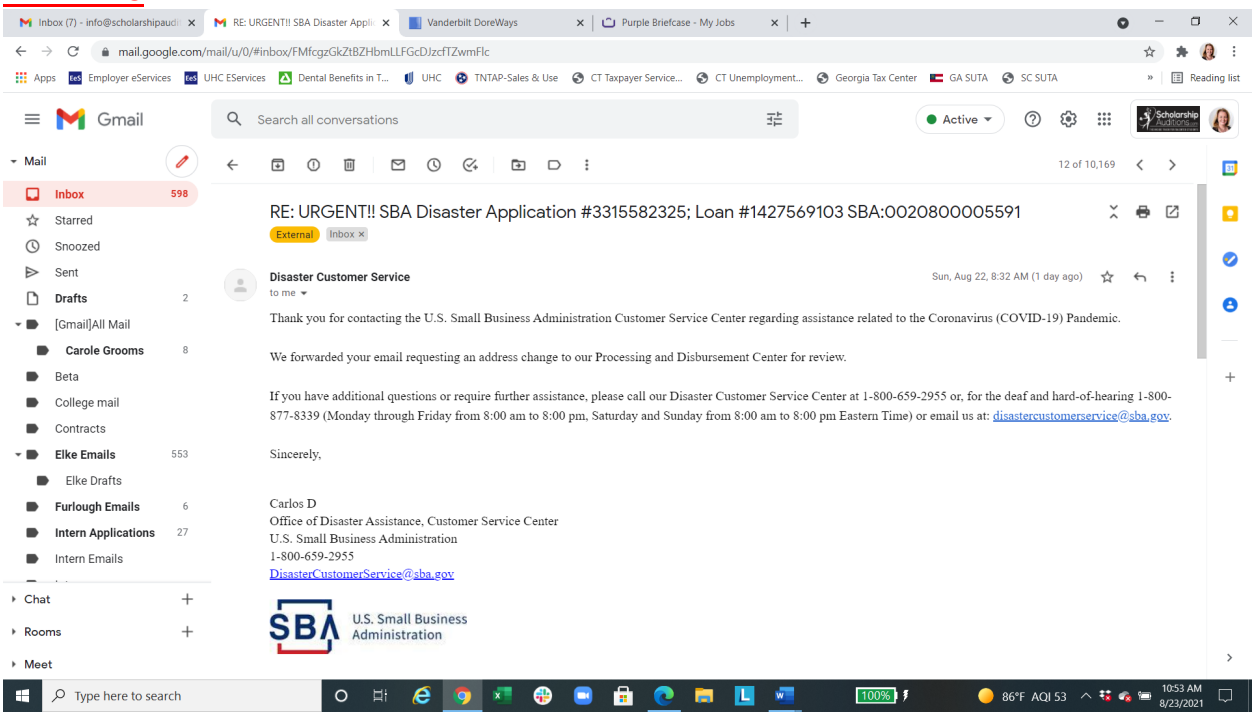
Ms. Behling, the loan officer who was assigned specifically to our file, hasn't responded to any contacts (phone and emails) in over a week. We would be very happy to reach out to the right person to make the changes to the documents if we knew who to contact. We have already received the documents to sign through the Loan Portal, but can't sign them as they are currently written.

So far, you are the only person from the SBA who has responded to my emails regarding making these changes.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Reply Forward

EMAIL 119



RE: URGENT!! SBA Disaster Application #3315582325; Loan #1427569103 SBA:0020800005591

External Inbox ×

Disaster Customer Service Sun, Aug 22, 8:32 AM (1 day ago)
to me

Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic.

We forwarded your email requesting an address change to our Processing and Disbursement Center for review.

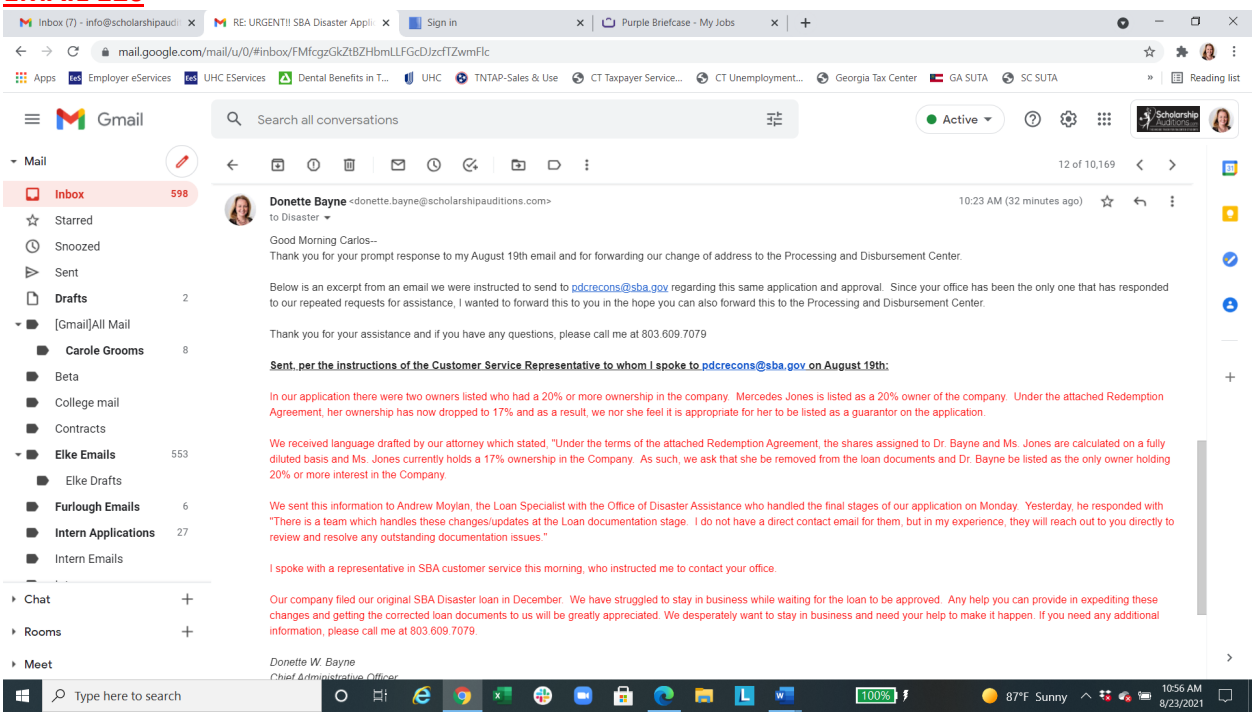
If you have additional questions or require further assistance, please call our Disaster Customer Service Center at 1-800-659-2955 or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.

Sincerely,

Carlos D
Office of Disaster Assistance, Customer Service Center
U.S. Small Business Administration
1-800-659-2955
DisasterCustomerService@sba.gov

SBA U.S. Small Business Administration

EMAIL 120



Donette Bayne <donette.bayne@scholarshipauditions.com> 10:23 AM (32 minutes ago)
to Disaster

Good Morning Carlos--
Thank you for your prompt response to my August 19th email and for forwarding our change of address to the Processing and Disbursement Center.

Below is an excerpt from an email we were instructed to send to pdcrecons@sba.gov regarding this same application and approval. Since your office has been the only one that has responded to our repeated requests for assistance, I wanted to forward this to you in the hope you can also forward this to the Processing and Disbursement Center.

Thank you for your assistance and if you have any questions, please call me at 803.609.7079

Sent, per the instructions of the Customer Service Representative to whom I spoke to pdcrecons@sba.gov on August 19th:

In our application there were two owners listed who had a 20% or more ownership in the company. Mercedes Jones is listed as a 20% owner of the company. Under the attached Redemption Agreement, her ownership has now dropped to 17% and as a result, we nor she feel it is appropriate for her to be listed as a guarantor on the application.

We received language drafted by our attorney which stated, "Under the terms of the attached Redemption Agreement, the shares assigned to Dr. Bayne and Ms. Jones are calculated on a fully diluted basis and Ms. Jones currently holds a 17% ownership in the Company. As such, we ask that she be removed from the loan documents and Dr. Bayne be listed as the only owner holding 20% or more interest in the Company.

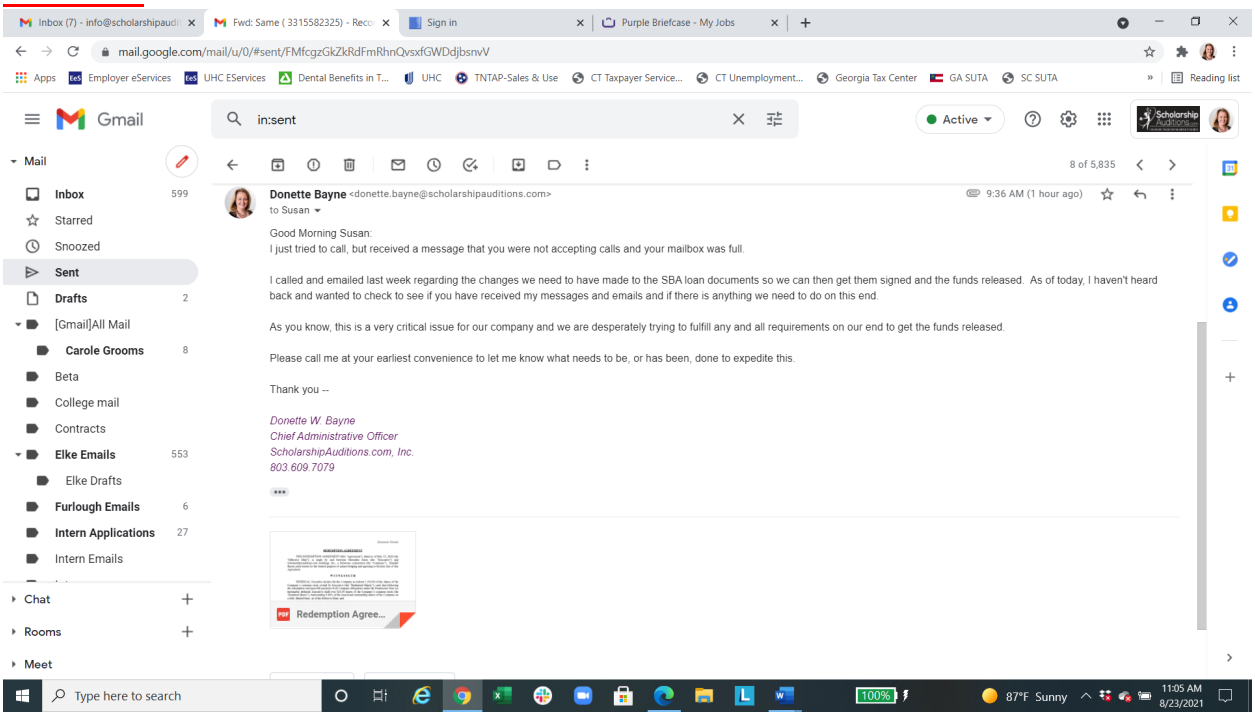
We sent this information to Andrew Moylan, the Loan Specialist with the Office of Disaster Assistance who handled the final stages of our application on Monday. Yesterday, he responded with "There is a team which handles these changes/updates at the Loan documentation stage. I do not have a direct contact email for them, but in my experience, they will reach out to you directly to review and resolve any outstanding documentation issues."

I spoke with a representative in SBA customer service this morning, who instructed me to contact your office.

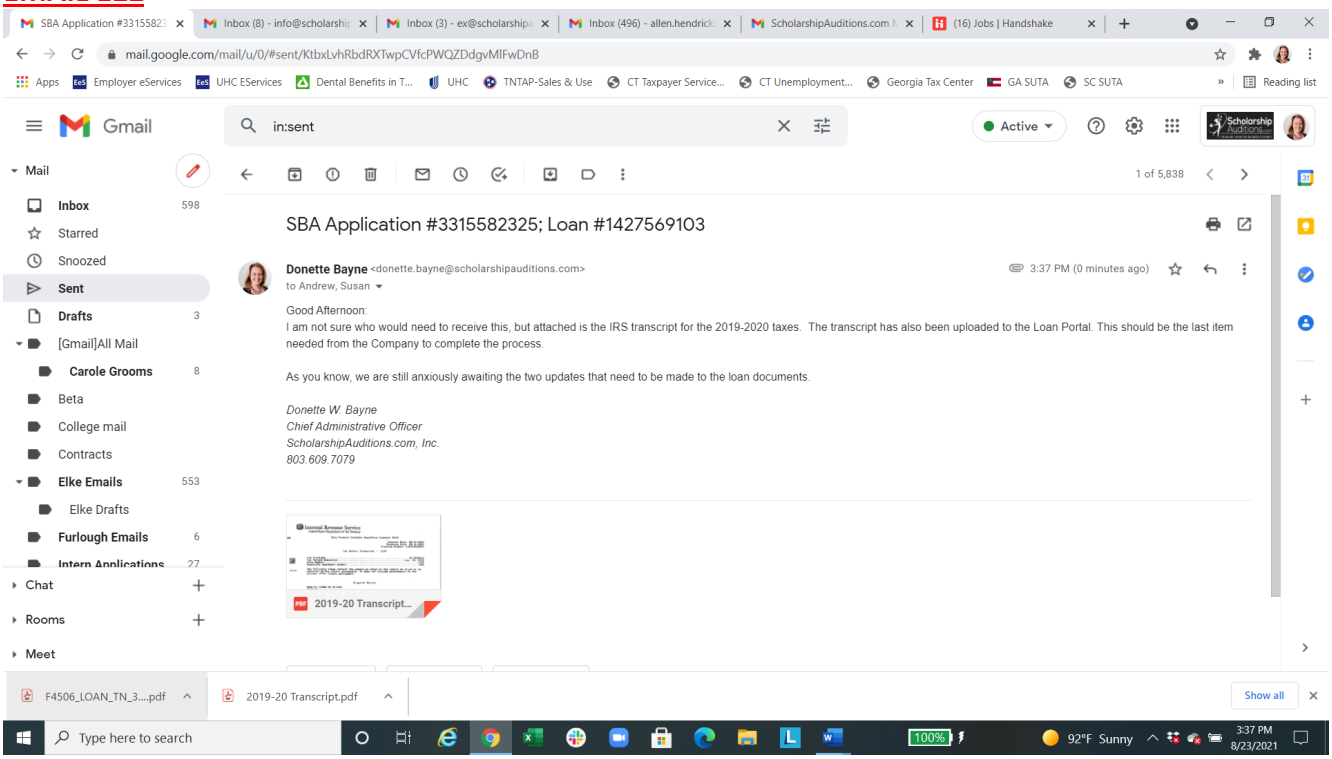
Our company filed our original SBA Disaster loan in December. We have struggled to stay in business while waiting for the loan to be approved. Any help you can provide in expediting these changes and getting the corrected loan documents to us will be greatly appreciated. We desperately want to stay in business and need your help to make it happen. If you need any additional information, please call me at 803.609.7079.

Donette W. Bayne
Chief Administrative Officer

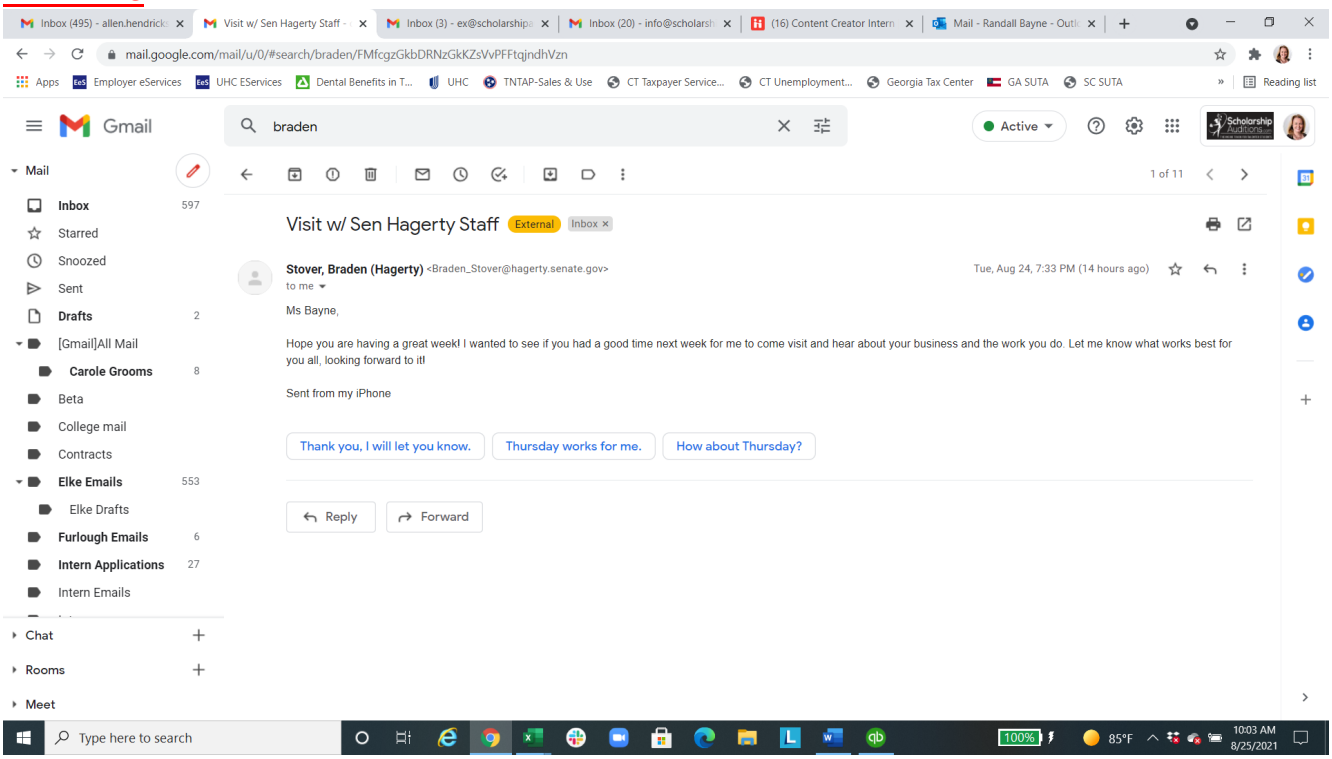
EMAIL 121



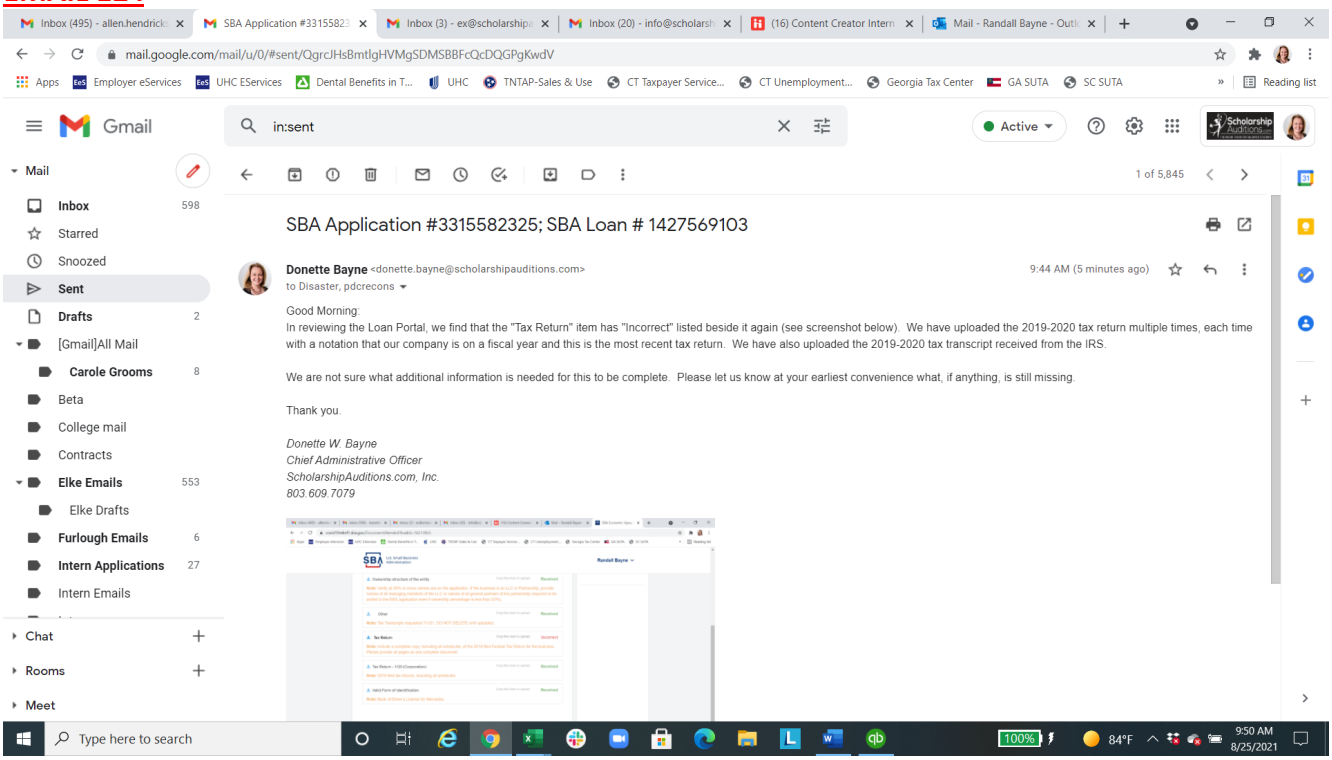
EMAIL 122



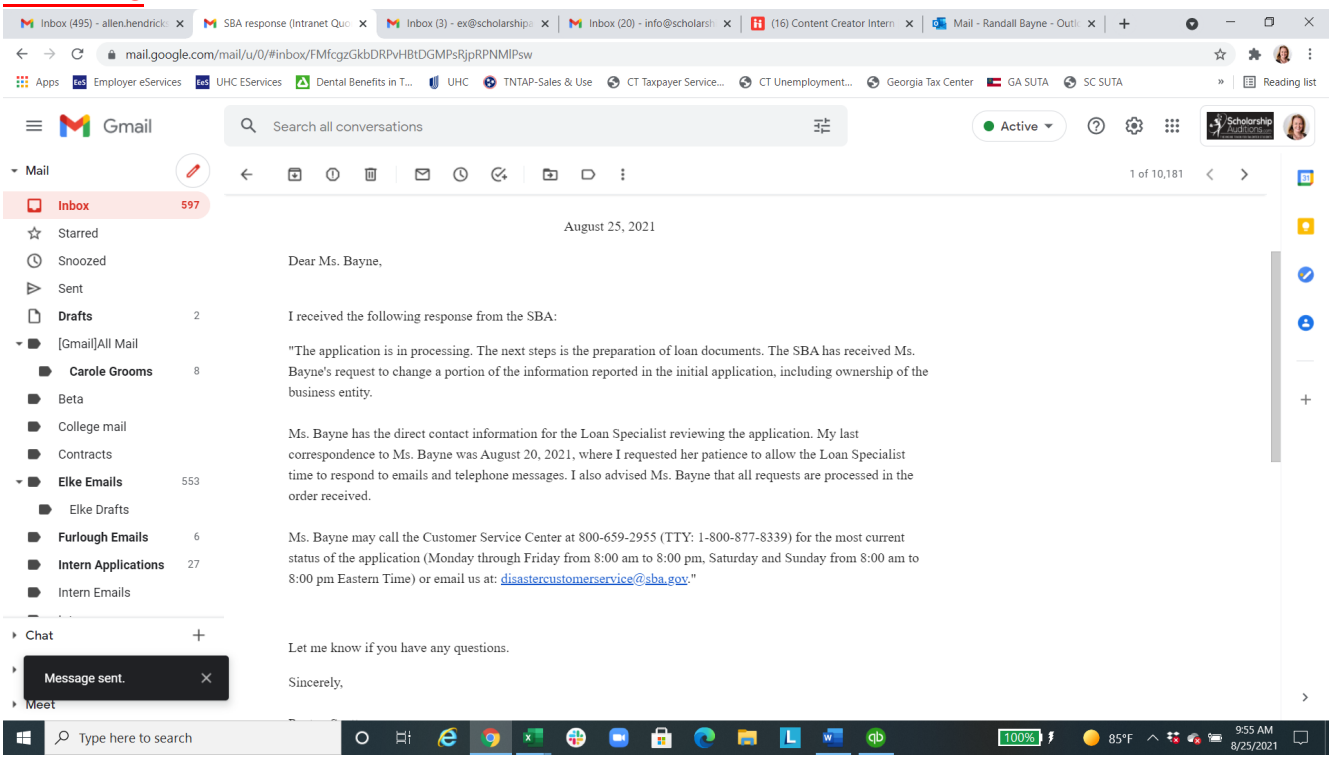
EMAIL 123



EMAIL 124



EMAIL 125



August 25, 2021

Dear Ms. Bayne,

I received the following response from the SBA:

"The application is in processing. The next steps is the preparation of loan documents. The SBA has received Ms. Bayne's request to change a portion of the information reported in the initial application, including ownership of the business entity.

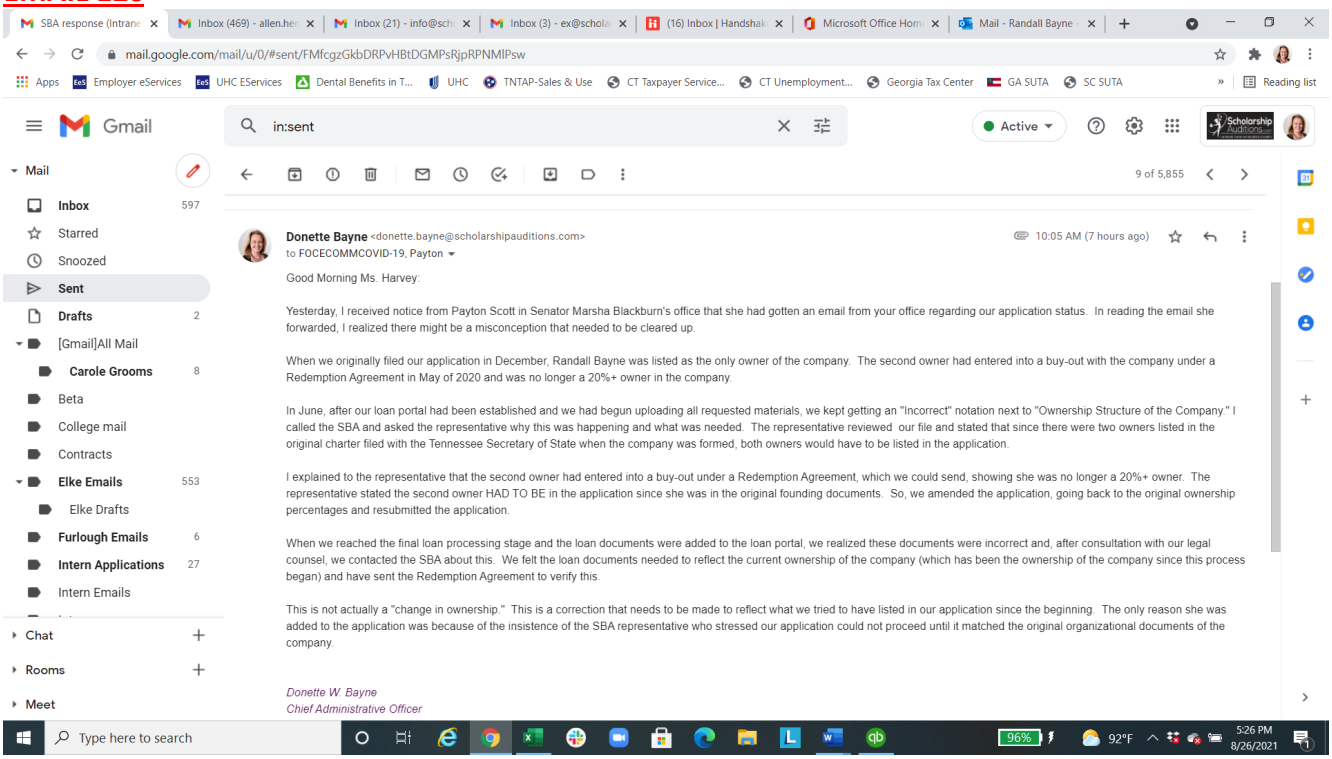
Ms. Bayne has the direct contact information for the Loan Specialist reviewing the application. My last correspondence to Ms. Bayne was August 20, 2021, where I requested her patience to allow the Loan Specialist time to respond to emails and telephone messages. I also advised Ms. Bayne that all requests are processed in the order received.

Ms. Bayne may call the Customer Service Center at 800-659-2955 (TTY: 1-800-877-8339) for the most current status of the application (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov."

Let me know if you have any questions.

Sincerely,

EMAIL 126



Donette Bayne <donette.bayne@scholarshipauditions.com>
to FOCECOMMCOVID-19, Payton

Good Morning Ms. Harvey:

Yesterday, I received notice from Payton Scott in Senator Marsha Blackburn's office that she had gotten an email from your office regarding our application status. In reading the email she forwarded, I realized there might be a misconception that needed to be cleared up.

When we originally filed our application in December, Randall Bayne was listed as the only owner of the company. The second owner had entered into a buy-out with the company under a Redemption Agreement in May of 2020 and was no longer a 20%+ owner in the company.

In June, after our loan portal had been established and we had begun uploading all requested materials, we kept getting an "Incorrect" notation next to "Ownership Structure of the Company." I called the SBA and asked the representative why this was happening and what was needed. The representative reviewed our file and stated that since there were two owners listed in the original charter filed with the Tennessee Secretary of State when the company was formed, both owners would have to be listed in the application.

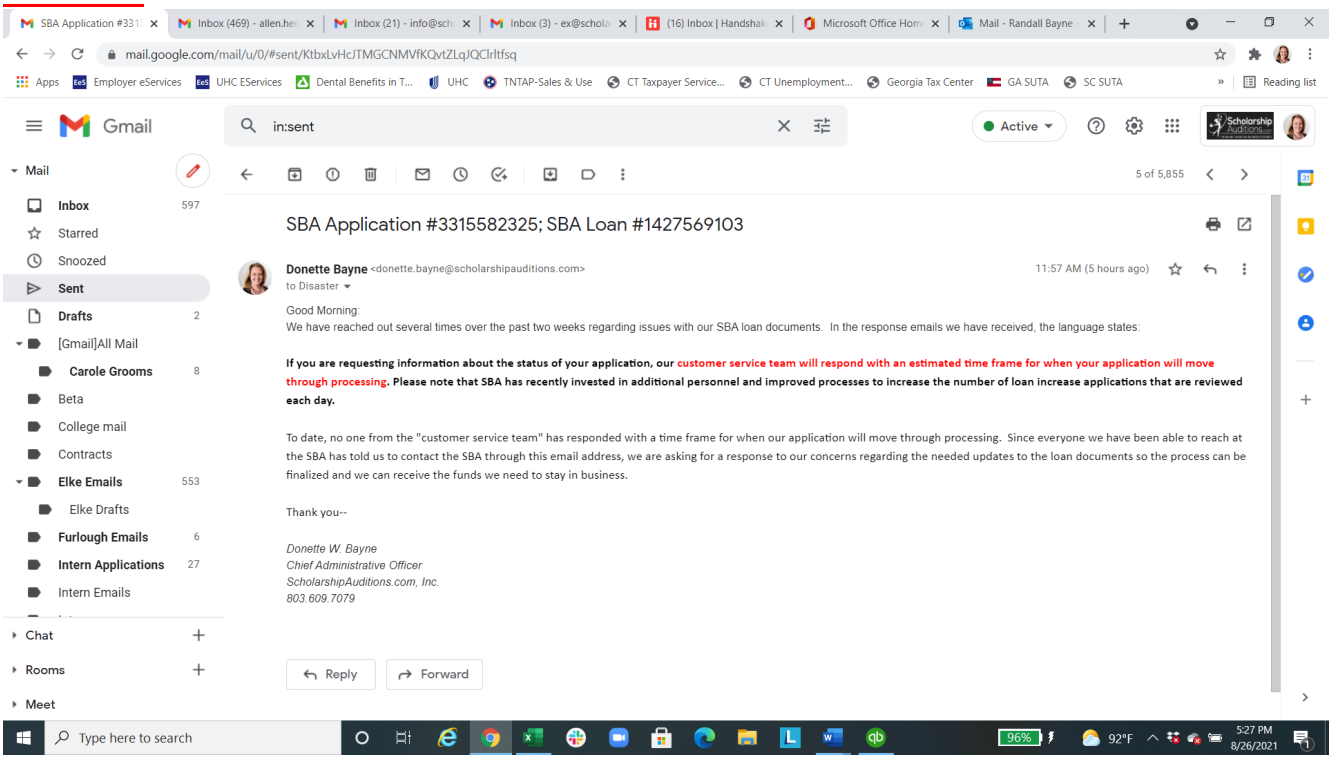
I explained to the representative that the second owner had entered into a buy-out under a Redemption Agreement, which we could send, showing she was no longer a 20%+ owner. The representative stated the second owner HAD TO BE in the application since she was in the original founding documents. So, we amended the application, going back to the original ownership percentages and resubmitted the application.

When we reached the final loan processing stage and the loan documents were added to the loan portal, we realized these documents were incorrect and, after consultation with our legal counsel, we contacted the SBA about this. We felt the loan documents needed to reflect the current ownership of the company (which has been the ownership of the company since this process began) and have sent the Redemption Agreement to verify this.

This is not actually a "change in ownership." This is a correction that needs to be made to reflect what we tried to have listed in our application since the beginning. The only reason she was added to the application was because of the insistence of the SBA representative who stressed our application could not proceed until it matched the original organizational documents of the company.

Donette W. Bayne
Chief Administrative Officer

EMAIL 127



SBA Application #3315582325; SBA Loan #1427569103

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Disaster

11:57 AM (5 hours ago)

Good Morning:
We have reached out several times over the past two weeks regarding issues with our SBA loan documents. In the response emails we have received, the language states:

If you are requesting information about the status of your application, our customer service team will respond with an estimated time frame for when your application will move through processing. Please note that SBA has recently invested in additional personnel and improved processes to increase the number of loan increase applications that are reviewed each day.

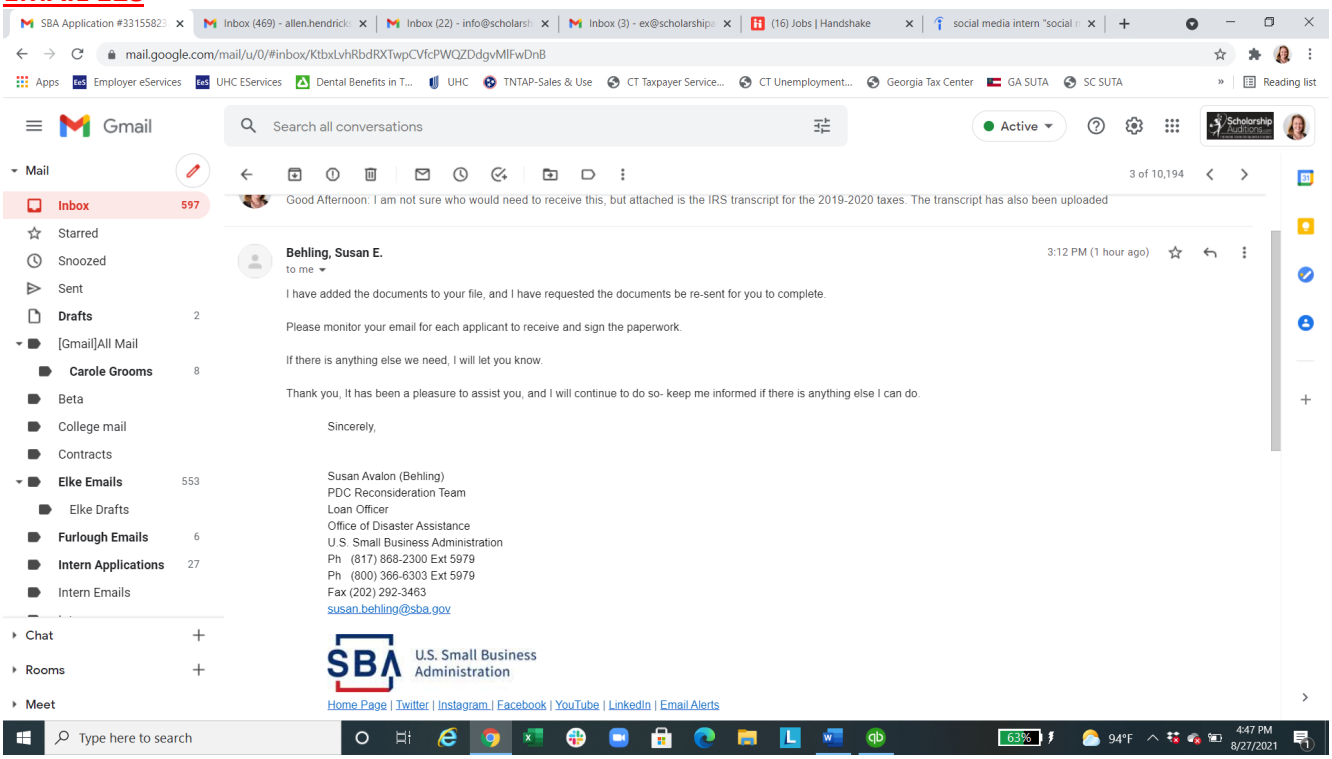
To date, no one from the "customer service team" has responded with a time frame for when our application will move through processing. Since everyone we have been able to reach at the SBA has told us to contact the SBA through this email address, we are asking for a response to our concerns regarding the needed updates to the loan documents so the process can be finalized and we can receive the funds we need to stay in business.

Thank you--

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Reply Forward

EMAIL 128



Good Afternoon: I am not sure who would need to receive this, but attached is the IRS transcript for the 2019-2020 taxes. The transcript has also been uploaded

Behling, Susan E.
to me

3:12 PM (1 hour ago)

I have added the documents to your file, and I have requested the documents be re-sent for you to complete.

Please monitor your email for each applicant to receive and sign the paperwork.

If there is anything else we need, I will let you know.

Thank you, It has been a pleasure to assist you, and I will continue to do so- keep me informed if there is anything else I can do.

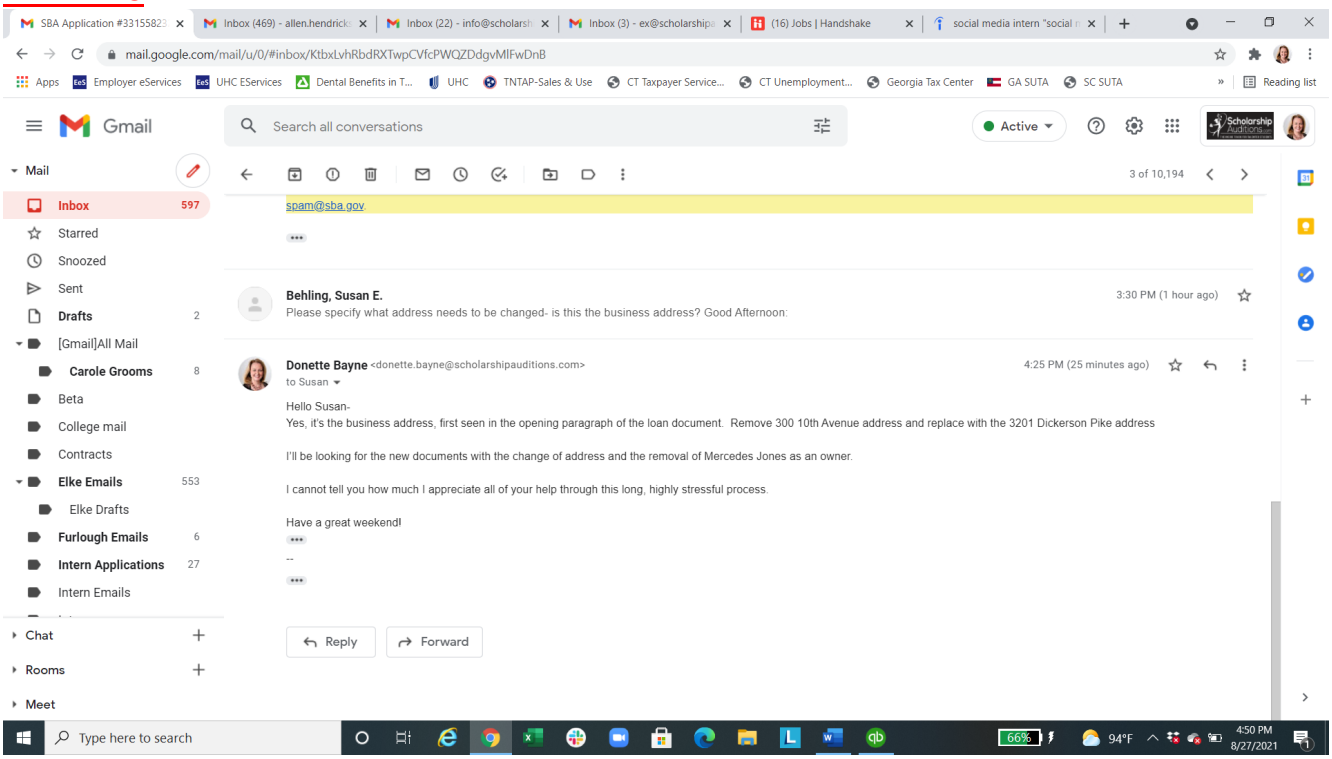
Sincerely,

Susan Avalon (Behling)
PDC Reconsideration Team
Loan Officer
Office of Disaster Assistance
U.S. Small Business Administration
Ph (817) 868-2300 Ext 5979
Ph (800) 366-6303 Ext 5979
Fax (202) 292-3463
susan.behling@sba.gov

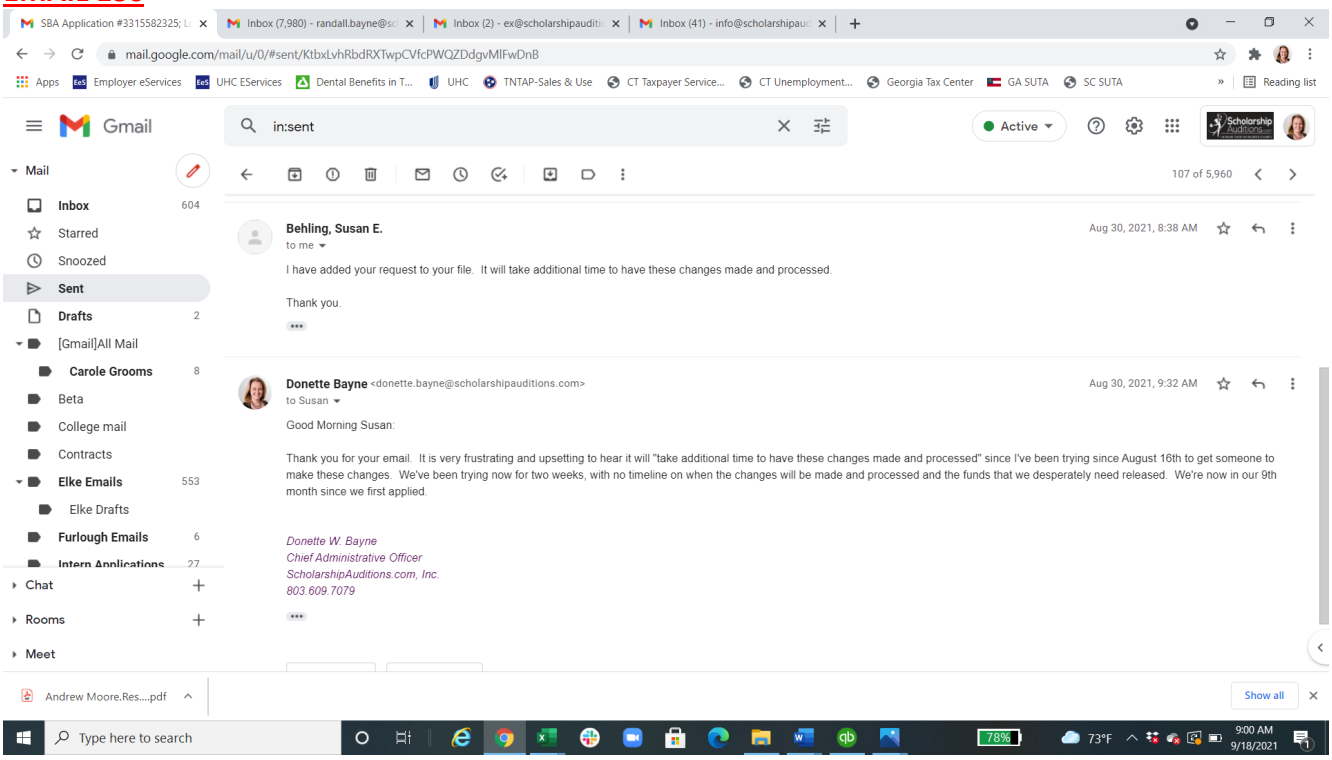
U.S. Small Business Administration

Home Page | Twitter | Instagram | Facebook | YouTube | LinkedIn | Email Alerts

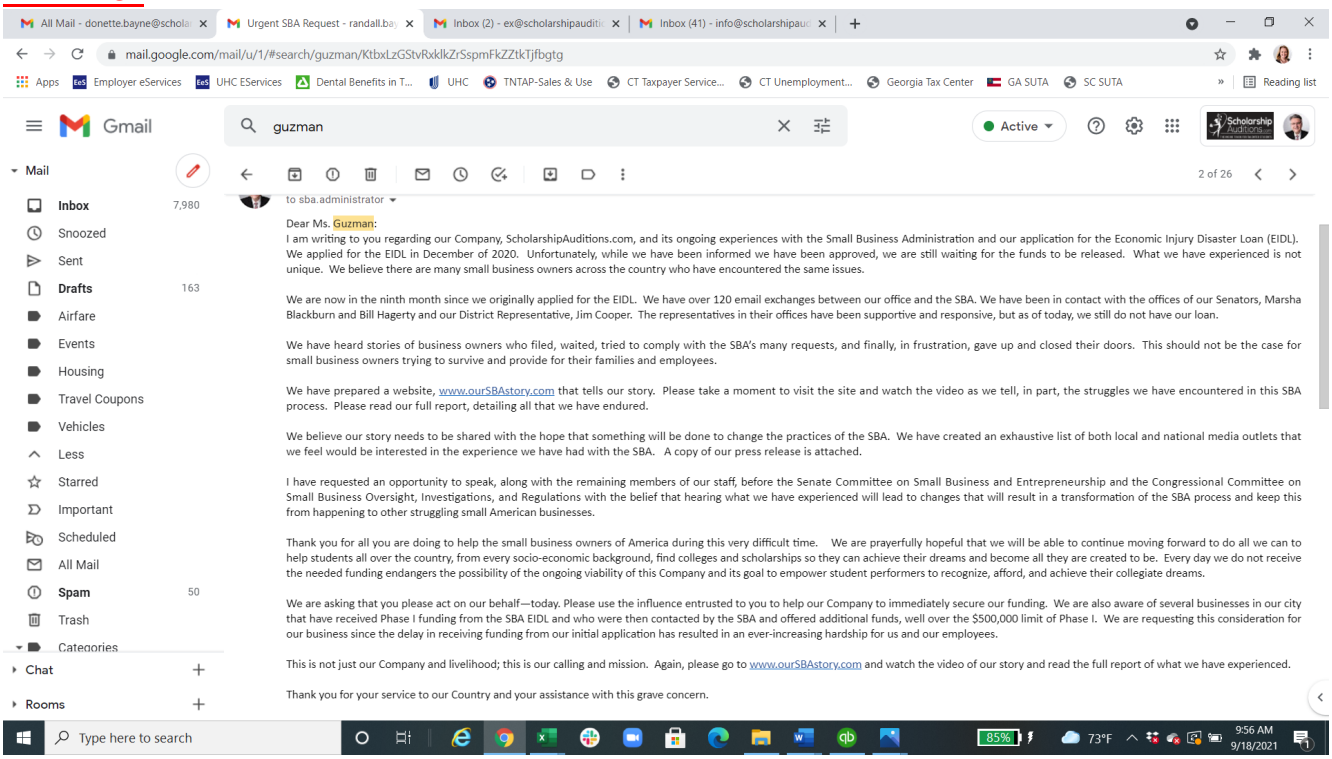
EMAIL 129



EMAIL 130



EMAIL 131



All Mail - donette.bayne@schola | Urgent SBA Request - randall.ba | Inbox (2) - ex@scholarshipaudit | Inbox (41) - info@scholarshipauc

mail.google.com/mail/u/1/#search/guzman/KtbxLzGStvRxklkZrSspmFkZZtkTjfbgtg

Apps | Employer eServices | UHC EServices | Dental Benefits in T... | UHC | TNTAP-Sales & Use | CT Taxpayer Service... | CT Unemployment... | Georgia Tax Center | GA SUTA | SC SUTA | Reading list

Gmail

guzman

Active

Mail

Inbox 7,980
Snoozed
Sent
Drafts 163
Airfare
Events
Housing
Travel Coupons
Vehicles
Less
Starred
Important
Scheduled
All Mail
Spam 50
Trash
Categories

Chat

Rooms

2 of 26

to sba.administrator

Dear Ms. Guzman:
I am writing to you regarding our Company, ScholarshipAuditions.com, and its ongoing experiences with the Small Business Administration and our application for the Economic Injury Disaster Loan (EIDL). We applied for the EIDL in December of 2020. Unfortunately, while we have been informed we have been approved, we are still waiting for the funds to be released. What we have experienced is not unique. We believe there are many small business owners across the country who have encountered the same issues.

We are now in the ninth month since we originally applied for the EIDL. We have over 120 email exchanges between our office and the SBA. We have been in contact with the offices of our Senators, Marsha Blackburn and Bill Hagerty and our District Representative, Jim Cooper. The representatives in their offices have been supportive and responsive, but as of today, we still do not have our loan.

We have heard stories of business owners who filed, waited, tried to comply with the SBA's many requests, and finally, in frustration, gave up and closed their doors. This should not be the case for small business owners trying to survive and provide for their families and employees.

We have prepared a website, www.ourSBAstory.com that tells our story. Please take a moment to visit the site and watch the video as we tell, in part, the struggles we have encountered in this SBA process. Please read our full report, detailing all that we have endured.

We believe our story needs to be shared with the hope that something will be done to change the practices of the SBA. We have created an exhaustive list of both local and national media outlets that we feel would be interested in the experience we have had with the SBA. A copy of our press release is attached.

I have requested an opportunity to speak, along with the remaining members of our staff, before the Senate Committee on Small Business and Entrepreneurship and the Congressional Committee on Small Business Oversight, Investigations, and Regulations with the belief that hearing what we have experienced will lead to changes that will result in a transformation of the SBA process and keep this from happening to other struggling small American businesses.

Thank you for all you are doing to help the small business owners of America during this very difficult time. We are prayerfully hopeful that we will be able to continue moving forward to do all we can to help students all over the country, from every socio-economic background, find colleges and scholarships so they can achieve their dreams and become all they are created to be. Every day we do not receive the needed funding endangers the possibility of the ongoing viability of this Company and its goal to empower student performers to recognize, afford, and achieve their collegiate dreams.

We are asking that you please act on our behalf—today. Please use the influence entrusted to you to help our Company to immediately secure our funding. We are also aware of several businesses in our city that have received Phase I funding from the SBA EIDL and who were then contacted by the SBA and offered additional funds, well over the $500,000 limit of Phase I. We are requesting this consideration for our business since the delay in receiving funding from our initial application has resulted in an ever-increasing hardship for us and our employees.

This is not just our Company and livelihood; this is our calling and mission. Again, please go to www.ourSBAstory.com and watch the video of our story and read the full report of what we have experienced.

Thank you for your service to our Country and your assistance with this grave concern.

Type here to search

85% 73°F 9:56 AM 9/18/2021

EMAIL 132

FOR IMMEDIATE RELEASE

CONTACT: Dr. Randall A. Bayne
ScholarshipAuditions.com, Inc.
PHONE: 615.393.6116
EMAIL:
Randall.Bayne@scholarshipauditions.com

IS THE SBA PROFILING ECONOMIC INJURY DISASTER LOAN APPLICANTS BY ZIP CODE?

ScholarshipAuditions.com is located in Nashville, Tennessee, in a 70.5 "At Risk" Distress Score Zip Code (37207) with a 67.4% African American and 8.4% Hispanic population. Having applied nine months ago for the Economic Injury Disaster Loan (EIDL), the Company has yet to receive its funding. Other companies in more affluent zip codes have quickly received funding from the United States Small Business Administration (SBA) and have been offered additional amounts by the SBA above the original loan limit. ScholarshipAuditions.com has documented its struggle with recurring roadblocks and inconsistencies encountered in the SBA process in its attempts to receive the desperately needed funding.

NASHVILLE, TN, September 2, 2021 – ScholarshipAuditions.com is an online collegiate matching service and application, audition, and scholarship procurement coaching site for high school performing fine arts students. The Company is an early-stage entrepreneurial company, deriving its revenue from student subscriptions. The chaos and disruption created by the COVID-19 pandemic throughout public and private schools, along with the canceling of student music festivals and camps, caused a sharp decline in student subscriptions and paused the Company's economic progress.

The COVID-19 pandemic has been a devastating experience for many small businesses across America. Those same businesses are now in the throes of another devastating experience as they encounter the shrouded bureaucracy of the SBA. ScholarshipAuditions.com would like to share their SBA story at www.ourSBAstory.com. Their continuing saga with the SBA is not an isolated experience; others have had the same struggles.

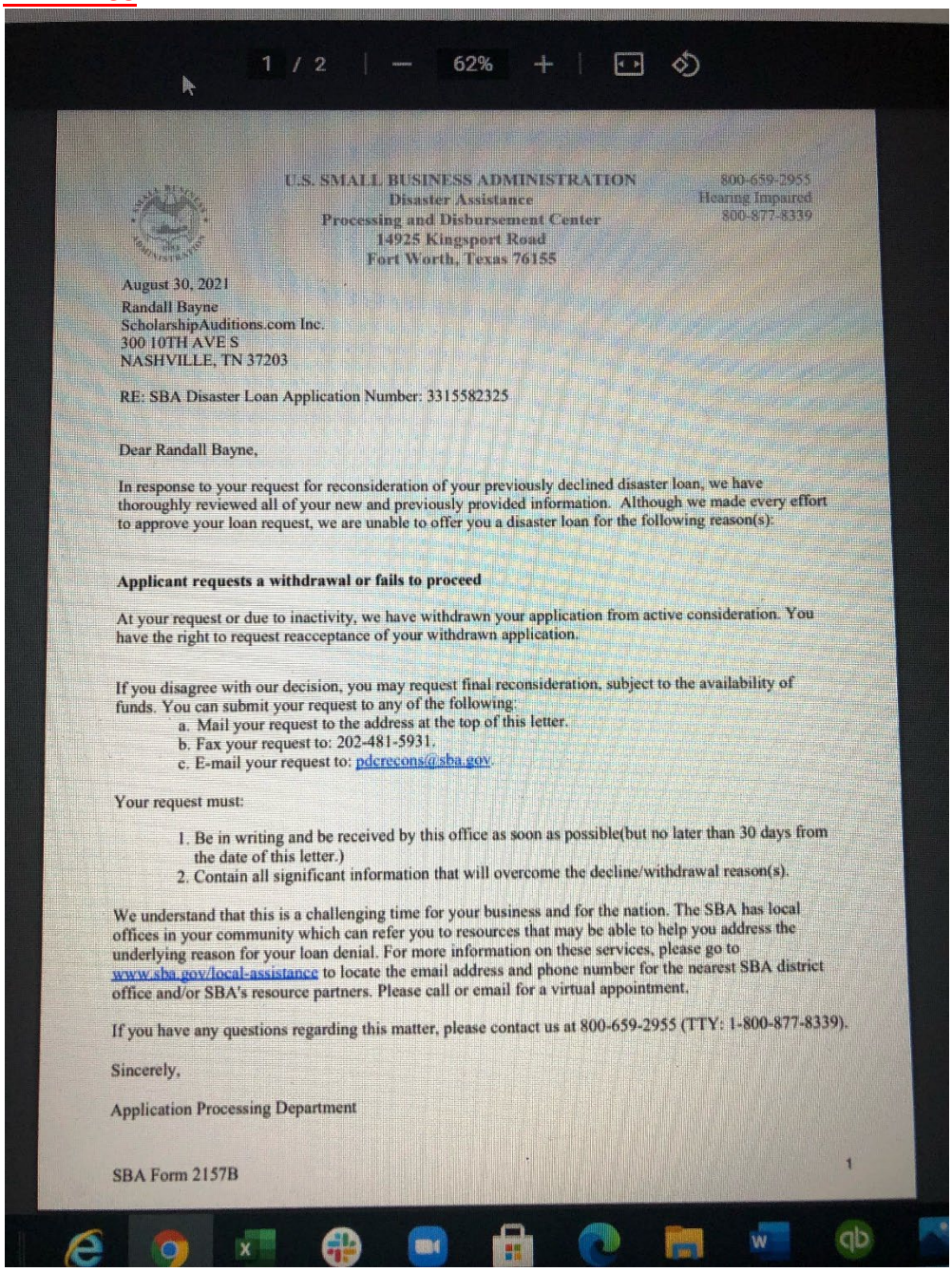
Nine months after applying, ScholarshipAuditions.com has still not received its EIDL funding. The delays and barriers endured by ScholarshipAuditions.com clearly bring into question whether zip code influences the decisions and actions of the SBA. If this is true, it makes clear the SBA process must change for the good of small businesses and the American economy.

2021 ScholarshipAuditions.com, Inc. is the national premier online service for providing high school performing arts students with tools, information, and resources to maximize collegiate potential.

#######

If you would like more information, please email Dr. Randall Bayne at Randall.bayne@scholarshipauditions.com or call him at 615.393.6116.

EMAIL 133



1 / 2 — 62% +

U.S. SMALL BUSINESS ADMINISTRATION
Disaster Assistance
Processing and Disbursement Center
14925 Kingsport Road
Fort Worth, Texas 76155

800-659-2955
Hearing Impaired
800-877-8339

August 30, 2021

Randall Bayne
ScholarshipAuditions.com Inc.
300 10TH AVE S
NASHVILLE, TN 37203

RE: SBA Disaster Loan Application Number: 3315582325

Dear Randall Bayne,

In response to your request for reconsideration of your previously declined disaster loan, we have thoroughly reviewed all of your new and previously provided information. Although we made every effort to approve your loan request, we are unable to offer you a disaster loan for the following reason(s):

Applicant requests a withdrawal or fails to proceed

At your request or due to inactivity, we have withdrawn your application from active consideration. You have the right to request reacceptance of your withdrawn application.

If you disagree with our decision, you may request final reconsideration, subject to the availability of funds. You can submit your request to any of the following:

a. Mail your request to the address at the top of this letter.
b. Fax your request to: 202-481-5931.
c. E-mail your request to: pdcrecons@sba.gov.

Your request must:

1. Be in writing and be received by this office as soon as possible(but no later than 30 days from the date of this letter.)
2. Contain all significant information that will overcome the decline/withdrawal reason(s).

We understand that this is a challenging time for your business and for the nation. The SBA has local offices in your community which can refer you to resources that may be able to help you address the underlying reason for your loan denial. For more information on these services, please go to www.sba.gov/local-assistance to locate the email address and phone number for the nearest SBA district office and/or SBA's resource partners. Please call or email for a virtual appointment.

If you have any questions regarding this matter, please contact us at 800-659-2955 (TTY: 1-800-877-8339).

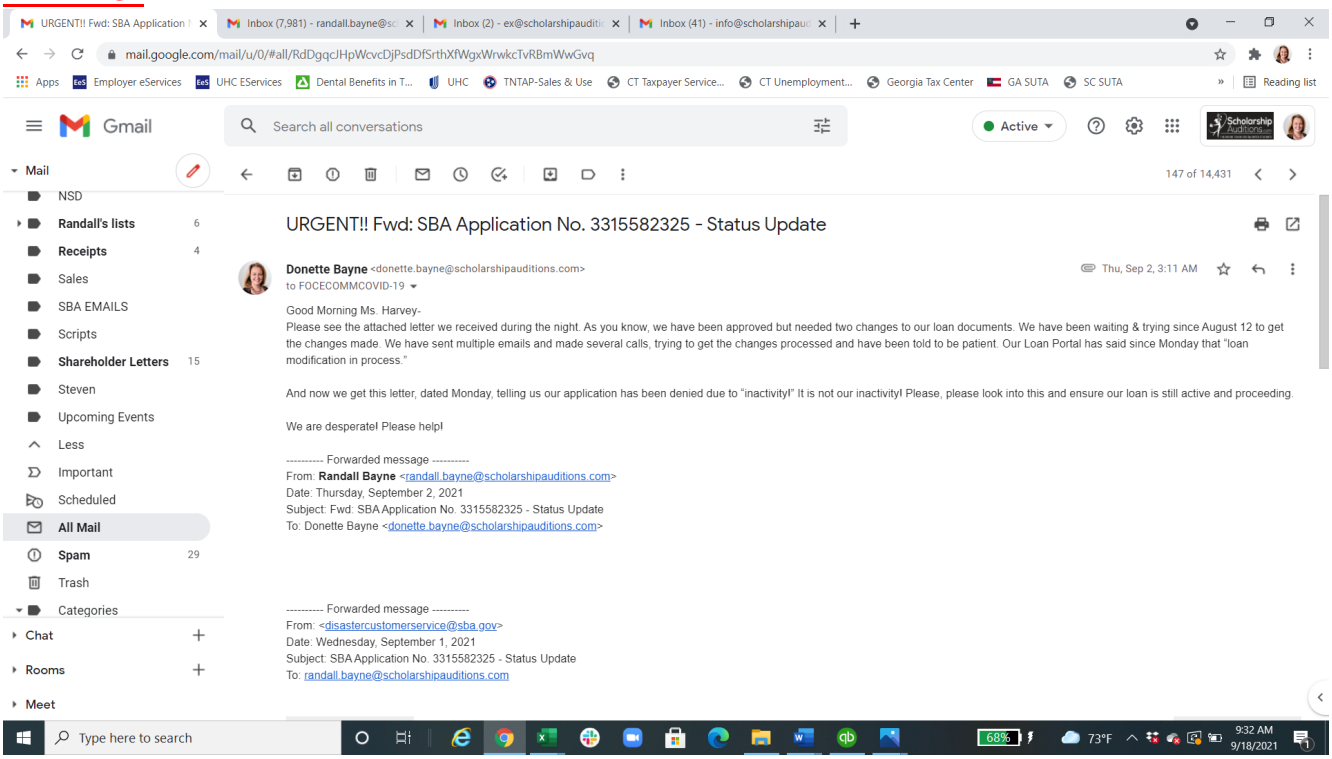
Sincerely,

Application Processing Department

SBA Form 2157B

1

EMAIL 134



URGENT!! Fwd: SBA Application No. 3315582325 - Status Update

Donette Bayne <donette.bayne@scholarshipauditions.com>
to FOCECOMMCOVID-19 — Thu, Sep 2, 3:11 AM

Good Morning Ms. Harvey-
Please see the attached letter we received during the night. As you know, we have been approved but needed two changes to our loan documents. We have been waiting & trying since August 12 to get the changes made. We have sent multiple emails and made several calls, trying to get the changes processed and have been told to be patient. Our Loan Portal has said since Monday that "loan modification in process."

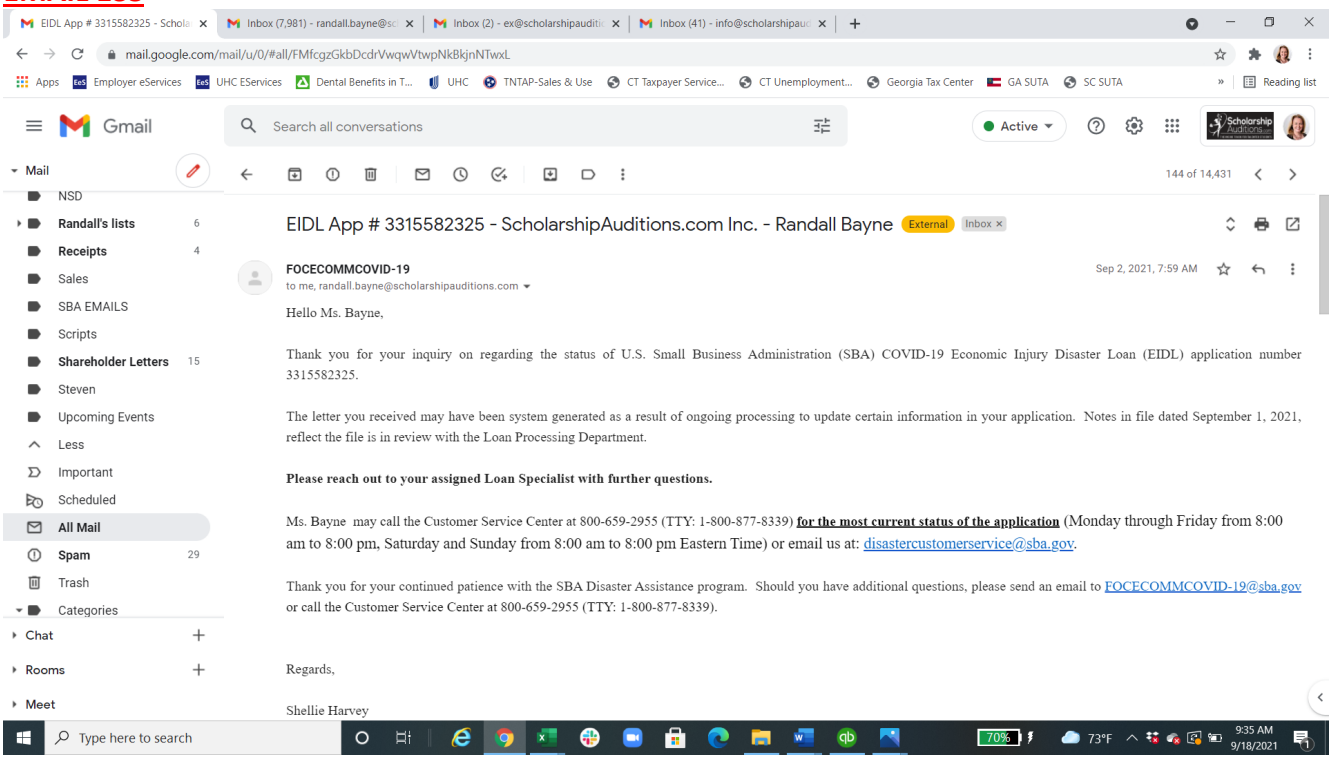
And now we get this letter, dated Monday, telling us our application has been denied due to "inactivity!" It is not our inactivity! Please, please look into this and ensure our loan is still active and proceeding.

We are desperate! Please help!

---------- Forwarded message ---------
From: **Randall Bayne** <randall.bayne@scholarshipauditions.com>
Date: Thursday, September 2, 2021
Subject: Fwd: SBA Application No. 3315582325 - Status Update
To: Donette Bayne <donette.bayne@scholarshipauditions.com>

---------- Forwarded message ---------
From: <disastercustomerservice@sba.gov>
Date: Wednesday, September 1, 2021
Subject: SBA Application No. 3315582325 - Status Update
To: randall.bayne@scholarshipauditions.com

EMAIL 135



EIDL App # 3315582325 - ScholarshipAuditions.com Inc. - Randall Bayne

FOCECOMMCOVID-19
to me, randall.bayne@scholarshipauditions.com — Sep 2, 2021, 7:59 AM

Hello Ms. Bayne,

Thank you for your inquiry on regarding the status of U.S. Small Business Administration (SBA) COVID-19 Economic Injury Disaster Loan (EIDL) application number 3315582325.

The letter you received may have been system generated as a result of ongoing processing to update certain information in your application. Notes in file dated September 1, 2021, reflect the file is in review with the Loan Processing Department.

Please reach out to your assigned Loan Specialist with further questions.

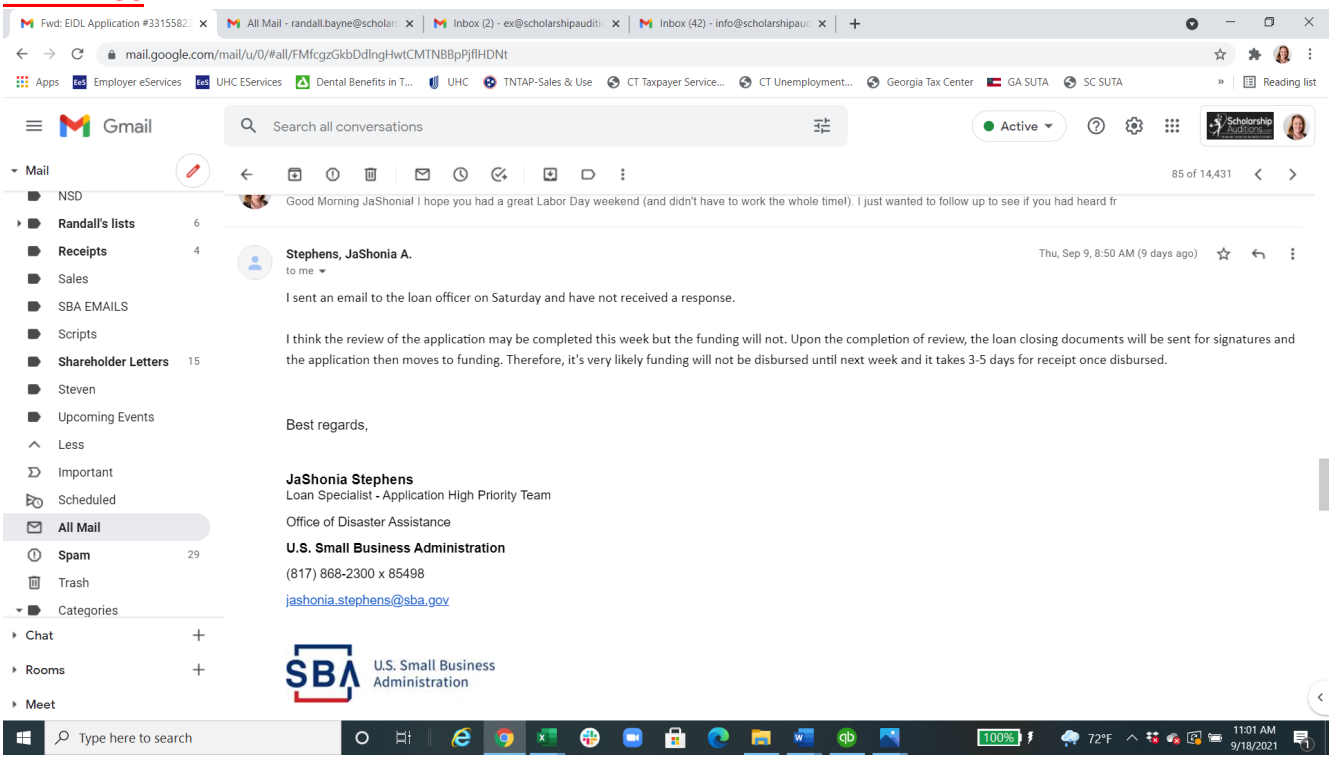
Ms. Bayne may call the Customer Service Center at 800-659-2955 (TTY: 1-800-877-8339) **for the most current status of the application** (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.

Thank you for your continued patience with the SBA Disaster Assistance program. Should you have additional questions, please send an email to FOCECOMMCOVID-19@sba.gov or call the Customer Service Center at 800-659-2955 (TTY: 1-800-877-8339).

Regards,

Shellie Harvey

EMAIL 136



Fwd: EIDL Application #3315582 | All Mail - randall.bayne@scholar | Inbox (2) - ex@scholarshipaudition | Inbox (42) - info@scholarshipauc

mail.google.com/mail/u/0/#all/FMfcgzGkbDdlngHwtCMTNBBpPjflHDNt

Apps | Employer eServices | UHC EServices | Dental Benefits in T... | UHC | TNTAP-Sales & Use | CT Taxpayer Service... | CT Unemployment... | Georgia Tax Center | GA SUTA | SC SUTA | Reading list

Gmail | Search all conversations | Active

Mail

NSD
Randall's lists 6
Receipts 4
Sales
SBA EMAILS
Scripts
Shareholder Letters 15
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 29
Trash
Categories
Chat
Rooms
Meet

85 of 14,431

Good Morning JaShonia! I hope you had a great Labor Day weekend (and didn't have to work the whole time!). I just wanted to follow up to see if you had heard fr

Stephens, JaShonia A.
to me

Thu, Sep 9, 8:50 AM (9 days ago)

I sent an email to the loan officer on Saturday and have not received a response.

I think the review of the application may be completed this week but the funding will not. Upon the completion of review, the loan closing documents will be sent for signatures and the application then moves to funding. Therefore, it's very likely funding will not be disbursed until next week and it takes 3-5 days for receipt once disbursed.

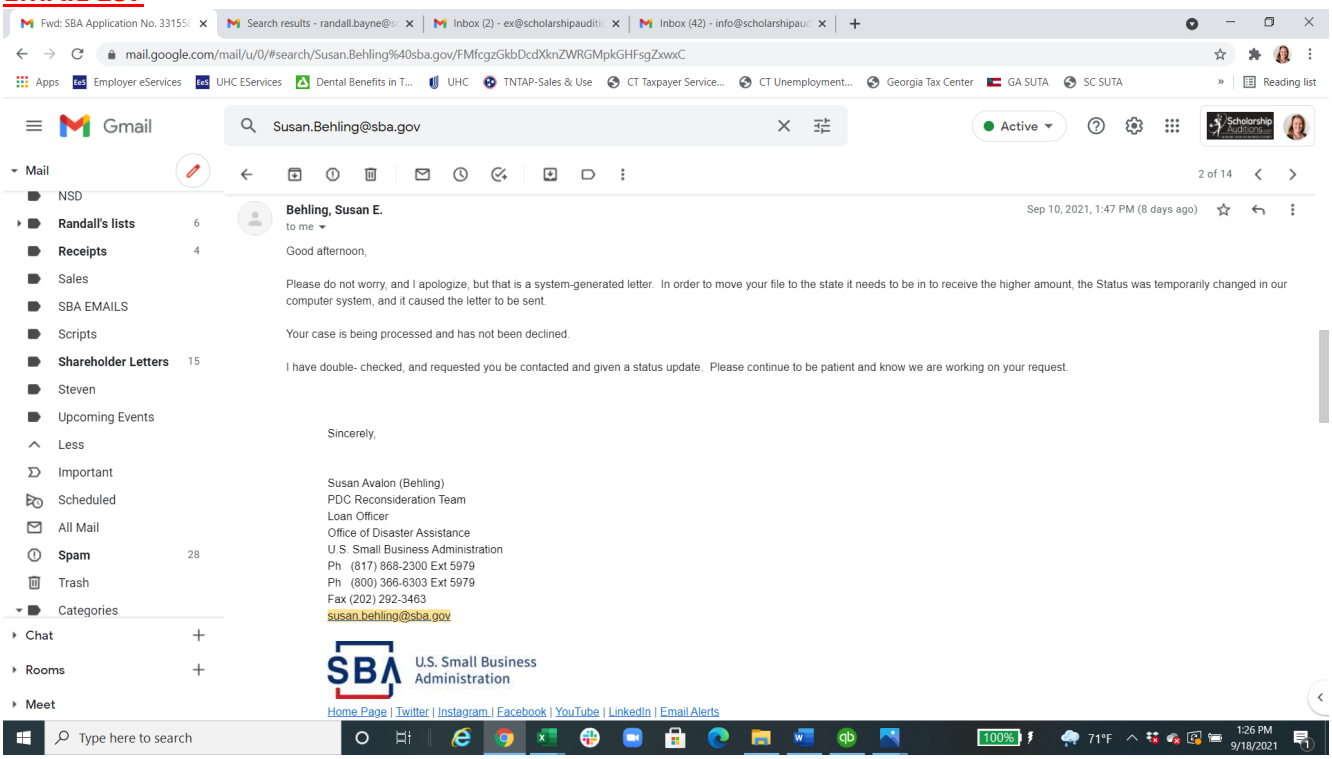
Best regards,

JaShonia Stephens
Loan Specialist - Application High Priority Team
Office of Disaster Assistance
U.S. Small Business Administration
(817) 868-2300 x 85498
jashonia.stephens@sba.gov

SBA U.S. Small Business Administration

Type here to search | 100% | 72°F | 11:01 AM 9/18/2021

EMAIL 137



Fwd: SBA Application No. 33155 | Search results - randall.bayne@s | Inbox (2) - ex@scholarshipaudition | Inbox (42) - info@scholarshipauc

mail.google.com/mail/u/0/#search/Susan.Behling%40sba.gov/FMfcgzGkbDcdXknZWRGMpkGHFsgZxwxC

Apps | Employer eServices | UHC EServices | Dental Benefits in T... | UHC | TNTAP-Sales & Use | CT Taxpayer Service... | CT Unemployment... | Georgia Tax Center | GA SUTA | SC SUTA | Reading list

Gmail | Susan.Behling@sba.gov | Active

Mail

NSD
Randall's lists 6
Receipts 4
Sales
SBA EMAILS
Scripts
Shareholder Letters 15
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 28
Trash
Categories
Chat
Rooms
Meet

2 of 14

Behling, Susan E.
to me

Sep 10, 2021, 1:47 PM (8 days ago)

Good afternoon,

Please do not worry, and I apologize, but that is a system-generated letter. In order to move your file to the state it needs to be in to receive the higher amount, the Status was temporarily changed in our computer system, and it caused the letter to be sent.

Your case is being processed and has not been declined.

I have double- checked, and requested you be contacted and given a status update. Please continue to be patient and know we are working on your request.

Sincerely,

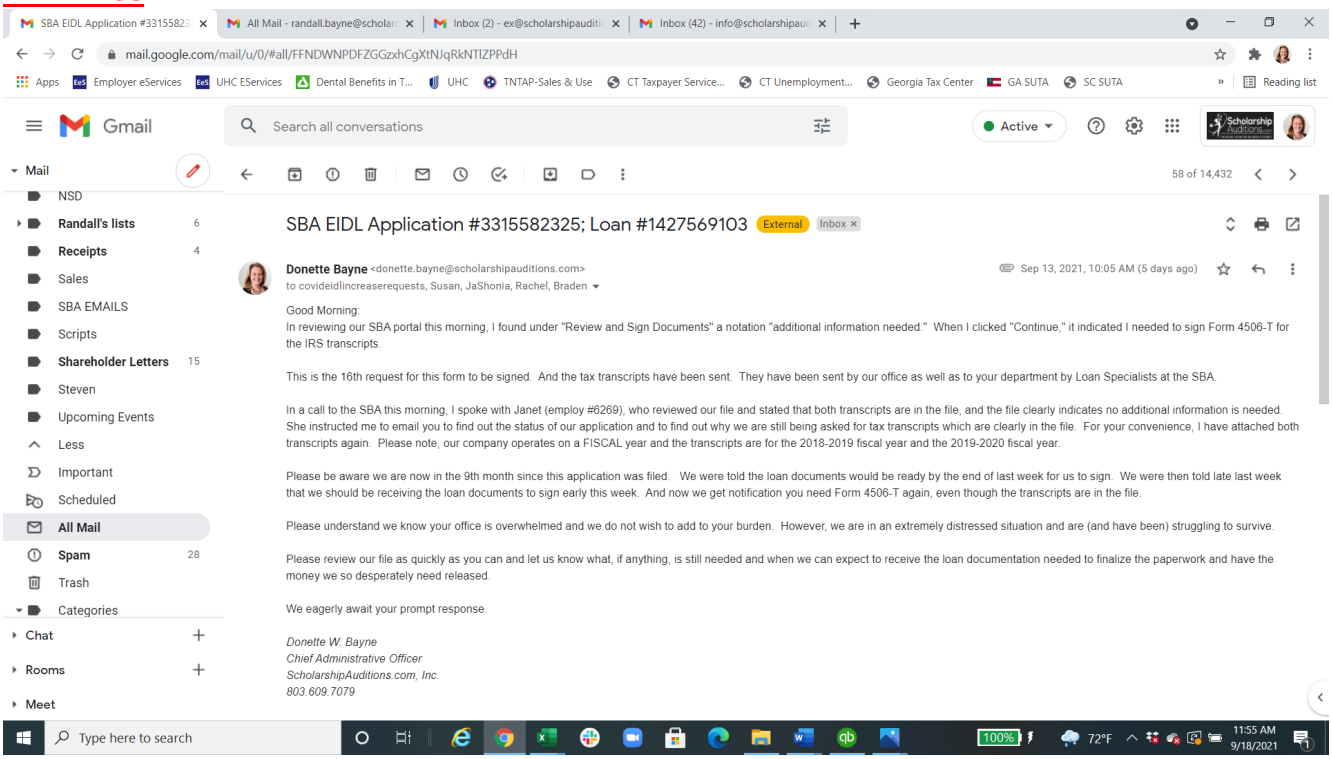
Susan Avalon (Behling)
PDC Reconsideration Team
Loan Officer
Office of Disaster Assistance
U.S. Small Business Administration
Ph (817) 868-2300 Ext 5979
Ph (800) 366-6303 Ext 5979
Fax (202) 292-3463
susan.behling@sba.gov

SBA U.S. Small Business Administration

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EMAIL 138



SBA EIDL Application #3315582325; Loan #1427569103 External Inbox ×

Donette Bayne <donette.bayne@scholarshipauditions.com>
to covideidlincreaserequests, Susan, JaShonia, Rachel, Braden

Sep 13, 2021, 10:05 AM (5 days ago)

Good Morning:
In reviewing our SBA portal this morning, I found under "Review and Sign Documents" a notation "additional information needed." When I clicked "Continue," it indicated I needed to sign Form 4506-T for the IRS transcripts.

This is the 16th request for this form to be signed. And the tax transcripts have been sent. They have been sent by our office as well as to your department by Loan Specialists at the SBA.

In a call to the SBA this morning, I spoke with Janet (employ #6269), who reviewed our file and stated that both transcripts are in the file, and the file clearly indicates no additional information is needed. She instructed me to email you to find out the status of our application and to find out why we are still being asked for tax transcripts which are clearly in the file. For your convenience, I have attached both transcripts again. Please note, our company operates on a FISCAL year and the transcripts are for the 2018-2019 fiscal year and the 2019-2020 fiscal year.

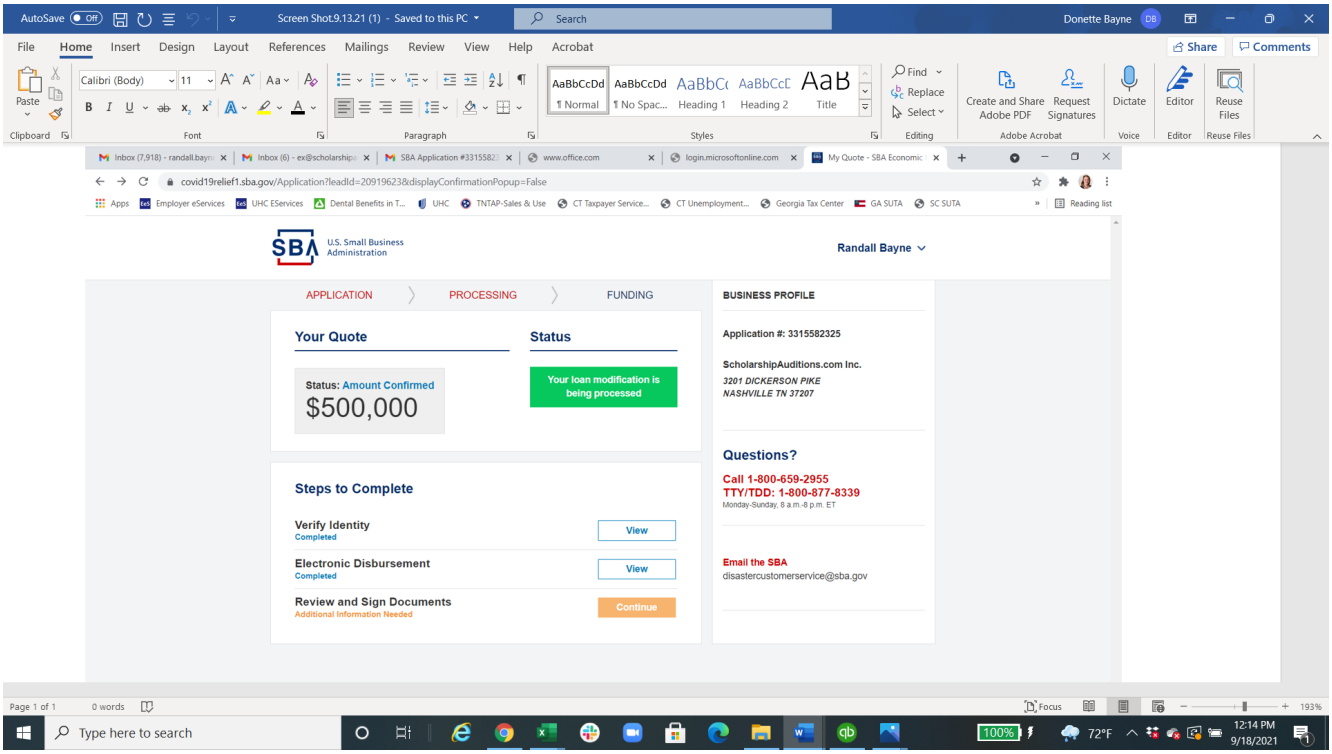
Please be aware we are now in the 9th month since this application was filed. We were told the loan documents would be ready by the end of last week for us to sign. We were then told late last week that we should be receiving the loan documents to sign early this week. And now we get notification you need Form 4506-T again, even though the transcripts are in the file.

Please understand we know your office is overwhelmed and we do not wish to add to your burden. However, we are in an extremely distressed situation and are (and have been) struggling to survive.

Please review our file as quickly as you can and let us know what, if anything, is still needed and when we can expect to receive the loan documentation needed to finalize the paperwork and have the money we so desperately need released.

We eagerly await your prompt response.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079



SBA U.S. Small Business Administration — Randall Bayne

APPLICATION › PROCESSING › FUNDING

Your Quote
Status: Amount Confirmed
$500,000

Status
Your loan modification is being processed

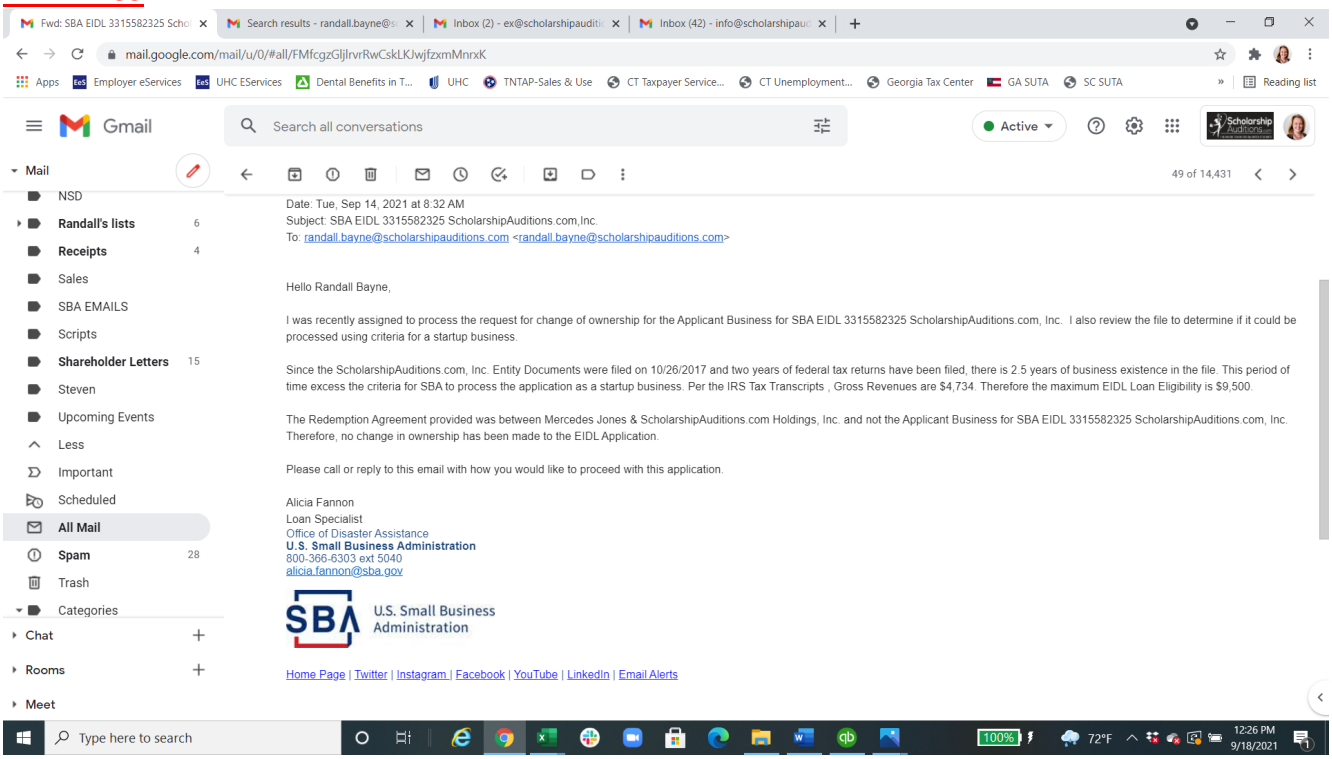
Steps to Complete
Verify Identity — Completed — View
Electronic Disbursement — Completed — View
Review and Sign Documents — Additional Information Needed — Continue

BUSINESS PROFILE
Application #: 3315582325
ScholarshipAuditions.com Inc.
3201 DICKERSON PIKE
NASHVILLE TN 37207

Questions?
Call 1-800-659-2955
TTY/TDD: 1-800-877-8339
Monday-Sunday, 8 a.m.-9 p.m. ET

Email the SBA
disastercustomerservice@sba.gov

EMAIL 139



Fwd: SBA EIDL 3315582325 Scho | Search results - randall.bayne@s | Inbox (2) - ex@scholarshipaudi | Inbox (42) - info@scholarshipauc

mail.google.com/mail/u/0/#all/FMfcgzGljlrvrRwCskLKJwjfzxmMnrxK

Apps | Employer eServices | UHC EServices | Dental Benefits in T... | UHC | TNTAP-Sales & Use | CT Taxpayer Service... | CT Unemployment... | Georgia Tax Center | GA SUTA | SC SUTA | Reading list

Gmail | Search all conversations | Active

Mail

- NSD
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- Steven
- Upcoming Events
- Less
- Important
- Scheduled
- All Mail
- Spam 28
- Trash
- Categories

Chat | Rooms | Meet

49 of 14,431

Date: Tue, Sep 14, 2021 at 8:32 AM
Subject: SBA EIDL 3315582325 ScholarshipAuditions.com,Inc.
To: randall.bayne@scholarshipauditions.com <randall.bayne@scholarshipauditions.com>

Hello Randall Bayne,

I was recently assigned to process the request for change of ownership for the Applicant Business for SBA EIDL 3315582325 ScholarshipAuditions.com, Inc. I also review the file to determine if it could be processed using criteria for a startup business.

Since the ScholarshipAuditions.com, Inc. Entity Documents were filed on 10/26/2017 and two years of federal tax returns have been filed, there is 2.5 years of business existence in the file. This period of time excess the criteria for SBA to process the application as a startup business. Per the IRS Tax Transcripts , Gross Revenues are $4,734. Therefore the maximum EIDL Loan Eligibility is $9,500.

The Redemption Agreement provided was between Mercedes Jones & ScholarshipAuditions.com Holdings, Inc. and not the Applicant Business for SBA EIDL 3315582325 ScholarshipAuditions.com, Inc. Therefore, no change in ownership has been made to the EIDL Application.

Please call or reply to this email with how you would like to proceed with this application.

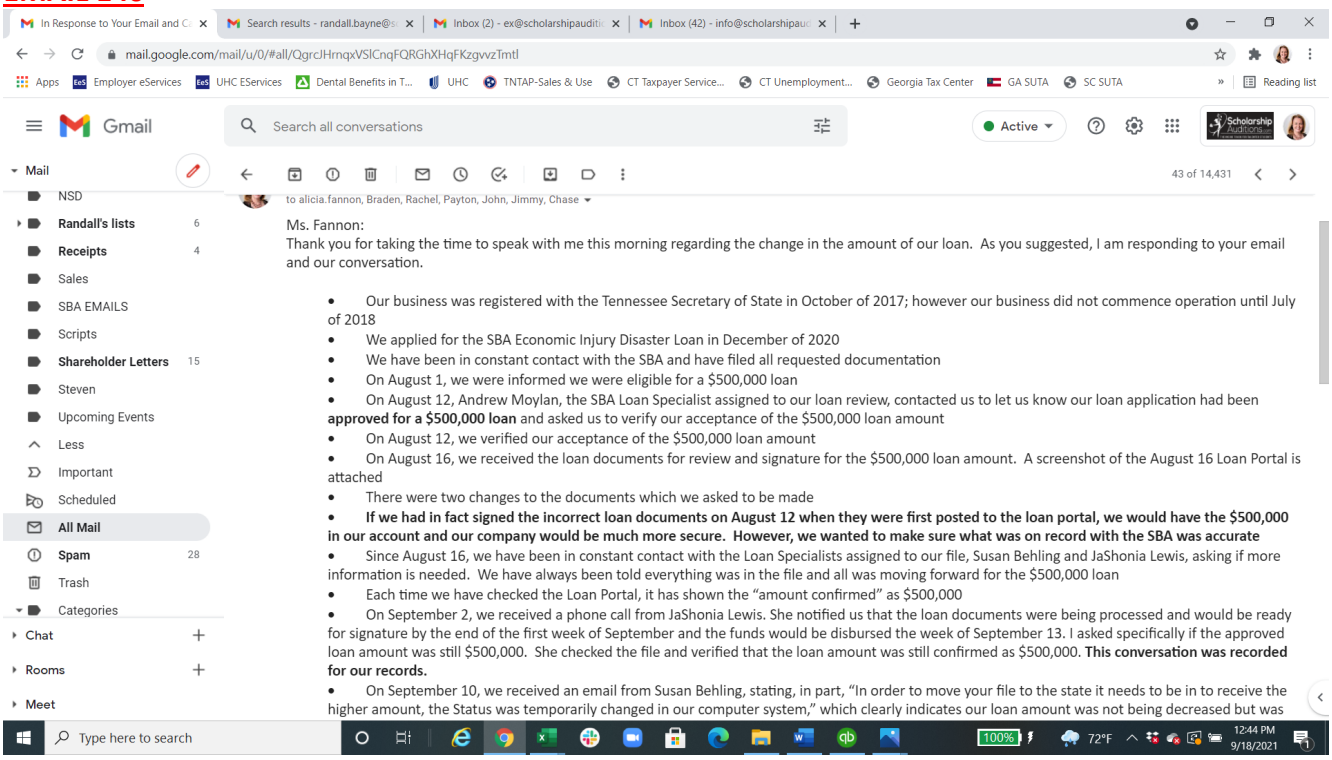
Alicia Fannon
Loan Specialist
Office of Disaster Assistance
U.S. Small Business Administration
800-366-6303 ext 5040
alicia.fannon@sba.gov

SBA U.S. Small Business Administration

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In Response to Your Email and C | Search results - randall.bayne@s | Inbox (2) - ex@scholarshipaudi | Inbox (42) - info@scholarshipauc

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Apps | Employer eServices | UHC EServices | Dental Benefits in T... | UHC | TNTAP-Sales & Use | CT Taxpayer Service... | CT Unemployment... | Georgia Tax Center | GA SUTA | SC SUTA | Reading list

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- NSD
- Randall's lists 6
- Receipts 4
- Sales
- SBA EMAILS
- Scripts
- Shareholder Letters 15
- Steven
- Upcoming Events
- Less
- Important
- Scheduled
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- Spam 28
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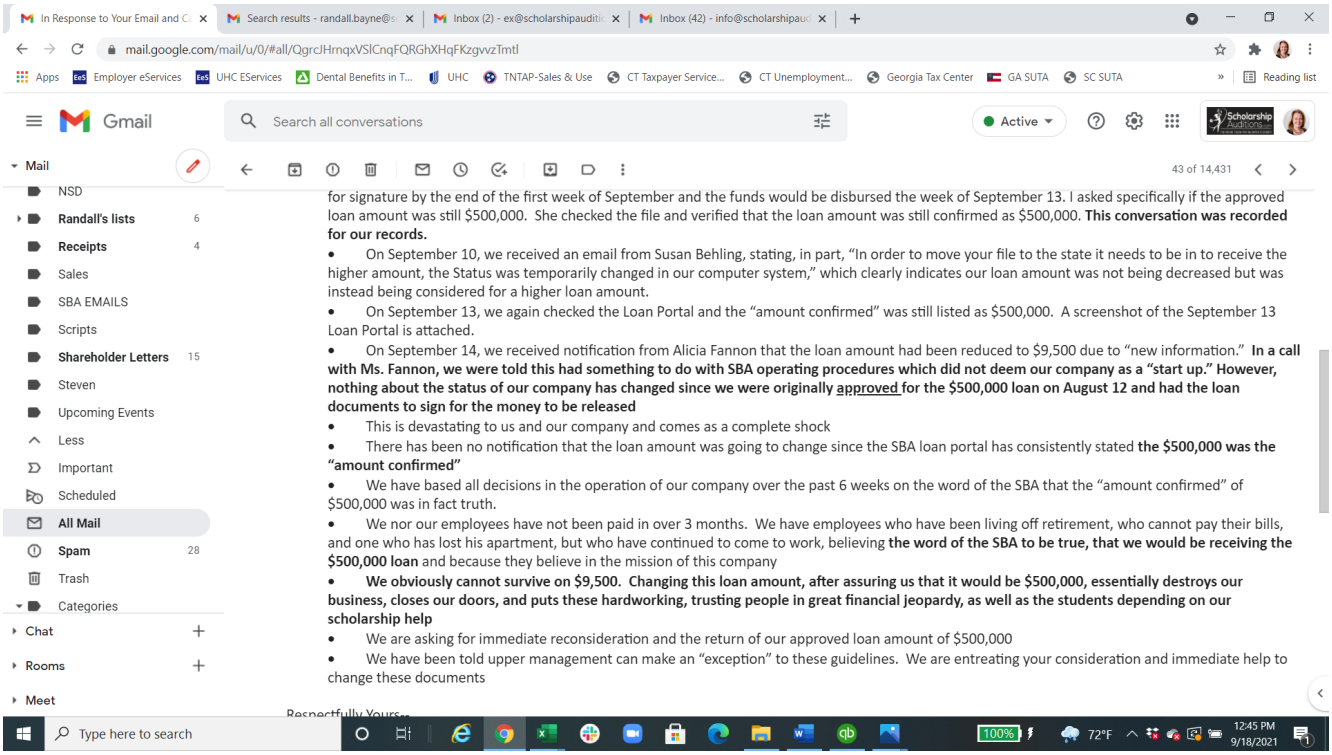
43 of 14,431

to alicia.fannon, Braden, Rachel, Payton, John, Jimmy, Chase

Ms. Fannon:
Thank you for taking the time to speak with me this morning regarding the change in the amount of our loan. As you suggested, I am responding to your email and our conversation.

- Our business was registered with the Tennessee Secretary of State in October of 2017; however our business did not commence operation until July of 2018
- We applied for the SBA Economic Injury Disaster Loan in December of 2020
- We have been in constant contact with the SBA and have filed all requested documentation
- On August 1, we were informed we were eligible for a $500,000 loan
- On August 12, Andrew Moylan, the SBA Loan Specialist assigned to our loan review, contacted us to let us know our loan application had been **approved for a $500,000 loan** and asked us to verify our acceptance of the $500,000 loan amount
- On August 12, we verified our acceptance of the $500,000 loan amount
- On August 16, we received the loan documents for review and signature for the $500,000 loan amount. A screenshot of the August 16 Loan Portal is attached
- There were two changes to the documents which we asked to be made
- **If we had in fact signed the incorrect loan documents on August 12 when they were first posted to the loan portal, we would have the $500,000 in our account and our company would be much more secure. However, we wanted to make sure what was on record with the SBA was accurate**
- Since August 16, we have been in constant contact with the Loan Specialists assigned to our file, Susan Behling and JaShonia Lewis, asking if more information is needed. We have always been told everything was in the file and all was moving forward for the $500,000 loan
- Each time we have checked the Loan Portal, it has shown the "amount confirmed" as $500,000
- On September 2, we received a phone call from JaShonia Lewis. She notified us that the loan documents were being processed and would be ready for signature by the end of the first week of September and the funds would be disbursed the week of September 13. I asked specifically if the approved loan amount was still $500,000. She checked the file and verified that the loan amount was still confirmed as $500,000. **This conversation was recorded for our records.**
- On September 10, we received an email from Susan Behling, stating, in part, "In order to move your file to the state it needs to be in to receive the higher amount, the Status was temporarily changed in our computer system," which clearly indicates our loan amount was not being decreased but was

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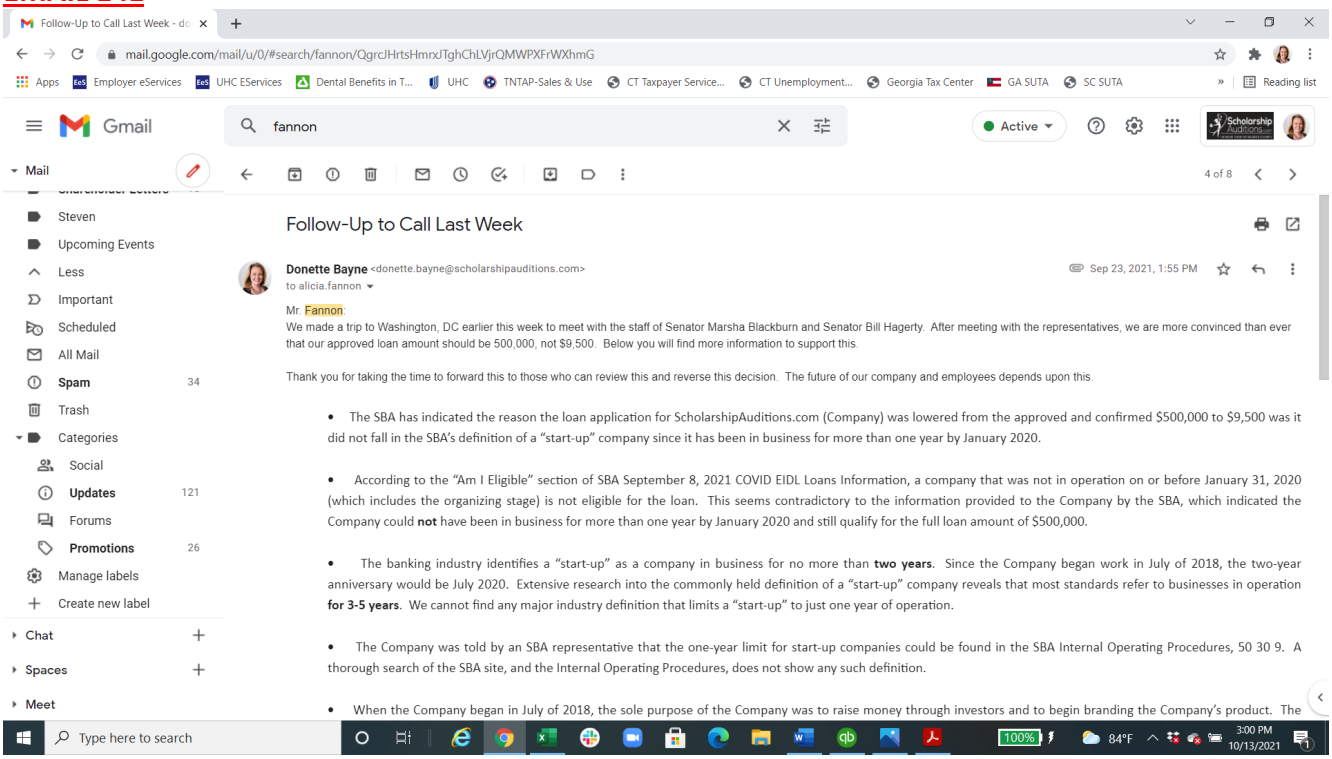


for signature by the end of the first week of September and the funds would be disbursed the week of September 13. I asked specifically if the approved loan amount was still $500,000. She checked the file and verified that the loan amount was still confirmed as $500,000. **This conversation was recorded for our records.**

- On September 10, we received an email from Susan Behling, stating, in part, "In order to move your file to the state it needs to be in to receive the higher amount, the Status was temporarily changed in our computer system," which clearly indicates our loan amount was not being decreased but was instead being considered for a higher loan amount.
- On September 13, we again checked the Loan Portal and the "amount confirmed" was still listed as $500,000. A screenshot of the September 13 Loan Portal is attached.
- On September 14, we received notification from Alicia Fannon that the loan amount had been reduced to $9,500 due to "new information." **In a call with Ms. Fannon, we were told this had something to do with SBA operating procedures which did not deem our company as a "start up." However, nothing about the status of our company has changed since we were originally approved for the $500,000 loan on August 12 and had the loan documents to sign for the money to be released**
- This is devastating to us and our company and comes as a complete shock
- There has been no notification that the loan amount was going to change since the SBA loan portal has consistently stated **the $500,000 was the "amount confirmed"**
- We have based all decisions in the operation of our company over the past 6 weeks on the word of the SBA that the "amount confirmed" of $500,000 was in fact truth.
- We nor our employees have not been paid in over 3 months. We have employees who have been living off retirement, who cannot pay their bills, and one who has lost his apartment, but who have continued to come to work, believing **the word of the SBA to be true, that we would be receiving the $500,000 loan** and because they believe in the mission of this company
- **We obviously cannot survive on $9,500. Changing this loan amount, after assuring us that it would be $500,000, essentially destroys our business, closes our doors, and puts these hardworking, trusting people in great financial jeopardy, as well as the students depending on our scholarship help**
- We are asking for immediate reconsideration and the return of our approved loan amount of $500,000
- We have been told upper management can make an "exception" to these guidelines. We are entreating your consideration and immediate help to change these documents

Respectfully Yours,

EMAIL 141



Follow-Up to Call Last Week

Donette Bayne <donette.bayne@scholarshipauditions.com> Sep 23, 2021, 1:55 PM
to alicia.fannon

Mr. Fannon:
We made a trip to Washington, DC earlier this week to meet with the staff of Senator Marsha Blackburn and Senator Bill Hagerty. After meeting with the representatives, we are more convinced than ever that our approved loan amount should be 500,000, not $9,500. Below you will find more information to support this.

Thank you for taking the time to forward this to those who can review this and reverse this decision. The future of our company and employees depends upon this.

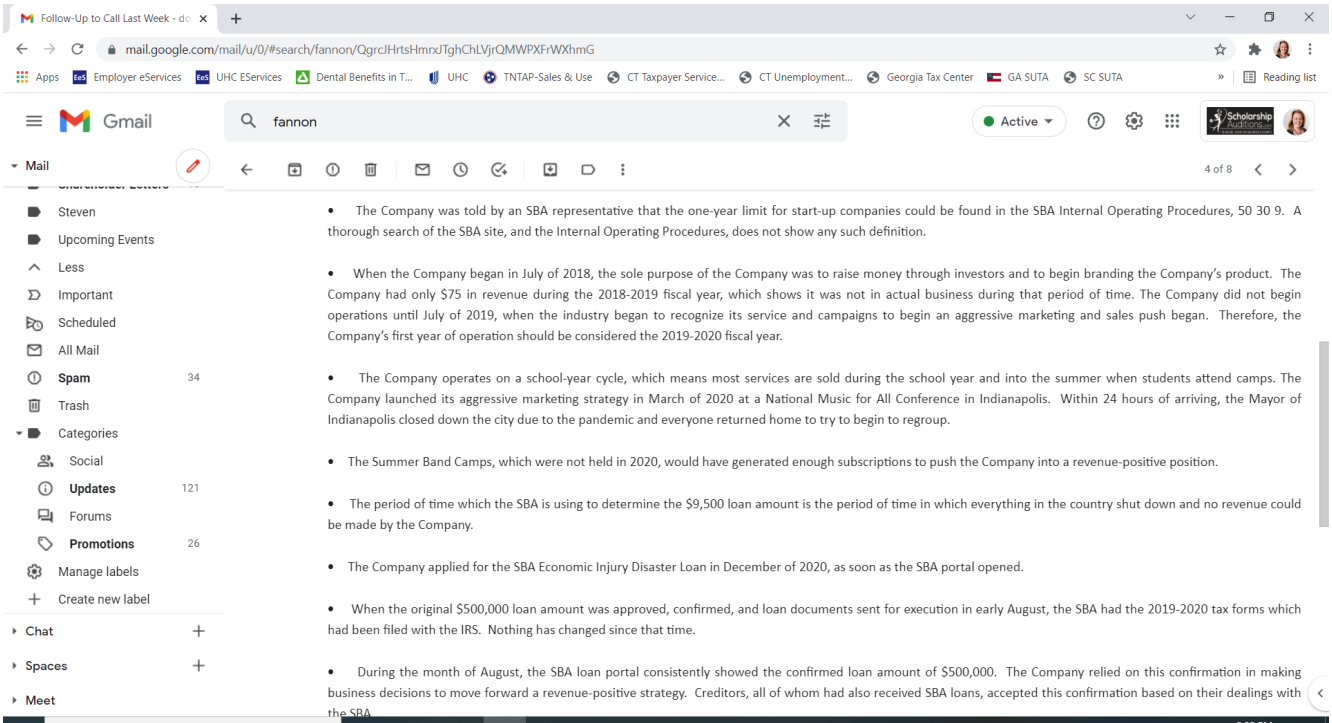
- The SBA has indicated the reason the loan application for ScholarshipAuditions.com (Company) was lowered from the approved and confirmed $500,000 to $9,500 was it did not fall in the SBA's definition of a "start-up" company since it has been in business for more than one year by January 2020.

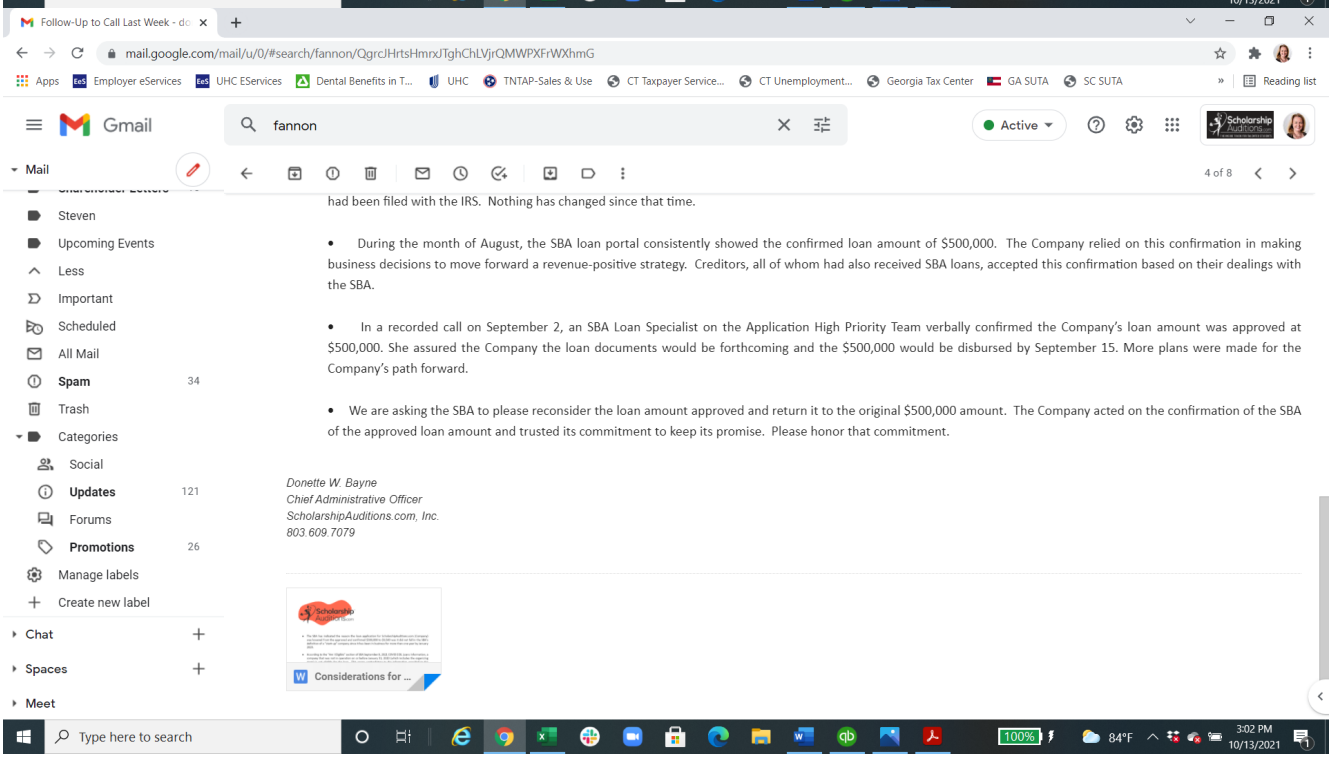
- According to the "Am I Eligible" section of SBA September 8, 2021 COVID EIDL Loans Information, a company that was not in operation on or before January 31, 2020 (which includes the organizing stage) is not eligible for the loan. This seems contradictory to the information provided to the Company by the SBA, which indicated the Company could **not** have been in business for more than one year by January 2020 and still qualify for the full loan amount of $500,000.

- The banking industry identifies a "start-up" as a company in business for no more than **two years**. Since the Company began work in July of 2018, the two-year anniversary would be July 2020. Extensive research into the commonly held definition of a "start-up" company reveals that most standards refer to businesses in operation **for 3-5 years**. We cannot find any major industry definition that limits a "start-up" to just one year of operation.

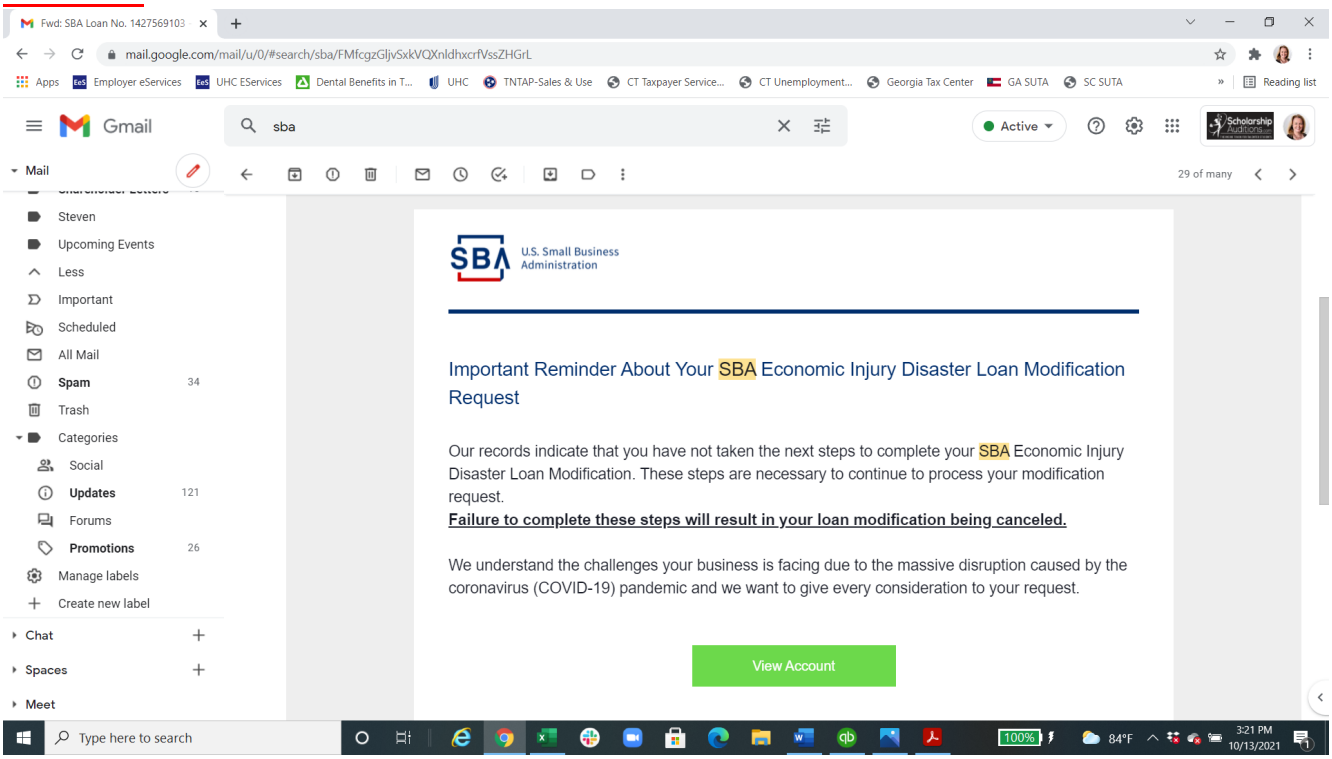
- The Company was told by an SBA representative that the one-year limit for start-up companies could be found in the SBA Internal Operating Procedures, 50 30 9. A thorough search of the SBA site, and the Internal Operating Procedures, does not show any such definition.

- When the Company began in July of 2018, the sole purpose of the Company was to raise money through investors and to begin branding the Company's product. The


Follow-Up to Call Last Week - dc
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Forums
Promotions 26
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• The Company was told by an SBA representative that the one-year limit for start-up companies could be found in the SBA Internal Operating Procedures, 50 30 9. A thorough search of the SBA site, and the Internal Operating Procedures, does not show any such definition.
• When the Company began in July of 2018, the sole purpose of the Company was to raise money through investors and to begin branding the Company's product. The Company had only $75 in revenue during the 2018-2019 fiscal year, which shows it was not in actual business during that period of time. The Company did not begin operations until July of 2019, when the industry began to recognize its service and campaigns to begin an aggressive marketing and sales push began. Therefore, the Company's first year of operation should be considered the 2019-2020 fiscal year.
• The Company operates on a school-year cycle, which means most services are sold during the school year and into the summer when students attend camps. The Company launched its aggressive marketing strategy in March of 2020 at a National Music for All Conference in Indianapolis. Within 24 hours of arriving, the Mayor of Indianapolis closed down the city due to the pandemic and everyone returned home to try to begin to regroup.
• The Summer Band Camps, which were not held in 2020, would have generated enough subscriptions to push the Company into a revenue-positive position.
• The period of time which the SBA is using to determine the $9,500 loan amount is the period of time in which everything in the country shut down and no revenue could be made by the Company.
• The Company applied for the SBA Economic Injury Disaster Loan in December of 2020, as soon as the SBA portal opened.
• When the original $500,000 loan amount was approved, confirmed, and loan documents sent for execution in early August, the SBA had the 2019-2020 tax forms which had been filed with the IRS. Nothing has changed since that time.
• During the month of August, the SBA loan portal consistently showed the confirmed loan amount of $500,000. The Company relied on this confirmation in making business decisions to move forward a revenue-positive strategy. Creditors, all of whom had also received SBA loans, accepted this confirmation based on their dealings with the SBA
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Follow-Up to Call Last Week - dc
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• In a recorded call on September 2, an SBA Loan Specialist on the Application High Priority Team verbally confirmed the Company's loan amount was approved at $500,000. She assured the Company the loan documents would be forthcoming and the $500,000 would be disbursed by September 15. More plans were made for the Company's path forward.
• We are asking the SBA to please reconsider the loan amount approved and return it to the original $500,000 amount. The Company acted on the confirmation of the SBA of the approved loan amount and trusted its commitment to keep its promise. Please honor that commitment.
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
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Fwd: SBA Loan No. 1427569103

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Promotions 26
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U.S. Small Business Administration

Important Reminder About Your SBA Economic Injury Disaster Loan Modification Request

Our records indicate that you have not taken the next steps to complete your SBA Economic Injury Disaster Loan Modification. These steps are necessary to continue to process your modification request.
Failure to complete these steps will result in your loan modification being canceled.

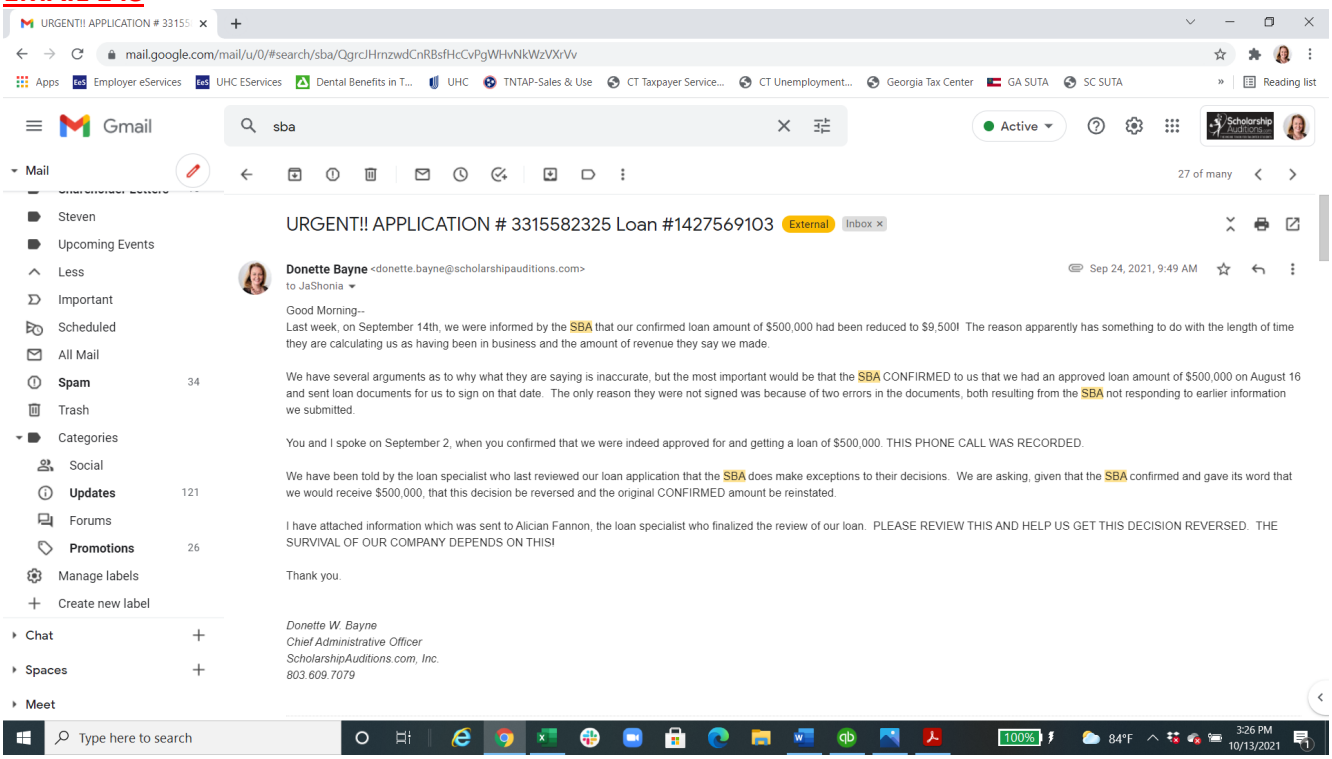
We understand the challenges your business is facing due to the massive disruption caused by the coronavirus (COVID-19) pandemic and we want to give every consideration to your request.

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URGENT!! APPLICATION # 3315582325 Loan #1427569103 External Inbox

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Updates 121
Forums
Promotions 26
Manage labels
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27 of many

URGENT!! APPLICATION # 3315582325 Loan #1427569103 External Inbox

Donette Bayne <donette.bayne@scholarshipauditions.com>
to JaShonia

Sep 24, 2021, 9:49 AM

Good Morning--
Last week, on September 14th, we were informed by the SBA that our confirmed loan amount of $500,000 had been reduced to $9,500! The reason apparently has something to do with the length of time they are calculating us as having been in business and the amount of revenue they say we made.

We have several arguments as to why what they are saying is inaccurate, but the most important would be that the SBA CONFIRMED to us that we had an approved loan amount of $500,000 on August 16 and sent loan documents for us to sign on that date. The only reason they were not signed was because of two errors in the documents, both resulting from the SBA not responding to earlier information we submitted.

You and I spoke on September 2, when you confirmed that we were indeed approved for and getting a loan of $500,000. THIS PHONE CALL WAS RECORDED.

We have been told by the loan specialist who last reviewed our loan application that the SBA does make exceptions to their decisions. We are asking, given that the SBA confirmed and gave its word that we would receive $500,000, that this decision be reversed and the original CONFIRMED amount be reinstated.

I have attached information which was sent to Alician Fannon, the loan specialist who finalized the review of our loan. PLEASE REVIEW THIS AND HELP US GET THIS DECISION REVERSED. THE SURVIVAL OF OUR COMPANY DEPENDS ON THIS!

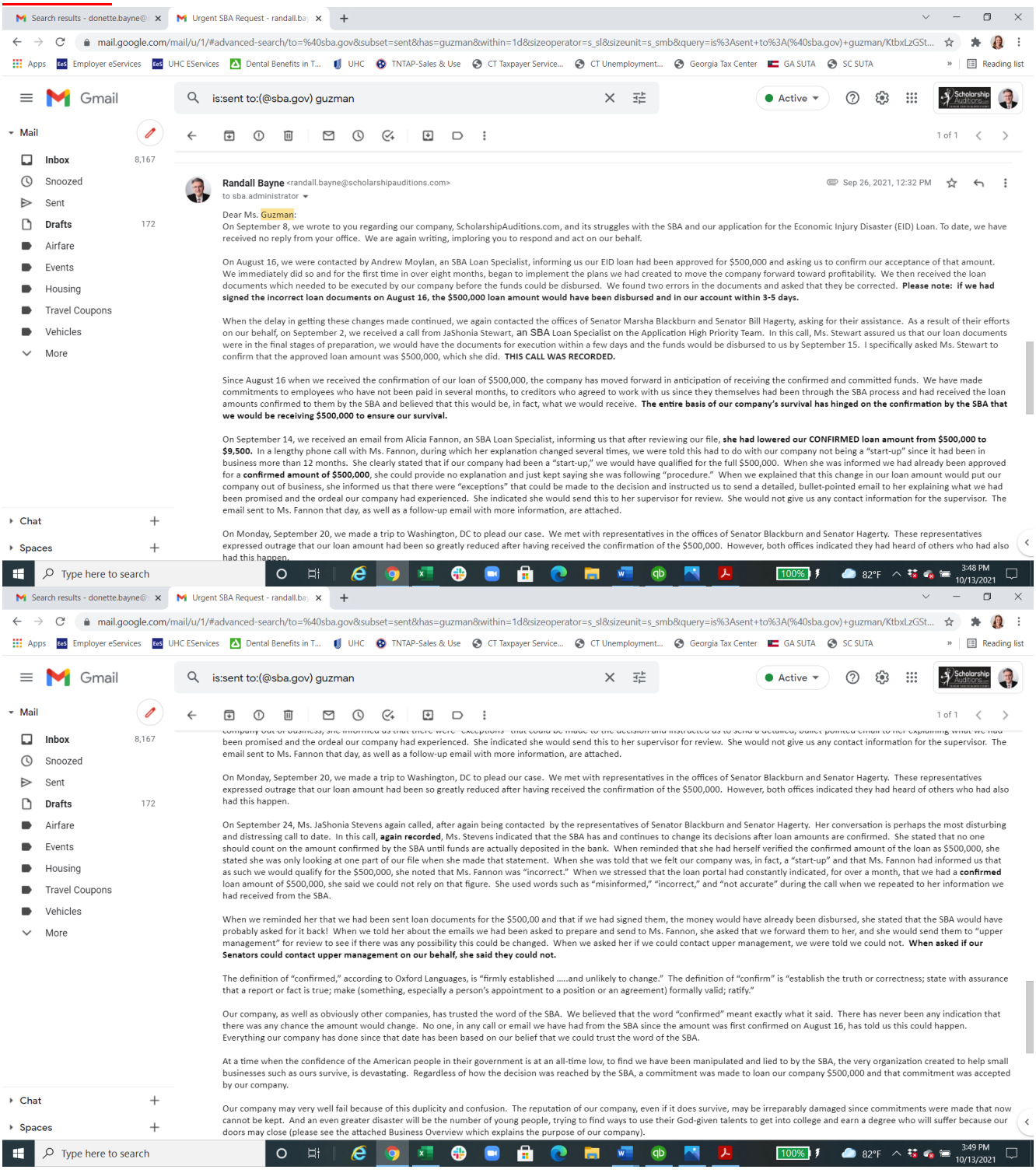
Thank you.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

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Search results - donette.bayne@ | Urgent SBA Request - randall.ba

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Randall Bayne <randall.bayne@scholarshipauditions.com>
to sba.administrator

Sep 26, 2021, 12:32 PM

Dear Ms. Guzman:
On September 8, we wrote to you regarding our company, ScholarshipAuditions.com, and its struggles with the SBA and our application for the Economic Injury Disaster (EID) Loan. To date, we have received no reply from your office. We are again writing, imploring you to respond and act on our behalf.

On August 16, we were contacted by Andrew Moylan, an SBA Loan Specialist, informing us our EID loan had been approved for $500,000 and asking us to confirm our acceptance of that amount. We immediately did so and for the first time in over eight months, began to implement the plans we had created to move the company forward toward profitability. We then received the loan documents which needed to be executed by our company before the funds could be disbursed. We found two errors in the documents and asked that they be corrected. **Please note: if we had signed the incorrect loan documents on August 16, the $500,000 loan amount would have been disbursed and in our account within 3-5 days.**

When the delay in getting these changes made continued, we again contacted the offices of Senator Marsha Blackburn and Senator Bill Hagerty, asking for their assistance. As a result of their efforts on our behalf, on September 2, we received a call from JaShonia Stewart, an SBA Loan Specialist on the Application High Priority Team. In this call, Ms. Stewart assured us that our loan documents were in the final stages of preparation, we would have the documents for execution within a few days and the funds would be disbursed to us by September 15. I specifically asked Ms. Stewart to confirm that the approved loan amount was $500,000, which she did. **THIS CALL WAS RECORDED.**

Since August 16 when we received the confirmation of our loan of $500,000, the company has moved forward in anticipation of receiving the confirmed and committed funds. We have made commitments to employees who have not been paid in several months, to creditors who agreed to work with us since they themselves had been through the SBA process and had received the loan amounts confirmed to them by the SBA and believed that this would be, in fact, what we would receive. **The entire basis of our company's survival has hinged on the confirmation by the SBA that we would be receiving $500,000 to ensure our survival.**

On September 14, we received an email from Alicia Fannon, an SBA Loan Specialist, informing us that after reviewing our file, **she had lowered our CONFIRMED loan amount from $500,000 to $9,500.** In a lengthy phone call with Ms. Fannon, during which her explanation changed several times, we were told this had to do with our company not being a "start-up" since it had been in business more than 12 months. She clearly stated that if our company had been a "start-up," we would have qualified for the full $500,000. When she was informed we had already been approved for a **confirmed amount of $500,000**, she could provide no explanation and just kept saying she was following "procedure." When we explained that this change in our loan amount would put our company out of business, she informed us that there were "exceptions" that could be made to the decision and instructed us to send a detailed, bullet-pointed email to her explaining what we had been promised and the ordeal our company had experienced. She indicated she would send this to her supervisor for review. She would not give us any contact information for the supervisor. The email sent to Ms. Fannon that day, as well as a follow-up email with more information, are attached.

On Monday, September 20, we made a trip to Washington, DC to plead our case. We met with representatives in the offices of Senator Blackburn and Senator Hagerty. These representatives expressed outrage that our loan amount had been so greatly reduced after having received the confirmation of the $500,000. However, both offices indicated they had heard of others who had also had this happen.

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Search results - donette.bayne@ | Urgent SBA Request - randall.ba

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Mail

Inbox 8,167
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Airfare
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On Monday, September 20, we made a trip to Washington, DC to plead our case. We met with representatives in the offices of Senator Blackburn and Senator Hagerty. These representatives expressed outrage that our loan amount had been so greatly reduced after having received the confirmation of the $500,000. However, both offices indicated they had heard of others who had also had this happen.

On September 24, Ms. JaShonia Stevens again called, after again being contacted by the representatives of Senator Blackburn and Senator Hagerty. Her conversation is perhaps the most disturbing and distressing call to date. In this call, **again recorded**, Ms. Stevens indicated that the SBA has and continues to change its decisions after loan amounts are confirmed. She stated that no one should count on the amount confirmed by the SBA until funds are actually deposited in the bank. When reminded that she had herself verified the confirmed amount of the loan as $500,000, she stated she was only looking at one part of our file when she made that statement. When she was told that we felt our company was, in fact, a "start-up" and that Ms. Fannon had informed us that as such we would qualify for the $500,000, she noted that Ms. Fannon was "incorrect." When we stressed that the loan portal had constantly indicated, for over a month, that we had a **confirmed** loan amount of $500,000, she said we could not rely on that figure. She used words such as "misinformed," "incorrect," and "not accurate" during the call when we repeated to her information we had received from the SBA.

When we reminded her that we had been sent loan documents for the $500,00 and that if we had signed them, the money would have already been disbursed, she stated that the SBA would have probably asked for it back! When we told her about the emails we had been asked to prepare and send to Ms. Fannon, she asked that we forward them to her, and she would send them to "upper management" for review to see if there was any possibility this could be changed. When we asked her if we could contact upper management, we were told we could not. **When asked if our Senators could contact upper management on our behalf, she said they could not.**

The definition of "confirmed," according to Oxford Languages, is "firmly established .....and unlikely to change." The definition of "confirm" is "establish the truth or correctness; state with assurance that a report or fact is true; make (something, especially a person's appointment to a position or an agreement) formally valid; ratify."

Our company, as well as obviously other companies, has trusted the word of the SBA. We believed that the word "confirmed" meant exactly what it said. There has never been any indication that there was any chance the amount would change. No one, in any call or email we have had from the SBA since the amount was first confirmed on August 16, has told us this could happen. Everything our company has done since that date has been based on our belief that we could trust the word of the SBA.

At a time when the confidence of the American people in their government is at an all-time low, to find we have been manipulated and lied to by the SBA, the very organization created to help small businesses such as ours survive, is devastating. Regardless of how the decision was reached by the SBA, a commitment was made to loan our company $500,000 and that commitment was accepted by our company.

Our company may very well fail because of this duplicity and confusion. The reputation of our company, even if it does survive, may be irreparably damaged since commitments were made that now cannot be kept. And an even greater disaster will be the number of young people, trying to find ways to use their God-given talents to get into college and earn a degree who will suffer because our doors may close (please see the attached Business Overview which explains the purpose of our company).

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businesses such as ours survive, is devastating. Regardless of how the decision was reached by the SBA, a commitment was made to loan our company $500,000 and that commitment was accepted by our company.

Our company may very well fail because of this duplicity and confusion. The reputation of our company, even if it does survive, may be irreparably damaged since commitments were made that now cannot be kept. And an even greater disaster will be the number of young people, trying to find ways to use their God-given talents to get into college and earn a degree who will suffer because our doors may close (please see the attached Business Overview which explains the purpose of our company).

We are trusting that you, as the leader of this organization, will intervene with integrity and do what is right. **This is not just our business; it is our calling and mission**. Regardless of the "procedures" established by the SBA, a commitment, a confirmation, was made between the SBA and our company. In any private sector business, a commitment, a "confirmed" agreement would have to be honored. Our government should set an example and show that it honors the same guidelines that private business has to honor.

Thank you for your immediate action on this matter. We look forward to your help in correcting this grievous decision by the SBA and returning our confirmed loan amount of $500,000.

--
Dr. Randall A. Bayne
Founder & CEO
ScholarshipAuditions.com

4 Attachments

EMAIL 145

Automatic reply: Urgent SBA Request External Inbox ×

SBA Administrator Sun, Sep 26, 12:34 PM
to me

Thank you for bringing this issue to my attention. I recognize how challenging these times are, and I am committed to ensuring that the Small Business Administration (SBA) can provide the help small businesses need to survive and thrive. Please know that I
asked a member of my senior staff to research your issue and respond to you as quickly as possible.

The dedicated women and men at the SBA share my deep commitment to our mission to help businesses start, grow, and remain resilient. The SBA has scaled dramatically to deliver billions of dollars in relief to millions of small businesses, and we have worked
diligently to ensure we can help all business owners who seek to navigate federal assistance to recover. With the high demand for assistance, I appreciate your continued patience as my team works to address your concerns.

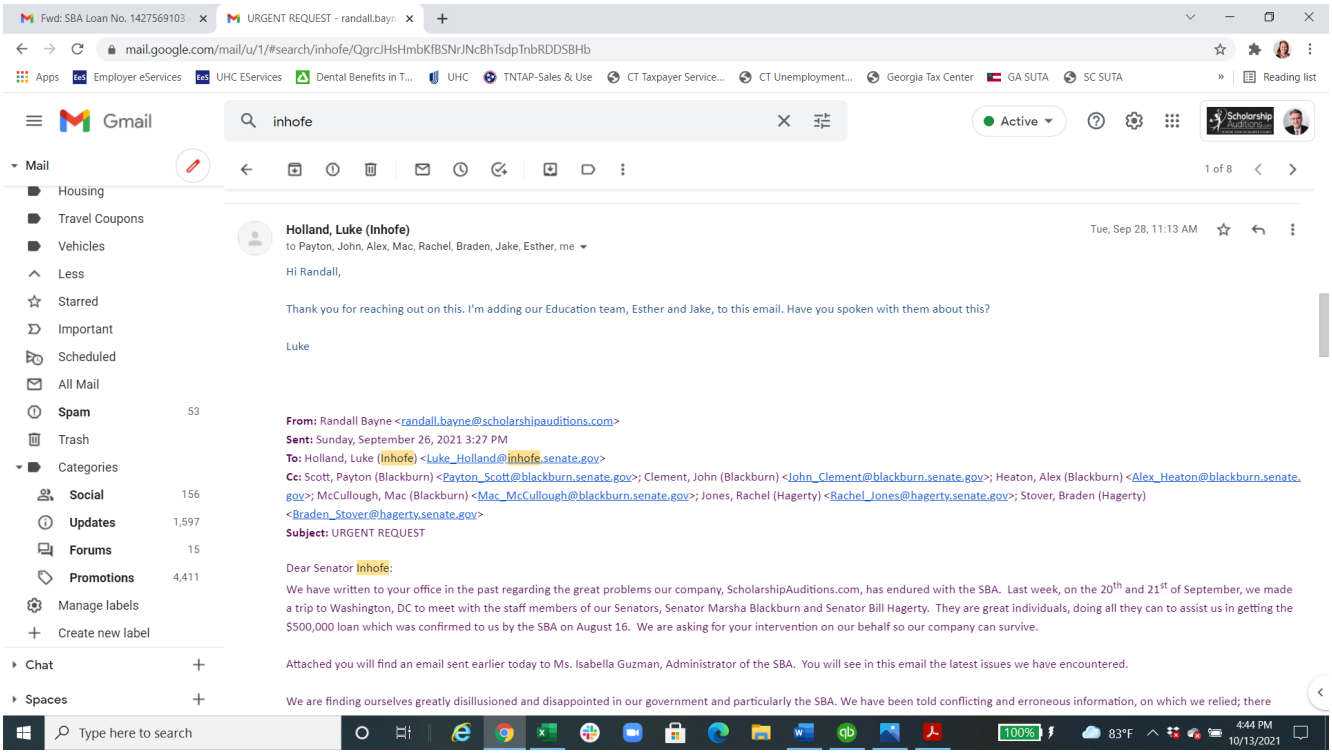
Meanwhile, if you would like additional information about SBA COVID-19 guidance and resources, please visit www.sba.gov/relief or call 1-800-827-5722. We also proudly support local resource partners who offer free or low-cost counseling to our small businesses.
You can find your local small business center by visiting https://www.sba.gov/local-assistance .

For SBA's assistance with physical loss and non-COVID EIDL related to natural disasters, call 1-800-659-2955 or email disastercustomerservice@sba.gov. You can also use a text telephone (TTY) at 1-800-877-8339. The SBA Disaster Assistance Customer Service Center
is open 8am to 8pm ET, 7 days a week.

Thank you.

Sincerely,
Isabella Casillas Guzman

EMAIL 146



Fwd: SBA Loan No. 1427569103 - | URGENT REQUEST - randall.bayn

mail.google.com/mail/u/1/#search/inhofe/QgrcJHsHmbKfBSNrJNcBhTsdpTnbRDDSBHb

Gmail — inhofe — Active

Mail

Housing
Travel Coupons
Vehicles
Less
Starred
Important
Scheduled
All Mail
Spam 53
Trash
Categories
Social 156
Updates 1,597
Forums 15
Promotions 4,411
Manage labels
Create new label
Chat
Spaces

1 of 8

Holland, Luke (Inhofe) Tue, Sep 28, 11:13 AM
to Payton, John, Alex, Mac, Rachel, Braden, Jake, Esther, me

Hi Randall,

Thank you for reaching out on this. I'm adding our Education team, Esther and Jake, to this email. Have you spoken with them about this?

Luke

From: Randall Bayne <randall.bayne@scholarshipauditions.com>
Sent: Sunday, September 26, 2021 3:27 PM
To: Holland, Luke (Inhofe) <Luke_Holland@inhofe.senate.gov>
Cc: Scott, Payton (Blackburn) <Payton_Scott@blackburn.senate.gov>; Clement, John (Blackburn) <John_Clement@blackburn.senate.gov>; Heaton, Alex (Blackburn) <Alex_Heaton@blackburn.senate.gov>; McCullough, Mac (Blackburn) <Mac_McCullough@blackburn.senate.gov>; Jones, Rachel (Hagerty) <Rachel_Jones@hagerty.senate.gov>; Stover, Braden (Hagerty) <Braden_Stover@hagerty.senate.gov>
Subject: URGENT REQUEST

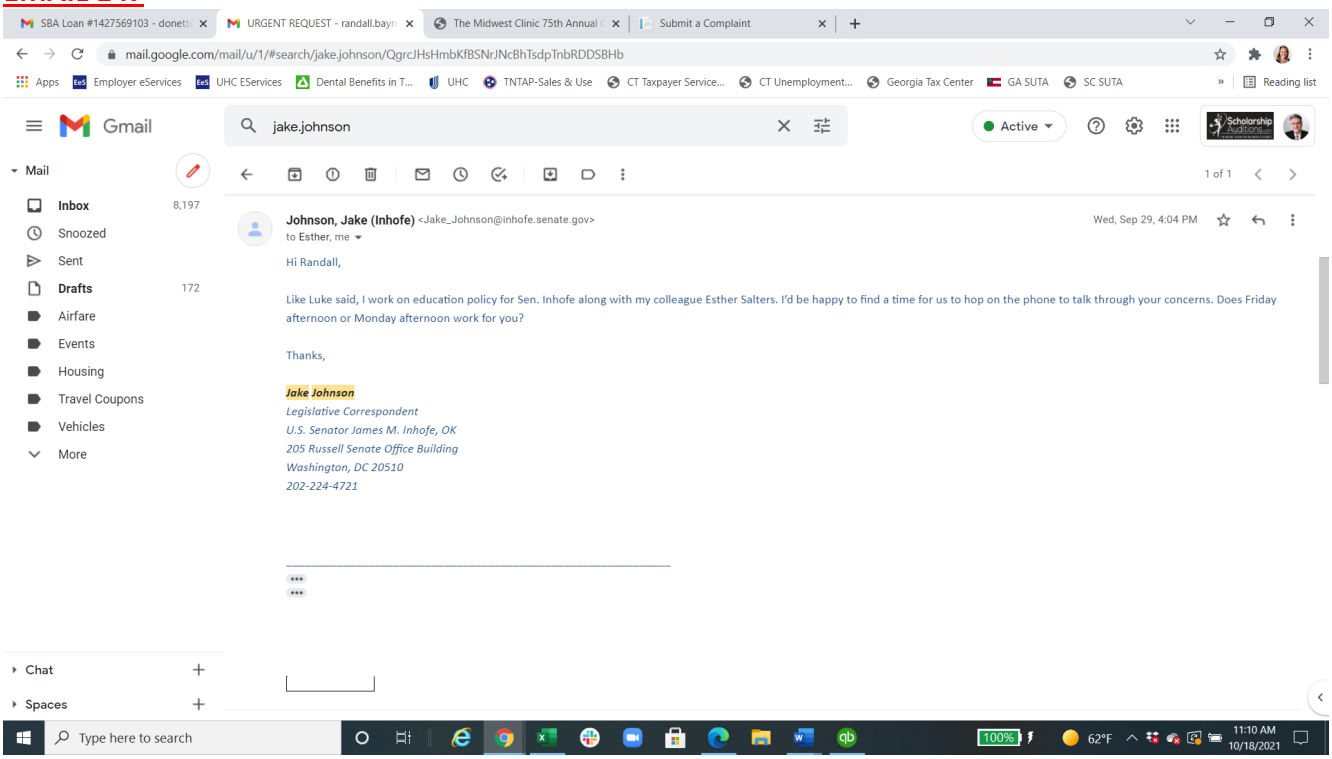
Dear Senator Inhofe:
We have written to your office in the past regarding the great problems our company, ScholarshipAuditions.com, has endured with the SBA. Last week, on the 20th and 21st of September, we made a trip to Washington, DC to meet with the staff members of our Senators, Senator Marsha Blackburn and Senator Bill Hagerty. They are great individuals, doing all they can to assist us in getting the $500,000 loan which was confirmed to us by the SBA on August 16. We are asking for your intervention on our behalf so our company can survive.

Attached you will find an email sent earlier today to Ms. Isabella Guzman, Administrator of the SBA. You will see in this email the latest issues we have encountered.

We are finding ourselves greatly disillusioned and disappointed in our government and particularly the SBA. We have been told conflicting and erroneous information, on which we relied; there

Type here to search — 100% — 83°F — 4:44 PM 10/13/2021

EMAIL 147



SBA Loan #1427569103 - donett | URGENT REQUEST - randall.bayn | The Midwest Clinic 75th Annual | Submit a Complaint

mail.google.com/mail/u/1/#search/jake.johnson/QgrcJHsHmbKfBSNrJNcBhTsdpTnbRDDSBHb

Gmail — jake.johnson — Active

Mail

Inbox 8,197
Snoozed
Sent
Drafts 172
Airfare
Events
Housing
Travel Coupons
Vehicles
More
Chat
Spaces

1 of 1

Johnson, Jake (Inhofe) <Jake_Johnson@inhofe.senate.gov> Wed, Sep 29, 4:04 PM
to Esther, me

Hi Randall,

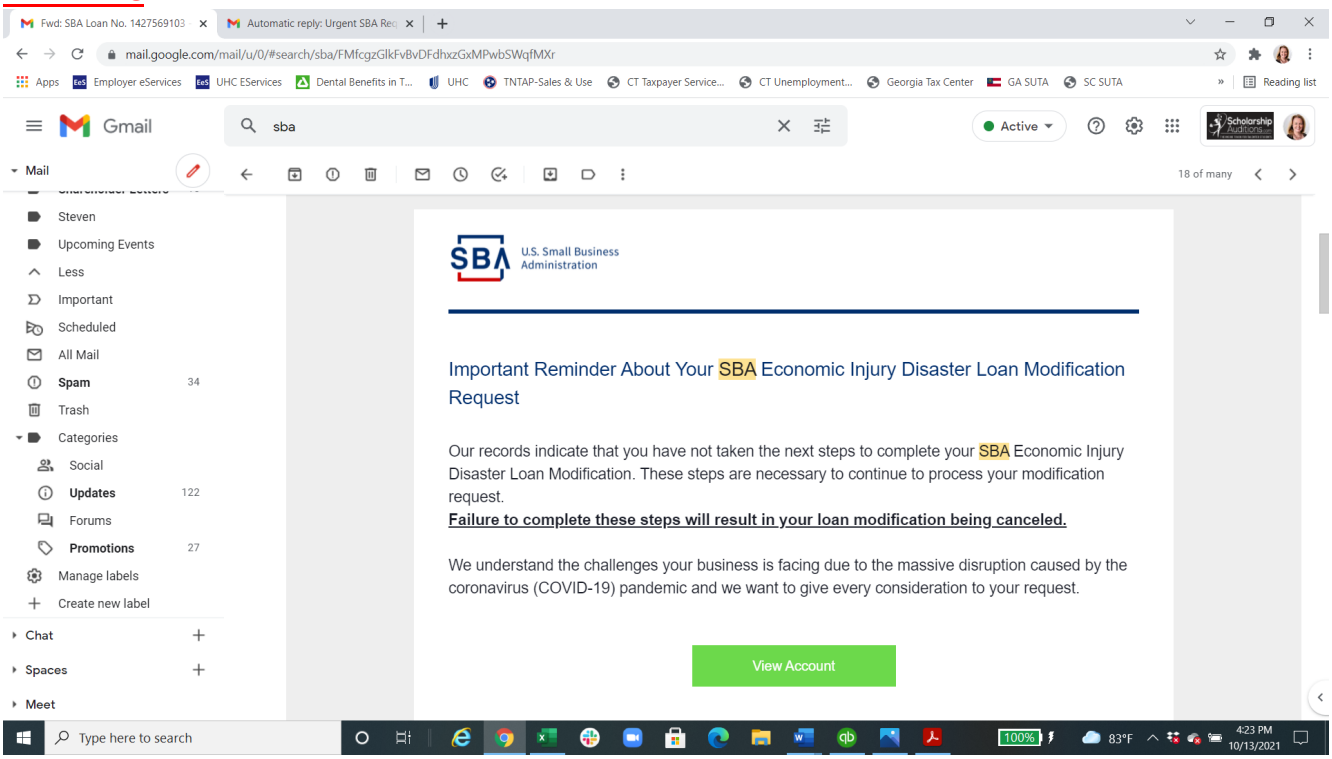
Like Luke said, I work on education policy for Sen. Inhofe along with my colleague Esther Salters. I'd be happy to find a time for us to hop on the phone to talk through your concerns. Does Friday afternoon or Monday afternoon work for you?

Thanks,

Jake Johnson
Legislative Correspondent
U.S. Senator James M. Inhofe, OK
205 Russell Senate Office Building
Washington, DC 20510
202-224-4721

Type here to search — 100% — 62°F — 11:10 AM 10/18/2021

EMAIL 148



EMAIL 149

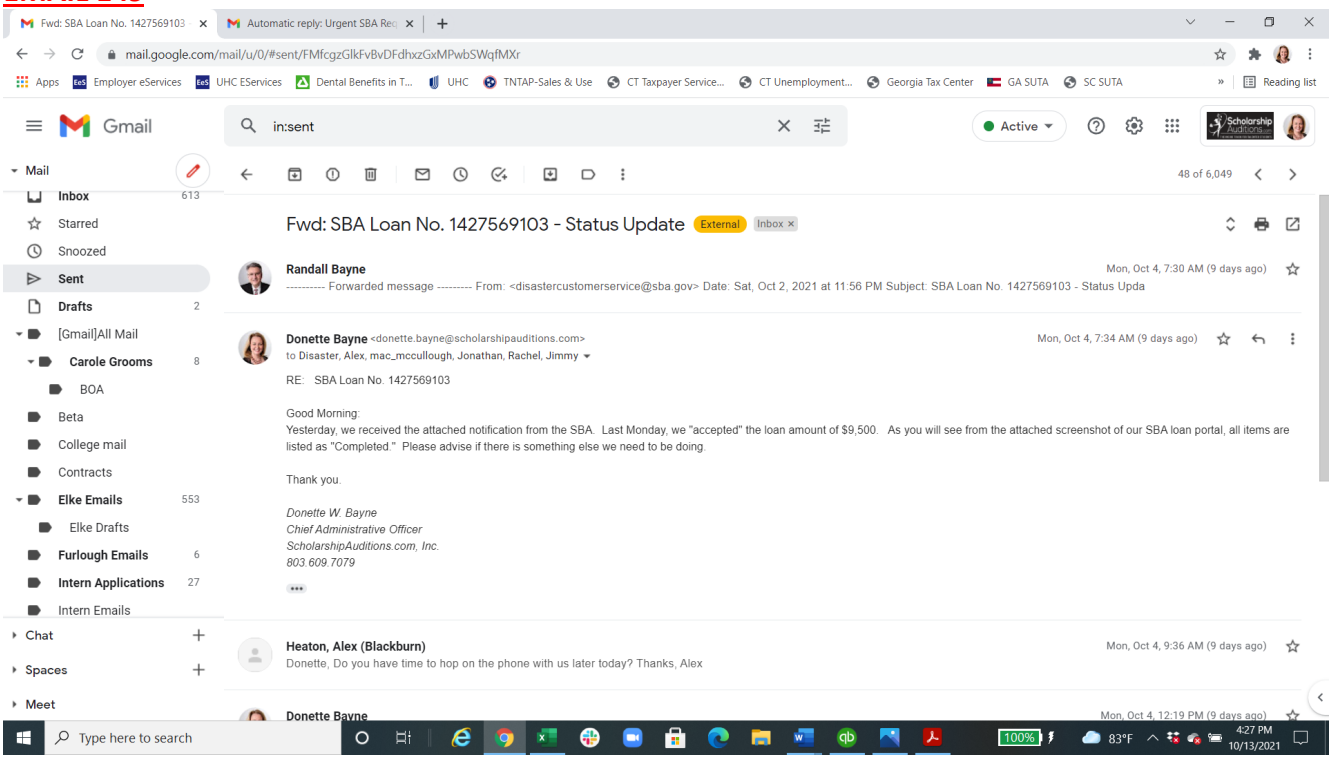
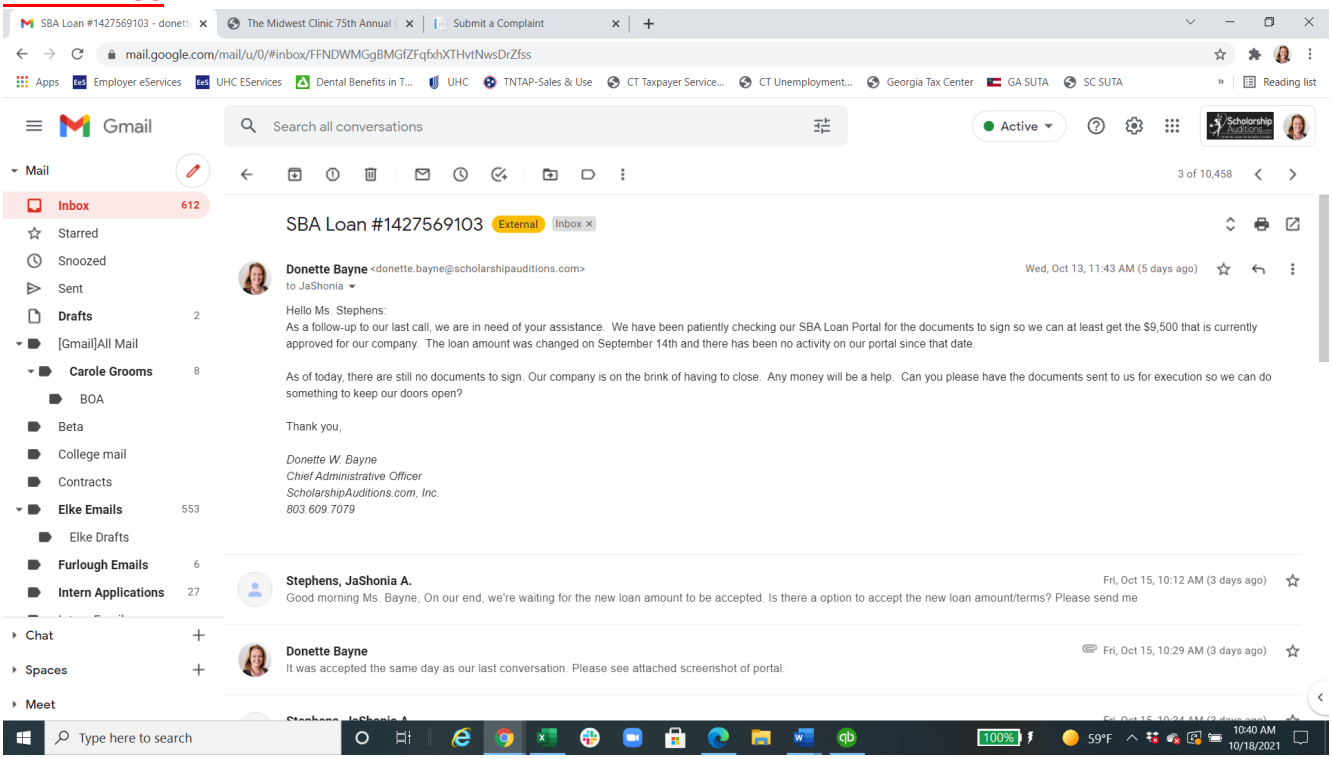


EXHIBIT 150



SBA Loan #1427569103 - donett | The Midwest Clinic 75th Annual | Submit a Complaint

mail.google.com/mail/u/0/#inbox/FFNDWMGgBMGfZFqfxhXTHvtNwsDrZfss

Gmail — Search all conversations — Active

Mail
- Inbox 612
- Starred
- Snoozed
- Sent
- Drafts 2
- [Gmail]All Mail
- Carole Grooms 8
- BOA
- Beta
- College mail
- Contracts
- Elke Emails 553
- Elke Drafts
- Furlough Emails 6
- Intern Applications 27

Chat
Spaces
Meet

3 of 10,458

SBA Loan #1427569103 External Inbox ×

Donette Bayne <donette.bayne@scholarshipauditions.com> Wed, Oct 13, 11:43 AM (5 days ago)
to JaShonia

Hello Ms. Stephens:
As a follow-up to our last call, we are in need of your assistance. We have been patiently checking our SBA Loan Portal for the documents to sign so we can at least get the $9,500 that is currently approved for our company. The loan amount was changed on September 14th and there has been no activity on our portal since that date.

As of today, there are still no documents to sign. Our company is on the brink of having to close. Any money will be a help. Can you please have the documents sent to us for execution so we can do something to keep our doors open?

Thank you,

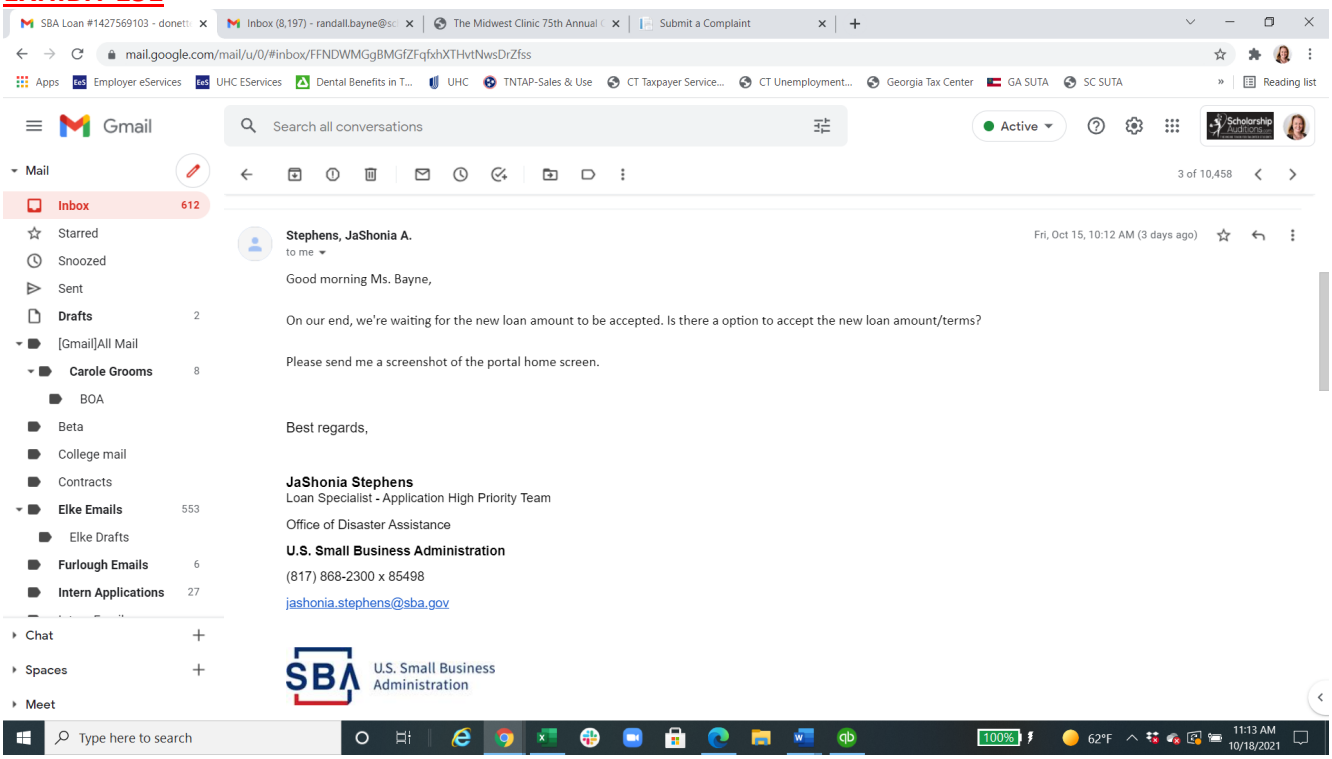
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Stephens, JaShonia A. Fri, Oct 15, 10:12 AM (3 days ago)
Good morning Ms. Bayne, On our end, we're waiting for the new loan amount to be accepted. Is there a option to accept the new loan amount/terms? Please send me

Donette Bayne Fri, Oct 15, 10:29 AM (3 days ago)
It was accepted the same day as our last conversation. Please see attached screenshot of portal.

Type here to search — 100% — 59°F — 10:40 AM 10/18/2021

EXHIBIT 151



SBA Loan #1427569103 - donett | Inbox (8,197) - randall.bayne@sc | The Midwest Clinic 75th Annual | Submit a Complaint

mail.google.com/mail/u/0/#inbox/FFNDWMGgBMGfZFqfxhXTHvtNwsDrZfss

Gmail — Search all conversations — Active

Mail
- Inbox 612
- Starred
- Snoozed
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- Drafts 2
- [Gmail]All Mail
- Carole Grooms 8
- BOA
- Beta
- College mail
- Contracts
- Elke Emails 553
- Elke Drafts
- Furlough Emails 6
- Intern Applications 27

Chat
Spaces
Meet

3 of 10,458

Stephens, JaShonia A. Fri, Oct 15, 10:12 AM (3 days ago)
to me

Good morning Ms. Bayne,

On our end, we're waiting for the new loan amount to be accepted. Is there a option to accept the new loan amount/terms?

Please send me a screenshot of the portal home screen.

Best regards,

JaShonia Stephens
Loan Specialist - Application High Priority Team

Office of Disaster Assistance

U.S. Small Business Administration

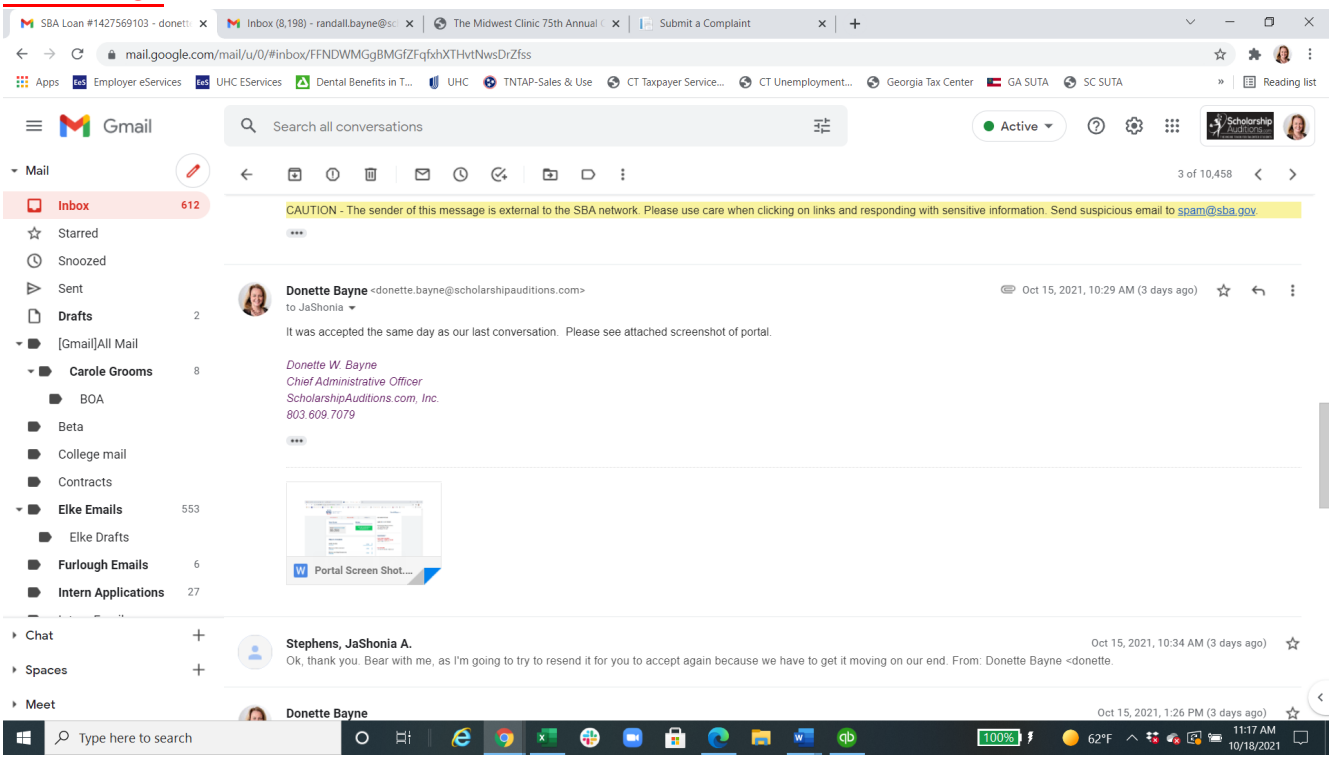
(817) 868-2300 x 85498

jashonia.stephens@sba.gov

SBA U.S. Small Business Administration

Type here to search — 100% — 62°F — 11:13 AM 10/18/2021

EXHIBIT 152



SBA Loan #1427569103 - donett | Inbox (8,198) - randall.bayne@sc | The Midwest Clinic 75th Annual | Submit a Complaint

mail.google.com/mail/u/0/#inbox/FFNDWMGgBMGfZFqfxhXTHvtNwsDrZfss

Gmail — Search all conversations — Active

Mail
- Inbox 612
- Starred
- Snoozed
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- [Gmail]All Mail
- Carole Grooms 8
  - BOA
- Beta
- College mail
- Contracts
- Elke Emails 553
  - Elke Drafts
- Furlough Emails 6
- Intern Applications 27

Chat
Spaces
Meet

3 of 10,458

CAUTION - The sender of this message is external to the SBA network. Please use care when clicking on links and responding with sensitive information. Send suspicious email to spam@sba.gov

Donette Bayne <donette.bayne@scholarshipauditions.com> Oct 15, 2021, 10:29 AM (3 days ago)
to JaShonia

It was accepted the same day as our last conversation. Please see attached screenshot of portal.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

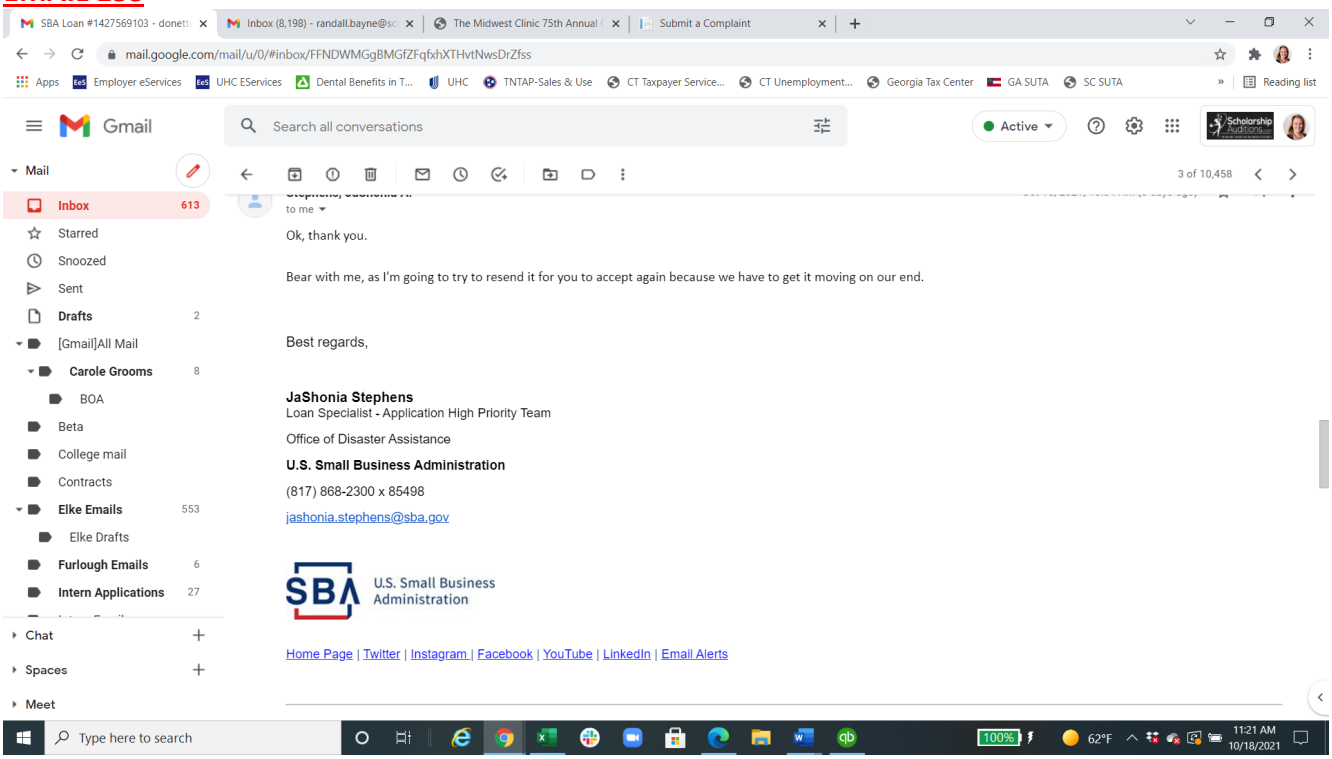
Portal Screen Shot....

Stephens, JaShonia A. Oct 15, 2021, 10:34 AM (3 days ago)
Ok, thank you. Bear with me, as I'm going to try to resend it for you to accept again because we have to get it moving on our end. From: Donette Bayne <donette.

Donette Bayne Oct 15, 2021, 1:26 PM (3 days ago)

Type here to search — 100% — 62°F — 11:17 AM 10/18/2021

EMAIL 153



SBA Loan #1427569103 - donett | Inbox (8,198) - randall.bayne@sc | The Midwest Clinic 75th Annual | Submit a Complaint

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Gmail — Search all conversations — Active

Mail
- Inbox 613
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- [Gmail]All Mail
- Carole Grooms 8
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- Beta
- College mail
- Contracts
- Elke Emails 553
  - Elke Drafts
- Furlough Emails 6
- Intern Applications 27

Chat
Spaces
Meet

3 of 10,458

to me

Ok, thank you.

Bear with me, as I'm going to try to resend it for you to accept again because we have to get it moving on our end.

Best regards,

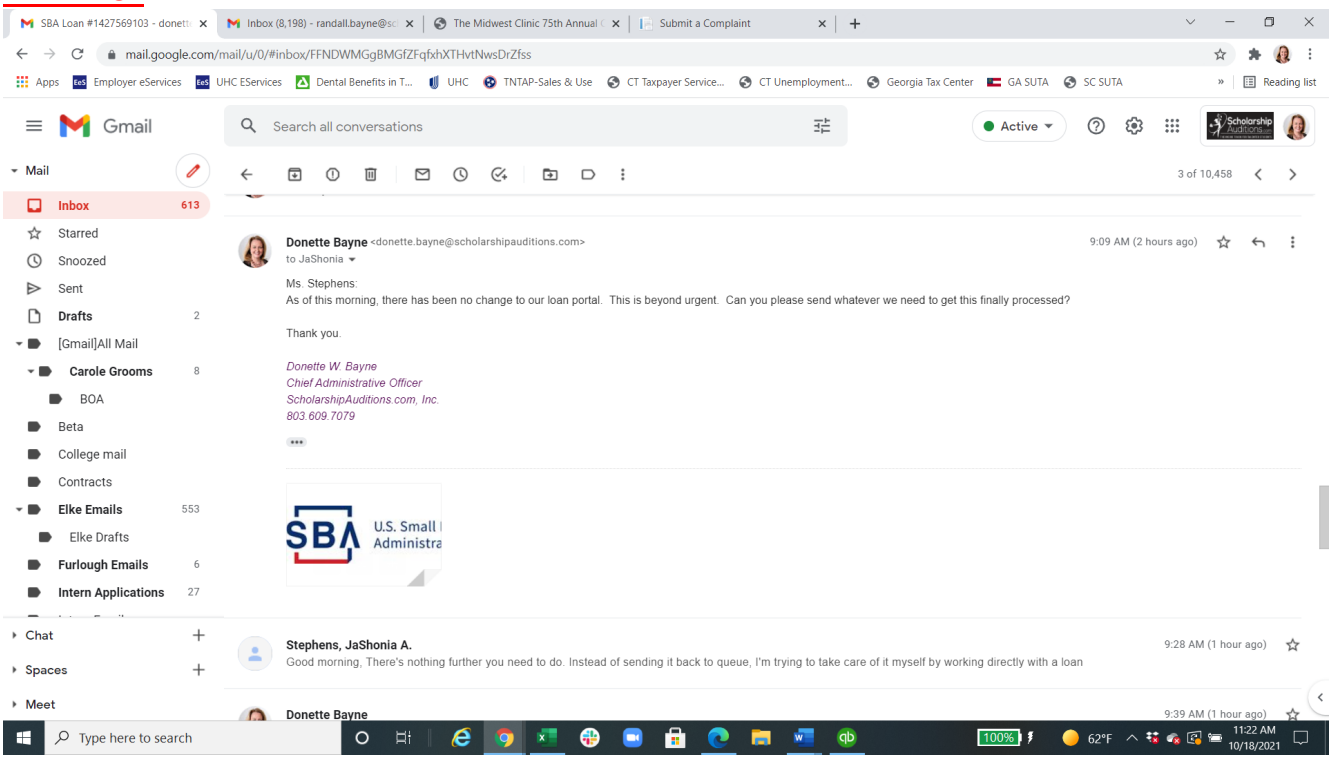
JaShonia Stephens
Loan Specialist - Application High Priority Team
Office of Disaster Assistance
U.S. Small Business Administration
(817) 868-2300 x 85498
jashonia.stephens@sba.gov

SBA U.S. Small Business Administration

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Type here to search — 100% — 62°F — 11:21 AM 10/18/2021

EMAIL 154



SBA Loan #1427569103 - donett | Inbox (8,198) - randall.bayne@sc | The Midwest Clinic 75th Annual | Submit a Complaint

mail.google.com/mail/u/0/#inbox/FFNDWMGgBMGfZFqfxhXTHvtNwsDrZfss

Gmail — Search all conversations — Active

Mail
- Inbox 613
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- Drafts 2
- [Gmail]All Mail
- Carole Grooms 8
  - BOA
- Beta
- College mail
- Contracts
- Elke Emails 553
  - Elke Drafts
- Furlough Emails 6
- Intern Applications 27

Chat
Spaces
Meet

3 of 10,458

Donette Bayne <donette.bayne@scholarshipauditions.com> 9:09 AM (2 hours ago)
to JaShonia

Ms. Stephens:
As of this morning, there has been no change to our loan portal. This is beyond urgent. Can you please send whatever we need to get this finally processed?

Thank you.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

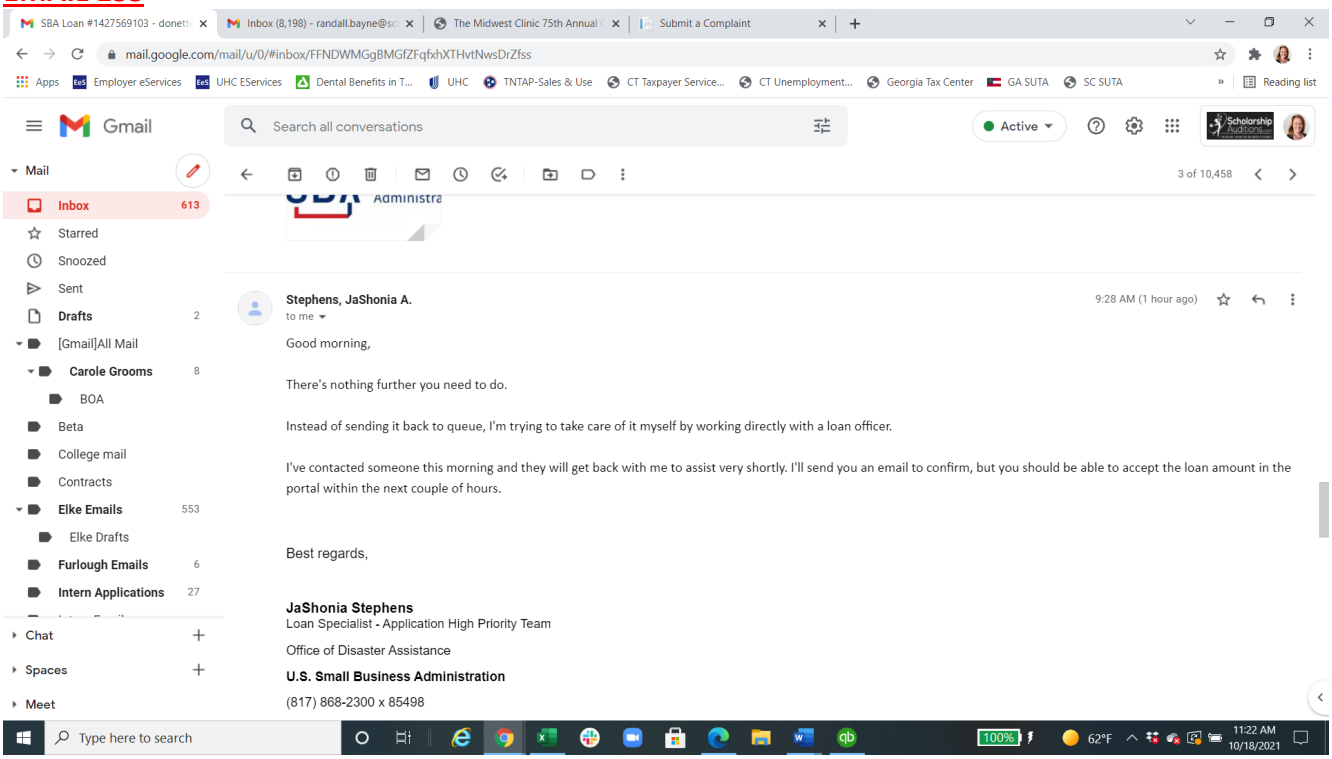
SBA U.S. Small Administra

Stephens, JaShonia A. 9:28 AM (1 hour ago)
Good morning, There's nothing further you need to do. Instead of sending it back to queue, I'm trying to take care of it myself by working directly with a loan

Donette Bayne 9:39 AM (1 hour ago)

Type here to search — 62°F — 11:22 AM 10/18/2021

EMAIL 155



SBA Loan #1427569103 - donett | Inbox (8,198) - randall.bayne@sc | The Midwest Clinic 75th Annual | Submit a Complaint

mail.google.com/mail/u/0/#inbox/FFNDWMGgBMGfZFqfxhXTHvtNwsDrZfss

Gmail — Search all conversations — Active

Mail
- Inbox 613
- Starred
- Snoozed
- Sent
- Drafts 2
- [Gmail]All Mail
- Carole Grooms 8
  - BOA
- Beta
- College mail
- Contracts
- Elke Emails 553
  - Elke Drafts
- Furlough Emails 6
- Intern Applications 27

Chat
Spaces
Meet

3 of 10,458

Administra

Stephens, JaShonia A. 9:28 AM (1 hour ago)
to me

Good morning,

There's nothing further you need to do.

Instead of sending it back to queue, I'm trying to take care of it myself by working directly with a loan officer.

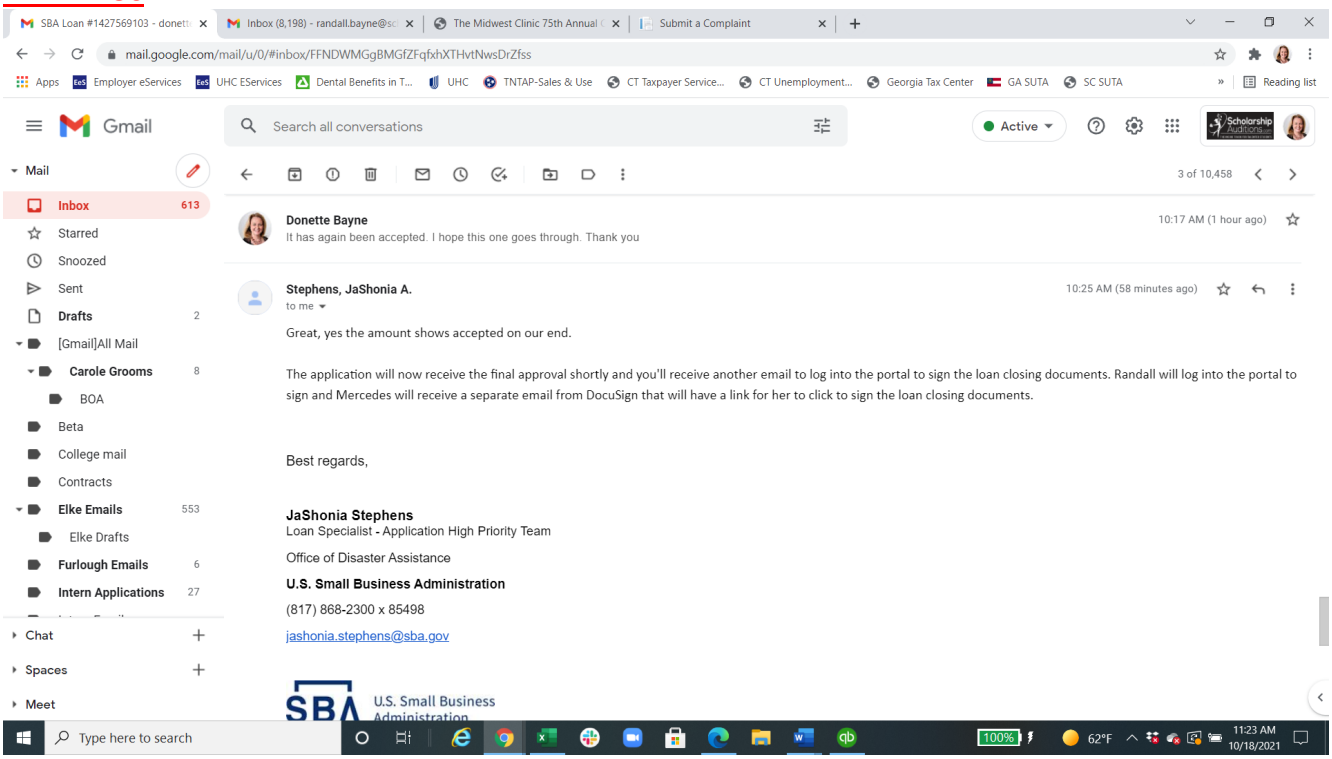
I've contacted someone this morning and they will get back with me to assist very shortly. I'll send you an email to confirm, but you should be able to accept the loan amount in the portal within the next couple of hours.

Best regards,

JaShonia Stephens
Loan Specialist - Application High Priority Team
Office of Disaster Assistance
U.S. Small Business Administration
(817) 868-2300 x 85498

Type here to search — 62°F — 11:22 AM 10/18/2021

EMAIL 156



SBA Loan #1427569103 - donett | Inbox (8,198) - randall.bayne@sc | The Midwest Clinic 75th Annual | Submit a Complaint

mail.google.com/mail/u/0/#inbox/FFNDWMGgBMGfZFqfxhXTHvtNwsDrZfss

Gmail — Search all conversations — Active

Mail
- Inbox 613
- Starred
- Snoozed
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- Carole Grooms 8
- BOA
- Beta
- College mail
- Contracts
- Elke Emails 553
- Elke Drafts
- Furlough Emails 6
- Intern Applications 27

Chat
Spaces
Meet

3 of 10,458

Donette Bayne 10:17 AM (1 hour ago)
It has again been accepted. I hope this one goes through. Thank you

Stephens, JaShonia A. 10:25 AM (58 minutes ago)
to me

Great, yes the amount shows accepted on our end.

The application will now receive the final approval shortly and you'll receive another email to log into the portal to sign the loan closing documents. Randall will log into the portal to sign and Mercedes will receive a separate email from DocuSign that will have a link for her to click to sign the loan closing documents.

Best regards,

JaShonia Stephens
Loan Specialist - Application High Priority Team
Office of Disaster Assistance
U.S. Small Business Administration
(817) 868-2300 x 85498
jashonia.stephens@sba.gov

SBA U.S. Small Business Administration

Type here to search — 100% — 62°F — 11:23 AM 10/18/2021

EMAIL 157

SBA Loan #1427569103
External
Inbox

Donette Bayne <donette.bayne@scholarshipauditions.com> Wed, Oct 13, 11:43 AM (13 days ago)

to JaShonia
Hello Ms. Stephens:
As a follow-up to our last call, we are in need of your assistance. We have been patiently checking our SBA Loan Portal for the documents to sign so we can at least get the $9,500 that is currently approved for our company. The loan amount was changed on September 14th and there has been no activity on our portal since that date.

As of today, there are still no documents to sign. Our company is on the brink of having to close. Any money will be a help. Can you please have the documents sent to us for execution so we can do something to keep our doors open?

Thank you,

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Stephens, JaShonia A. Fri, Oct 15, 10:12 AM (11 days ago)

to me
Good morning Ms. Bayne,

On our end, we're waiting for the new loan amount to be accepted. Is there a option to accept the new loan amount/terms?

Please send me a screenshot of the portal home screen.

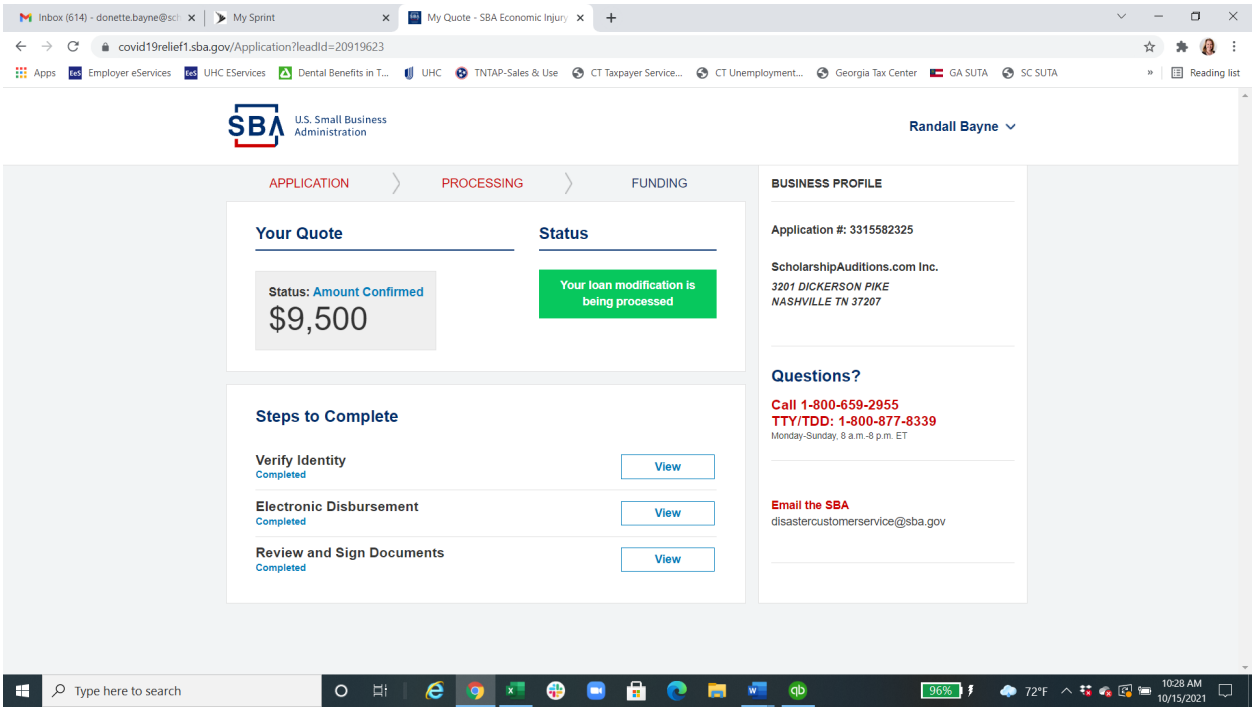
Best regards,

JaShonia Stephens
Loan Specialist - Application High Priority Team
Office of Disaster Assistance
U.S. Small Business Administration
(817) 868-2300 x 85498

Donette Bayne <donette.bayne@scholarshipauditions.com> Fri, Oct 15, 10:29 AM (11 days ago)

to JaShonia
It was accepted the same day as our last conversation. Please see attached screenshot of portal.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079



Stephens, JaShonia A. Oct 15, 2021, 10:34 AM (11 days ago)

to me

Ok, thank you.

Bear with me, as I'm going to try to resend it for you to accept again because we have to get it moving on our end.

Best regards,

JaShonia Stephens
Loan Specialist - Application High Priority Team
Office of Disaster Assistance
U.S. Small Business Administration
(817) 868-2300 x 85498

Donette Bayne <donette.bayne@scholarshipauditions.com> Oct 15, 2021, 1:26 PM (11 days ago)

to JaShonia

Thank you. Please let me know when it is sent.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Donette Bayne <donette.bayne@scholarshipauditions.com> Oct 18, 2021, 9:09 AM (8 days ago)

to JaShonia

Ms. Stephens:
As of this morning, there has been no change to our loan portal. This is beyond urgent. Can you please send whatever we need to get this finally processed?

Thank you.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Stephens, JaShonia A. Oct 18, 2021, 9:28 AM (8 days ago)

to me
Good morning,

There's nothing further you need to do.

Instead of sending it back to queue, I'm trying to take care of it myself by working directly with a loan officer.

I've contacted someone this morning and they will get back with me to assist very shortly. I'll send you an email to confirm, but you should be able to accept the loan amount in the portal within the next couple of hours.

Best regards,

JaShonia Stephens
Loan Specialist - Application High Priority Team
Office of Disaster Assistance
U.S. Small Business Administration
(817) 868-2300 x 85498

Donette Bayne <donette.bayne@scholarshipauditions.com> Oct 18, 2021, 9:39 AM (8 days ago)

to JaShonia
Thank you. So, the first "acceptance" somehow didn't go through?

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Stephens, JaShonia A. Oct 18, 2021, 10:15 AM (8 days ago)

to me
Due to the delay in acceptance, it prevented further processing on our end.

Please revisit the portal and see if you're able to, again, review and accept the new loan terms.

Best regards,

JaShonia Stephens
Loan Specialist - Application High Priority Team
Office of Disaster Assistance
U.S. Small Business Administration
(817) 868-2300 x 85498

Donette Bayne <donette.bayne@scholarshipauditions.com> Mon, Oct 18, 10:17 AM (8 days ago)

to JaShonia
It has again been accepted. I hope this one goes through.

Thank you

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Banking Update
External

Donette Bayne <donette.bayne@scholarshipauditions.com> Tue, Oct 19, 12:57 PM (7 days ago)

to JaShonia
Good Afternoon:
As we are waiting for the loan documents to arrive for the $9,500, we realized we need to make a banking update to change the account information.

How do we go about doing that?

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Stephens, JaShonia A. Tue, Oct 19, 1:03 PM (7 days ago)

to me
The application has already been approved so I'm going to try to get the bank information updated.

I've deleted the bank information, please visit the portal and add the new bank information. In addition, please provide a voided check for the new account.

Best regards,

JaShonia Stephens
Loan Specialist - Application High Priority Team
Office of Disaster Assistance
U.S. Small Business Administration
(817) 868-2300 x 85498

Donette Bayne <donette.bayne@scholarshipauditions.com> Tue, Oct 19, 3:08 PM (7 days ago)

to JaShonia
This is a brand new account & we do not yet have checks. Can we supply the account and wiring information? We also have debit cards, but checks are going to take at least 2 weeks and we cannot wait that long.

Any help will be greatly appreciated

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Donette Bayne <donette.bayne@scholarshipauditions.com>

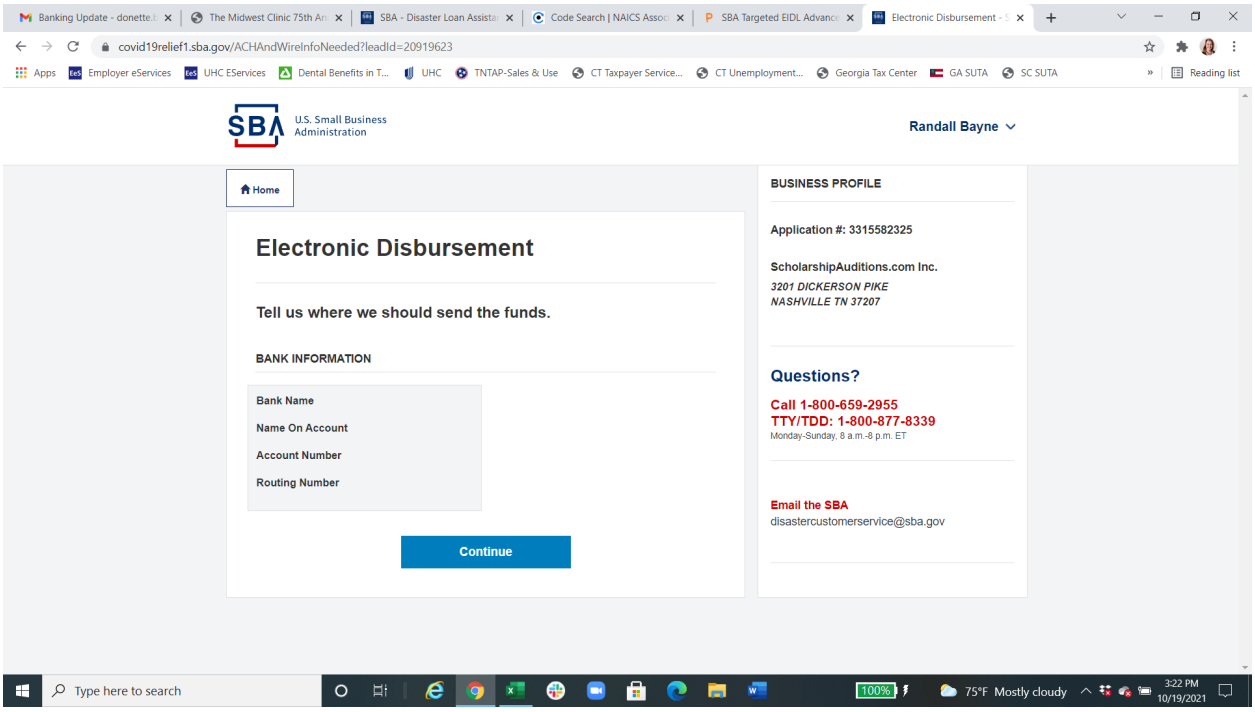
Oct 19, 2021, 3:25 PM (7 days ago)

to JaShonia

JaShonia:

I went to the portal to enter the banking information. When I click "Continue" at "Electronic Disbursement" I get the attached screen. When I click "continue" it takes me back to the front page. How do I enter the new information?

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079



Stephens, JaShonia A. Oct 19, 2021, 3:47 PM (7 days ago)

to me

You're not able to update the information because you have already accepted the loan amount. Let me consult with my lead to see how we can get the bank information updated before the application goes through final approval.

In addition, please provide an official bank letter that states the name of the business, account and routing number.

Best regards,

JaShonia Stephens
Loan Specialist - Application High Priority Team
Office of Disaster Assistance
U.S. Small Business Administration
(817) 868-2300 x 85498

Stephens, JaShonia A. Oct 19, 2021, 4:25 PM (7 days ago)

to me

Now you should be able to log into the portal and update the bank information.

Best regards,

JaShonia Stephens
Loan Specialist - Application High Priority Team
Office of Disaster Assistance
U.S. Small Business Administration
(817) 868-2300 x 85498

Donette Bayne <donette.bayne@scholarshipauditions.com> Oct 20, 2021, 1:41 PM (6 days ago)

to JaShonia

JaShonia:

I have logged into the portal and added the correct banking information. I'm not sure where to upload the letter from the bank, so it's attached to this email.

Also, I am not sure if you need the routing number for ACH or wiring. With Regions Bank, they are different. Please let me know. The information entered into the portal is for ACH.

Thank you.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Stephens, JaShonia A. Oct 21, 2021, 10:36 AM (5 days ago)

to me

Good morning Ms. Bayne,

I can upload the letter to the application.

We will need the ACH routing number because the funds will be deposited and not wired.

Best regards,

JaShonia Stephens
Loan Specialist - Application High Priority Team
Office of Disaster Assistance

U.S. Small Business Administration
(817) 868-2300 x 85498

Donette Bayne <donette.bayne@scholarshipauditions.com> Oct 21, 2021, 10:54 AM (5 days ago)

to JaShonia
You have the ACH number. The bank just gave me the other number if needed.

Thank you.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Stephens, JaShonia A. Oct 21, 2021, 10:58 AM (5 days ago)

to me
Perfect, thank you!

Best regards,

JaShonia Stephens
Loan Specialist - Application High Priority Team
Office of Disaster Assistance
U.S. Small Business Administration
(817) 868-2300 x 85498

Donette Bayne <donette.bayne@scholarshipauditions.com> Oct 21, 2021, 11:05 AM (5 days ago)

to JaShonia
Do you have any idea of the timeline now for getting the documents to sign and the funds?

Thank you for all your help this week!

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Stephens, JaShonia A. Oct 21, 2021, 11:14 AM (5 days ago)

to me
Very shortly, within the next few days, as the bank information has been updated and the amount accepted for $9,500.

Best regards,

JaShonia Stephens
Loan Specialist - Application High Priority Team
Office of Disaster Assistance
U.S. Small Business Administration
(817) 868-2300 x 85498

Donette Bayne <donette.bayne@scholarshipauditions.com> 9:28 AM (19 minutes ago)

to JaShonia

Good Morning JaShonia:

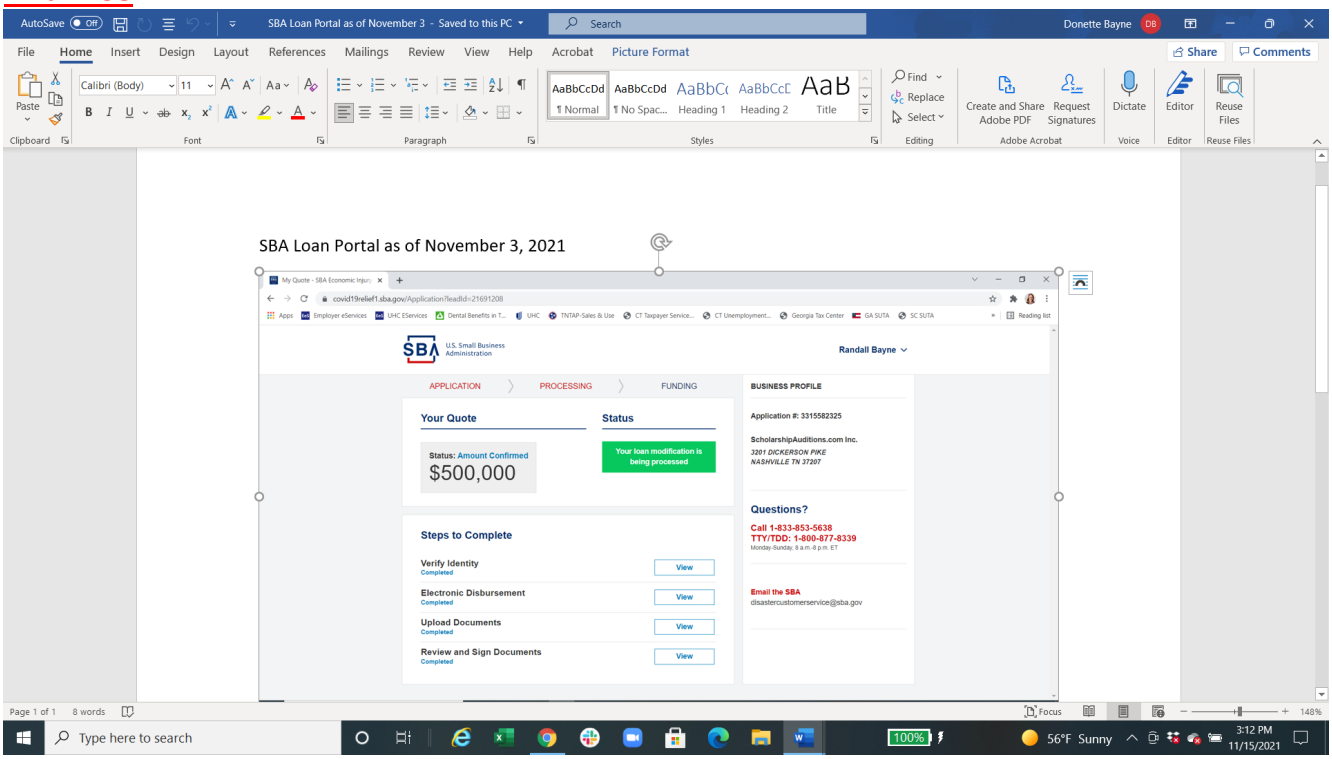
I am following up regarding the paperwork needed to finalize our SBA loan. It has been over a month since we originally confirmed our acceptance of the $9,500. Last week, we resubmitted our acceptance at your request.

When we were previously approved for the $500,000, we had the loan documents within less than one hour after our acceptance. We don't understand the delay in sending the documents.

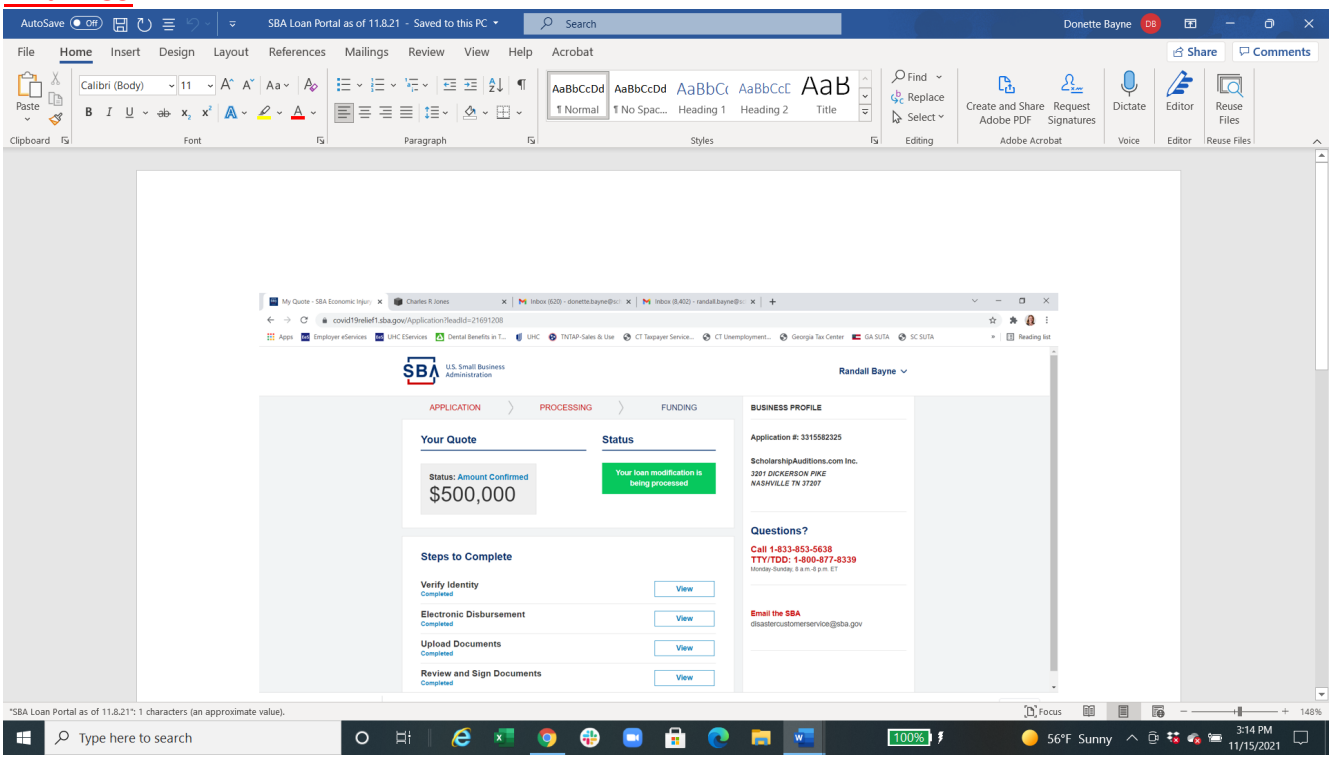
As you are aware, we are in extreme financial distress. Any help in getting these documents to us so we can sign them and finally get the funds would be greatly appreciated.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Email 158



Email 159


SBA Loan Portal as of 11.8.21 - Saved to this PC
Donette Bayne
File Home Insert Design Layout References Mailings Review View Help Acrobat
Share Comments
Calibri (Body) 11
Paste
Clipboard Font Paragraph Styles Editing Adobe Acrobat Voice Editor Reuse Files
Normal No Spac... Heading 1 Heading 2 Title
Find Replace Select
Create and Share Adobe PDF
Request Signatures
Dictate
Editor
Reuse Files
covid19relief1.sba.gov/Application?leadId=21691208
U.S. Small Business Administration
Randall Bayne
APPLICATION PROCESSING FUNDING
Your Quote
Status: Amount Confirmed
$500,000
Status
Your loan modification is being processed
Steps to Complete
Verify Identity
Completed
View
Electronic Disbursement
Completed
View
Upload Documents
Completed
View
Review and Sign Documents
Completed
View
BUSINESS PROFILE
Application #: 3315582325
ScholarshipAuditions.com Inc.
3201 DICKERSON PIKE
NASHVILLE TN 37207
Questions?
Call 1-833-853-5638
TTY/TDD: 1-800-877-8339
Monday-Sunday, 8 a.m.-8 p.m. ET
Email the SBA
disastercustomerservice@sba.gov
"SBA Loan Portal as of 11.8.21": 1 characters (an approximate value).
Focus
148%
Type here to search
100%
56°F Sunny
3:14 PM
11/15/2021

Email 160

U.S. SMALL BUSINESS ADMINISTRATION
Disaster Assistance
Processing and Disbursement Center
14925 Kingsport Road
Fort Worth, Texas 76155

833-853-5638
Hearing Impaired
800-877-8339

November 08, 2021

Randall Bayne
ScholarshipAuditions.com Inc.
3201 DICKERSON PIKE
NASHVILLE, TN 37207

RE: Modification to SBA Disaster Loan Number: 1427569103

Dear Randall Bayne,

In these unprecedented times, we understand the challenges you are facing. The SBA is making every effort to support small businesses, which are the backbone of the American economy. Unfortunately, although we made every effort to approve your loan modification request, we are unable to modify your loan for the following reason(s):

Economic injury is not substantiated.

Based on the information you provided in your loan application, we have determined your economic injury is not substantiated. We made this determination for one of the following two reasons:

1. Your economic injury is less than the amount you received from the EIDL Advance. As a result, we are unable to substantiate any additional eligibility at this time.
2. The information you submitted does not indicate an economic injury.

Please review the information you submitted in your application to make sure you provided us with the Gross Sales and Cost of Goods Sold (if applicable) in the last 12 months or what was reported on your most recent Federal income tax returns. If your business is a non-profit organization, please ensure you provided the cost of operation for the last 12 months. If the information you provided does not reflect the last 12 months or what is on your most recent Federal income tax returns, please follow the directions below to request reconsideration.

If you disagree with our decision, you may request reconsideration, subject to the availability of funds. You can submit your request to any of the following:

a. Mail your request to the address at the top of this letter.
b. Fax your request to: 202-481-5931.
c. E-mail your request to: pdcrecons@sba.gov.

Your request must:

1. Be in writing and be received by this office as soon as possible (but no later than 6 months from the date of this letter.)
2. Contain all significant information that will overcome the decline/withdrawal reason(s).

We understand that this is a challenging time for your business and for the nation. The SBA has local offices in your community which can refer you to resources that may be able to help you address the underlying reason for your loan denial. For more information on these services, please go to www.sba.gov/local-assistance to locate the email address and phone number for the nearest SBA district office and/or SBA's resource partners. Please call or email for a virtual appointment.

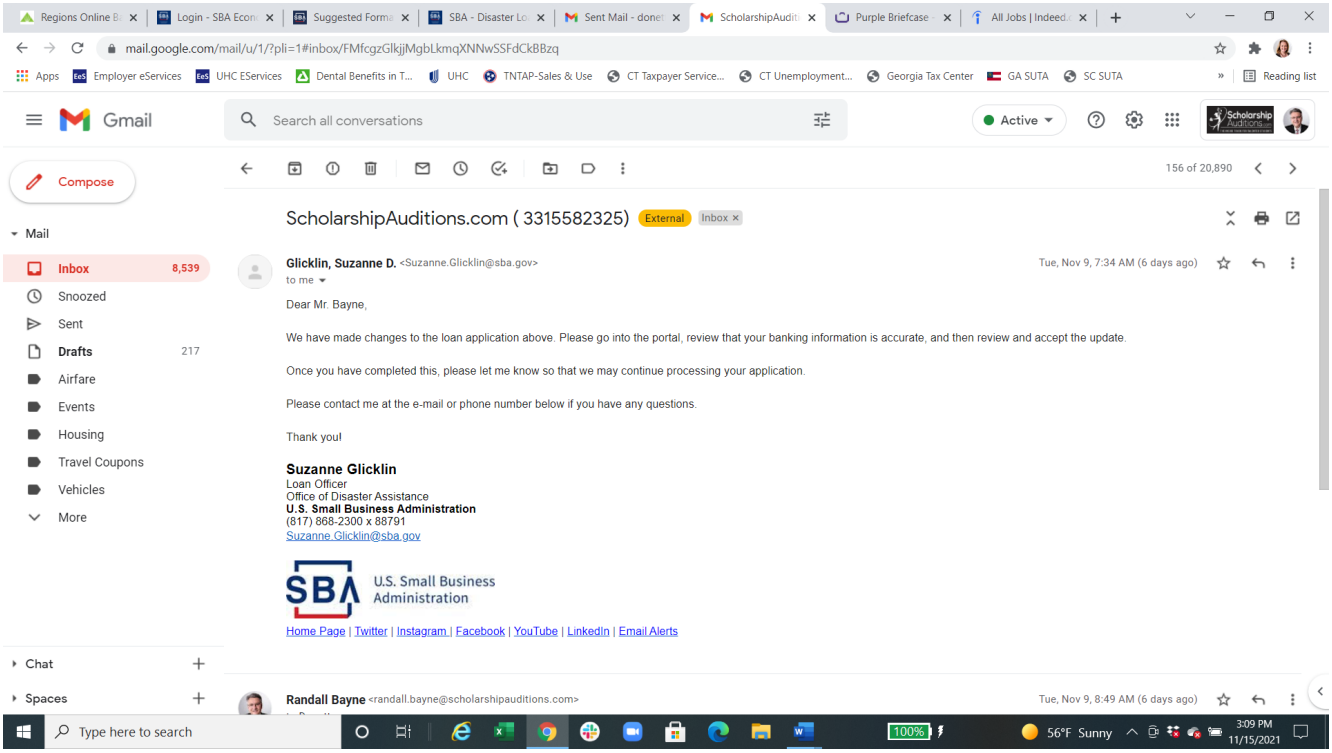
If you have any questions regarding this matter, please contact us at 833-853-5638 (TTY: 1-800-877-8339).

Sincerely,

Application Processing Department

The Federal Equal Credit Opportunity Act, 15 U.S.C. §1691, prohibits creditors from discrimination against credit applicants on the basis of race, color, religion, national origin, sex, marital status, age (provided that the applicant has the capacity to enter into a binding contract); because all or part of the applicant's income derives from any public assistance program; or because the applicant has in good faith exercised any right under the Consumer Protection Act. The Federal agency that administers compliance with this law concerning this creditor is the Consumer Response Center, Federal Trade Commission, Washington, D.C. 20580.

Email 161



Gmail

Search all conversations

Active

Compose

Mail

Inbox 8,539

Snoozed

Sent

Drafts 217

Airfare

Events

Housing

Travel Coupons

Vehicles

More

Chat

Spaces

156 of 20,890

ScholarshipAuditions.com (3315582325) External Inbox ×

Glicklin, Suzanne D. <Suzanne.Glicklin@sba.gov>
to me

Tue, Nov 9, 7:34 AM (6 days ago)

Dear Mr. Bayne,

We have made changes to the loan application above. Please go into the portal, review that your banking information is accurate, and then review and accept the update.

Once you have completed this, please let me know so that we may continue processing your application.

Please contact me at the e-mail or phone number below if you have any questions.

Thank you!

Suzanne Glicklin
Loan Officer
Office of Disaster Assistance
U.S. Small Business Administration
(817) 868-2300 x 88791
Suzanne.Glicklin@sba.gov

SBA U.S. Small Business Administration

Home Page | Twitter | Instagram | Facebook | YouTube | LinkedIn | Email Alerts

Randall Bayne <randall.bayne@scholarshipauditions.com>

Tue, Nov 9, 8:49 AM (6 days ago)

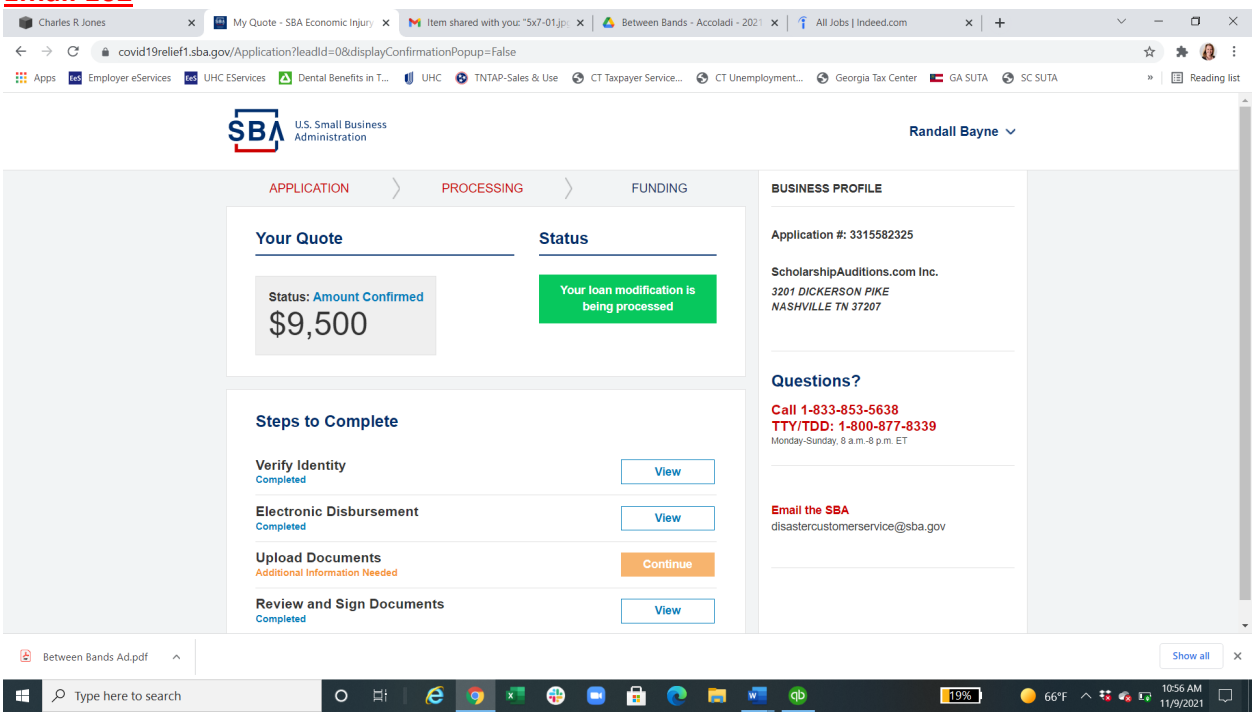
Type here to search

100%

56°F Sunny

3:09 PM
11/15/2021

Email 162



covid19relief1.sba.gov/Application?leadId=0&displayConfirmationPopup=False

SBA U.S. Small Business Administration

Randall Bayne

APPLICATION PROCESSING FUNDING

Your Quote

Status: Amount Confirmed
$9,500

Status

Your loan modification is being processed

Steps to Complete

Verify Identity — Completed — View

Electronic Disbursement — Completed — View

Upload Documents — Additional Information Needed — Continue

Review and Sign Documents — Completed — View

BUSINESS PROFILE

Application #: 3315582325

ScholarshipAuditions.com Inc.
3201 DICKERSON PIKE
NASHVILLE TN 37207

Questions?

Call 1-833-853-5638
TTY/TDD: 1-800-877-8339
Monday-Sunday, 8 a.m.-8 p.m. ET

Email the SBA
disastercustomerservice@sba.gov

Between Bands Ad.pdf

Show all

Type here to search

19%

66°F

10:56 AM
11/9/2021

Email 163

U.S. SMALL BUSINESS ADMINISTRATION
Disaster Assistance
Processing and Disbursement Center
14925 Kingsport Road
Fort Worth, Texas 76155

833-853-5638
Hearing Impaired
800-877-8339

November 09, 2021

RANDALL BAYNE
SCHOLARSHIPAUDITIONS.COM INC.
3201 DICKERSON PIKE
NASHVILLE, TN 37207

RE: SBA Disaster Loan Application Number: 3315582325
Loan Number: 1427569103

Dear **RANDALL BAYNE:**

We received your request for a modification(s) to your SBA loan.

We have amended your loan as follows:

Business entity owner has been added: **ScholarshipsAuditions.com Holdings**.

Contact has been removed: **Mercedes Jones**.

Name on Account has been updated from **xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxInc.** to **xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxInc.**.

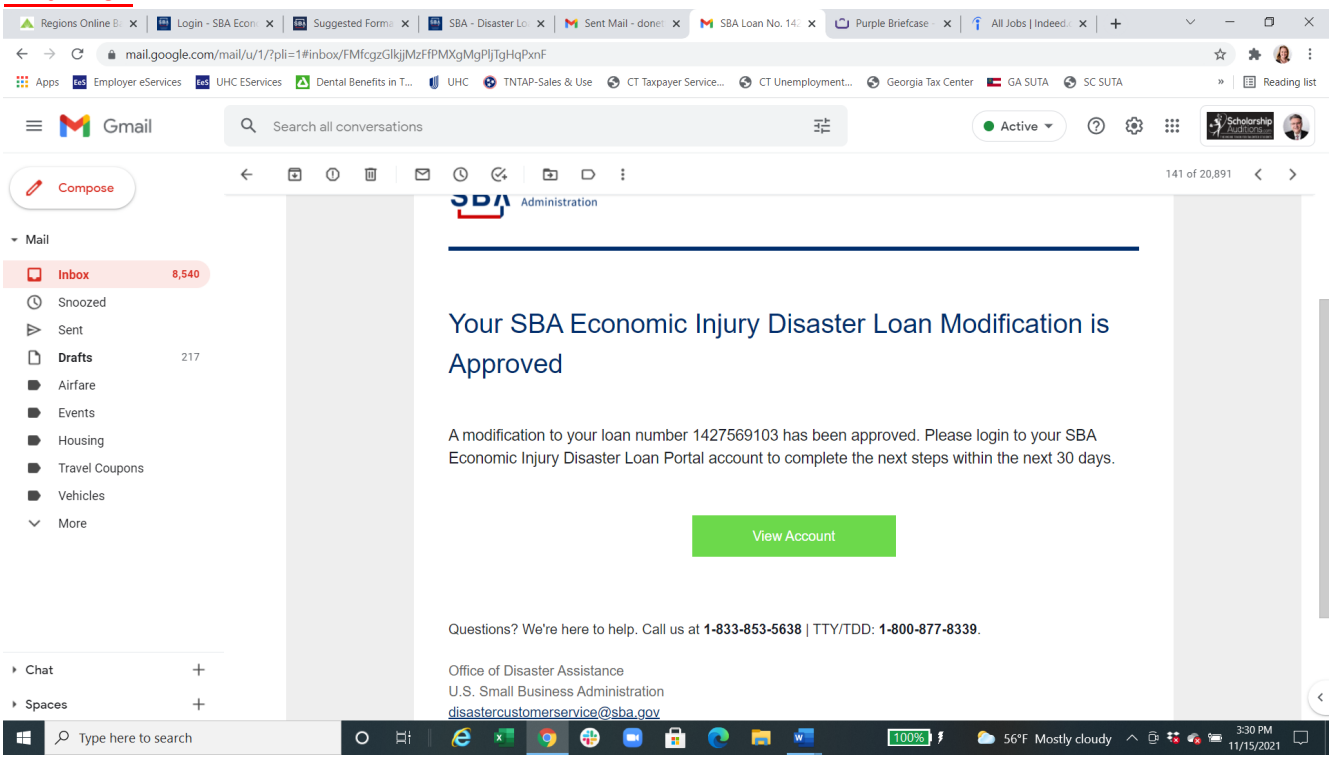
If you have any questions, please contact us at the toll free number listed above.

Sincerely,

APPLICATION PROCESSING

The Federal Equal Credit Opportunity Act, 15 U.S.C. §1691, prohibits creditors from discrimination against credit applicants on the basis of race, color, religion, national origin, sex, marital status, age (provided that the applicant has the capacity to enter into a binding contract); because all or part of the applicant's income derives from any public assistance program; or because the applicant has in good faith exercised any right under the Consumer Protection Act. The Federal agency that administers compliance with this law concerning this creditor is the Consumer Response Center, Federal Trade Commission, Washington, D.C. 20580.

Email 164



Gmail

Search all conversations

Compose

Mail

Inbox 8,540
Snoozed
Sent
Drafts 217
Airfare
Events
Housing
Travel Coupons
Vehicles
More

Chat
Spaces

141 of 20,891

Administration

Your SBA Economic Injury Disaster Loan Modification is Approved

A modification to your loan number 1427569103 has been approved. Please login to your SBA Economic Injury Disaster Loan Portal account to complete the next steps within the next 30 days.

View Account

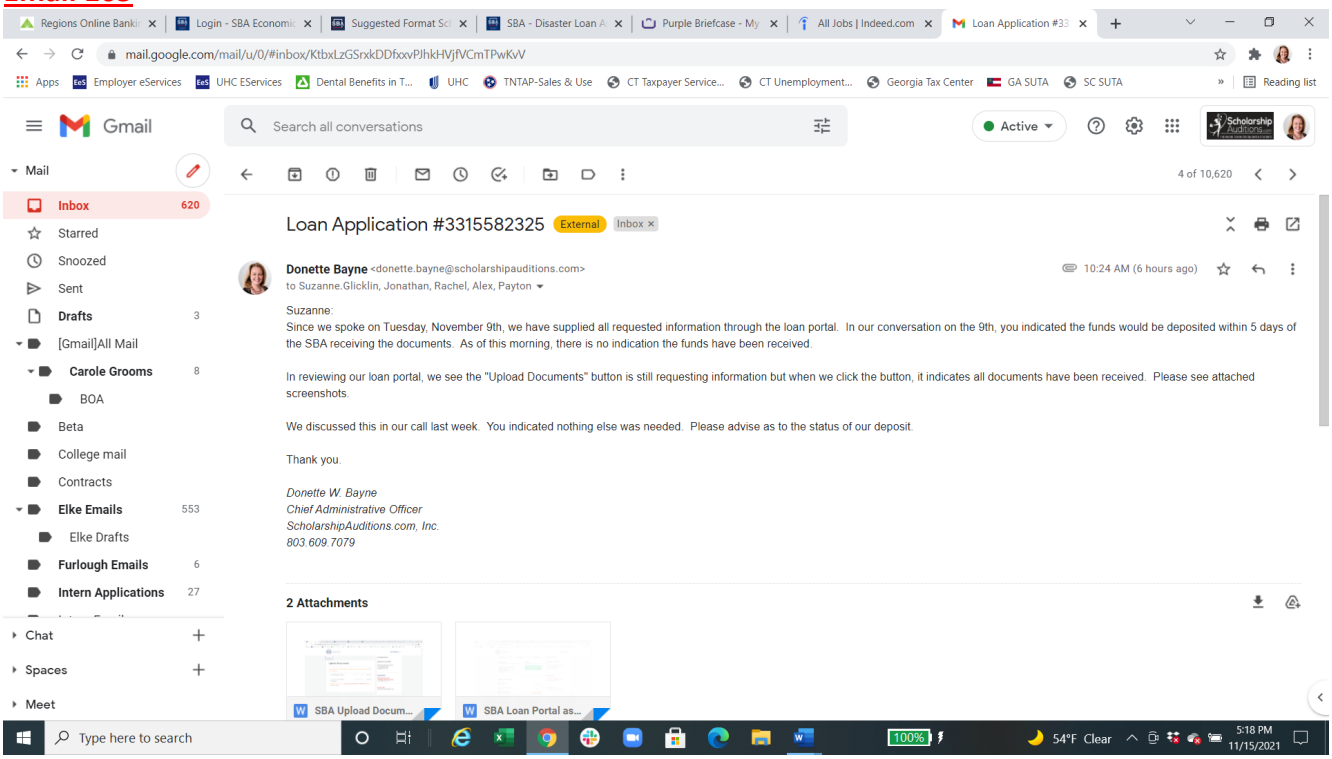
Questions? We're here to help. Call us at **1-833-853-5638** | TTY/TDD: **1-800-877-8339**.

Office of Disaster Assistance
U.S. Small Business Administration
disastercustomerservice@sba.gov

Type here to search

100% 56°F Mostly cloudy 3:30 PM 11/15/2021

Email 165



Gmail

Search all conversations

Mail

Inbox 620
Starred
Snoozed
Sent
Drafts 3
[Gmail]All Mail
Carole Grooms 8
BOA
Beta
College mail
Contracts
Elke Emails 553
Elke Drafts
Furlough Emails 6
Intern Applications 27

Chat
Spaces
Meet

4 of 10,620

Loan Application #3315582325 External Inbox ×

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Suzanne.Glicklin, Jonathan, Rachel, Alex, Payton

10:24 AM (6 hours ago)

Suzanne:
Since we spoke on Tuesday, November 9th, we have supplied all requested information through the loan portal. In our conversation on the 9th, you indicated the funds would be deposited within 5 days of the SBA receiving the documents. As of this morning, there is no indication the funds have been received.

In reviewing our loan portal, we see the "Upload Documents" button is still requesting information but when we click the button, it indicates all documents have been received. Please see attached screenshots.

We discussed this in our call last week. You indicated nothing else was needed. Please advise as to the status of our deposit.

Thank you.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

2 Attachments

SBA Upload Docum...
SBA Loan Portal as...

Type here to search

100% 54°F Clear 5:18 PM 11/15/2021

APPENDIX C

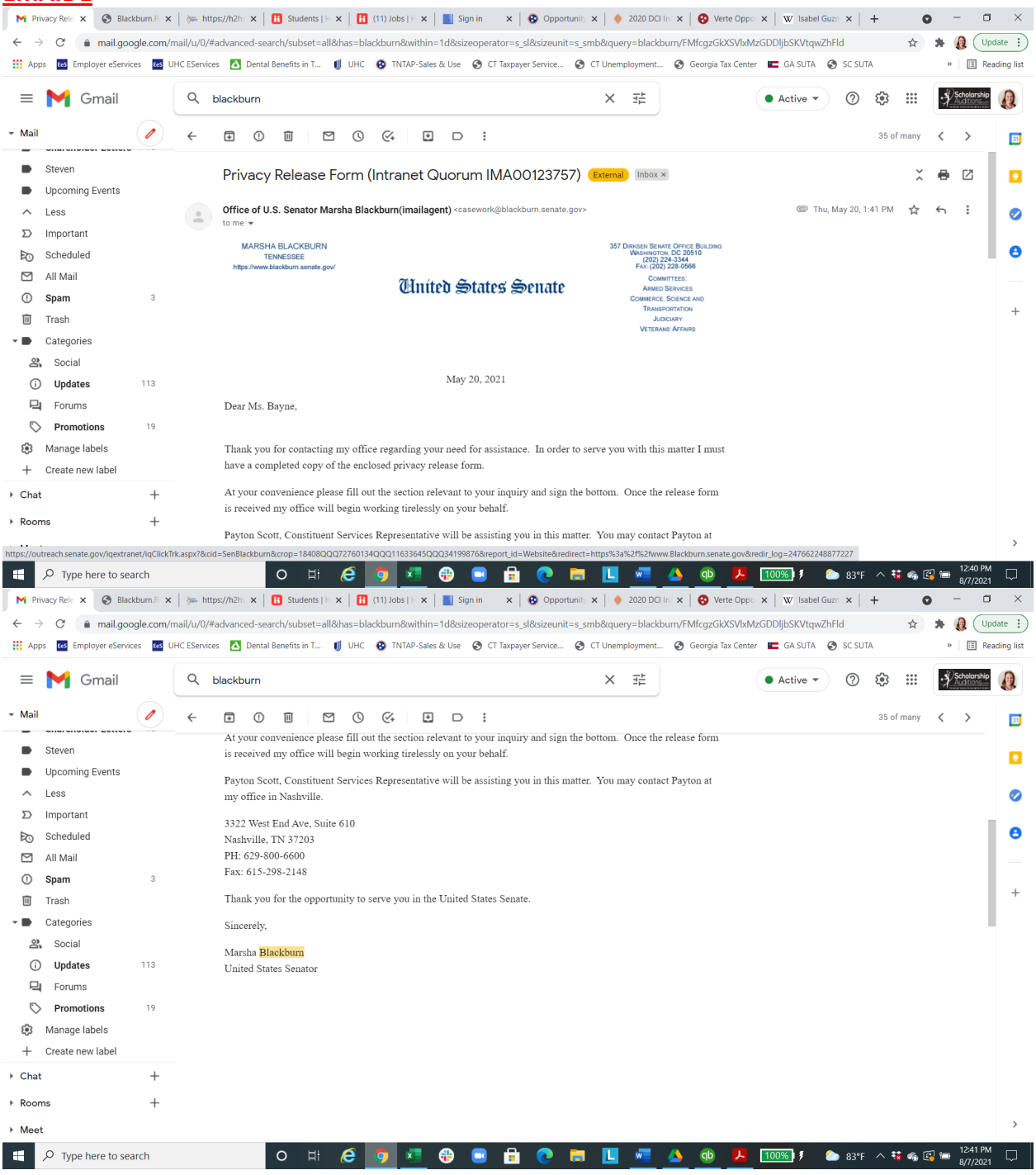
Documentation of Conversations and Correspondence with the Office of United States Senator Marsha Blackburn



Scholarship Auditions.com

SENATOR BLACKBURN'S OFFICE CONTACTED BY PHONE ON MAY 19, 2021

EMAIL 1



Privacy Release Form (Intranet Quorum IMA00123757) External Inbox ×

Office of U.S. Senator Marsha Blackburn(imailagent) <casework@blackburn.senate.gov>
to me

Thu, May 20, 1:41 PM

MARSHA BLACKBURN
TENNESSEE
https://www.blackburn.senate.gov/

United States Senate

357 Dirksen Senate Office Building
Washington, DC 20510
(202) 224-3344
Fax: (202) 228-0566

Committees:
Armed Services
Commerce, Science and Transportation
Judiciary
Veterans' Affairs

May 20, 2021

Dear Ms. Bayne,

Thank you for contacting my office regarding your need for assistance. In order to serve you with this matter I must have a completed copy of the enclosed privacy release form.

At your convenience please fill out the section relevant to your inquiry and sign the bottom. Once the release form is received my office will begin working tirelessly on your behalf.

Payton Scott, Constituent Services Representative will be assisting you in this matter. You may contact Payton at my office in Nashville.

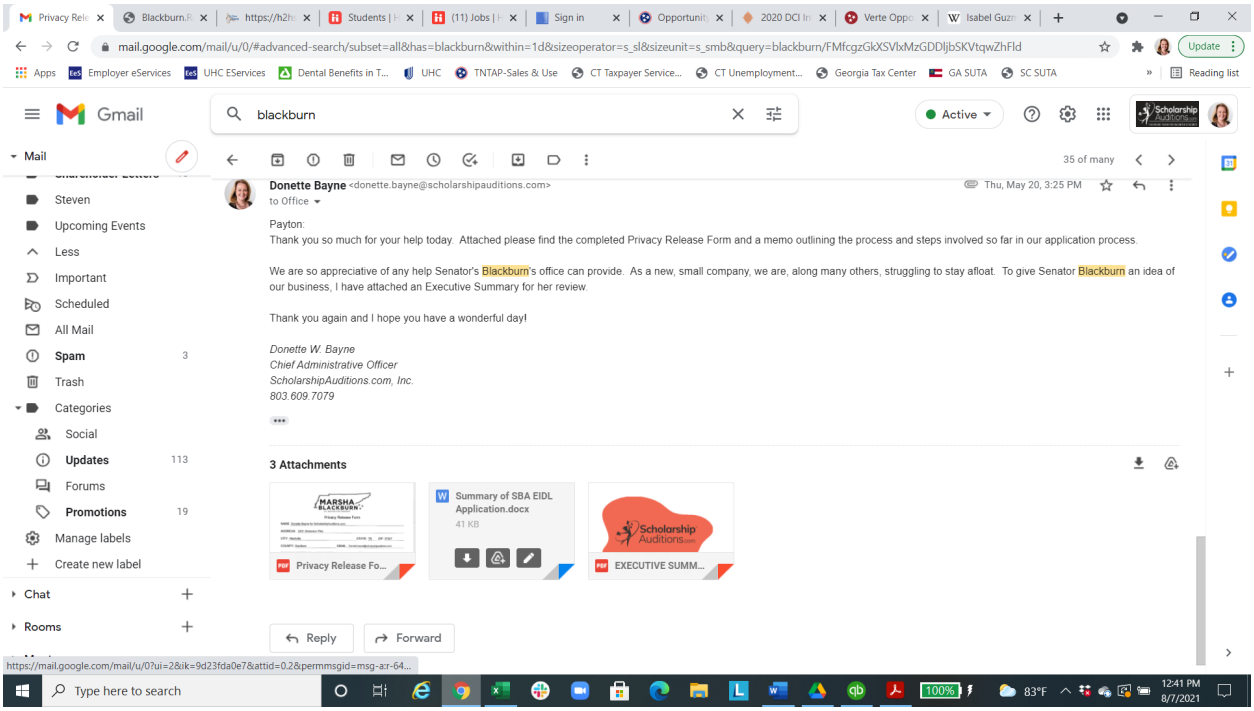
3322 West End Ave, Suite 610
Nashville, TN 37203
PH: 629-800-6600
Fax: 615-298-2148

Thank you for the opportunity to serve you in the United States Senate.

Sincerely,

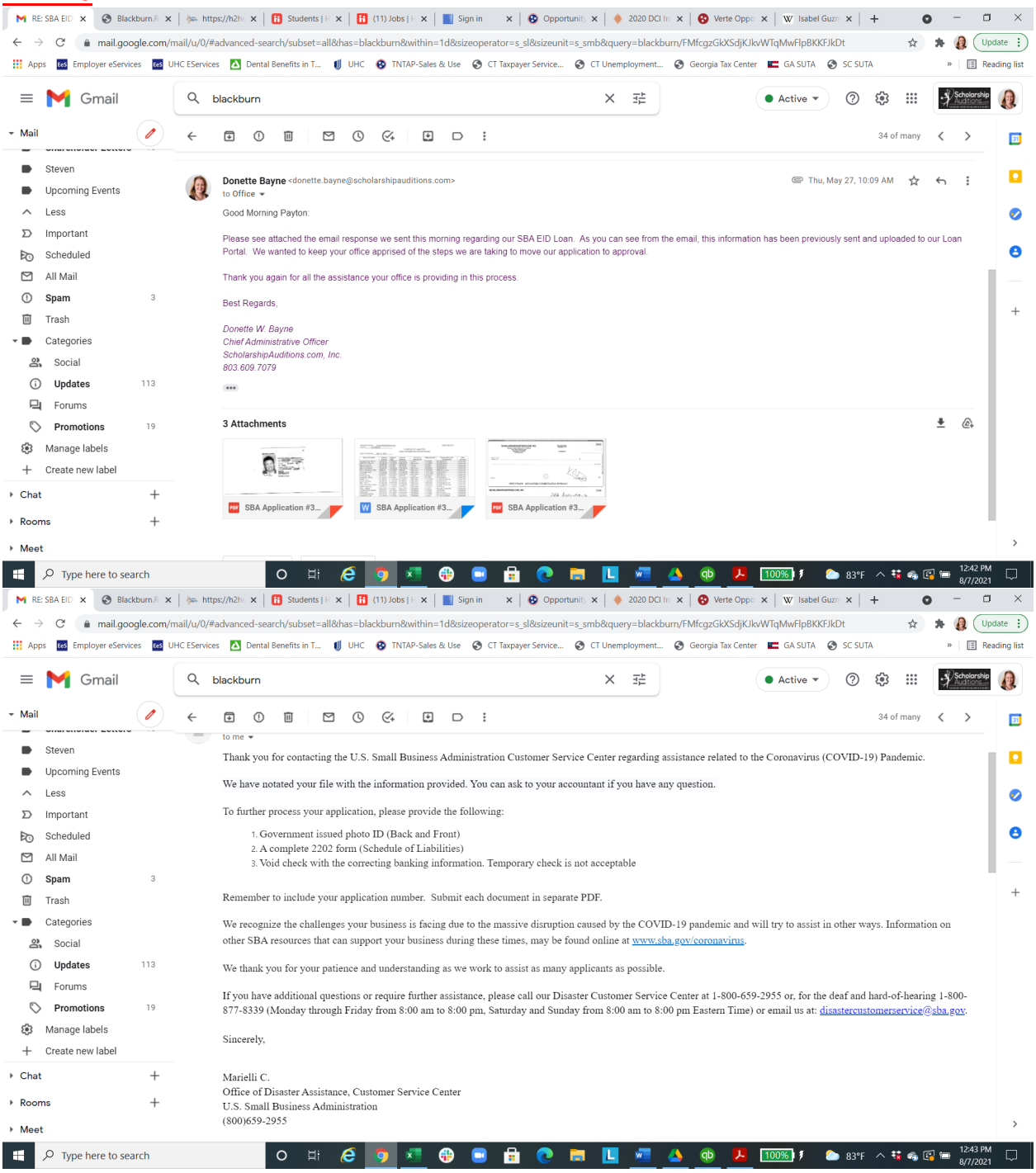
Marsha Blackburn
United States Senator

EMAIL 2

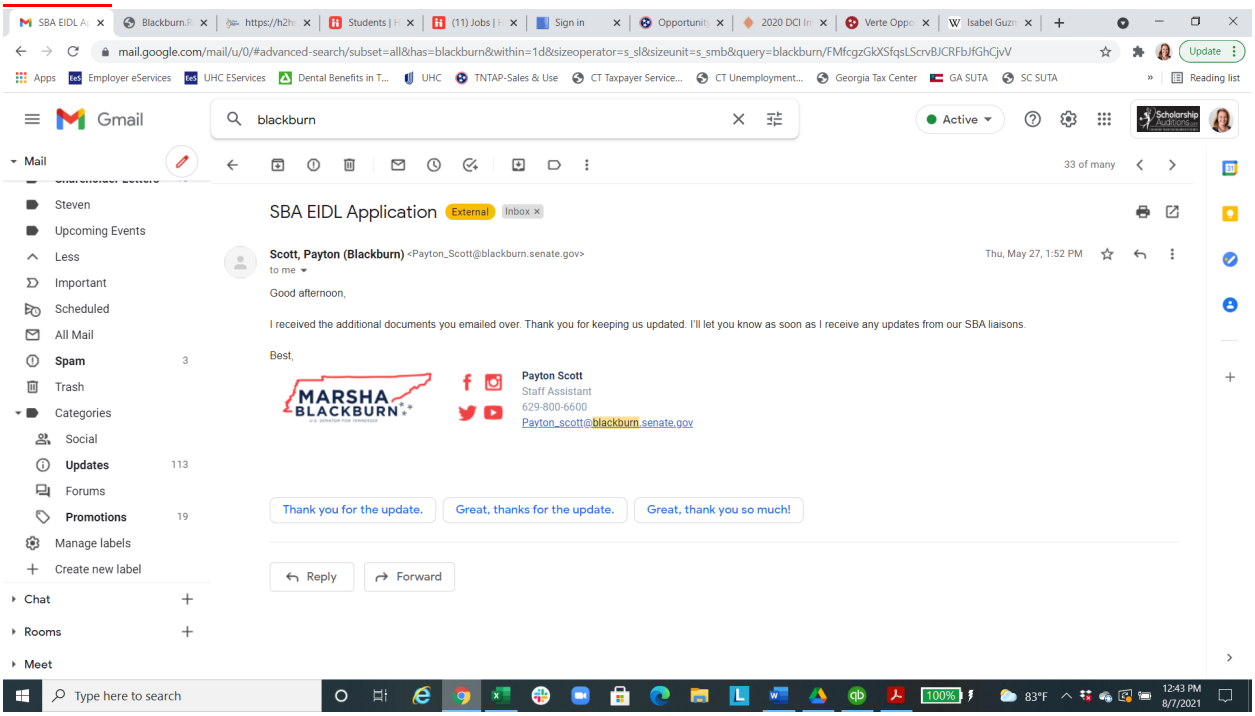


[INCLUDED PRIVACY RELEASE FORM, MEMO OUTLINING COMPANY'S EXPERIENCE WITH SBA, AND EXECUTIVE SUMMARY]

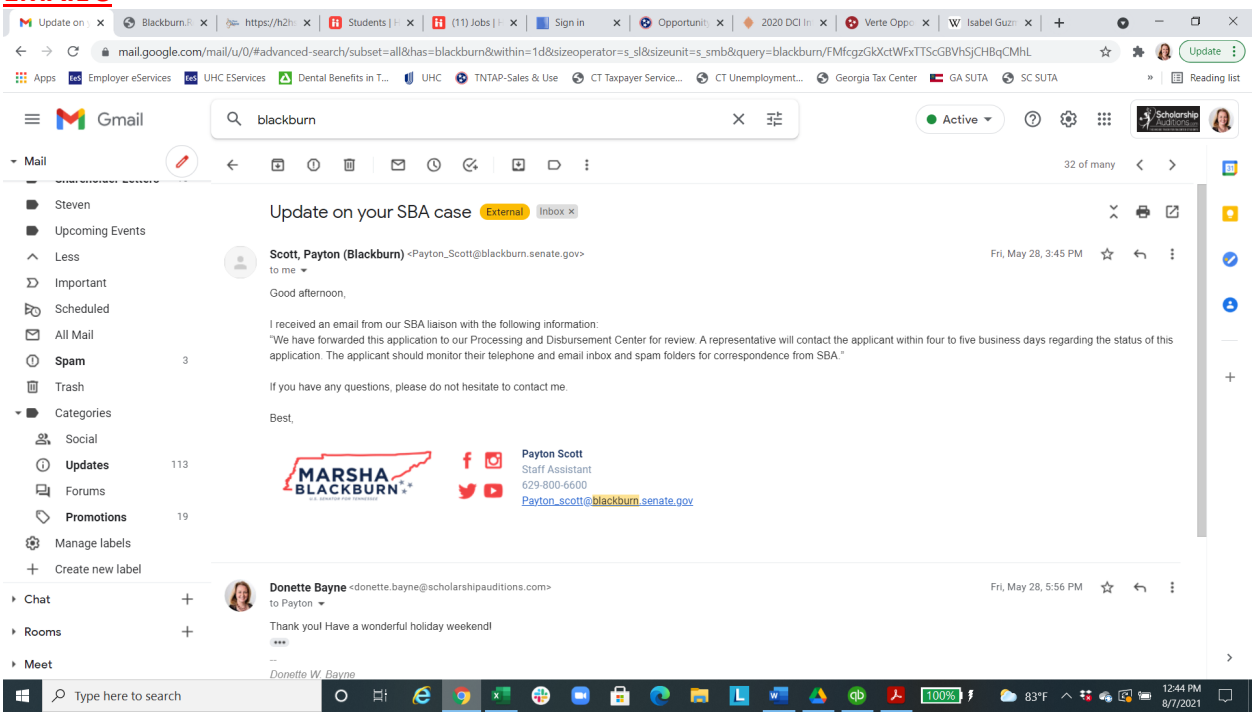
EMAIL 3


mail.google.com/mail/u/0/#advanced-search/subset=all&has=blackburn&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=blackburn/FMfcgzGkXSdjKJkvWTqMwFlpBKKFJkDt
Gmail
blackburn
Active
Mail
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Promotions 19
Manage labels
Create new label
Chat
Rooms
Meet
34 of many
Donette Bayne <donette.bayne@scholarshipauditions.com>
to Office
Thu, May 27, 10:09 AM
Good Morning Payton:
Please see attached the email response we sent this morning regarding our SBA EID Loan. As you can see from the email, this information has been previously sent and uploaded to our Loan Portal. We wanted to keep your office apprised of the steps we are taking to move our application to approval.
Thank you again for all the assistance your office is providing in this process.
Best Regards,
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
3 Attachments
SBA Application #3...
SBA Application #3...
SBA Application #3...
Type here to search
12:42 PM
8/7/2021
mail.google.com/mail/u/0/#advanced-search/subset=all&has=blackburn&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=blackburn/FMfcgzGkXSdjKJkvWTqMwFlpBKKFJkDt
Gmail
blackburn
Active
Mail
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Promotions 19
Manage labels
Create new label
Chat
Rooms
Meet
34 of many
to me
Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic.
We have notated your file with the information provided. You can ask to your accountant if you have any question.
To further process your application, please provide the following:
1. Government issued photo ID (Back and Front)
2. A complete 2202 form (Schedule of Liabilities)
3. Void check with the correcting banking information. Temporary check is not acceptable
Remember to include your application number. Submit each document in separate PDF.
We recognize the challenges your business is facing due to the massive disruption caused by the COVID-19 pandemic and will try to assist in other ways. Information on other SBA resources that can support your business during these times, may be found online at www.sba.gov/coronavirus.
We thank you for your patience and understanding as we work to assist as many applicants as possible.
If you have additional questions or require further assistance, please call our Disaster Customer Service Center at 1-800-659-2955 or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.
Sincerely,
Marielli C.
Office of Disaster Assistance, Customer Service Center
U.S. Small Business Administration
(800)659-2955
Type here to search
12:43 PM
8/7/2021

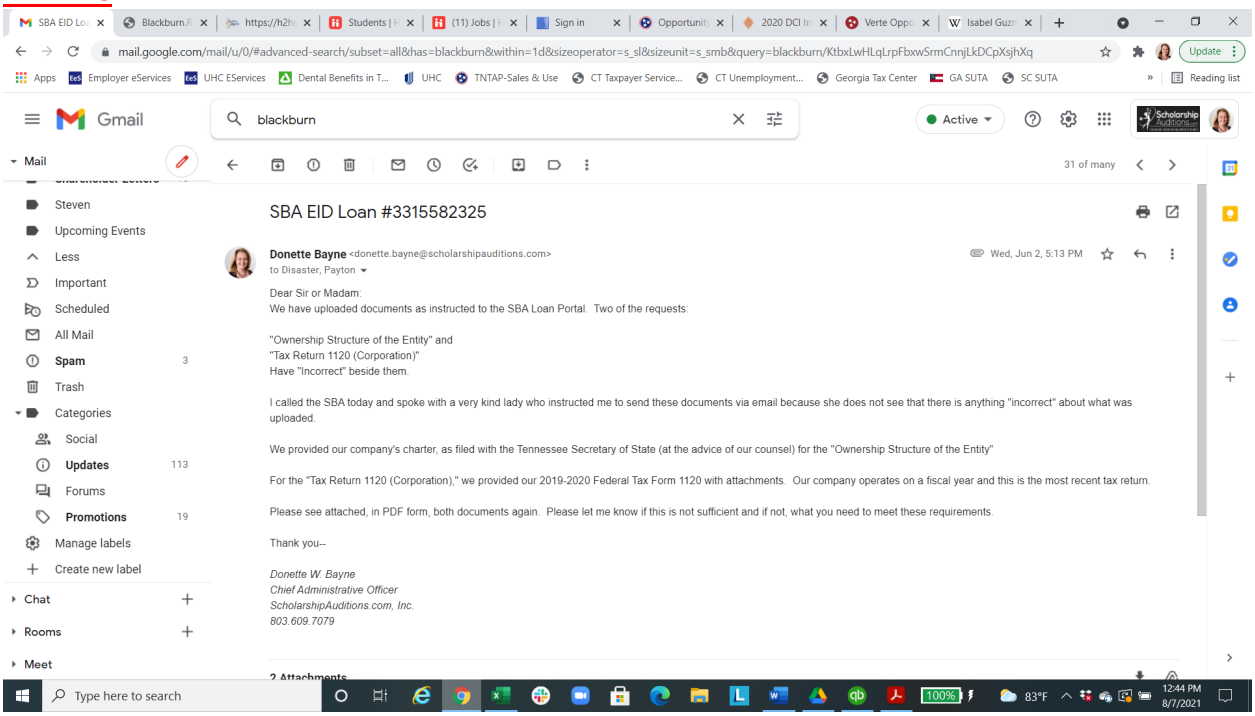
EMAIL 4



EMAIL 5

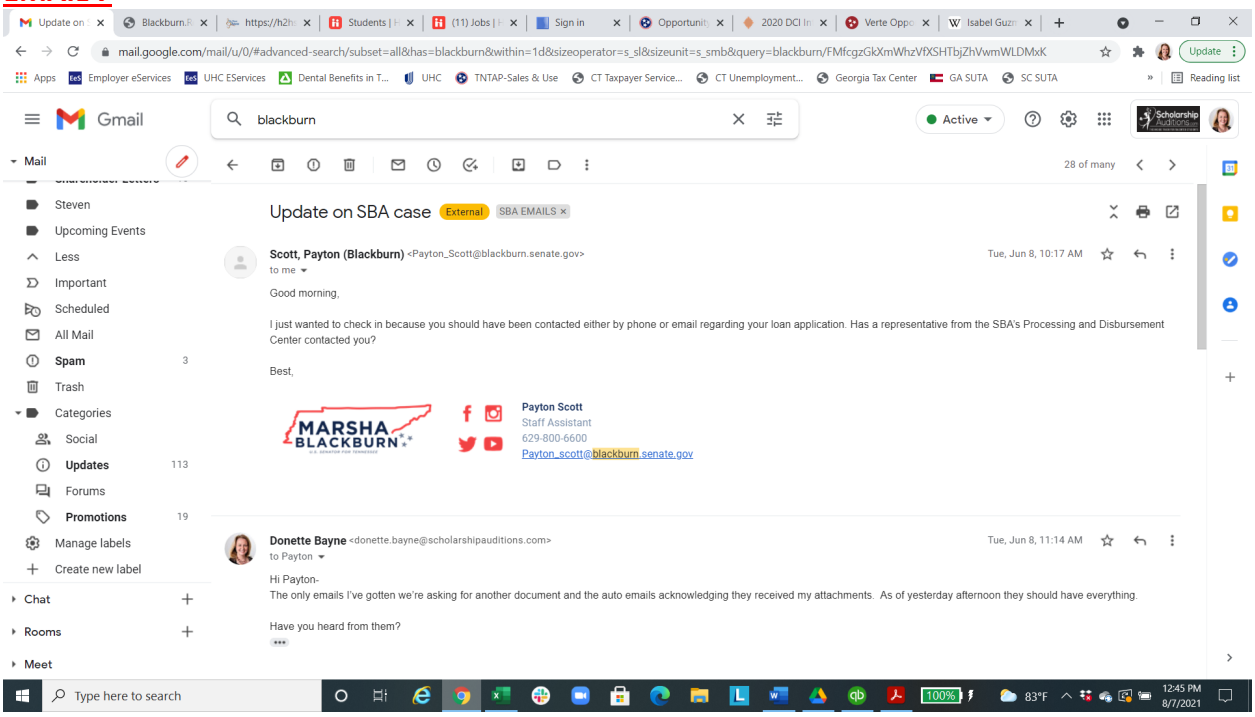


EMAIL 6

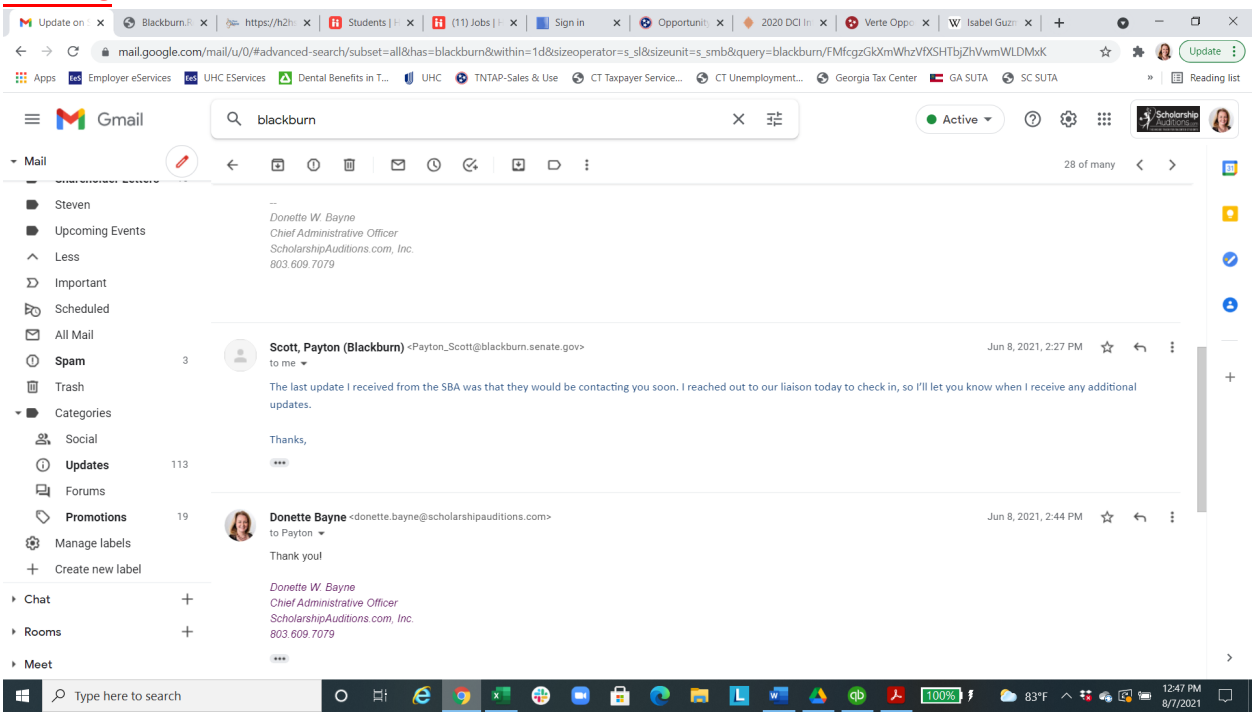


[EMAIL FROM SENATOR BLACKBURN'S OFFICE ASKING IF THE COMPANY HAD BEEN CONTACTED BY AN SBA REPRESENTATIVE. THERE HAD BEEN NO CONTACT.]

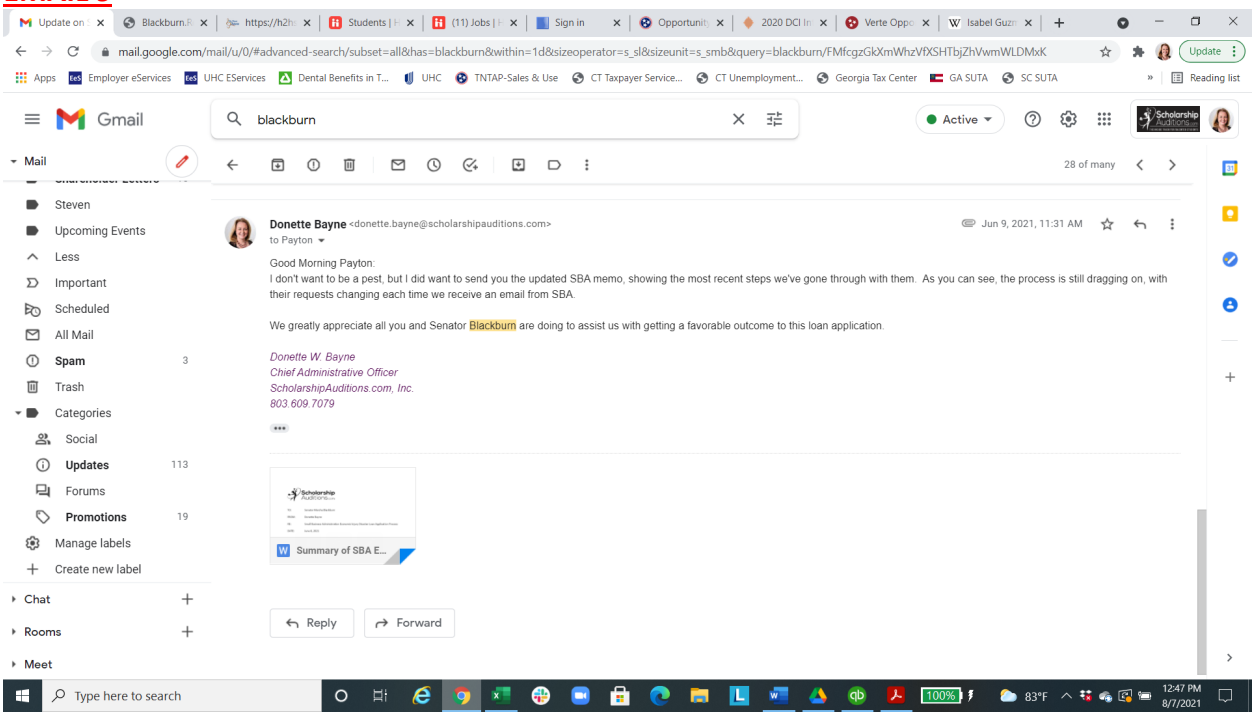
EMAIL 7



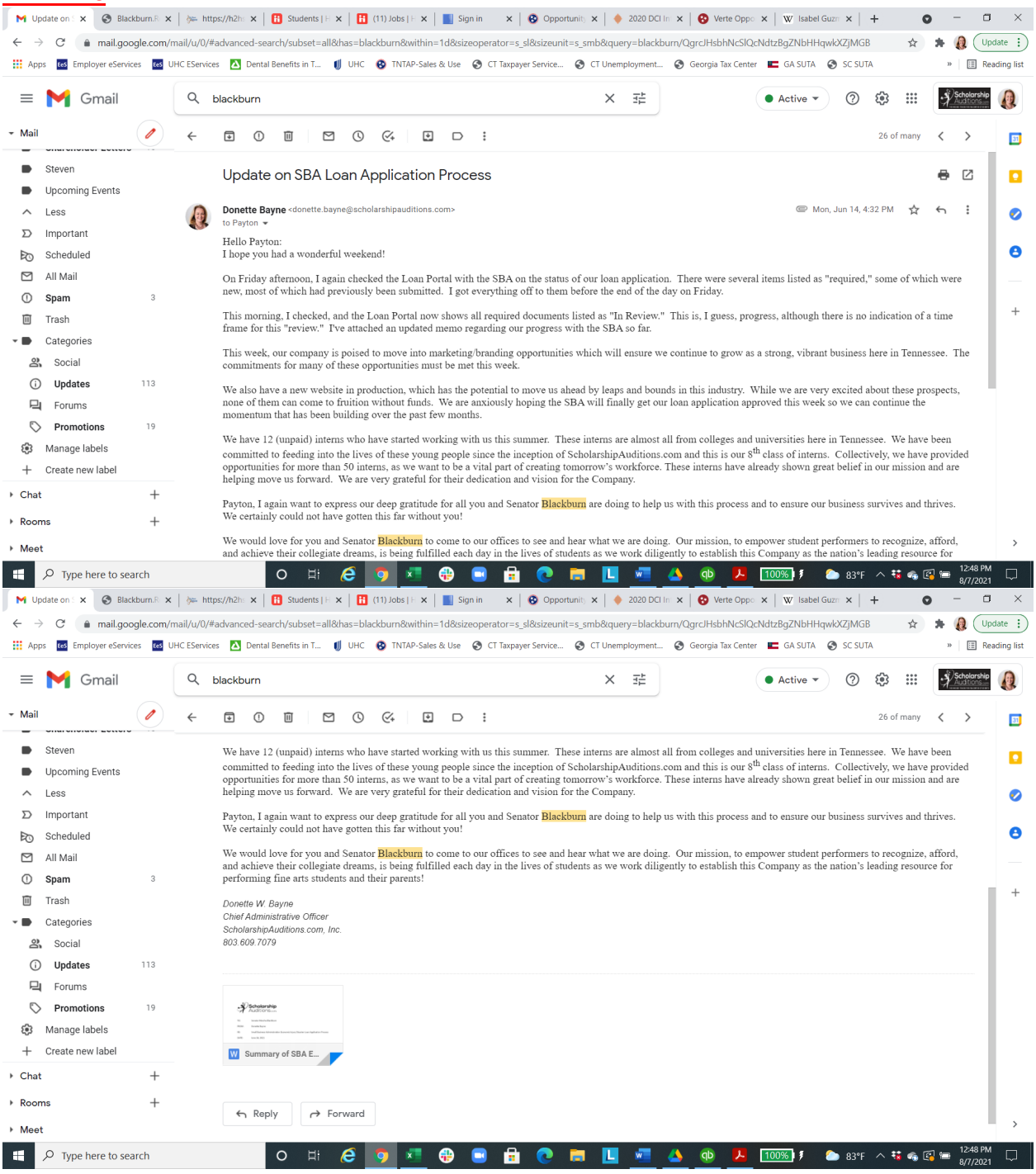
EMAIL 8



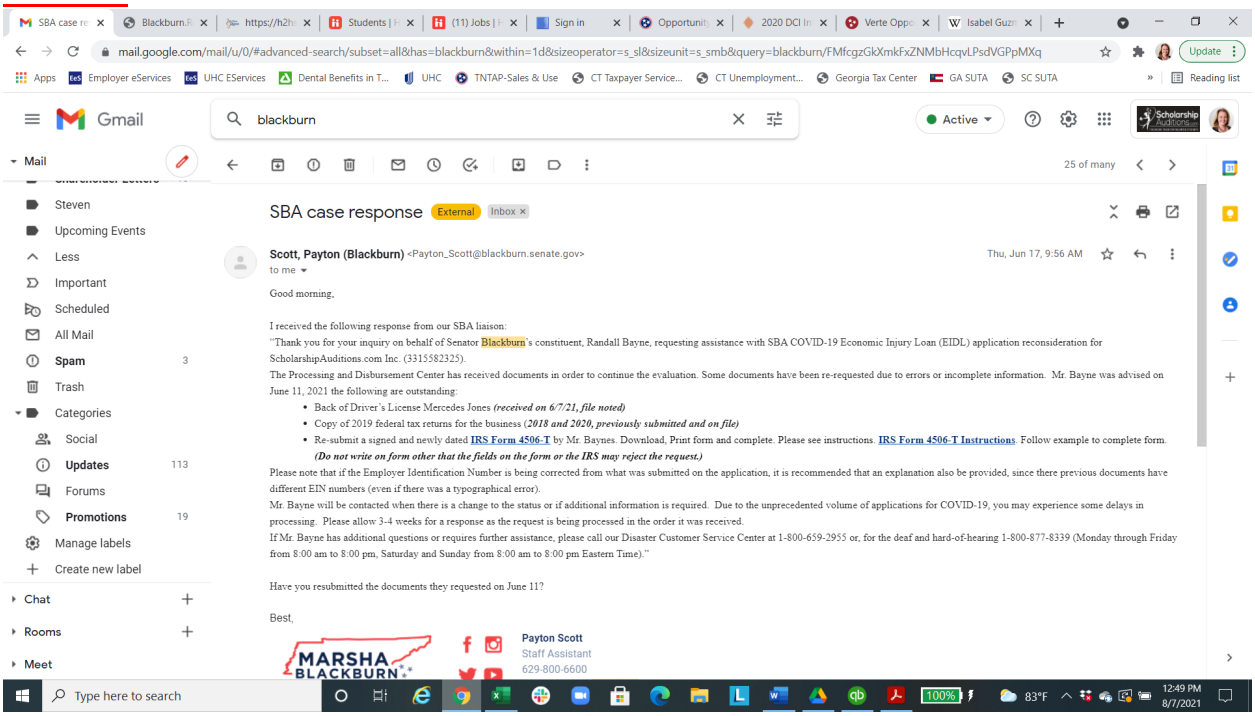
EMAIL 9



EMAIL 10


mail.google.com/mail/u/0/#advanced-search/subset=all&has=blackburn&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=blackburn/QgrcJHsbhNcSlQcNdtzBgZNbHHqwkXZjMGB
Gmail
blackburn
Active
Mail
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Promotions 19
Manage labels
Create new label
Chat
Rooms
Meet
26 of many
Update on SBA Loan Application Process
Donette Bayne <donette.bayne@scholarshipauditions.com>
to Payton
Mon, Jun 14, 4:32 PM
Hello Payton:
I hope you had a wonderful weekend!
On Friday afternoon, I again checked the Loan Portal with the SBA on the status of our loan application. There were several items listed as "required," some of which were new, most of which had previously been submitted. I got everything off to them before the end of the day on Friday.
This morning, I checked, and the Loan Portal now shows all required documents listed as "In Review." This is, I guess, progress, although there is no indication of a time frame for this "review." I've attached an updated memo regarding our progress with the SBA so far.
This week, our company is poised to move into marketing/branding opportunities which will ensure we continue to grow as a strong, vibrant business here in Tennessee. The commitments for many of these opportunities must be met this week.
We also have a new website in production, which has the potential to move us ahead by leaps and bounds in this industry. While we are very excited about these prospects, none of them can come to fruition without funds. We are anxiously hoping the SBA will finally get our loan application approved this week so we can continue the momentum that has been building over the past few months.
We have 12 (unpaid) interns who have started working with us this summer. These interns are almost all from colleges and universities here in Tennessee. We have been committed to feeding into the lives of these young people since the inception of ScholarshipAuditions.com and this is our 8th class of interns. Collectively, we have provided opportunities for more than 50 interns, as we want to be a vital part of creating tomorrow's workforce. These interns have already shown great belief in our mission and are helping move us forward. We are very grateful for their dedication and vision for the Company.
Payton, I again want to express our deep gratitude for all you and Senator Blackburn are doing to help us with this process and to ensure our business survives and thrives. We certainly could not have gotten this far without you!
We would love for you and Senator Blackburn to come to our offices to see and hear what we are doing. Our mission, to empower student performers to recognize, afford, and achieve their collegiate dreams, is being fulfilled each day in the lives of students as we work diligently to establish this Company as the nation's leading resource for
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12:48 PM
8/7/2021
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Summary of SBA E...
Reply
Forward

EMAIL 11



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Important
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All Mail
Spam 3
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Categories
Social
Updates 113
Forums
Promotions 19
Manage labels
Create new label
Chat
Rooms
Meet

25 of many

SBA case response External Inbox ×

Scott, Payton (Blackburn) <Payton_Scott@blackburn.senate.gov> Thu, Jun 17, 9:56 AM
to me

Good morning,

I received the following response from our SBA liaison:
"Thank you for your inquiry on behalf of Senator Blackburn's constituent, Randall Bayne, requesting assistance with SBA COVID-19 Economic Injury Loan (EIDL) application reconsideration for ScholarshipAuditions.com Inc. (3315582325).
The Processing and Disbursement Center has received documents in order to continue the evaluation. Some documents have been re-requested due to errors or incomplete information. Mr. Bayne was advised on June 11, 2021 the following are outstanding:

- Back of Driver's License Mercedes Jones ***(received on 6/7/21, file noted)***
- Copy of 2019 federal tax returns for the business ***(2018 and 2020, previously submitted and on file)***
- Re-submit a signed and newly dated **IRS Form 4506-T** by Mr. Baynes. Download, Print form and complete. Please see instructions. **IRS Form 4506-T Instructions**. Follow example to complete form. ***(Do not write on form other that the fields on the form or the IRS may reject the request.)***

Please note that if the Employer Identification Number is being corrected from what was submitted on the application, it is recommended that an explanation also be provided, since there previous documents have different EIN numbers (even if there was a typographical error).
Mr. Bayne will be contacted when there is a change to the status or if additional information is required. Due to the unprecedented volume of applications for COVID-19, you may experience some delays in processing. Please allow 3-4 weeks for a response as the request is being processed in the order it was received.
If Mr. Bayne has additional questions or requires further assistance, please call our Disaster Customer Service Center at 1-800-659-2955 or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time)."

Have you resubmitted the documents they requested on June 11?

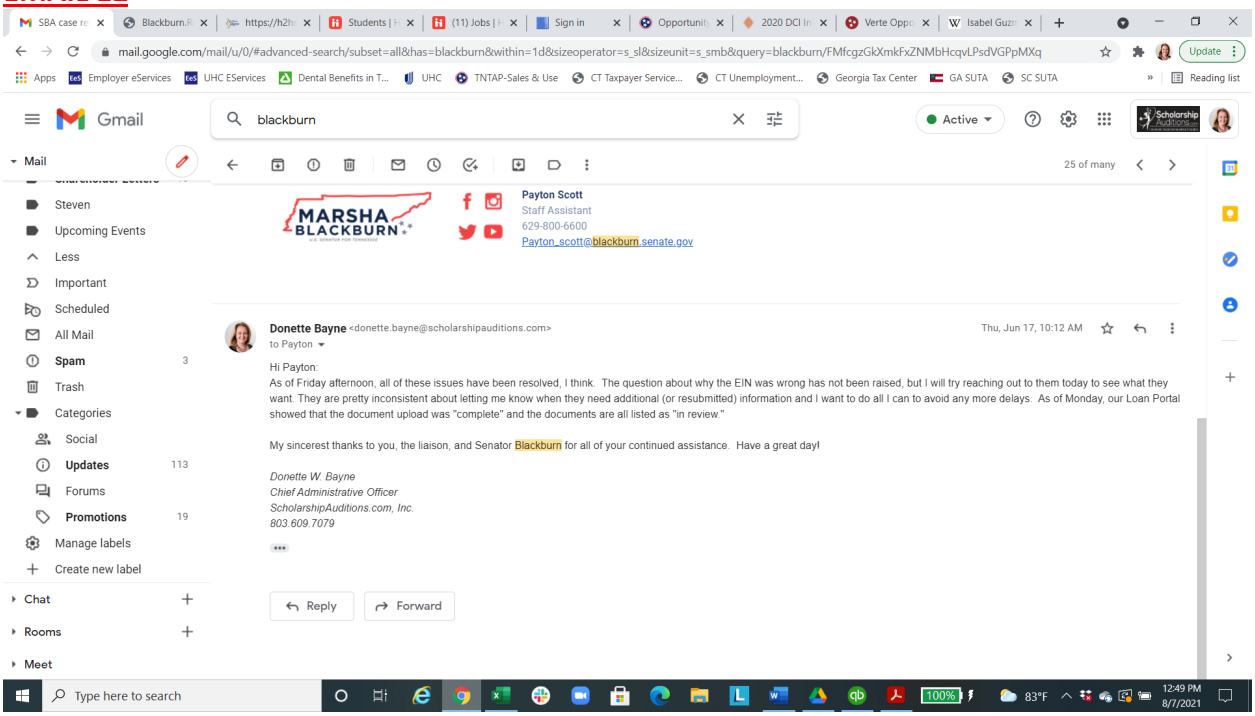
Best,

MARSHA BLACKBURN

Payton Scott
Staff Assistant
629-800-6600

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EMAIL 12



mail.google.com/mail/u/0/#advanced-search/subset=all&has=blackburn&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=blackburn/FMfcgzGkXmkFxZNMbHcqvLPsdVGPpMXq

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Trash
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Social
Updates 113
Forums
Promotions 19
Manage labels
Create new label
Chat
Rooms
Meet

25 of many

MARSHA BLACKBURN

Payton Scott
Staff Assistant
629-800-6600
Payton_scott@blackburn.senate.gov

Donette Bayne <donette.bayne@scholarshipauditions.com> Thu, Jun 17, 10:12 AM
to Payton

Hi Payton:
As of Friday afternoon, all of these issues have been resolved, I think. The question about why the EIN was wrong has not been raised, but I will try reaching out to them today to see what they want. They are pretty inconsistent about letting me know when they need additional (or resubmitted) information and I want to do all I can to avoid any more delays. As of Monday, our Loan Portal showed that the document upload was "complete" and the documents are all listed as "in review."

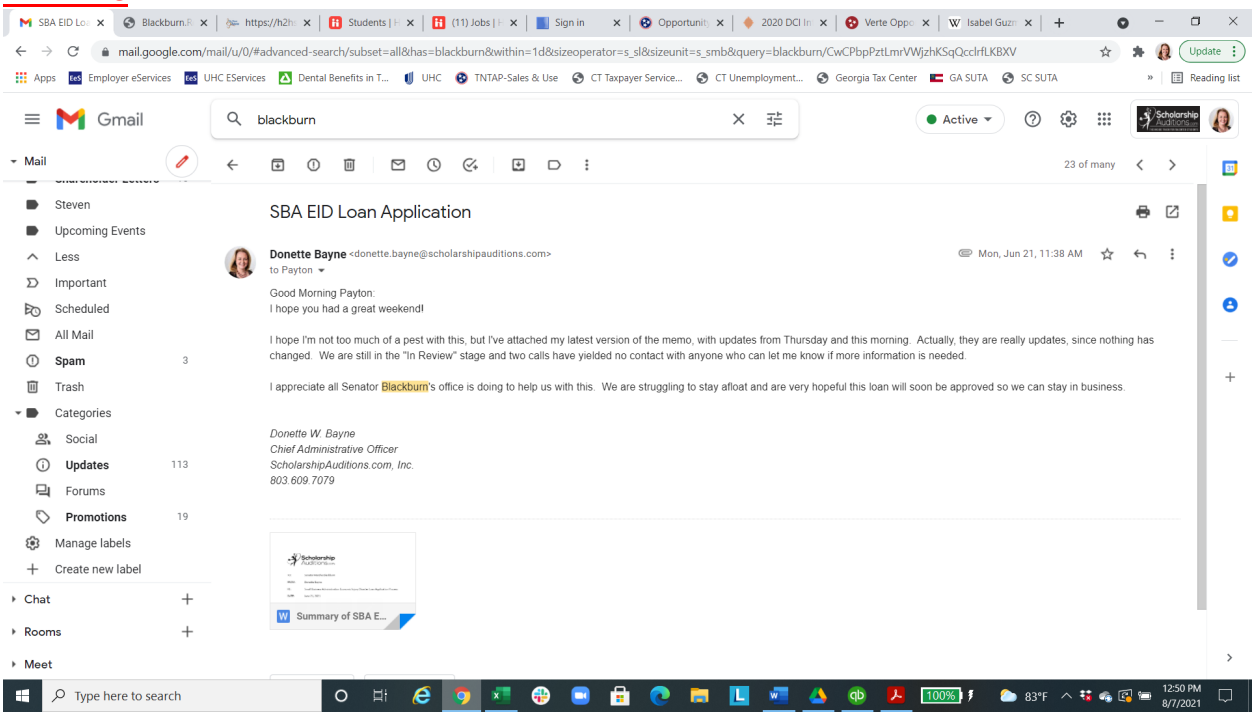
My sincerest thanks to you, the liaison, and Senator Blackburn for all of your continued assistance. Have a great day!

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

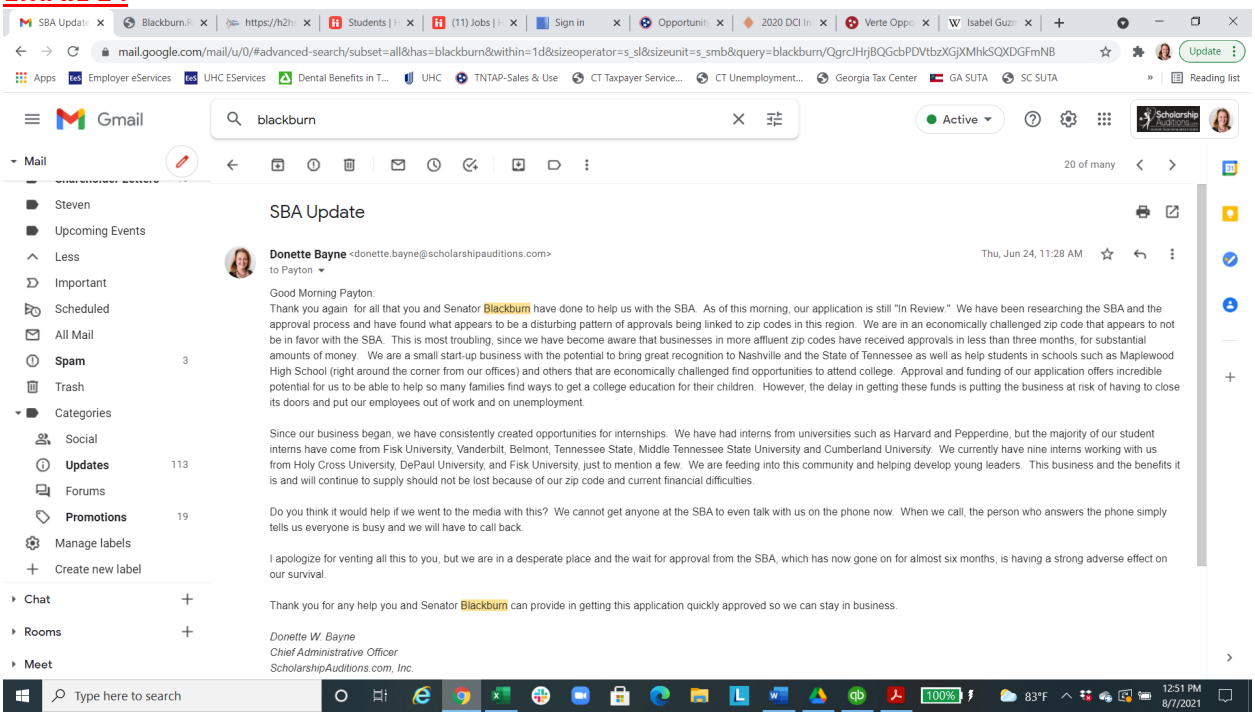
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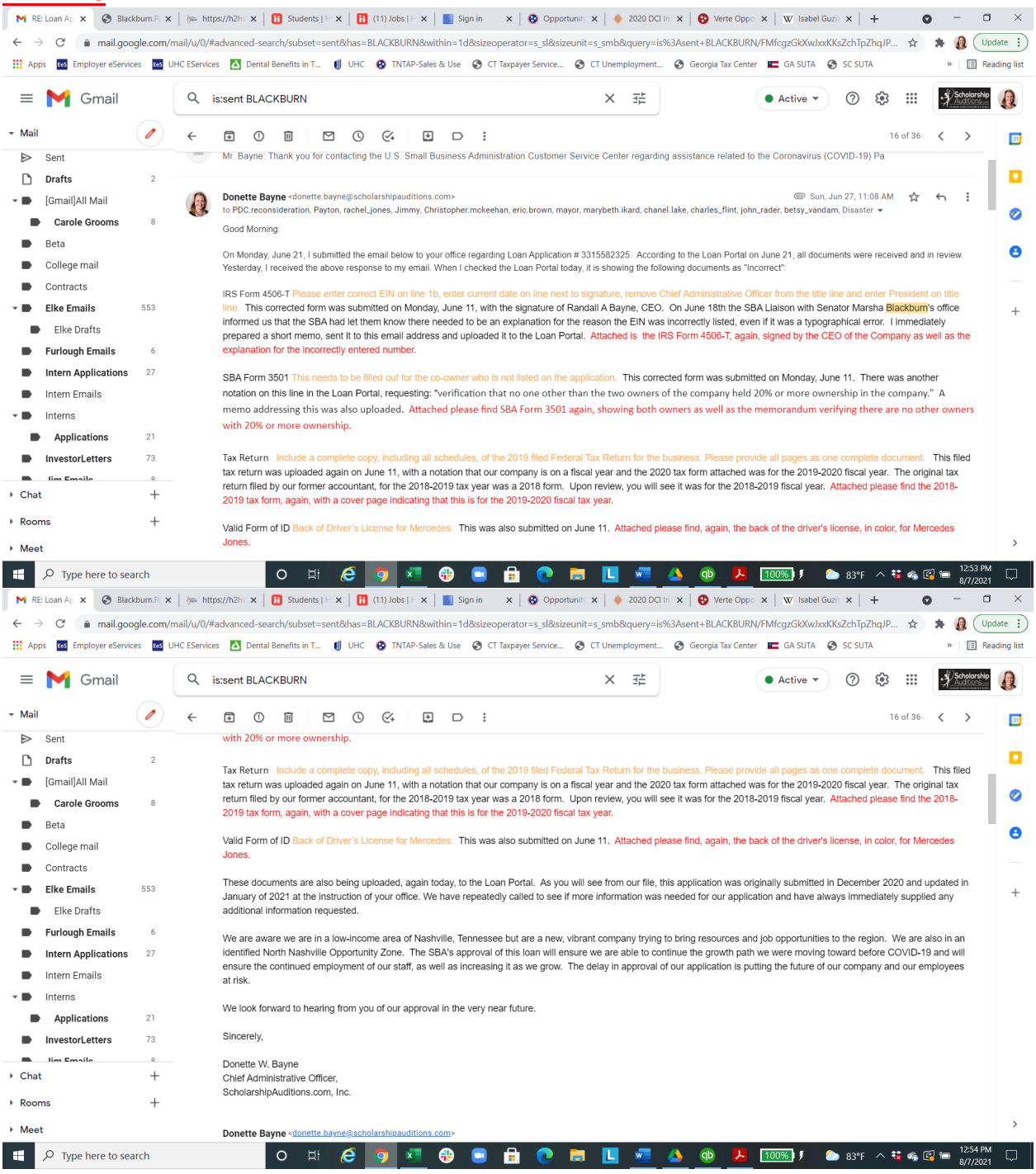
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- Drafts 2
- [Gmail]All Mail
- Carole Grooms 8
- Beta
- College mail
- Contracts
- Elke Emails 553
- Elke Drafts
- Furlough Emails 6
- Intern Applications 27
- Intern Emails
- Interns
- Applications 21
- InvestorLetters 73

Chat
Rooms
Meet

16 of 36

Mr. Bayne: Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pa

Donette Bayne <donette.bayne@scholarshipauditions.com> Sun, Jun 27, 11:08 AM
to PDC.reconsideration, Payton, rachel_jones, Jimmy, Christopher.mckeehan, eric.brown, mayor, marybeth.ikard, chanel.lake, charles_flint, john_rader, betsy_vandam, Disaster

Good Morning:

On Monday, June 21, I submitted the email below to your office regarding Loan Application # 3315582325. According to the Loan Portal on June 21, all documents were received and in review. Yesterday, I received the above response to my email. When I checked the Loan Portal today, it is showing the following documents as "Incorrect":

IRS Form 4506-T Please enter correct EIN on line 1b, enter current date on line next to signature, remove Chief Administrative Officer from the title line and enter President on title line. This corrected form was submitted on Monday, June 11, with the signature of Randall A Bayne, CEO. On June 18th the SBA Liaison with Senator Marsha Blackburn's office informed us that the SBA had let them know there needed to be an explanation for the reason the EIN was incorrectly listed, even if it was a typographical error. I immediately prepared a short memo, sent it to this email address and uploaded it to the Loan Portal. Attached is the IRS Form 4506-T, again, signed by the CEO of the Company as well as the explanation for the incorrectly entered number.

SBA Form 3501 This needs to be filled out for the co-owner who is not listed on the application. This corrected form was submitted on Monday, June 11. There was another notation on this line in the Loan Portal, requesting: "verification that no one other than the two owners of the company held 20% or more ownership in the company." A memo addressing this was also uploaded. Attached please find SBA Form 3501 again, showing both owners as well as the memorandum verifying there are no other owners with 20% or more ownership.

Tax Return Include a complete copy, including all schedules, of the 2019 filed Federal Tax Return for the business. Please provide all pages as one complete document. This filed tax return was uploaded again on June 11, with a notation that our company is on a fiscal year and the 2020 tax form attached was for the 2019-2020 fiscal year. The original tax return filed by our former accountant, for the 2018-2019 tax year was a 2018 form. Upon review, you will see it was for the 2018-2019 fiscal year. Attached please find the 2018-2019 tax form, again, with a cover page indicating that this is for the 2019-2020 fiscal tax year.

Valid Form of ID Back of Driver's License for Mercedes. This was also submitted on June 11. Attached please find, again, the back of the driver's license, in color, for Mercedes Jones.

with 20% or more ownership.

Tax Return Include a complete copy, including all schedules, of the 2019 filed Federal Tax Return for the business. Please provide all pages as one complete document. This filed tax return was uploaded again on June 11, with a notation that our company is on a fiscal year and the 2020 tax form attached was for the 2019-2020 fiscal year. The original tax return filed by our former accountant, for the 2018-2019 tax year was a 2018 form. Upon review, you will see it was for the 2018-2019 fiscal year. Attached please find the 2018-2019 tax form, again, with a cover page indicating that this is for the 2019-2020 fiscal tax year.

Valid Form of ID Back of Driver's License for Mercedes. This was also submitted on June 11. Attached please find, again, the back of the driver's license, in color, for Mercedes Jones.

These documents are also being uploaded, again today, to the Loan Portal. As you will see from our file, this application was originally submitted in December 2020 and updated in January of 2021 at the instruction of your office. We have repeatedly called to see if more information was needed for our application and have always immediately supplied any additional information requested.

We are aware we are in a low-income area of Nashville, Tennessee but are a new, vibrant company trying to bring resources and job opportunities to the region. We are also in an identified North Nashville Opportunity Zone. The SBA's approval of this loan will ensure we are able to continue the growth path we were moving toward before COVID-19 and will ensure the continued employment of our staff, as well as increasing it as we grow. The delay in approval of our application is putting the future of our company and our employees at risk.

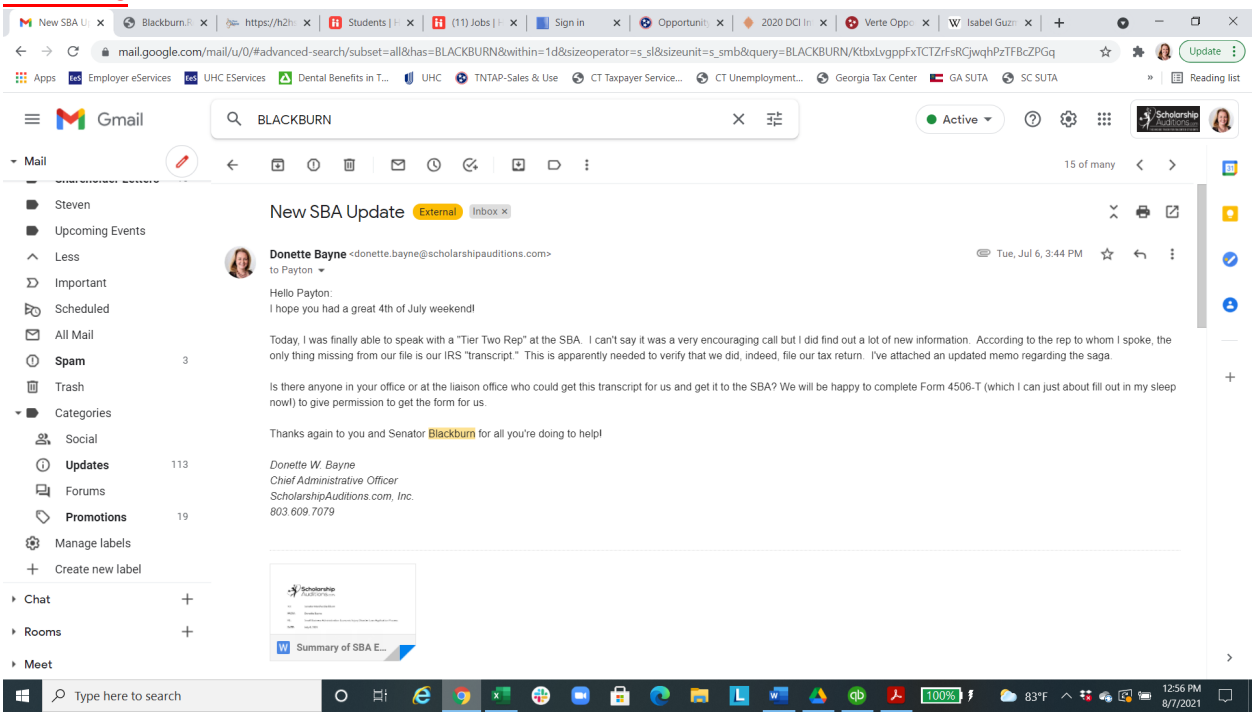
We look forward to hearing from you of our approval in the very near future.

Sincerely,

Donette W. Bayne
Chief Administrative Officer,
ScholarshipAuditions.com, Inc.

Donette Bayne <donette.bayne@scholarshipauditions.com>

EMAIL 16



New SBA Update

Donette Bayne <donette.bayne@scholarshipauditions.com> Tue, Jul 6, 3:44 PM
to Payton

Hello Payton:
I hope you had a great 4th of July weekend!

Today, I was finally able to speak with a "Tier Two Rep" at the SBA. I can't say it was a very encouraging call but I did find out a lot of new information. According to the rep to whom I spoke, the only thing missing from our file is our IRS "transcript." This is apparently needed to verify that we did, indeed, file our tax return. I've attached an updated memo regarding the saga.

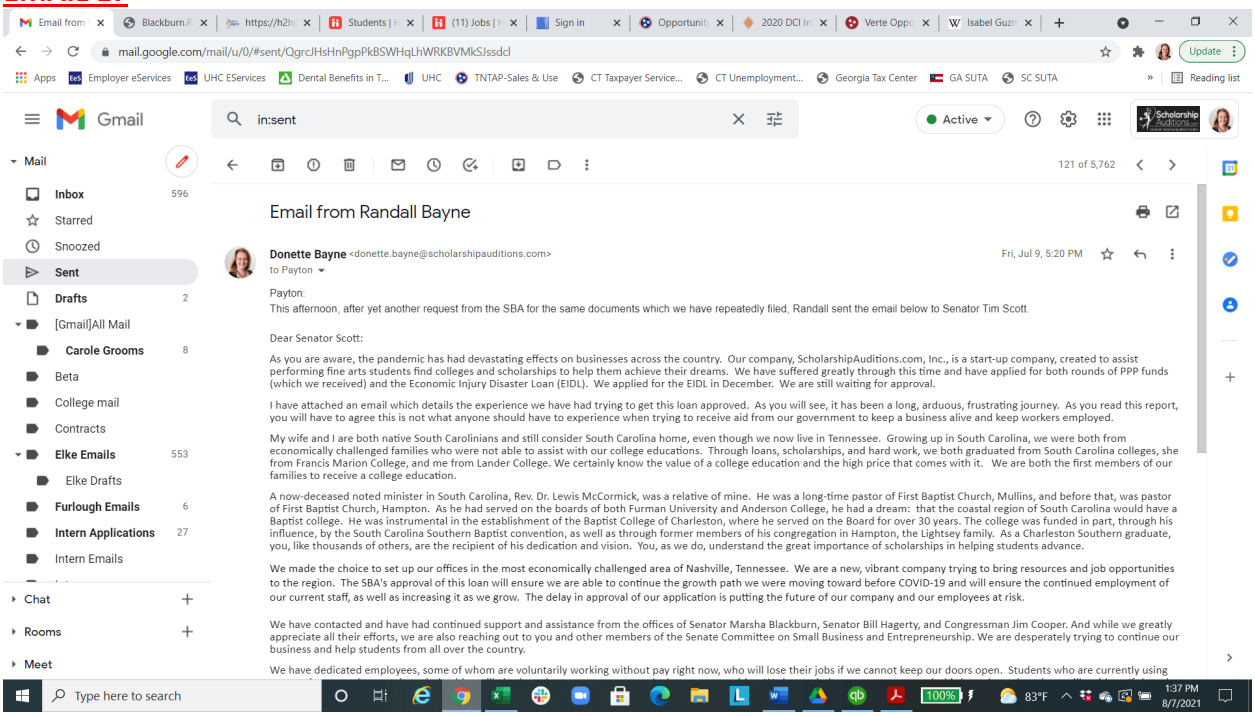
Is there anyone in your office or at the liaison office who could get this transcript for us and get it to the SBA? We will be happy to complete Form 4506-T (which I can just about fill out in my sleep now!) to give permission to get the form for us.

Thanks again to you and Senator Blackburn for all you're doing to help!

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Summary of SBA E...

EMAIL 17



Email from Randall Bayne

Donette Bayne <donette.bayne@scholarshipauditions.com> Fri, Jul 9, 5:20 PM
to Payton

Payton:
This afternoon, after yet another request from the SBA for the same documents which we have repeatedly filed, Randall sent the email below to Senator Tim Scott.

Dear Senator Scott:

As you are aware, the pandemic has had devastating effects on businesses across the country. Our company, ScholarshipAuditions.com, Inc., is a start-up company, created to assist performing fine arts students find colleges and scholarships to help them achieve their dreams. We have suffered greatly through this time and have applied for both rounds of PPP funds (which we received) and the Economic Injury Disaster Loan (EIDL). We applied for the EIDL in December. We are still waiting for approval.

I have attached an email which details the experience we have had trying to get this loan approved. As you will see, it has been a long, arduous, frustrating journey. As you read this report, you will have to agree this is not what anyone should have to experience when trying to receive aid from our government to keep a business alive and keep workers employed.

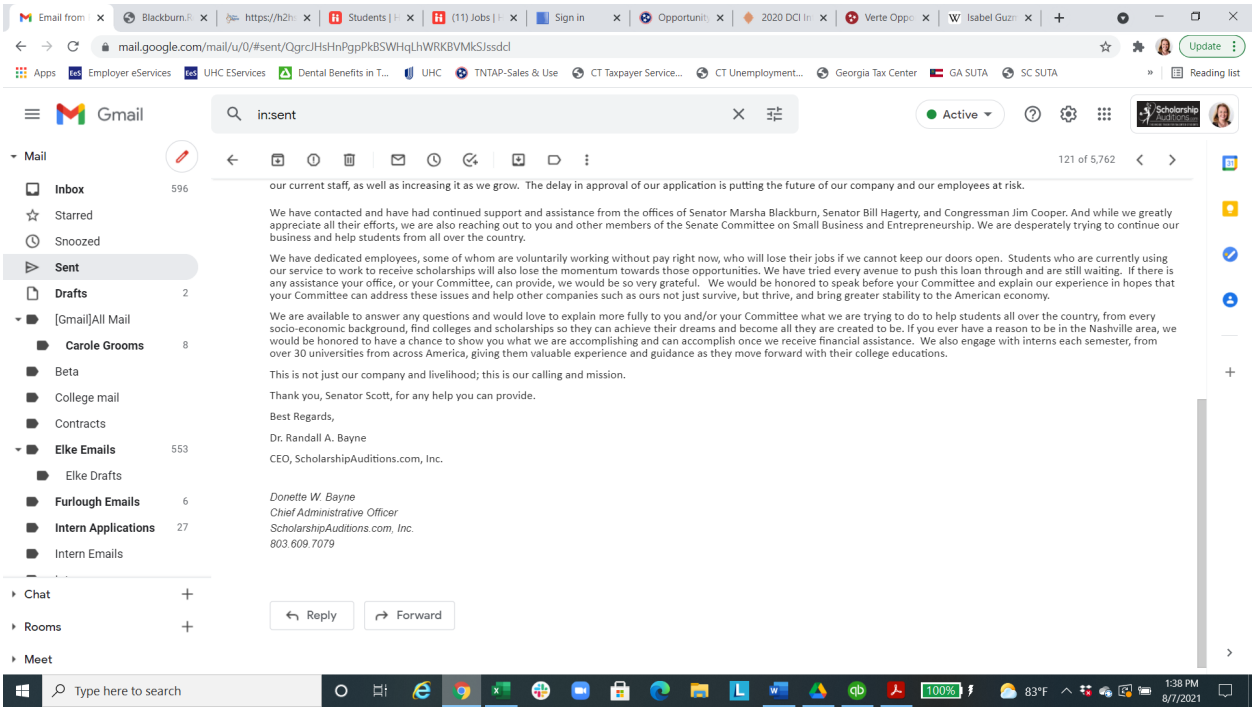
My wife and I are both native South Carolinians and still consider South Carolina home, even though we now live in Tennessee. Growing up in South Carolina, we were both from economically challenged families who were not able to assist with our college educations. Through loans, scholarships, and hard work, we both graduated from South Carolina colleges, she from Francis Marion College, and me from Lander College. We certainly know the value of a college education and the high price that comes with it. We are both the first members of our families to receive a college education.

A now-deceased noted minister in South Carolina, Rev. Dr. Lewis McCormick, was a relative of mine. He was a long-time pastor of First Baptist Church, Mullins, and before that, was pastor of First Baptist Church, Hampton. As he had served on the boards of both Furman University and Anderson College, he had a dream: that the coastal region of South Carolina would have a Baptist college. He was instrumental in the establishment of the Baptist College of Charleston, where he served on the Board for over 30 years. The college was funded in part, through his influence, by the South Carolina Southern Baptist convention, as well as through former members of his congregation in Hampton, the Lightsey family. As a Charleston Southern graduate, you, like thousands of others, are the recipient of his dedication and vision. You, as we do, understand the great importance of scholarships in helping students advance.

We made the choice to set up our offices in the most economically challenged area of Nashville, Tennessee. We are a new, vibrant company trying to bring resources and job opportunities to the region. The SBA's approval of this loan will ensure we are able to continue the growth path we were moving toward before COVID-19 and will ensure the continued employment of our current staff, as well as increasing it as we grow. The delay in approval of our application is putting the future of our company and our employees at risk.

We have contacted and have had continued support and assistance from the offices of Senator Marsha Blackburn, Senator Bill Hagerty, and Congressman Jim Cooper. And while we greatly appreciate all their efforts, we are also reaching out to you and other members of the Senate Committee on Small Business and Entrepreneurship. We are desperately trying to continue our business and help students from all over the country.

We have dedicated employees, some of whom are voluntarily working without pay right now, who will lose their jobs if we cannot keep our doors open. Students who are currently using



our current staff, as well as increasing it as we grow. The delay in approval of our application is putting the future of our company and our employees at risk.

We have contacted and have had continued support and assistance from the offices of Senator Marsha Blackburn, Senator Bill Hagerty, and Congressman Jim Cooper. And while we greatly appreciate all their efforts, we are also reaching out to you and other members of the Senate Committee on Small Business and Entrepreneurship. We are desperately trying to continue our business and help students from all over the country.

We have dedicated employees, some of whom are voluntarily working without pay right now, who will lose their jobs if we cannot keep our doors open. Students who are currently using our service to work to receive scholarships will also lose the momentum towards those opportunities. We have tried every avenue to push this loan through and are still waiting. If there is any assistance your office, or your Committee, can provide, we would be so very grateful. We would be honored to speak before your Committee and explain our experience in hopes that your Committee can address these issues and help other companies such as ours not just survive, but thrive, and bring greater stability to the American economy.

We are available to answer any questions and would love to explain more fully to you and/or your Committee what we are trying to do to help students all over the country, from every socio-economic background, find colleges and scholarships so they can achieve their dreams and become all they are created to be. If you ever have a reason to be in the Nashville area, we would be honored to have a chance to show you what we are accomplishing and can accomplish once we receive financial assistance. We also engage with interns each semester, from over 30 universities from across America, giving them valuable experience and guidance as they move forward with their college educations.

This is not just our company and livelihood; this is our calling and mission.

Thank you, Senator Scott, for any help you can provide.

Best Regards,

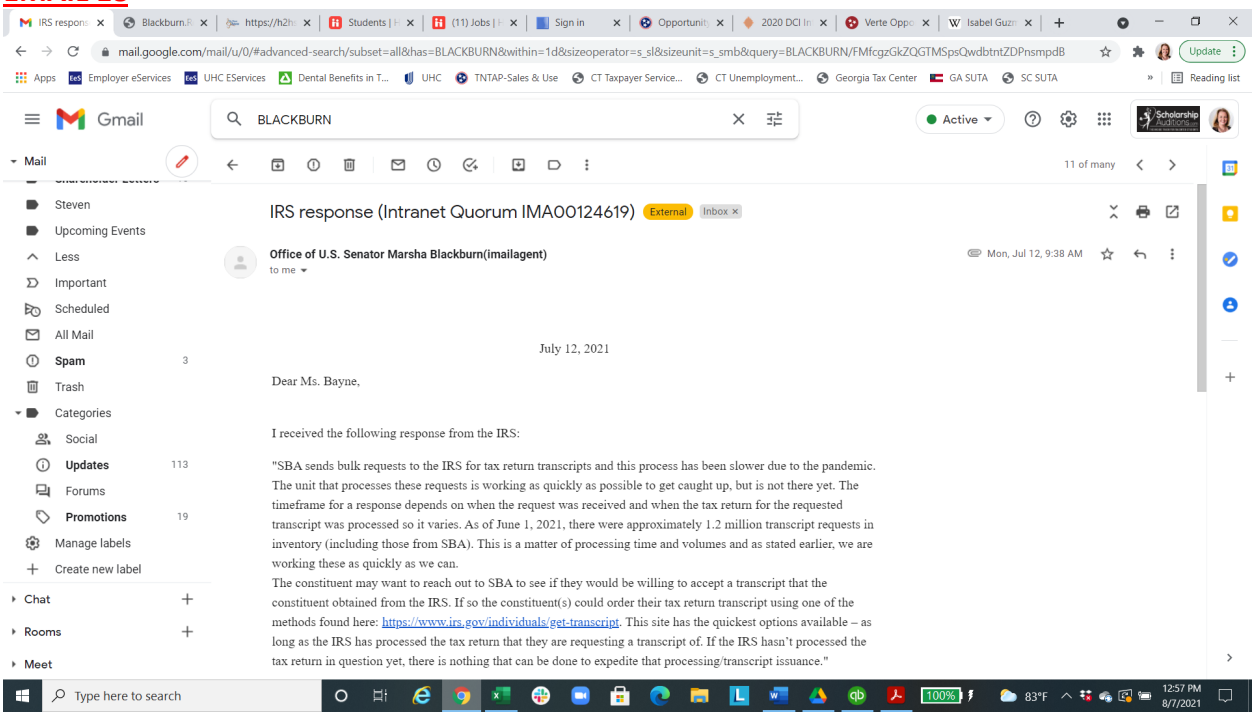
Dr. Randall A. Bayne

CEO, ScholarshipAuditions.com, Inc.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Reply Forward

EMAIL 18

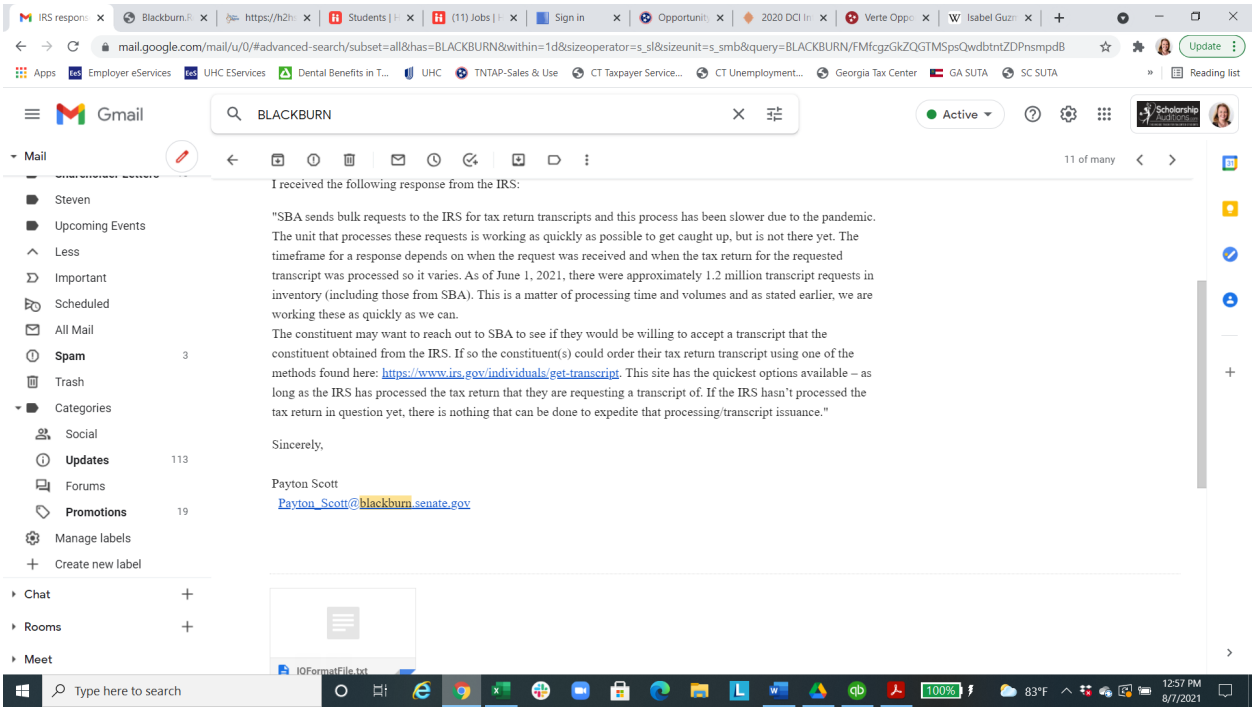


July 12, 2021

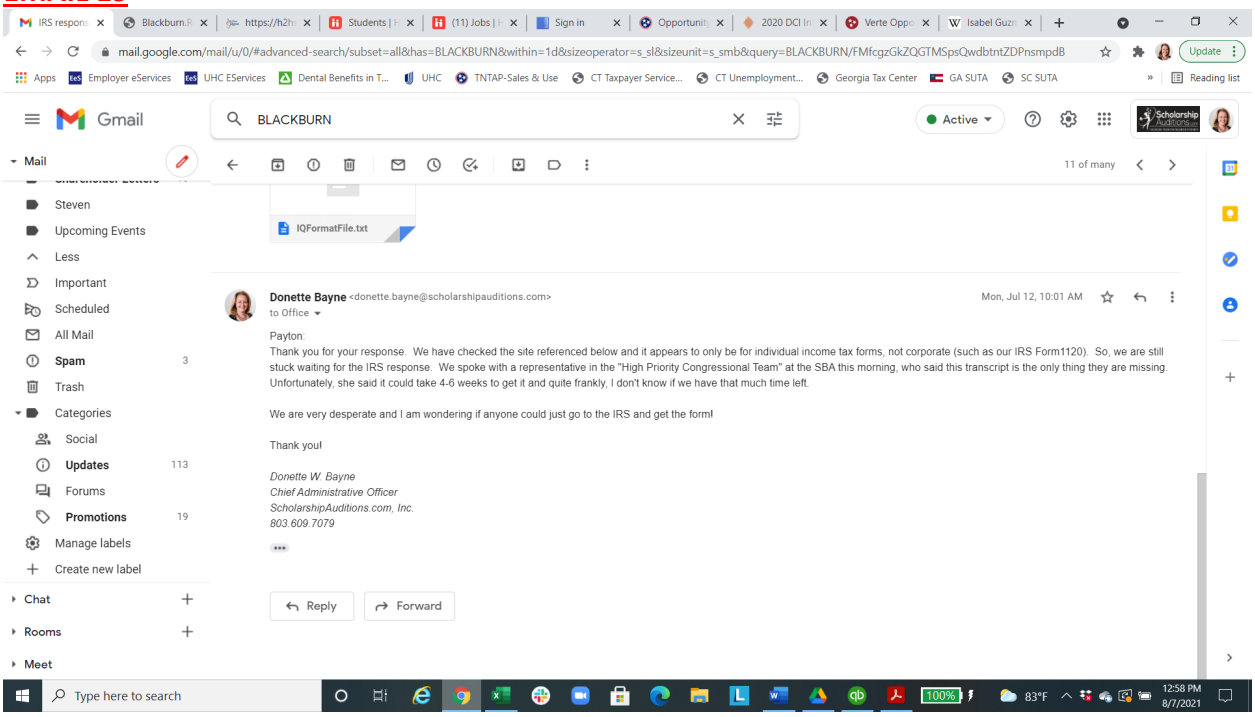
Dear Ms. Bayne,

I received the following response from the IRS:

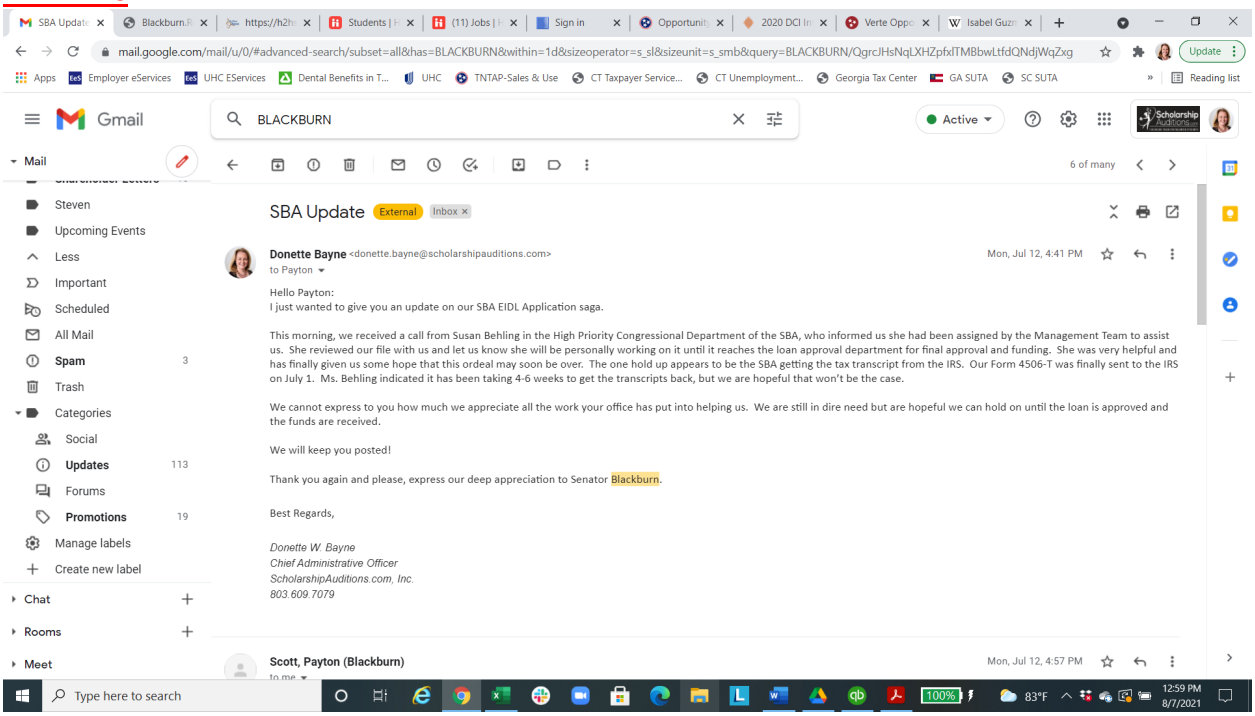
"SBA sends bulk requests to the IRS for tax return transcripts and this process has been slower due to the pandemic. The unit that processes these requests is working as quickly as possible to get caught up, but is not there yet. The timeframe for a response depends on when the request was received and when the tax return for the requested transcript was processed so it varies. As of June 1, 2021, there were approximately 1.2 million transcript requests in inventory (including those from SBA). This is a matter of processing time and volumes and as stated earlier, we are working these as quickly as we can.
The constituent may want to reach out to SBA to see if they would be willing to accept a transcript that the constituent obtained from the IRS. If so the constituent(s) could order their tax return transcript using one of the methods found here: https://www.irs.gov/individuals/get-transcript. This site has the quickest options available – as long as the IRS has processed the tax return that they are requesting a transcript of. If the IRS hasn't processed the tax return in question yet, there is nothing that can be done to expedite that processing/transcript issuance."


mail.google.com/mail/u/0/#advanced-search/subset=all&has=BLACKBURN&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=BLACKBURN/FMfcgzGkZQGTMSpsQwdbtntZDPnsmpdB
Gmail
BLACKBURN
Active
Mail
Steven
Upcoming Events
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Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Promotions 19
Manage labels
Create new label
Chat
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11 of many
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Sincerely,
Payton Scott
Payton_Scott@blackburn.senate.gov
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8/7/2021

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Gmail
BLACKBURN
Active
Mail
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Promotions 19
Manage labels
Create new label
Chat
Rooms
Meet
11 of many
IQFormatFile.txt
Donette Bayne <donette.bayne@scholarshipauditions.com>
to Office
Mon, Jul 12, 10:01 AM
Payton:
Thank you for your response. We have checked the site referenced below and it appears to only be for individual income tax forms, not corporate (such as our IRS Form1120). So, we are still stuck waiting for the IRS response. We spoke with a representative in the "High Priority Congressional Team" at the SBA this morning, who said this transcript is the only thing they are missing. Unfortunately, she said it could take 4-6 weeks to get it and quite frankly, I don't know if we have that much time left.
We are very desperate and I am wondering if anyone could just go to the IRS and get the form!
Thank you!
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Reply
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12:58 PM
8/7/2021

EMAIL 20



SBA Update External Inbox ×

Donette Bayne <donette.bayne@scholarshipauditions.com> Mon, Jul 12, 4:41 PM
to Payton

Hello Payton:
I just wanted to give you an update on our SBA EIDL Application saga.

This morning, we received a call from Susan Behling in the High Priority Congressional Department of the SBA, who informed us she had been assigned by the Management Team to assist us. She reviewed our file with us and let us know she will be personally working on it until it reaches the loan approval department for final approval and funding. She was very helpful and has finally given us some hope that this ordeal may soon be over. The one hold up appears to be the SBA getting the tax transcript from the IRS. Our Form 4506-T was finally sent to the IRS on July 1. Ms. Behling indicated it has been taking 4-6 weeks to get the transcripts back, but we are hopeful that won't be the case.

We cannot express to you how much we appreciate all the work your office has put into helping us. We are still in dire need but are hopeful we can hold on until the loan is approved and the funds are received.

We will keep you posted!

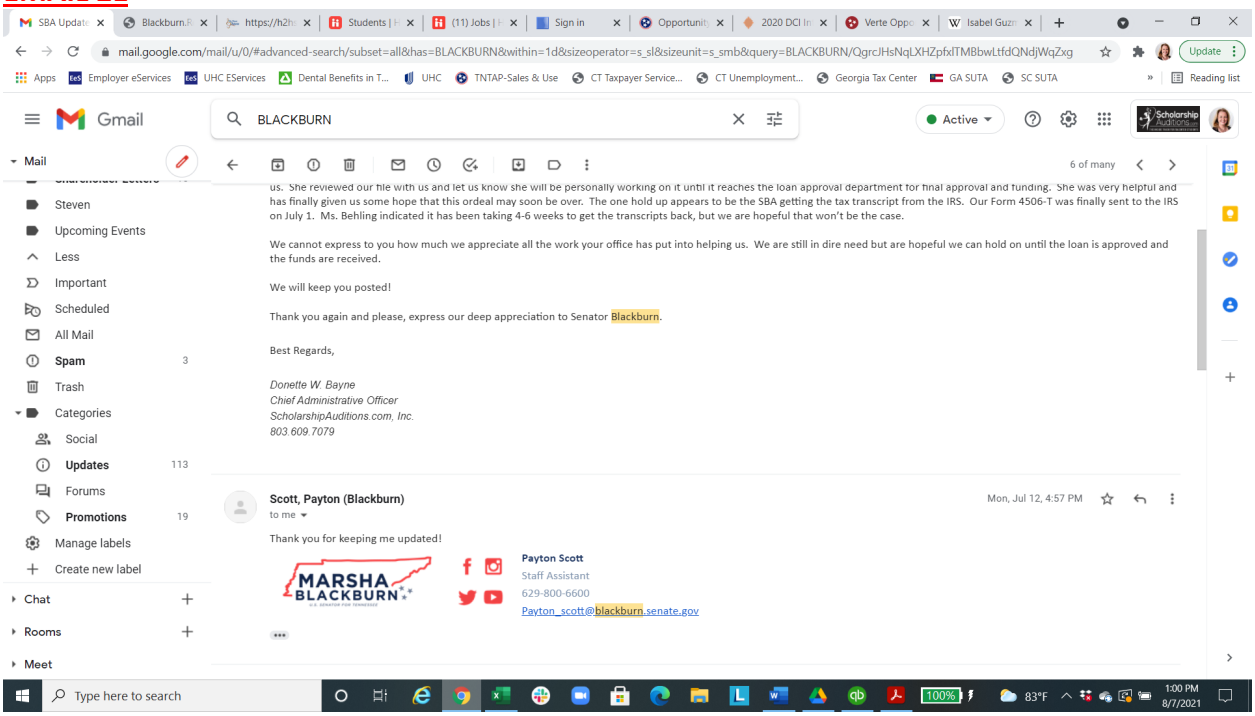
Thank you again and please, express our deep appreciation to Senator Blackburn.

Best Regards,

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Scott, Payton (Blackburn) Mon, Jul 12, 4:57 PM
to me

EMAIL 21



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We will keep you posted!

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Best Regards,

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

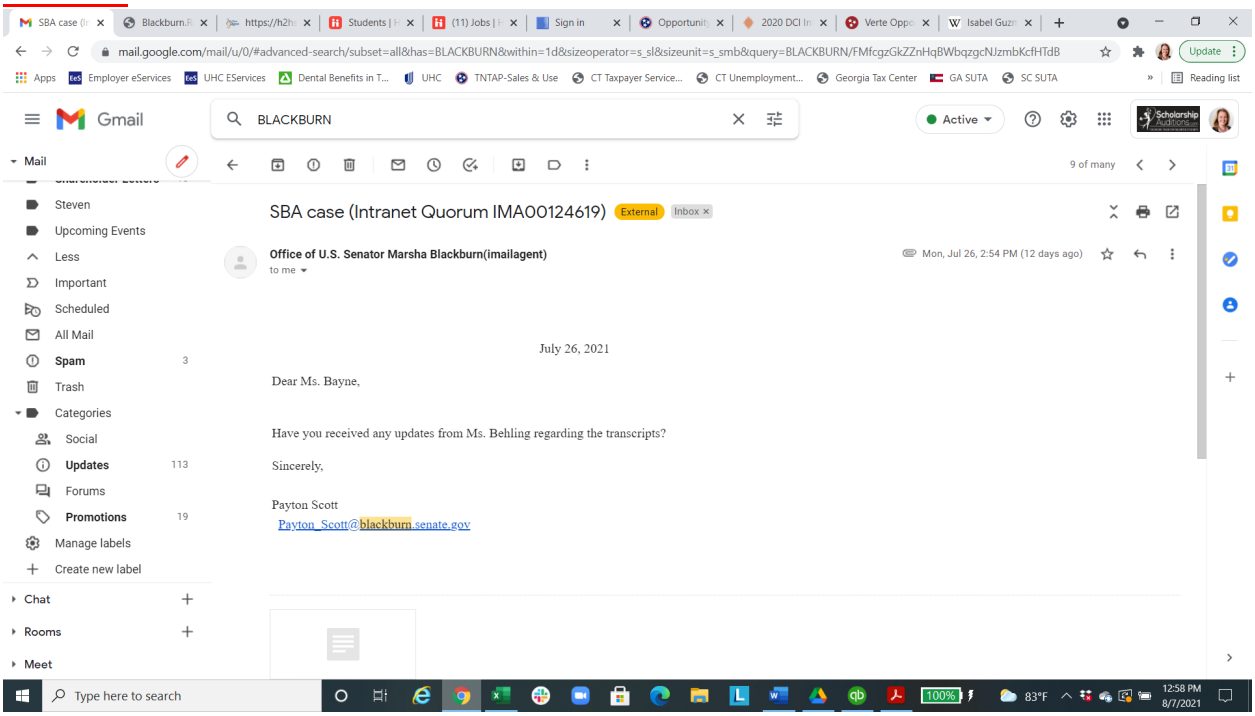
Scott, Payton (Blackburn) Mon, Jul 12, 4:57 PM
to me

Thank you for keeping me updated!

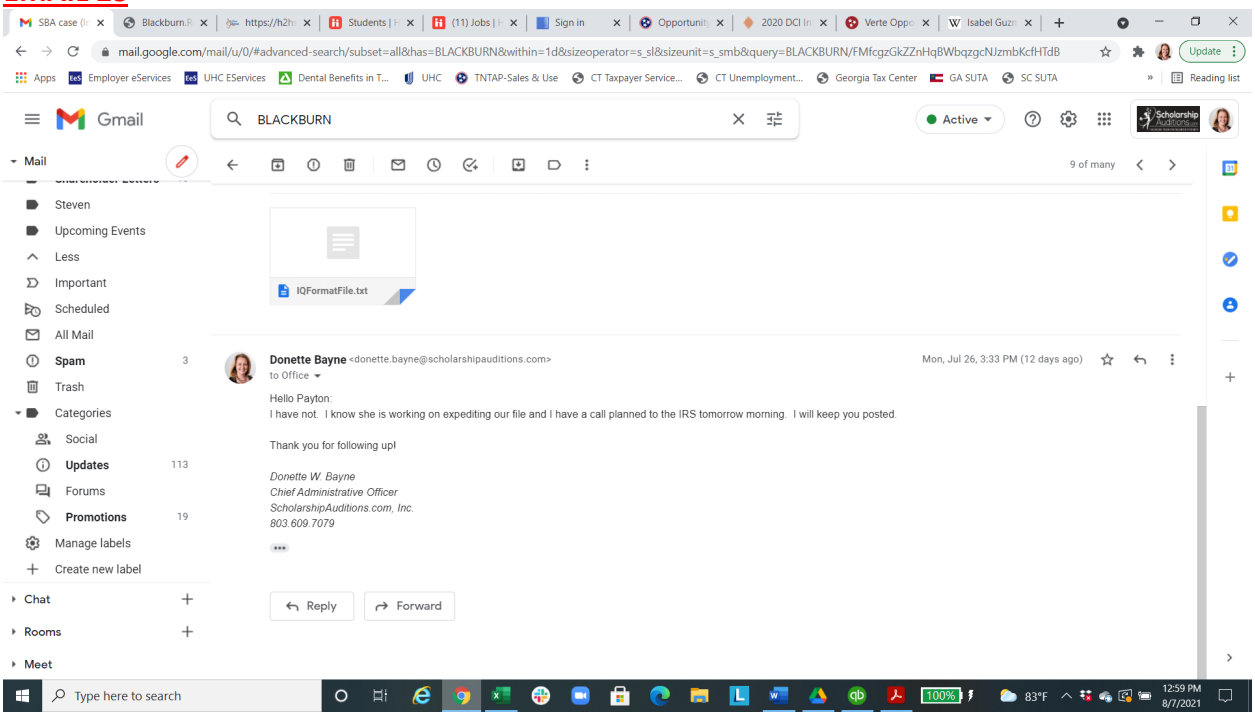
MARSHA BLACKBURN

Payton Scott
Staff Assistant
629-800-6600
Payton_scott@blackburn.senate.gov

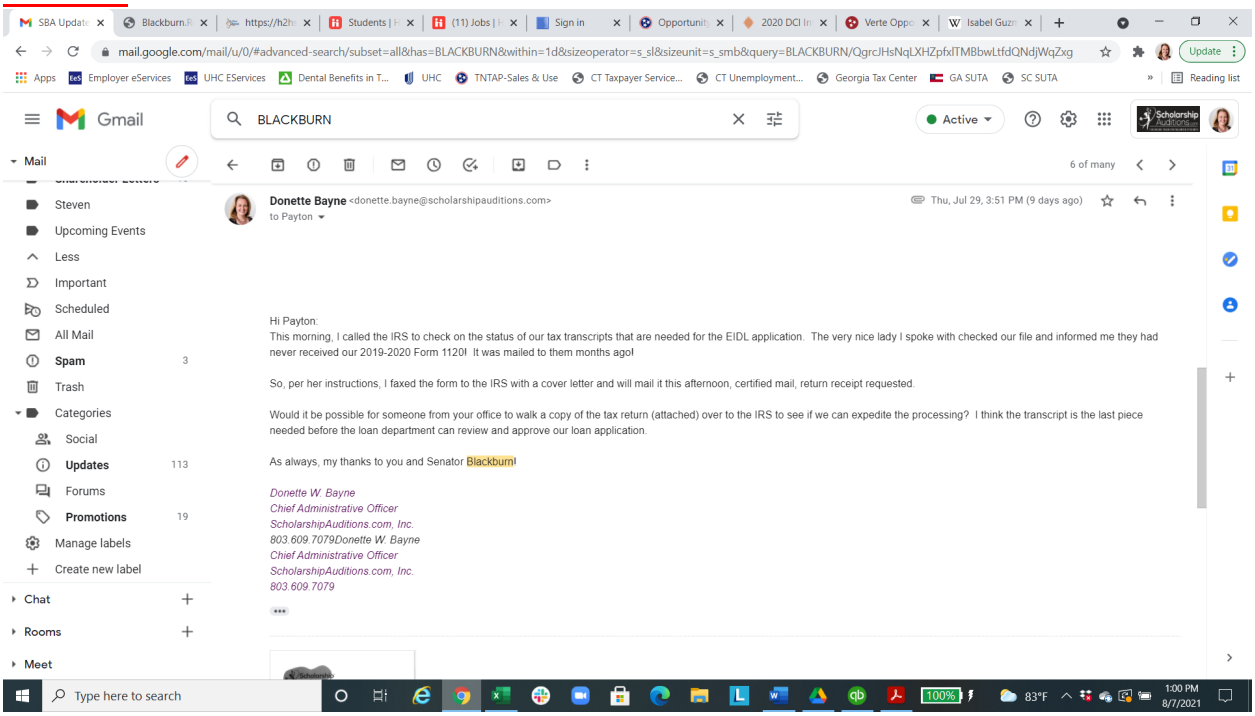
EMAIL 22



EMAIL 23



EMAIL 24



Gmail — BLACKBURN

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Payton — Thu, Jul 29, 3:51 PM (9 days ago)

Hi Payton:
This morning, I called the IRS to check on the status of our tax transcripts that are needed for the EIDL application. The very nice lady I spoke with checked our file and informed me they had never received our 2019-2020 Form 1120! It was mailed to them months ago!

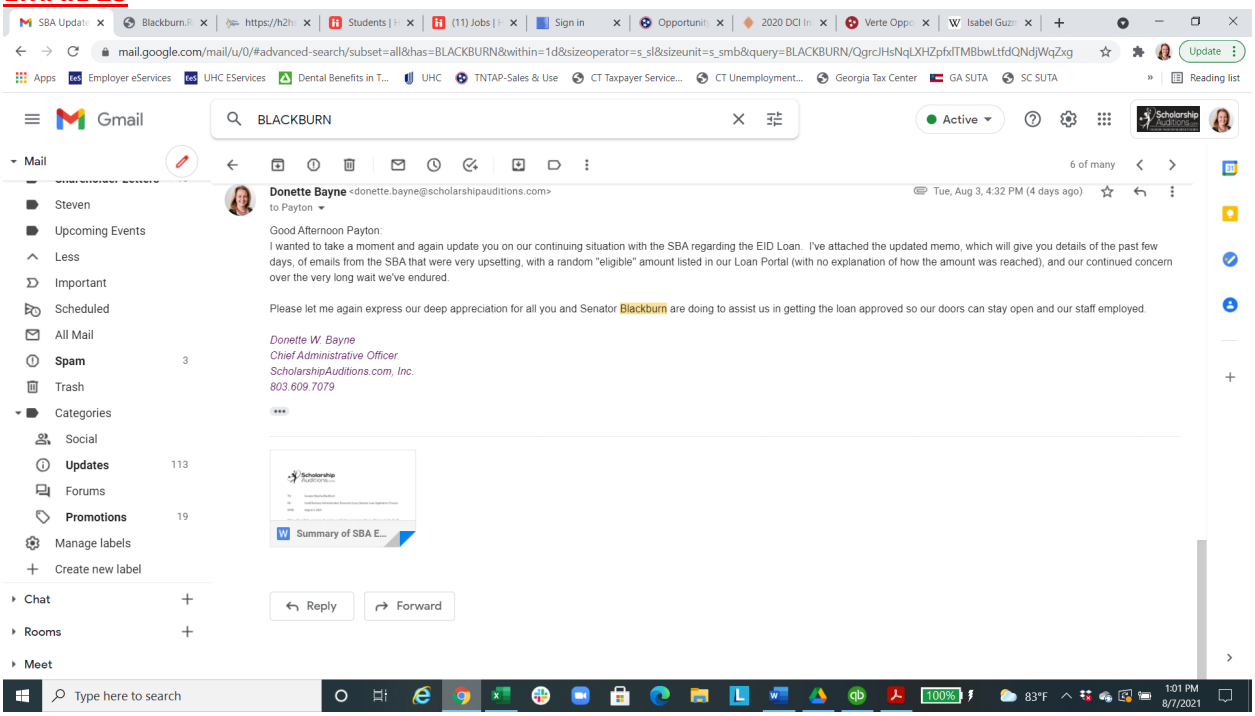
So, per her instructions, I faxed the form to the IRS with a cover letter and will mail it this afternoon, certified mail, return receipt requested.

Would it be possible for someone from your office to walk a copy of the tax return (attached) over to the IRS to see if we can expedite the processing? I think the transcript is the last piece needed before the loan department can review and approve our loan application.

As always, my thanks to you and Senator Blackburn!

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

EMAIL 25



Gmail — BLACKBURN

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Payton — Tue, Aug 3, 4:32 PM (4 days ago)

Good Afternoon Payton:
I wanted to take a moment and again update you on our continuing situation with the SBA regarding the EID Loan. I've attached the updated memo, which will give you details of the past few days, of emails from the SBA that were very upsetting, with a random "eligible" amount listed in our Loan Portal (with no explanation of how the amount was reached), and our continued concern over the very long wait we've endured.

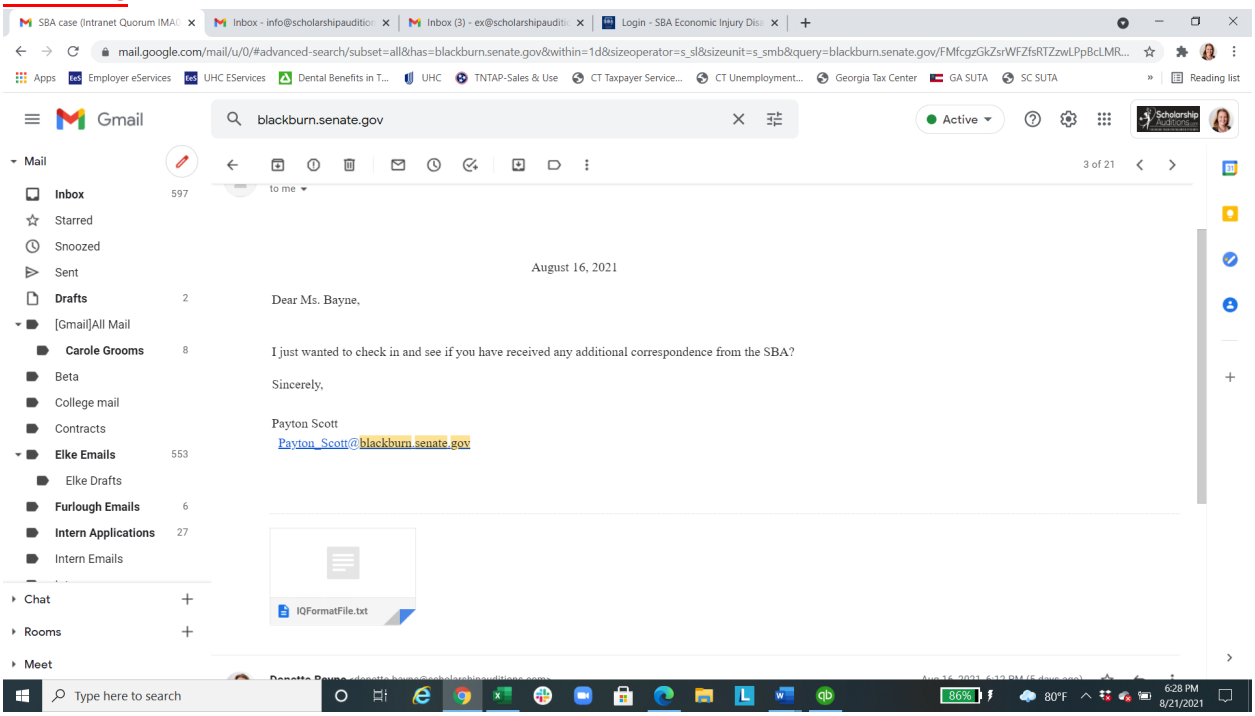
Please let me again express our deep appreciation for all you and Senator Blackburn are doing to assist us in getting the loan approved so our doors can stay open and our staff employed.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Summary of SBA E...

Reply Forward

EMAIL 26



August 16, 2021

Dear Ms. Bayne,

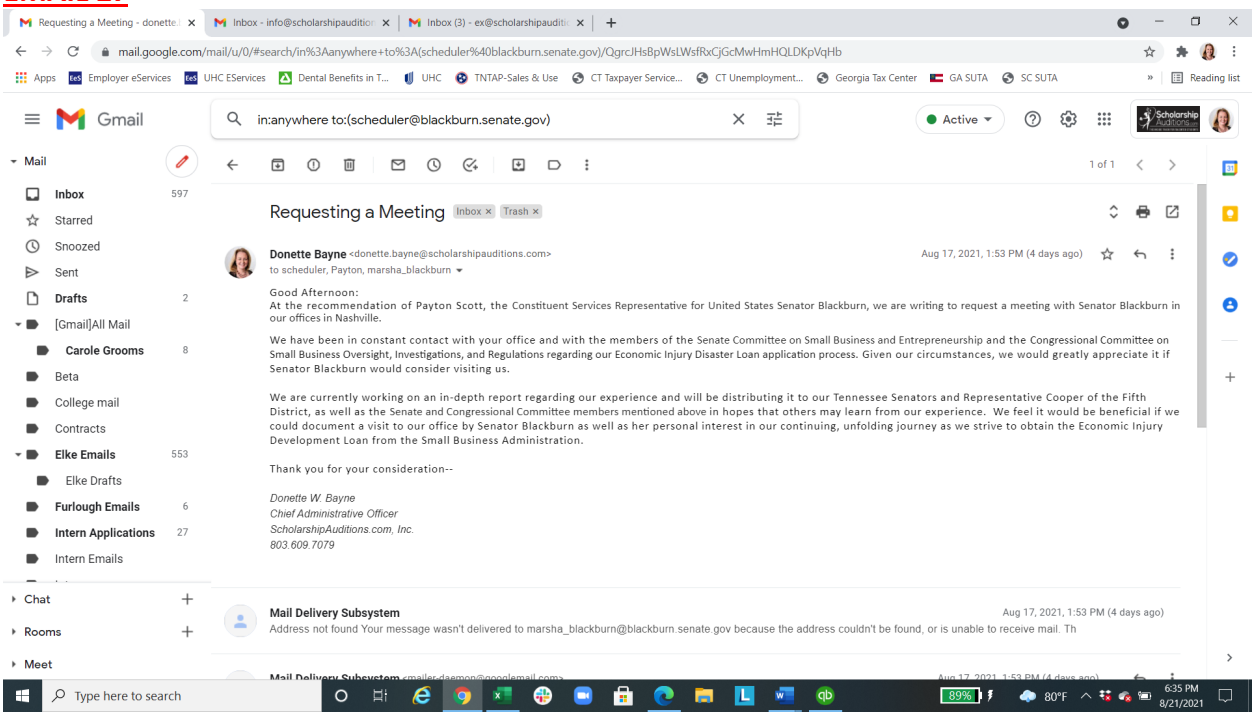
I just wanted to check in and see if you have received any additional correspondence from the SBA?

Sincerely,

Payton Scott
Payton_Scott@blackburn.senate.gov

IQFormatFile.txt

EMAIL 27



Requesting a Meeting

Donette Bayne <donette.bayne@scholarshipauditions.com> Aug 17, 2021, 1:53 PM (4 days ago)
to scheduler, Payton, marsha_blackburn

Good Afternoon:
At the recommendation of Payton Scott, the Constituent Services Representative for United States Senator Blackburn, we are writing to request a meeting with Senator Blackburn in our offices in Nashville.

We have been in constant contact with your office and with the members of the Senate Committee on Small Business and Entrepreneurship and the Congressional Committee on Small Business Oversight, Investigations, and Regulations regarding our Economic Injury Disaster Loan application process. Given our circumstances, we would greatly appreciate it if Senator Blackburn would consider visiting us.

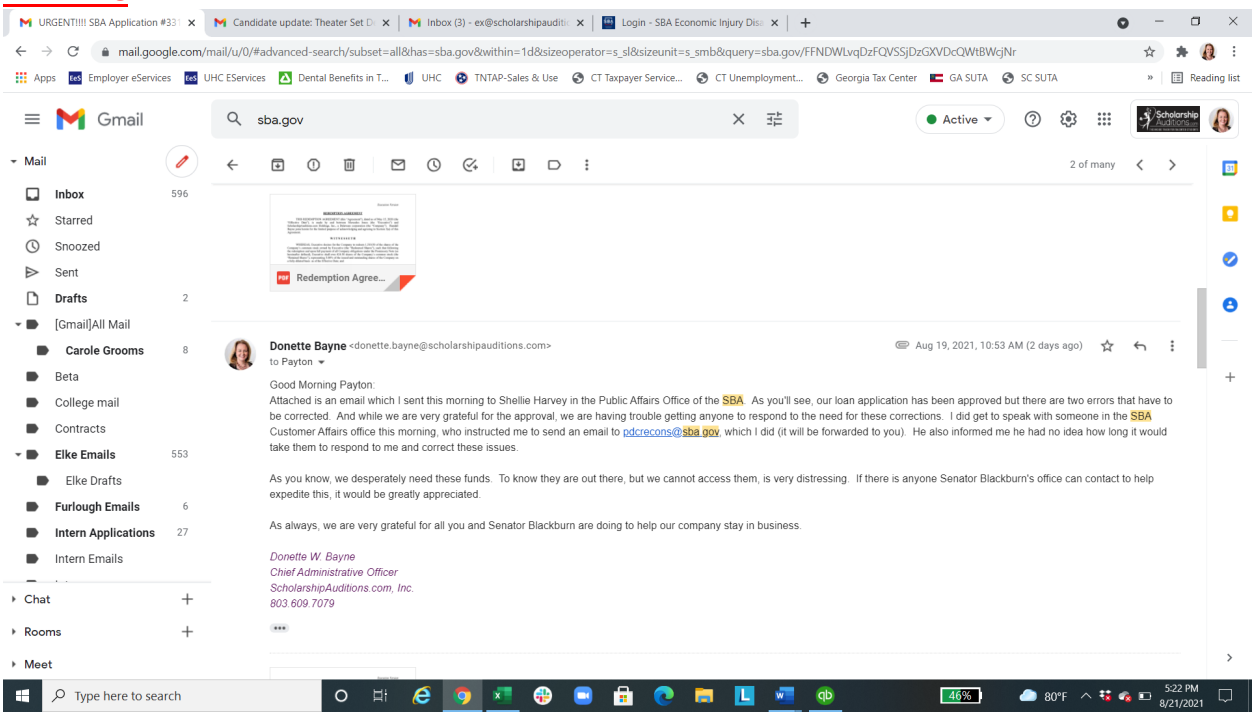
We are currently working on an in-depth report regarding our experience and will be distributing it to our Tennessee Senators and Representative Cooper of the Fifth District, as well as the Senate and Congressional Committee members mentioned above in hopes that others may learn from our experience. We feel it would be beneficial if we could document a visit to our office by Senator Blackburn as well as her personal interest in our continuing, unfolding journey as we strive to obtain the Economic Injury Development Loan from the Small Business Administration.

Thank you for your consideration--

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Mail Delivery Subsystem Aug 17, 2021, 1:53 PM (4 days ago)
Address not found Your message wasn't delivered to marsha_blackburn@blackburn.senate.gov because the address couldn't be found, or is unable to receive mail. Th

EMAIL 28



Gmail — sba.gov

Mail
- Inbox 596
- Starred
- Snoozed
- Sent
- Drafts 2
- [Gmail]All Mail
  - Carole Grooms 8
  - Beta
  - College mail
  - Contracts
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    - Elke Drafts
  - Furlough Emails 6
  - Intern Applications 27
  - Intern Emails
- Chat
- Rooms
- Meet

2 of many

Redemption Agree...

Donette Bayne <donette.bayne@scholarshipauditions.com> Aug 19, 2021, 10:53 AM (2 days ago)
to Payton

Good Morning Payton:
Attached is an email which I sent this morning to Shellie Harvey in the Public Affairs Office of the SBA. As you'll see, our loan application has been approved but there are two errors that have to be corrected. And while we are very grateful for the approval, we are having trouble getting anyone to respond to the need for these corrections. I did get to speak with someone in the SBA Customer Affairs office this morning, who instructed me to send an email to pdcrecons@sba.gov, which I did (it will be forwarded to you). He also informed me he had no idea how long it would take them to respond to me and correct these issues.

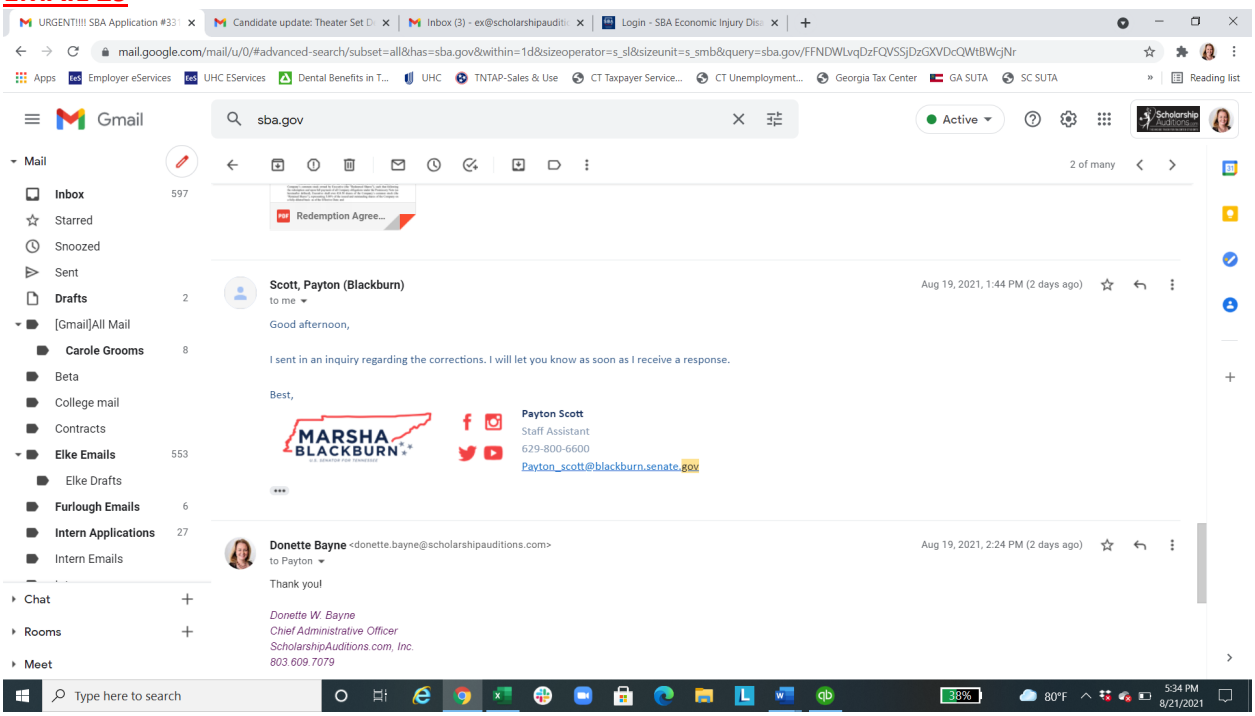
As you know, we desperately need these funds. To know they are out there, but we cannot access them, is very distressing. If there is anyone Senator Blackburn's office can contact to help expedite this, it would be greatly appreciated.

As always, we are very grateful for all you and Senator Blackburn are doing to help our company stay in business.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

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EMAIL 29



Gmail — sba.gov

Mail
- Inbox 597
- Starred
- Snoozed
- Sent
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  - Carole Grooms 8
  - Beta
  - College mail
  - Contracts
  - Elke Emails 553
    - Elke Drafts
  - Furlough Emails 6
  - Intern Applications 27
  - Intern Emails
- Chat
- Rooms
- Meet

2 of many

Redemption Agree...

Scott, Payton (Blackburn) Aug 19, 2021, 1:44 PM (2 days ago)
to me

Good afternoon,

I sent in an inquiry regarding the corrections. I will let you know as soon as I receive a response.

Best,

MARSHA BLACKBURN

Payton Scott
Staff Assistant
629-800-6600
Payton_scott@blackburn.senate.gov

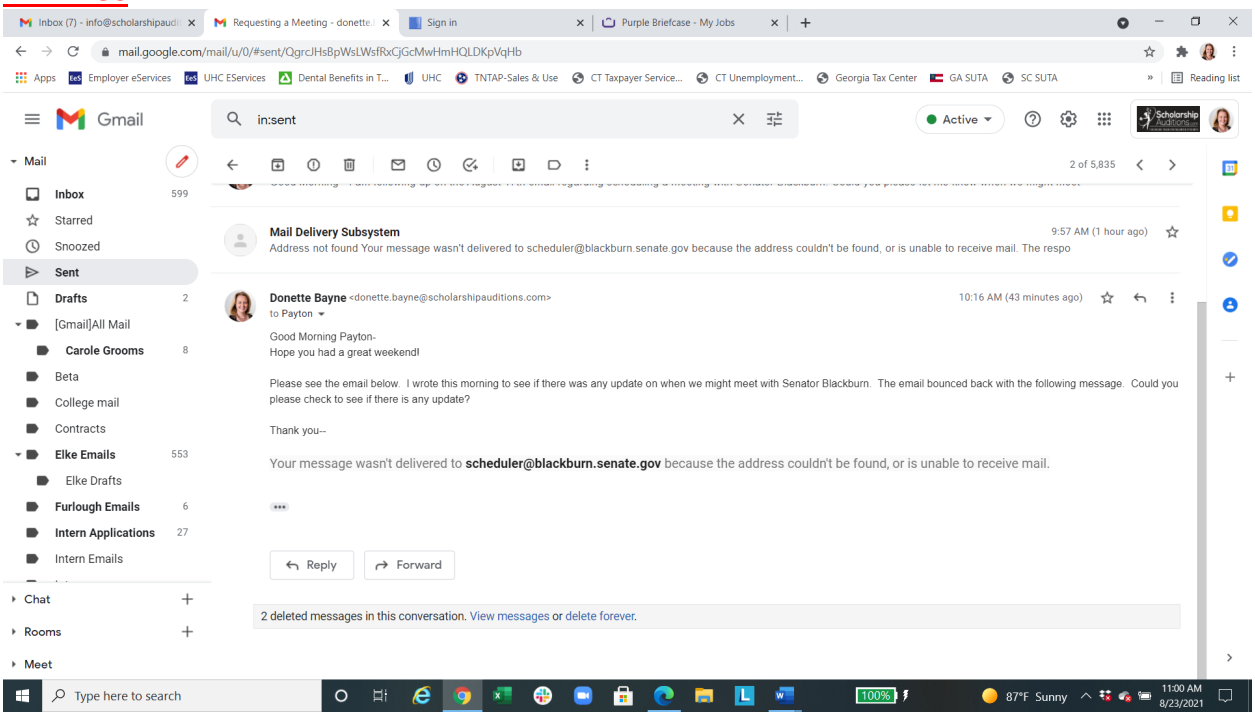
Donette Bayne <donette.bayne@scholarshipauditions.com> Aug 19, 2021, 2:24 PM (2 days ago)
to Payton

Thank you!

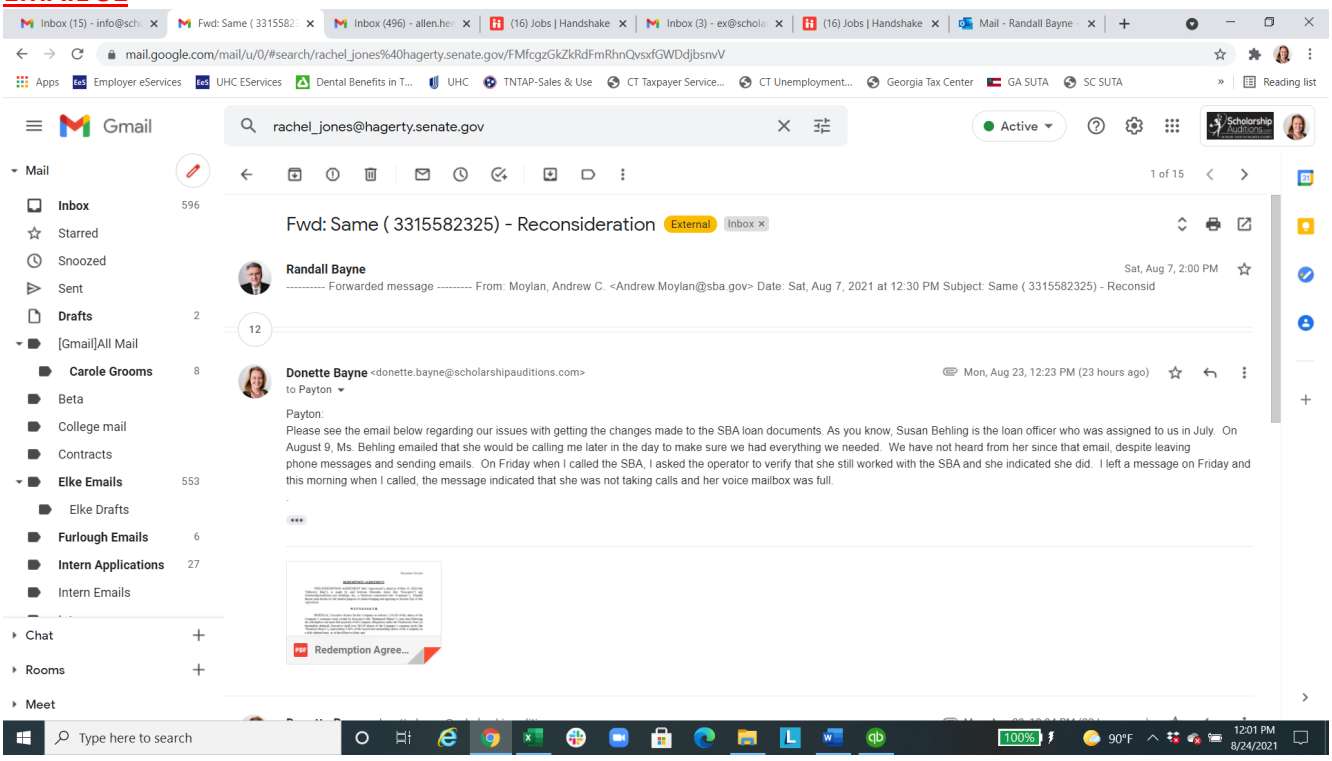
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

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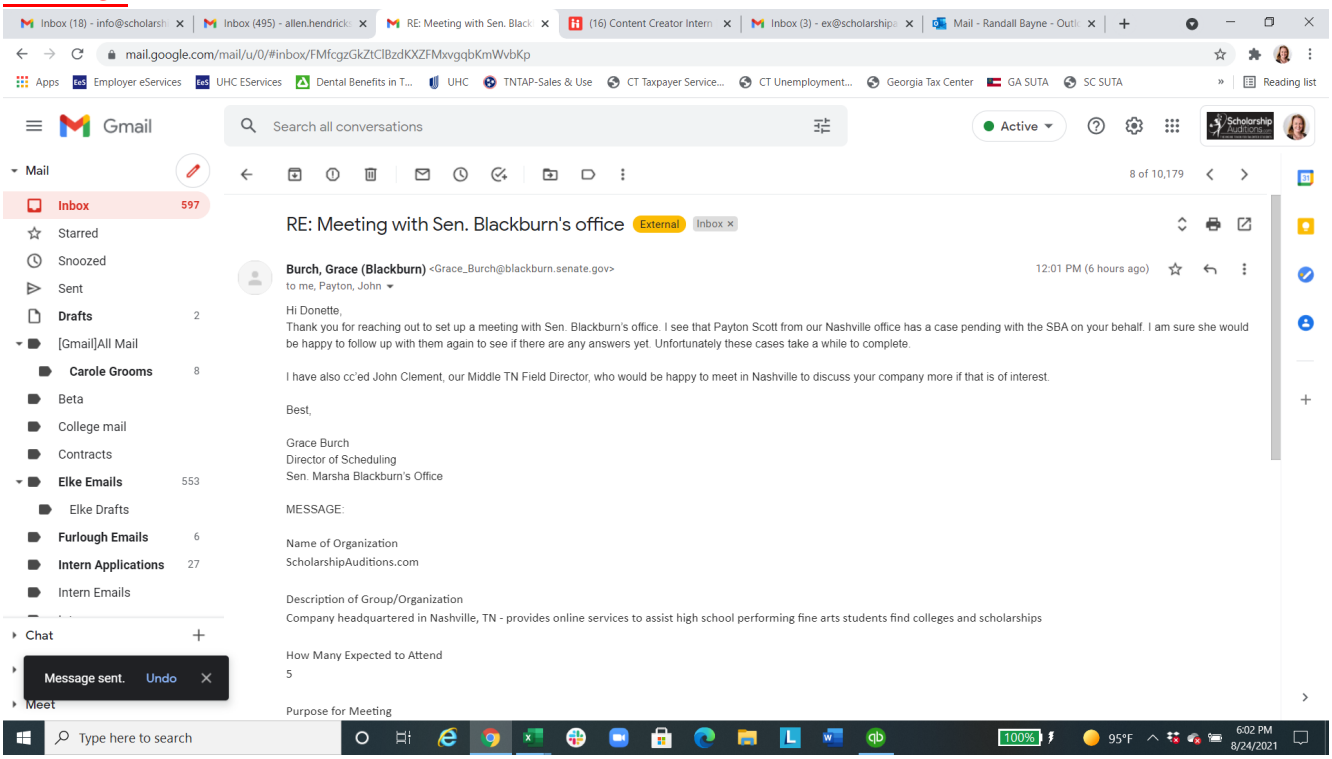
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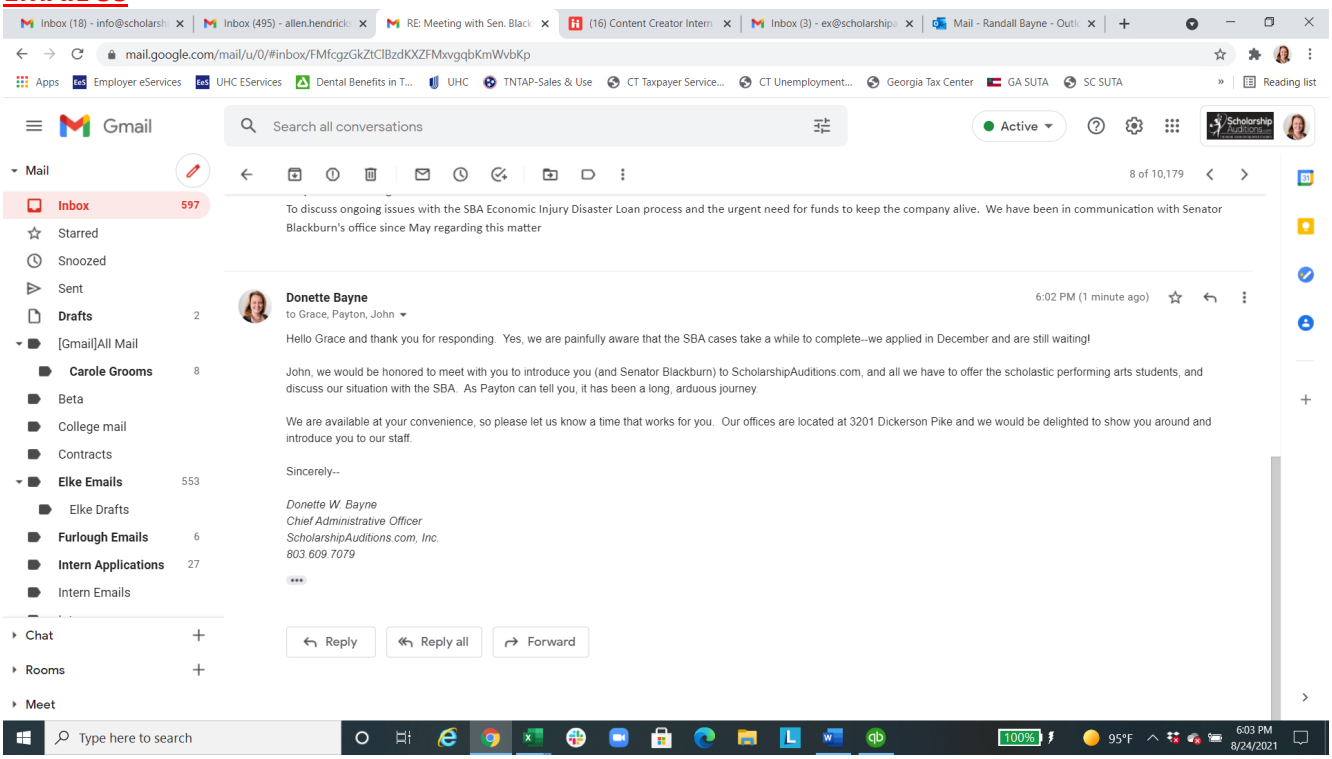
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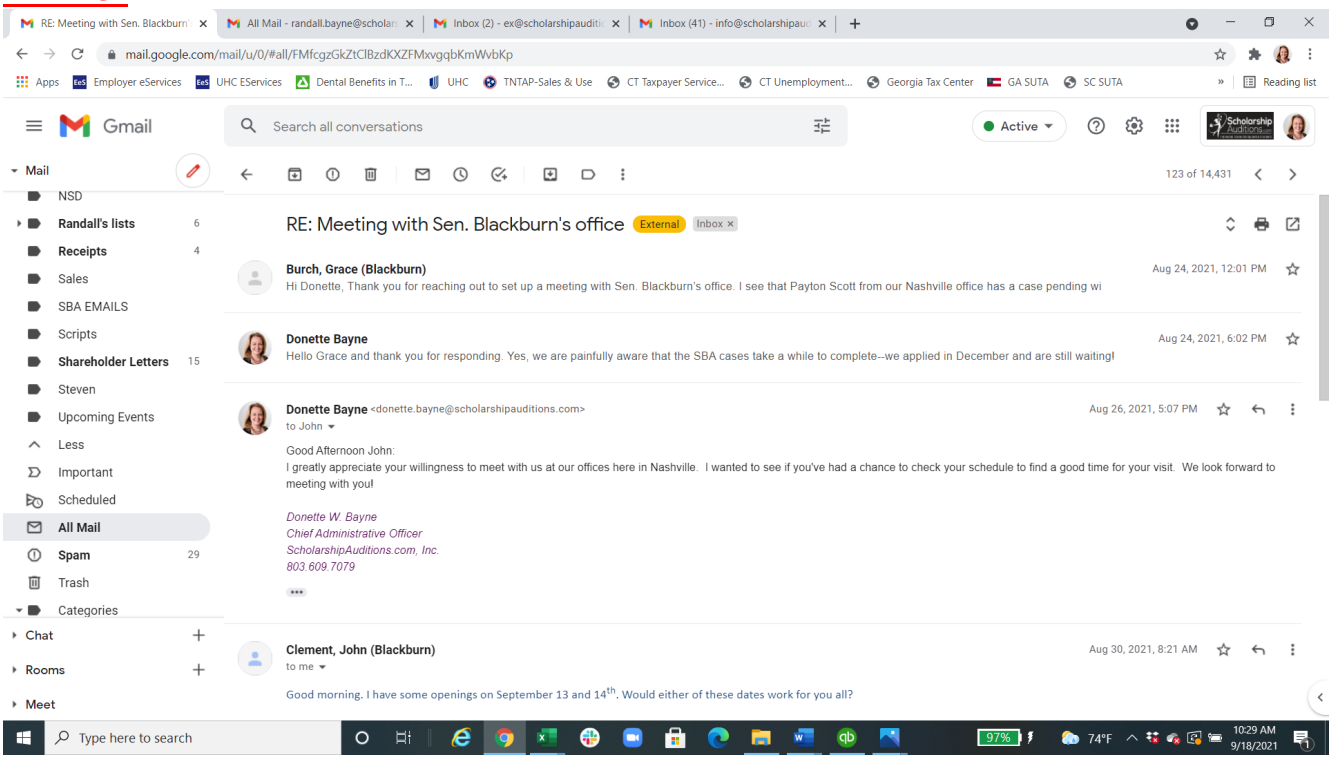
EMAIL 32



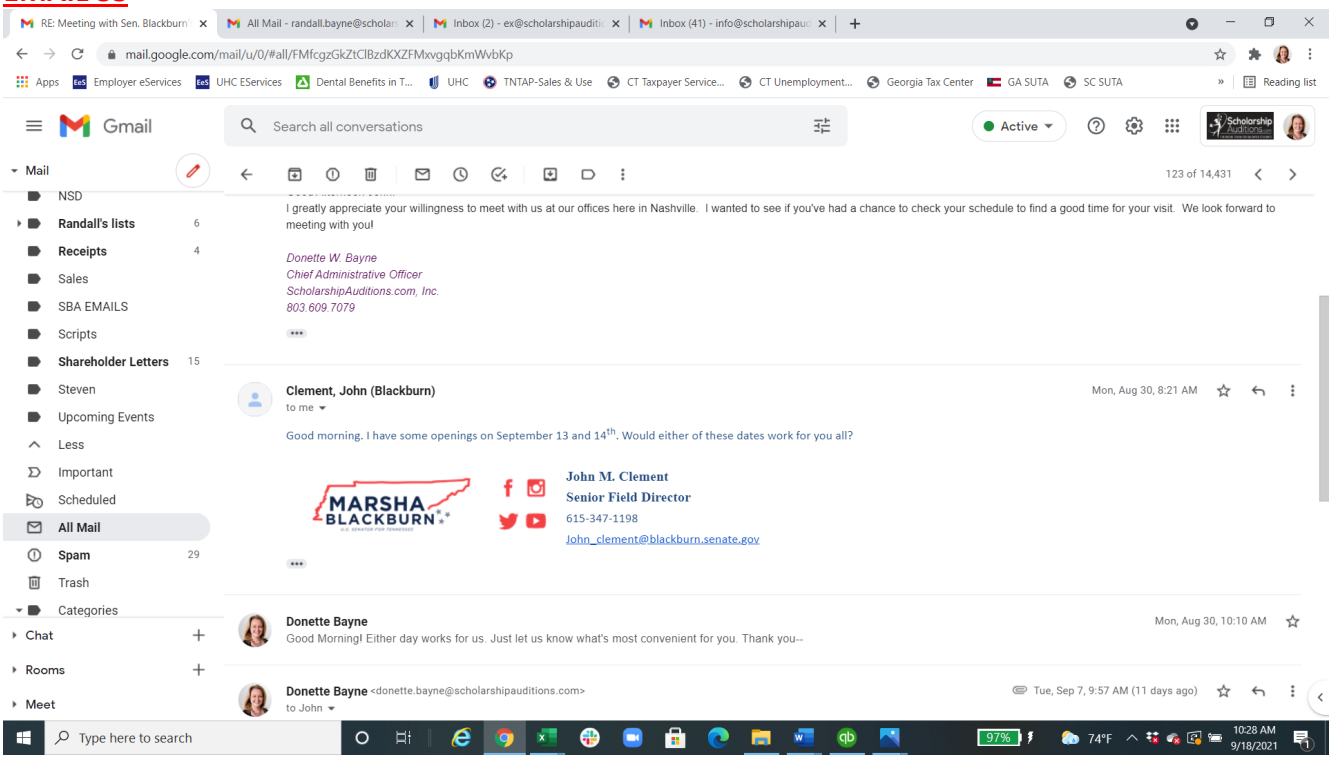
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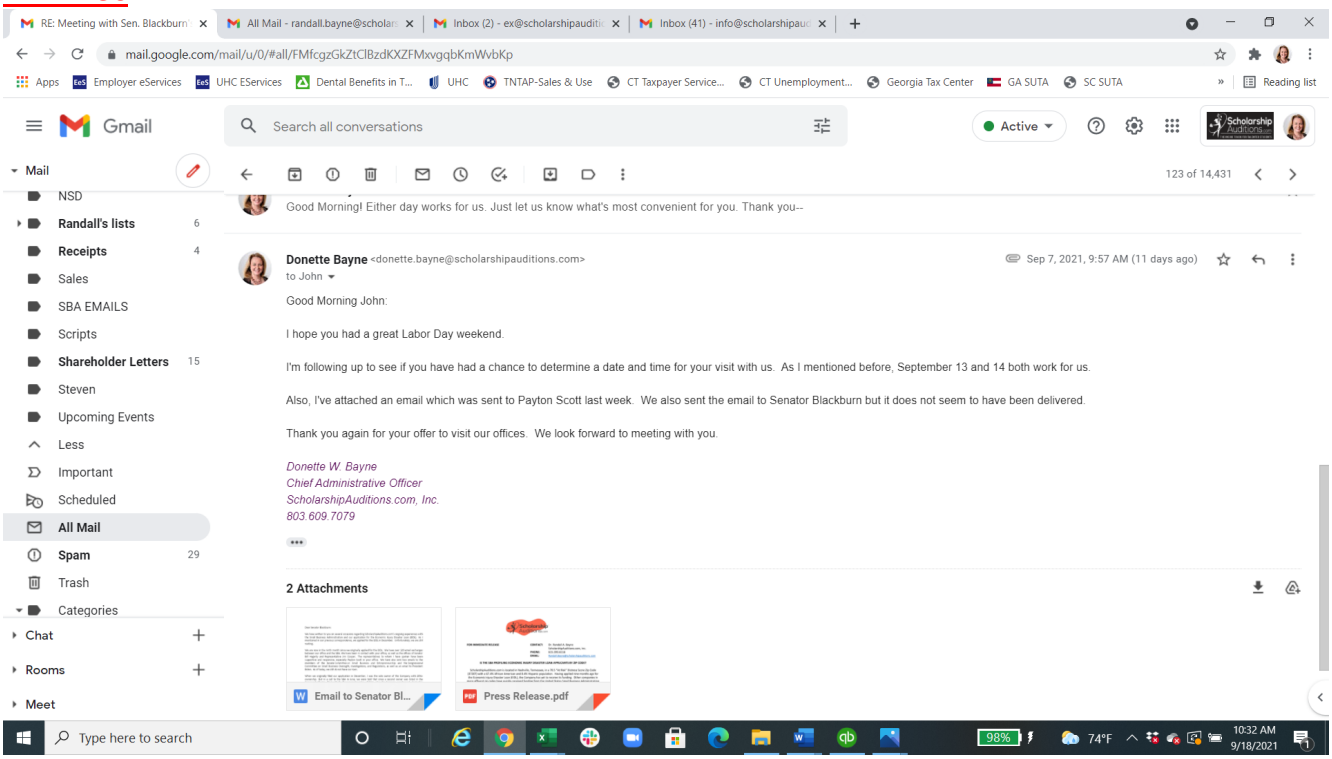
EMAIL 34



EMAIL 35



EMAIL 36



Good Morning! Either day works for us. Just let us know what's most convenient for you. Thank you--

Donette Bayne <donette.bayne@scholarshipauditions.com> Sep 7, 2021, 9:57 AM (11 days ago)
to John

Good Morning John:

I hope you had a great Labor Day weekend.

I'm following up to see if you have had a chance to determine a date and time for your visit with us. As I mentioned before, September 13 and 14 both work for us.

Also, I've attached an email which was sent to Payton Scott last week. We also sent the email to Senator Blackburn but it does not seem to have been delivered.

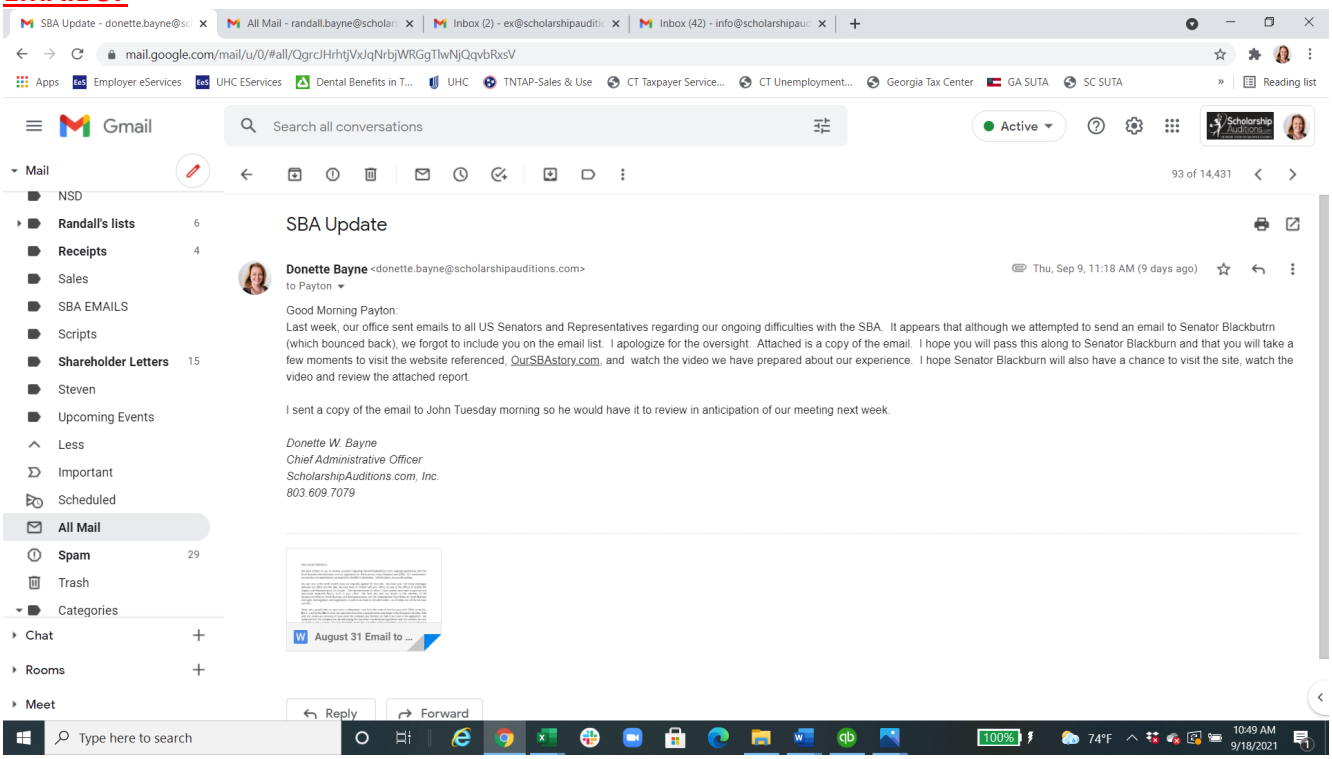
Thank you again for your offer to visit our offices. We look forward to meeting with you.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

2 Attachments

Email to Senator Bl...
Press Release.pdf

EMAIL 37



SBA Update

Donette Bayne <donette.bayne@scholarshipauditions.com> Thu, Sep 9, 11:18 AM (9 days ago)
to Payton

Good Morning Payton:
Last week, our office sent emails to all US Senators and Representatives regarding our ongoing difficulties with the SBA. It appears that although we attempted to send an email to Senator Blackbutrn (which bounced back), we forgot to include you on the email list. I apologize for the oversight. Attached is a copy of the email. I hope you will pass this along to Senator Blackburn and that you will take a few moments to visit the website referenced, OurSBAstory.com, and watch the video we have prepared about our experience. I hope Senator Blackburn will also have a chance to visit the site, watch the video and review the attached report.

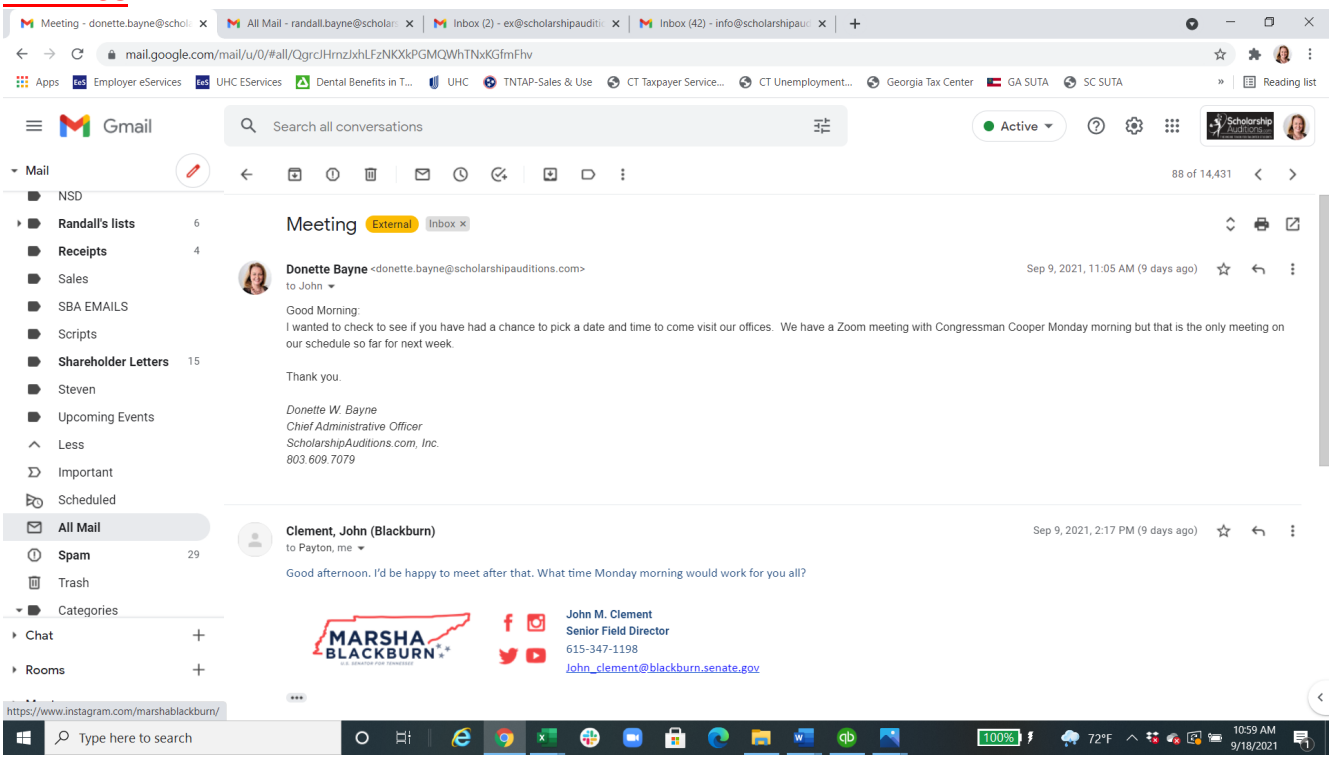
I sent a copy of the email to John Tuesday morning so he would have it to review in anticipation of our meeting next week.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

August 31 Email to ...

Reply Forward

EMAIL 38



Meeting - donette.bayne@schola | All Mail - randall.bayne@scholar | Inbox (2) - ex@scholarshipauditi | Inbox (42) - info@scholarshipauc

mail.google.com/mail/u/0/#all/QgrcJHrnzJxhLFzNKXkPGMQWhTNxKGfmFhv

Apps | Employer eServices | UHC EServices | Dental Benefits in T... | UHC | TNTAP-Sales & Use | CT Taxpayer Service... | CT Unemployment... | Georgia Tax Center | GA SUTA | SC SUTA | Reading list

Gmail | Search all conversations | Active

Mail

- NSD
- Randall's lists 6
- Receipts 4
- Sales
- SBA EMAILS
- Scripts
- Shareholder Letters 15
- Steven
- Upcoming Events
- Less
- Important
- Scheduled
- All Mail
- Spam 29
- Trash
- Categories

Chat

Rooms

88 of 14,431

Meeting External Inbox ×

Donette Bayne <donette.bayne@scholarshipauditions.com> Sep 9, 2021, 11:05 AM (9 days ago)
to John

Good Morning:
I wanted to check to see if you have had a chance to pick a date and time to come visit our offices. We have a Zoom meeting with Congressman Cooper Monday morning but that is the only meeting on our schedule so far for next week.

Thank you.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Clement, John (Blackburn) Sep 9, 2021, 2:17 PM (9 days ago)
to Payton, me

Good afternoon. I'd be happy to meet after that. What time Monday morning would work for you all?

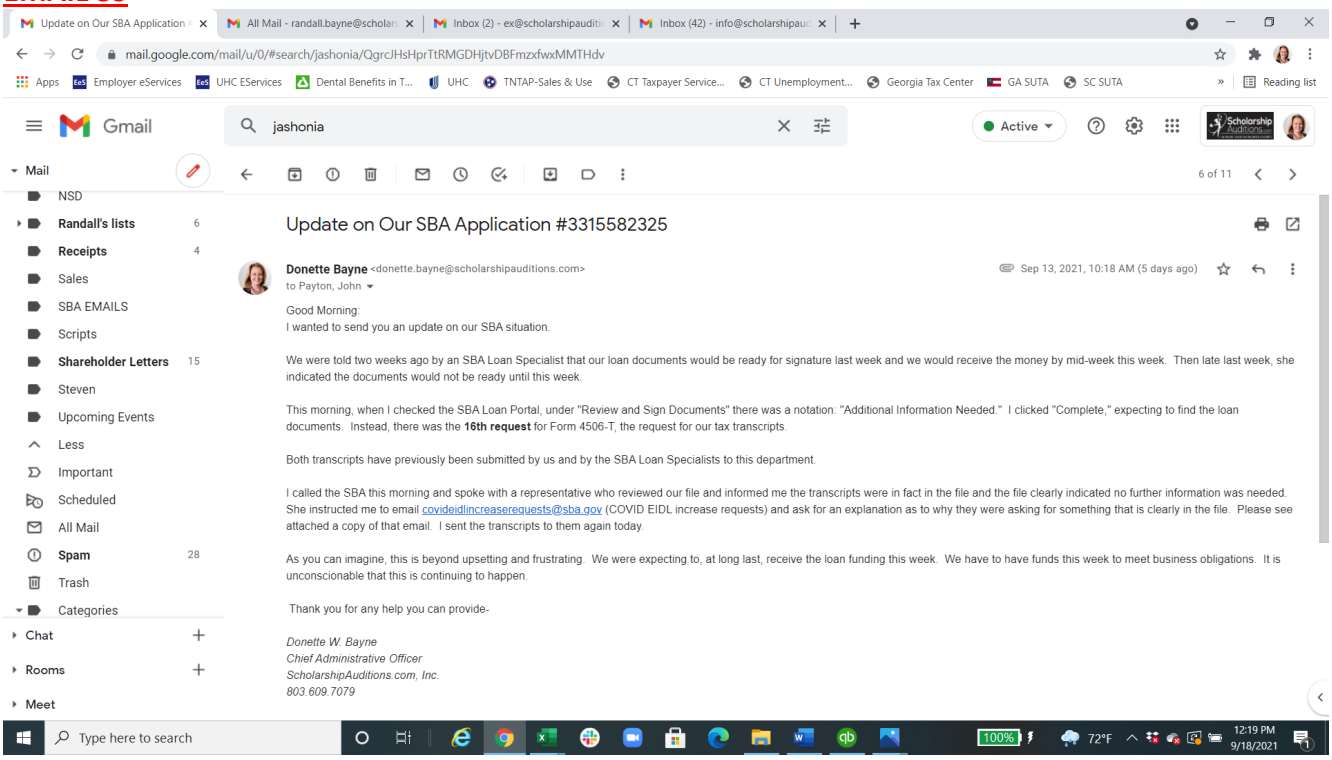
MARSHA BLACKBURN
U.S. SENATOR FOR TENNESSEE

John M. Clement
Senior Field Director
615-347-1198
John_clement@blackburn.senate.gov

https://www.instagram.com/marshablackburn/

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EMAIL 39



Update on Our SBA Application # | All Mail - randall.bayne@scholar | Inbox (2) - ex@scholarshipauditi | Inbox (42) - info@scholarshipauc

mail.google.com/mail/u/0/#search/jashonia/QgrcJHsHprTtRMGDHjtvDBFmzxfwxMMTHdv

Apps | Employer eServices | UHC EServices | Dental Benefits in T... | UHC | TNTAP-Sales & Use | CT Taxpayer Service... | CT Unemployment... | Georgia Tax Center | GA SUTA | SC SUTA | Reading list

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- NSD
- Randall's lists 6
- Receipts 4
- Sales
- SBA EMAILS
- Scripts
- Shareholder Letters 15
- Steven
- Upcoming Events
- Less
- Important
- Scheduled
- All Mail
- Spam 28
- Trash
- Categories

Chat

Rooms

Meet

6 of 11

Update on Our SBA Application #3315582325

Donette Bayne <donette.bayne@scholarshipauditions.com> Sep 13, 2021, 10:18 AM (5 days ago)
to Payton, John

Good Morning:
I wanted to send you an update on our SBA situation.

We were told two weeks ago by an SBA Loan Specialist that our loan documents would be ready for signature last week and we would receive the money by mid-week this week. Then late last week, she indicated the documents would not be ready until this week.

This morning, when I checked the SBA Loan Portal, under "Review and Sign Documents" there was a notation: "Additional Information Needed." I clicked "Complete," expecting to find the loan documents. Instead, there was the **16th request** for Form 4506-T, the request for our tax transcripts.

Both transcripts have previously been submitted by us and by the SBA Loan Specialists to this department.

I called the SBA this morning and spoke with a representative who reviewed our file and informed me the transcripts were in fact in the file and the file clearly indicated no further information was needed. She instructed me to email covideidlincreaserequests@sba.gov (COVID EIDL increase requests) and ask for an explanation as to why they were asking for something that is clearly in the file. Please see attached a copy of that email. I sent the transcripts to them again today.

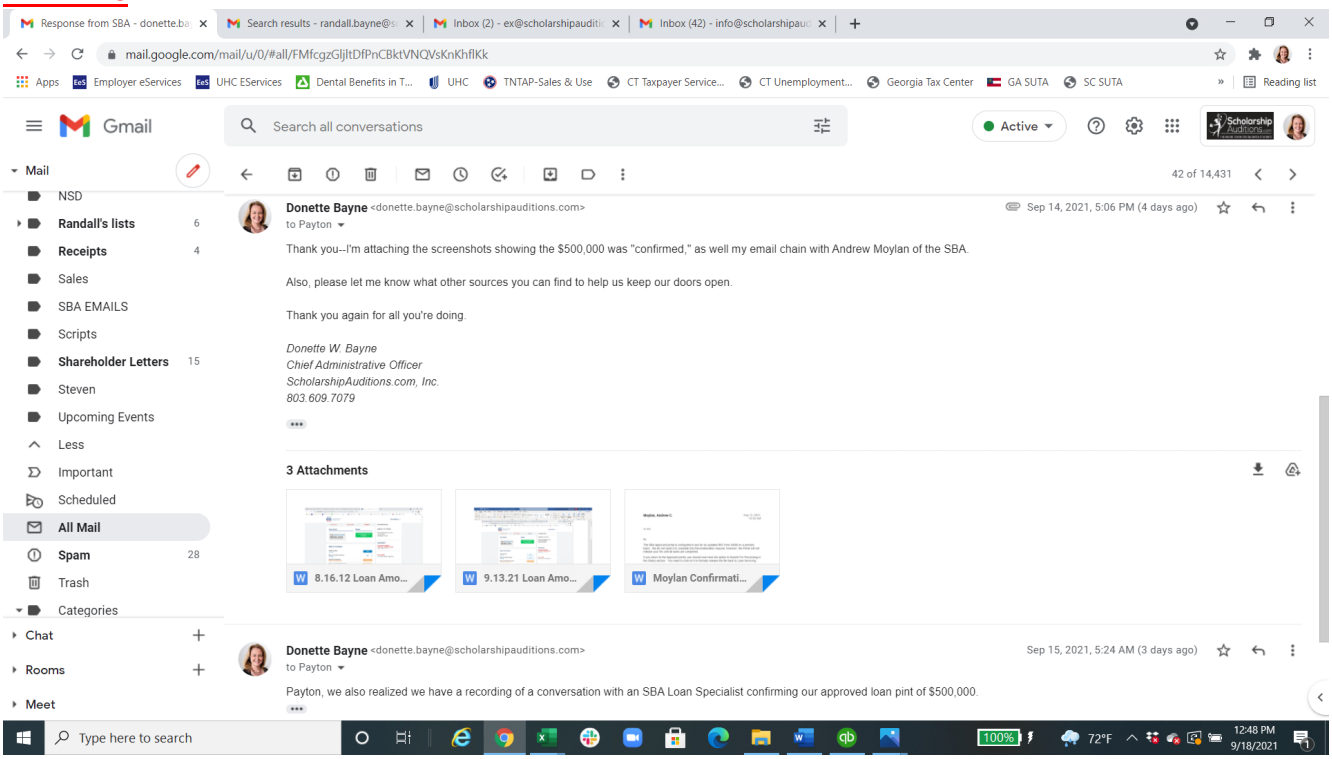
As you can imagine, this is beyond upsetting and frustrating. We were expecting to, at long last, receive the loan funding this week. We have to have funds this week to meet business obligations. It is unconscionable that this is continuing to happen.

Thank you for any help you can provide-

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

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EMAIL 40



Response from SBA - donette.ba | Search results - randall.bayne@s | Inbox (2) - ex@scholarshipaudi | Inbox (42) - info@scholarshipauc

mail.google.com/mail/u/0/#all/FMfcgzGljltDfPnCBktVNQVsKnKhflKk

Apps | Employer eServices | UHC EServices | Dental Benefits in T... | UHC | TNTAP-Sales & Use | CT Taxpayer Service... | CT Unemployment... | Georgia Tax Center | GA SUTA | SC SUTA | Reading list

Gmail | Search all conversations | Active

Mail

- NSD
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- Receipts 4
- Sales
- SBA EMAILS
- Scripts
- Shareholder Letters 15
- Steven
- Upcoming Events
- Less
- Important
- Scheduled
- All Mail
- Spam 28
- Trash
- Categories

Chat | Rooms | Meet

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Donette Bayne <donette.bayne@scholarshipauditions.com> Sep 14, 2021, 5:06 PM (4 days ago)
to Payton

Thank you--I'm attaching the screenshots showing the $500,000 was "confirmed," as well my email chain with Andrew Moylan of the SBA.

Also, please let me know what other sources you can find to help us keep our doors open.

Thank you again for all you're doing.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

3 Attachments

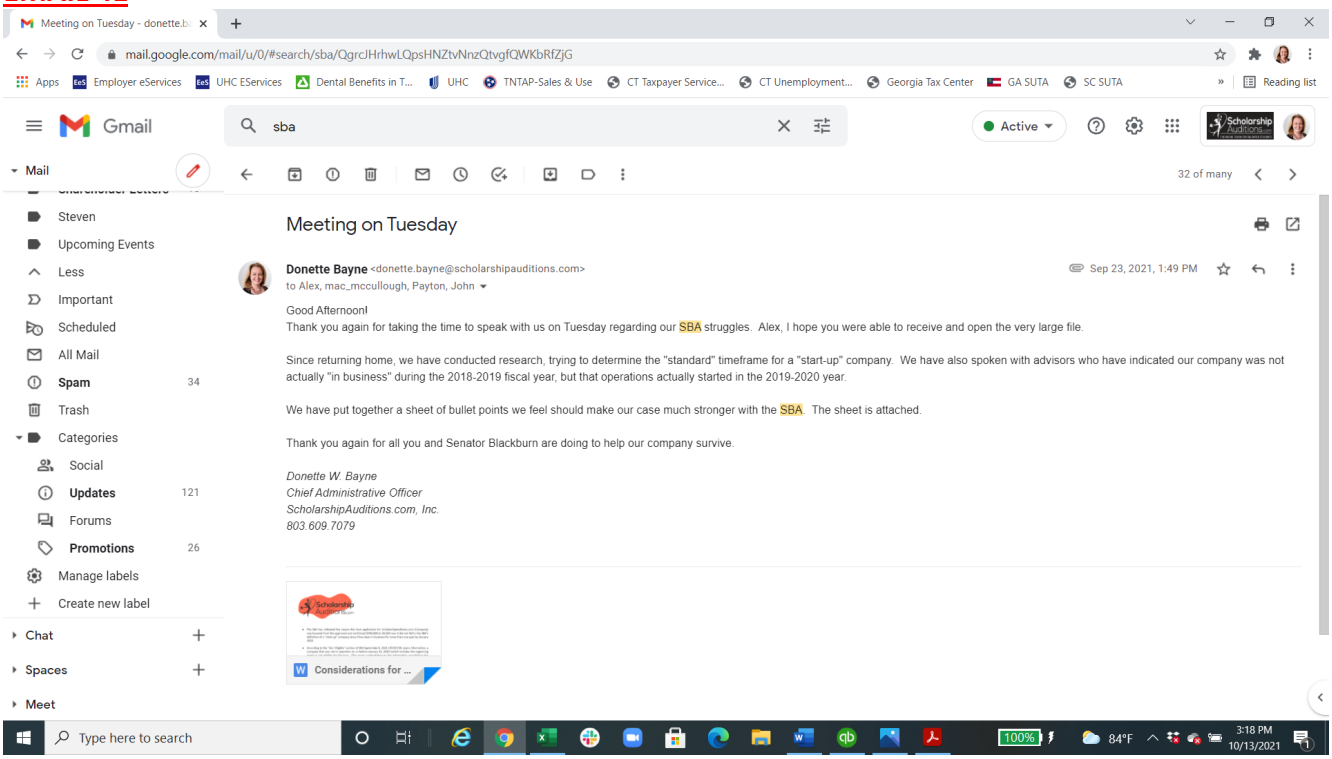
8.16.12 Loan Amo... | 9.13.21 Loan Amo... | Moylan Confirmati...

Donette Bayne <donette.bayne@scholarshipauditions.com> Sep 15, 2021, 5:24 AM (3 days ago)
to Payton

Payton, we also realized we have a recording of a conversation with an SBA Loan Specialist confirming our approved loan pint of $500,000.

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EMAIL 41



Meeting on Tuesday - donette.b

mail.google.com/mail/u/0/#search/sba/QgrcJHrhwLQpsHNZtvNnzQtvgfQWKbRfZjG

Apps | Employer eServices | UHC EServices | Dental Benefits in T... | UHC | TNTAP-Sales & Use | CT Taxpayer Service... | CT Unemployment... | Georgia Tax Center | GA SUTA | SC SUTA | Reading list

Gmail | sba | Active

Mail

- Steven
- Upcoming Events
- Less
- Important
- Scheduled
- All Mail
- Spam 34
- Trash
- Categories
  - Social
  - Updates 121
  - Forums
  - Promotions 26
- Manage labels
- Create new label

Chat | Spaces | Meet

32 of many

Meeting on Tuesday

Donette Bayne <donette.bayne@scholarshipauditions.com> Sep 23, 2021, 1:49 PM
to Alex, mac_mccullough, Payton, John

Good Afternoon!
Thank you again for taking the time to speak with us on Tuesday regarding our SBA struggles. Alex, I hope you were able to receive and open the very large file.

Since returning home, we have conducted research, trying to determine the "standard" timeframe for a "start-up" company. We have also spoken with advisors who have indicated our company was not actually "in business" during the 2018-2019 fiscal year, but that operations actually started in the 2019-2020 year.

We have put together a sheet of bullet points we feel should make our case much stronger with the SBA. The sheet is attached.

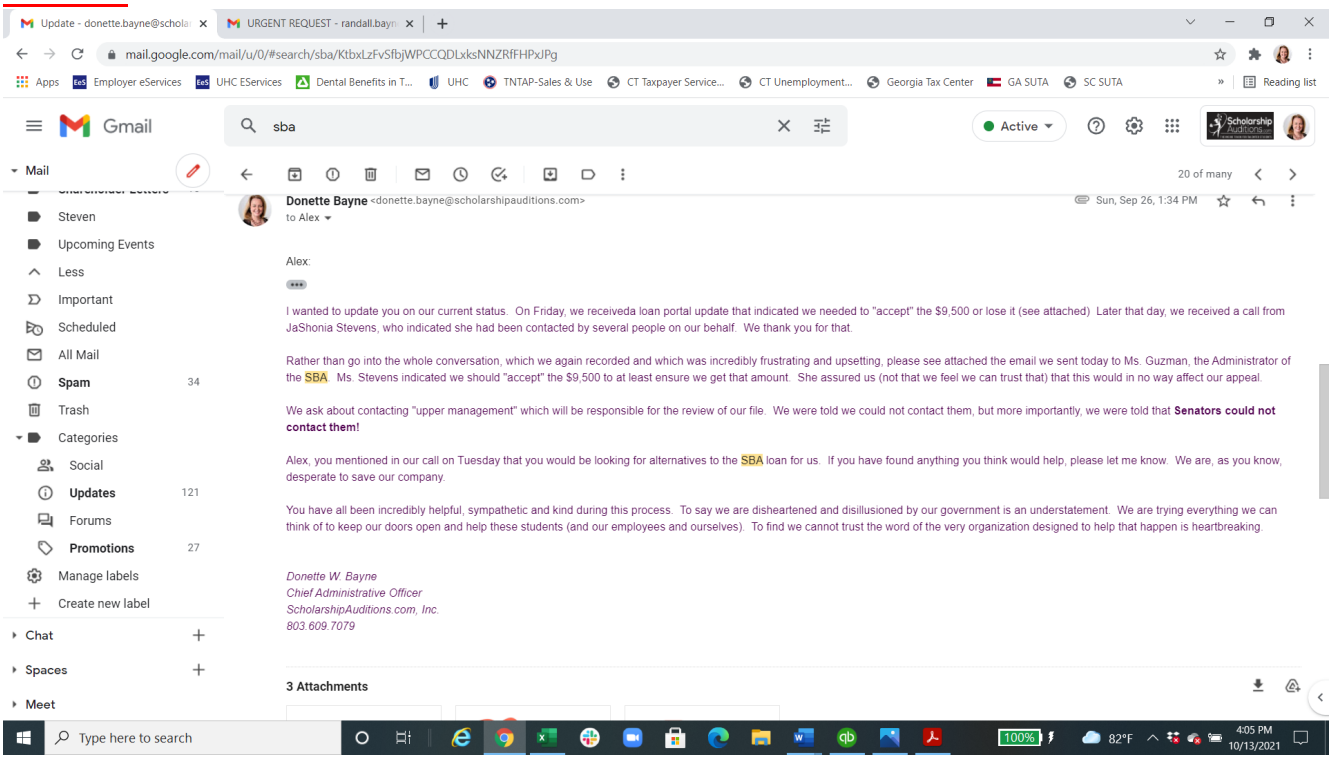
Thank you again for all you and Senator Blackburn are doing to help our company survive.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Considerations for ...

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EMAIL 42



Update - donette.bayne@scholar | URGENT REQUEST - randall.bayn

mail.google.com/mail/u/0/#search/sba/KtbxLzFvSfbjWPCCQDLxksNNZRfFHPxJPg

Apps | Employer eServices | UHC EServices | Dental Benefits in T... | UHC | TNTAP-Sales & Use | CT Taxpayer Service... | CT Unemployment... | Georgia Tax Center | GA SUTA | SC SUTA | Reading list

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Trash
Categories
Social
Updates 121
Forums
Promotions 27
Manage labels
Create new label
Chat
Spaces
Meet

20 of many

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Alex

Sun, Sep 26, 1:34 PM

Alex:

I wanted to update you on our current status. On Friday, we receiveda loan portal update that indicated we needed to "accept" the $9,500 or lose it (see attached) Later that day, we received a call from JaShonia Stevens, who indicated she had been contacted by several people on our behalf. We thank you for that.

Rather than go into the whole conversation, which we again recorded and which was incredibly frustrating and upsetting, please see attached the email we sent today to Ms. Guzman, the Administrator of the SBA. Ms. Stevens indicated we should "accept" the $9,500 to at least ensure we get that amount. She assured us (not that we feel we can trust that) that this would in no way affect our appeal.

We ask about contacting "upper management" which will be responsible for the review of our file. We were told we could not contact them, but more importantly, we were told that **Senators could not contact them!**

Alex, you mentioned in our call on Tuesday that you would be looking for alternatives to the SBA loan for us. If you have found anything you think would help, please let me know. We are, as you know, desperate to save our company.

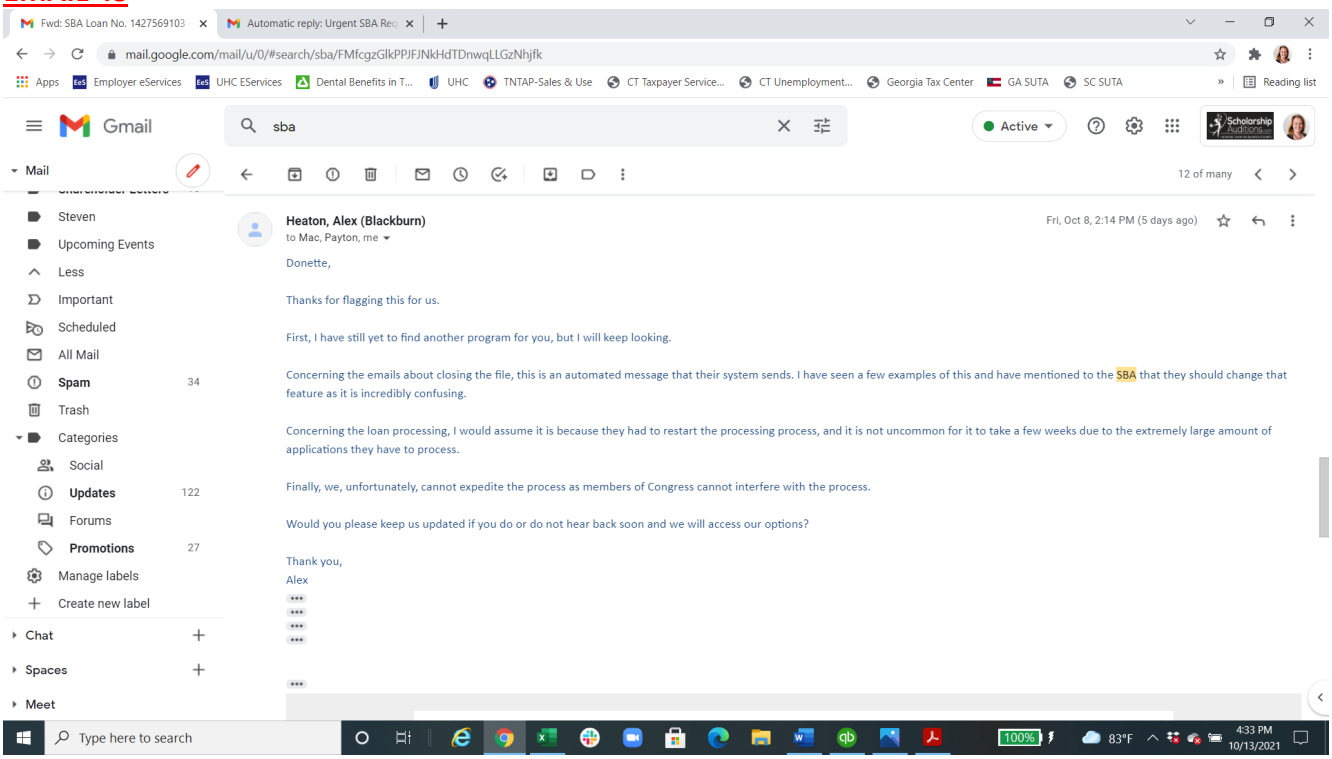
You have all been incredibly helpful, sympathetic and kind during this process. To say we are disheartened and disillusioned by our government is an understatement. We are trying everything we can think of to keep our doors open and help these students (and our employees and ourselves). To find we cannot trust the word of the very organization designed to help that happen is heartbreaking.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

3 Attachments

Type here to search | 100% | 82°F | 4:05 PM 10/13/2021

EMAIL 43



Fwd: SBA Loan No. 1427569103 | Automatic reply: Urgent SBA Re

mail.google.com/mail/u/0/#search/sba/FMfcgzGlkPPJFJNkHdTDnwqLLGzNhjfk

Apps | Employer eServices | UHC EServices | Dental Benefits in T... | UHC | TNTAP-Sales & Use | CT Taxpayer Service... | CT Unemployment... | Georgia Tax Center | GA SUTA | SC SUTA | Reading list

Gmail

sba

Active

Mail

Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 34
Trash
Categories
Social
Updates 122
Forums
Promotions 27
Manage labels
Create new label
Chat
Spaces
Meet

12 of many

Heaton, Alex (Blackburn)
to Mac, Payton, me

Fri, Oct 8, 2:14 PM (5 days ago)

Donette,

Thanks for flagging this for us.

First, I have still yet to find another program for you, but I will keep looking.

Concerning the emails about closing the file, this is an automated message that their system sends. I have seen a few examples of this and have mentioned to the SBA that they should change that feature as it is incredibly confusing.

Concerning the loan processing, I would assume it is because they had to restart the processing process, and it is not uncommon for it to take a few weeks due to the extremely large amount of applications they have to process.

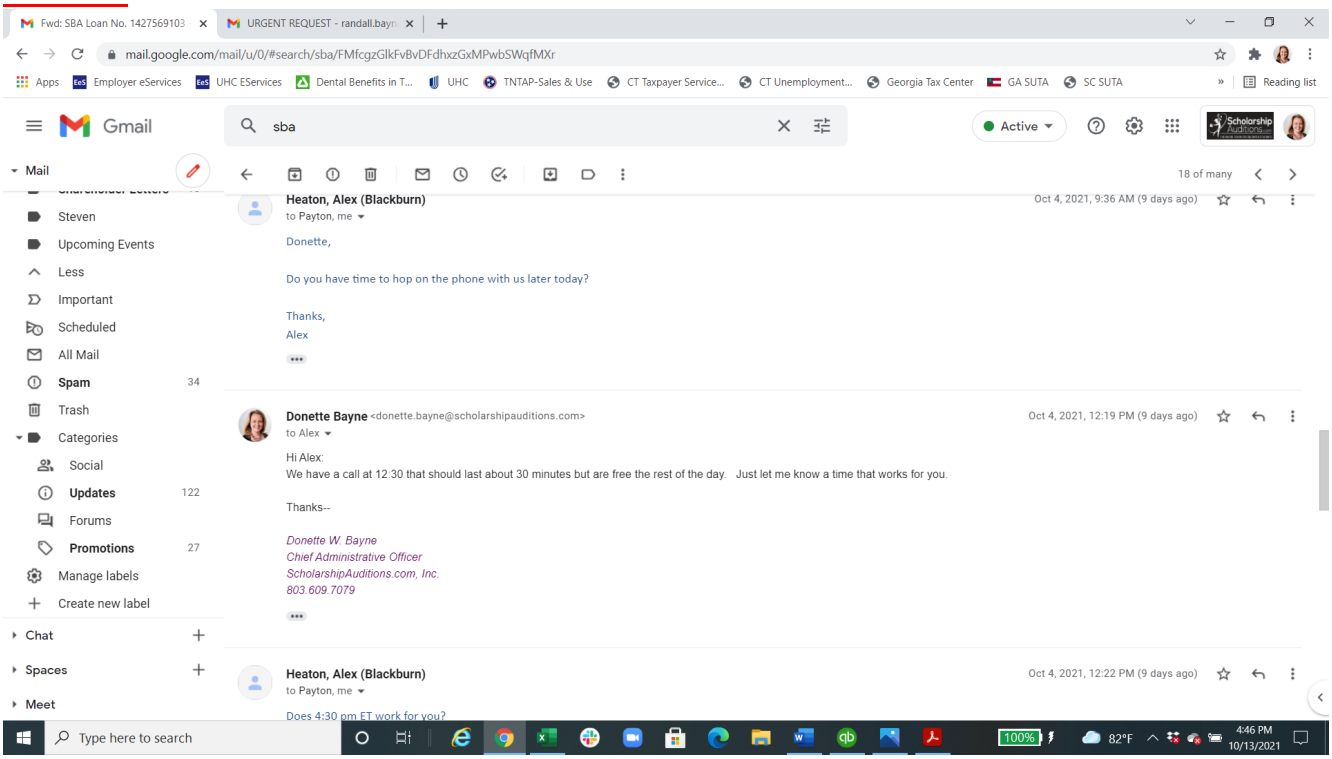
Finally, we, unfortunately, cannot expedite the process as members of Congress cannot interfere with the process.

Would you please keep us updated if you do or do not hear back soon and we will access our options?

Thank you,
Alex

Type here to search | 100% | 83°F | 4:33 PM 10/13/2021

EMAIL 44



Fwd: SBA Loan No. 1427569103 | URGENT REQUEST - randall.bayn

mail.google.com/mail/u/0/#search/sba/FMfcgzGlkFvBvDFdhxzGxMPwbSWqfMXr

Gmail — sba

Mail

Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 34
Trash
Categories
Social
Updates 122
Forums
Promotions 27
Manage labels
Create new label
Chat
Spaces
Meet

18 of many

Heaton, Alex (Blackburn) Oct 4, 2021, 9:36 AM (9 days ago)
to Payton, me

Donette,

Do you have time to hop on the phone with us later today?

Thanks,
Alex

Donette Bayne <donette.bayne@scholarshipauditions.com> Oct 4, 2021, 12:19 PM (9 days ago)
to Alex

Hi Alex:
We have a call at 12:30 that should last about 30 minutes but are free the rest of the day. Just let me know a time that works for you.

Thanks--

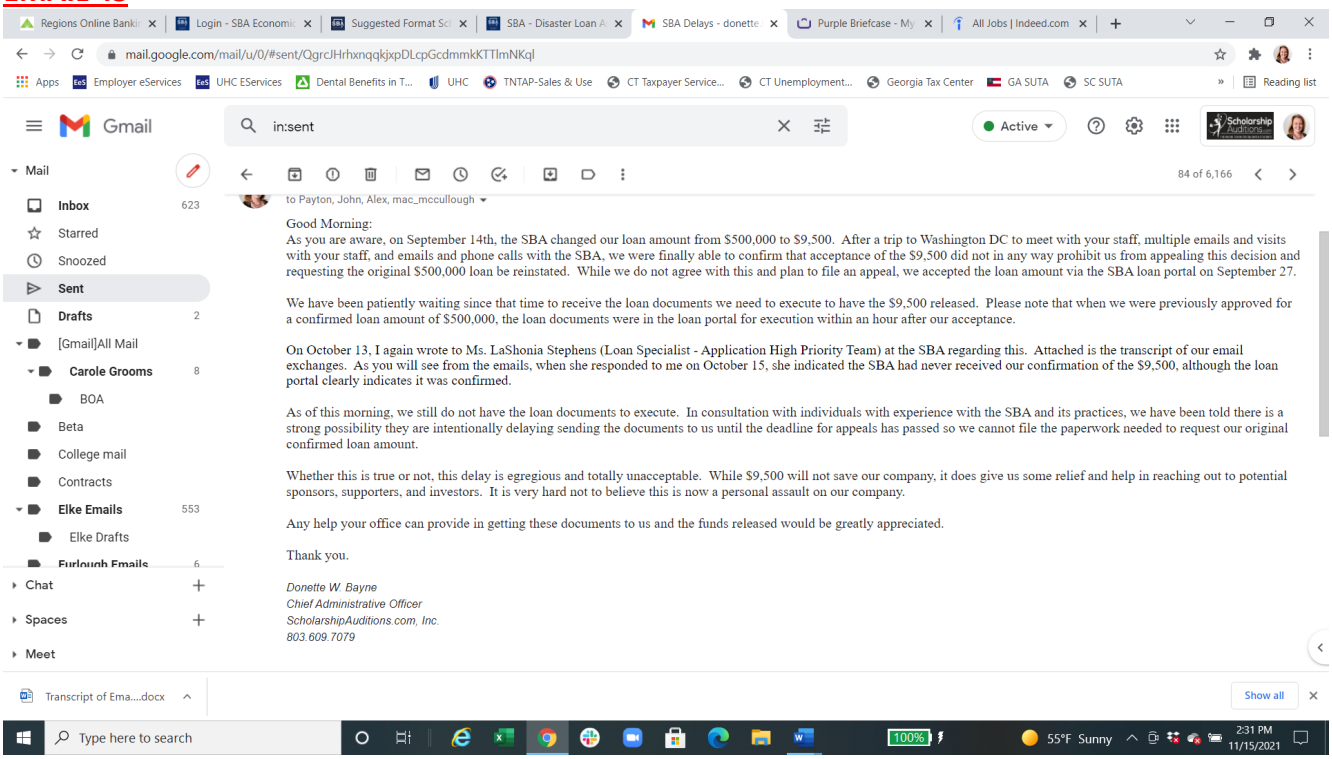
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Heaton, Alex (Blackburn) Oct 4, 2021, 12:22 PM (9 days ago)
to Payton, me

Does 4:30 pm ET work for you?

Type here to search — 82°F — 4:46 PM 10/13/2021

EMAIL 45



mail.google.com/mail/u/0/#sent/QgrcJHrhxnqqkjxpDLcpGcdmmkKTTlmNKql

Gmail — in:sent

Mail

Inbox 623
Starred
Snoozed
Sent
Drafts 2
[Gmail]All Mail
Carole Grooms 8
BOA
Beta
College mail
Contracts
Elke Emails 553
Elke Drafts
Furlough Emails 6
Chat
Spaces
Meet

84 of 6,166

to Payton, John, Alex, mac_mccullough

Good Morning:
As you are aware, on September 14th, the SBA changed our loan amount from $500,000 to $9,500. After a trip to Washington DC to meet with your staff, multiple emails and visits with your staff, and emails and phone calls with the SBA, we were finally able to confirm that acceptance of the $9,500 did not in any way prohibit us from appealing this decision and requesting the original $500,000 loan be reinstated. While we do not agree with this and plan to file an appeal, we accepted the loan amount via the SBA loan portal on September 27.

We have been patiently waiting since that time to receive the loan documents we need to execute to have the $9,500 released. Please note that when we were previously approved for a confirmed loan amount of $500,000, the loan documents were in the loan portal for execution within an hour after our acceptance.

On October 13, I again wrote to Ms. LaShonia Stephens (Loan Specialist - Application High Priority Team) at the SBA regarding this. Attached is the transcript of our email exchanges. As you will see from the emails, when she responded to me on October 15, she indicated the SBA had never received our confirmation of the $9,500, although the loan portal clearly indicates it was confirmed.

As of this morning, we still do not have the loan documents to execute. In consultation with individuals with experience with the SBA and its practices, we have been told there is a strong possibility they are intentionally delaying sending the documents to us until the deadline for appeals has passed so we cannot file the paperwork needed to request our original confirmed loan amount.

Whether this is true or not, this delay is egregious and totally unacceptable. While $9,500 will not save our company, it does give us some relief and help in reaching out to potential sponsors, supporters, and investors. It is very hard not to believe this is now a personal assault on our company.

Any help your office can provide in getting these documents to us and the funds released would be greatly appreciated.

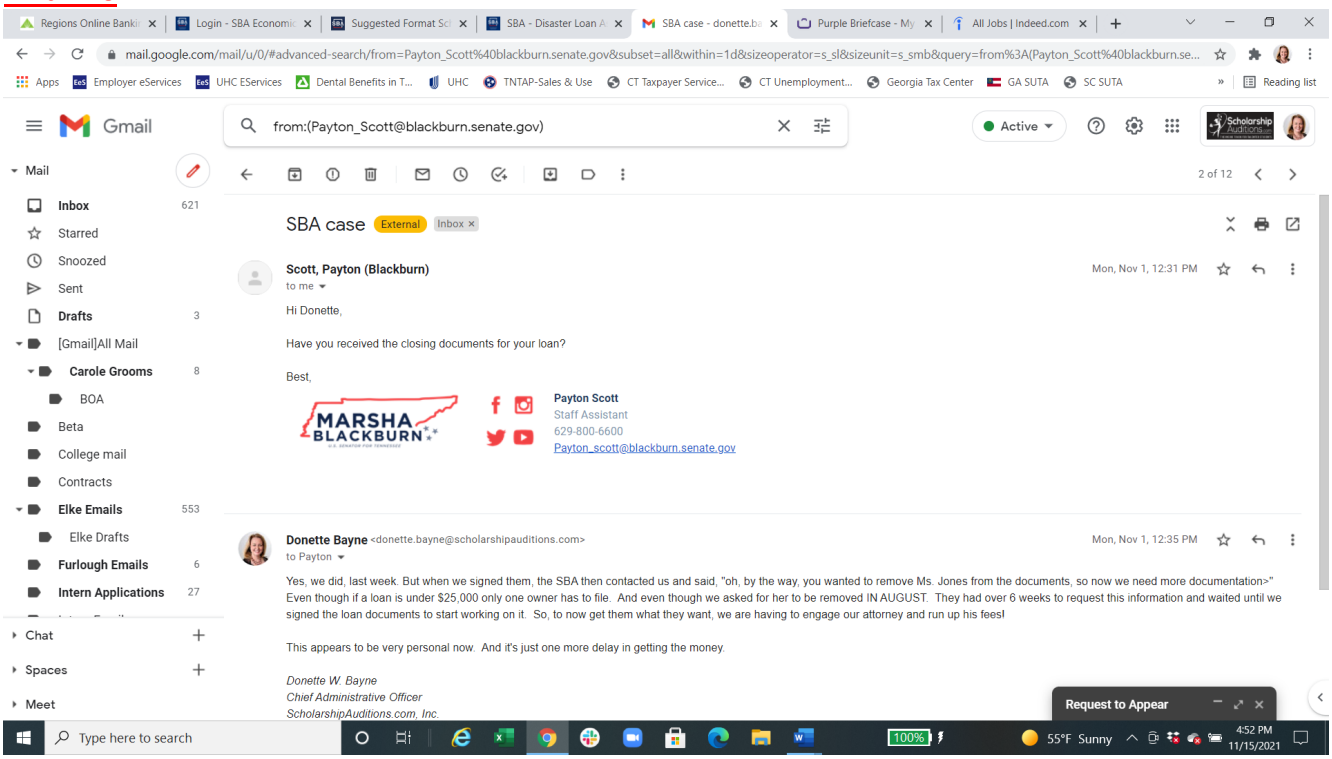
Thank you.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Transcript of Ema....docx — Show all

Type here to search — 55°F Sunny — 2:31 PM 11/15/2021

Email 46



Regions Online Bankir | Login - SBA Economic | Suggested Format Sc | SBA - Disaster Loan A | SBA case - donette.ba | Purple Briefcase - My | All Jobs | Indeed.com

mail.google.com/mail/u/0/#advanced-search/from=Payton_Scott%40blackburn.senate.gov&subset=all&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=from%3A(Payton_Scott%40blackburn.se...

Apps | Employer eServices | UHC EServices | Dental Benefits in T... | UHC | TNTAP-Sales & Use | CT Taxpayer Service... | CT Unemployment... | Georgia Tax Center | GA SUTA | SC SUTA | Reading list

Gmail

from:(Payton_Scott@blackburn.senate.gov)

Active

Mail

Inbox 621
Starred
Snoozed
Sent
Drafts 3
[Gmail]All Mail
Carole Grooms 8
BOA
Beta
College mail
Contracts
Elke Emails 553
Elke Drafts
Furlough Emails 6
Intern Applications 27

Chat
Spaces
Meet

2 of 12

SBA case External Inbox ×

Scott, Payton (Blackburn) Mon, Nov 1, 12:31 PM
to me

Hi Donette,

Have you received the closing documents for your loan?

Best,

MARSHA BLACKBURN

Payton Scott
Staff Assistant
629-800-6600
Payton_scott@blackburn.senate.gov

Donette Bayne <donette.bayne@scholarshipauditions.com> Mon, Nov 1, 12:35 PM
to Payton

Yes, we did, last week. But when we signed them, the SBA then contacted us and said, "oh, by the way, you wanted to remove Ms. Jones from the documents, so now we need more documentation>" Even though if a loan is under $25,000 only one owner has to file. And even though we asked for her to be removed IN AUGUST. They had over 6 weeks to request this information and waited until we signed the loan documents to start working on it. So, to now get them what they want, we are having to engage our attorney and run up his fees!

This appears to be very personal now. And it's just one more delay in getting the money.

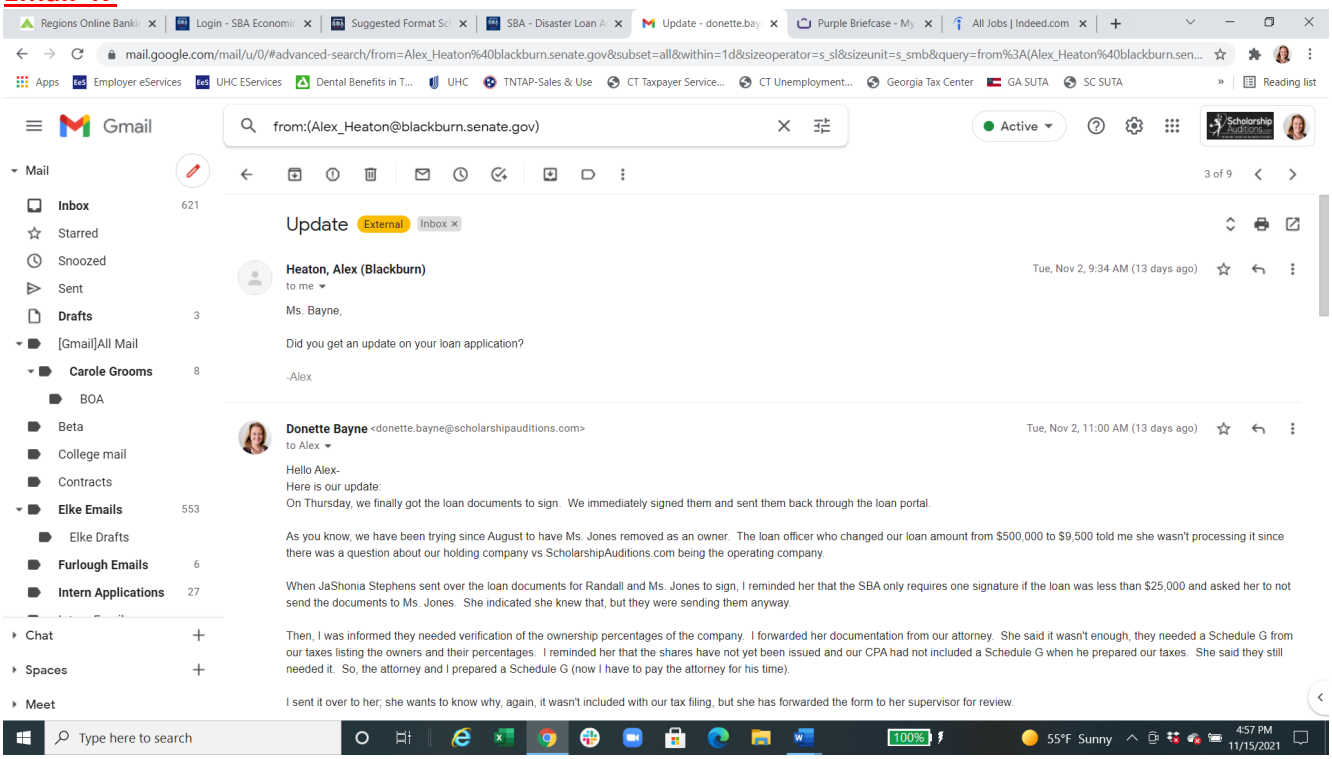
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.

Request to Appear

Type here to search

100% 55°F Sunny 4:52 PM 11/15/2021

Email 47



Regions Online Bankir | Login - SBA Economic | Suggested Format Sc | SBA - Disaster Loan A | Update - donette.bay | Purple Briefcase - My | All Jobs | Indeed.com

mail.google.com/mail/u/0/#advanced-search/from=Alex_Heaton%40blackburn.senate.gov&subset=all&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=from%3A(Alex_Heaton%40blackburn.sen...

Apps | Employer eServices | UHC EServices | Dental Benefits in T... | UHC | TNTAP-Sales & Use | CT Taxpayer Service... | CT Unemployment... | Georgia Tax Center | GA SUTA | SC SUTA | Reading list

Gmail

from:(Alex_Heaton@blackburn.senate.gov)

Active

Mail

Inbox 621
Starred
Snoozed
Sent
Drafts 3
[Gmail]All Mail
Carole Grooms 8
BOA
Beta
College mail
Contracts
Elke Emails 553
Elke Drafts
Furlough Emails 6
Intern Applications 27

Chat
Spaces
Meet

3 of 9

Update External Inbox ×

Heaton, Alex (Blackburn) Tue, Nov 2, 9:34 AM (13 days ago)
to me

Ms. Bayne,

Did you get an update on your loan application?

-Alex

Donette Bayne <donette.bayne@scholarshipauditions.com> Tue, Nov 2, 11:00 AM (13 days ago)
to Alex

Hello Alex-
Here is our update:
On Thursday, we finally got the loan documents to sign. We immediately signed them and sent them back through the loan portal.

As you know, we have been trying since August to have Ms. Jones removed as an owner. The loan officer who changed our loan amount from $500,000 to $9,500 told me she wasn't processing it since there was a question about our holding company vs ScholarshipAuditions.com being the operating company.

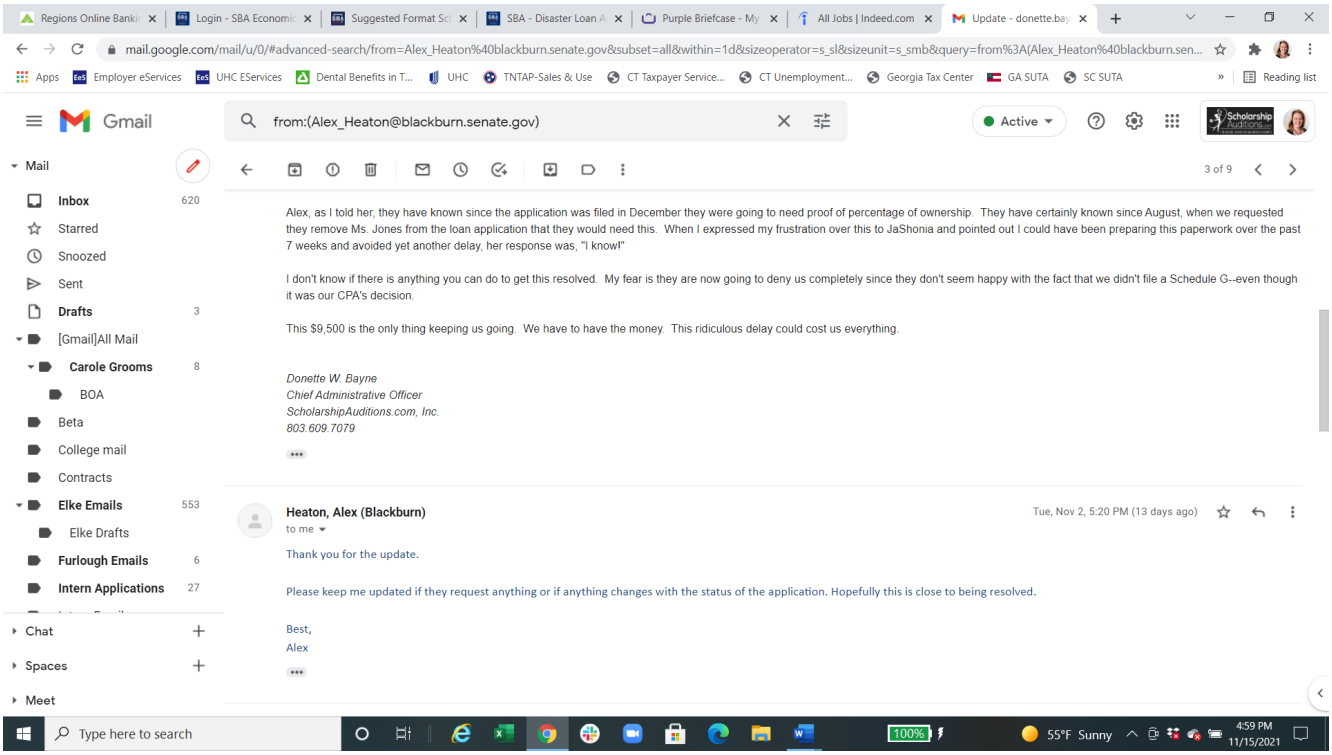
When JaShonia Stephens sent over the loan documents for Randall and Ms. Jones to sign, I reminded her that the SBA only requires one signature if the loan was less than $25,000 and asked her to not send the documents to Ms. Jones. She indicated she knew that, but they were sending them anyway.

Then, I was informed they needed verification of the ownership percentages of the company. I forwarded her documentation from our attorney. She said it wasn't enough, they needed a Schedule G from our taxes listing the owners and their percentages. I reminded her that the shares have not yet been issued and our CPA had not included a Schedule G when he prepared our taxes. She said they still needed it. So, the attorney and I prepared a Schedule G (now I have to pay the attorney for his time).

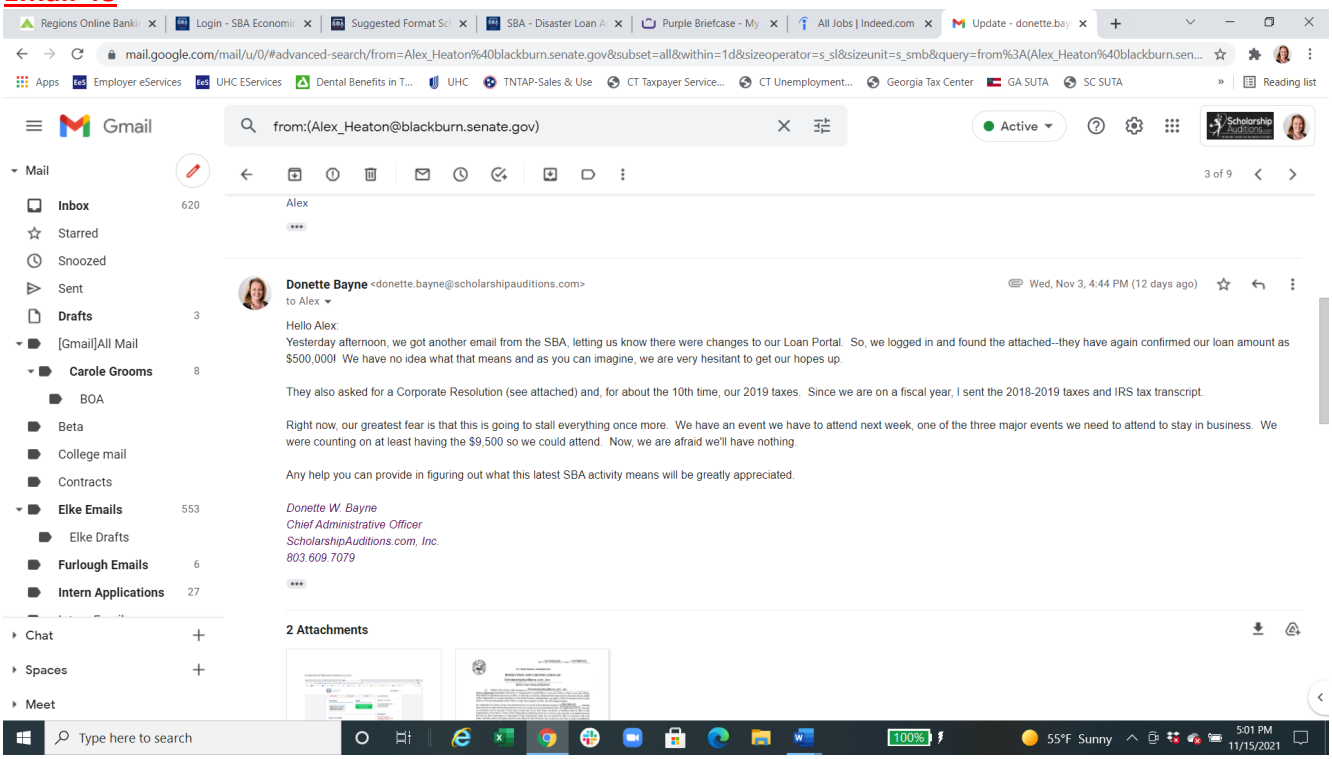
I sent it over to her; she wants to know why, again, it wasn't included with our tax filing, but she has forwarded the form to her supervisor for review.

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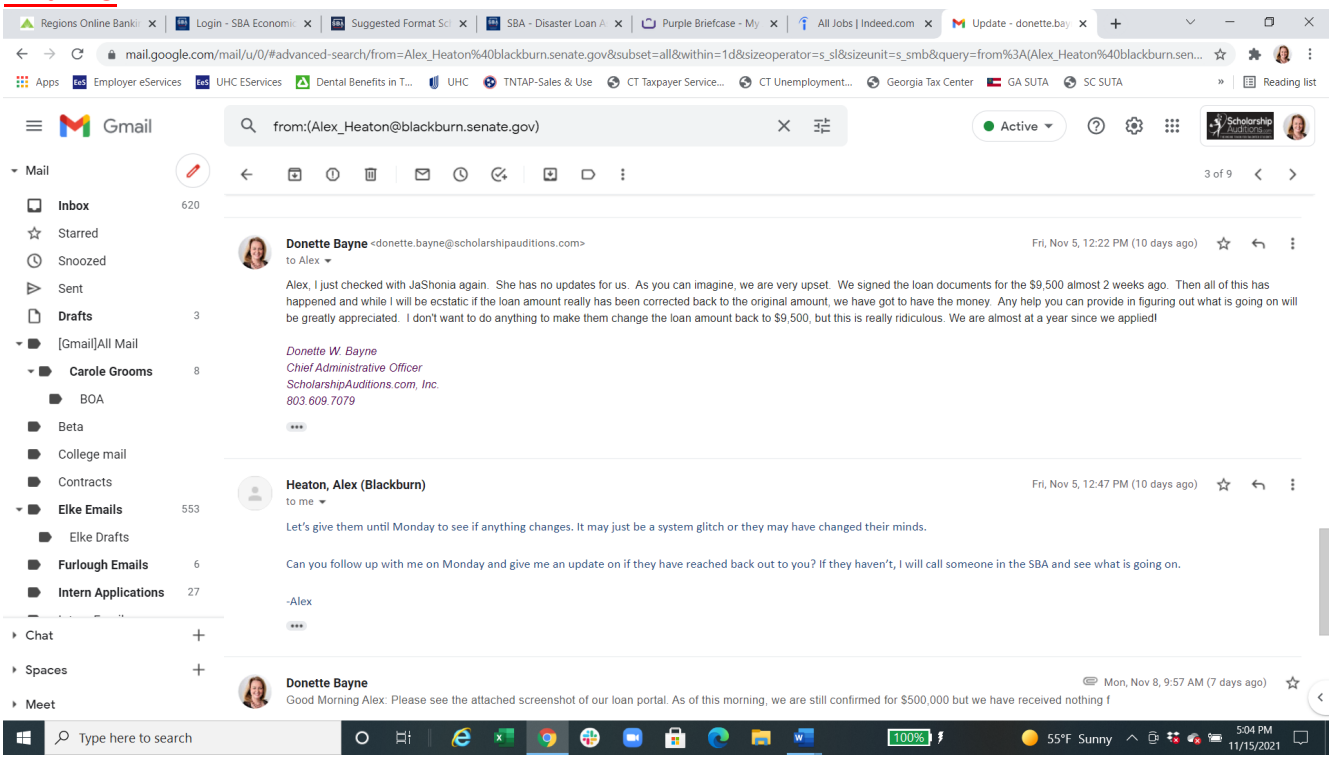
100% 55°F Sunny 4:57 PM 11/15/2021


from:(Alex_Heaton@blackburn.senate.gov)
Active
3 of 9
Alex, as I told her, they have known since the application was filed in December they were going to need proof of percentage of ownership. They have certainly known since August, when we requested they remove Ms. Jones from the loan application that they would need this. When I expressed my frustration over this to JaShonia and pointed out I could have been preparing this paperwork over the past 7 weeks and avoided yet another delay, her response was, "I know!"
I don't know if there is anything you can do to get this resolved. My fear is they are now going to deny us completely since they don't seem happy with the fact that we didn't file a Schedule G--even though it was our CPA's decision.
This $9,500 is the only thing keeping us going. We have to have the money. This ridiculous delay could cost us everything.
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Heaton, Alex (Blackburn)
to me
Tue, Nov 2, 5:20 PM (13 days ago)
Thank you for the update.
Please keep me updated if they request anything or if anything changes with the status of the application. Hopefully this is close to being resolved.
Best,
Alex
Inbox 620
Starred
Snoozed
Sent
Drafts 3
[Gmail]All Mail
Carole Grooms 8
BOA
Beta
College mail
Contracts
Elke Emails 553
Elke Drafts
Furlough Emails 6
Intern Applications 27
Chat
Spaces
Meet
Type here to search
100%
55°F Sunny
4:59 PM
11/15/2021

Email 48


from:(Alex_Heaton@blackburn.senate.gov)
Active
3 of 9
Alex
Donette Bayne <donette.bayne@scholarshipauditions.com>
to Alex
Wed, Nov 3, 4:44 PM (12 days ago)
Hello Alex:
Yesterday afternoon, we got another email from the SBA, letting us know there were changes to our Loan Portal. So, we logged in and found the attached--they have again confirmed our loan amount as $500,000! We have no idea what that means and as you can imagine, we are very hesitant to get our hopes up.
They also asked for a Corporate Resolution (see attached) and, for about the 10th time, our 2019 taxes. Since we are on a fiscal year, I sent the 2018-2019 taxes and IRS tax transcript.
Right now, our greatest fear is that this is going to stall everything once more. We have an event we have to attend next week, one of the three major events we need to attend to stay in business. We were counting on at least having the $9,500 so we could attend. Now, we are afraid we'll have nothing.
Any help you can provide in figuring out what this latest SBA activity means will be greatly appreciated.
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
2 Attachments
Inbox 620
Starred
Snoozed
Sent
Drafts 3
[Gmail]All Mail
Carole Grooms 8
BOA
Beta
College mail
Contracts
Elke Emails 553
Elke Drafts
Furlough Emails 6
Intern Applications 27
Chat
Spaces
Meet
Type here to search
100%
55°F Sunny
5:01 PM
11/15/2021

Email 49



Gmail — from:(Alex_Heaton@blackburn.senate.gov)

Donette Bayne <donette.bayne@scholarshipauditions.com> — Fri, Nov 5, 12:22 PM (10 days ago)
to Alex

Alex, I just checked with JaShonia again. She has no updates for us. As you can imagine, we are very upset. We signed the loan documents for the $9,500 almost 2 weeks ago. Then all of this has happened and while I will be ecstatic if the loan amount really has been corrected back to the original amount, we have got to have the money. Any help you can provide in figuring out what is going on will be greatly appreciated. I don't want to do anything to make them change the loan amount back to $9,500, but this is really ridiculous. We are almost at a year since we applied!

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Heaton, Alex (Blackburn) — Fri, Nov 5, 12:47 PM (10 days ago)
to me

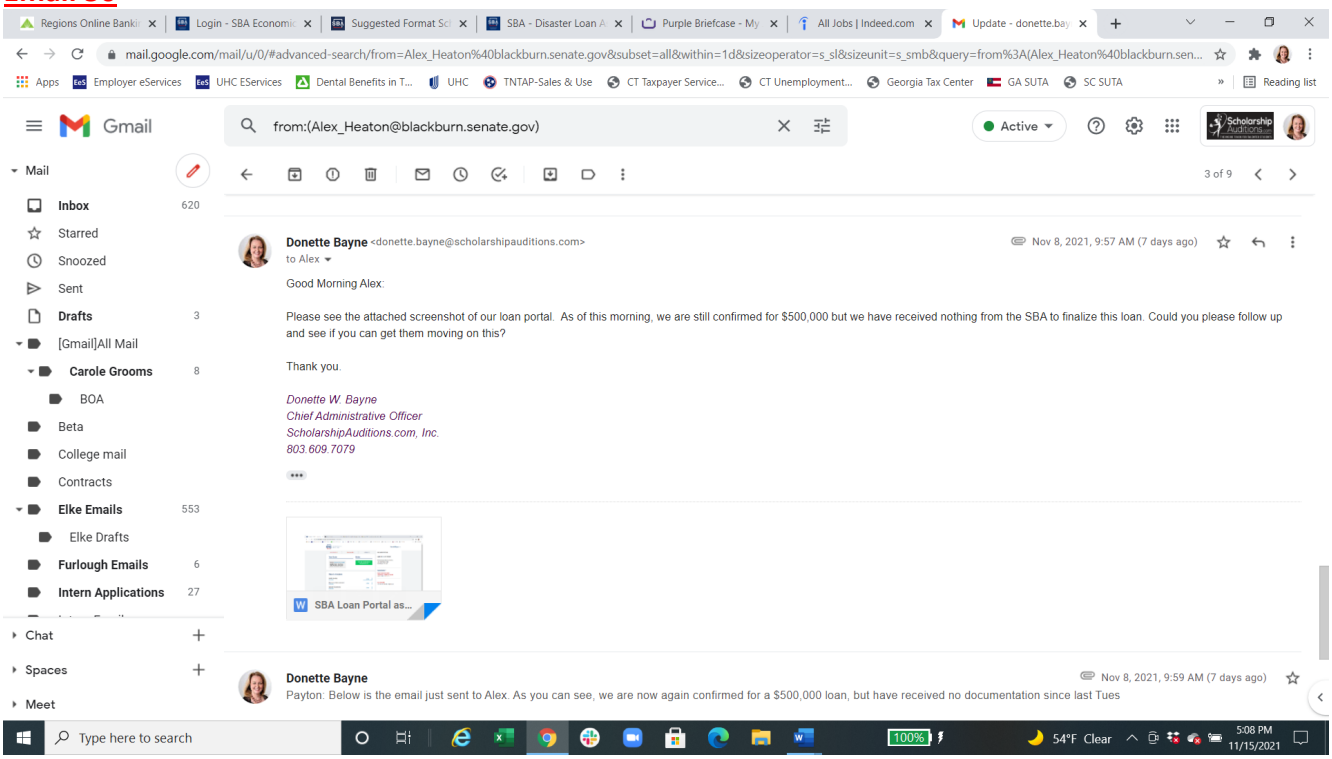
Let's give them until Monday to see if anything changes. It may just be a system glitch or they may have changed their minds.

Can you follow up with me on Monday and give me an update on if they have reached back out to you? If they haven't, I will call someone in the SBA and see what is going on.

-Alex

Donette Bayne — Mon, Nov 8, 9:57 AM (7 days ago)
Good Morning Alex: Please see the attached screenshot of our loan portal. As of this morning, we are still confirmed for $500,000 but we have received nothing f

Email 50



Gmail — from:(Alex_Heaton@blackburn.senate.gov)

Donette Bayne <donette.bayne@scholarshipauditions.com> — Nov 8, 2021, 9:57 AM (7 days ago)
to Alex

Good Morning Alex:

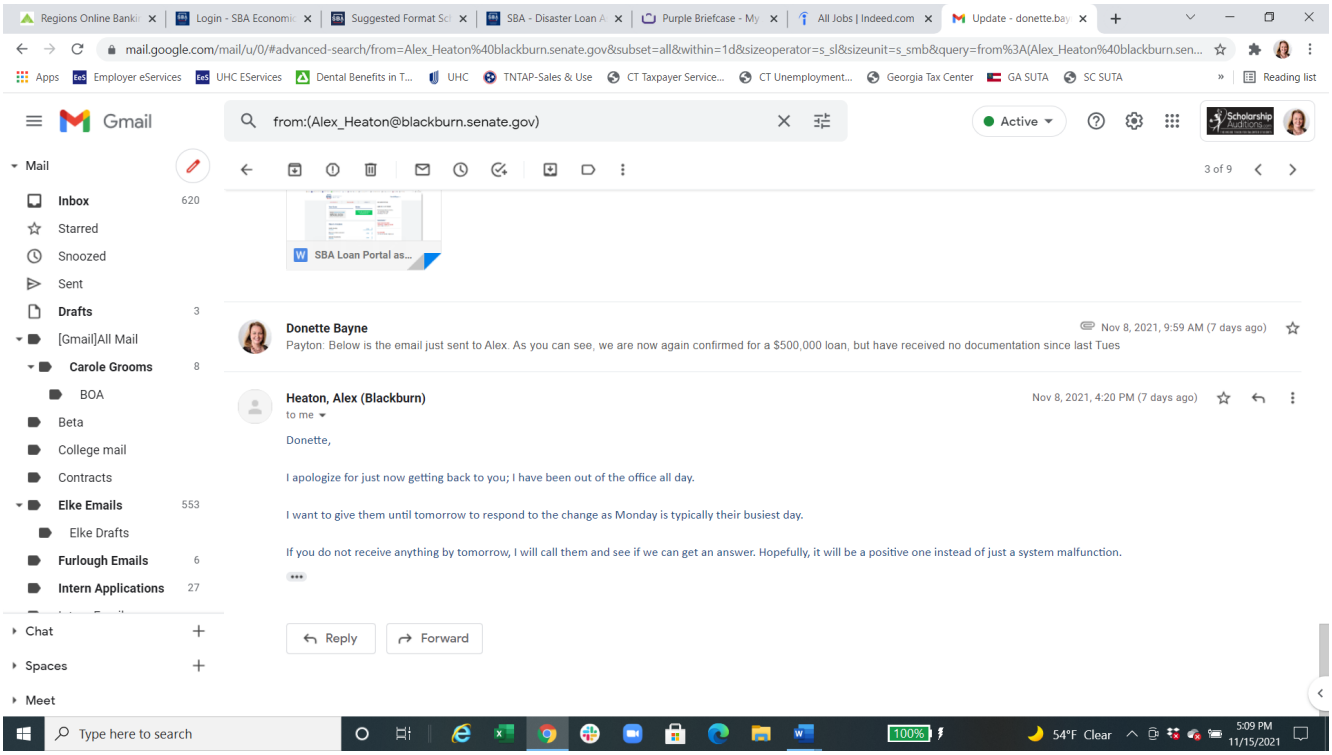
Please see the attached screenshot of our loan portal. As of this morning, we are still confirmed for $500,000 but we have received nothing from the SBA to finalize this loan. Could you please follow up and see if you can get them moving on this?

Thank you.

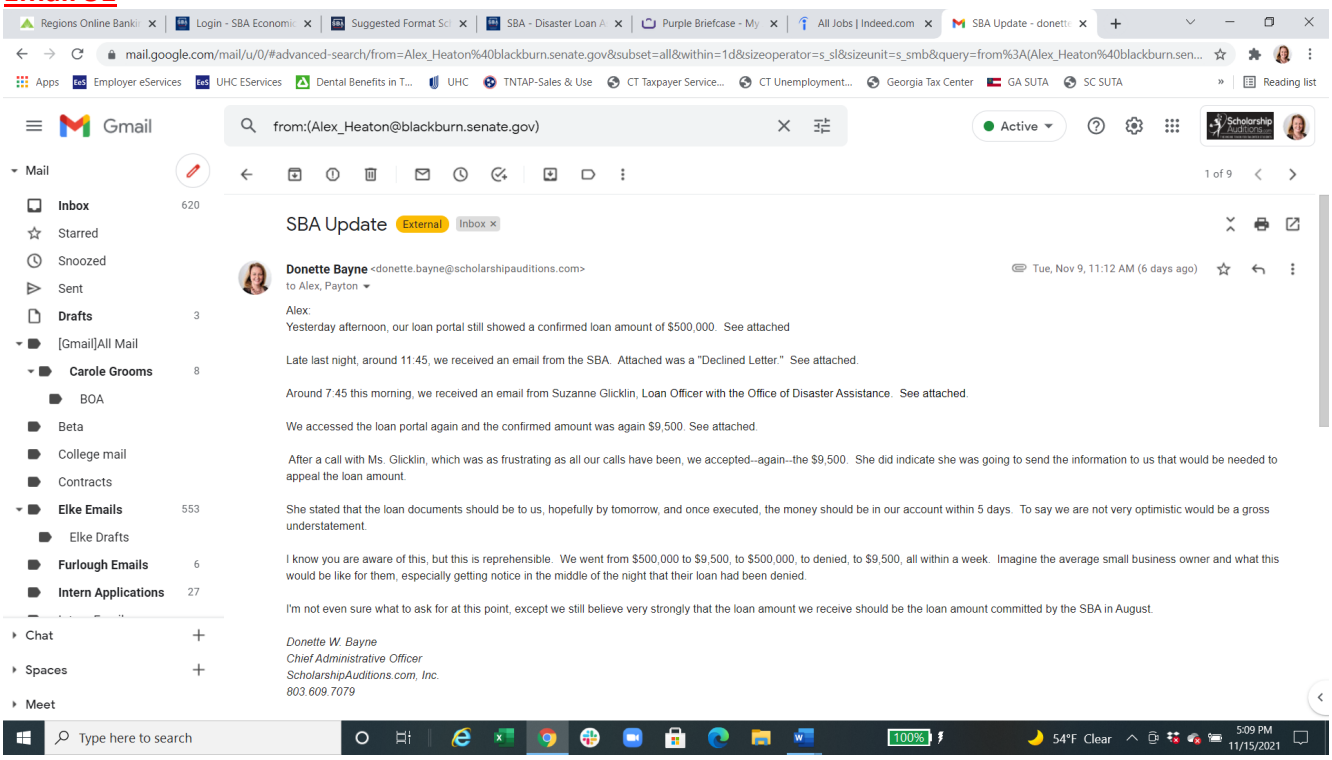
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

SBA Loan Portal as...

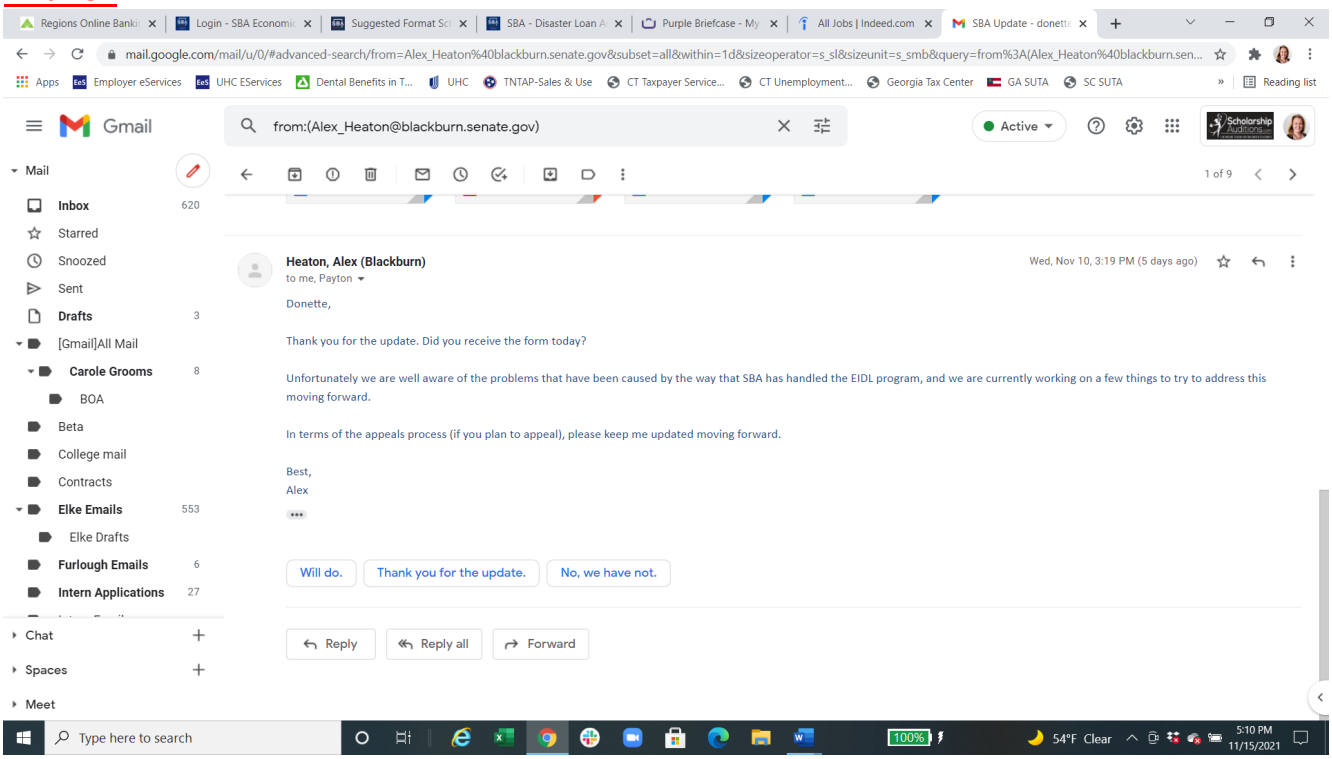
Donette Bayne — Nov 8, 2021, 9:59 AM (7 days ago)
Payton: Below is the email just sent to Alex. As you can see, we are now again confirmed for a $500,000 loan, but have received no documentation since last Tues


from:(Alex_Heaton@blackburn.senate.gov)
Active
Gmail
Mail
Inbox 620
Starred
Snoozed
Sent
Drafts 3
[Gmail]All Mail
Carole Grooms 8
BOA
Beta
College mail
Contracts
Elke Emails 553
Elke Drafts
Furlough Emails 6
Intern Applications 27
Chat
Spaces
Meet
3 of 9
SBA Loan Portal as...
Donette Bayne
Nov 8, 2021, 9:59 AM (7 days ago)
Payton: Below is the email just sent to Alex. As you can see, we are now again confirmed for a $500,000 loan, but have received no documentation since last Tues
Heaton, Alex (Blackburn)
Nov 8, 2021, 4:20 PM (7 days ago)
to me
Donette,
I apologize for just now getting back to you; I have been out of the office all day.
I want to give them until tomorrow to respond to the change as Monday is typically their busiest day.
If you do not receive anything by tomorrow, I will call them and see if we can get an answer. Hopefully, it will be a positive one instead of just a system malfunction.
Reply
Forward
Type here to search
100%
54°F Clear
5:09 PM
11/15/2021

Email 51


from:(Alex_Heaton@blackburn.senate.gov)
Active
Gmail
Mail
Inbox 620
Starred
Snoozed
Sent
Drafts 3
[Gmail]All Mail
Carole Grooms 8
BOA
Beta
College mail
Contracts
Elke Emails 553
Elke Drafts
Furlough Emails 6
Intern Applications 27
Chat
Spaces
Meet
1 of 9
SBA Update
External
Inbox
Donette Bayne <donette.bayne@scholarshipauditions.com>
Tue, Nov 9, 11:12 AM (6 days ago)
to Alex, Payton
Alex:
Yesterday afternoon, our loan portal still showed a confirmed loan amount of $500,000. See attached
Late last night, around 11:45, we received an email from the SBA. Attached was a "Declined Letter." See attached.
Around 7:45 this morning, we received an email from Suzanne Glicklin, Loan Officer with the Office of Disaster Assistance. See attached.
We accessed the loan portal again and the confirmed amount was again $9,500. See attached.
After a call with Ms. Glicklin, which was as frustrating as all our calls have been, we accepted--again--the $9,500. She did indicate she was going to send the information to us that would be needed to appeal the loan amount.
She stated that the loan documents should be to us, hopefully by tomorrow, and once executed, the money should be in our account within 5 days. To say we are not very optimistic would be a gross understatement.
I know you are aware of this, but this is reprehensible. We went from $500,000 to $9,500, to $500,000, to denied, to $9,500, all within a week. Imagine the average small business owner and what this would be like for them, especially getting notice in the middle of the night that their loan had been denied.
I'm not even sure what to ask for at this point, except we still believe very strongly that the loan amount we receive should be the loan amount committed by the SBA in August.
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Type here to search
100%
54°F Clear
5:09 PM
11/15/2021

Email 52


Gmail
from:(Alex_Heaton@blackburn.senate.gov)
Active
Mail
Inbox 620
Starred
Snoozed
Sent
Drafts 3
[Gmail]All Mail
Carole Grooms 8
BOA
Beta
College mail
Contracts
Elke Emails 553
Elke Drafts
Furlough Emails 6
Intern Applications 27
Chat
Spaces
Meet
1 of 9
Heaton, Alex (Blackburn)
to me, Payton
Wed, Nov 10, 3:19 PM (5 days ago)
Donette,
Thank you for the update. Did you receive the form today?
Unfortunately we are well aware of the problems that have been caused by the way that SBA has handled the EIDL program, and we are currently working on a few things to try to address this moving forward.
In terms of the appeals process (if you plan to appeal), please keep me updated moving forward.
Best,
Alex
Will do.
Thank you for the update.
No, we have not.
Reply
Reply all
Forward
Type here to search
100%
54°F Clear
5:10 PM
11/15/2021

APPENDIX D

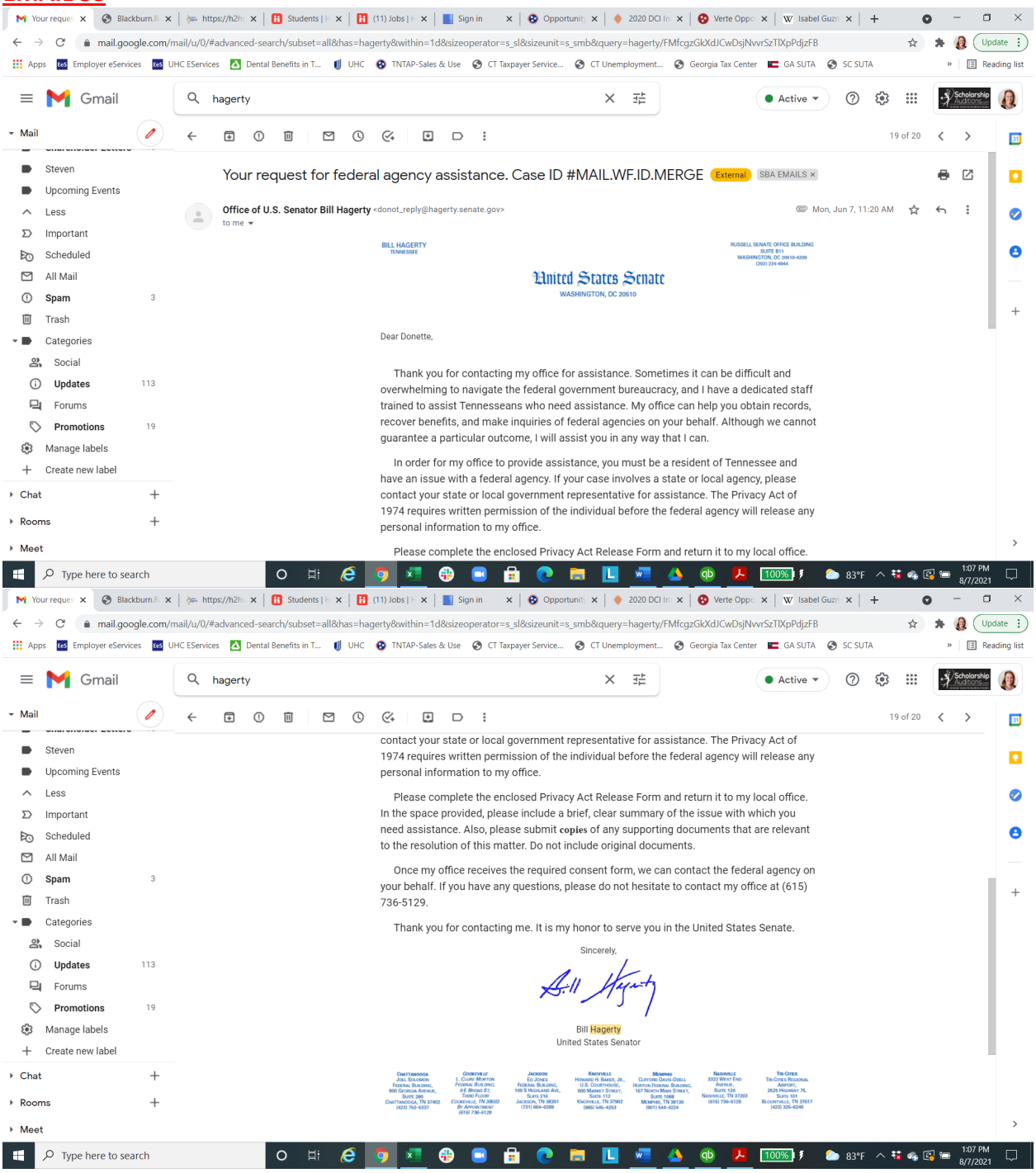
Documentation of Conversations and Correspondence with the Office of United States Senator Bill Hagerty



Scholarship Auditions.com

SENATOR HAGERTY'S OFFICE CONTACTED BY PHONE ON MAY 19, 2021

EMAIL 53



Your request for federal agency assistance. Case ID #MAIL.WF.ID.MERGE

Office of U.S. Senator Bill Hagerty <donot_reply@hagerty.senate.gov>
to me

Mon, Jun 7, 11:20 AM

BILL HAGERTY
TENNESSEE

RUSSELL SENATE OFFICE BUILDING
SUITE B11
WASHINGTON, DC 20510-4209
(202) 224-4944

United States Senate
WASHINGTON, DC 20510

Dear Donette,

Thank you for contacting my office for assistance. Sometimes it can be difficult and overwhelming to navigate the federal government bureaucracy, and I have a dedicated staff trained to assist Tennesseans who need assistance. My office can help you obtain records, recover benefits, and make inquiries of federal agencies on your behalf. Although we cannot guarantee a particular outcome, I will assist you in any way that I can.

In order for my office to provide assistance, you must be a resident of Tennessee and have an issue with a federal agency. If your case involves a state or local agency, please contact your state or local government representative for assistance. The Privacy Act of 1974 requires written permission of the individual before the federal agency will release any personal information to my office.

Please complete the enclosed Privacy Act Release Form and return it to my local office. In the space provided, please include a brief, clear summary of the issue with which you need assistance. Also, please submit **copies** of any supporting documents that are relevant to the resolution of this matter. Do not include original documents.

Once my office receives the required consent form, we can contact the federal agency on your behalf. If you have any questions, please do not hesitate to contact my office at (615) 736-5129.

Thank you for contacting me. It is my honor to serve you in the United States Senate.

Sincerely,

Bill Hagerty
United States Senator

CHATTANOOGA
JOEL SOLOMON FEDERAL BUILDING
900 GEORGIA AVENUE, SUITE 260
CHATTANOOGA, TN 37402
(423) 752-5337

COOKEVILLE
L. CLAIRY MORTON FEDERAL BUILDING
9 E BROAD ST, THIRD FLOOR
COOKEVILLE, TN 38501
BY APPOINTMENT ONLY
(615) 736-5129

JACKSON
ED JONES FEDERAL BUILDING
109 S HIGHLAND AVE, SUITE 216
JACKSON, TN 38301
(731) 664-0289

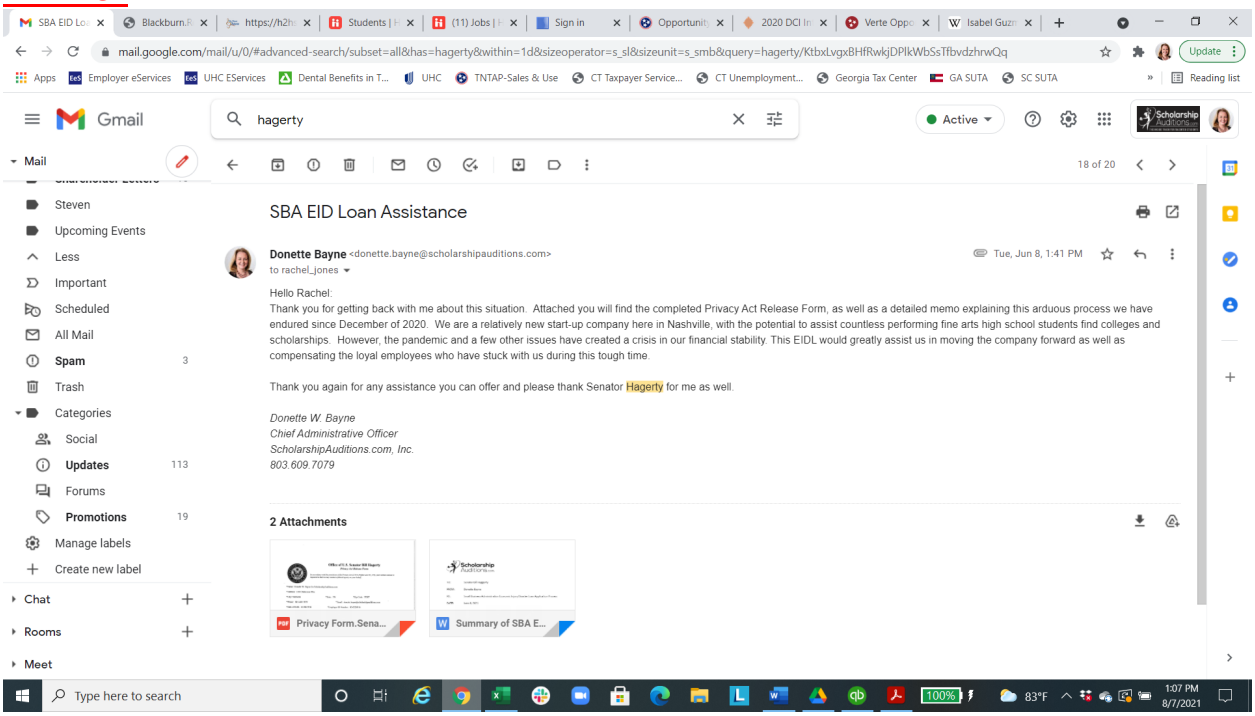
KNOXVILLE
HOWARD H. BAKER, JR., U.S. COURTHOUSE
800 MARKET STREET, SUITE 112
KNOXVILLE, TN 37902
(865) 545-4253

MEMPHIS
CLIFFORD DAVIS-ODELL HORTON FEDERAL BUILDING
167 NORTH MAIN STREET, SUITE 1088
MEMPHIS, TN 38130
(901) 544-4224

NASHVILLE
3322 WEST END AVENUE, SUITE 120
NASHVILLE, TN 37203
(615) 736-5129

TRI-CITIES
TRI-CITIES REGIONAL AIRPORT, 2525 HIGHWAY 75, SUITE 101
BLOUNTVILLE, TN 37617
(423) 325-6240

EMAIL 54



SBA EID Loan Assistance

Donette Bayne <donette.bayne@scholarshipauditions.com> Tue, Jun 8, 1:41 PM
to rachel_jones

Hello Rachel:
Thank you for getting back with me about this situation. Attached you will find the completed Privacy Act Release Form, as well as a detailed memo explaining this arduous process we have endured since December of 2020. We are a relatively new start-up company here in Nashville, with the potential to assist countless performing fine arts high school students find colleges and scholarships. However, the pandemic and a few other issues have created a crisis in our financial stability. This EIDL would greatly assist us in moving the company forward as well as compensating the loyal employees who have stuck with us during this tough time.

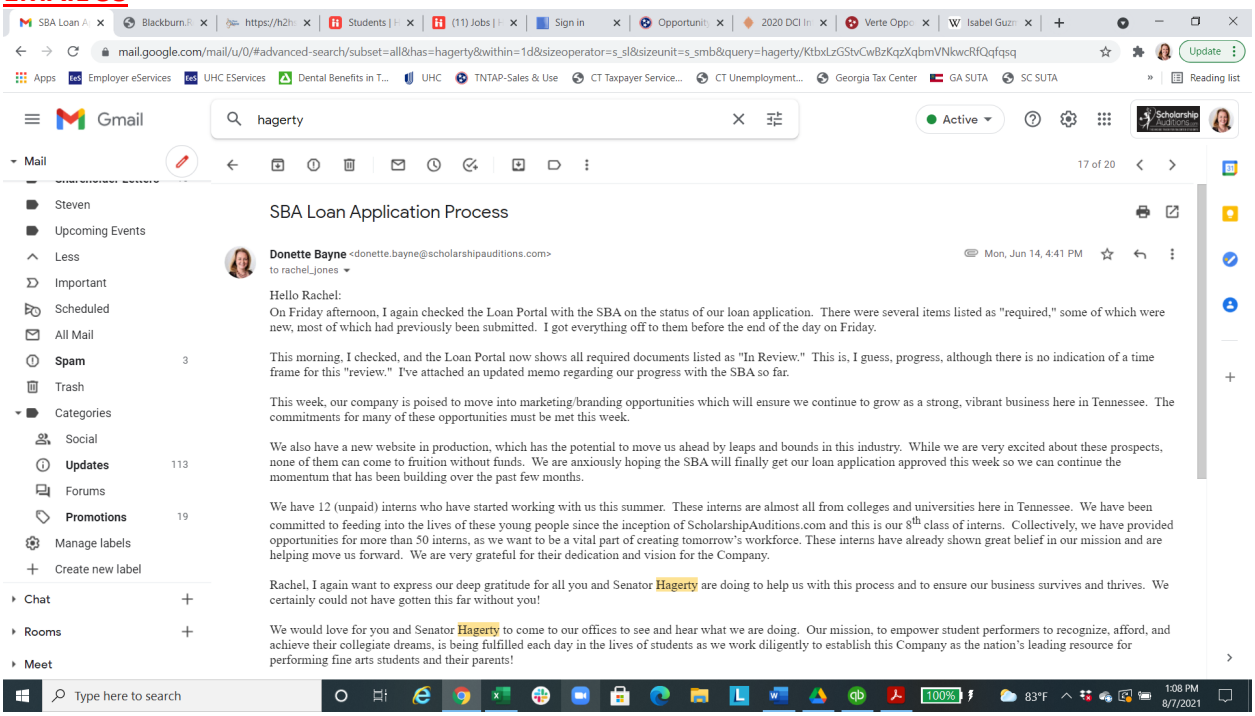
Thank you again for any assistance you can offer and please thank Senator Hagerty for me as well.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

2 Attachments

Privacy Form.Sena...
Summary of SBA E...

EMAIL 55



SBA Loan Application Process

Donette Bayne <donette.bayne@scholarshipauditions.com> Mon, Jun 14, 4:41 PM
to rachel_jones

Hello Rachel:
On Friday afternoon, I again checked the Loan Portal with the SBA on the status of our loan application. There were several items listed as "required," some of which were new, most of which had previously been submitted. I got everything off to them before the end of the day on Friday.

This morning, I checked, and the Loan Portal now shows all required documents listed as "In Review." This is, I guess, progress, although there is no indication of a time frame for this "review." I've attached an updated memo regarding our progress with the SBA so far.

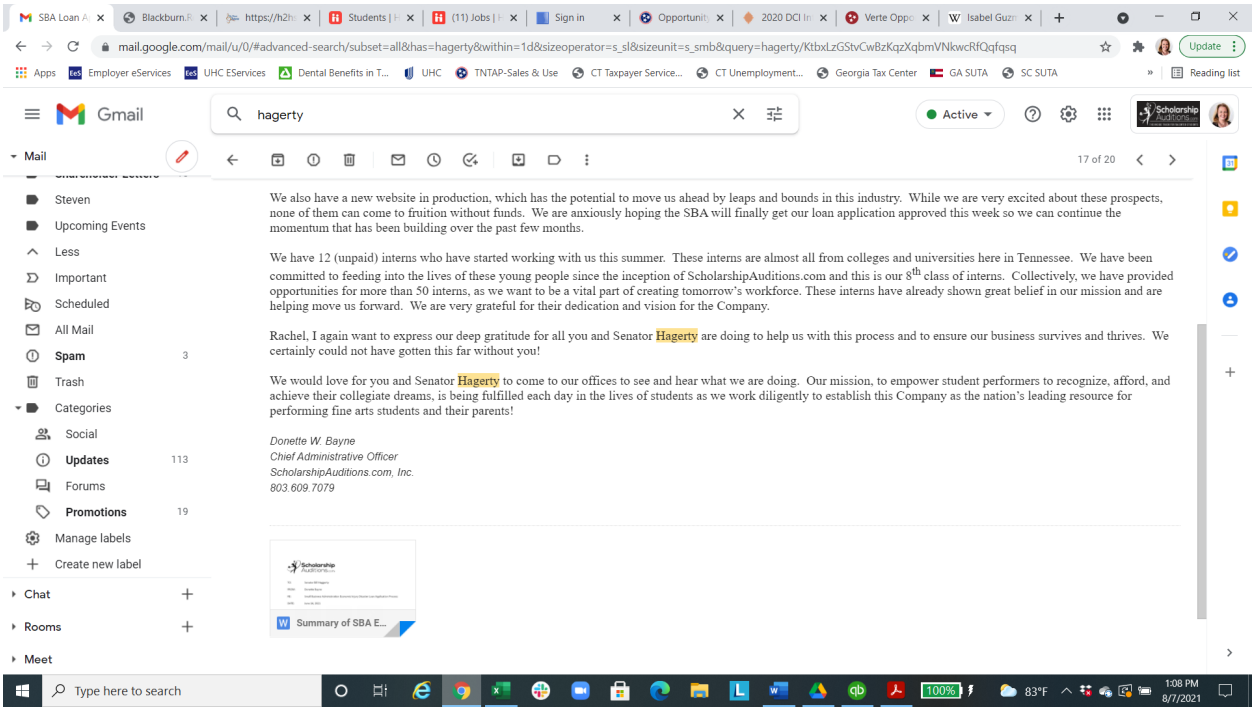
This week, our company is poised to move into marketing/branding opportunities which will ensure we continue to grow as a strong, vibrant business here in Tennessee. The commitments for many of these opportunities must be met this week.

We also have a new website in production, which has the potential to move us ahead by leaps and bounds in this industry. While we are very excited about these prospects, none of them can come to fruition without funds. We are anxiously hoping the SBA will finally get our loan application approved this week so we can continue the momentum that has been building over the past few months.

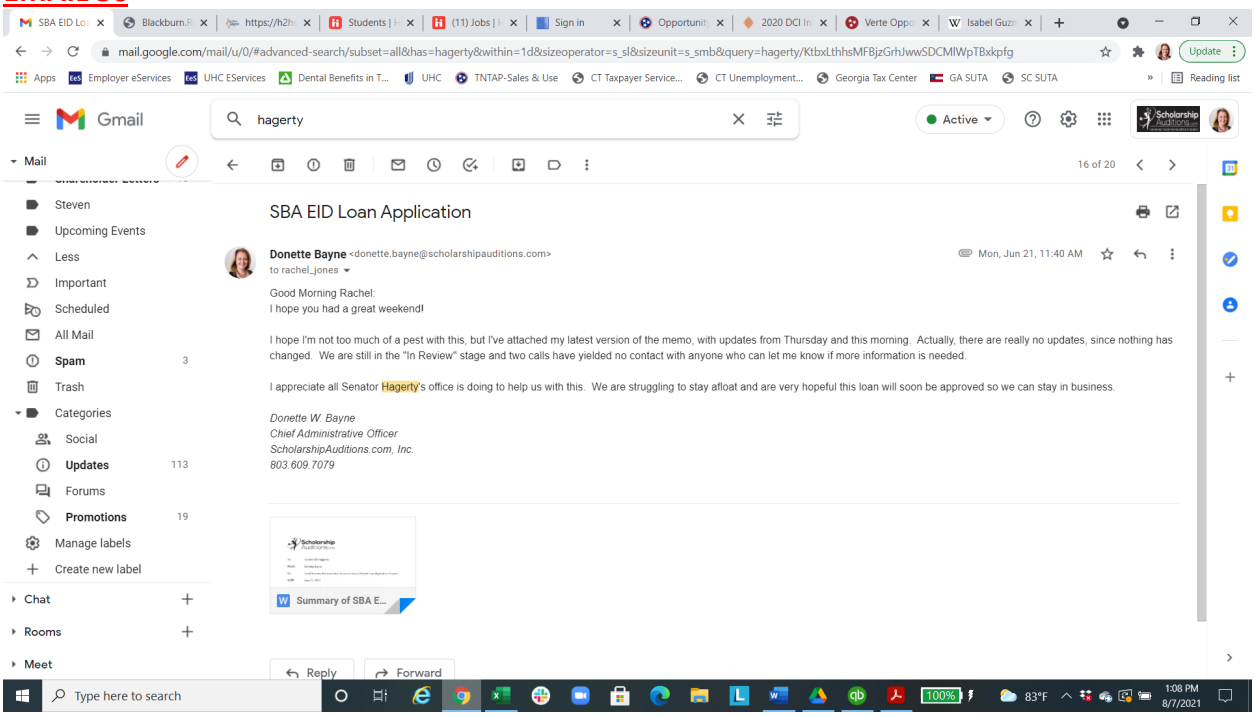
We have 12 (unpaid) interns who have started working with us this summer. These interns are almost all from colleges and universities here in Tennessee. We have been committed to feeding into the lives of these young people since the inception of ScholarshipAuditions.com and this is our 8th class of interns. Collectively, we have provided opportunities for more than 50 interns, as we want to be a vital part of creating tomorrow's workforce. These interns have already shown great belief in our mission and are helping move us forward. We are very grateful for their dedication and vision for the Company.

Rachel, I again want to express our deep gratitude for all you and Senator Hagerty are doing to help us with this process and to ensure our business survives and thrives. We certainly could not have gotten this far without you!

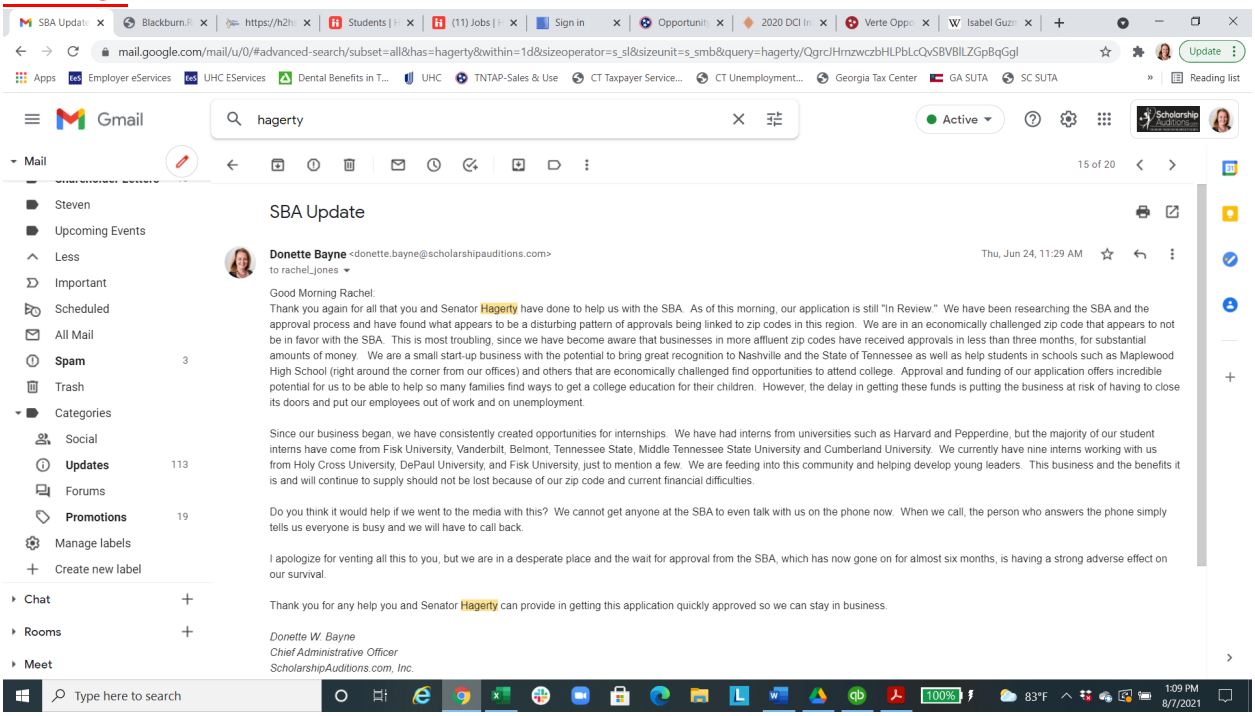
We would love for you and Senator Hagerty to come to our offices to see and hear what we are doing. Our mission, to empower student performers to recognize, afford, and achieve their collegiate dreams, is being fulfilled each day in the lives of students as we work diligently to establish this Company as the nation's leading resource for performing fine arts students and their parents!


mail.google.com/mail/u/0/#advanced-search/subset=all&has=hagerty&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=hagerty/KtbxLzGStvCwBzKqzXqbmVNkwcRfQqfqsq
Gmail
hagerty
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Mail
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Steven
Upcoming Events
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Important
Scheduled
All Mail
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Trash
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Updates 113
Forums
Promotions 19
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Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Summary of SBA E...
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8/7/2021

EMAIL 56


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Mail
16 of 20
SBA EID Loan Application
Donette Bayne <donette.bayne@scholarshipauditions.com>
to rachel_jones
Mon, Jun 21, 11:40 AM
Good Morning Rachel:
I hope you had a great weekend!
I hope I'm not too much of a pest with this, but I've attached my latest version of the memo, with updates from Thursday and this morning. Actually, there are really no updates, since nothing has changed. We are still in the "In Review" stage and two calls have yielded no contact with anyone who can let me know if more information is needed.
I appreciate all Senator Hagerty's office is doing to help us with this. We are struggling to stay afloat and are very hopeful this loan will soon be approved so we can stay in business.
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Summary of SBA E...
Reply
Forward
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1:08 PM
8/7/2021

EMAIL 57



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Upcoming Events
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All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Promotions 19
Manage labels
Create new label
Chat
Rooms
Meet

15 of 20

SBA Update

Donette Bayne <donette.bayne@scholarshipauditions.com> Thu, Jun 24, 11:29 AM
to rachel_jones

Good Morning Rachel:
Thank you again for all that you and Senator Hagerty have done to help us with the SBA. As of this morning, our application is still "In Review." We have been researching the SBA and the approval process and have found what appears to be a disturbing pattern of approvals being linked to zip codes in this region. We are in an economically challenged zip code that appears to not be in favor with the SBA. This is most troubling, since we have become aware that businesses in more affluent zip codes have received approvals in less than three months, for substantial amounts of money. We are a small start-up business with the potential to bring great recognition to Nashville and the State of Tennessee as well as help students in schools such as Maplewood High School (right around the corner from our offices) and others that are economically challenged find opportunities to attend college. Approval and funding of our application offers incredible potential for us to be able to help so many families find ways to get a college education for their children. However, the delay in getting these funds is putting the business at risk of having to close its doors and put our employees out of work and on unemployment.

Since our business began, we have consistently created opportunities for internships. We have had interns from universities such as Harvard and Pepperdine, but the majority of our student interns have come from Fisk University, Vanderbilt, Belmont, Tennessee State, Middle Tennessee State University and Cumberland University. We currently have nine interns working with us from Holy Cross University, DePaul University, and Fisk University, just to mention a few. We are feeding into this community and helping develop young leaders. This business and the benefits it is and will continue to supply should not be lost because of our zip code and current financial difficulties.

Do you think it would help if we went to the media with this? We cannot get anyone at the SBA to even talk with us on the phone now. When we call, the person who answers the phone simply tells us everyone is busy and we will have to call back.

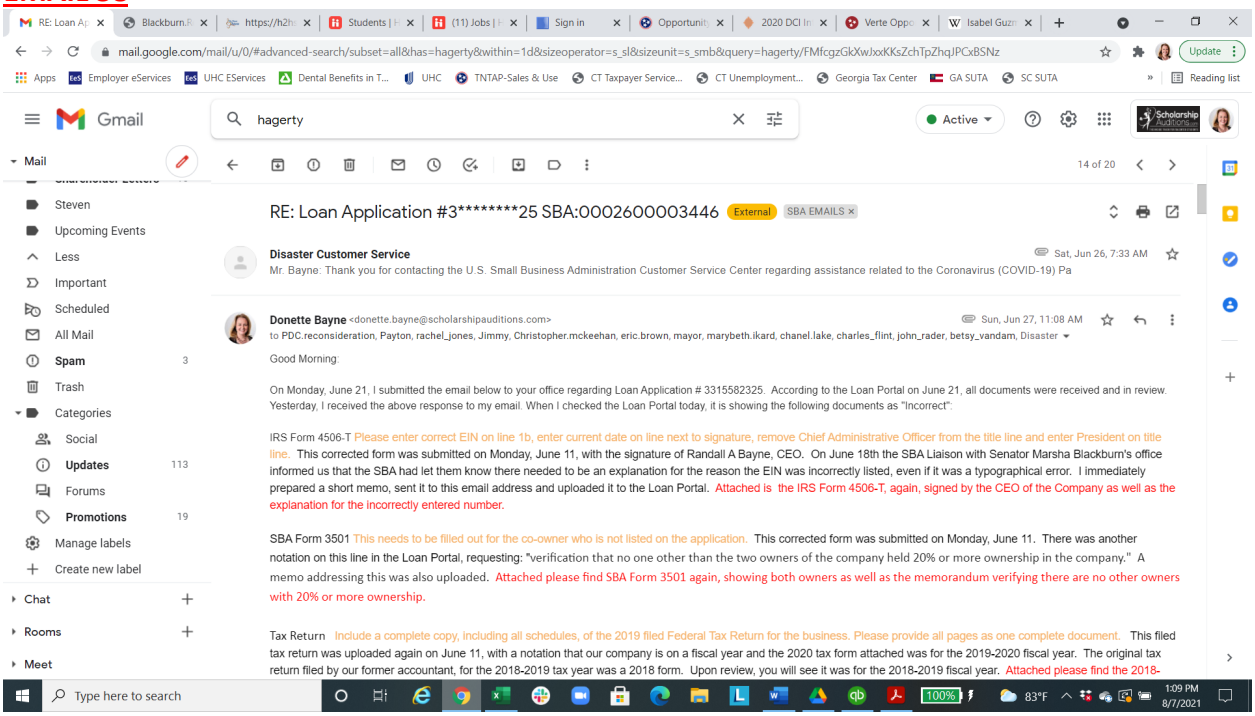
I apologize for venting all this to you, but we are in a desperate place and the wait for approval from the SBA, which has now gone on for almost six months, is having a strong adverse effect on our survival.

Thank you for any help you and Senator Hagerty can provide in getting this application quickly approved so we can stay in business.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.

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EMAIL 58



mail.google.com/mail/u/0/#advanced-search/subset=all&has=hagerty&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=hagerty/FMfcgzGkXwJxxKKsZchTpZhqJPCxBSNz

Gmail — hagerty — Active

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Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Promotions 19
Manage labels
Create new label
Chat
Rooms
Meet

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RE: Loan Application #3********25 SBA:0002600003446 External SBA EMAILS ×

Disaster Customer Service Sat, Jun 26, 7:33 AM
Mr. Bayne: Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pa

Donette Bayne <donette.bayne@scholarshipauditions.com> Sun, Jun 27, 11:08 AM
to PDC.reconsideration, Payton, rachel_jones, Jimmy, Christopher.mckeehan, eric.brown, mayor, marybeth.ikard, chanel.lake, charles_flint, john_rader, betsy_vandam, Disaster

Good Morning:

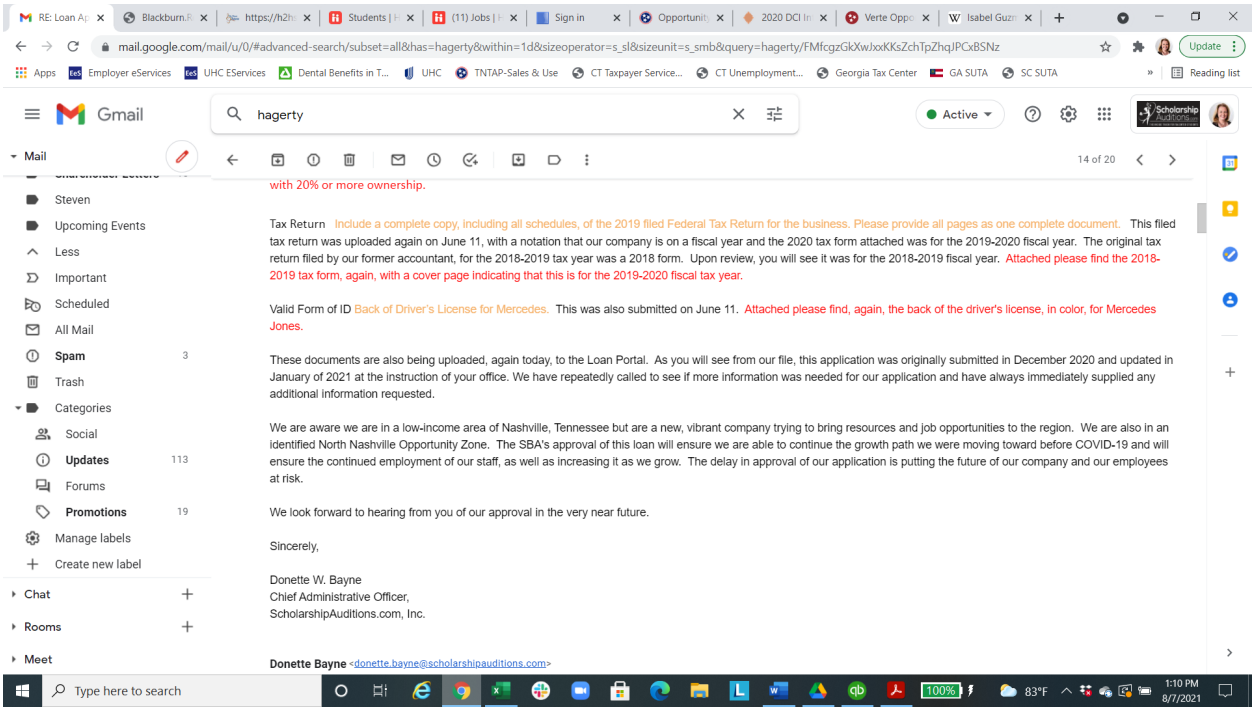
On Monday, June 21, I submitted the email below to your office regarding Loan Application # 3315582325. According to the Loan Portal on June 21, all documents were received and in review. Yesterday, I received the above response to my email. When I checked the Loan Portal today, it is showing the following documents as "Incorrect":

IRS Form 4506-T Please enter correct EIN on line 1b, enter current date on line next to signature, remove Chief Administrative Officer from the title line and enter President on title line. This corrected form was submitted on Monday, June 11, with the signature of Randall A Bayne, CEO. On June 18th the SBA Liaison with Senator Marsha Blackburn's office informed us that the SBA had let them know there needed to be an explanation for the reason the EIN was incorrectly listed, even if it was a typographical error. I immediately prepared a short memo, sent it to this email address and uploaded it to the Loan Portal. Attached is the IRS Form 4506-T, again, signed by the CEO of the Company as well as the explanation for the incorrectly entered number.

SBA Form 3501 This needs to be filled out for the co-owner who is not listed on the application. This corrected form was submitted on Monday, June 11. There was another notation on this line in the Loan Portal, requesting: "verification that no one other than the two owners of the company held 20% or more ownership in the company." A memo addressing this was also uploaded. Attached please find SBA Form 3501 again, showing both owners as well as the memorandum verifying there are no other owners with 20% or more ownership.

Tax Return Include a complete copy, including all schedules, of the 2019 filed Federal Tax Return for the business. Please provide all pages as one complete document. This filed tax return was uploaded again on June 11, with a notation that our company is on a fiscal year and the 2020 tax form attached was for the 2019-2020 fiscal year. The original tax return filed by our former accountant, for the 2018-2019 tax year was a 2018 form. Upon review, you will see it was for the 2018-2019 fiscal year. Attached please find the 2018-

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with 20% or more ownership.

Tax Return Include a complete copy, including all schedules, of the 2019 filed Federal Tax Return for the business. Please provide all pages as one complete document. This filed tax return was uploaded again on June 11, with a notation that our company is on a fiscal year and the 2020 tax form attached was for the 2019-2020 fiscal year. The original tax return filed by our former accountant, for the 2018-2019 tax year was a 2018 form. Upon review, you will see it was for the 2018-2019 fiscal year. Attached please find the 2018-2019 tax form, again, with a cover page indicating that this is for the 2019-2020 fiscal tax year.

Valid Form of ID Back of Driver's License for Mercedes. This was also submitted on June 11. Attached please find, again, the back of the driver's license, in color, for Mercedes Jones.

These documents are also being uploaded, again today, to the Loan Portal. As you will see from our file, this application was originally submitted in December 2020 and updated in January of 2021 at the instruction of your office. We have repeatedly called to see if more information was needed for our application and have always immediately supplied any additional information requested.

We are aware we are in a low-income area of Nashville, Tennessee but are a new, vibrant company trying to bring resources and job opportunities to the region. We are also in an identified North Nashville Opportunity Zone. The SBA's approval of this loan will ensure we are able to continue the growth path we were moving toward before COVID-19 and will ensure the continued employment of our staff, as well as increasing it as we grow. The delay in approval of our application is putting the future of our company and our employees at risk.

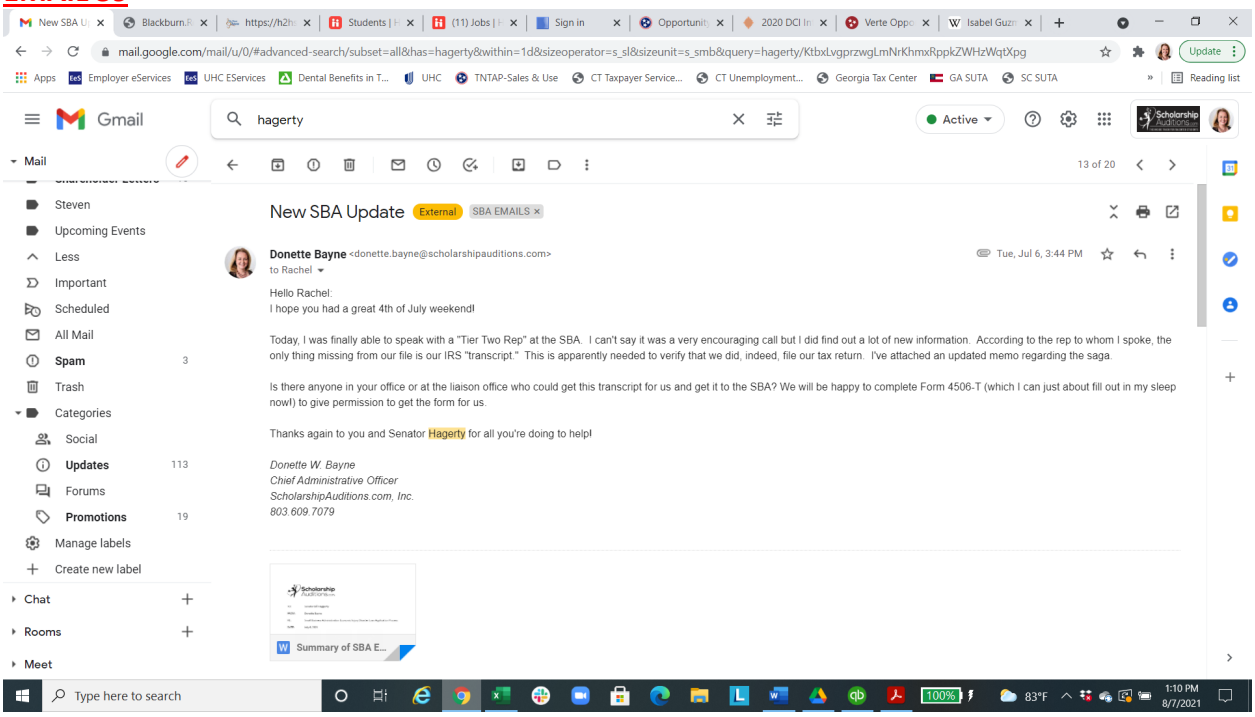
We look forward to hearing from you of our approval in the very near future.

Sincerely,

Donette W. Bayne
Chief Administrative Officer,
ScholarshipAuditions.com, Inc.

Donette Bayne <donette.bayne@scholarshipauditions.com>

EMAIL 59



New SBA Update External SBA EMAILS ×

Donette Bayne <donette.bayne@scholarshipauditions.com> Tue, Jul 6, 3:44 PM
to Rachel

Hello Rachel:
I hope you had a great 4th of July weekend!

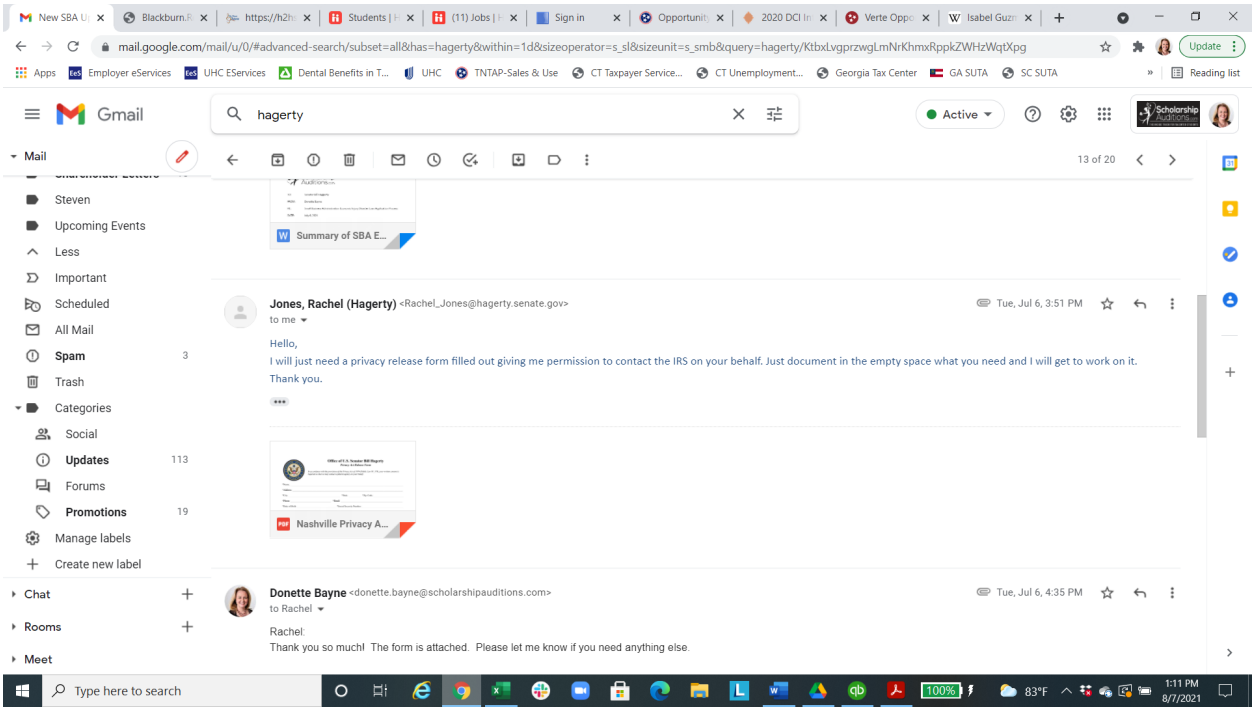
Today, I was finally able to speak with a "Tier Two Rep" at the SBA. I can't say it was a very encouraging call but I did find out a lot of new information. According to the rep to whom I spoke, the only thing missing from our file is our IRS "transcript." This is apparently needed to verify that we did, indeed, file our tax return. I've attached an updated memo regarding the saga.

Is there anyone in your office or at the liaison office who could get this transcript for us and get it to the SBA? We will be happy to complete Form 4506-T (which I can just about fill out in my sleep now!) to give permission to get the form for us.

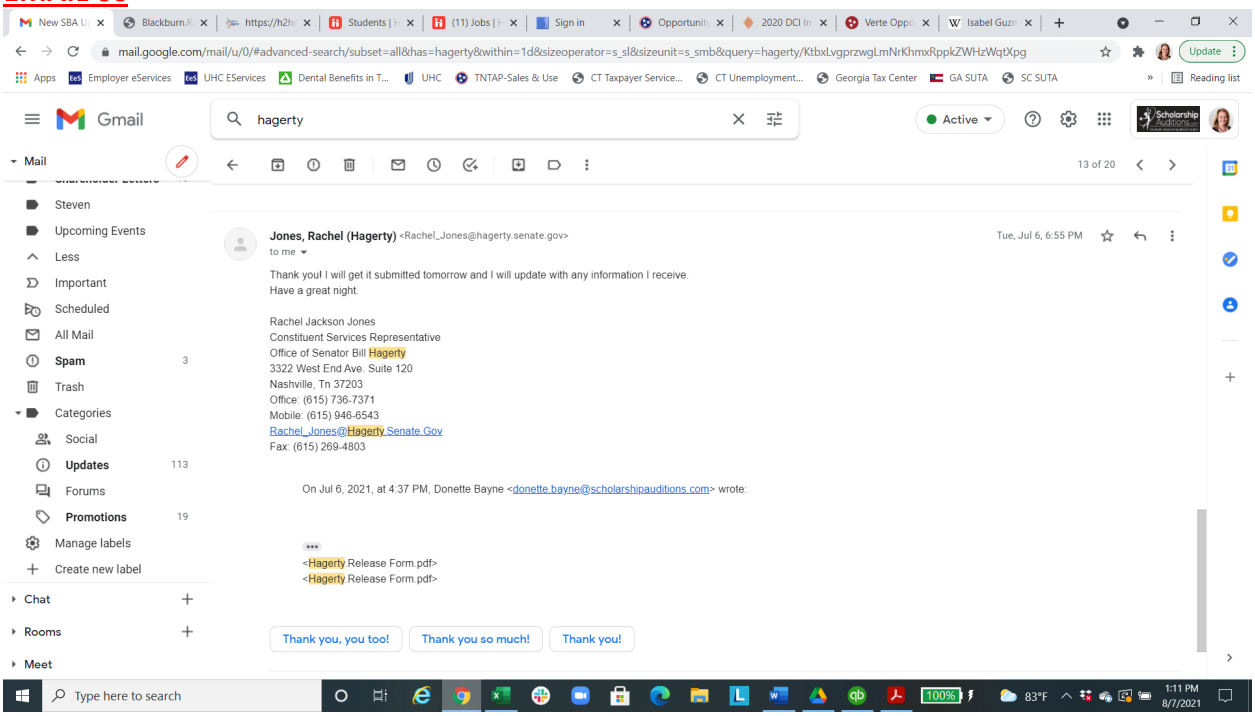
Thanks again to you and Senator Hagerty for all you're doing to help!

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

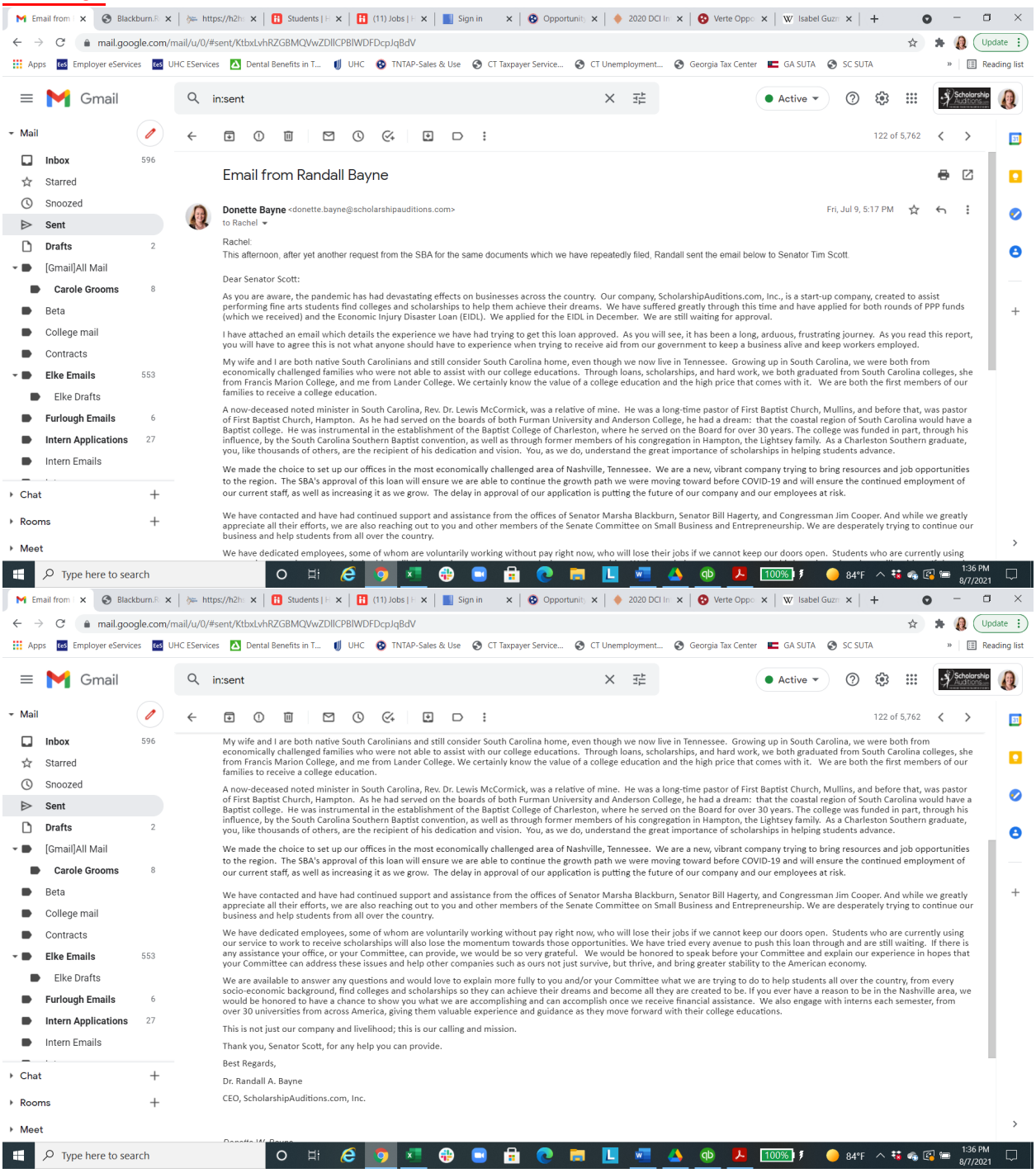
Summary of SBA E...


hagerty
Summary of SBA E...
Jones, Rachel (Hagerty) <Rachel_Jones@hagerty.senate.gov>
Tue, Jul 6, 3:51 PM
to me
Hello,
I will just need a privacy release form filled out giving me permission to contact the IRS on your behalf. Just document in the empty space what you need and I will get to work on it.
Thank you.
Nashville Privacy A...
Donette Bayne <donette.bayne@scholarshipauditions.com>
Tue, Jul 6, 4:35 PM
to Rachel
Rachel:
Thank you so much! The form is attached. Please let me know if you need anything else.

EMAIL 60


hagerty
Jones, Rachel (Hagerty) <Rachel_Jones@hagerty.senate.gov>
Tue, Jul 6, 6:55 PM
to me
Thank you! I will get it submitted tomorrow and I will update with any information I receive.
Have a great night.
Rachel Jackson Jones
Constituent Services Representative
Office of Senator Bill Hagerty
3322 West End Ave. Suite 120
Nashville, Tn 37203
Office: (615) 736-7371
Mobile: (615) 946-6543
Rachel_Jones@Hagerty.Senate.Gov
Fax: (615) 269-4803
On Jul 6, 2021, at 4:37 PM, Donette Bayne <donette.bayne@scholarshipauditions.com> wrote:
<Hagerty Release Form.pdf>
<Hagerty Release Form.pdf>
Thank you, you too!
Thank you so much!
Thank you!

EMAIL 61



Email from Randall Bayne

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Rachel

Fri, Jul 9, 5:17 PM

Rachel:
This afternoon, after yet another request from the SBA for the same documents which we have repeatedly filed, Randall sent the email below to Senator Tim Scott.

Dear Senator Scott:

As you are aware, the pandemic has had devastating effects on businesses across the country. Our company, ScholarshipAuditions.com, Inc., is a start-up company, created to assist performing fine arts students find colleges and scholarships to help them achieve their dreams. We have suffered greatly through this time and have applied for both rounds of PPP funds (which we received) and the Economic Injury Disaster Loan (EIDL). We applied for the EIDL in December. We are still waiting for approval.

I have attached an email which details the experience we have had trying to get this loan approved. As you will see, it has been a long, arduous, frustrating journey. As you read this report, you will have to agree this is not what anyone should have to experience when trying to receive aid from our government to keep a business alive and keep workers employed.

My wife and I are both native South Carolinians and still consider South Carolina home, even though we now live in Tennessee. Growing up in South Carolina, we were both from economically challenged families who were not able to assist with our college educations. Through loans, scholarships, and hard work, we both graduated from South Carolina colleges, she from Francis Marion College, and me from Lander College. We certainly know the value of a college education and the high price that comes with it. We are both the first members of our families to receive a college education.

A now-deceased noted minister in South Carolina, Rev. Dr. Lewis McCormick, was a relative of mine. He was a long-time pastor of First Baptist Church, Mullins, and before that, was pastor of First Baptist Church, Hampton. As he had served on the boards of both Furman University and Anderson College, he had a dream: that the coastal region of South Carolina would have a Baptist college. He was instrumental in the establishment of the Baptist College of Charleston, where he served on the Board for over 30 years. The college was funded in part, through his influence, by the South Carolina Southern Baptist convention, as well as through former members of his congregation in Hampton, the Lightsey family. As a Charleston Southern graduate, you, like thousands of others, are the recipient of his dedication and vision. You, as we do, understand the great importance of scholarships in helping students advance.

We made the choice to set up our offices in the most economically challenged area of Nashville, Tennessee. We are a new, vibrant company trying to bring resources and job opportunities to the region. The SBA's approval of this loan will ensure we are able to continue the growth path we were moving toward before COVID-19 and will ensure the continued employment of our current staff, as well as increasing it as we grow. The delay in approval of our application is putting the future of our company and our employees at risk.

We have contacted and have had continued support and assistance from the offices of Senator Marsha Blackburn, Senator Bill Hagerty, and Congressman Jim Cooper. And while we greatly appreciate all their efforts, we are also reaching out to you and other members of the Senate Committee on Small Business and Entrepreneurship. We are desperately trying to continue our business and help students from all over the country.

We have dedicated employees, some of whom are voluntarily working without pay right now, who will lose their jobs if we cannot keep our doors open. Students who are currently using our service to work to receive scholarships will also lose the momentum towards those opportunities. We have tried every avenue to push this loan through and are still waiting. If there is any assistance your office, or your Committee, can provide, we would be so very grateful. We would be honored to speak before your Committee and explain our experience in hopes that your Committee can address these issues and help other companies such as ours not just survive, but thrive, and bring greater stability to the American economy.

We are available to answer any questions and would love to explain more fully to you and/or your Committee what we are trying to do to help students all over the country, from every socio-economic background, find colleges and scholarships so they can achieve their dreams and become all they are created to be. If you ever have a reason to be in the Nashville area, we would be honored to have a chance to show you what we are accomplishing and can accomplish once we receive financial assistance. We also engage with interns each semester, from over 30 universities from across America, giving them valuable experience and guidance as they move forward with their college educations.

This is not just our company and livelihood; this is our calling and mission.

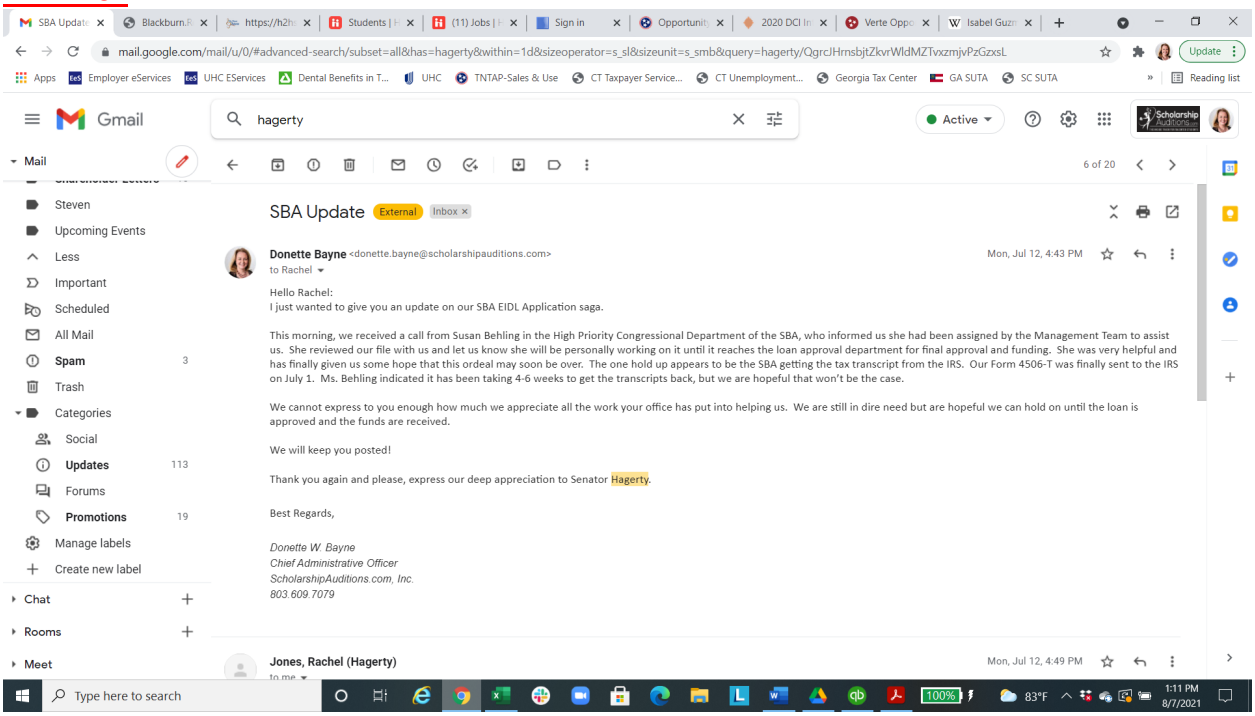
Thank you, Senator Scott, for any help you can provide.

Best Regards,

Dr. Randall A. Bayne

CEO, ScholarshipAuditions.com, Inc.

EMAIL 62



SBA Update

Donette Bayne <donette.bayne@scholarshipauditions.com> Mon, Jul 12, 4:43 PM
to Rachel

Hello Rachel:
I just wanted to give you an update on our SBA EIDL Application saga.

This morning, we received a call from Susan Behling in the High Priority Congressional Department of the SBA, who informed us she had been assigned by the Management Team to assist us. She reviewed our file with us and let us know she will be personally working on it until it reaches the loan approval department for final approval and funding. She was very helpful and has finally given us some hope that this ordeal may soon be over. The one hold up appears to be the SBA getting the tax transcript from the IRS. Our Form 4506-T was finally sent to the IRS on July 1. Ms. Behling indicated it has been taking 4-6 weeks to get the transcripts back, but we are hopeful that won't be the case.

We cannot express to you enough how much we appreciate all the work your office has put into helping us. We are still in dire need but are hopeful we can hold on until the loan is approved and the funds are received.

We will keep you posted!

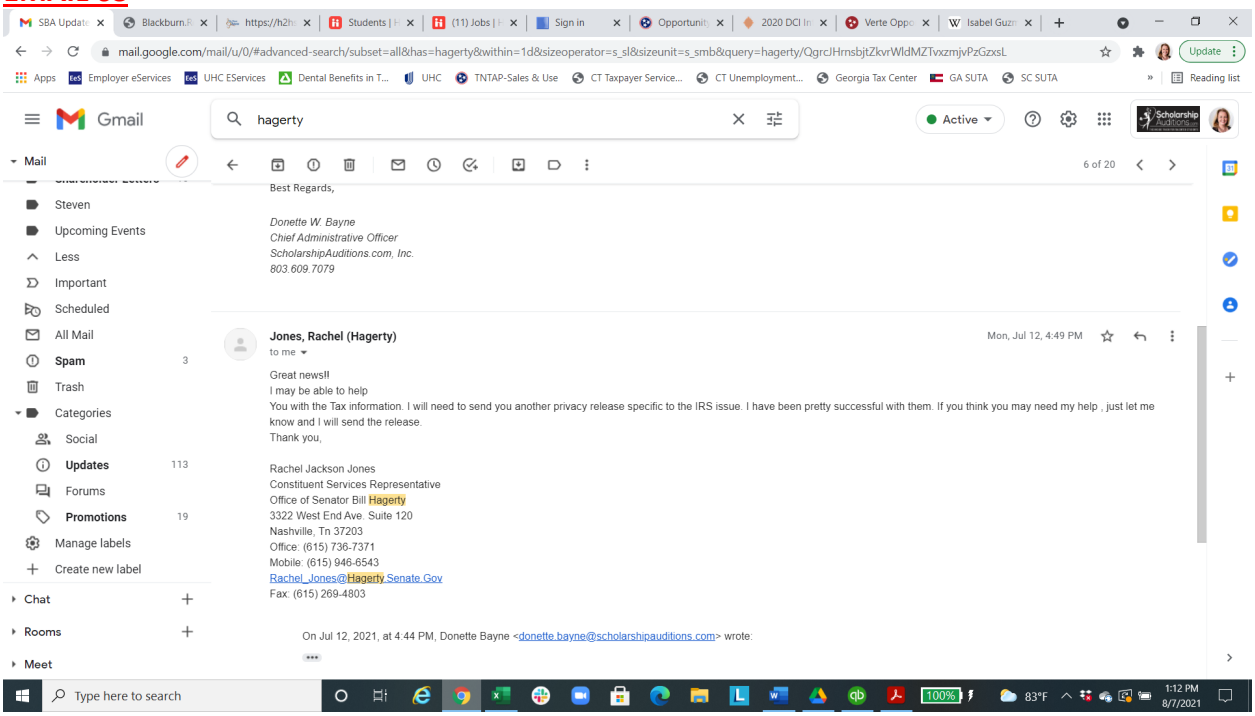
Thank you again and please, express our deep appreciation to Senator Hagerty.

Best Regards,

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Jones, Rachel (Hagerty) Mon, Jul 12, 4:49 PM
to me

EMAIL 63



Best Regards,

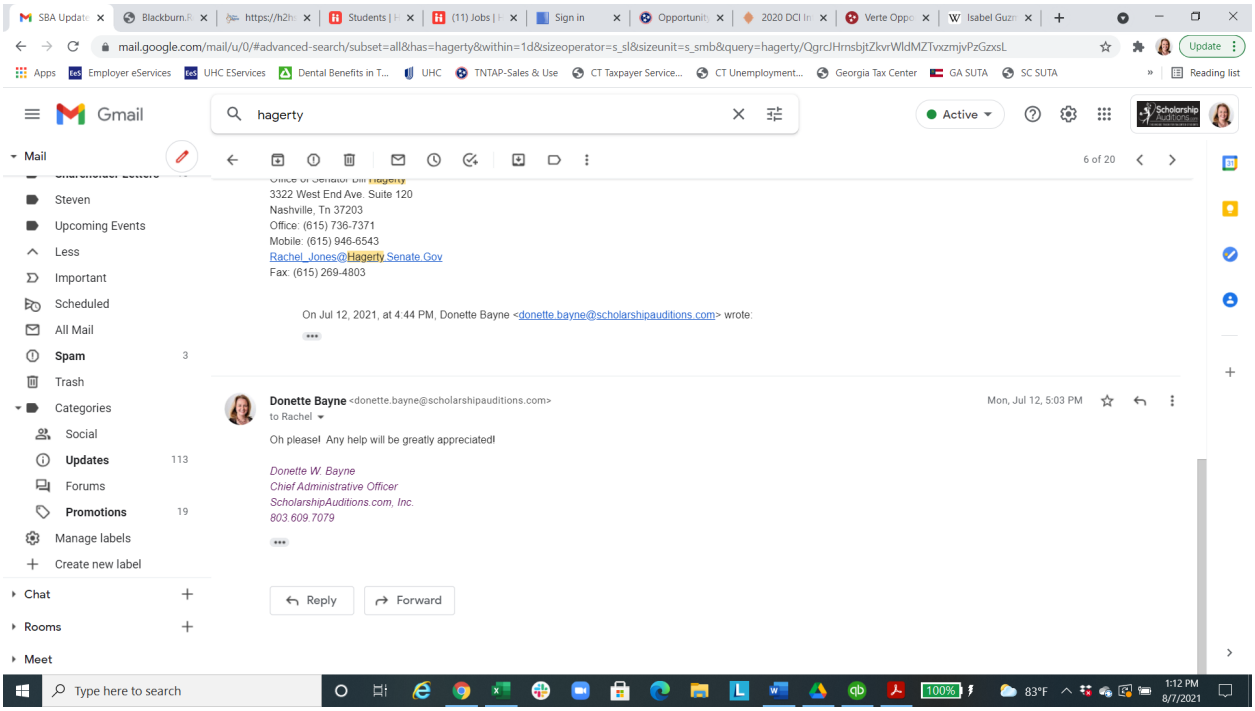
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Jones, Rachel (Hagerty) Mon, Jul 12, 4:49 PM
to me

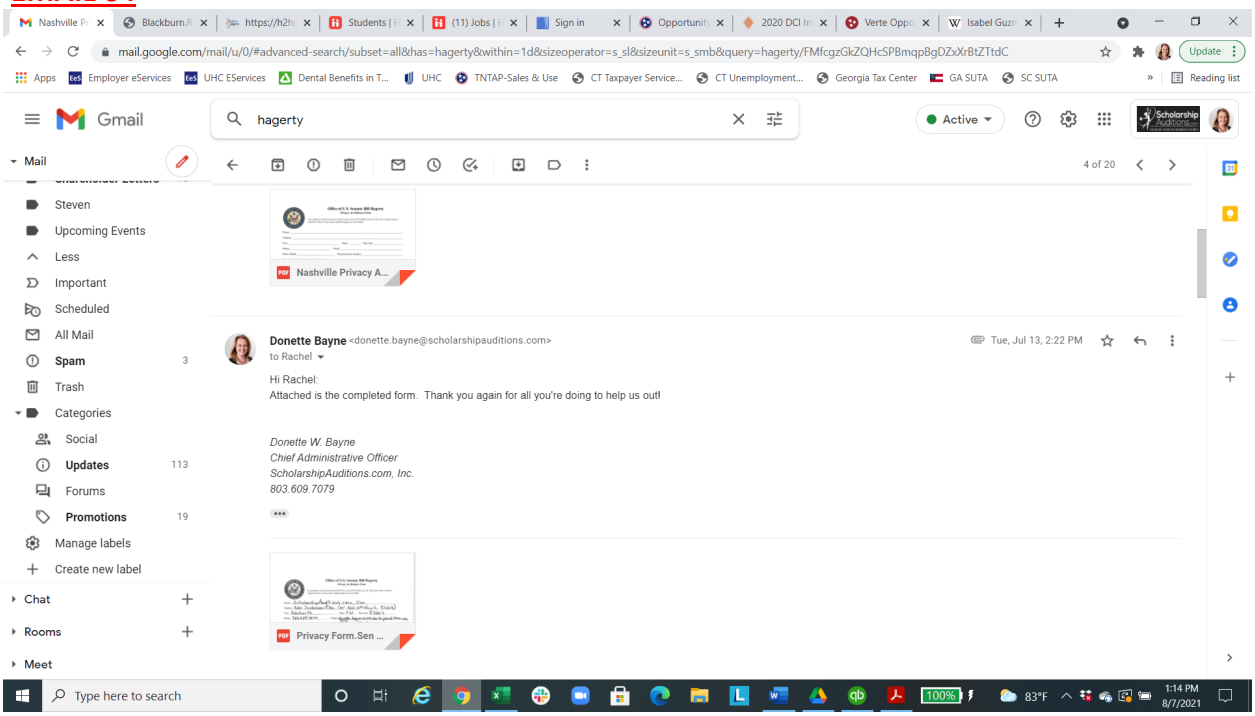
Great news!!
I may be able to help
You with the Tax information. I will need to send you another privacy release specific to the IRS issue. I have been pretty successful with them. If you think you may need my help , just let me know and I will send the release.
Thank you,

Rachel Jackson Jones
Constituent Services Representative
Office of Senator Bill Hagerty
3322 West End Ave. Suite 120
Nashville, Tn 37203
Office: (615) 736-7371
Mobile: (615) 946-6543
Rachel_Jones@Hagerty.Senate.Gov
Fax: (615) 269-4803

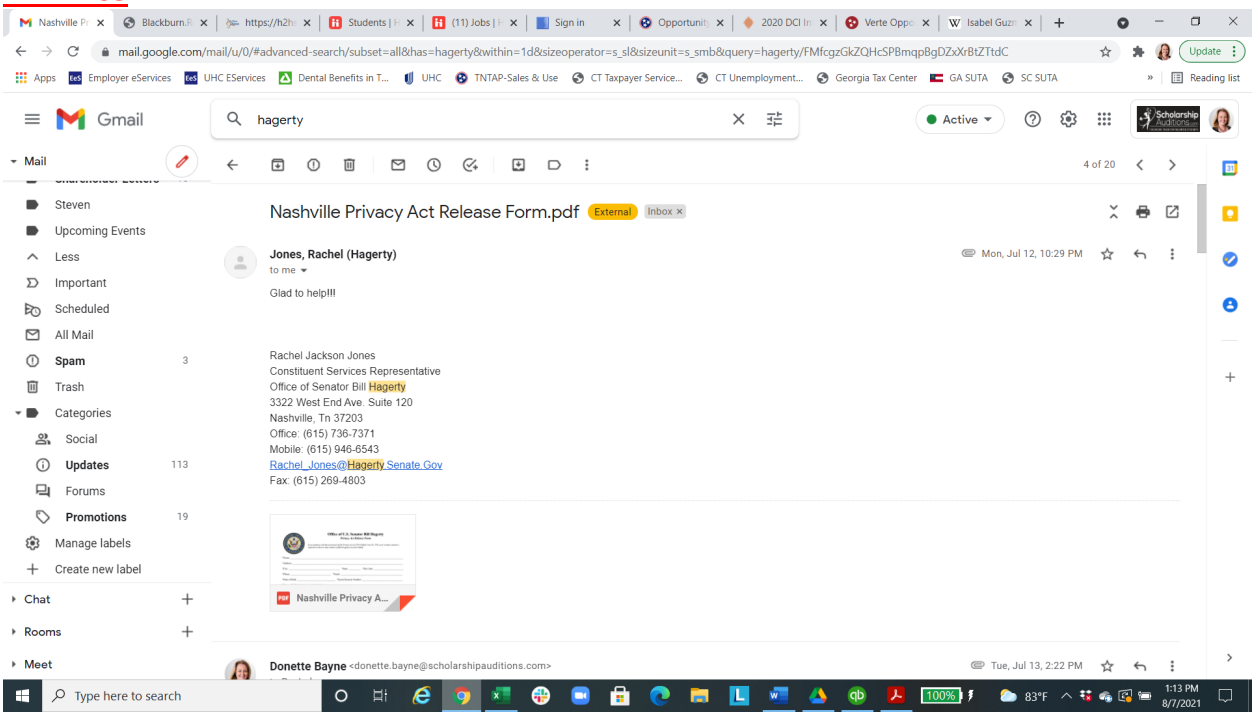
On Jul 12, 2021, at 4:44 PM, Donette Bayne <donette.bayne@scholarshipauditions.com> wrote:


mail.google.com/mail/u/0/#advanced-search/subset=all&has=hagerty&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=hagerty/QgrcJHrnsbjtZkvrWldMZTvxzmjvPzGzxsL
Gmail
hagerty
Active
Mail
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Promotions 19
Manage labels
Create new label
Chat
Rooms
Meet
6 of 20
3322 West End Ave. Suite 120
Nashville, Tn 37203
Office: (615) 736-7371
Mobile: (615) 946-6543
Rachel_Jones@Hagerty.Senate.Gov
Fax: (615) 269-4803
On Jul 12, 2021, at 4:44 PM, Donette Bayne <donette.bayne@scholarshipauditions.com> wrote:
Donette Bayne <donette.bayne@scholarshipauditions.com>
to Rachel
Mon, Jul 12, 5:03 PM
Oh please! Any help will be greatly appreciated!
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Reply
Forward
Type here to search
1:12 PM
8/7/2021

EMAIL 64


mail.google.com/mail/u/0/#advanced-search/subset=all&has=hagerty&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=hagerty/FMfcgzGkZQHcSPBmqpBgDZxXrBtZTtdC
Gmail
hagerty
Active
Mail
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Promotions 19
Manage labels
Create new label
Chat
Rooms
Meet
4 of 20
Nashville Privacy A...
Donette Bayne <donette.bayne@scholarshipauditions.com>
to Rachel
Tue, Jul 13, 2:22 PM
Hi Rachel:
Attached is the completed form. Thank you again for all you're doing to help us out!
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Privacy Form.Sen ...
Type here to search
1:14 PM
8/7/2021

EMAIL 65



Nashville Privacy Act Release Form.pdf

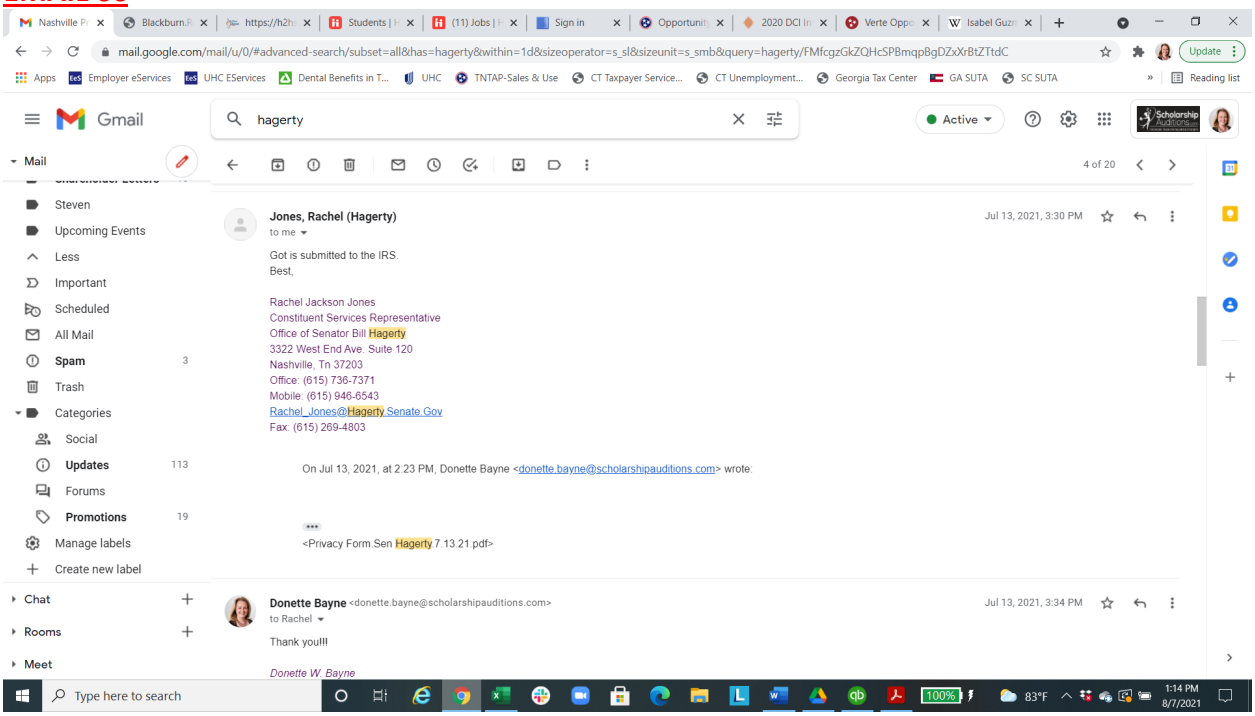
Jones, Rachel (Hagerty) — Mon, Jul 12, 10:29 PM

Glad to help!!!

Rachel Jackson Jones
Constituent Services Representative
Office of Senator Bill Hagerty
3322 West End Ave. Suite 120
Nashville, Tn 37203
Office: (615) 736-7371
Mobile: (615) 946-6543
Rachel_Jones@Hagerty.Senate.Gov
Fax: (615) 269-4803

Donette Bayne <donette.bayne@scholarshipauditions.com> — Tue, Jul 13, 2:22 PM

EMAIL 66



Jones, Rachel (Hagerty) — Jul 13, 2021, 3:30 PM

Got is submitted to the IRS.
Best,

Rachel Jackson Jones
Constituent Services Representative
Office of Senator Bill Hagerty
3322 West End Ave. Suite 120
Nashville, Tn 37203
Office: (615) 736-7371
Mobile: (615) 946-6543
Rachel_Jones@Hagerty.Senate.Gov
Fax: (615) 269-4803

On Jul 13, 2021, at 2:23 PM, Donette Bayne <donette.bayne@scholarshipauditions.com> wrote:

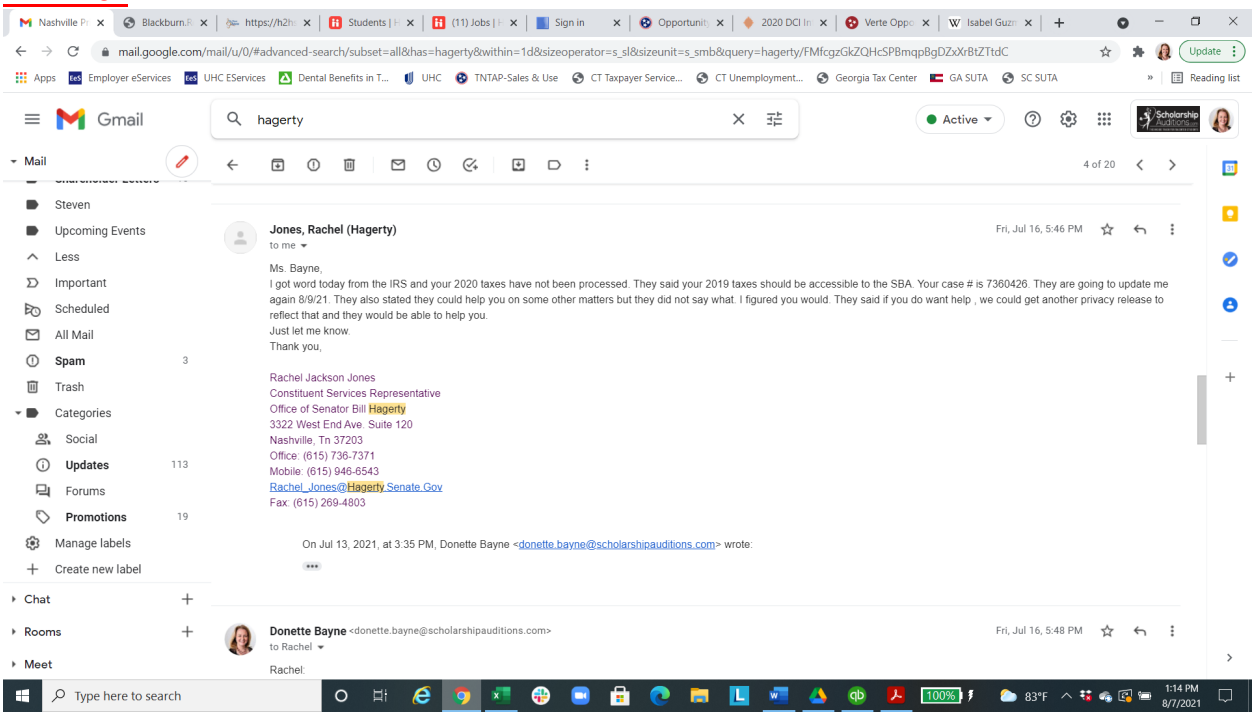
<Privacy Form.Sen Hagerty 7.13.21.pdf>

Donette Bayne <donette.bayne@scholarshipauditions.com> — Jul 13, 2021, 3:34 PM

Thank you!!!

Donette W. Bayne

EMAIL 67



Gmail — hagerty — 4 of 20

Jones, Rachel (Hagerty) Fri, Jul 16, 5:46 PM
to me

Ms. Bayne,
I got word today from the IRS and your 2020 taxes have not been processed. They said your 2019 taxes should be accessible to the SBA. Your case # is 7360426. They are going to update me again 8/9/21. They also stated they could help you on some other matters but they did not say what. I figured you would. They said if you do want help , we could get another privacy release to reflect that and they would be able to help you.
Just let me know.
Thank you,

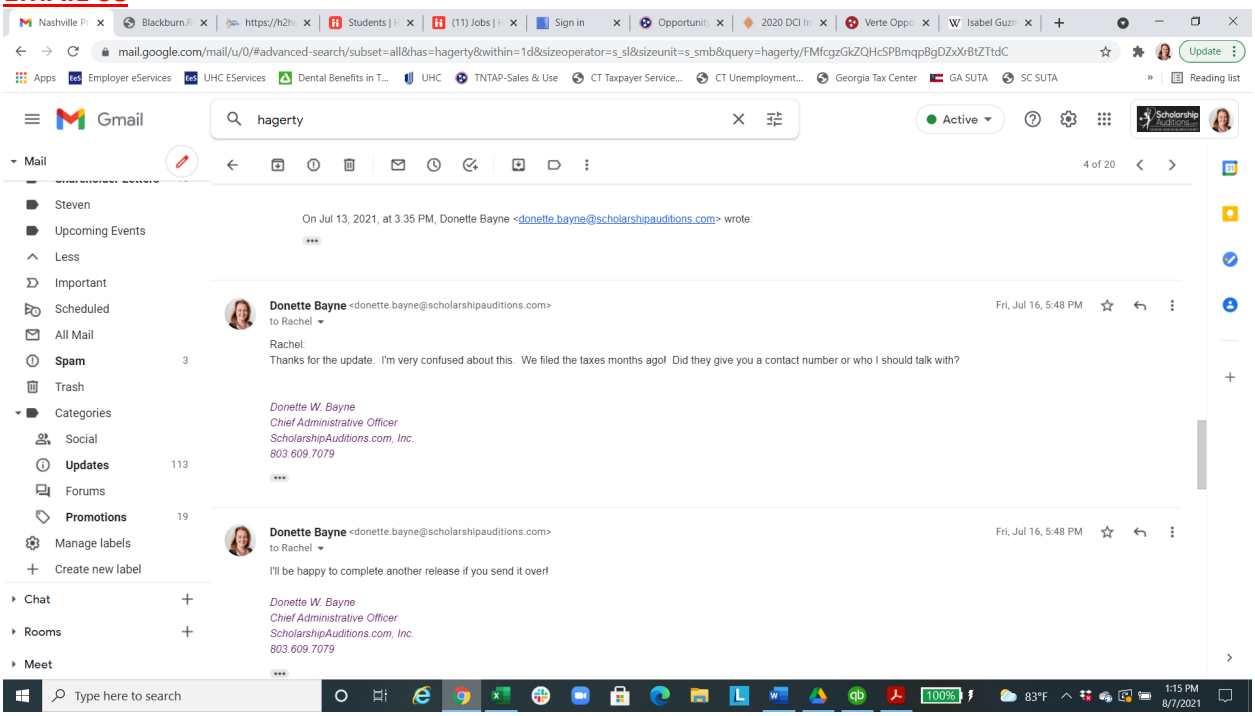
Rachel Jackson Jones
Constituent Services Representative
Office of Senator Bill Hagerty
3322 West End Ave. Suite 120
Nashville, Tn 37203
Office: (615) 736-7371
Mobile: (615) 946-6543
Rachel_Jones@Hagerty.Senate.Gov
Fax: (615) 269-4803

On Jul 13, 2021, at 3:35 PM, Donette Bayne <donette.bayne@scholarshipauditions.com> wrote:

Donette Bayne <donette.bayne@scholarshipauditions.com> Fri, Jul 16, 5:48 PM
to Rachel

Rachel:

EMAIL 68



Gmail — hagerty — 4 of 20

On Jul 13, 2021, at 3:35 PM, Donette Bayne <donette.bayne@scholarshipauditions.com> wrote:

Donette Bayne <donette.bayne@scholarshipauditions.com> Fri, Jul 16, 5:48 PM
to Rachel

Rachel:
Thanks for the update. I'm very confused about this. We filed the taxes months ago! Did they give you a contact number or who I should talk with?

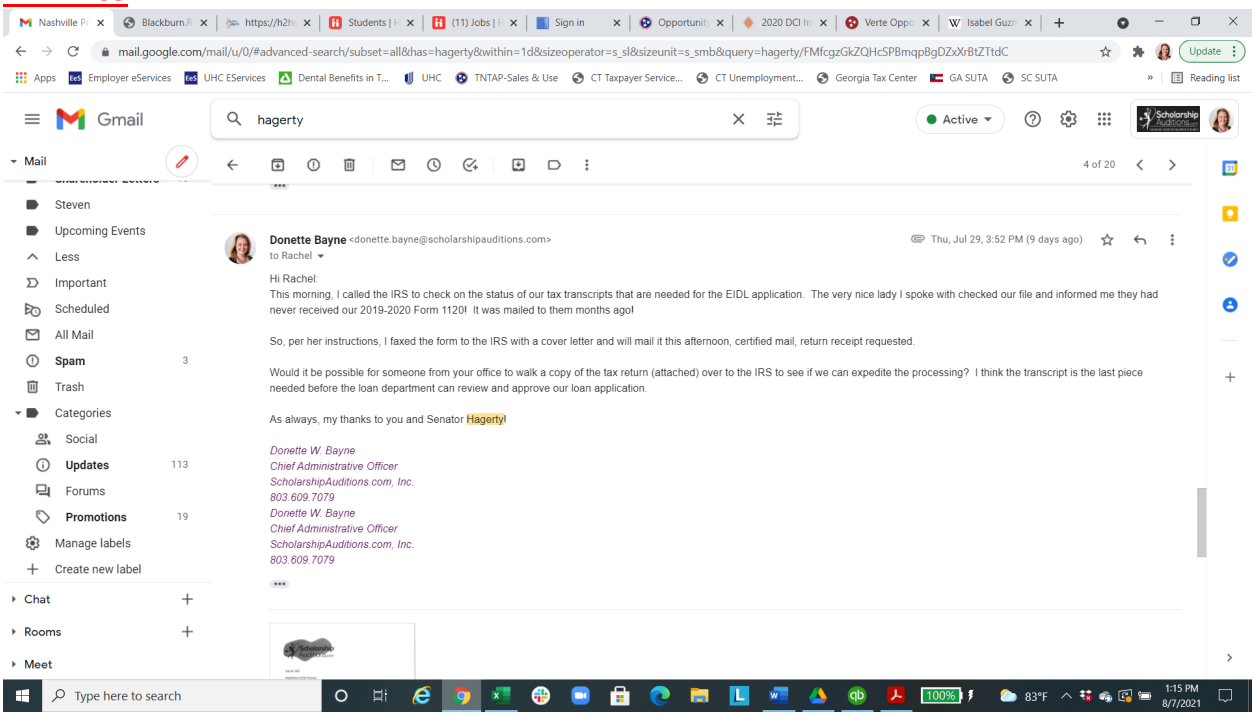
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Donette Bayne <donette.bayne@scholarshipauditions.com> Fri, Jul 16, 5:48 PM
to Rachel

I'll be happy to complete another release if you send it over!

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

EMAIL 69



mail.google.com/mail/u/0/#advanced-search/subset=all&has=hagerty&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=hagerty/FMfcgzGkZQHcSPBmqpBgDZxXrBtZTtdC

Gmail — hagerty — Active

Mail
Steven
Upcoming Events
Less
Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Promotions 19
Manage labels
Create new label
Chat
Rooms
Meet

4 of 20

Donette Bayne <donette.bayne@scholarshipauditions.com> Thu, Jul 29, 3:52 PM (9 days ago)
to Rachel

Hi Rachel:
This morning, I called the IRS to check on the status of our tax transcripts that are needed for the EIDL application. The very nice lady I spoke with checked our file and informed me they had never received our 2019-2020 Form 1120! It was mailed to them months ago!

So, per her instructions, I faxed the form to the IRS with a cover letter and will mail it this afternoon, certified mail, return receipt requested.

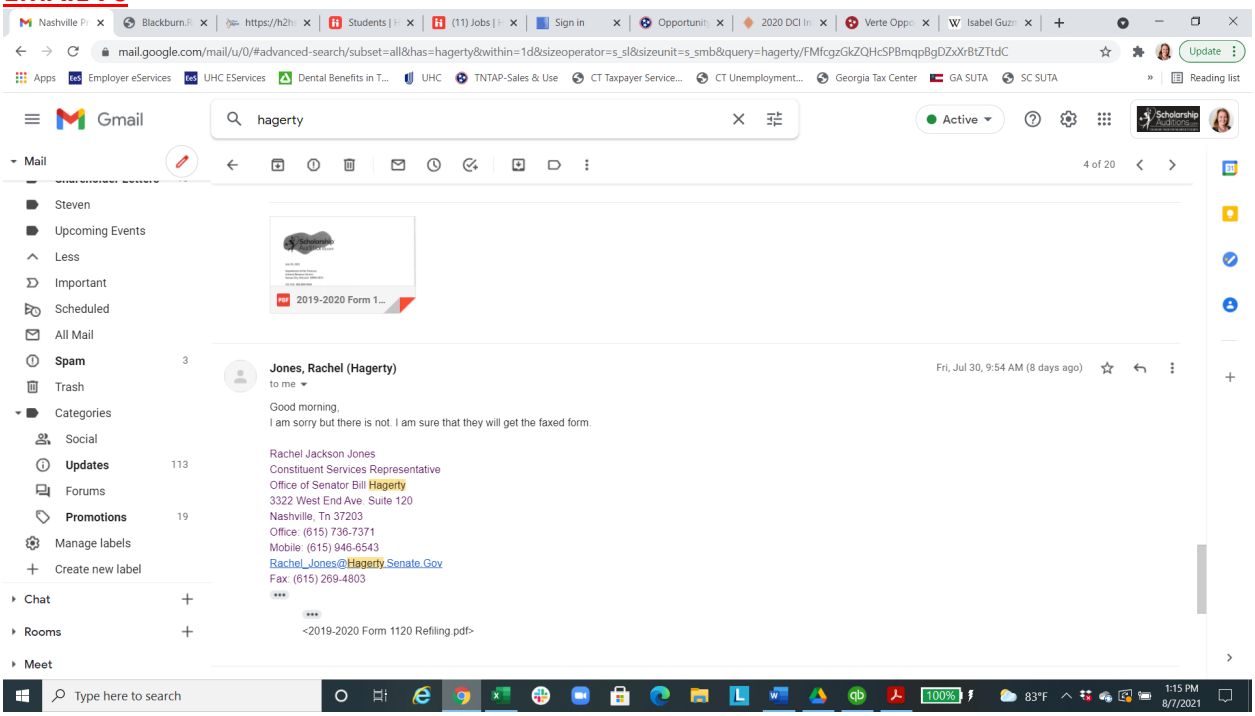
Would it be possible for someone from your office to walk a copy of the tax return (attached) over to the IRS to see if we can expedite the processing? I think the transcript is the last piece needed before the loan department can review and approve our loan application.

As always, my thanks to you and Senator Hagerty!

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Type here to search — 83°F — 1:15 PM 8/7/2021

EMAIL 70



mail.google.com/mail/u/0/#advanced-search/subset=all&has=hagerty&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=hagerty/FMfcgzGkZQHcSPBmqpBgDZxXrBtZTtdC

Gmail — hagerty — Active

Mail
Steven
Upcoming Events
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Important
Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Promotions 19
Manage labels
Create new label
Chat
Rooms
Meet

4 of 20

2019-2020 Form 1...

Jones, Rachel (Hagerty) Fri, Jul 30, 9:54 AM (8 days ago)
to me

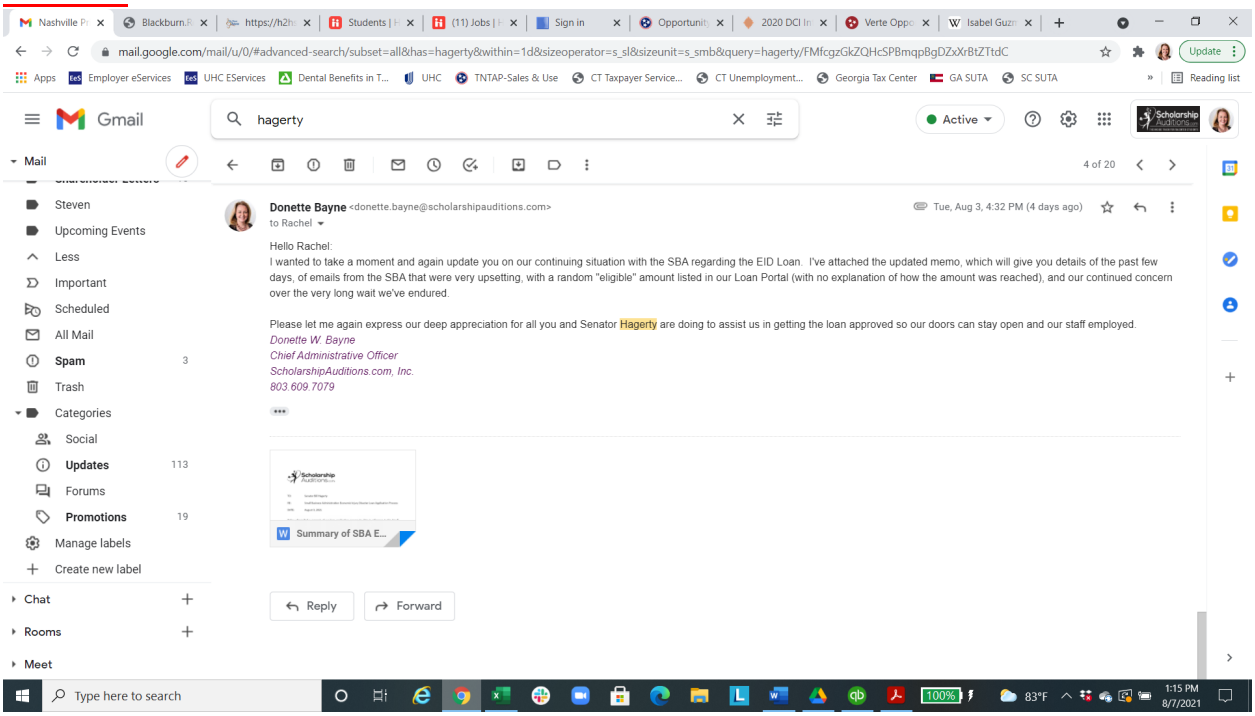
Good morning,
I am sorry but there is not. I am sure that they will get the faxed form.

Rachel Jackson Jones
Constituent Services Representative
Office of Senator Bill Hagerty
3322 West End Ave. Suite 120
Nashville, Tn 37203
Office: (615) 736-7371
Mobile: (615) 946-6543
Rachel_Jones@Hagerty.Senate.Gov
Fax: (615) 269-4803

<2019-2020 Form 1120 Refiling.pdf>

Type here to search — 83°F — 1:15 PM 8/7/2021

EMAIL 71



hagerty

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Rachel

Tue, Aug 3, 4:32 PM (4 days ago)

Hello Rachel:
I wanted to take a moment and again update you on our continuing situation with the SBA regarding the EID Loan. I've attached the updated memo, which will give you details of the past few days, of emails from the SBA that were very upsetting, with a random "eligible" amount listed in our Loan Portal (with no explanation of how the amount was reached), and our continued concern over the very long wait we've endured.

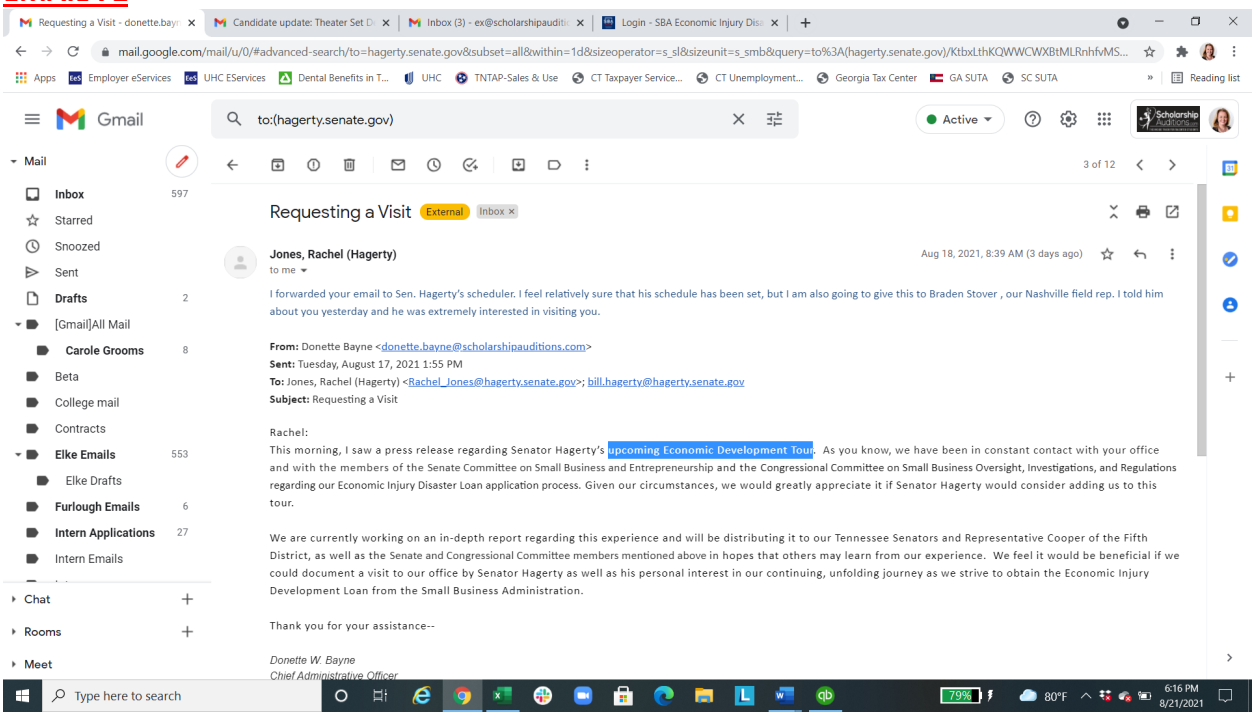
Please let me again express our deep appreciation for all you and Senator Hagerty are doing to assist us in getting the loan approved so our doors can stay open and our staff employed.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Summary of SBA E...

Reply Forward

EMAIL 72



to:(hagerty.senate.gov)

Requesting a Visit

Jones, Rachel (Hagerty)
to me

Aug 18, 2021, 8:39 AM (3 days ago)

I forwarded your email to Sen. Hagerty's scheduler. I feel relatively sure that his schedule has been set, but I am also going to give this to Braden Stover , our Nashville field rep. I told him about you yesterday and he was extremely interested in visiting you.

From: Donette Bayne <donette.bayne@scholarshipauditions.com>
Sent: Tuesday, August 17, 2021 1:55 PM
To: Jones, Rachel (Hagerty) <Rachel_Jones@hagerty.senate.gov>; bill.hagerty@hagerty.senate.gov
Subject: Requesting a Visit

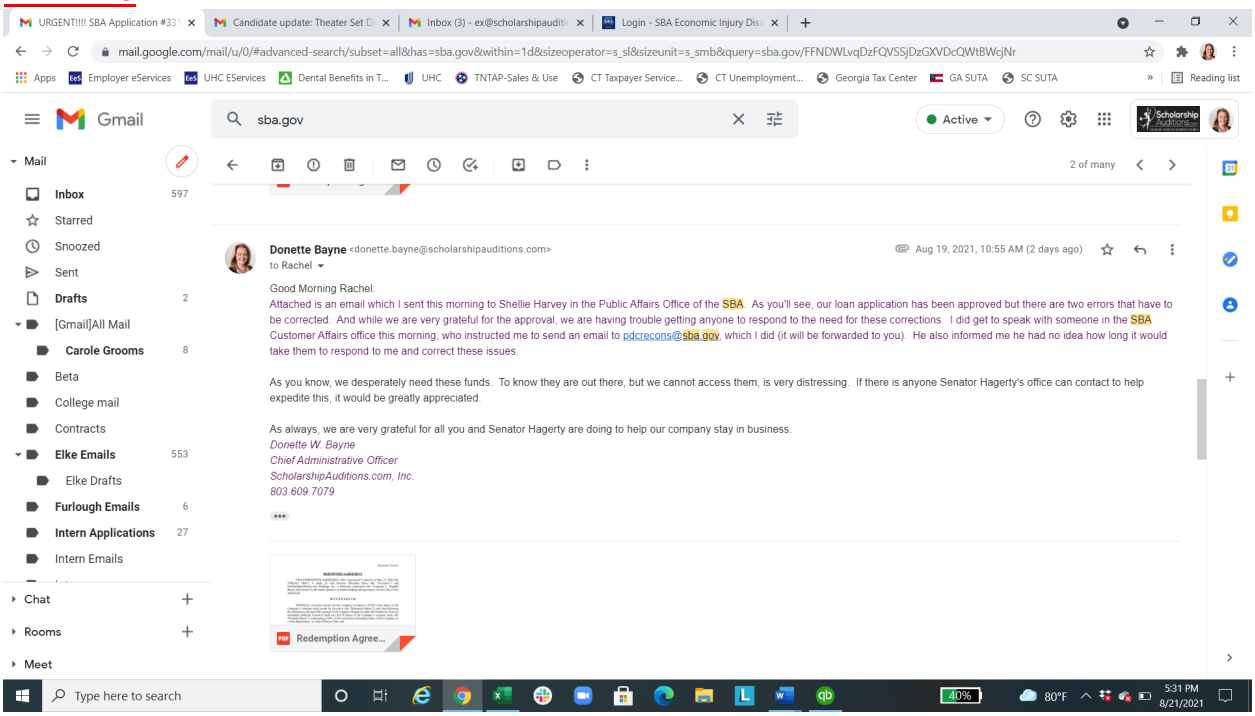
Rachel:
This morning, I saw a press release regarding Senator Hagerty's upcoming Economic Development Tour. As you know, we have been in constant contact with your office and with the members of the Senate Committee on Small Business and Entrepreneurship and the Congressional Committee on Small Business Oversight, Investigations, and Regulations regarding our Economic Injury Disaster Loan application process. Given our circumstances, we would greatly appreciate it if Senator Hagerty would consider adding us to this tour.

We are currently working on an in-depth report regarding this experience and will be distributing it to our Tennessee Senators and Representative Cooper of the Fifth District, as well as the Senate and Congressional Committee members mentioned above in hopes that others may learn from our experience. We feel it would be beneficial if we could document a visit to our office by Senator Hagerty as well as his personal interest in our continuing, unfolding journey as we strive to obtain the Economic Injury Development Loan from the Small Business Administration.

Thank you for your assistance--

Donette W. Bayne
Chief Administrative Officer

EMAIL 73



Gmail — sba.gov

Mail
- Inbox 597
- Starred
- Snoozed
- Sent
- Drafts 2
- [Gmail]All Mail
- Carole Grooms 8
- Beta
- College mail
- Contracts
- Elke Emails 553
- Elke Drafts
- Furlough Emails 6
- Intern Applications 27
- Intern Emails

Chat
Rooms
Meet

2 of many

Donette Bayne <donette.bayne@scholarshipauditions.com>
Aug 19, 2021, 10:55 AM (2 days ago)
to Rachel

Good Morning Rachel:
Attached is an email which I sent this morning to Shellie Harvey in the Public Affairs Office of the SBA. As you'll see, our loan application has been approved but there are two errors that have to be corrected. And while we are very grateful for the approval, we are having trouble getting anyone to respond to the need for these corrections. I did get to speak with someone in the SBA Customer Affairs office this morning, who instructed me to send an email to pdcrecons@sba.gov, which I did (it will be forwarded to you). He also informed me he had no idea how long it would take them to respond to me and correct these issues.

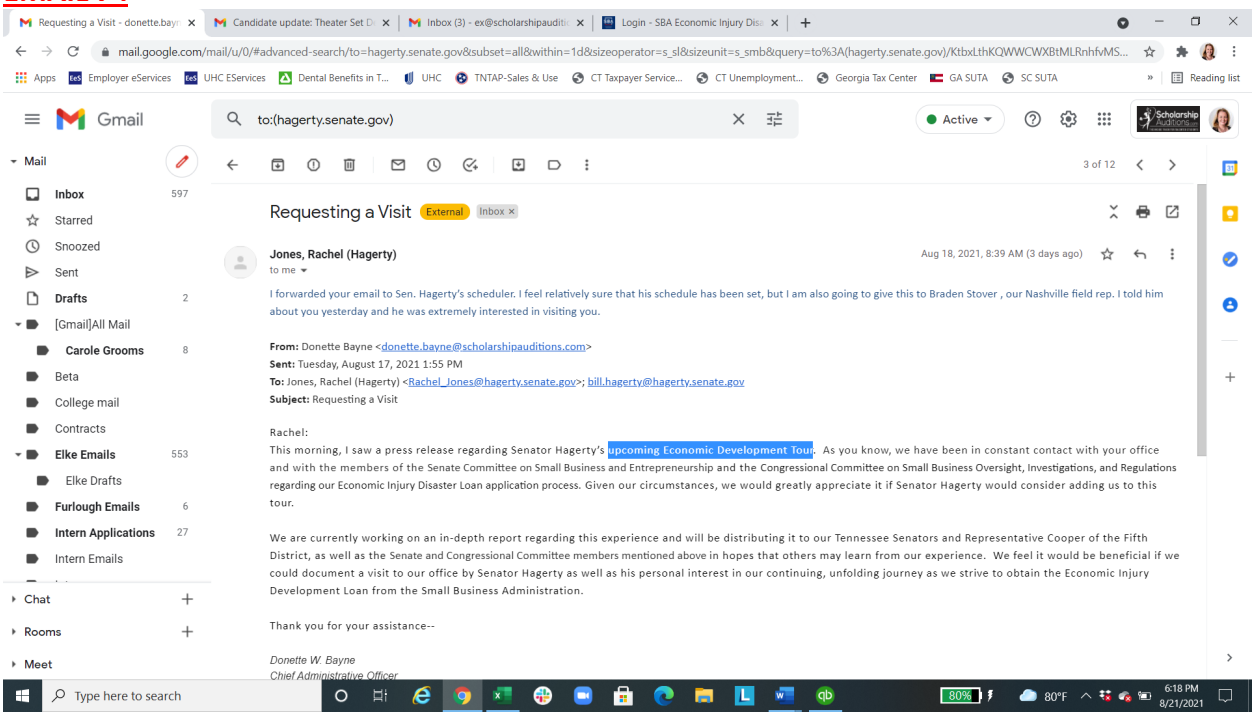
As you know, we desperately need these funds. To know they are out there, but we cannot access them, is very distressing. If there is anyone Senator Hagerty's office can contact to help expedite this, it would be greatly appreciated.

As always, we are very grateful for all you and Senator Hagerty are doing to help our company stay in business.
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Redemption Agree...

Type here to search — 40% — 80°F — 5:31 PM 8/21/2021

EMAIL 74



Gmail — to:(hagerty.senate.gov)

Mail
- Inbox 597
- Starred
- Snoozed
- Sent
- Drafts 2
- [Gmail]All Mail
- Carole Grooms 8
- Beta
- College mail
- Contracts
- Elke Emails 553
- Elke Drafts
- Furlough Emails 6
- Intern Applications 27
- Intern Emails

Chat
Rooms
Meet

3 of 12

Requesting a Visit — External — Inbox ×

Jones, Rachel (Hagerty)
Aug 18, 2021, 8:39 AM (3 days ago)
to me

I forwarded your email to Sen. Hagerty's scheduler. I feel relatively sure that his schedule has been set, but I am also going to give this to Braden Stover , our Nashville field rep. I told him about you yesterday and he was extremely interested in visiting you.

From: Donette Bayne <donette.bayne@scholarshipauditions.com>
Sent: Tuesday, August 17, 2021 1:55 PM
To: Jones, Rachel (Hagerty) <Rachel_Jones@hagerty.senate.gov>; bill.hagerty@hagerty.senate.gov
Subject: Requesting a Visit

Rachel:
This morning, I saw a press release regarding Senator Hagerty's upcoming Economic Development Tour. As you know, we have been in constant contact with your office and with the members of the Senate Committee on Small Business and Entrepreneurship and the Congressional Committee on Small Business Oversight, Investigations, and Regulations regarding our Economic Injury Disaster Loan application process. Given our circumstances, we would greatly appreciate it if Senator Hagerty would consider adding us to this tour.

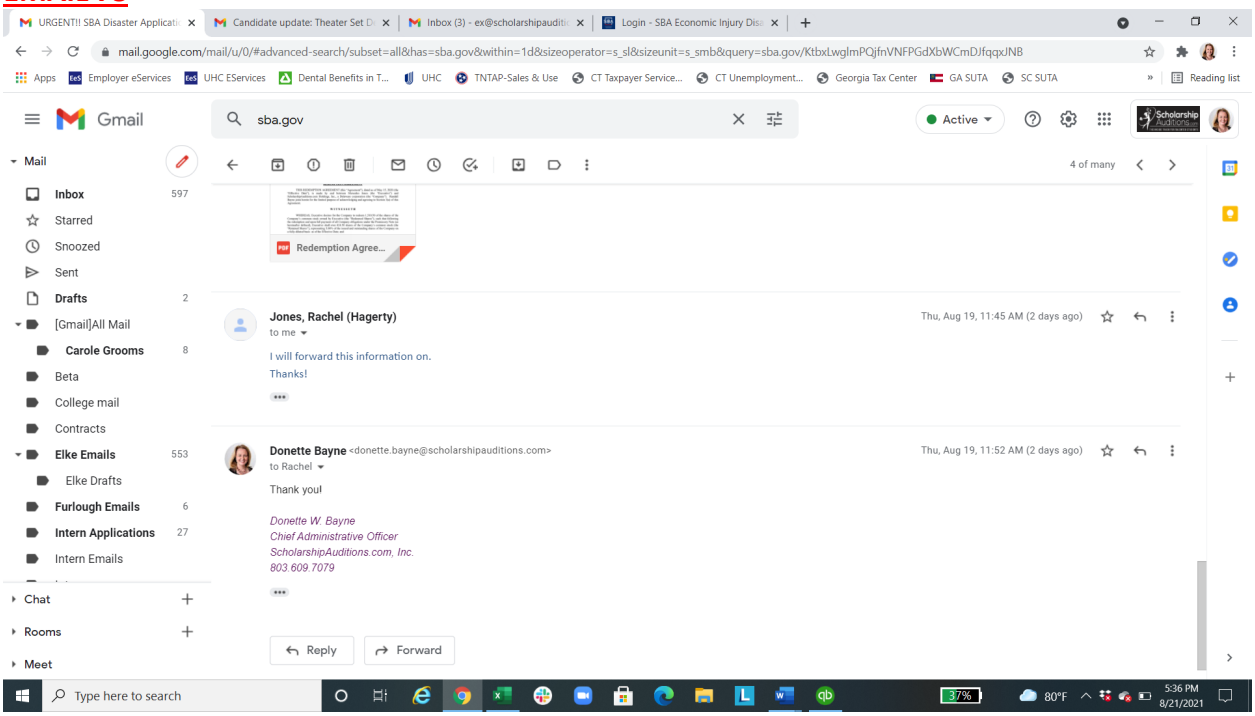
We are currently working on an in-depth report regarding this experience and will be distributing it to our Tennessee Senators and Representative Cooper of the Fifth District, as well as the Senate and Congressional Committee members mentioned above in hopes that others may learn from our experience. We feel it would be beneficial if we could document a visit to our office by Senator Hagerty as well as his personal interest in our continuing, unfolding journey as we strive to obtain the Economic Injury Development Loan from the Small Business Administration.

Thank you for your assistance--

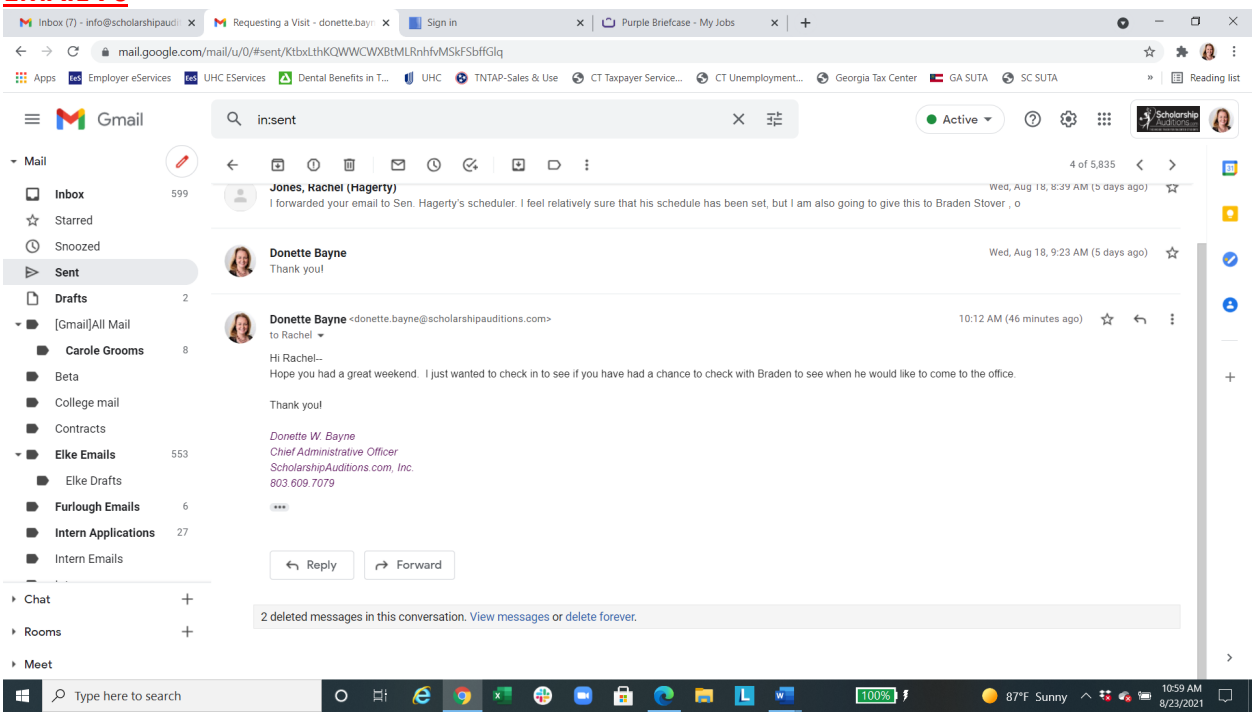
Donette W. Bayne
Chief Administrative Officer

Type here to search — 80% — 80°F — 6:18 PM 8/21/2021

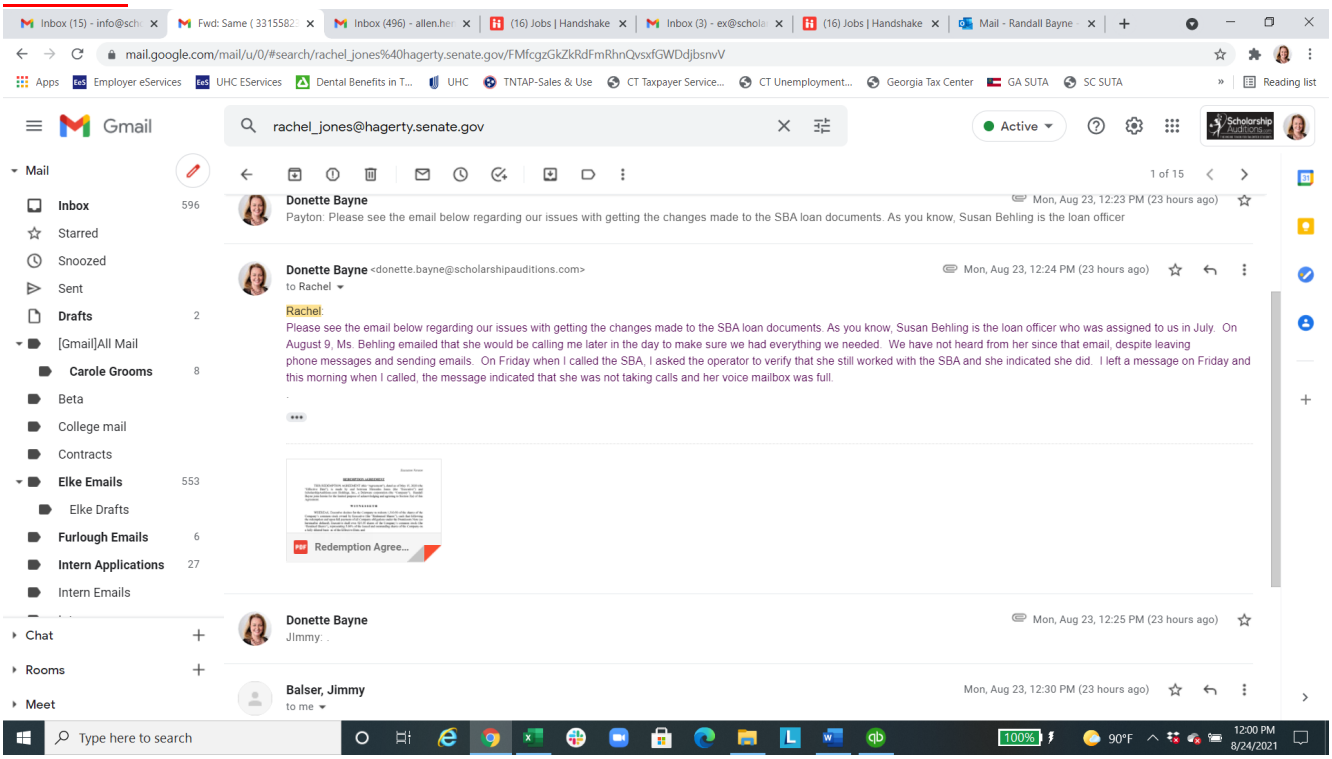
EMAIL 75



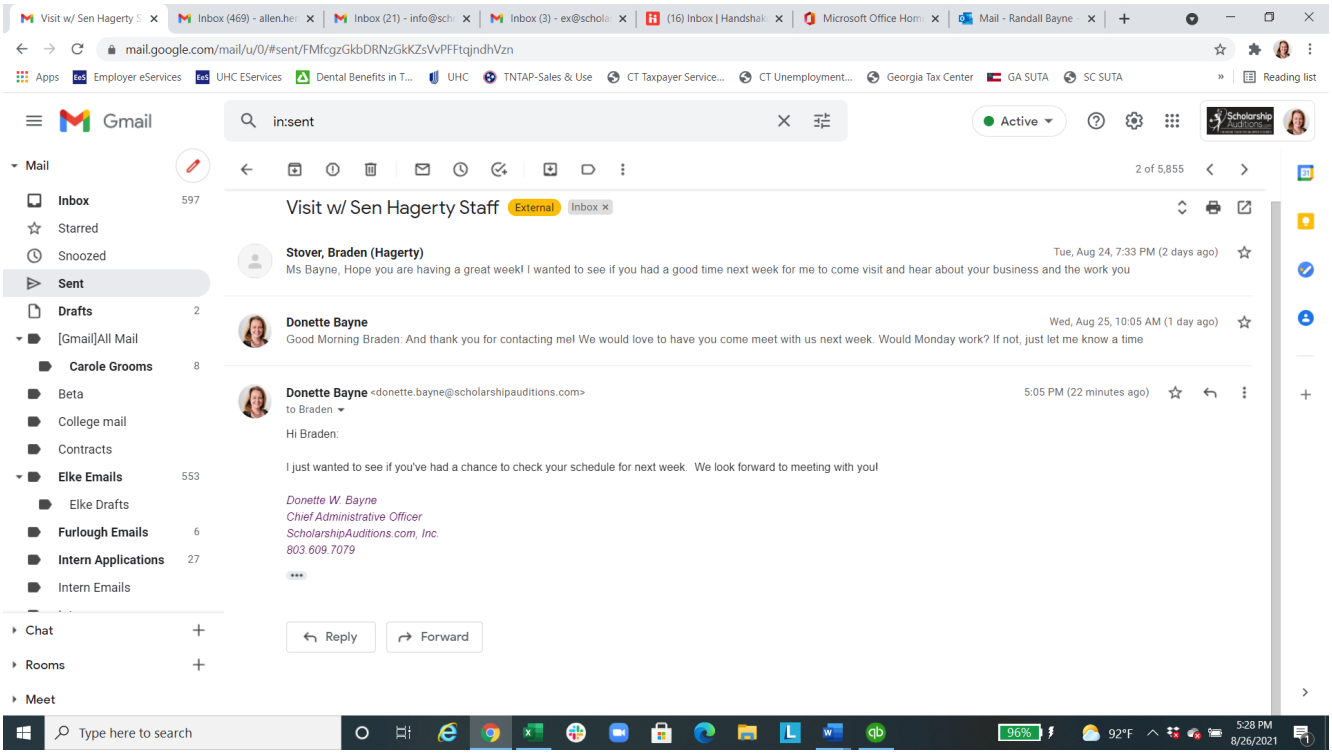
EMAIL 76



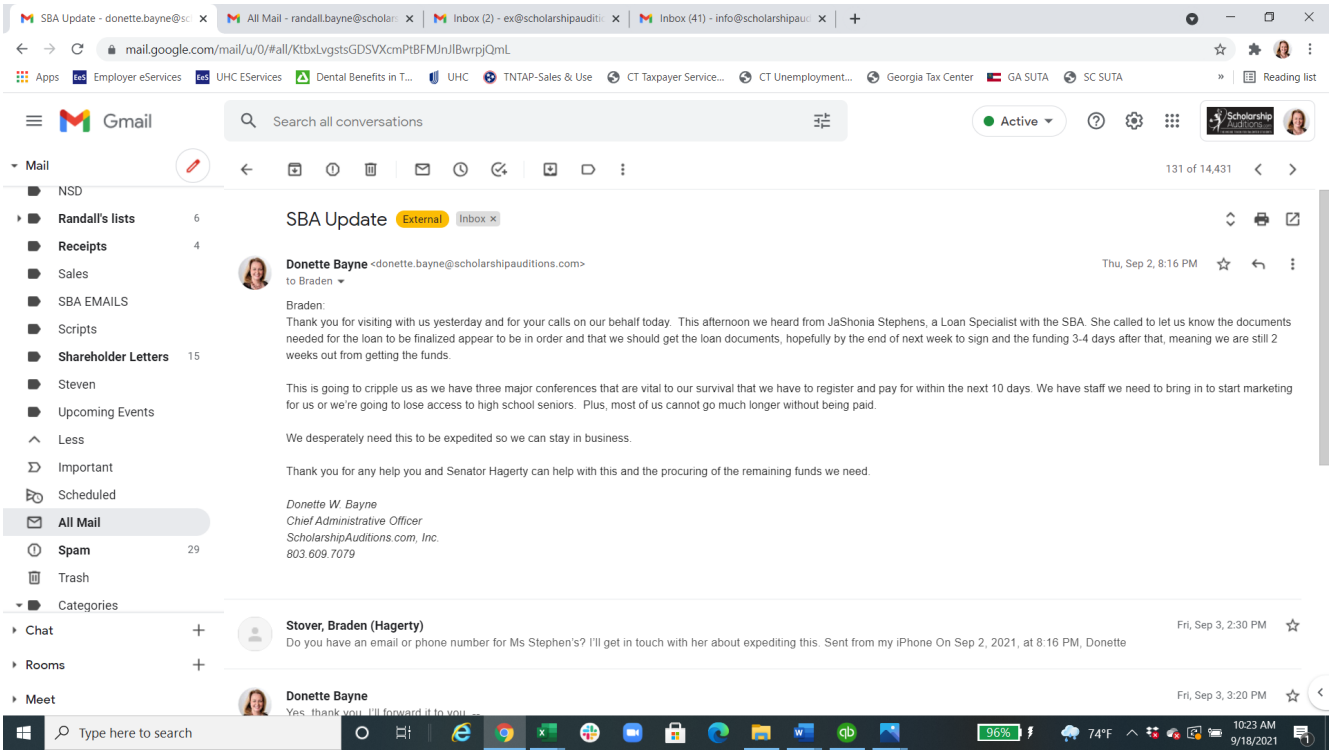
EMAIL 77



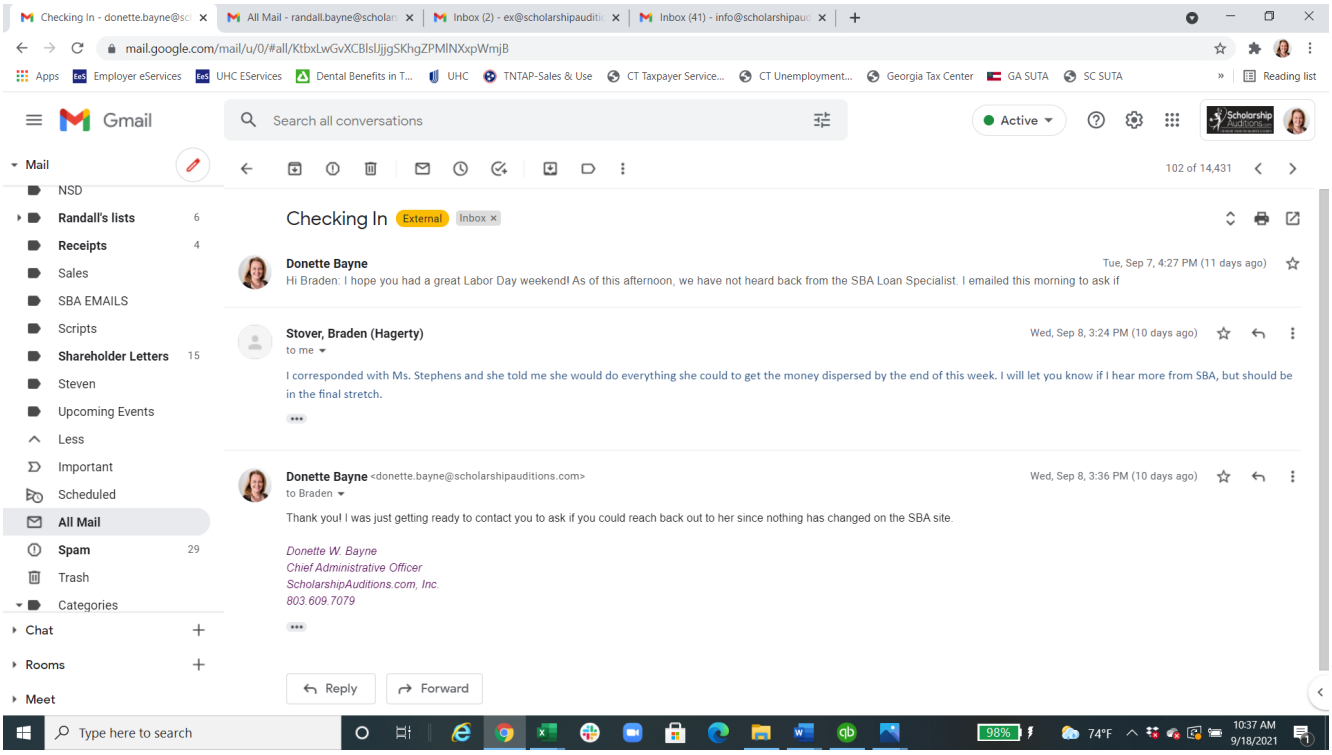
EMAIL 78



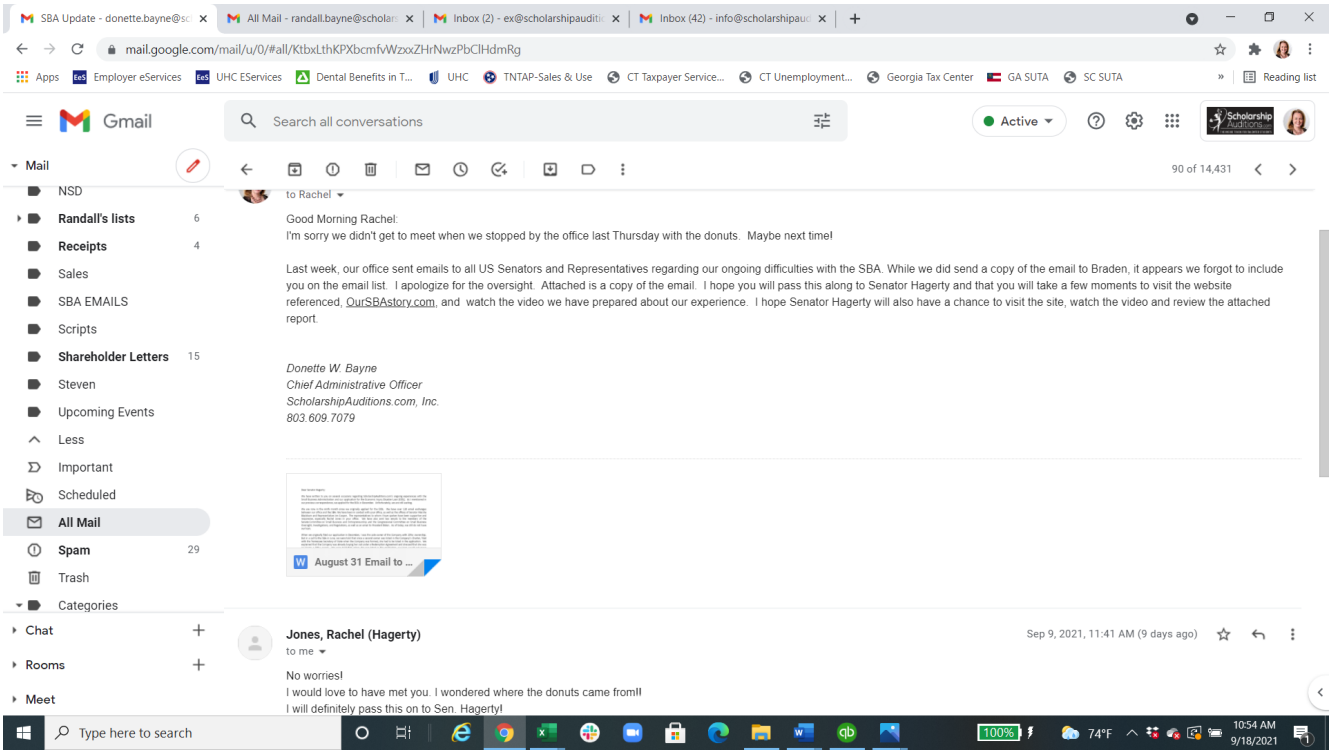
EMAIL 79



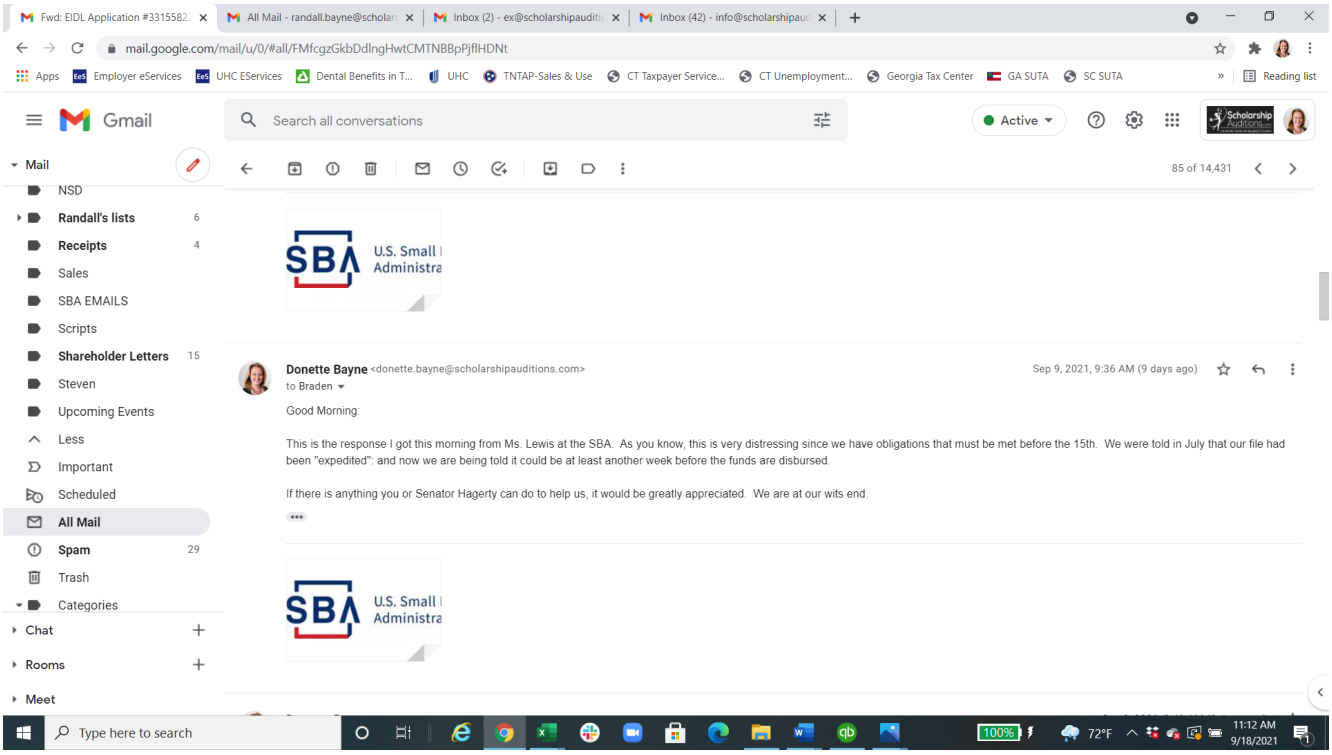
EMAIL 80



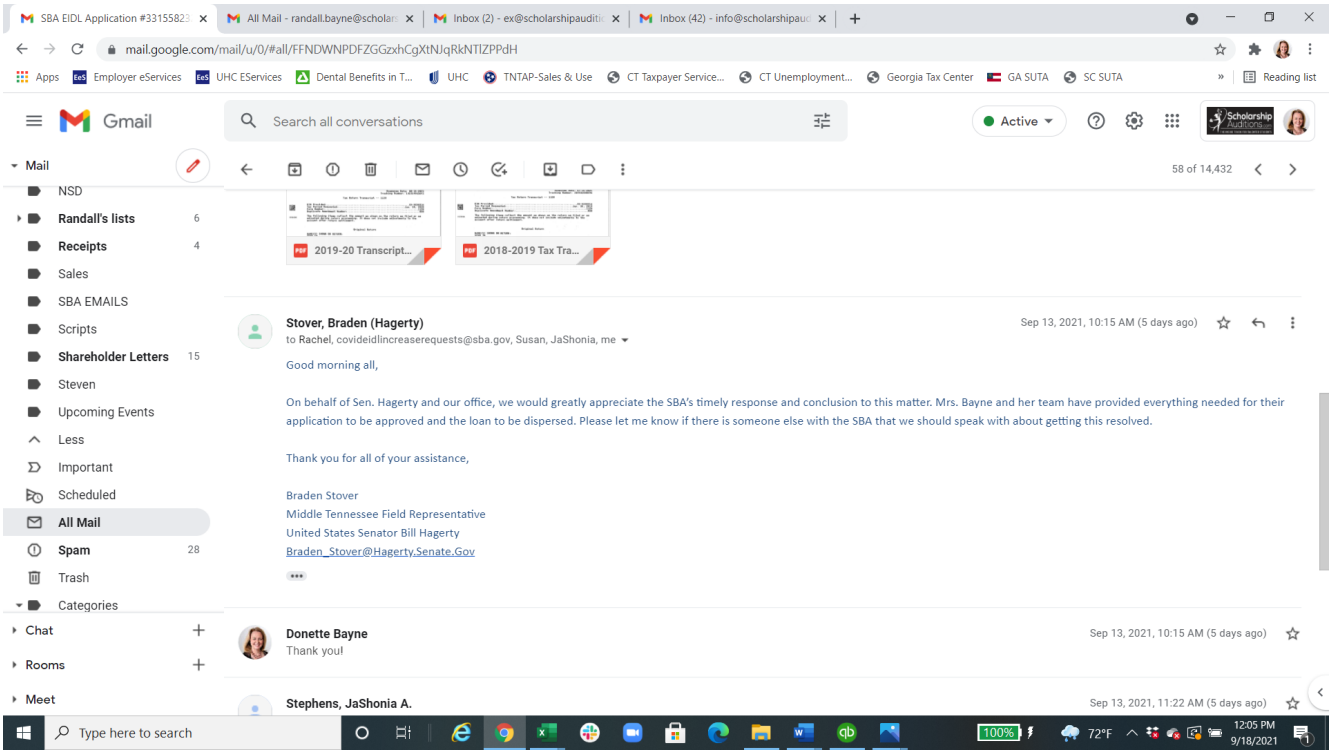
EMAIL 81



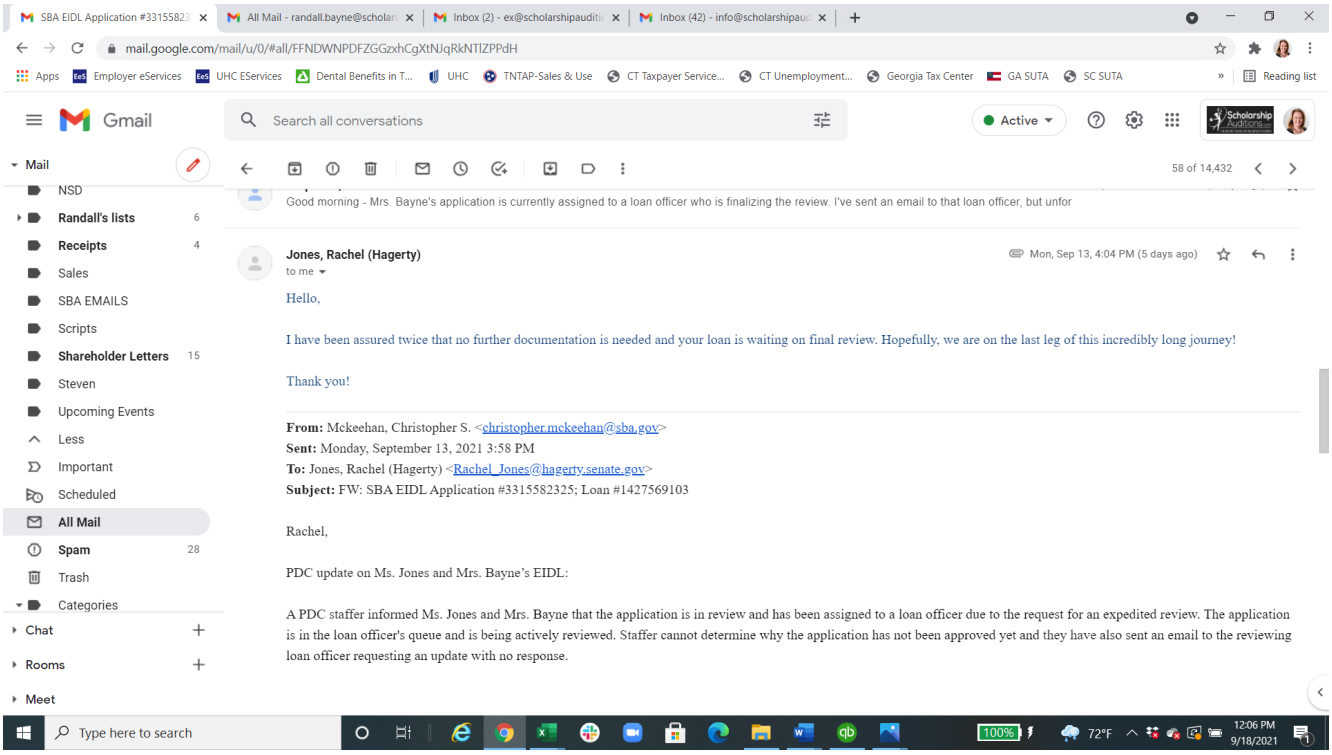
EMAIL 82



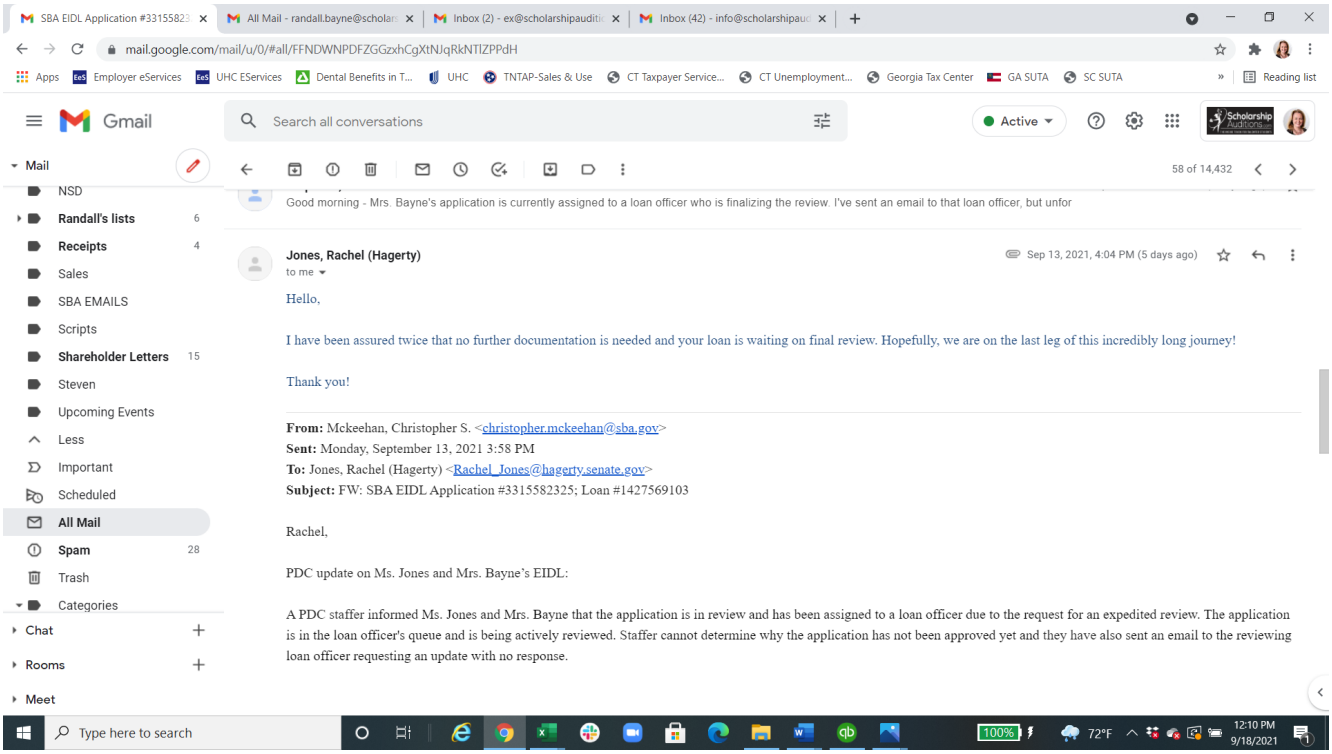
EMAIL 83



EMAIL 84



EMAIL 85



Jones, Rachel (Hagerty)
to me

Sep 13, 2021, 4:04 PM (5 days ago)

Hello,

I have been assured twice that no further documentation is needed and your loan is waiting on final review. Hopefully, we are on the last leg of this incredibly long journey!

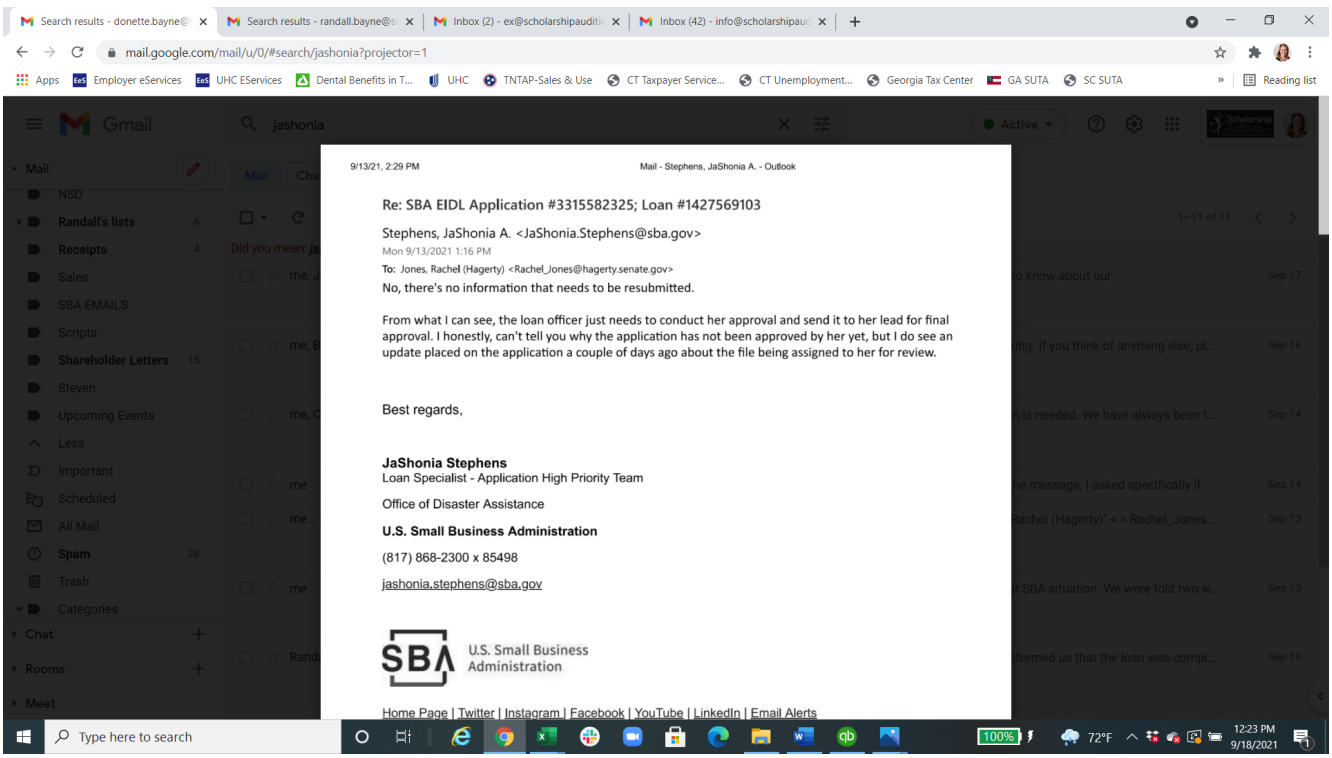
Thank you!

From: Mckeehan, Christopher S. <christopher.mckeehan@sba.gov>
Sent: Monday, September 13, 2021 3:58 PM
To: Jones, Rachel (Hagerty) <Rachel_Jones@hagerty.senate.gov>
Subject: FW: SBA EIDL Application #3315582325; Loan #1427569103

Rachel,

PDC update on Ms. Jones and Mrs. Bayne's EIDL:

A PDC staffer informed Ms. Jones and Mrs. Bayne that the application is in review and has been assigned to a loan officer due to the request for an expedited review. The application is in the loan officer's queue and is being actively reviewed. Staffer cannot determine why the application has not been approved yet and they have also sent an email to the reviewing loan officer requesting an update with no response.



9/13/21, 2:29 PM Mail - Stephens, JaShonia A. - Outlook

Re: SBA EIDL Application #3315582325; Loan #1427569103

Stephens, JaShonia A. <JaShonia.Stephens@sba.gov>
Mon 9/13/2021 1:16 PM
To: Jones, Rachel (Hagerty) <Rachel_Jones@hagerty.senate.gov>

No, there's no information that needs to be resubmitted.

From what I can see, the loan officer just needs to conduct her approval and send it to her lead for final approval. I honestly, can't tell you why the application has not been approved by her yet, but I do see an update placed on the application a couple of days ago about the file being assigned to her for review.

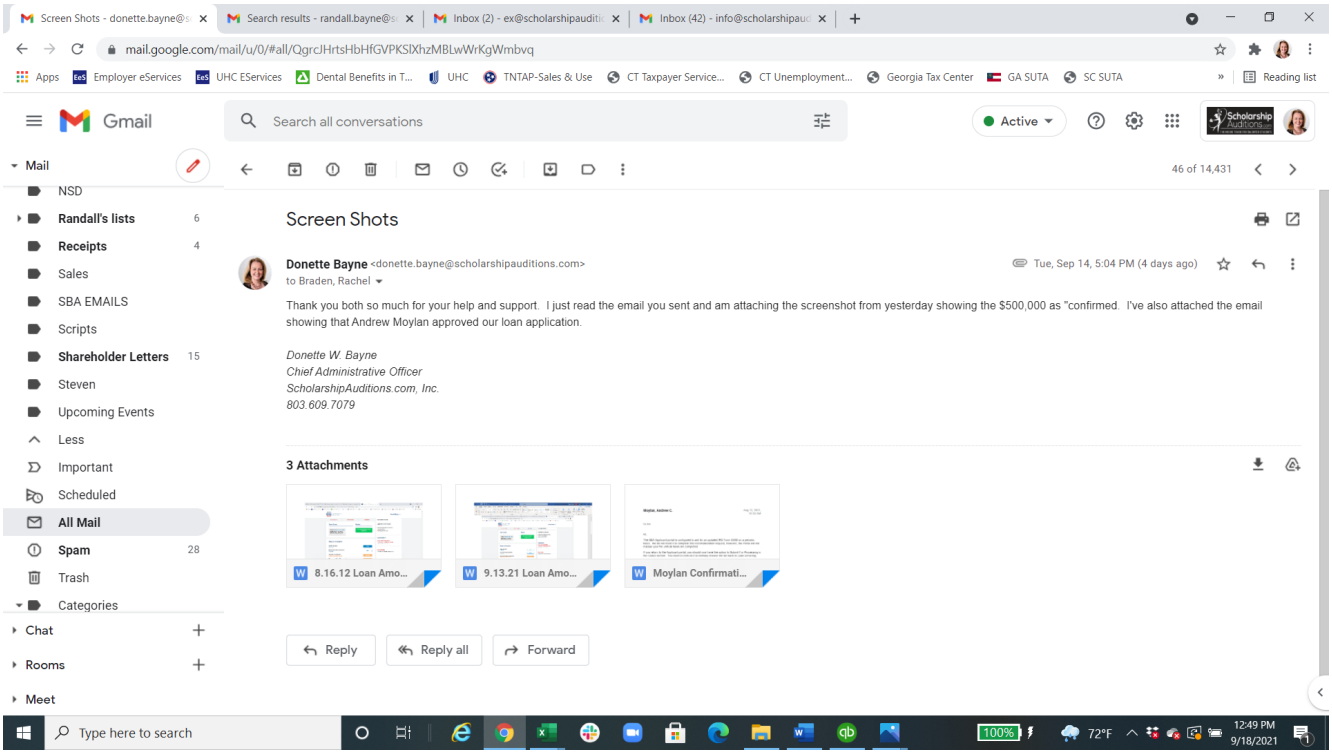
Best regards,

JaShonia Stephens
Loan Specialist - Application High Priority Team
Office of Disaster Assistance
U.S. Small Business Administration
(817) 868-2300 x 85498
jashonia.stephens@sba.gov

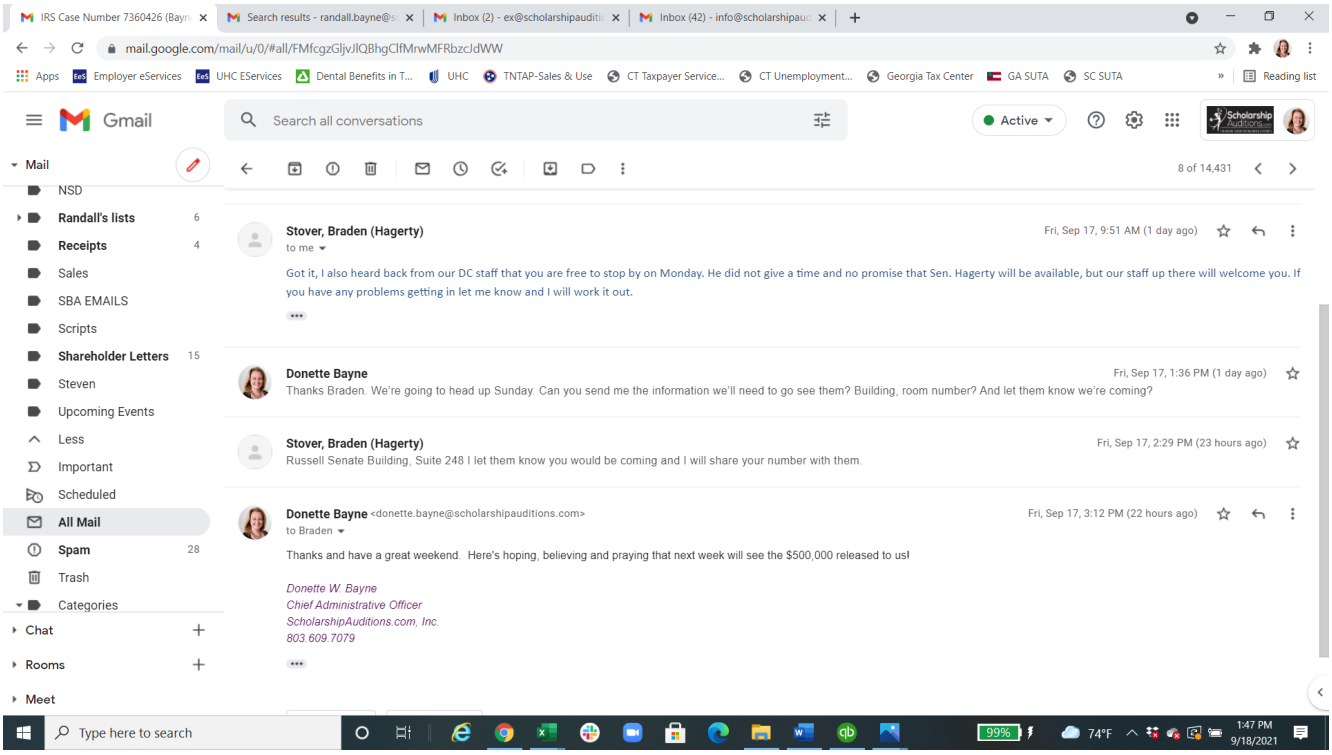
SBA U.S. Small Business Administration

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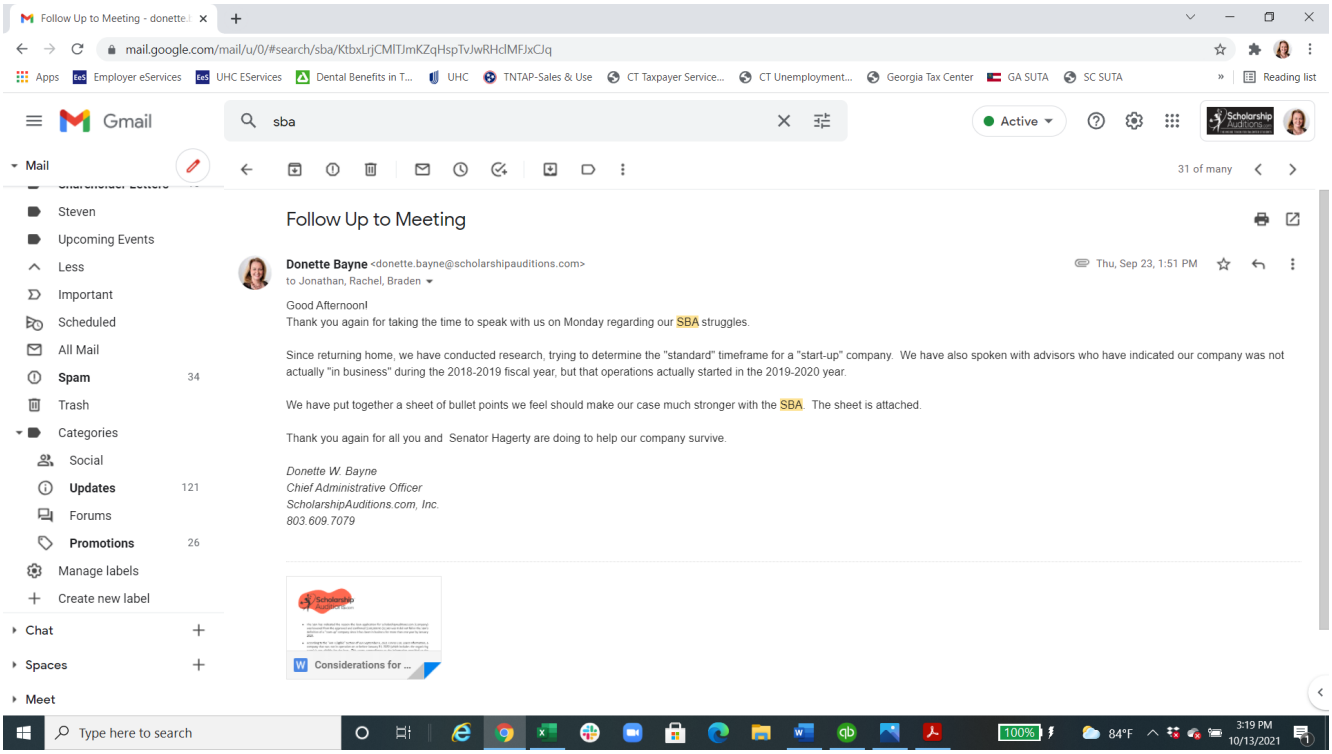
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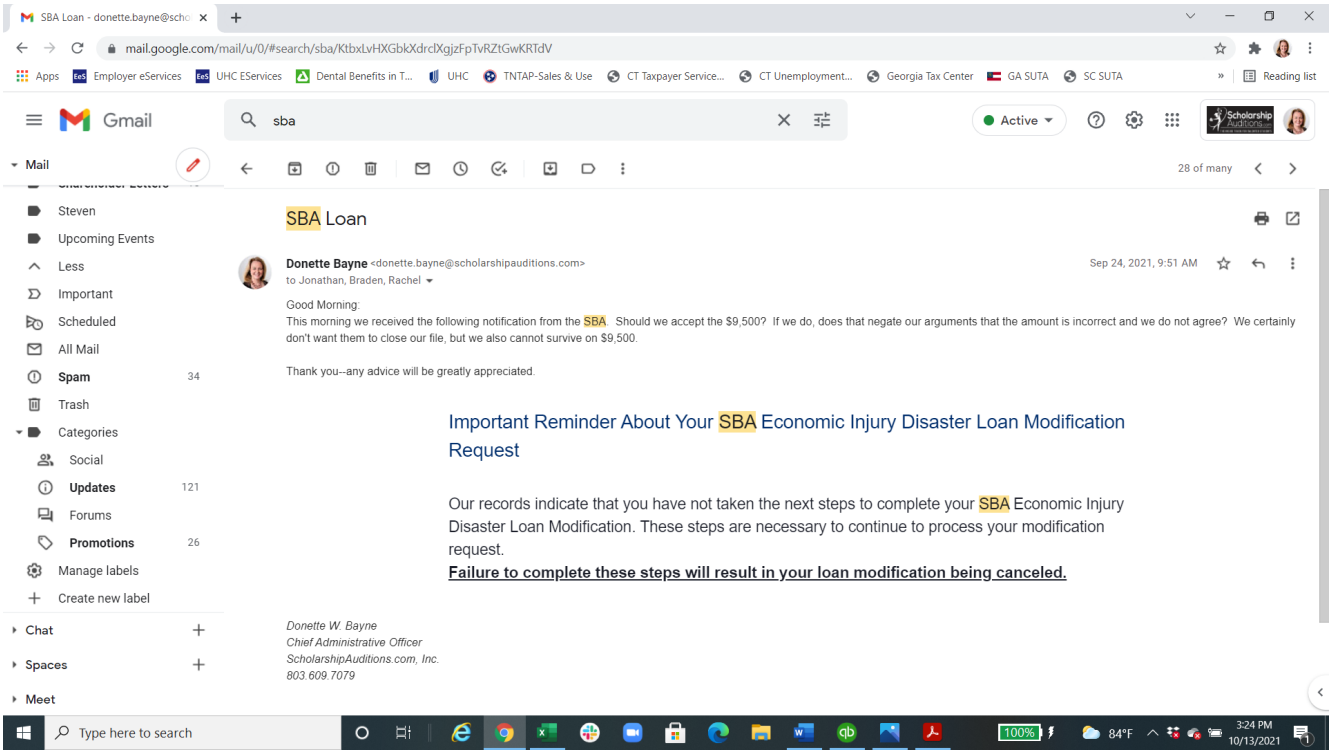
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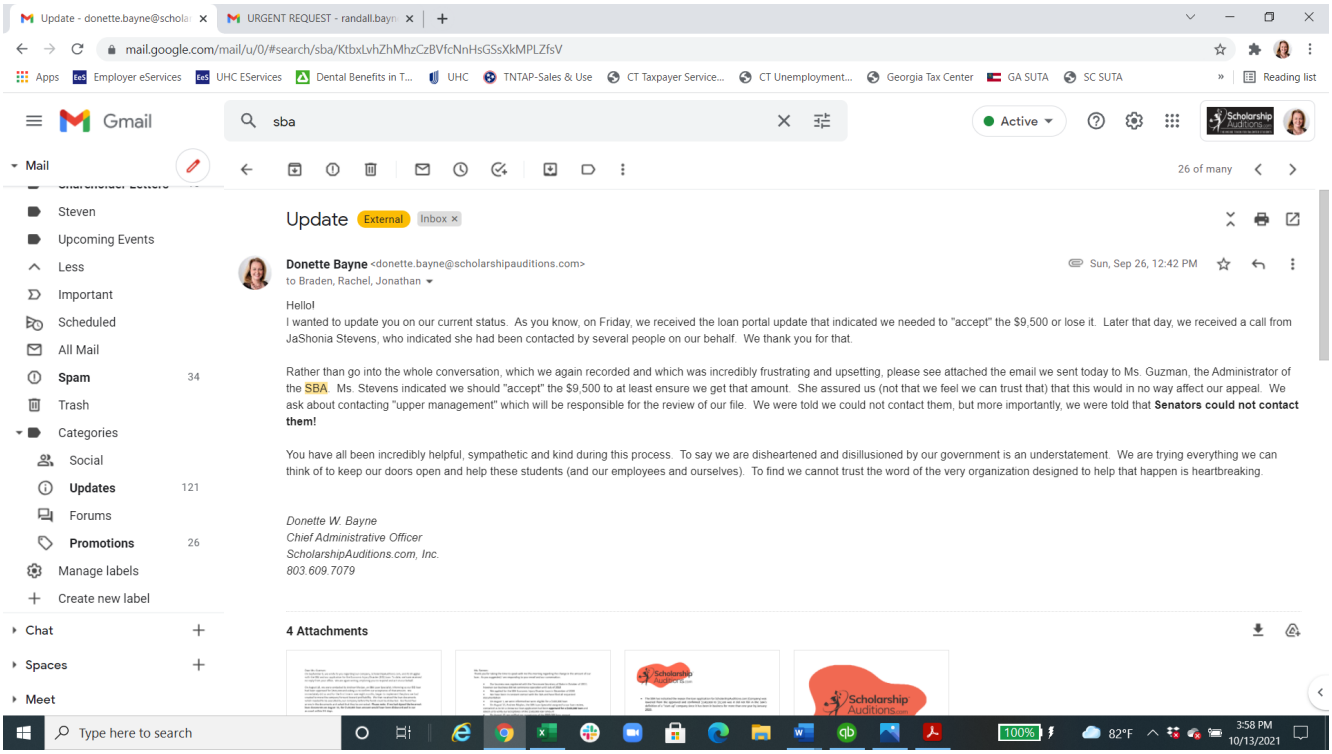
EMAIL 88



EMAIL 89



EMAIL 90



Update - donette.bayne@schola | URGENT REQUEST - randall.bayn

mail.google.com/mail/u/0/#search/sba/KtbxLvhZhMhzCzBVfcNnHsGSsXkMPLZfsV

Apps | Employer eServices | UHC EServices | Dental Benefits in T... | UHC | TNTAP-Sales & Use | CT Taxpayer Service... | CT Unemployment... | Georgia Tax Center | GA SUTA | SC SUTA | Reading list

Gmail | sba | Active

Mail

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Upcoming Events
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Important
Scheduled
All Mail
Spam 34
Trash
Categories
Social
Updates 121
Forums
Promotions 26
Manage labels
Create new label
Chat
Spaces
Meet

26 of many

Update External Inbox ×

Donette Bayne <donette.bayne@scholarshipauditions.com> Sun, Sep 26, 12:42 PM
to Braden, Rachel, Jonathan

Hello!
I wanted to update you on our current status. As you know, on Friday, we received the loan portal update that indicated we needed to "accept" the $9,500 or lose it. Later that day, we received a call from JaShonia Stevens, who indicated she had been contacted by several people on our behalf. We thank you for that.

Rather than go into the whole conversation, which we again recorded and which was incredibly frustrating and upsetting, please see attached the email we sent today to Ms. Guzman, the Administrator of the SBA. Ms. Stevens indicated we should "accept" the $9,500 to at least ensure we get that amount. She assured us (not that we feel we can trust that) that this would in no way affect our appeal. We ask about contacting "upper management" which will be responsible for the review of our file. We were told we could not contact them, but more importantly, we were told that **Senators could not contact them!**

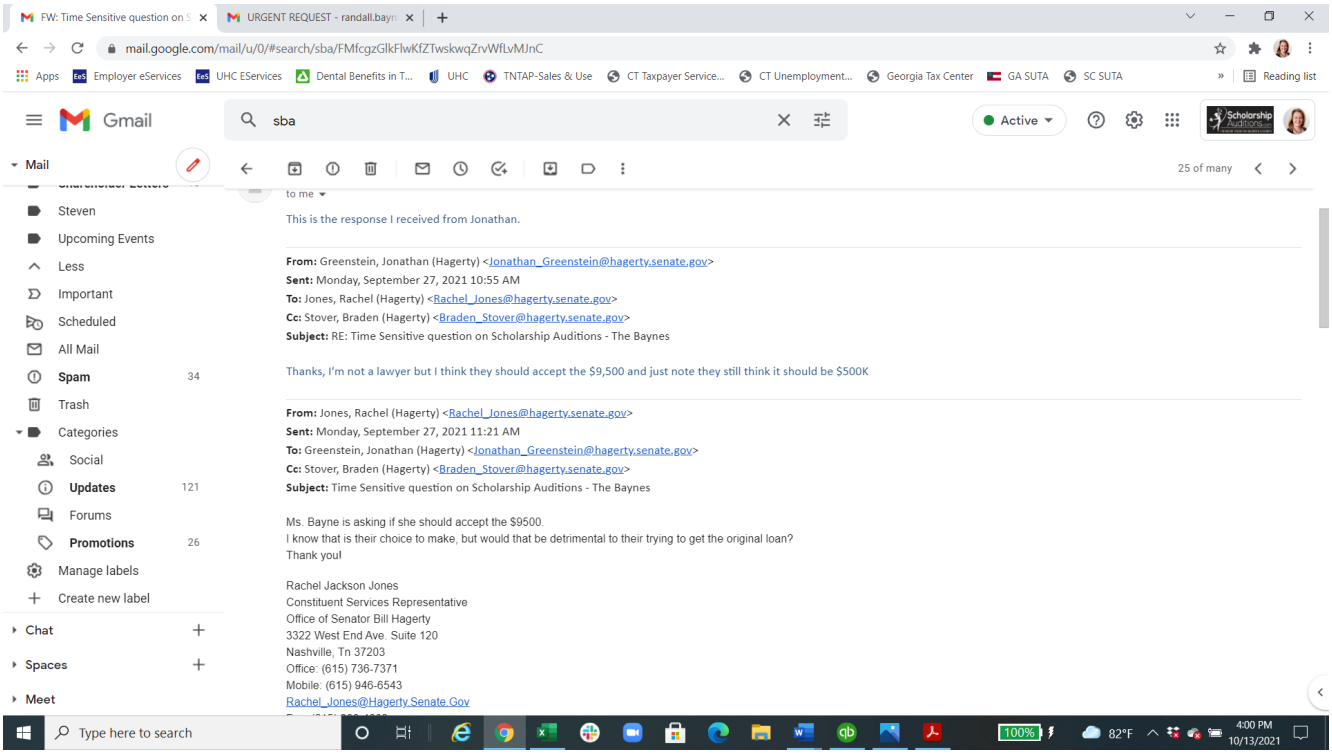
You have all been incredibly helpful, sympathetic and kind during this process. To say we are disheartened and disillusioned by our government is an understatement. We are trying everything we can think of to keep our doors open and help these students (and our employees and ourselves). To find we cannot trust the word of the very organization designed to help that happen is heartbreaking.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

4 Attachments

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EMAIL 91



FW: Time Sensitive question on S | URGENT REQUEST - randall.bayn

mail.google.com/mail/u/0/#search/sba/FMfcgzGlkFlwKfZTwskwqZrvWfLvMJnC

Apps | Employer eServices | UHC EServices | Dental Benefits in T... | UHC | TNTAP-Sales & Use | CT Taxpayer Service... | CT Unemployment... | Georgia Tax Center | GA SUTA | SC SUTA | Reading list

Gmail | sba | Active

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Steven
Upcoming Events
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Important
Scheduled
All Mail
Spam 34
Trash
Categories
Social
Updates 121
Forums
Promotions 26
Manage labels
Create new label
Chat
Spaces
Meet

25 of many

to me

This is the response I received from Jonathan.

From: Greenstein, Jonathan (Hagerty) <Jonathan_Greenstein@hagerty.senate.gov>
Sent: Monday, September 27, 2021 10:55 AM
To: Jones, Rachel (Hagerty) <Rachel_Jones@hagerty.senate.gov>
Cc: Stover, Braden (Hagerty) <Braden_Stover@hagerty.senate.gov>
Subject: RE: Time Sensitive question on Scholarship Auditions - The Baynes

Thanks, I'm not a lawyer but I think they should accept the $9,500 and just note they still think it should be $500K

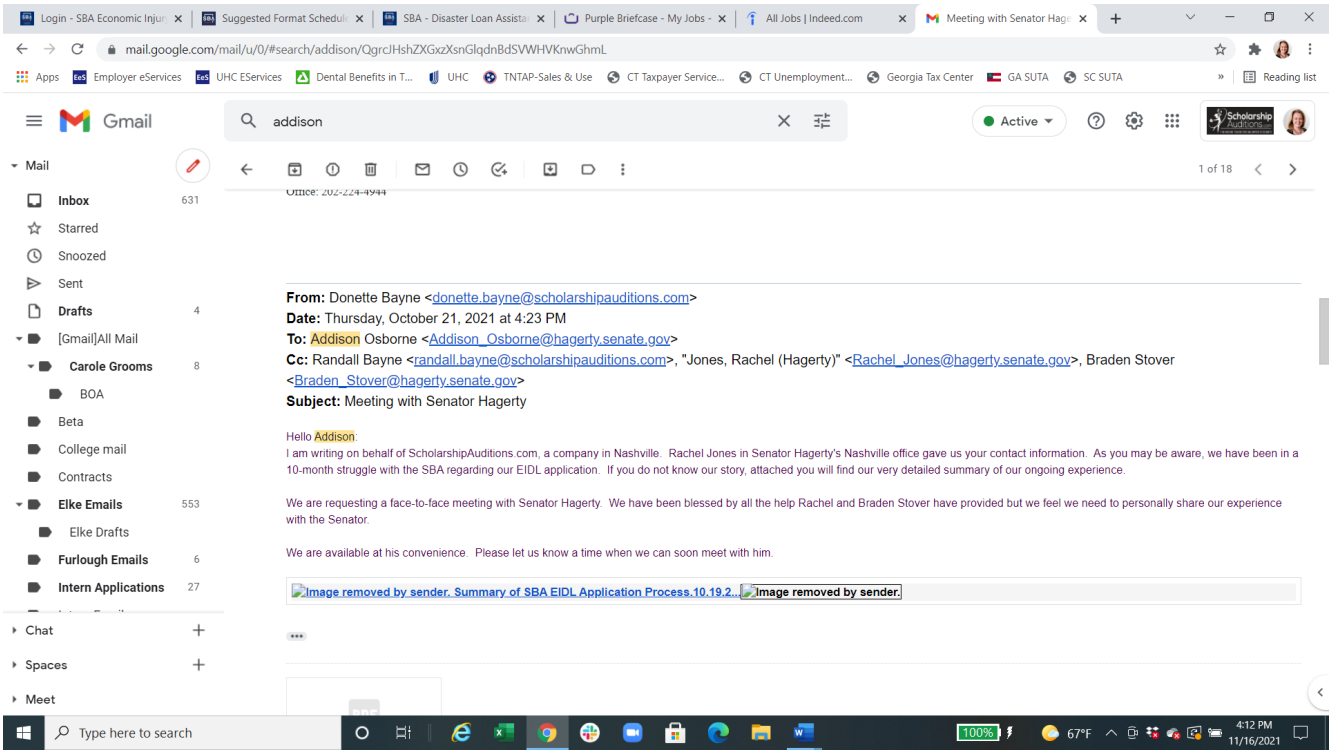
From: Jones, Rachel (Hagerty) <Rachel_Jones@hagerty.senate.gov>
Sent: Monday, September 27, 2021 11:21 AM
To: Greenstein, Jonathan (Hagerty) <Jonathan_Greenstein@hagerty.senate.gov>
Cc: Stover, Braden (Hagerty) <Braden_Stover@hagerty.senate.gov>
Subject: Time Sensitive question on Scholarship Auditions - The Baynes

Ms. Bayne is asking if she should accept the $9500.
I know that is their choice to make, but would that be detrimental to their trying to get the original loan?
Thank you!

Rachel Jackson Jones
Constituent Services Representative
Office of Senator Bill Hagerty
3322 West End Ave. Suite 120
Nashville, Tn 37203
Office: (615) 736-7371
Mobile: (615) 946-6543
Rachel_Jones@Hagerty.Senate.Gov

Type here to search | 100% | 82°F | 4:00 PM 10/13/2021

EMAIL 92



From: Donette Bayne <donette.bayne@scholarshipauditions.com>
Date: Thursday, October 21, 2021 at 4:23 PM
To: Addison Osborne <Addison_Osborne@hagerty.senate.gov>
Cc: Randall Bayne <randall.bayne@scholarshipauditions.com>, "Jones, Rachel (Hagerty)" <Rachel_Jones@hagerty.senate.gov>, Braden Stover <Braden_Stover@hagerty.senate.gov>
Subject: Meeting with Senator Hagerty

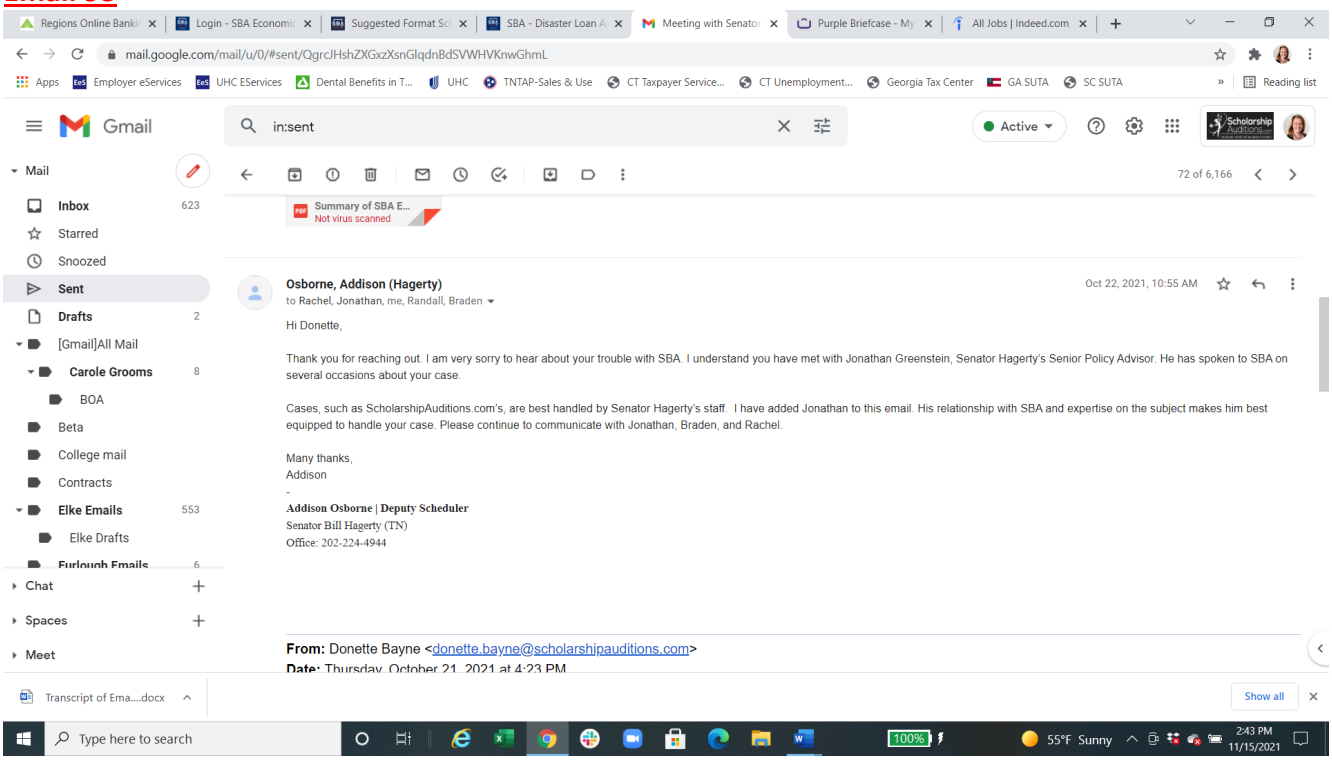
Hello Addison:
I am writing on behalf of ScholarshipAuditions.com, a company in Nashville. Rachel Jones in Senator Hagerty's Nashville office gave us your contact information. As you may be aware, we have been in a 10-month struggle with the SBA regarding our EIDL application. If you do not know our story, attached you will find our very detailed summary of our ongoing experience.

We are requesting a face-to-face meeting with Senator Hagerty. We have been blessed by all the help Rachel and Braden Stover have provided but we feel we need to personally share our experience with the Senator.

We are available at his convenience. Please let us know a time when we can soon meet with him.

Image removed by sender. Summary of SBA EIDL Application Process.10.19.2... Image removed by sender.

Email 93



Osborne, Addison (Hagerty)
to Rachel, Jonathan, me, Randall, Braden
Oct 22, 2021, 10:55 AM

Hi Donette,

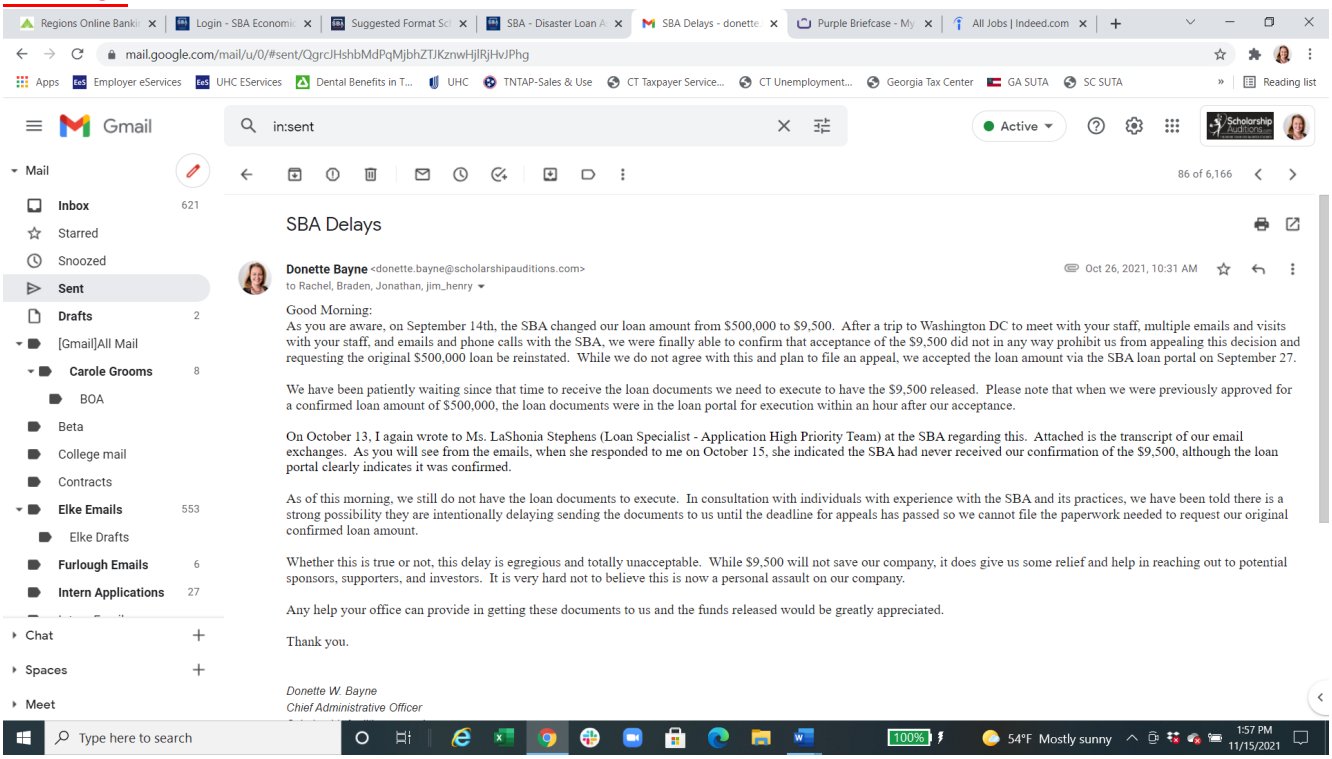
Thank you for reaching out. I am very sorry to hear about your trouble with SBA. I understand you have met with Jonathan Greenstein, Senator Hagerty's Senior Policy Advisor. He has spoken to SBA on several occasions about your case.

Cases, such as ScholarshipAuditions.com's, are best handled by Senator Hagerty's staff. I have added Jonathan to this email. His relationship with SBA and expertise on the subject makes him best equipped to handle your case. Please continue to communicate with Jonathan, Braden, and Rachel.

Many thanks,
Addison
-
Addison Osborne | Deputy Scheduler
Senator Bill Hagerty (TN)
Office: 202-224-4944

From: Donette Bayne <donette.bayne@scholarshipauditions.com>
Date: Thursday, October 21, 2021 at 4:23 PM

EMAIL 94



SBA Delays

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Rachel, Braden, Jonathan, jim_henry

Oct 26, 2021, 10:31 AM

Good Morning:
As you are aware, on September 14th, the SBA changed our loan amount from $500,000 to $9,500. After a trip to Washington DC to meet with your staff, multiple emails and visits with your staff, and emails and phone calls with the SBA, we were finally able to confirm that acceptance of the $9,500 did not in any way prohibit us from appealing this decision and requesting the original $500,000 loan be reinstated. While we do not agree with this and plan to file an appeal, we accepted the loan amount via the SBA loan portal on September 27.

We have been patiently waiting since that time to receive the loan documents we need to execute to have the $9,500 released. Please note that when we were previously approved for a confirmed loan amount of $500,000, the loan documents were in the loan portal for execution within an hour after our acceptance.

On October 13, I again wrote to Ms. LaShonia Stephens (Loan Specialist - Application High Priority Team) at the SBA regarding this. Attached is the transcript of our email exchanges. As you will see from the emails, when she responded to me on October 15, she indicated the SBA had never received our confirmation of the $9,500, although the loan portal clearly indicates it was confirmed.

As of this morning, we still do not have the loan documents to execute. In consultation with individuals with experience with the SBA and its practices, we have been told there is a strong possibility they are intentionally delaying sending the documents to us until the deadline for appeals has passed so we cannot file the paperwork needed to request our original confirmed loan amount.

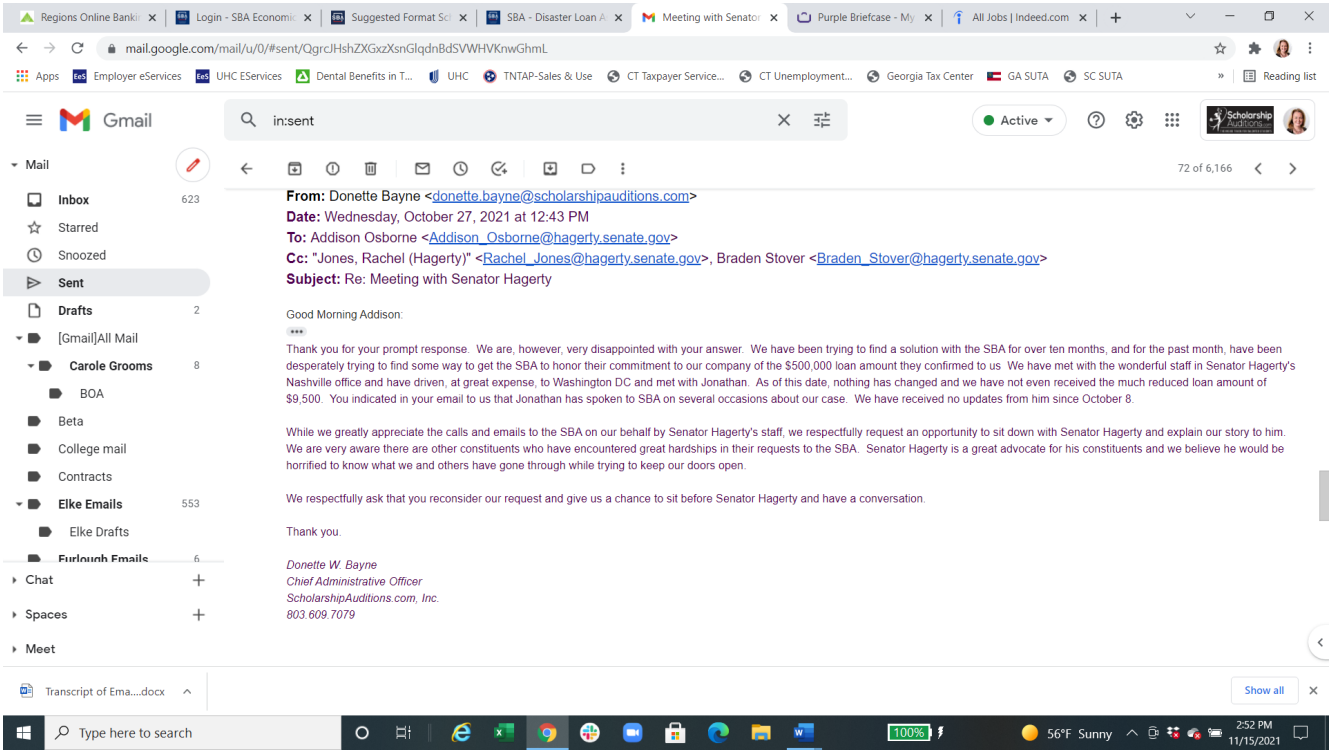
Whether this is true or not, this delay is egregious and totally unacceptable. While $9,500 will not save our company, it does give us some relief and help in reaching out to potential sponsors, supporters, and investors. It is very hard not to believe this is now a personal assault on our company.

Any help your office can provide in getting these documents to us and the funds released would be greatly appreciated.

Thank you.

Donette W. Bayne
Chief Administrative Officer

Email 95



From: Donette Bayne <donette.bayne@scholarshipauditions.com>
Date: Wednesday, October 27, 2021 at 12:43 PM
To: Addison Osborne <Addison_Osborne@hagerty.senate.gov>
Cc: "Jones, Rachel (Hagerty)" <Rachel_Jones@hagerty.senate.gov>, Braden Stover <Braden_Stover@hagerty.senate.gov>
Subject: Re: Meeting with Senator Hagerty

Good Morning Addison:

Thank you for your prompt response. We are, however, very disappointed with your answer. We have been trying to find a solution with the SBA for over ten months, and for the past month, have been desperately trying to find some way to get the SBA to honor their commitment to our company of the $500,000 loan amount they confirmed to us We have met with the wonderful staff in Senator Hagerty's Nashville office and have driven, at great expense, to Washington DC and met with Jonathan. As of this date, nothing has changed and we have not even received the much reduced loan amount of $9,500. You indicated in your email to us that Jonathan has spoken to SBA on several occasions about our case. We have received no updates from him since October 8.

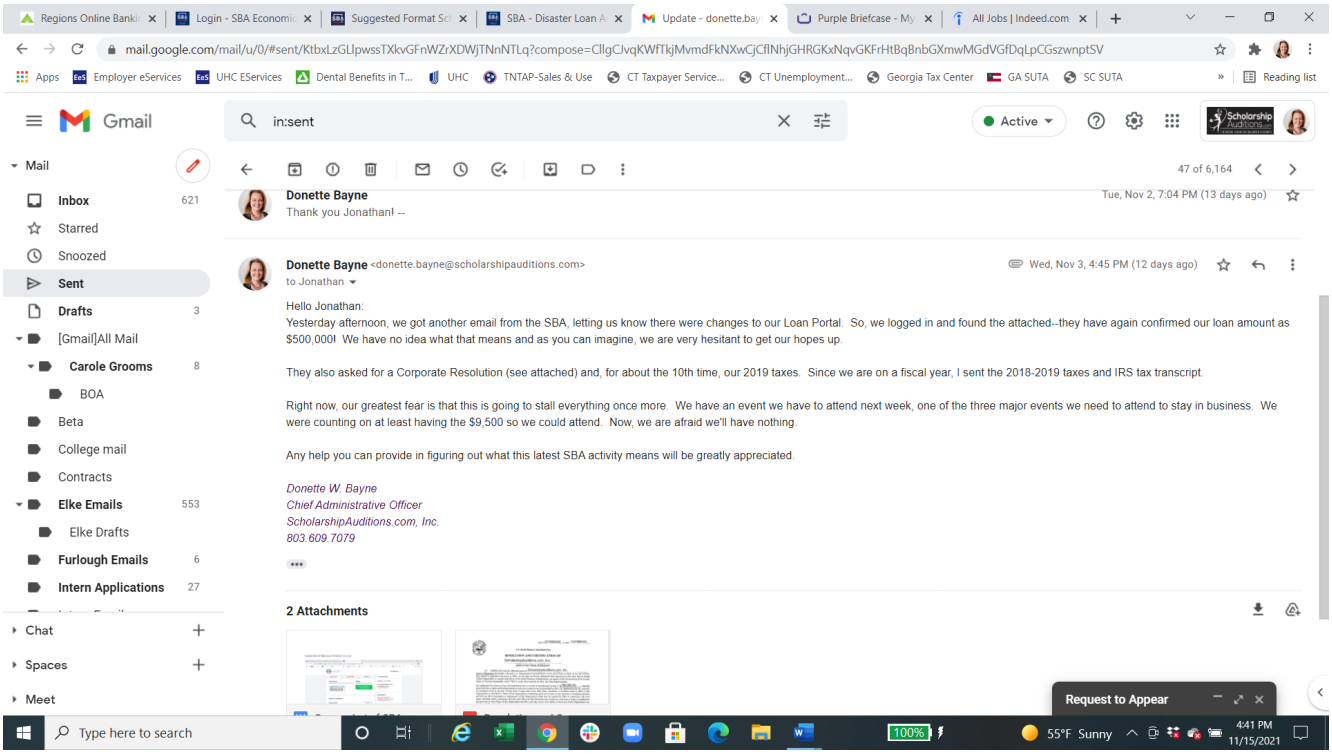
While we greatly appreciate the calls and emails to the SBA on our behalf by Senator Hagerty's staff, we respectfully request an opportunity to sit down with Senator Hagerty and explain our story to him. We are very aware there are other constituents who have encountered great hardships in their requests to the SBA. Senator Hagerty is a great advocate for his constituents and we believe he would be horrified to know what we and others have gone through while trying to keep our doors open.

We respectfully ask that you reconsider our request and give us a chance to sit before Senator Hagerty and have a conversation.

Thank you.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Email 96



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  - Furlough Emails 6
  - Intern Applications 27

Chat | Spaces | Meet

47 of 6,164

Donette Bayne
Thank you Jonathan! --
Tue, Nov 2, 7:04 PM (13 days ago)

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Jonathan
Wed, Nov 3, 4:45 PM (12 days ago)

Hello Jonathan:
Yesterday afternoon, we got another email from the SBA, letting us know there were changes to our Loan Portal. So, we logged in and found the attached--they have again confirmed our loan amount as $500,000! We have no idea what that means and as you can imagine, we are very hesitant to get our hopes up.

They also asked for a Corporate Resolution (see attached) and, for about the 10th time, our 2019 taxes. Since we are on a fiscal year, I sent the 2018-2019 taxes and IRS tax transcript.

Right now, our greatest fear is that this is going to stall everything once more. We have an event we have to attend next week, one of the three major events we need to attend to stay in business. We were counting on at least having the $9,500 so we could attend. Now, we are afraid we'll have nothing.

Any help you can provide in figuring out what this latest SBA activity means will be greatly appreciated.

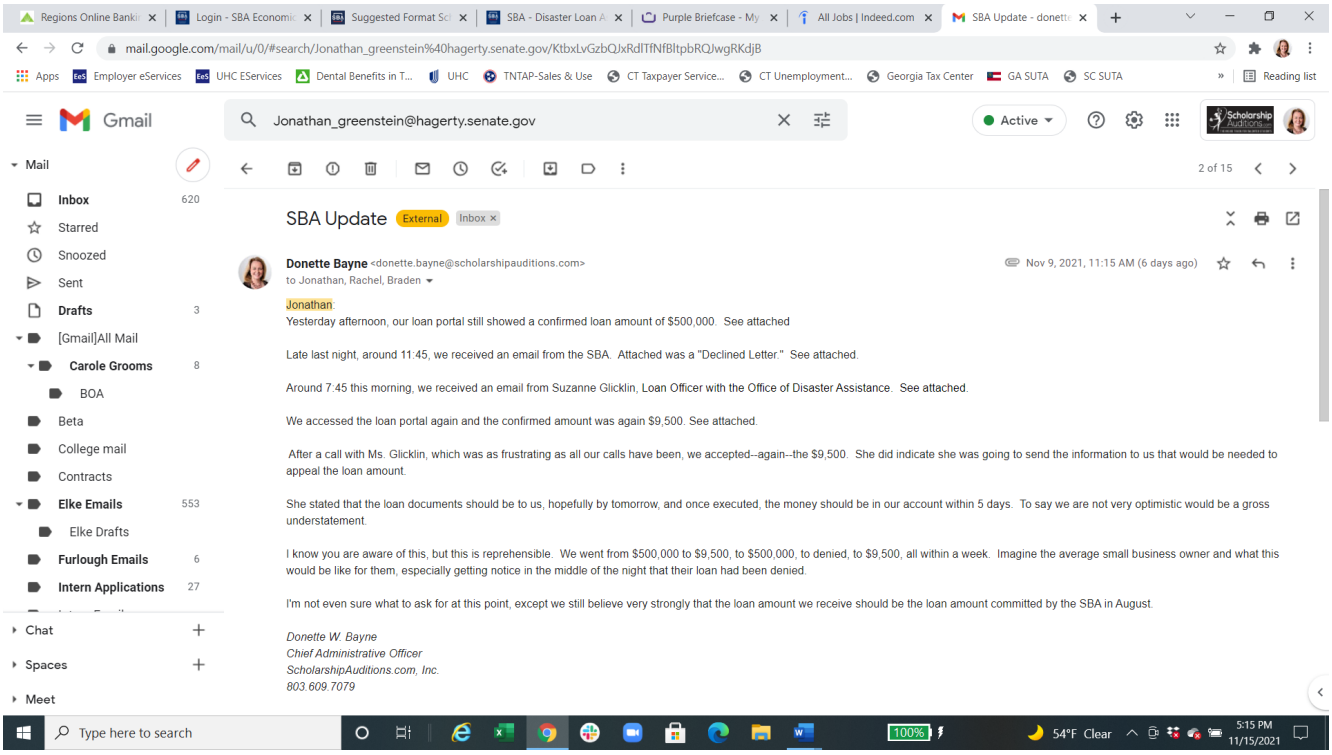
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

2 Attachments

Request to Appear

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Email 97



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Apps | Employer eServices | UHC EServices | Dental Benefits in T... | UHC | TNTAP-Sales & Use | CT Taxpayer Service... | CT Unemployment... | Georgia Tax Center | GA SUTA | SC SUTA | Reading list

Gmail | Jonathan_greenstein@hagerty.senate.gov | Active

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- Starred
- Snoozed
- Sent
- Drafts 3
- [Gmail]All Mail
  - Carole Grooms 8
    - BOA
  - Beta
  - College mail
  - Contracts
  - Elke Emails 553
    - Elke Drafts
  - Furlough Emails 6
  - Intern Applications 27

Chat | Spaces | Meet

2 of 15

SBA Update External Inbox

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Jonathan, Rachel, Braden
Nov 9, 2021, 11:15 AM (6 days ago)

Jonathan
Yesterday afternoon, our loan portal still showed a confirmed loan amount of $500,000. See attached

Late last night, around 11:45, we received an email from the SBA. Attached was a "Declined Letter." See attached.

Around 7:45 this morning, we received an email from Suzanne Glicklin, Loan Officer with the Office of Disaster Assistance. See attached.

We accessed the loan portal again and the confirmed amount was again $9,500. See attached.

After a call with Ms. Glicklin, which was as frustrating as all our calls have been, we accepted--again--the $9,500. She did indicate she was going to send the information to us that would be needed to appeal the loan amount.

She stated that the loan documents should be to us, hopefully by tomorrow, and once executed, the money should be in our account within 5 days. To say we are not very optimistic would be a gross understatement.

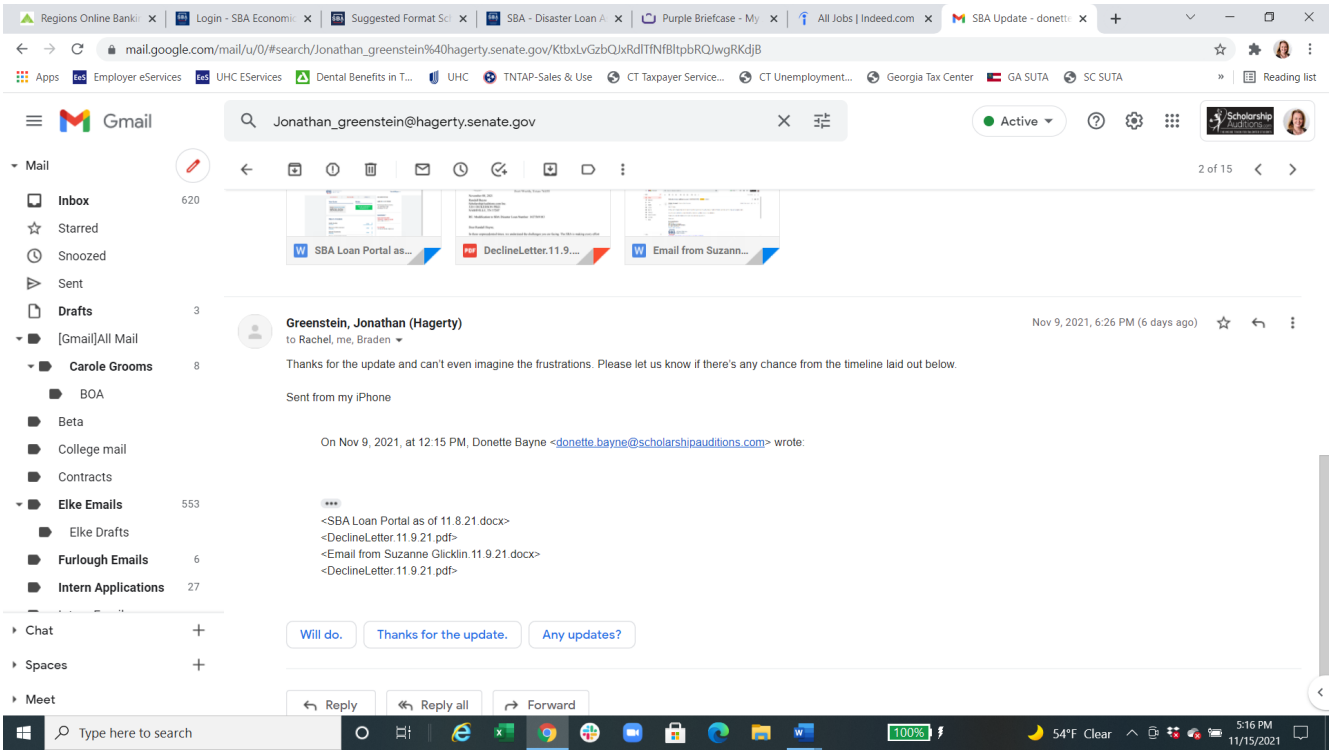
I know you are aware of this, but this is reprehensible. We went from $500,000 to $9,500, to $500,000, to denied, to $9,500, all within a week. Imagine the average small business owner and what this would be like for them, especially getting notice in the middle of the night that their loan had been denied.

I'm not even sure what to ask for at this point, except we still believe very strongly that the loan amount we receive should be the loan amount committed by the SBA in August.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

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Email 98


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Apps
Employer eServices
UHC EServices
Dental Benefits in T...
UHC
TNTAP-Sales & Use
CT Taxpayer Service...
CT Unemployment...
Georgia Tax Center
GA SUTA
SC SUTA
Reading list
Gmail
Jonathan_greenstein@hagerty.senate.gov
Active
Mail
Inbox 620
Starred
Snoozed
Sent
Drafts 3
[Gmail]All Mail
Carole Grooms 8
BOA
Beta
College mail
Contracts
Elke Emails 553
Elke Drafts
Furlough Emails 6
Intern Applications 27
Chat
Spaces
Meet
2 of 15
SBA Loan Portal as...
DeclineLetter.11.9....
Email from Suzann...
Greenstein, Jonathan (Hagerty)
to Rachel, me, Braden
Nov 9, 2021, 6:26 PM (6 days ago)
Thanks for the update and can't even imagine the frustrations. Please let us know if there's any chance from the timeline laid out below.
Sent from my iPhone
On Nov 9, 2021, at 12:15 PM, Donette Bayne <donette.bayne@scholarshipauditions.com> wrote:
<SBA Loan Portal as of 11.8.21.docx>
<DeclineLetter.11.9.21.pdf>
<Email from Suzanne Glicklin.11.9.21.docx>
<DeclineLetter.11.9.21.pdf>
Will do.
Thanks for the update.
Any updates?
Reply
Reply all
Forward
Type here to search
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5:16 PM
11/15/2021

APPENDIX E

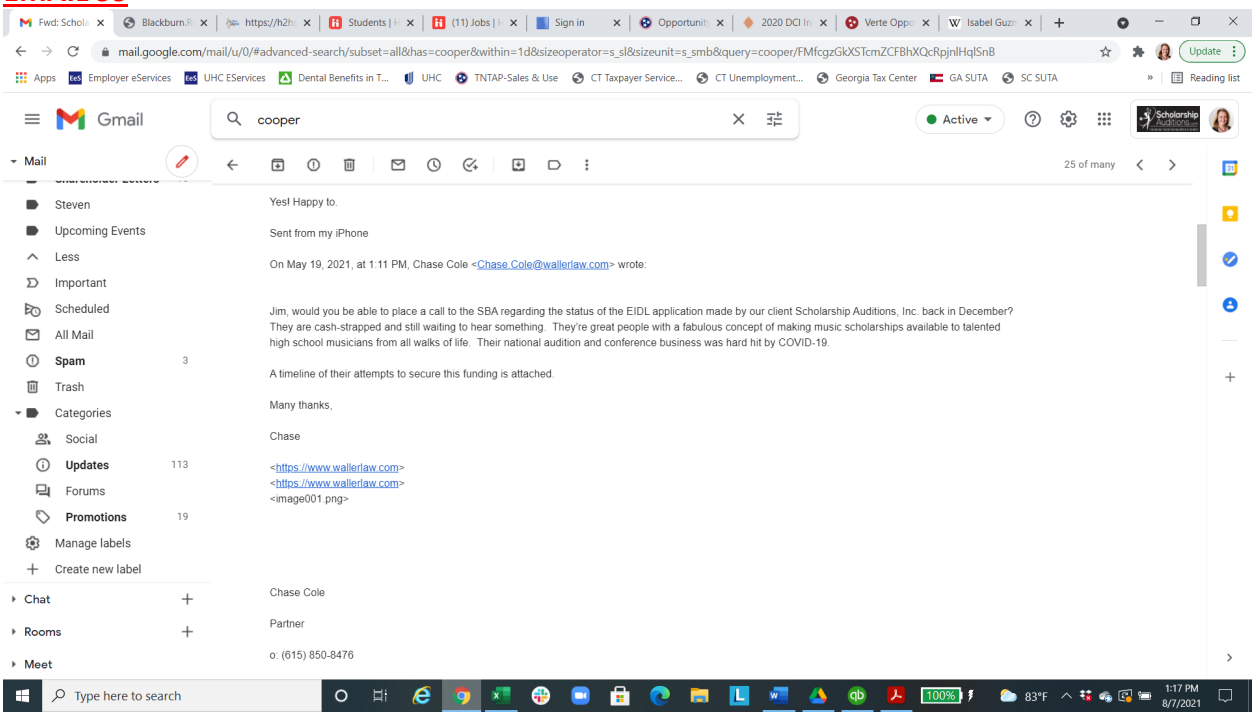
Documentation of Conversations and Correspondence with the Office of United States Representative Jim Cooper



ScholarshipAuditions.com

REPRESENTATIVE COOPER'S OFFICE CONTACTED BY CHASE COLE ON MAY 19, 2021

EMAIL 99



Fwd: Scholarship Blackburn https://h2h Students (11) Jobs Sign in Opportunity 2020 DCI In Verte Oppo Isabel Guzm

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Update

Apps Employer eServices UHC EServices Dental Benefits in T... UHC TNTAP-Sales & Use CT Taxpayer Service... CT Unemployment... Georgia Tax Center GA SUTA SC SUTA Reading list

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Upcoming Events
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Scheduled
All Mail
Spam 3
Trash
Categories
Social
Updates 113
Forums
Promotions 19
Manage labels
Create new label
Chat
Rooms
Meet

Yes! Happy to.

Sent from my iPhone

On May 19, 2021, at 1:11 PM, Chase Cole <Chase.Cole@wallerlaw.com> wrote:

Jim, would you be able to place a call to the SBA regarding the status of the EIDL application made by our client Scholarship Auditions, Inc. back in December? They are cash-strapped and still waiting to hear something. They're great people with a fabulous concept of making music scholarships available to talented high school musicians from all walks of life. Their national audition and conference business was hard hit by COVID-19.

A timeline of their attempts to secure this funding is attached.

Many thanks,

Chase

<https://www.wallerlaw.com>
<https://www.wallerlaw.com>
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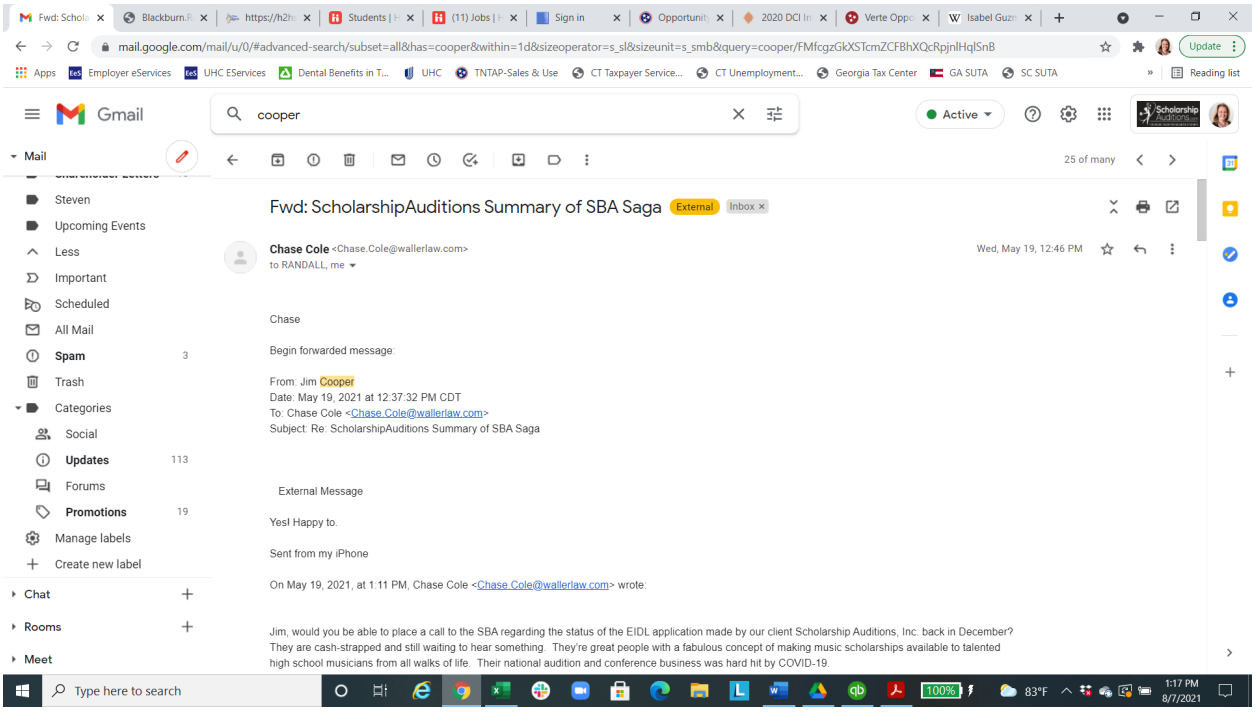
Chase Cole

Partner

o: (615) 850-8476

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83°F 1:17 PM 8/7/2021



Fwd: Scholarship Blackburn https://h2h Students (11) Jobs Sign in Opportunity 2020 DCI In Verte Oppo Isabel Guzm

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Update

Apps Employer eServices UHC EServices Dental Benefits in T... UHC TNTAP-Sales & Use CT Taxpayer Service... CT Unemployment... Georgia Tax Center GA SUTA SC SUTA Reading list

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Upcoming Events
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Important
Scheduled
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Spam 3
Trash
Categories
Social
Updates 113
Forums
Promotions 19
Manage labels
Create new label
Chat
Rooms
Meet

Fwd: ScholarshipAuditions Summary of SBA Saga External Inbox ×

Chase Cole <Chase.Cole@wallerlaw.com> Wed, May 19, 12:46 PM
to RANDALL, me

Chase

Begin forwarded message:

From: Jim Cooper
Date: May 19, 2021 at 12:37:32 PM CDT
To: Chase Cole <Chase.Cole@wallerlaw.com>
Subject: Re: ScholarshipAuditions Summary of SBA Saga

External Message

Yes! Happy to.

Sent from my iPhone

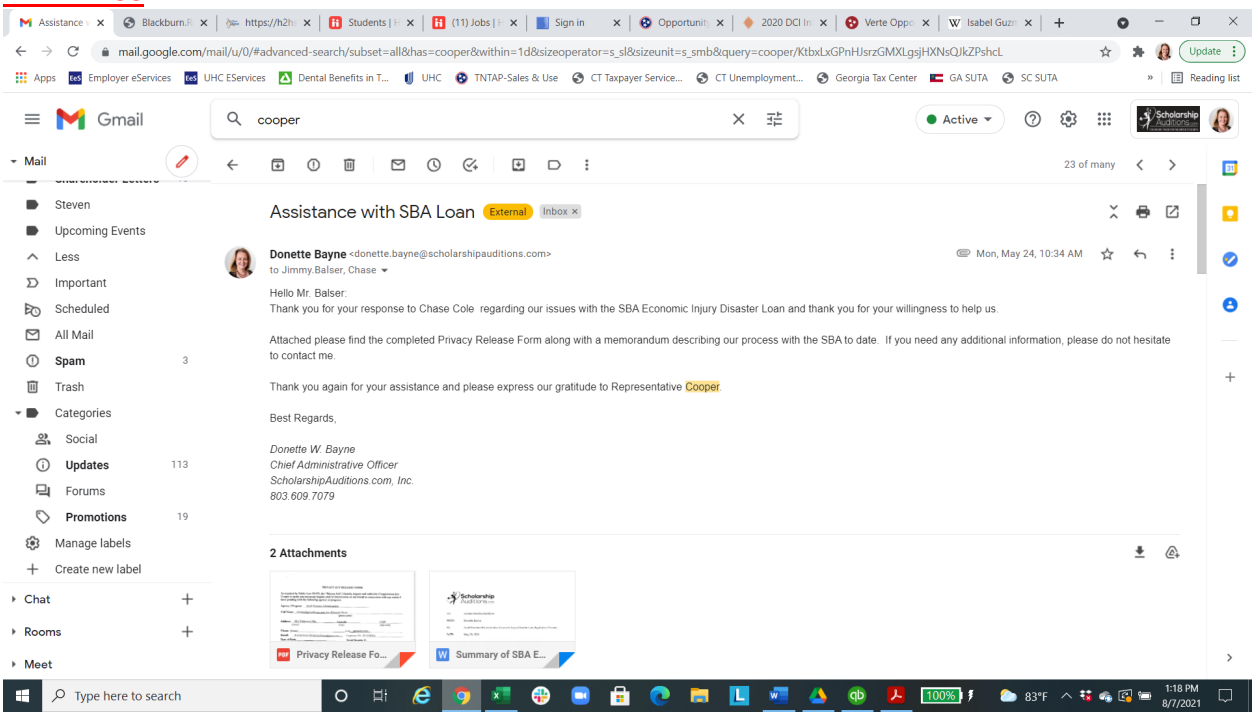
On May 19, 2021, at 1:11 PM, Chase Cole <Chase.Cole@wallerlaw.com> wrote:

Jim, would you be able to place a call to the SBA regarding the status of the EIDL application made by our client Scholarship Auditions, Inc. back in December? They are cash-strapped and still waiting to hear something. They're great people with a fabulous concept of making music scholarships available to talented high school musicians from all walks of life. Their national audition and conference business was hard hit by COVID-19.

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83°F 1:17 PM 8/7/2021

EMAIL 100



Assistance with SBA Loan External Inbox ×

Donette Bayne <donette.bayne@scholarshipauditions.com> Mon, May 24, 10:34 AM
to Jimmy.Balser, Chase

Hello Mr. Balser:
Thank you for your response to Chase Cole regarding our issues with the SBA Economic Injury Disaster Loan and thank you for your willingness to help us.

Attached please find the completed Privacy Release Form along with a memorandum describing our process with the SBA to date. If you need any additional information, please do not hesitate to contact me.

Thank you again for your assistance and please express our gratitude to Representative Cooper.

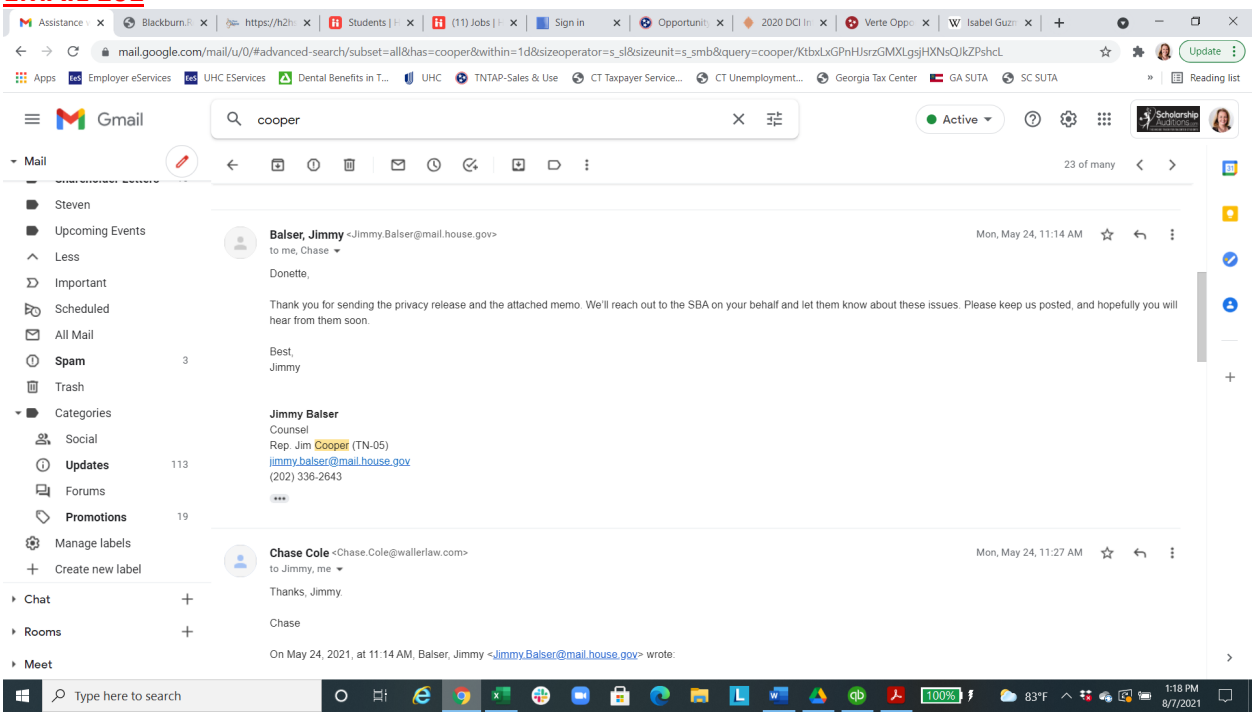
Best Regards,

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

2 Attachments

Privacy Release Fo... Summary of SBA E...

EMAIL 101



Balser, Jimmy <Jimmy.Balser@mail.house.gov> Mon, May 24, 11:14 AM
to me, Chase

Donette,

Thank you for sending the privacy release and the attached memo. We'll reach out to the SBA on your behalf and let them know about these issues. Please keep us posted, and hopefully you will hear from them soon.

Best,
Jimmy

Jimmy Balser
Counsel
Rep. Jim Cooper (TN-05)
jimmy.balser@mail.house.gov
(202) 336-2643

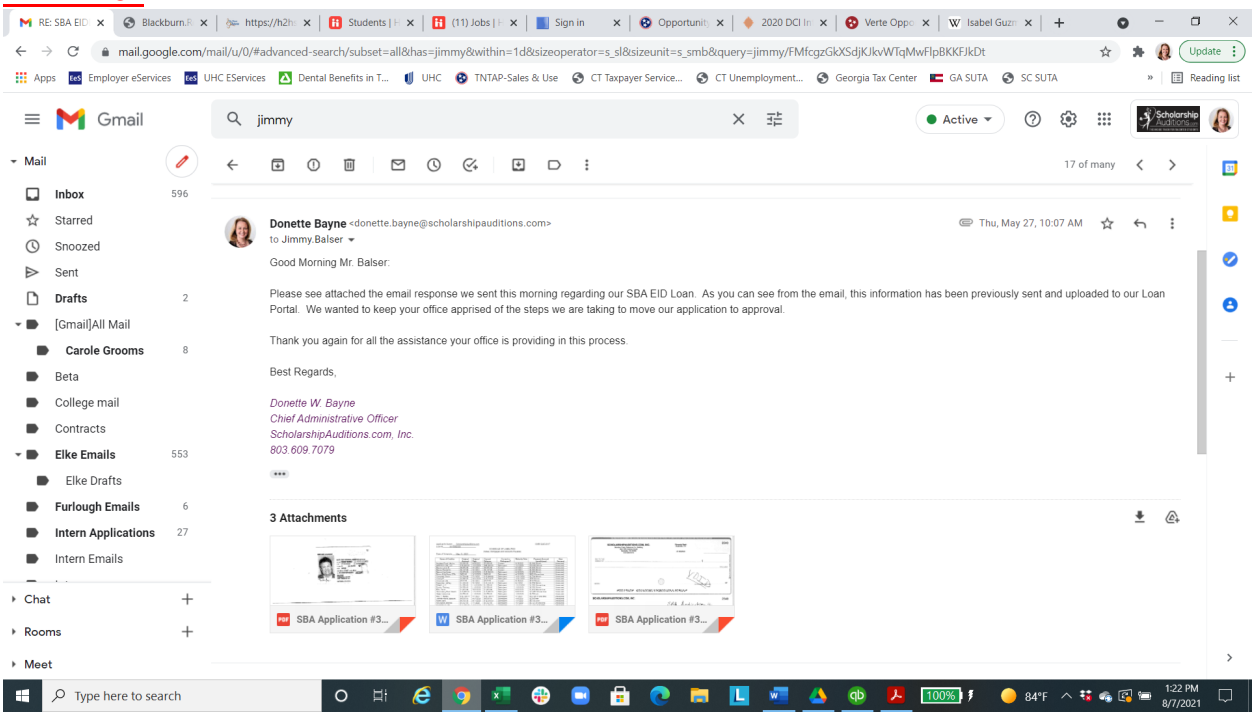
Chase Cole <Chase.Cole@wallerlaw.com> Mon, May 24, 11:27 AM
to Jimmy, me

Thanks, Jimmy.

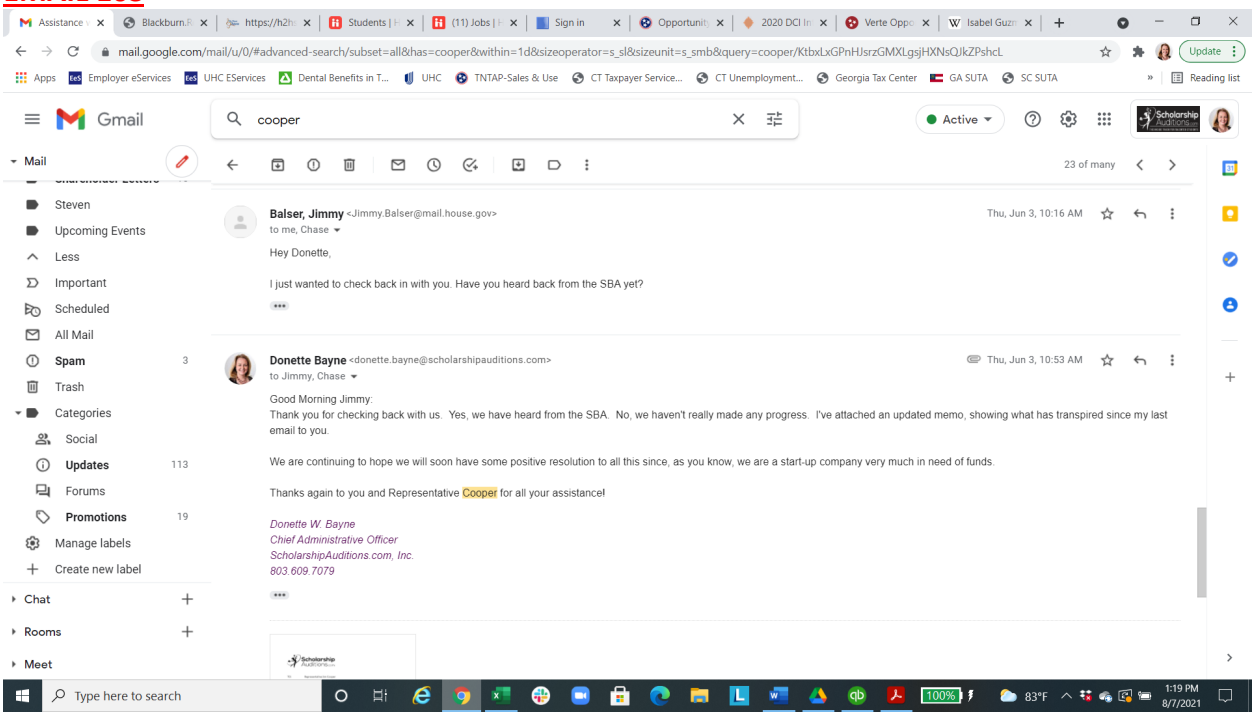
Chase

On May 24, 2021, at 11:14 AM, Balser, Jimmy <Jimmy.Balser@mail.house.gov> wrote:

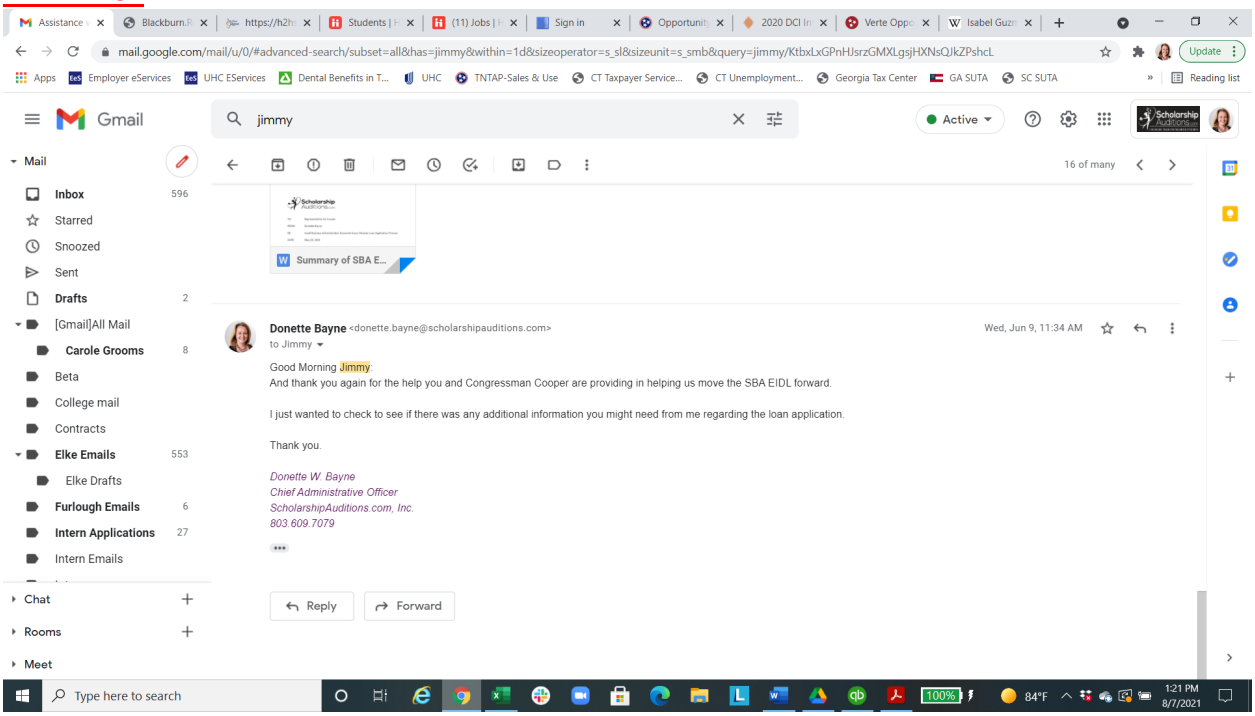
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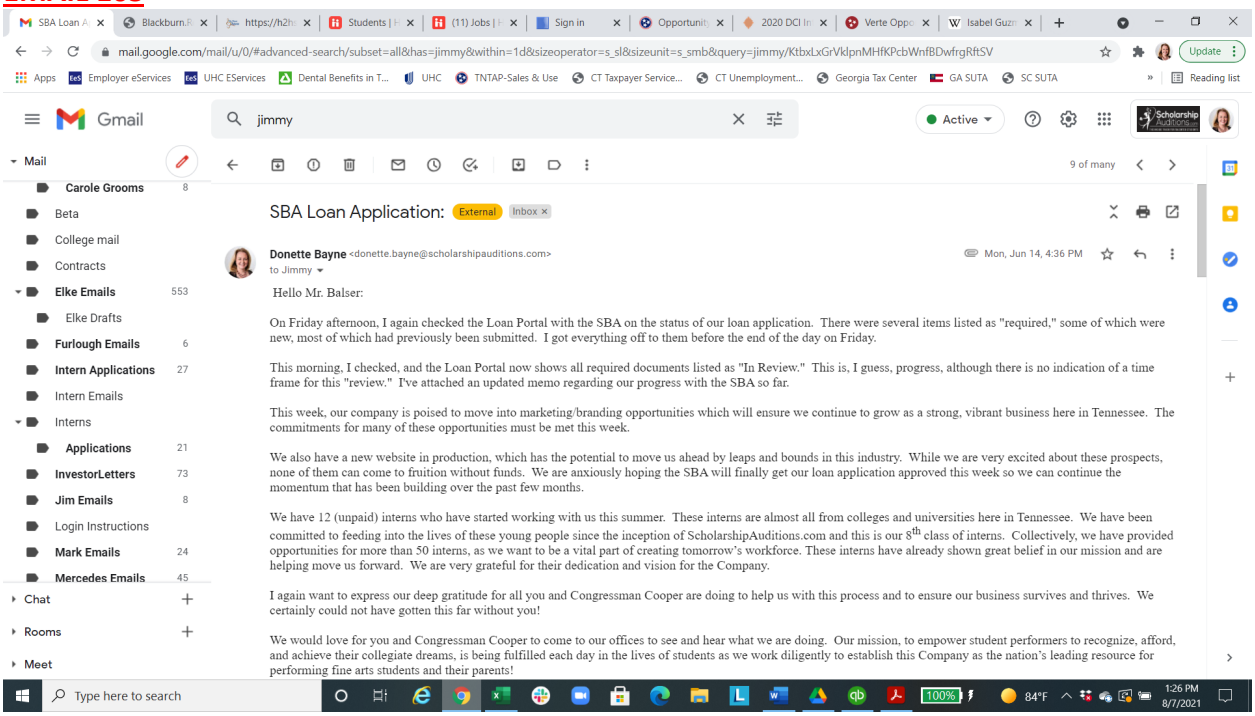
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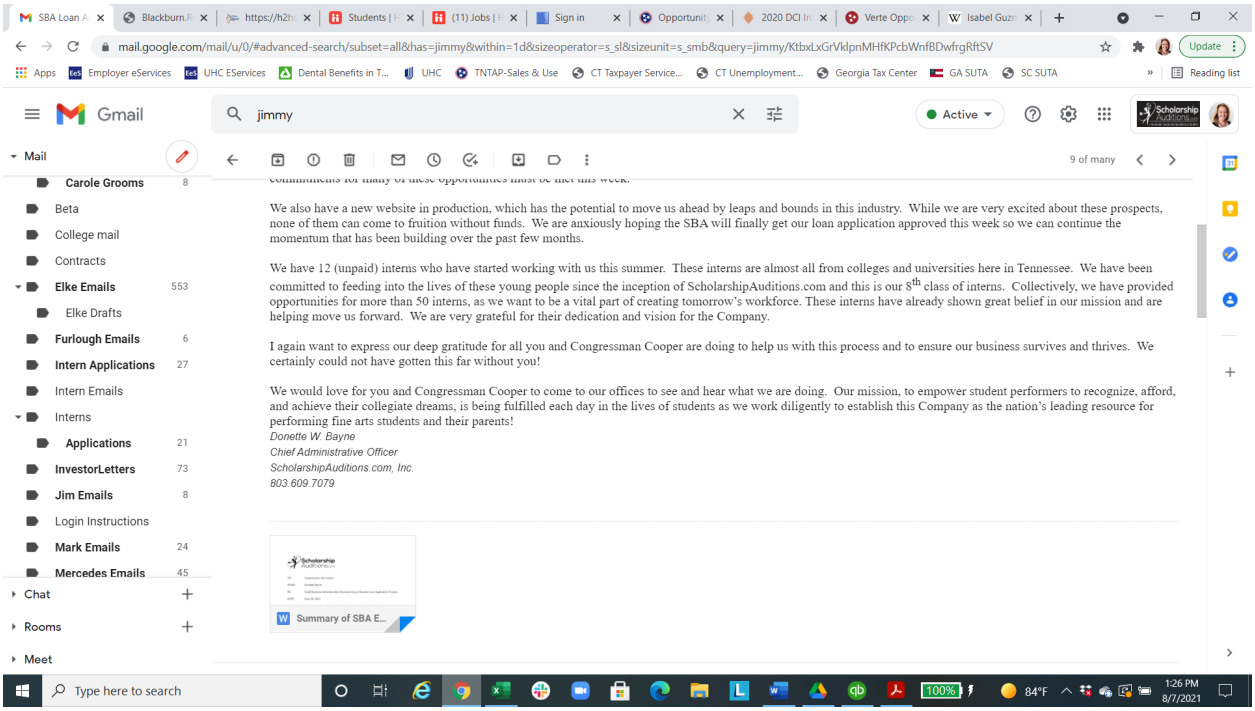


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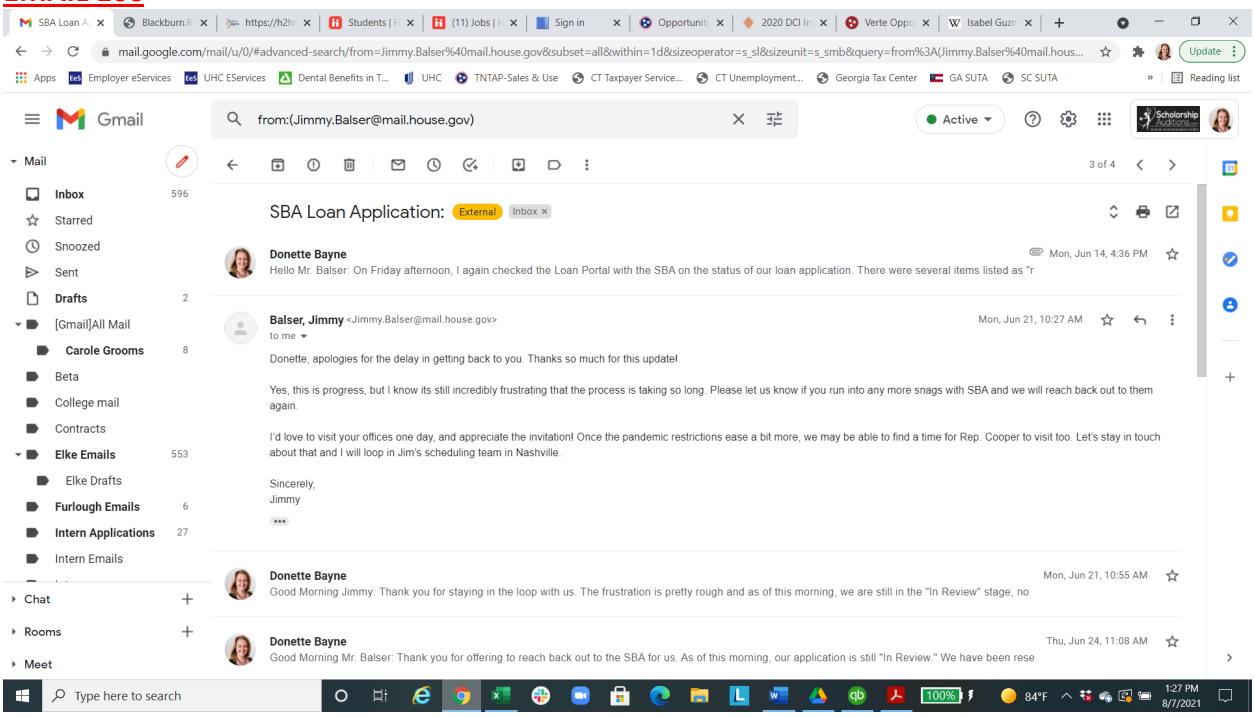


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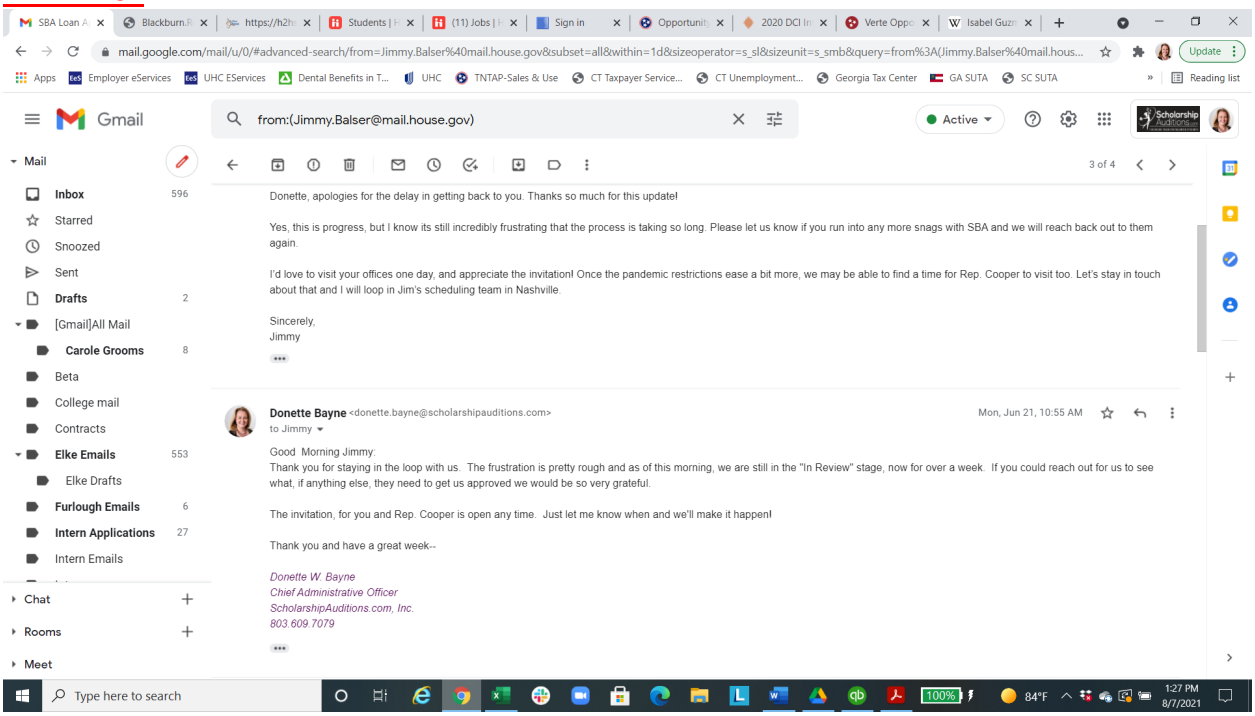



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College mail
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Elke Drafts
Furlough Emails 6
Intern Applications 27
Intern Emails
Interns
Applications 21
InvestorLetters 73
Jim Emails 8
Login Instructions
Mark Emails 24
Mercedes Emails 45
Chat
Rooms
Meet
9 of many
We also have a new website in production, which has the potential to move us ahead by leaps and bounds in this industry. While we are very excited about these prospects, none of them can come to fruition without funds. We are anxiously hoping the SBA will finally get our loan application approved this week so we can continue the momentum that has been building over the past few months.
We have 12 (unpaid) interns who have started working with us this summer. These interns are almost all from colleges and universities here in Tennessee. We have been committed to feeding into the lives of these young people since the inception of ScholarshipAuditions.com and this is our 8th class of interns. Collectively, we have provided opportunities for more than 50 interns, as we want to be a vital part of creating tomorrow's workforce. These interns have already shown great belief in our mission and are helping move us forward. We are very grateful for their dedication and vision for the Company.
I again want to express our deep gratitude for all you and Congressman Cooper are doing to help us with this process and to ensure our business survives and thrives. We certainly could not have gotten this far without you!
We would love for you and Congressman Cooper to come to our offices to see and hear what we are doing. Our mission, to empower student performers to recognize, afford, and achieve their collegiate dreams, is being fulfilled each day in the lives of students as we work diligently to establish this Company as the nation's leading resource for performing fine arts students and their parents!
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Summary of SBA E...
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8/7/2021

EMAIL 106


from:(Jimmy.Balser@mail.house.gov)
Active
Mail
Inbox 596
Starred
Snoozed
Sent
Drafts 2
[Gmail]All Mail
Carole Grooms 8
Beta
College mail
Contracts
Elke Emails 553
Elke Drafts
Furlough Emails 6
Intern Applications 27
Intern Emails
Chat
Rooms
Meet
3 of 4
SBA Loan Application: External Inbox ×
Donette Bayne
Mon, Jun 14, 4:36 PM
Hello Mr. Balser: On Friday afternoon, I again checked the Loan Portal with the SBA on the status of our loan application. There were several items listed as "r
Balser, Jimmy <Jimmy.Balser@mail.house.gov>
Mon, Jun 21, 10:27 AM
to me
Donette, apologies for the delay in getting back to you. Thanks so much for this update!
Yes, this is progress, but I know its still incredibly frustrating that the process is taking so long. Please let us know if you run into any more snags with SBA and we will reach back out to them again.
I'd love to visit your offices one day, and appreciate the invitation! Once the pandemic restrictions ease a bit more, we may be able to find a time for Rep. Cooper to visit too. Let's stay in touch about that and I will loop in Jim's scheduling team in Nashville.
Sincerely,
Jimmy
Donette Bayne
Mon, Jun 21, 10:55 AM
Good Morning Jimmy: Thank you for staying in the loop with us. The frustration is pretty rough and as of this morning, we are still in the "In Review" stage, no
Donette Bayne
Thu, Jun 24, 11:08 AM
Good Morning Mr. Balser: Thank you for offering to reach back out to the SBA for us. As of this morning, our application is still "In Review." We have been rese
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1:27 PM
8/7/2021

EMAIL 107



Donette, apologies for the delay in getting back to you. Thanks so much for this update!

Yes, this is progress, but I know its still incredibly frustrating that the process is taking so long. Please let us know if you run into any more snags with SBA and we will reach back out to them again.

I'd love to visit your offices one day, and appreciate the invitation! Once the pandemic restrictions ease a bit more, we may be able to find a time for Rep. Cooper to visit too. Let's stay in touch about that and I will loop in Jim's scheduling team in Nashville.

Sincerely,
Jimmy

Donette Bayne <donette.bayne@scholarshipauditions.com> Mon, Jun 21, 10:55 AM
to Jimmy

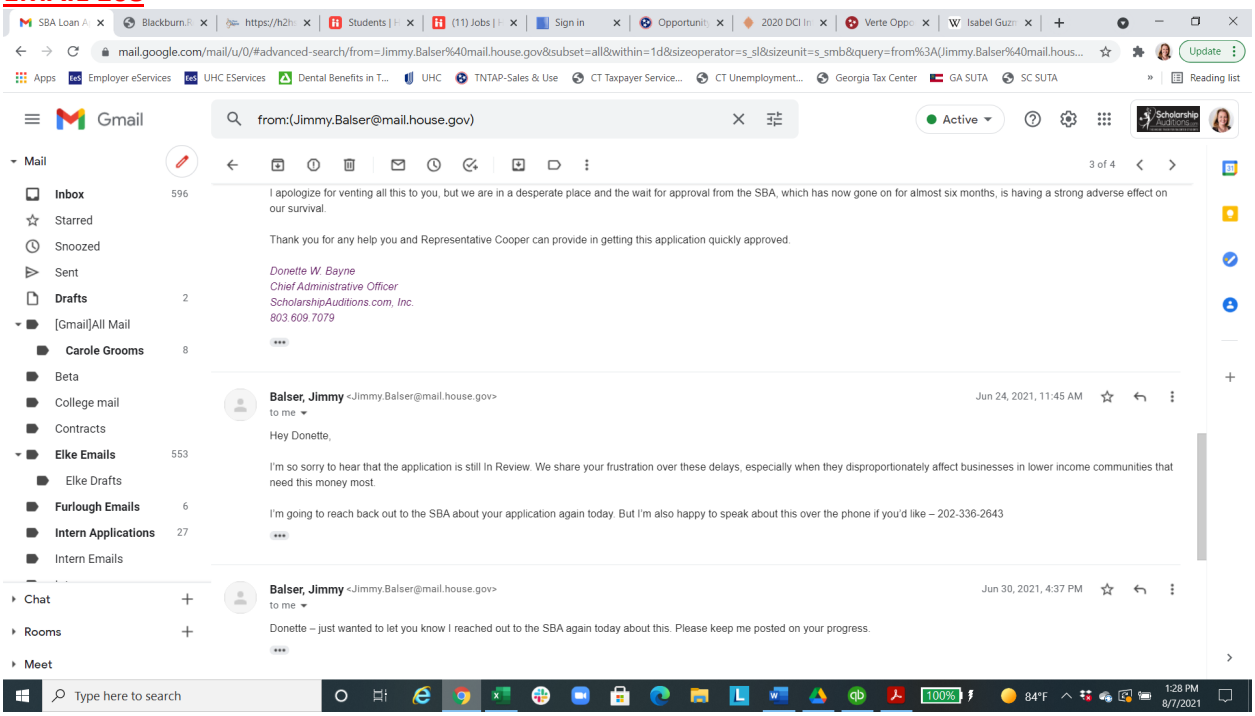
Good Morning Jimmy:
Thank you for staying in the loop with us. The frustration is pretty rough and as of this morning, we are still in the "In Review" stage, now for over a week. If you could reach out for us to see what, if anything else, they need to get us approved we would be so very grateful.

The invitation, for you and Rep. Cooper is open any time. Just let me know when and we'll make it happen!

Thank you and have a great week--

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

EMAIL 108



I apologize for venting all this to you, but we are in a desperate place and the wait for approval from the SBA, which has now gone on for almost six months, is having a strong adverse effect on our survival.

Thank you for any help you and Representative Cooper can provide in getting this application quickly approved.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Balser, Jimmy <Jimmy.Balser@mail.house.gov> Jun 24, 2021, 11:45 AM
to me

Hey Donette,

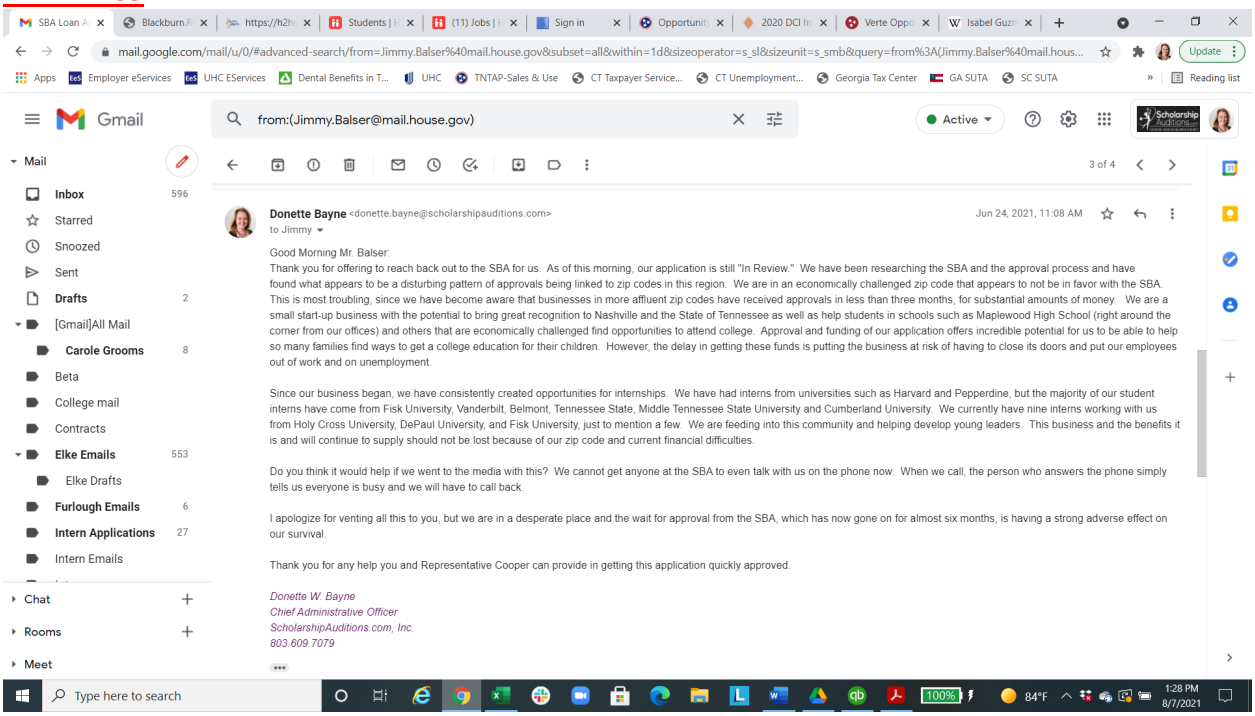
I'm so sorry to hear that the application is still In Review. We share your frustration over these delays, especially when they disproportionately affect businesses in lower income communities that need this money most.

I'm going to reach back out to the SBA about your application again today. But I'm also happy to speak about this over the phone if you'd like – 202-336-2643

Balser, Jimmy <Jimmy.Balser@mail.house.gov> Jun 30, 2021, 4:37 PM
to me

Donette – just wanted to let you know I reached out to the SBA again today about this. Please keep me posted on your progress.

EMAIL 109



mail.google.com/mail/u/0/#advanced-search/from=Jimmy.Balser%40mail.house.gov&subset=all&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=from%3A(Jimmy.Balser%40mail.hous...

Gmail — from:(Jimmy.Balser@mail.house.gov)

Mail
- Inbox 596
- Starred
- Snoozed
- Sent
- Drafts 2
- [Gmail]All Mail
- Carole Grooms 8
- Beta
- College mail
- Contracts
- Elke Emails 553
- Elke Drafts
- Furlough Emails 6
- Intern Applications 27
- Intern Emails

Chat
Rooms
Meet

3 of 4

Donette Bayne <donette.bayne@scholarshipauditions.com> Jun 24, 2021, 11:08 AM
to Jimmy

Good Morning Mr. Balser:
Thank you for offering to reach back out to the SBA for us. As of this morning, our application is still "In Review." We have been researching the SBA and the approval process and have found what appears to be a disturbing pattern of approvals being linked to zip codes in this region. We are in an economically challenged zip code that appears to not be in favor with the SBA. This is most troubling, since we have become aware that businesses in more affluent zip codes have received approvals in less than three months, for substantial amounts of money. We are a small start-up business with the potential to bring great recognition to Nashville and the State of Tennessee as well as help students in schools such as Maplewood High School (right around the corner from our offices) and others that are economically challenged find opportunities to attend college. Approval and funding of our application offers incredible potential for us to be able to help so many families find ways to get a college education for their children. However, the delay in getting these funds is putting the business at risk of having to close its doors and put our employees out of work and on unemployment.

Since our business began, we have consistently created opportunities for internships. We have had interns from universities such as Harvard and Pepperdine, but the majority of our student interns have come from Fisk University, Vanderbilt, Belmont, Tennessee State, Middle Tennessee State University and Cumberland University. We currently have nine interns working with us from Holy Cross University, DePaul University, and Fisk University, just to mention a few. We are feeding into this community and helping develop young leaders. This business and the benefits it is and will continue to supply should not be lost because of our zip code and current financial difficulties.

Do you think it would help if we went to the media with this? We cannot get anyone at the SBA to even talk with us on the phone now. When we call, the person who answers the phone simply tells us everyone is busy and we will have to call back.

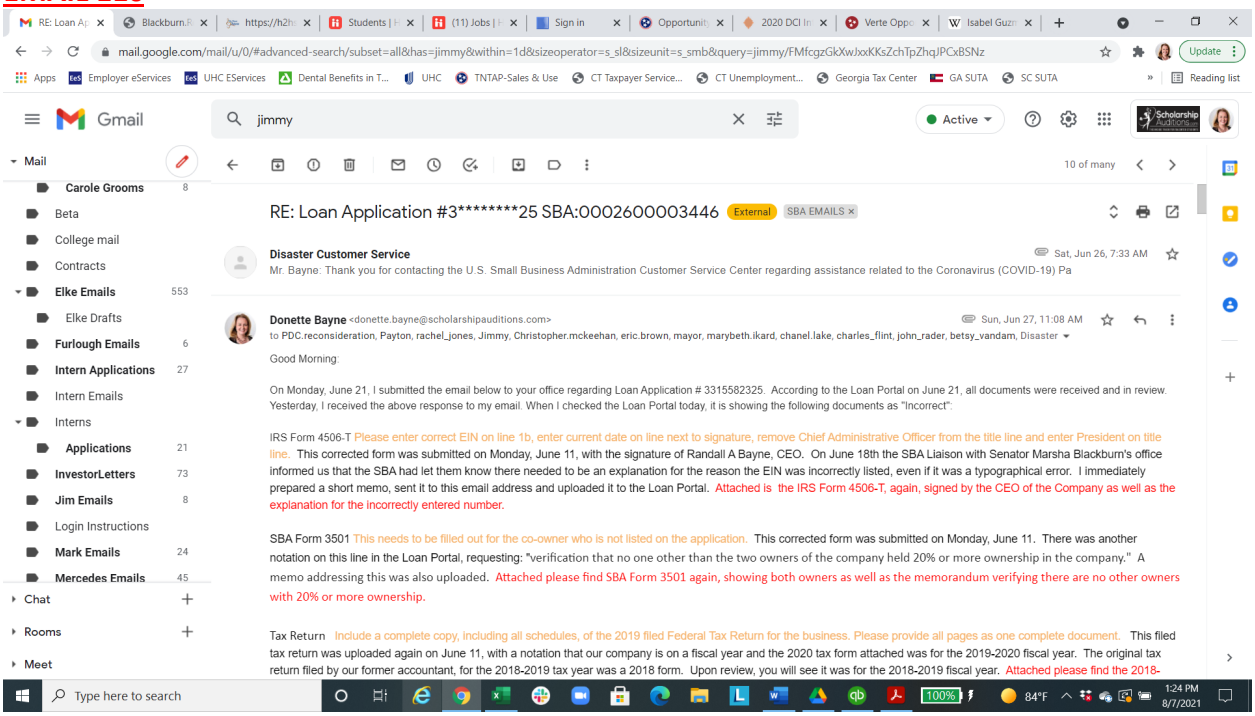
I apologize for venting all this to you, but we are in a desperate place and the wait for approval from the SBA, which has now gone on for almost six months, is having a strong adverse effect on our survival.

Thank you for any help you and Representative Cooper can provide in getting this application quickly approved.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

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EMAIL 110



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Gmail — jimmy

Mail
- Carole Grooms 8
- Beta
- College mail
- Contracts
- Elke Emails 553
- Elke Drafts
- Furlough Emails 6
- Intern Applications 27
- Intern Emails
- Interns
- Applications 21
- InvestorLetters 73
- Jim Emails 8
- Login Instructions
- Mark Emails 24
- Mercedes Emails 45

Chat
Rooms
Meet

10 of many

RE: Loan Application #3********25 SBA:0002600003446 External SBA EMAILS ×

Disaster Customer Service Sat, Jun 26, 7:33 AM
Mr. Bayne: Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pa

Donette Bayne <donette.bayne@scholarshipauditions.com> Sun, Jun 27, 11:08 AM
to PDC.reconsideration, Payton, rachel_jones, Jimmy, Christopher.mckeehan, eric.brown, mayor, marybeth.ikard, chanel.lake, charles_flint, john_rader, betsy_vandam, Disaster

Good Morning:

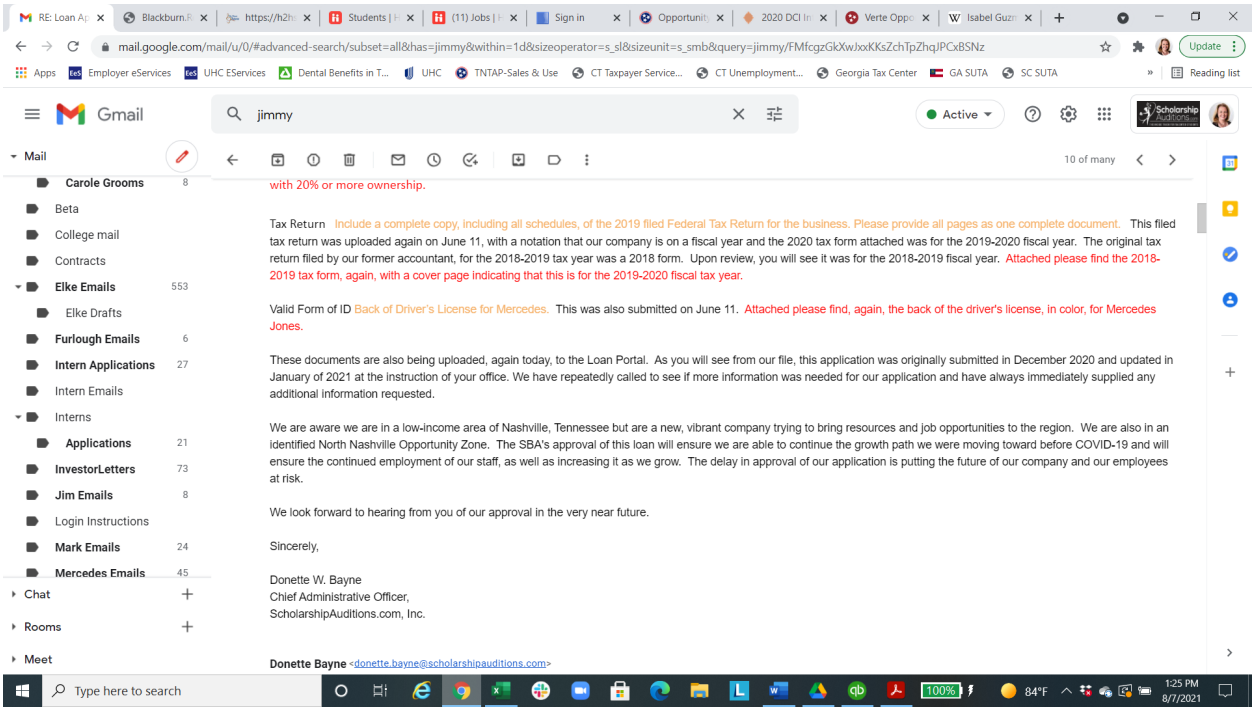
On Monday, June 21, I submitted the email below to your office regarding Loan Application # 3315582325. According to the Loan Portal on June 21, all documents were received and in review. Yesterday, I received the above response to my email. When I checked the Loan Portal today, it is showing the following documents as "Incorrect":

IRS Form 4506-T Please enter correct EIN on line 1b, enter current date on line next to signature, remove Chief Administrative Officer from the title line and enter President on title line. This corrected form was submitted on Monday, June 11, with the signature of Randall A Bayne, CEO. On June 18th the SBA Liaison with Senator Marsha Blackburn's office informed us that the SBA had let them know there needed to be an explanation for the reason the EIN was incorrectly listed, even if it was a typographical error. I immediately prepared a short memo, sent it to this email address and uploaded it to the Loan Portal. Attached is the IRS Form 4506-T, again, signed by the CEO of the Company as well as the explanation for the incorrectly entered number.

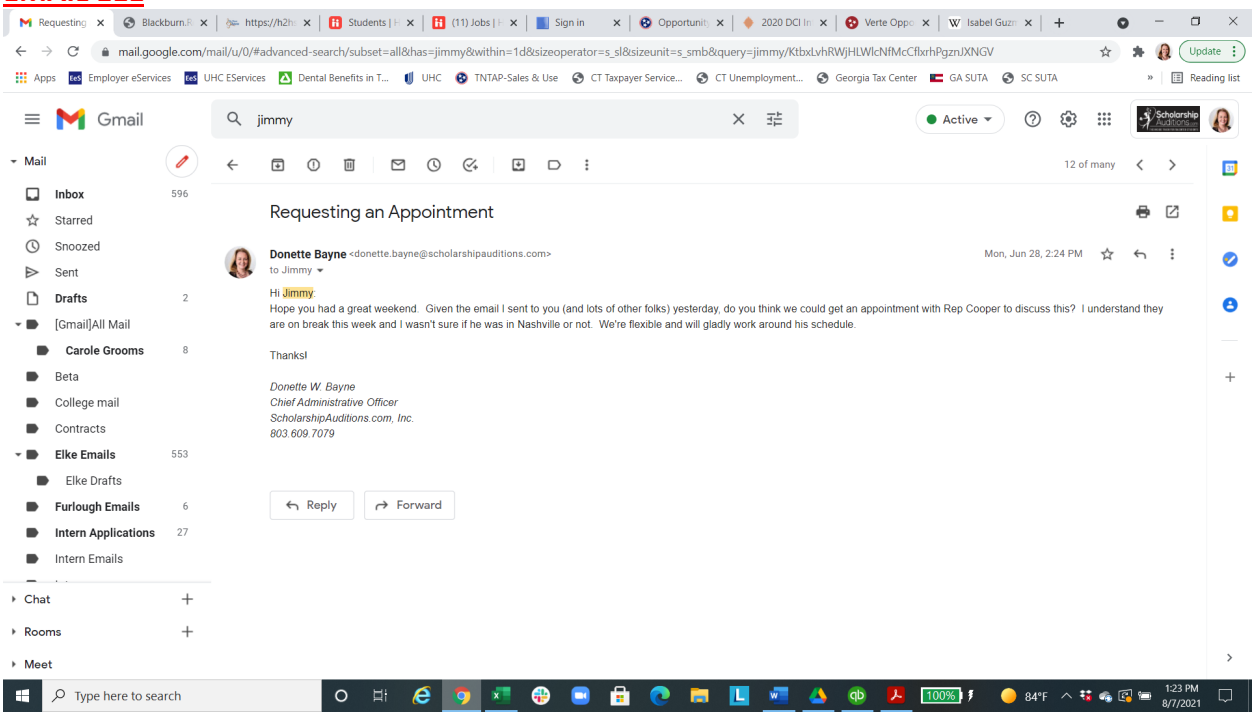
SBA Form 3501 This needs to be filled out for the co-owner who is not listed on the application. This corrected form was submitted on Monday, June 11. There was another notation on this line in the Loan Portal, requesting: "verification that no one other than the two owners of the company held 20% or more ownership in the company." A memo addressing this was also uploaded. Attached please find SBA Form 3501 again, showing both owners as well as the memorandum verifying there are no other owners with 20% or more ownership.

Tax Return Include a complete copy, including all schedules, of the 2019 filed Federal Tax Return for the business. Please provide all pages as one complete document. This filed tax return was uploaded again on June 11, with a notation that our company is on a fiscal year and the 2020 tax form attached was for the 2019-2020 fiscal year. The original tax return filed by our former accountant, for the 2018-2019 tax year was a 2018 form. Upon review, you will see it was for the 2018-2019 fiscal year. Attached please find the 2018-

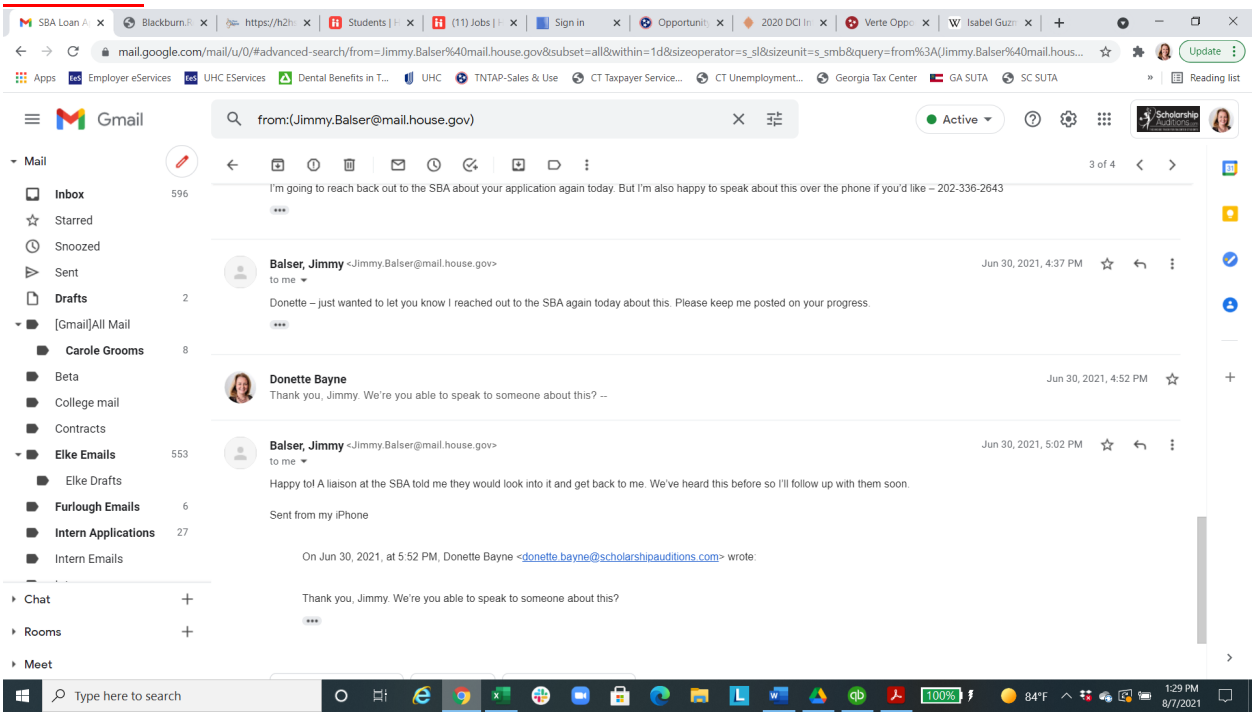
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jimmy
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10 of many
with 20% or more ownership.
Tax Return Include a complete copy, including all schedules, of the 2019 filed Federal Tax Return for the business. Please provide all pages as one complete document. This filed tax return was uploaded again on June 11, with a notation that our company is on a fiscal year and the 2020 tax form attached was for the 2019-2020 fiscal year. The original tax return filed by our former accountant, for the 2018-2019 tax year was a 2018 form. Upon review, you will see it was for the 2018-2019 fiscal year. Attached please find the 2018-2019 tax form, again, with a cover page indicating that this is for the 2019-2020 fiscal tax year.
Valid Form of ID Back of Driver's License for Mercedes. This was also submitted on June 11. Attached please find, again, the back of the driver's license, in color, for Mercedes Jones.
These documents are also being uploaded, again today, to the Loan Portal. As you will see from our file, this application was originally submitted in December 2020 and updated in January of 2021 at the instruction of your office. We have repeatedly called to see if more information was needed for our application and have always immediately supplied any additional information requested.
We are aware we are in a low-income area of Nashville, Tennessee but are a new, vibrant company trying to bring resources and job opportunities to the region. We are also in an identified North Nashville Opportunity Zone. The SBA's approval of this loan will ensure we are able to continue the growth path we were moving toward before COVID-19 and will ensure the continued employment of our staff, as well as increasing it as we grow. The delay in approval of our application is putting the future of our company and our employees at risk.
We look forward to hearing from you of our approval in the very near future.
Sincerely,
Donette W. Bayne
Chief Administrative Officer,
ScholarshipAuditions.com, Inc.
Donette Bayne <donette.bayne@scholarshipauditions.com>
Mail
Carole Grooms 8
Beta
College mail
Contracts
Elke Emails 553
Elke Drafts
Furlough Emails 6
Intern Applications 27
Intern Emails
Interns
Applications 21
InvestorLetters 73
Jim Emails 8
Login Instructions
Mark Emails 24
Mercedes Emails 45
Chat
Rooms
Meet
Type here to search
84°F
1:25 PM
8/7/2021

EMAIL 111


jimmy
Active
12 of many
Requesting an Appointment
Donette Bayne <donette.bayne@scholarshipauditions.com>
to Jimmy
Mon, Jun 28, 2:24 PM
Hi Jimmy:
Hope you had a great weekend. Given the email I sent to you (and lots of other folks) yesterday, do you think we could get an appointment with Rep Cooper to discuss this? I understand they are on break this week and I wasn't sure if he was in Nashville or not. We're flexible and will gladly work around his schedule.
Thanks!
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Reply
Forward
Inbox 596
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[Gmail]All Mail
Carole Grooms 8
Beta
College mail
Contracts
Elke Emails 553
Elke Drafts
Furlough Emails 6
Intern Applications 27
Intern Emails
Chat
Rooms
Meet
Type here to search
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8/7/2021

EMAIL 112



from:(Jimmy.Balser@mail.house.gov)

I'm going to reach back out to the SBA about your application again today. But I'm also happy to speak about this over the phone if you'd like – 202-336-2643

Balser, Jimmy <Jimmy.Balser@mail.house.gov> Jun 30, 2021, 4:37 PM
to me

Donette – just wanted to let you know I reached out to the SBA again today about this. Please keep me posted on your progress.

Donette Bayne Jun 30, 2021, 4:52 PM
Thank you, Jimmy. We're you able to speak to someone about this? --

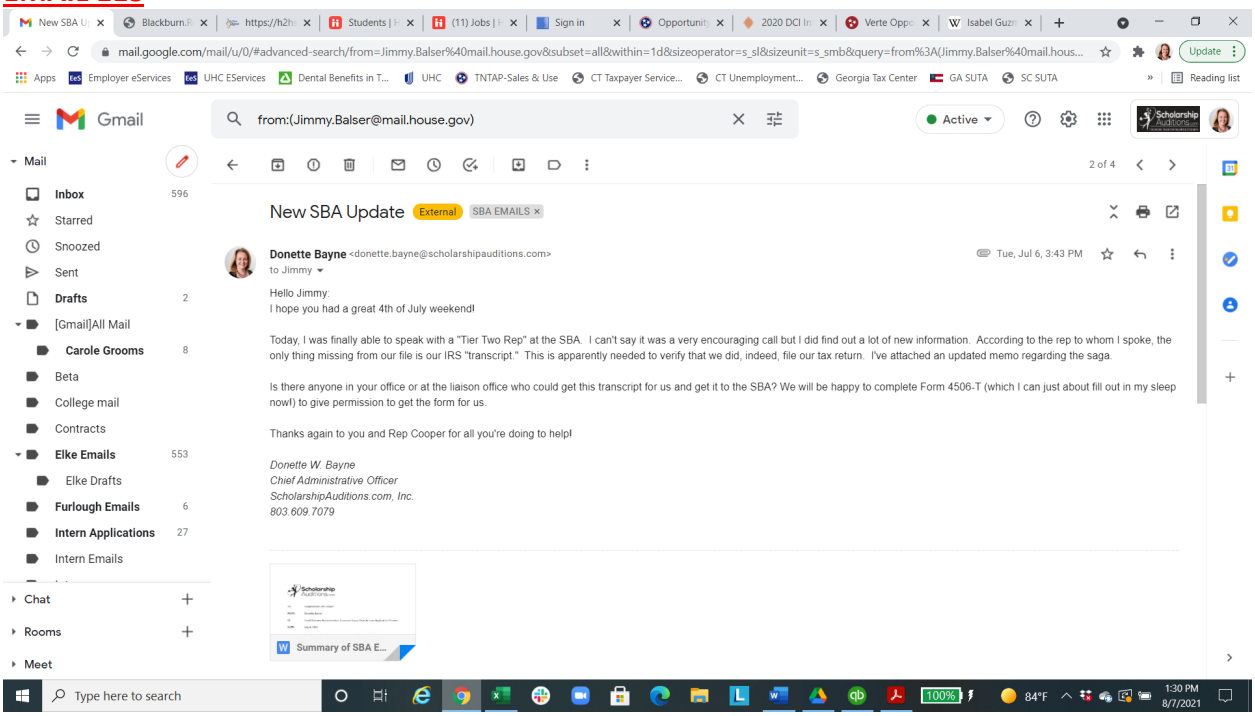
Balser, Jimmy <Jimmy.Balser@mail.house.gov> Jun 30, 2021, 5:02 PM
to me

Happy to! A liaison at the SBA told me they would look into it and get back to me. We've heard this before so I'll follow up with them soon.

Sent from my iPhone

> On Jun 30, 2021, at 5:52 PM, Donette Bayne <donette.bayne@scholarshipauditions.com> wrote:
>
> Thank you, Jimmy. We're you able to speak to someone about this?

EMAIL 113



from:(Jimmy.Balser@mail.house.gov)

New SBA Update External SBA EMAILS

Donette Bayne <donette.bayne@scholarshipauditions.com> Tue, Jul 6, 3:43 PM
to Jimmy

Hello Jimmy:
I hope you had a great 4th of July weekend!

Today, I was finally able to speak with a "Tier Two Rep" at the SBA. I can't say it was a very encouraging call but I did find out a lot of new information. According to the rep to whom I spoke, the only thing missing from our file is our IRS "transcript." This is apparently needed to verify that we did, indeed, file our tax return. I've attached an updated memo regarding the saga.

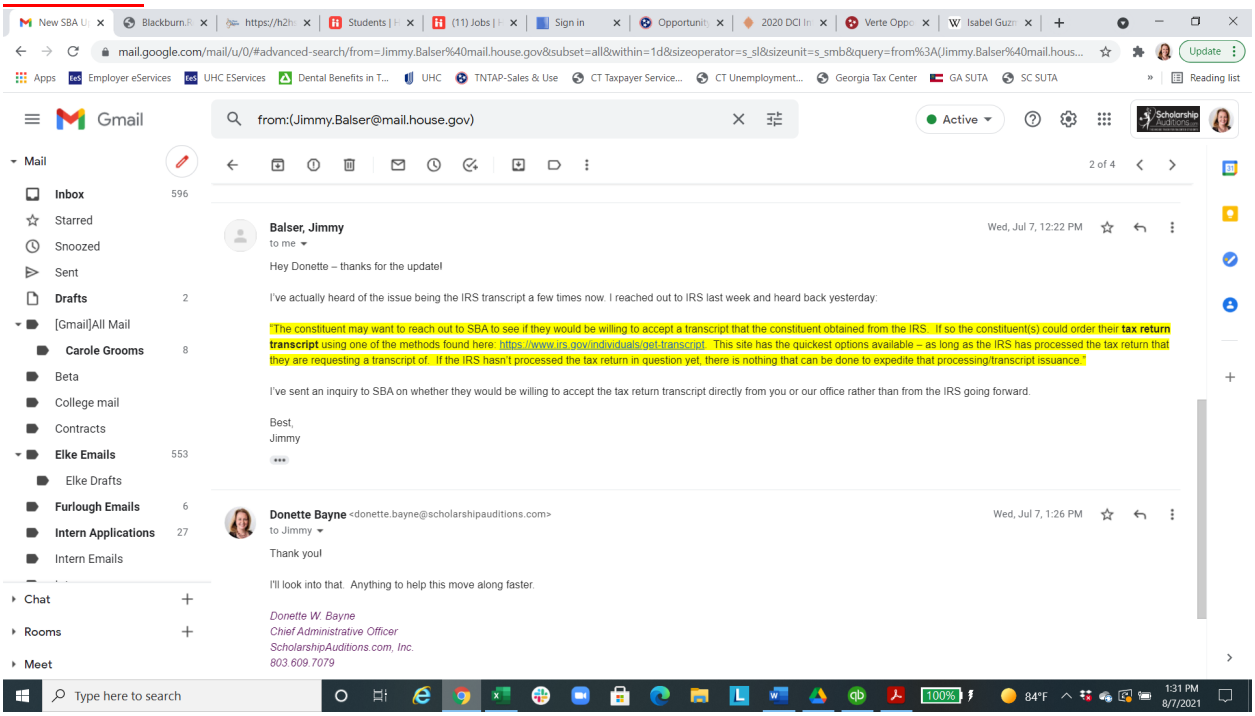
Is there anyone in your office or at the liaison office who could get this transcript for us and get it to the SBA? We will be happy to complete Form 4506-T (which I can just about fill out in my sleep now!) to give permission to get the form for us.

Thanks again to you and Rep Cooper for all you're doing to help!

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Summary of SBA E...

EMAIL 114



from:(Jimmy.Balser@mail.house.gov)

Balser, Jimmy Wed, Jul 7, 12:22 PM
to me

Hey Donette – thanks for the update!

I've actually heard of the issue being the IRS transcript a few times now. I reached out to IRS last week and heard back yesterday:

"The constituent may want to reach out to SBA to see if they would be willing to accept a transcript that the constituent obtained from the IRS. If so the constituent(s) could order their **tax return transcript** using one of the methods found here: https://www.irs.gov/individuals/get-transcript. This site has the quickest options available – as long as the IRS has processed the tax return that they are requesting a transcript of. If the IRS hasn't processed the tax return in question yet, there is nothing that can be done to expedite that processing/transcript issuance."

I've sent an inquiry to SBA on whether they would be willing to accept the tax return transcript directly from you or our office rather than from the IRS going forward.

Best,
Jimmy

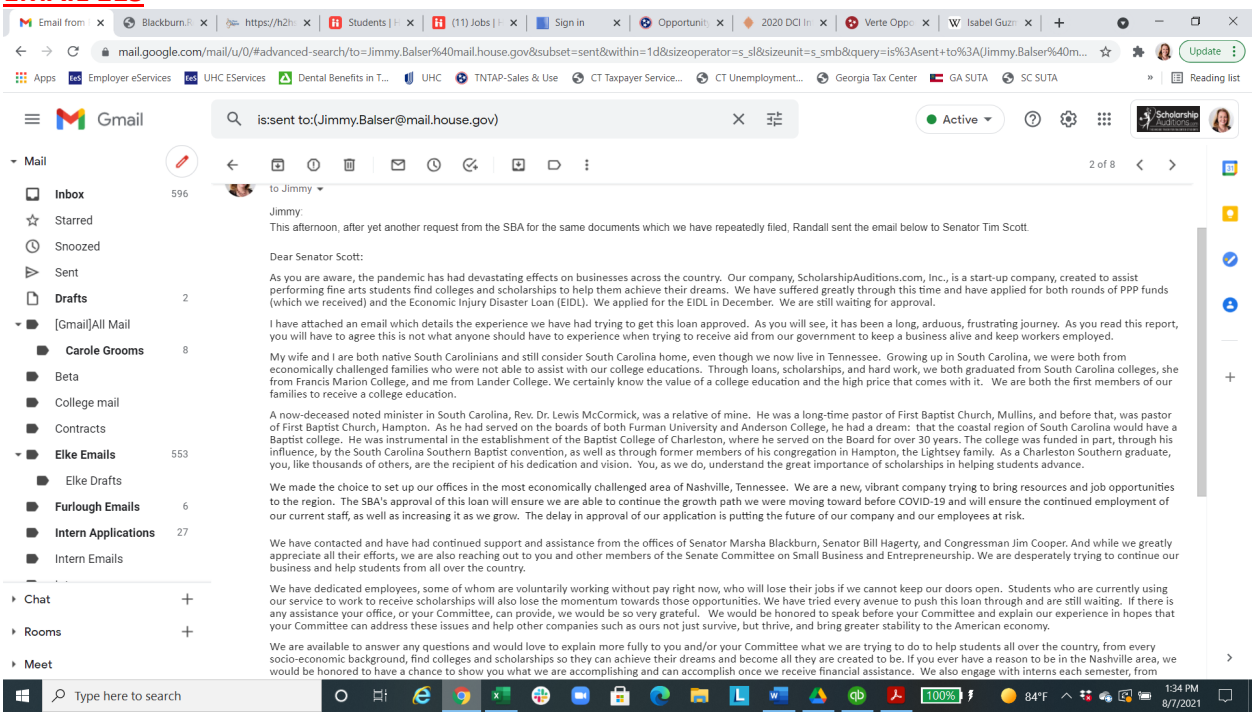
Donette Bayne <donette.bayne@scholarshipauditions.com> Wed, Jul 7, 1:26 PM
to Jimmy

Thank you!

I'll look into that. Anything to help this move along faster.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

EMAIL 115



is:sent to:(Jimmy.Balser@mail.house.gov)

to Jimmy

Jimmy:
This afternoon, after yet another request from the SBA for the same documents which we have repeatedly filed, Randall sent the email below to Senator Tim Scott.

Dear Senator Scott:

As you are aware, the pandemic has had devastating effects on businesses across the country. Our company, ScholarshipAuditions.com, Inc., is a start-up company, created to assist performing fine arts students find colleges and scholarships to help them achieve their dreams. We have suffered greatly through this time and have applied for both rounds of PPP funds (which we received) and the Economic Injury Disaster Loan (EIDL). We applied for the EIDL in December. We are still waiting for approval.

I have attached an email which details the experience we have had trying to get this loan approved. As you will see, it has been a long, arduous, frustrating journey. As you read this report, you will have to agree this is not what anyone should have to experience when trying to receive aid from our government to keep a business alive and keep workers employed.

My wife and I are both native South Carolinians and still consider South Carolina home, even though we now live in Tennessee. Growing up in South Carolina, we were both from economically challenged families who were not able to assist with our college educations. Through loans, scholarships, and hard work, we both graduated from South Carolina colleges, she from Francis Marion College, and me from Lander College. We certainly know the value of a college education and the high price that comes with it. We are both the first members of our families to receive a college education.

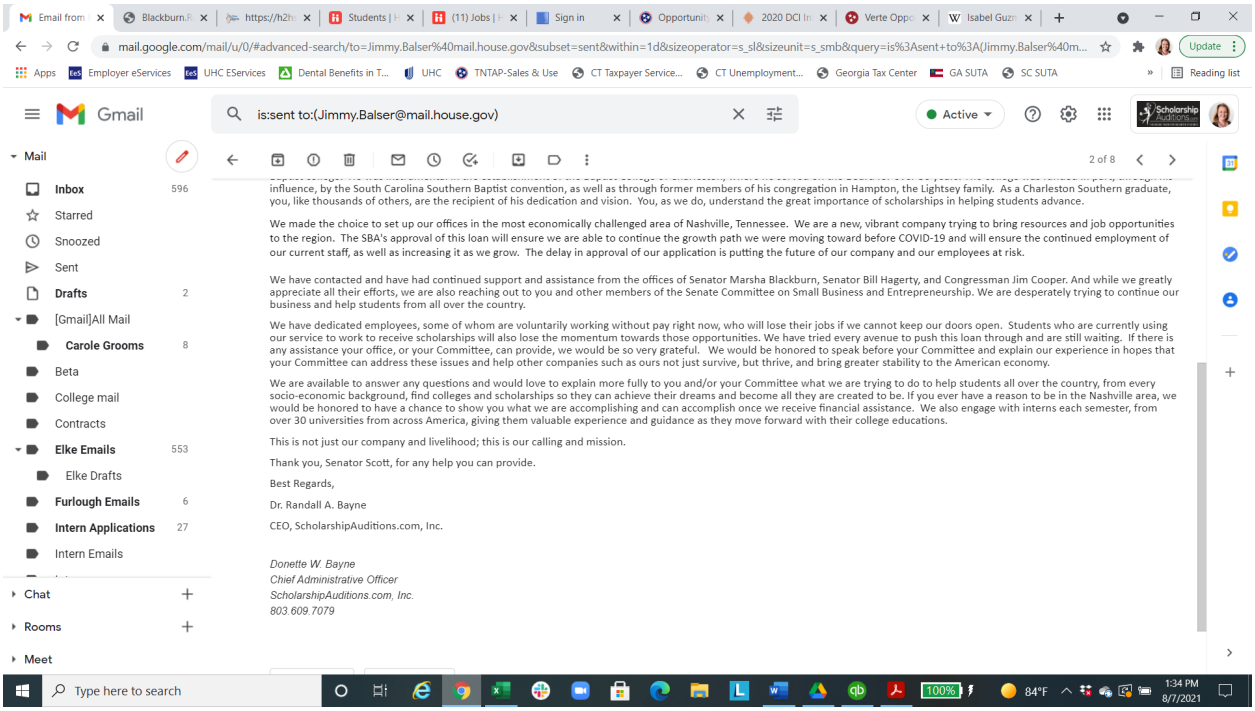
A now-deceased noted minister in South Carolina, Rev. Dr. Lewis McCormick, was a relative of mine. He was a long-time pastor of First Baptist Church, Mullins, and before that, was pastor of First Baptist Church, Hampton. As he had served on the boards of both Furman University and Anderson College, he had a dream: that the coastal region of South Carolina would have a Baptist college. He was instrumental in the establishment of the Baptist College of Charleston, where he served on the Board for over 30 years. The college was funded in part, through his influence, by the South Carolina Southern Baptist convention, as well as through former members of his congregation in Hampton, the Lightsey family. As a Charleston Southern graduate, you, like thousands of others, are the recipient of his dedication and vision. You, as we do, understand the great importance of scholarships in helping students advance.

We made the choice to set up our offices in the most economically challenged area of Nashville, Tennessee. We are a new, vibrant company trying to bring resources and job opportunities to the region. The SBA's approval of this loan will ensure we are able to continue the growth path we were moving toward before COVID-19 and will ensure the continued employment of our current staff, as well as increasing it as we grow. The delay in approval of our application is putting the future of our company and our employees at risk.

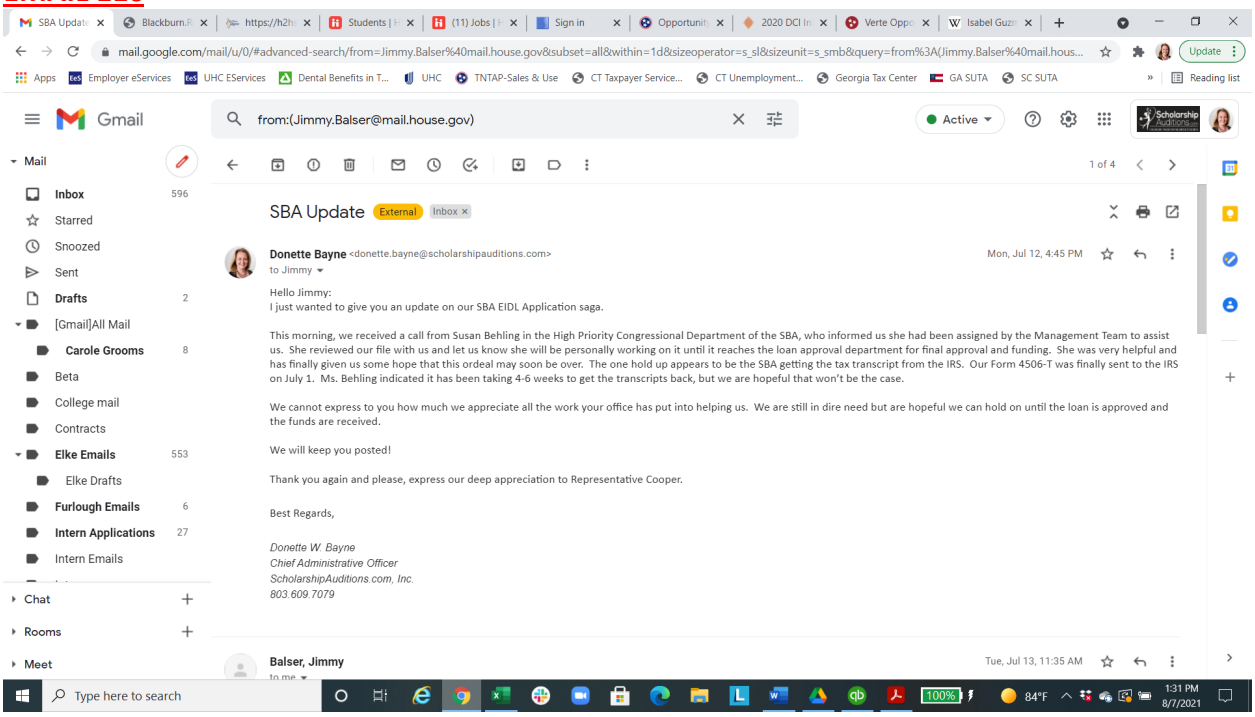
We have contacted and have had continued support and assistance from the offices of Senator Marsha Blackburn, Senator Bill Hagerty, and Congressman Jim Cooper. And while we greatly appreciate all their efforts, we are also reaching out to you and other members of the Senate Committee on Small Business and Entrepreneurship. We are desperately trying to continue our business and help students from all over the country.

We have dedicated employees, some of whom are voluntarily working without pay right now, who will lose their jobs if we cannot keep our doors open. Students who are currently using our service to work to receive scholarships will also lose the momentum towards those opportunities. We have tried every avenue to push this loan through and are still waiting. If there is any assistance your office, or your Committee, can provide, we would be so very grateful. We would be honored to speak before your Committee and explain our experience in hopes that your Committee can address these issues and help other companies such as ours not just survive, but thrive, and bring greater stability to the American economy.

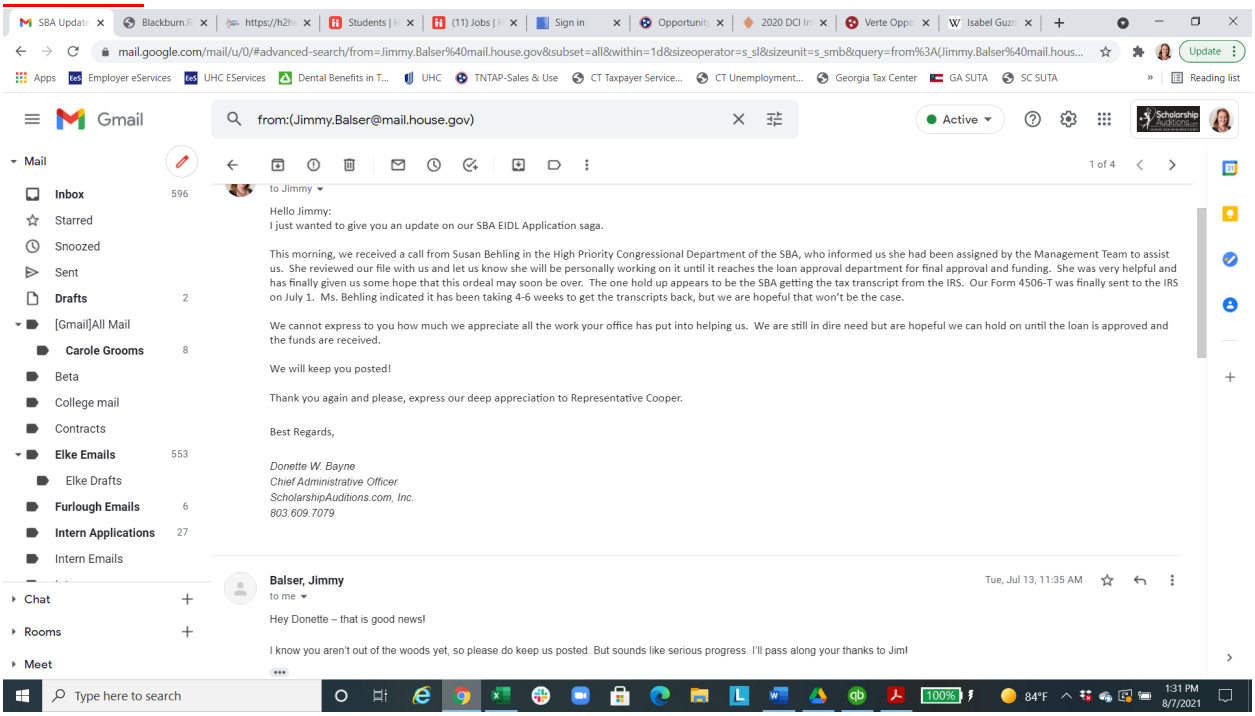
We are available to answer any questions and would love to explain more fully to you and/or your Committee what we are trying to do to help students all over the country, from every socio-economic background, find colleges and scholarships so they can achieve their dreams and become all they are created to be. If you ever have a reason to be in the Nashville area, we would be honored to have a chance to show you what we are accomplishing and can accomplish once we receive financial assistance. We also engage with interns each semester, from


is:sent to:(Jimmy.Balser@mail.house.gov)
Inbox 596
Starred
Snoozed
Sent
Drafts 2
[Gmail]All Mail
Carole Grooms 8
Beta
College mail
Contracts
Elke Emails 553
Elke Drafts
Furlough Emails 6
Intern Applications 27
Intern Emails
Chat
Rooms
Meet
2 of 8
We made the choice to set up our offices in the most economically challenged area of Nashville, Tennessee. We are a new, vibrant company trying to bring resources and job opportunities to the region. The SBA's approval of this loan will ensure we are able to continue the growth path we were moving toward before COVID-19 and will ensure the continued employment of our current staff, as well as increasing it as we grow. The delay in approval of our application is putting the future of our company and our employees at risk.
We have contacted and have had continued support and assistance from the offices of Senator Marsha Blackburn, Senator Bill Hagerty, and Congressman Jim Cooper. And while we greatly appreciate all their efforts, we are also reaching out to you and other members of the Senate Committee on Small Business and Entrepreneurship. We are desperately trying to continue our business and help students from all over the country.
We have dedicated employees, some of whom are voluntarily working without pay right now, who will lose their jobs if we cannot keep our doors open. Students who are currently using our service to work to receive scholarships will also lose the momentum towards those opportunities. We have tried every avenue to push this loan through and are still waiting. If there is any assistance your office, or your Committee, can provide, we would be so very grateful. We would be honored to speak before your Committee and explain our experience in hopes that your Committee can address these issues and help other companies such as ours not just survive, but thrive, and bring greater stability to the American economy.
We are available to answer any questions and would love to explain more fully to you and/or your Committee what we are trying to do to help students all over the country, from every socio-economic background, find colleges and scholarships so they can achieve their dreams and become all they are created to be. If you ever have a reason to be in the Nashville area, we would be honored to have a chance to show you what we are accomplishing and can accomplish once we receive financial assistance. We also engage with interns each semester, from over 30 universities from across America, giving them valuable experience and guidance as they move forward with their college educations.
This is not just our company and livelihood; this is our calling and mission.
Thank you, Senator Scott, for any help you can provide.
Best Regards,
Dr. Randall A. Bayne
CEO, ScholarshipAuditions.com, Inc.
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Type here to search
84°F
1:34 PM
8/7/2021

EMAIL 116


from:(Jimmy.Balser@mail.house.gov)
Inbox 596
Starred
Snoozed
Sent
Drafts 2
[Gmail]All Mail
Carole Grooms 8
Beta
College mail
Contracts
Elke Emails 553
Elke Drafts
Furlough Emails 6
Intern Applications 27
Intern Emails
Chat
Rooms
Meet
1 of 4
SBA Update
External
Inbox
Donette Bayne <donette.bayne@scholarshipauditions.com>
to Jimmy
Mon, Jul 12, 4:45 PM
Hello Jimmy:
I just wanted to give you an update on our SBA EIDL Application saga.
This morning, we received a call from Susan Behling in the High Priority Congressional Department of the SBA, who informed us she had been assigned by the Management Team to assist us. She reviewed our file with us and let us know she will be personally working on it until it reaches the loan approval department for final approval and funding. She was very helpful and has finally given us some hope that this ordeal may soon be over. The one hold up appears to be the SBA getting the tax transcript from the IRS. Our Form 4506-T was finally sent to the IRS on July 1. Ms. Behling indicated it has been taking 4-6 weeks to get the transcripts back, but we are hopeful that won't be the case.
We cannot express to you how much we appreciate all the work your office has put into helping us. We are still in dire need but are hopeful we can hold on until the loan is approved and the funds are received.
We will keep you posted!
Thank you again and please, express our deep appreciation to Representative Cooper.
Best Regards,
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Balser, Jimmy
Tue, Jul 13, 11:35 AM
Type here to search
84°F
1:31 PM
8/7/2021

EMAIL 117



from:(Jimmy.Balser@mail.house.gov)

Hello Jimmy:
I just wanted to give you an update on our SBA EIDL Application saga.

This morning, we received a call from Susan Behling in the High Priority Congressional Department of the SBA, who informed us she had been assigned by the Management Team to assist us. She reviewed our file with us and let us know she will be personally working on it until it reaches the loan approval department for final approval and funding. She was very helpful and has finally given us some hope that this ordeal may soon be over. The one hold up appears to be the SBA getting the tax transcript from the IRS. Our Form 4506-T was finally sent to the IRS on July 1. Ms. Behling indicated it has been taking 4-6 weeks to get the transcripts back, but we are hopeful that won't be the case.

We cannot express to you how much we appreciate all the work your office has put into helping us. We are still in dire need but are hopeful we can hold on until the loan is approved and the funds are received.

We will keep you posted!

Thank you again and please, express our deep appreciation to Representative Cooper.

Best Regards,

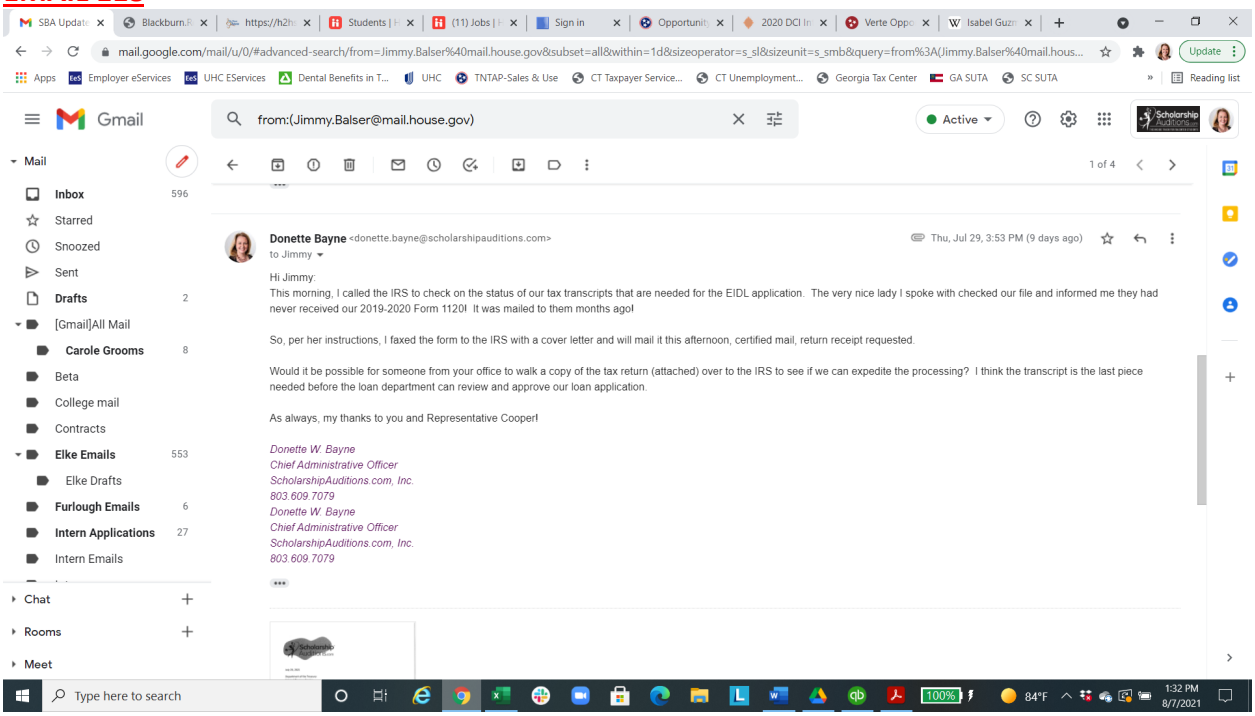
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Balser, Jimmy Tue, Jul 13, 11:35 AM
to me

Hey Donette – that is good news!

I know you aren't out of the woods yet, so please do keep us posted. But sounds like serious progress. I'll pass along your thanks to Jim!

EMAIL 118



from:(Jimmy.Balser@mail.house.gov)

Donette Bayne <donette.bayne@scholarshipauditions.com> Thu, Jul 29, 3:53 PM (9 days ago)
to Jimmy

Hi Jimmy:
This morning, I called the IRS to check on the status of our tax transcripts that are needed for the EIDL application. The very nice lady I spoke with checked our file and informed me they had never received our 2019-2020 Form 1120! It was mailed to them months ago!

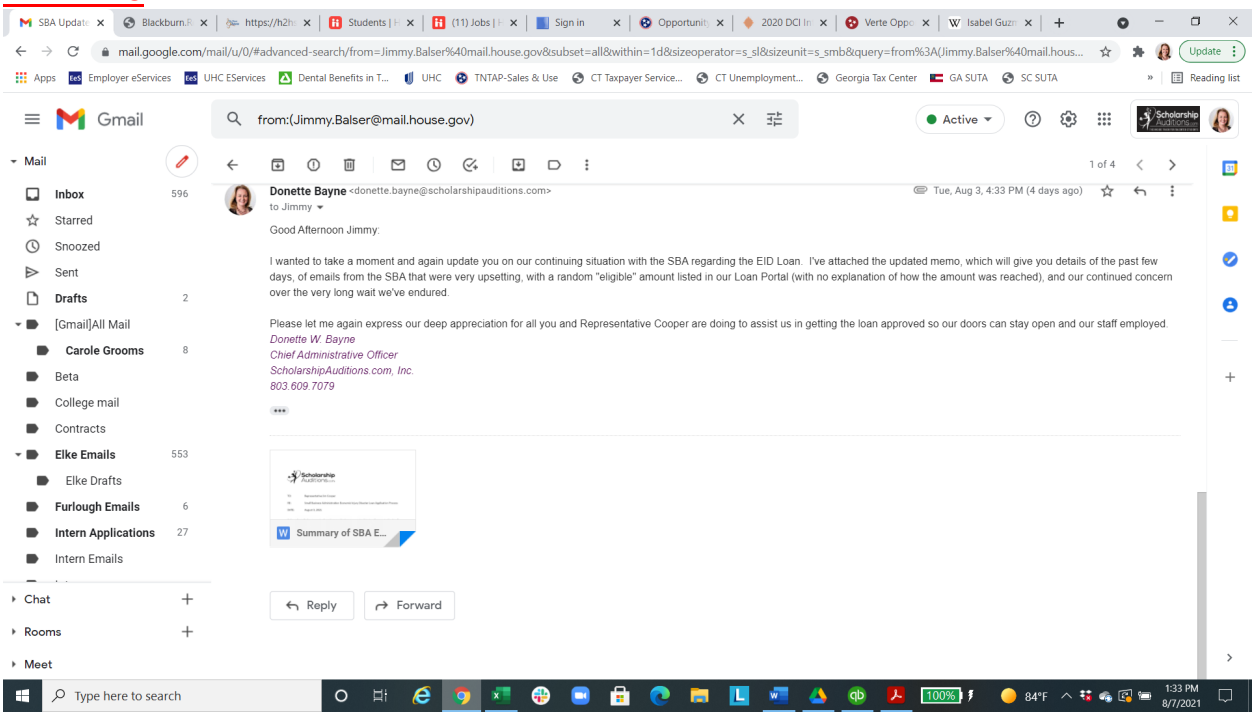
So, per her instructions, I faxed the form to the IRS with a cover letter and will mail it this afternoon, certified mail, return receipt requested.

Would it be possible for someone from your office to walk a copy of the tax return (attached) over to the IRS to see if we can expedite the processing? I think the transcript is the last piece needed before the loan department can review and approve our loan application.

As always, my thanks to you and Representative Cooper!

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

EMAIL 119



Gmail — from:(Jimmy.Balser@mail.house.gov)

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Jimmy — Tue, Aug 3, 4:33 PM (4 days ago)

Good Afternoon Jimmy:

I wanted to take a moment and again update you on our continuing situation with the SBA regarding the EID Loan. I've attached the updated memo, which will give you details of the past few days, of emails from the SBA that were very upsetting, with a random "eligible" amount listed in our Loan Portal (with no explanation of how the amount was reached), and our continued concern over the very long wait we've endured.

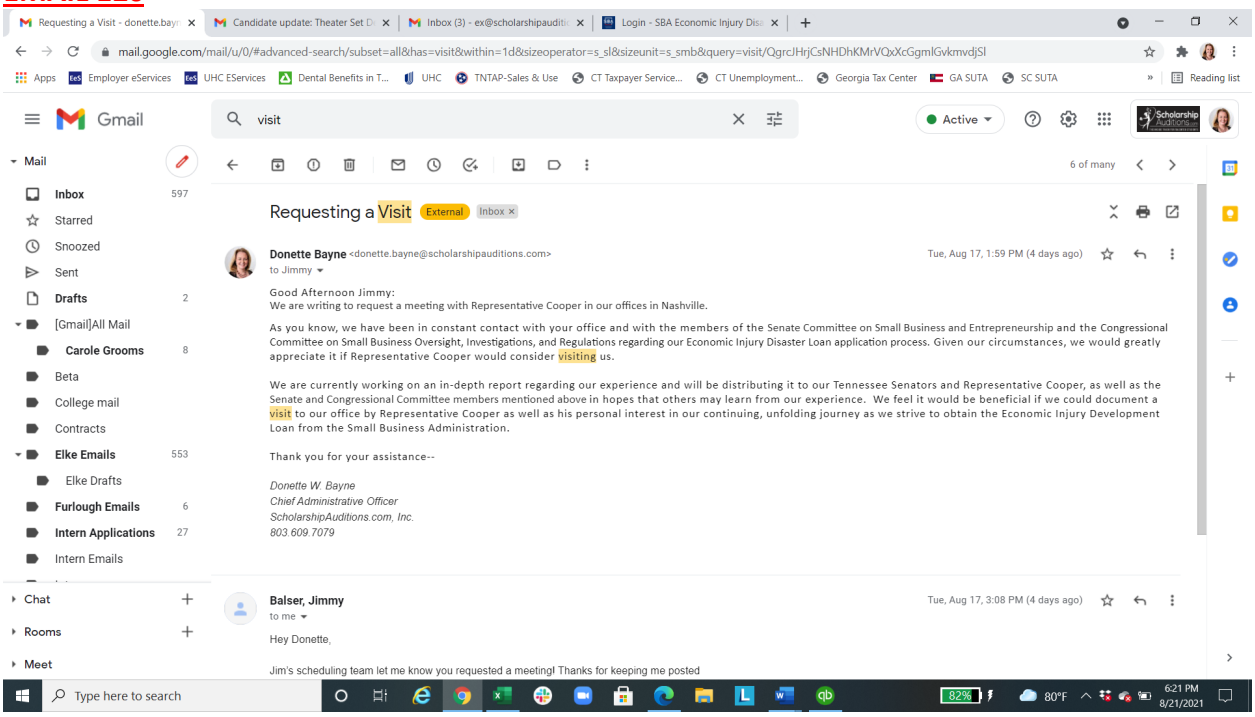
Please let me again express our deep appreciation for all you and Representative Cooper are doing to assist us in getting the loan approved so our doors can stay open and our staff employed.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Summary of SBA E...

Reply Forward

EMAIL 120



Gmail — visit

Requesting a Visit External Inbox

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Jimmy — Tue, Aug 17, 1:59 PM (4 days ago)

Good Afternoon Jimmy:
We are writing to request a meeting with Representative Cooper in our offices in Nashville.

As you know, we have been in constant contact with your office and with the members of the Senate Committee on Small Business and Entrepreneurship and the Congressional Committee on Small Business Oversight, Investigations, and Regulations regarding our Economic Injury Disaster Loan application process. Given our circumstances, we would greatly appreciate it if Representative Cooper would consider visiting us.

We are currently working on an in-depth report regarding our experience and will be distributing it to our Tennessee Senators and Representative Cooper, as well as the Senate and Congressional Committee members mentioned above in hopes that others may learn from our experience. We feel it would be beneficial if we could document a visit to our office by Representative Cooper as well as his personal interest in our continuing, unfolding journey as we strive to obtain the Economic Injury Development Loan from the Small Business Administration.

Thank you for your assistance--

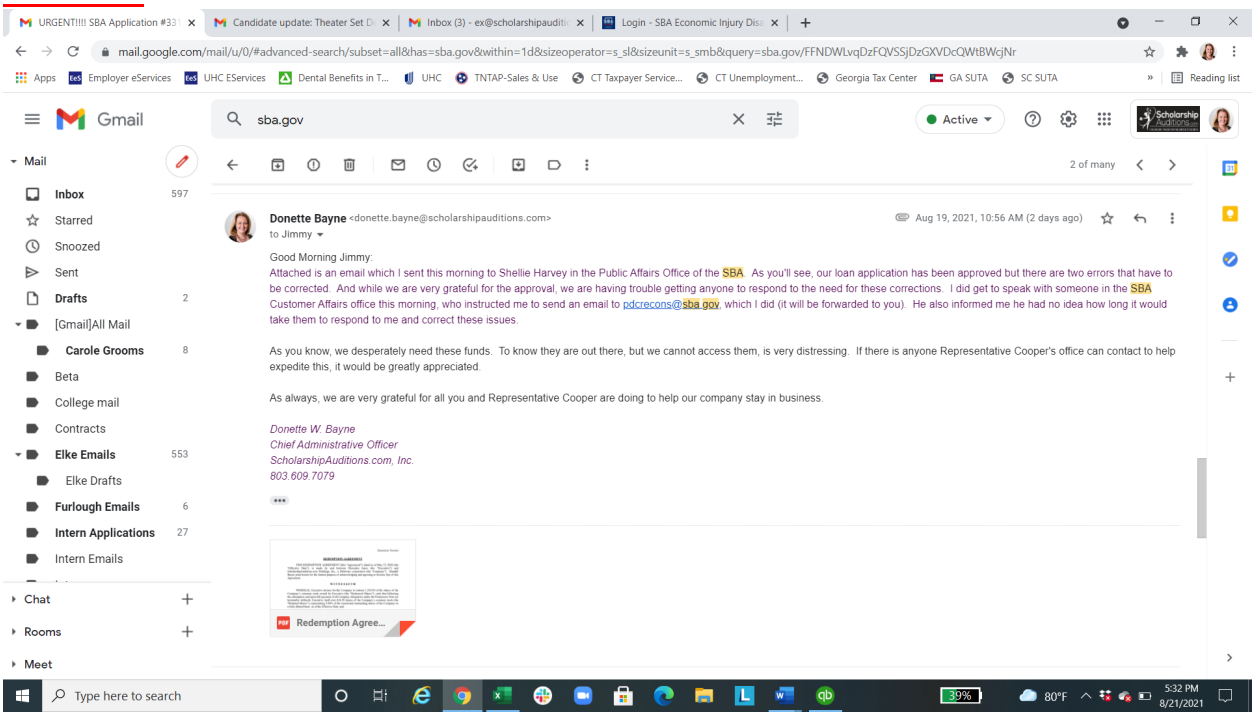
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Balser, Jimmy
to me — Tue, Aug 17, 3:08 PM (4 days ago)

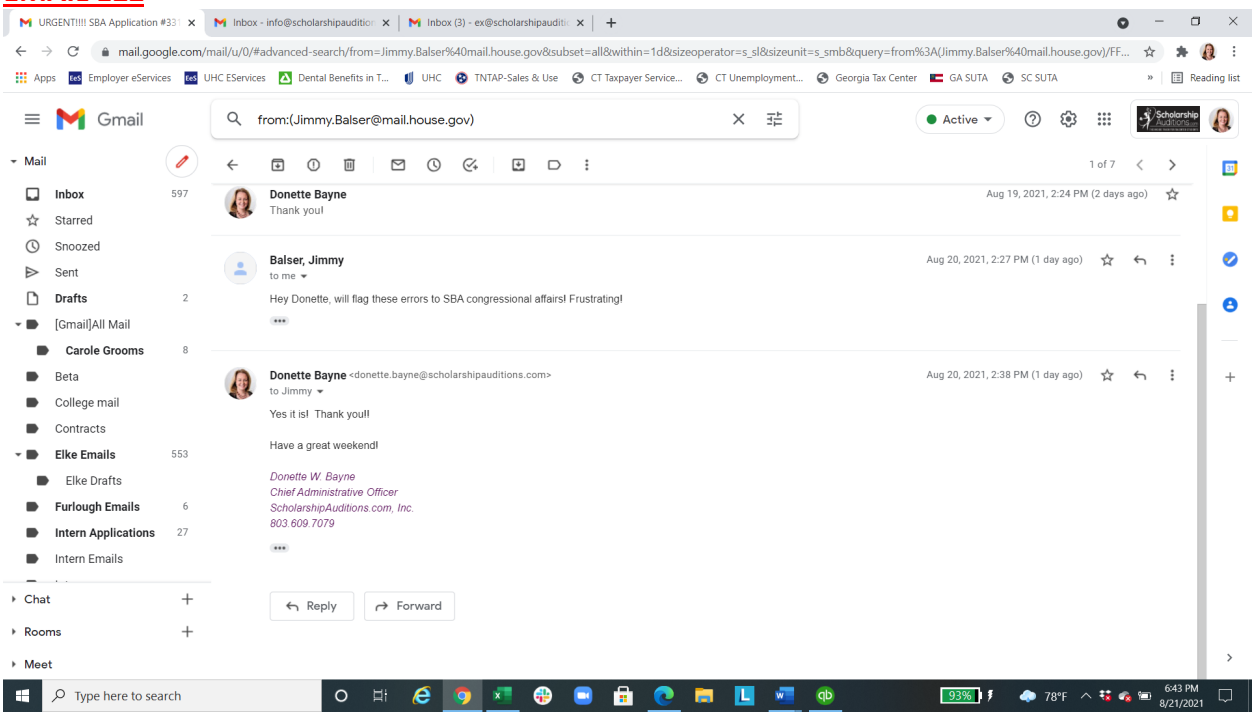
Hey Donette,

Jim's scheduling team let me know you requested a meeting! Thanks for keeping me posted

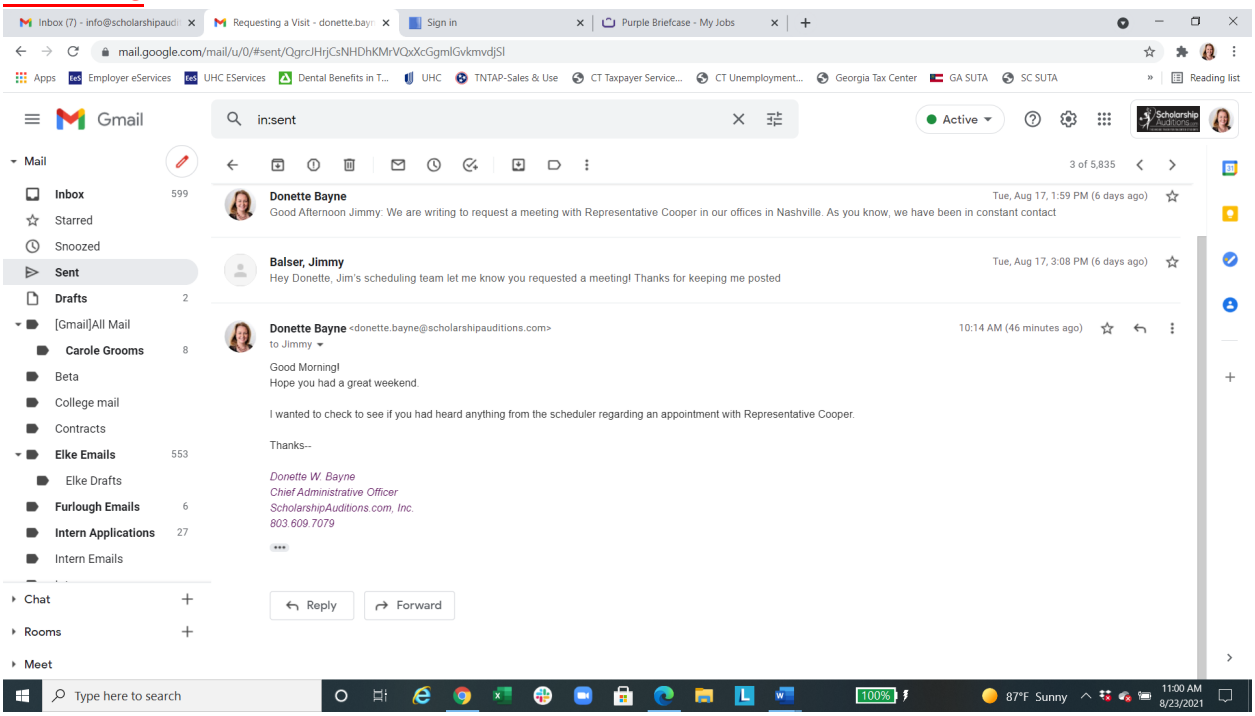
EMAIL 121



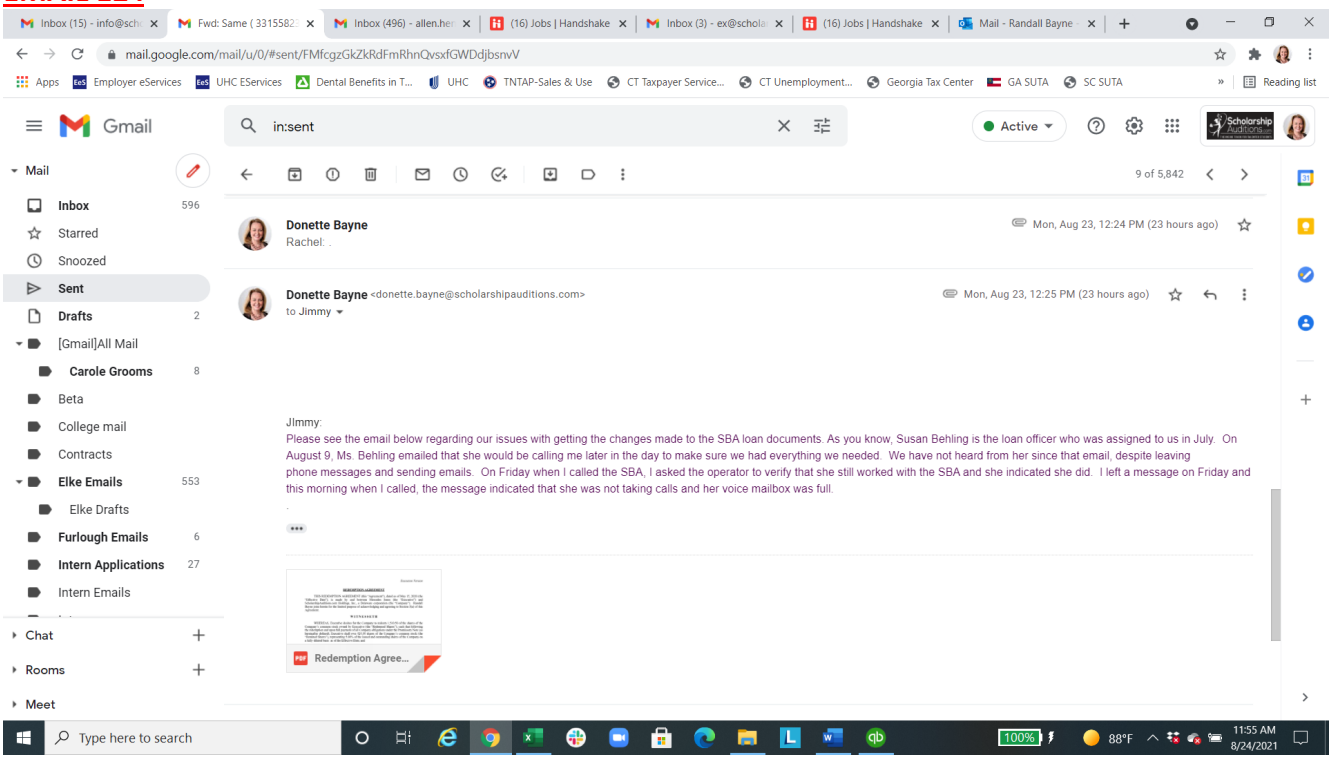
EMAIL 122

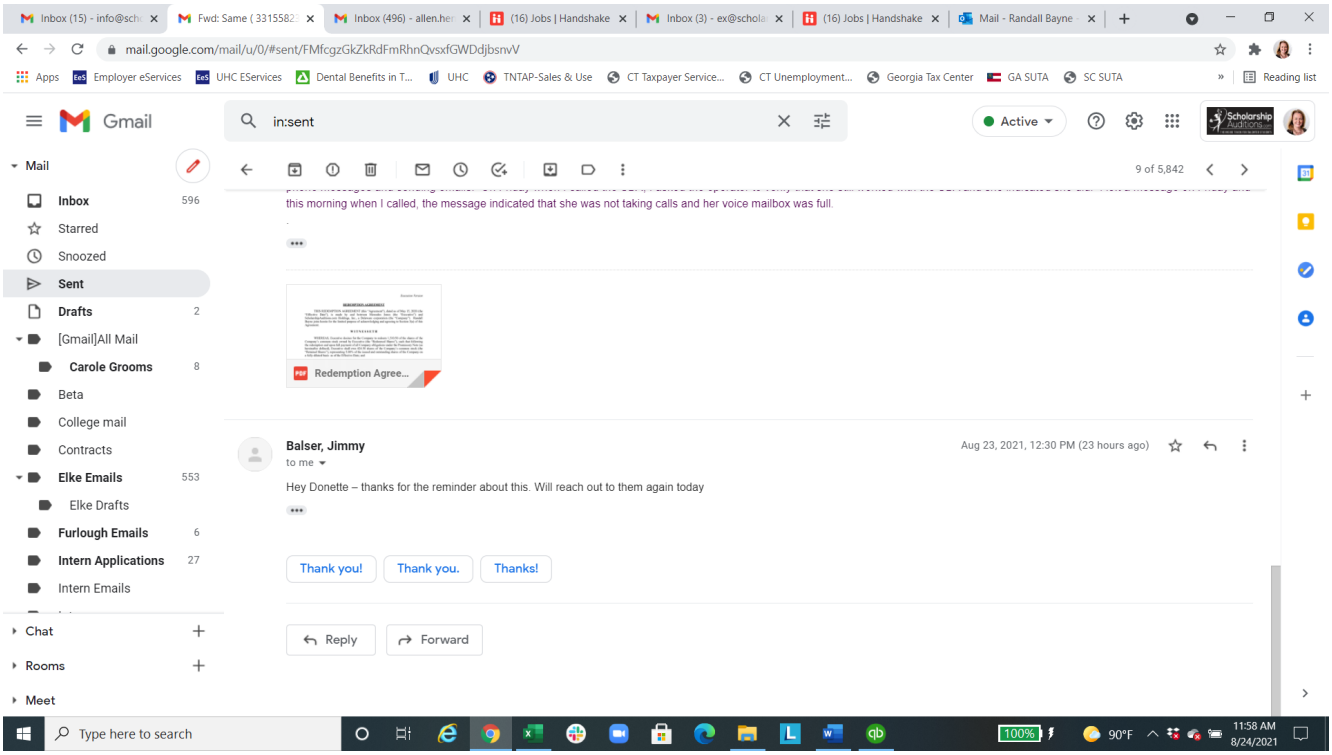


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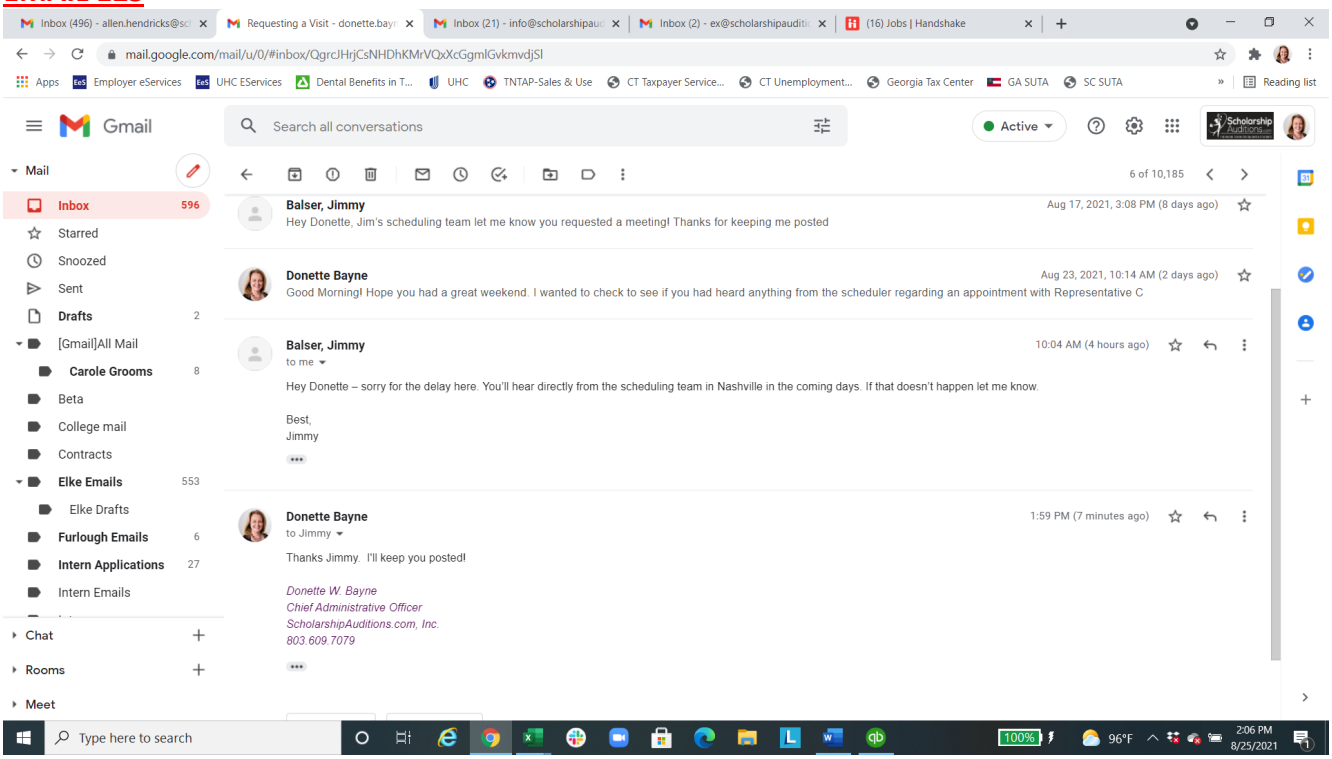


EMAIL 124

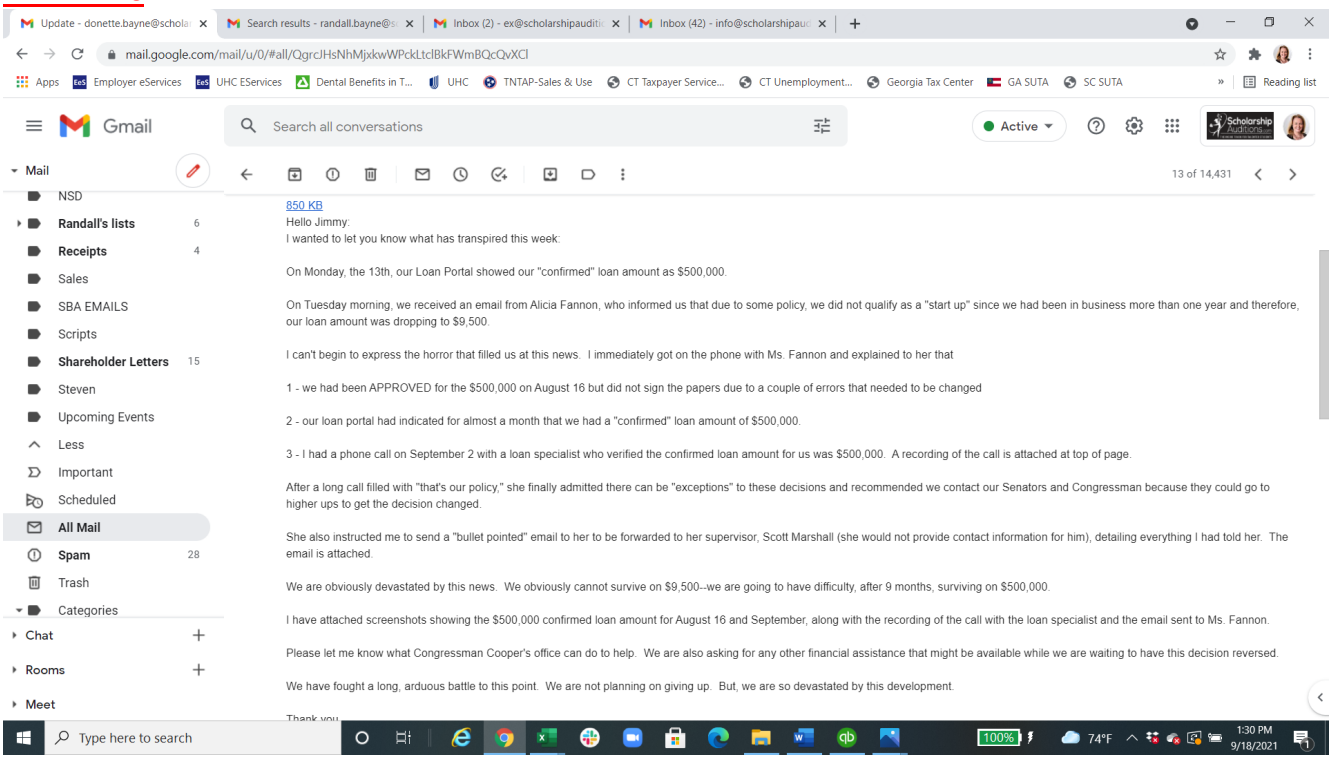



Inbox (15) - info@sch
Fwd: Same (3315582
Inbox (496) - allen.he
(16) Jobs | Handshake
Inbox (3) - ex@schola
(16) Jobs | Handshake
Mail - Randall Bayne
mail.google.com/mail/u/0/#sent/FMfcgzGkZkRdFmRhnQvsxfGWDdjbsnvV
Apps
Employer eServices
UHC EServices
Dental Benefits in T...
UHC
TNTAP-Sales & Use
CT Taxpayer Service...
CT Unemployment...
Georgia Tax Center
GA SUTA
SC SUTA
Reading list
Gmail
in:sent
Active
Mail
Inbox 596
Starred
Snoozed
Sent
Drafts 2
[Gmail]All Mail
Carole Grooms 8
Beta
College mail
Contracts
Elke Emails 553
Elke Drafts
Furlough Emails 6
Intern Applications 27
Intern Emails
Chat
Rooms
Meet
9 of 5,842
this morning when I called, the message indicated that she was not taking calls and her voice mailbox was full.
Redemption Agree...
Balser, Jimmy
to me
Aug 23, 2021, 12:30 PM (23 hours ago)
Hey Donette – thanks for the reminder about this. Will reach out to them again today
Thank you!
Thank you.
Thanks!
Reply
Forward
Type here to search
100%
90°F
11:58 AM
8/24/2021

EMAIL 125


Inbox (496) - allen.hendricks@sc
Requesting a Visit - donette.bay
Inbox (21) - info@scholarshipau
Inbox (2) - ex@scholarshipauditi
(16) Jobs | Handshake
mail.google.com/mail/u/0/#inbox/QgrcJHrjCsNHDhKMrVQxXcGgmlGvkmvdjSl
Apps
Employer eServices
UHC EServices
Dental Benefits in T...
UHC
TNTAP-Sales & Use
CT Taxpayer Service...
CT Unemployment...
Georgia Tax Center
GA SUTA
SC SUTA
Reading list
Gmail
Search all conversations
Active
Mail
Inbox 596
Starred
Snoozed
Sent
Drafts 2
[Gmail]All Mail
Carole Grooms 8
Beta
College mail
Contracts
Elke Emails 553
Elke Drafts
Furlough Emails 6
Intern Applications 27
Intern Emails
Chat
Rooms
Meet
6 of 10,185
Balser, Jimmy
Aug 17, 2021, 3:08 PM (8 days ago)
Hey Donette, Jim's scheduling team let me know you requested a meeting! Thanks for keeping me posted
Donette Bayne
Aug 23, 2021, 10:14 AM (2 days ago)
Good Morning! Hope you had a great weekend. I wanted to check to see if you had heard anything from the scheduler regarding an appointment with Representative C
Balser, Jimmy
to me
10:04 AM (4 hours ago)
Hey Donette – sorry for the delay here. You'll hear directly from the scheduling team in Nashville in the coming days. If that doesn't happen let me know.
Best,
Jimmy
Donette Bayne
to Jimmy
1:59 PM (7 minutes ago)
Thanks Jimmy. I'll keep you posted!
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Type here to search
100%
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2:06 PM
8/25/2021

EMAIL 126



850 KB

Hello Jimmy:
I wanted to let you know what has transpired this week:

On Monday, the 13th, our Loan Portal showed our "confirmed" loan amount as $500,000.

On Tuesday morning, we received an email from Alicia Fannon, who informed us that due to some policy, we did not qualify as a "start up" since we had been in business more than one year and therefore, our loan amount was dropping to $9,500.

I can't begin to express the horror that filled us at this news. I immediately got on the phone with Ms. Fannon and explained to her that

1 - we had been APPROVED for the $500,000 on August 16 but did not sign the papers due to a couple of errors that needed to be changed

2 - our loan portal had indicated for almost a month that we had a "confirmed" loan amount of $500,000.

3 - I had a phone call on September 2 with a loan specialist who verified the confirmed loan amount for us was $500,000. A recording of the call is attached at top of page.

After a long call filled with "that's our policy," she finally admitted there can be "exceptions" to these decisions and recommended we contact our Senators and Congressman because they could go to higher ups to get the decision changed.

She also instructed me to send a "bullet pointed" email to her to be forwarded to her supervisor, Scott Marshall (she would not provide contact information for him), detailing everything I had told her. The email is attached.

We are obviously devastated by this news. We obviously cannot survive on $9,500--we are going to have difficulty, after 9 months, surviving on $500,000.

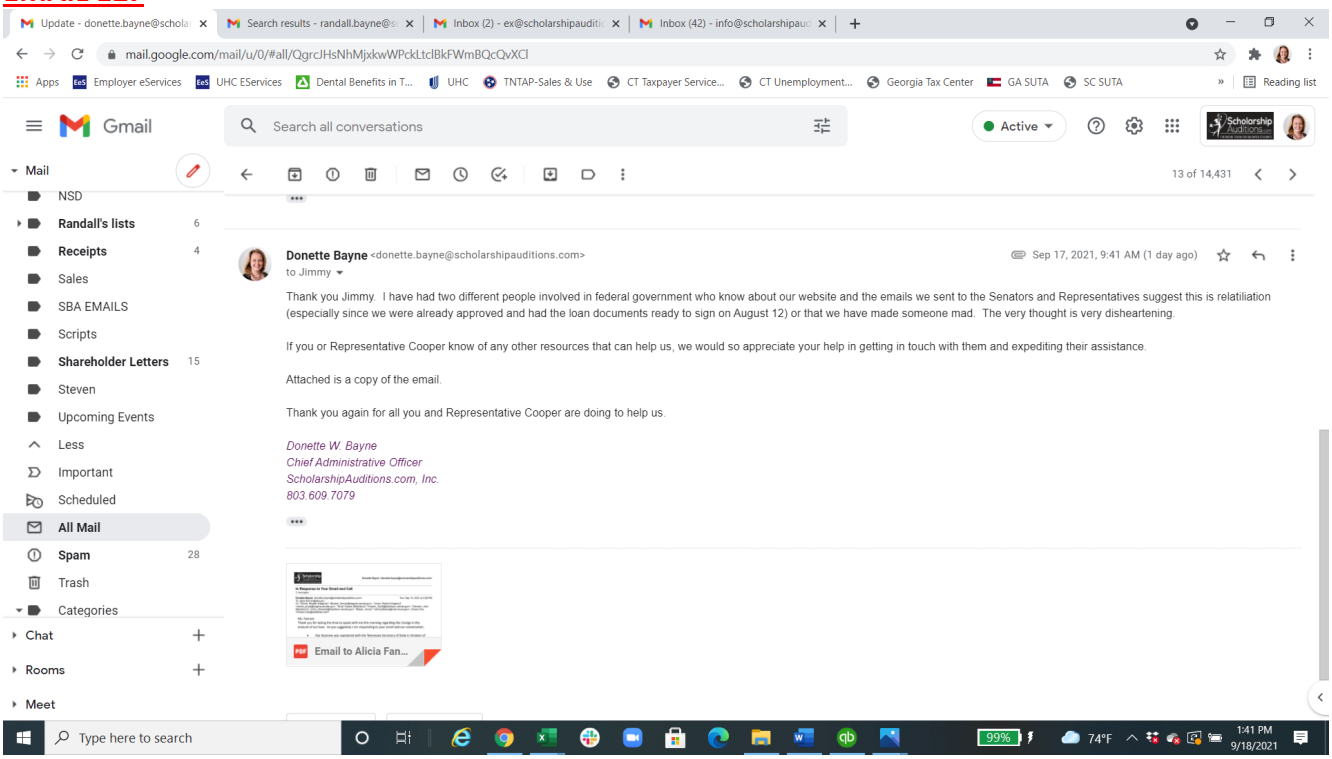
I have attached screenshots showing the $500,000 confirmed loan amount for August 16 and September, along with the recording of the call with the loan specialist and the email sent to Ms. Fannon.

Please let me know what Congressman Cooper's office can do to help. We are also asking for any other financial assistance that might be available while we are waiting to have this decision reversed.

We have fought a long, arduous battle to this point. We are not planning on giving up. But, we are so devastated by this development.

Thank you

EMAIL 127



Donette Bayne <donette.bayne@scholarshipauditions.com>
to Jimmy

Sep 17, 2021, 9:41 AM (1 day ago)

Thank you Jimmy. I have had two different people involved in federal government who know about our website and the emails we sent to the Senators and Representatives suggest this is relatiliation (especially since we were already approved and had the loan documents ready to sign on August 12) or that we have made someone mad. The very thought is very disheartening.

If you or Representative Cooper know of any other resources that can help us, we would so appreciate your help in getting in touch with them and expediting their assistance.

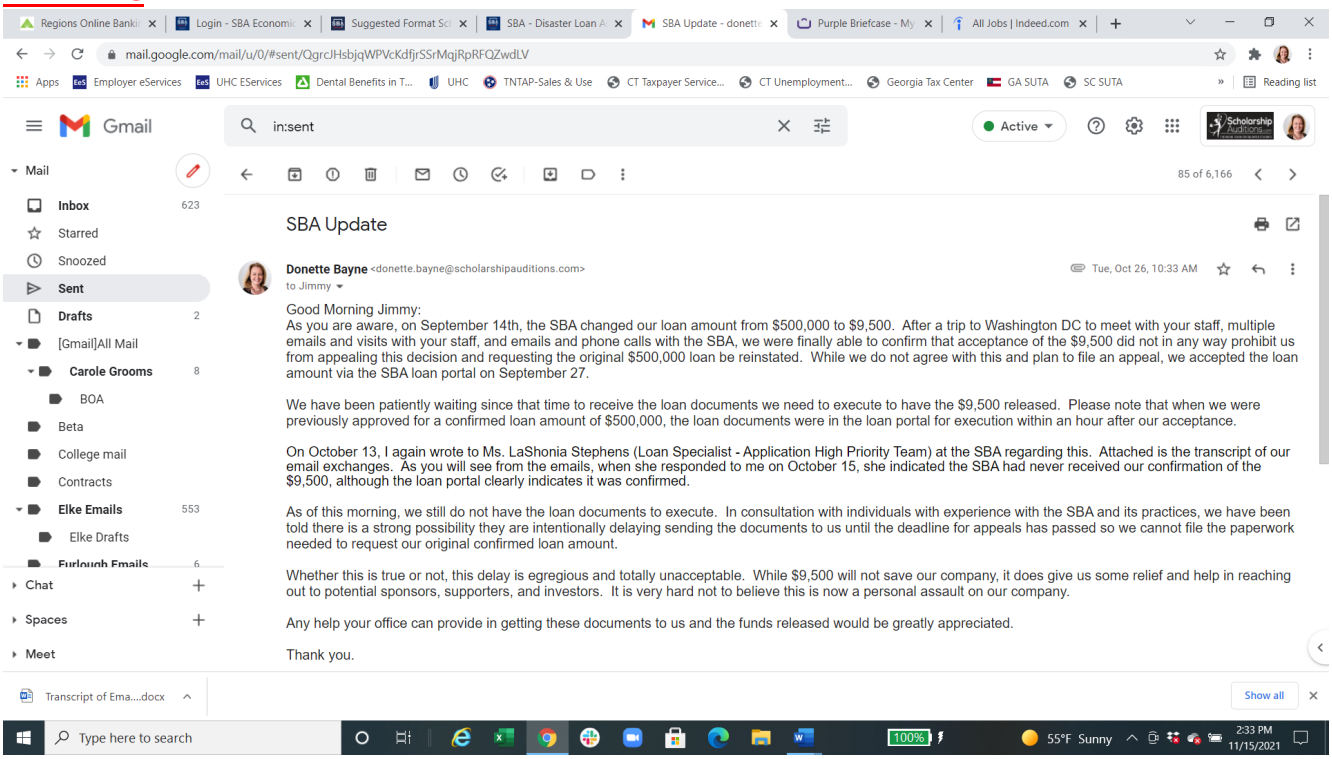
Attached is a copy of the email.

Thank you again for all you and Representative Cooper are doing to help us.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Email to Alicia Fan...

EMAIL 128



Gmail

in:sent

Active

Mail

Inbox 623
Starred
Snoozed
Sent
Drafts 2
[Gmail]All Mail
Carole Grooms 8
BOA
Beta
College mail
Contracts
Elke Emails 553
Elke Drafts
Furlough Emails 6
Chat
Spaces
Meet

85 of 6,166

SBA Update

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Jimmy

Tue, Oct 26, 10:33 AM

Good Morning Jimmy:
As you are aware, on September 14th, the SBA changed our loan amount from $500,000 to $9,500. After a trip to Washington DC to meet with your staff, multiple emails and visits with your staff, and emails and phone calls with the SBA, we were finally able to confirm that acceptance of the $9,500 did not in any way prohibit us from appealing this decision and requesting the original $500,000 loan be reinstated. While we do not agree with this and plan to file an appeal, we accepted the loan amount via the SBA loan portal on September 27.

We have been patiently waiting since that time to receive the loan documents we need to execute to have the $9,500 released. Please note that when we were previously approved for a confirmed loan amount of $500,000, the loan documents were in the loan portal for execution within an hour after our acceptance.

On October 13, I again wrote to Ms. LaShonia Stephens (Loan Specialist - Application High Priority Team) at the SBA regarding this. Attached is the transcript of our email exchanges. As you will see from the emails, when she responded to me on October 15, she indicated the SBA had never received our confirmation of the $9,500, although the loan portal clearly indicates it was confirmed.

As of this morning, we still do not have the loan documents to execute. In consultation with individuals with experience with the SBA and its practices, we have been told there is a strong possibility they are intentionally delaying sending the documents to us until the deadline for appeals has passed so we cannot file the paperwork needed to request our original confirmed loan amount.

Whether this is true or not, this delay is egregious and totally unacceptable. While $9,500 will not save our company, it does give us some relief and help in reaching out to potential sponsors, supporters, and investors. It is very hard not to believe this is now a personal assault on our company.

Any help your office can provide in getting these documents to us and the funds released would be greatly appreciated.

Thank you.

Transcript of Ema....docx

Show all

Type here to search

100%

55°F Sunny

2:33 PM
11/15/2021

APPENDIX F

Emails to Members of Senate Committee on Small Business and Entrepreneurship



Scholarship Auditions.com

JULY 9, 2020 EMAIL

Dear Senator _____:

As you are aware, the pandemic has had devastating effects on businesses across the country. Our company, ScholarshipAuditions.com, Inc., is a start-up company, created to assist performing fine arts students find colleges and scholarships to help them achieve their dreams. We have suffered greatly through this time and have applied for both rounds of PPP funds (which we received) and the Economic Injury Disaster Loan (EIDL). We applied for the EIDL in December. We are still waiting for approval.

I have attached an email which details the experience we have had trying to get this loan approved. As you will see, it has been a long, arduous, frustrating journey. As you read this report, you will have to agree this is not what anyone should have to experience when trying to receive aid from our government to keep a business alive and keep workers employed.

Growing up in South Carolina, my wife and I were both from economically challenged families who were not able to assist with our college educations. Through loans, scholarships, and hard work, we both graduated from South Carolina colleges, she from Francis Marion College, and me from Lander College. We certainly know the value of a college education and the high price that comes with it. We are both the first members of our families to receive a college education.

We made the choice to set up our offices in the most economically challenged area of Nashville, Tennessee. We are a new, vibrant company trying to bring resources and job opportunities to the region. The SBA's approval of this loan will ensure we are able to continue the growth path we were moving toward before COVID-19 and will ensure the continued employment of our current staff, as well as increasing it as we grow. The delay in approval of our application is putting the future of our company and our employees at risk.

We have contacted and have had continued support and assistance from the offices of Senator Marsha Blackburn, Senator Bill Hagerty, and Congressman Jim Cooper. And while we greatly appreciate all their efforts, we are also reaching out to you and other members of the Senate Committee on Small Business and Entrepreneurship. We are desperately trying to continue our business and help students from all over the country.

We have dedicated employees, some of whom are voluntarily working without pay right now, who will lose their jobs if we cannot keep our doors open. Students who are currently using our service to work to receive scholarships will also lose the momentum towards those opportunities. We have tried every avenue to push this loan through and are still waiting. If there is any assistance your office, or your Committee, can provide, we would be so very grateful. We would be honored to speak before your Committee and explain our experience in hopes that your Committee can address these issues and help other companies such as ours not just survive, but thrive, and bring greater stability to the American economy.

We are available to answer any questions and would love to explain more fully to you and/or your Committee what we are trying to do to help students all over the country, from every socio-economic background, find colleges and scholarships so they can achieve their dreams and become all they are created to be. If you ever have a reason to be in the Nashville area, we would be honored to have a chance to show you what we are accomplishing and can accomplish once we receive financial assistance. We also engage with interns each semester, from over 30 universities from across America, giving them valuable experience and guidance as they move forward with their college educations.

This is not just our company and livelihood; this is our calling and mission.

Thank you for any help you can provide.

Best Regards,

Dr. Randall A. Bayne
Founder & CEO
ScholarshipAuditions.com

AUGUST 3 EMAIL

Dear Senator _____:
Last month, I wrote to you regarding our experience with the Small Business Administration and our company's application for the Economic Injury Disaster Loan (EIDL). As I mentioned in my earlier email, we applied for the EIDL in December. And unfortunately, we are still waiting for approval.

Since our last email to you, we have been assigned a member of the High Priority Congressional SAB Application division, Ms. Susan Behling. She has been very considerate and has helped clarify some of the confusion associated with this process. We are very grateful for her assistance.

However, we still have not received approval for our loan application. We have supplied every document requested, even though it meant stopping all work here in our offices in order to gather the information and prepare the forms in the format requested. We have followed up with emails and phone calls. And still we wait.

Over the weekend, our SBA Loan Portal was suddenly updated to reflect the company is "eligible" for a $500,000 loan. Of course, the site was quick to point out that this did not mean we were approved, just that we were eligible. And while any amount would be welcome, this is by no means enough to pull our company out of the financial situation which COVID-19 has thrust us into. As you will see from the attached memo, our company reported a loss of $2,054,510 on our tax return for the last fiscal year. We also lost $2,958,240 in projected revenue in 2020, leaving us with a total loss of $5,012,750. To recover from this and move our company forward on the path we were creating when the pandemic struck will obviously require more than $500,000. We have spoken with other companies who have received EID loans and the amounts of their loans have been up to 40% of their loss revenue. In our case, that would be a little over $2,000,000. And each day we are without the funds to effectively run our company, the amount increases.

This continues to be a matter of great concern for us. We and our very dedicated employees are still working without pay. We are no longer able to provide health insurance. We have been blessed to have a phenomenal group of unpaid summer interns who have moved our company forward in ways we could never have accomplished without them. And we, along with the members of this music education industry, all very strongly believe in the mission of our company and the importance of its survival.

Through this process, we have become acutely aware of the many hardships small businesses face in their struggles to stay open and provide for their families, employees, and communities. My wife and I are both highly educated and have worked in industries that have provided us with the training needed to help move this process forward. My wife served as the Assistant Director of a Supreme Court Commission in South Carolina for over 20 years, working with lawyers and judges from all over the world. I have been an educator, minister, and collegiate dean. Even so, we have faced unimaginable hurdles and difficulties as we have worked toward loan approval. We cannot imagine how difficult this process must be for the small business owner, the mom-and-pop companies trying to stay afloat, and those without the resources to complete the application and maneuver through the confusing, frustrating maze the SBA has created for this process.

We appreciate any and all assistance your office and the Senate Committee on Small Business and Entrepreneurship has and can provide. My wife and I are more than willing to appear before your Committee to explain the ordeal we have encountered in the hope of helping others avoid what we have experienced. As with most running small businesses, we have no other source of income. We are struggling and are extremely sympathetic to anyone who is going through this. This process has proven to be excruciatingly difficult and has, I am sure, caused many to question whether the government actually cares about small businesses and the individuals they represent.

Thank you again for all you have done to help the small business owners of America during this very difficult time. We are prayerfully hopeful that we will be able to continue moving forward to do all we can to help students all over the country, from every socio-economic background, find colleges and scholarships so they can achieve their dreams and become all they are created to be, as well as keeping our intern program active, as it has now affected over 70 students from across the nation. If you ever have a reason to be in the Nashville area, we would be honored to have a chance

to show you what we are accomplishing and can accomplish once we receive financial assistance. We also continue to engage with interns each semester, from over 30 universities from across America, giving them valuable experience and guidance as they move forward with their college educations.

As we noted before, this is not just our company and livelihood; this is our calling and mission.

Thank you for any help you can provide.

Best Regards,

Dr. Randall A. Bayne
Founder & CEO
ScholarshipAuditions.com

SEPTEMBER 26 EMAIL

Dear Senator:
On September 8, we wrote to you regarding our company, ScholarshipAuditions.com, and its struggles with the SBA and our application for the Economic Injury Disaster (EID) Loan. To date, we have received no reply from your office. We are again writing, imploring you to respond and act on our behalf.

On August 16, we were contacted by Andrew Moylan, an SBA Loan Specialist, informing us our EID loan had been approved for $500,000 and asking us to confirm our acceptance of that amount. We immediately did so and for the first time in over eight months, began to implement the plans we had created to move the company forward toward profitability. We then received the loan documents which needed to be executed by our company before the funds could be disbursed. We found two errors in the documents and asked that they be corrected. **Please note: if we had signed the incorrect loan documents on August 16, the $500,000 loan amount would have been disbursed and in our account within 3-5 days.**

When the delay in getting these changes made continued, we again contacted the offices of Senator Marsha Blackburn and Senator Bill Hagerty, asking for their assistance. As a result of their efforts on our behalf, on September 2, we received a call from JaShonia Stephens, an SBA Loan Specialist on the Application High Priority Team. In this call, Ms. Stewart assured us that our loan documents were in the final stages of preparation, we would have the documents for execution within a few days and the funds would be disbursed to us by September 15. I specifically asked Ms. Stewart to confirm that the approved loan amount was $500,000, which she did. **THIS CALL WAS RECORDED.**

Since August 16 when we received the confirmation of our loan of $500,000, the company has moved forward in anticipation of receiving the confirmed and committed funds. We have made commitments to employees who have not been paid in several months, to creditors who agreed to work with us since they themselves had been through the SBA process and had received the loan amounts confirmed to them by the SBA and believed that this would be, in fact, what we would receive. **The entire basis of our company's survival has hinged on the confirmation by the SBA that we would be receiving $500,000 to ensure our survival.**

On September 14, we received an email from Alicia Fannon, an SBA Loan Specialist, informing us that after reviewing our file, **she had lowered our CONFIRMED loan amount from $500,000 to $9,500.** In a lengthy phone call with Ms. Fannon, during which her explanation changed several times, we were told this had to do with our company not being a "start-up" since it had been in business more than 12 months. She clearly stated that if our company had been a "start-up," we would have qualified for the full $500,000. When she was informed we had already been approved for a **confirmed amount of $500,000**, she could provide no explanation and just kept saying she was following "procedure." When we explained that this change in our loan amount would put our company out of business, she informed us that there were "exceptions" that could be made to the decision and instructed us to send a detailed, bullet-pointed email to her explaining what we had been promised and the ordeal our company had experienced. She indicated she would send this to her supervisor for review. She would not give us any contact information for the supervisor. The email sent to Ms. Fannon that day, as well as a follow-up email with more information, are attached.

On Monday, September 20, we made a trip to Washington, DC to plead our case. We met with representatives in the offices of Senator Blackburn and Senator Hagerty. These representatives expressed outrage that our loan amount had been so greatly reduced after having received the confirmation of the $500,000. However, both offices indicated they had heard of others who had also had this happen.

On September 24, Ms. JaShonia Stephens again called, after again being contacted by the representatives of Senator Blackburn and Senator Hagerty. Her conversation is perhaps the most disturbing and distressing call to date. In this call, **again recorded**, Ms. Stephens indicated that the SBA has and continues to change its decisions after loan amounts are confirmed. She stated that no one should count on the amount confirmed by the SBA until funds are actually deposited in the bank. When reminded that she had herself verified the confirmed amount of the loan as $500,000, she stated she was only looking at one part of our file when she made that statement. When she was told that we

felt our company was, in fact, a "start-up" and that Ms. Fannon had informed us that as such we would qualify for the $500,000, she noted that Ms. Fannon was "incorrect." When we stressed that the loan portal had constantly indicated, for over a month, that we had a **confirmed** loan amount of $500,000, she said we could not rely on that figure. She used words such as "misinformed," "incorrect," and "not accurate" during the call when we repeated to her information we had received from the SBA.

When we reminded her that we had been sent loan documents for the $500,00 and that if we had signed them, the money would have already been disbursed, she stated that the SBA would have probably asked for it back! When we told her about the emails we had been asked to prepare and send to Ms. Fannon, she asked that we forward them to her, and she would send them to "upper management" for review to see if there was any possibility this could be changed. When we asked her if we could contact upper management, we were told we could not. **When asked if our Senators could contact upper management on our behalf, she said they could not.**

The definition of "confirmed," according to Oxford Languages, is "firmly established …..and unlikely to change." The definition of "confirm" is "establish the truth or correctness; state with assurance that a report or fact is true; make (something, especially a person's appointment to a position or an agreement) formally valid; ratify."

Our company, as well as obviously other companies, has trusted the word of the SBA. We believed that the word "confirmed" meant exactly what it said. There has never been any indication that there was any chance the amount would change. No one, in any call or email we have had from the SBA since the amount was first confirmed on August 16, has told us this could happen. Everything our company has done since that date has been based on our belief that we could trust the word of the SBA.

At a time when the confidence of the American people in their government is at an all-time low, to find we have been manipulated and lied to by the SBA, the very organization created to help small business such as ours survive, is devastating. Regardless of how the decision was reached by the SBA, a commitment was made to loan our company $500,000 and that commitment was accepted by our company.

Our company may very well fail because of this duplicity and confusion. The reputation of our company, even if it does survive, may be irreparably damaged since commitments were made that now cannot be kept. And an even greater disaster will be the number of young people, trying to find ways to use their God-given talents to get into college and earn a degree who will suffer because our doors may close (please see the attached Company Overview which explains the purpose of our company).

We are trusting that you, as the leader of this organization, will intervene with integrity and do what is right. **This is not just our business; it is our calling and mission**. Regardless of the "procedures" established by the SBA, a commitment, a confirmation, was made between the SBA and our company. In any private sector business, a commitment, a "confirmed" agreement would have to be honored. Our government should set an example and show that it honors the same guidelines that private business has to honor.

Thank you for your immediate action on this matter. We look forward to your help in correcting this grievous decision by the SBA and returning our confirmed loan amount of $500,000.

October 21, 2021

The Honorable Rand Paul
1029 State Street
Bowling Green, Kentucky 42101

Dear Senator Paul:

My name is Randall Bayne and I reside in Nashville, Tennessee. I am the CEO of ScholarshipAuditions.com, an online company whose mission is to empower student performers to recognize, afford and achieve their collegiate dreams. I am writing you, as a Ranking Member of the U.S. Senate Committee on Small Business and Entrepreneurship, to seek your support of my request to appear before the Committee.

The following document outlines our Company's experience over the last ten months with the US Small Business Administration. My desire to speak before the Committee is a result of the following:

- Our Company's challenges and frustrations with the interactions and policies of the Small Business Administration, hoping the challenges and frustrations we've experienced will be met with a transforming overhaul for the good of all small businesses across America.
- Our Company's challenges and frustrations with the policy of confirming a loan amount and then changing the confirmed loan amount without recourse of appeal.

We have met numerous times with the local staff of Senator Marsha Blackburn and Senator Bill Hagerty. We have traveled, at great personal expense, to Washington DC to meet with the staff there as well. We have had multiple discussions with the staff in Congressman Jim Cooper's office. However, our situation remains unchanged after ten months of interchanges with the SBA. We understand that the individuals working within the SBA are overwhelmed by COVID-19. However, it is the systematic issues with the SBA as evidenced in our experience that I desire to address with your Committee. I am available for a discussion at any time and would be honored to speak with you in person regarding this arduous, frustrating, and painful experience.

Thank you for considering my request, as I am . . .

Respectfully,

Dr. Randall Bayne, CEO
Randall.Bayne@ScholarshipAuditions.com
615.568.0191

APPENDIX G

Emails to Congressional Committee on Small Business Oversight, Investigations, and Regulations



ScholarshipAuditions.com

JULY 9, 2021 EMAIL

Dear Representative _____:
As you are aware, the pandemic has had devastating effects on businesses across the country. Our company, ScholarshipAuditions.com, Inc., is a start-up company, created to assist performing fine arts students find colleges and scholarships to help them achieve their dreams. We have suffered greatly through this time and have applied for both rounds of PPP funds (which we received) and the Economic Injury Disaster Loan (EIDL). We applied for the EIDL in December. We are still waiting for approval.

I have attached an email which details the experience we have had trying to get this loan approved. As you will see, it has been a long, arduous, frustrating journey. As you read this report, you will have to agree this is not what anyone should have to experience when trying to receive aid from our government to keep a business alive and keep workers employed.

Growing up in South Carolina, my wife and I were both from economically challenged families who were not able to assist with our college educations. Through loans, scholarships, and hard work, we both graduated from South Carolina colleges, she from Francis Marion College, and me from Lander College. We certainly know the value of a college education and the high price that comes with it. We are both the first members of our families to receive a college education.

We made the choice to set up our offices in the most economically challenged area of Nashville, Tennessee. We are a new, vibrant company trying to bring resources and job opportunities to the region. The SBA's approval of this loan will ensure we are able to continue the growth path we were moving toward before COVID-19 and will ensure the continued employment of our current staff, as well as increasing it as we grow. The delay in approval of our application is putting the future of our company and our employees at risk.

We have contacted and have had continued support and assistance from the offices of Senator Marsha Blackburn, Senator Bill Hagerty, and Congressman Jim Cooper. And while we greatly appreciate all their efforts, we are also reaching out to you and other members of the Congressional Committee on Small Business Oversight, Investigations, and Regulations. We are desperately trying to continue our business and help students from all over the country.

We have dedicated employees, some of whom are voluntarily working without pay right now, who will lose their jobs if we cannot keep our doors open. Students who are currently using our service to work to receive scholarships will also lose the momentum towards those opportunities. A percentage of these students are a part of our SOAR Program, established early after the inception of our company to provide full access to the resources and services of ScholarshipAuditions.com to at-risk and underserved students primarily in Title I schools across the nation. Presently, our roster of SOAR students is 30% of our total enrollment. These students deserve this opportunity, which will be lost if our company cannot survive.

We have tried every avenue to push this loan through and are still waiting. If there is any assistance your office, or your Committee, can provide, we would be so very grateful. We would be honored to speak before your Committee and explain our experience in hopes that your Committee can address these issues and help other companies such as ours not just survive, but thrive, and bring greater stability to the American economy.

We are available to answer any questions and would love to explain more fully to you and/or your Committee what we are trying to do to help students all over the country, from every socio-economic background, find colleges and scholarships so they can achieve their dreams and become all they are created to be. If you ever have a reason to be in the Nashville area, we would be honored to have a chance to show you what we are accomplishing and can accomplish once we receive financial assistance. We also engage with interns each semester, from over 30 universities from across America, giving them valuable experience and guidance as they move forward with their college educations.

This is not just our company and livelihood; this is our calling and mission.

Thank you for any help you can provide.

Best Regards,

Dr. Randall A. Bayne
Founder & CEO
ScholarshipAuditions.com

AUGUST 3, 2021 EMAIL

Last month, I wrote to you regarding our experience with the Small Business Administration and our company's application for the Economic Injury Disaster Loan (EIDL). As I mentioned in my earlier email, we applied for the EIDL in December. And unfortunately, we are still waiting for approval.

Since our last email to you, we have been assigned a member of the High Priority Congressional SAB Application division, Ms. Susan Behling. She has been very considerate and has helped clarify some of the confusion associated with this process. We are very grateful for her assistance.

However, we still have not received approval for our loan application. We have supplied every document requested, even though it meant stopping all work here in our offices in order to gather the information and prepare the forms in the format requested. We have followed up with emails and phone calls. And still we wait.

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Through this process, we have become acutely aware of the many hardships small businesses face in their struggles to stay open and provide for their families, employees, and communities. My wife and I are both highly educated and have worked in industries that have provided us with the training needed to help move this process forward. My wife served as the Assistant Director of a Supreme Court Commission in South Carolina for over 20 years, working with lawyers and judges from all over the world. I have been an educator, minister, and collegiate dean. Even so, we have faced unimaginable hurdles and difficulties as we have worked toward loan approval. We cannot imagine how difficult this process must be for the small business owner, the mom-and-pop companies trying to stay afloat, and those without the resources to complete the application and maneuver through the confusing, frustrating maze the SBA has created for this process.

We appreciate any and all assistance your office and the Congressional Committee on Small Business Oversight, Investigations, and Regulations has and can provide. My wife and I are more than willing to appear before your

Committee to explain the ordeal we have encountered in the hope of helping others avoid what we have experienced. As with most running small businesses, we have no other source of income. We are struggling and are extremely sympathetic to anyone who is going through this. This process has proven to excruciatingly difficult and has, I am sure, caused many to question whether the government actually cares about small businesses and the individuals they represent.

Thank you again for all you have done to help the small business owners of America during this very difficult time. We are prayerfully hopeful that we will be able to continue moving forward to do all we can to help students all over the country, from every socio-economic background, find colleges and scholarships so they can achieve their dreams and become all they are created to be, as well as keeping our intern program active, as it has now affected over 70 students from across the nation. If you ever have a reason to be in the Nashville area, we would be honored to have a chance to show you what we are accomplishing and can accomplish once we receive financial assistance. We also continue to engage with interns each semester, from over 30 universities from across America, giving them valuable experience and guidance as they move forward with their college educations.

As we noted before, this is not just our company and livelihood; this is our calling and mission.
Thank you for any help you and Representative Evans can provide.

Best Regards,

Dr. Randall A. Bayne
Founder & CEO
ScholarshipAuditions.com

SEPTEMBER 26 EMAIL

Dear Representative :
We have written to your office in the past regarding the great problems our company, ScholarshipAuditions.com, has endured with the SBA. Last week, on the 20th and 21st of September, we made a trip to Washington, DC to meet with the staff members of our Senators, Senator Marsha Blackburn and Senator Bill Hagerty. They are great individuals, doing all they can to assist us in getting the $500,000 loan which was confirmed to us by the SBA on August 16. We are asking for your intervention on our behalf so our company can survive.

Attached you will find an email sent earlier today to Ms. Isabella Guzman, Administrator of the SBA. You will see in this email the latest issues we have encountered.

We are finding ourselves greatly disillusioned and disappointed in our government and particularly the SBA. We have been told conflicting and erroneous information, on which we relied; there appear to be no real checks and balances to keep this from happening; we have been told we cannot contact the “upper management” that will be reviewing our loan appeal and worse, we have been told **Senators and Representatives cannot contact upper management**.

This is not just our business; it is our mission and calling. We are here to help "empower student performers to recognize, afford and achieve their collegiate dreams." I've attached an Executive Summary to give you an idea of who we are. You can also visit our website at www.accoladi.com. I have also attached the revised Summary of our SBA Experience, detailing all that has transpired since our application was filed in December of 2020.

Please, help us keep our business alive to provide this invaluable service to students all across America.

APPENDIX H

Email to President Joe Biden



ScholarshipAuditions.com

EMAIL SENT JULY 9, 2021

Mr. President:
As you are aware, the pandemic has had devastating effects on businesses across the country. We are a start-up company, created to assist performing fine arts students find colleges and scholarships to help them achieve their dreams. We have suffered greatly through this time and have applied for both rounds of PPP funds (which we received) and the Economic Injury Disaster Loan. We applied for the EIDL in December. We are still waiting for approval. We have contacted and have had some assistance from the offices of Senator Marsha Blackburn, Senator Bill Hagerty, and Congressman Jim Cooper. And while we greatly appreciate all of their efforts, we are also reaching out to you. We are desperately trying to continue our business and help students from all over the country. We have dedicated employees, some of whom are voluntarily working without pay right now, who will lose their jobs if we cannot keep our doors open. We have tried every avenue to push this loan through and are still waiting. If there is any assistance your office could provide, we would be so very grateful. We are available to answer any questions and would love to explain more fully to you and/or your staff what we are trying to do to help students all over the country, from every socio-economic background, find colleges and scholarships so they can achieve their dreams and become all they are created to be. If you or anyone from your office are in the Nashville area, we would be honored to have a chance to show you what we are accomplishing and can accomplish once we receive financial assistance. We also engage with interns each semester, from over 30 universities from across America, giving them valuable experience and guidance as they move forward with their college educations.

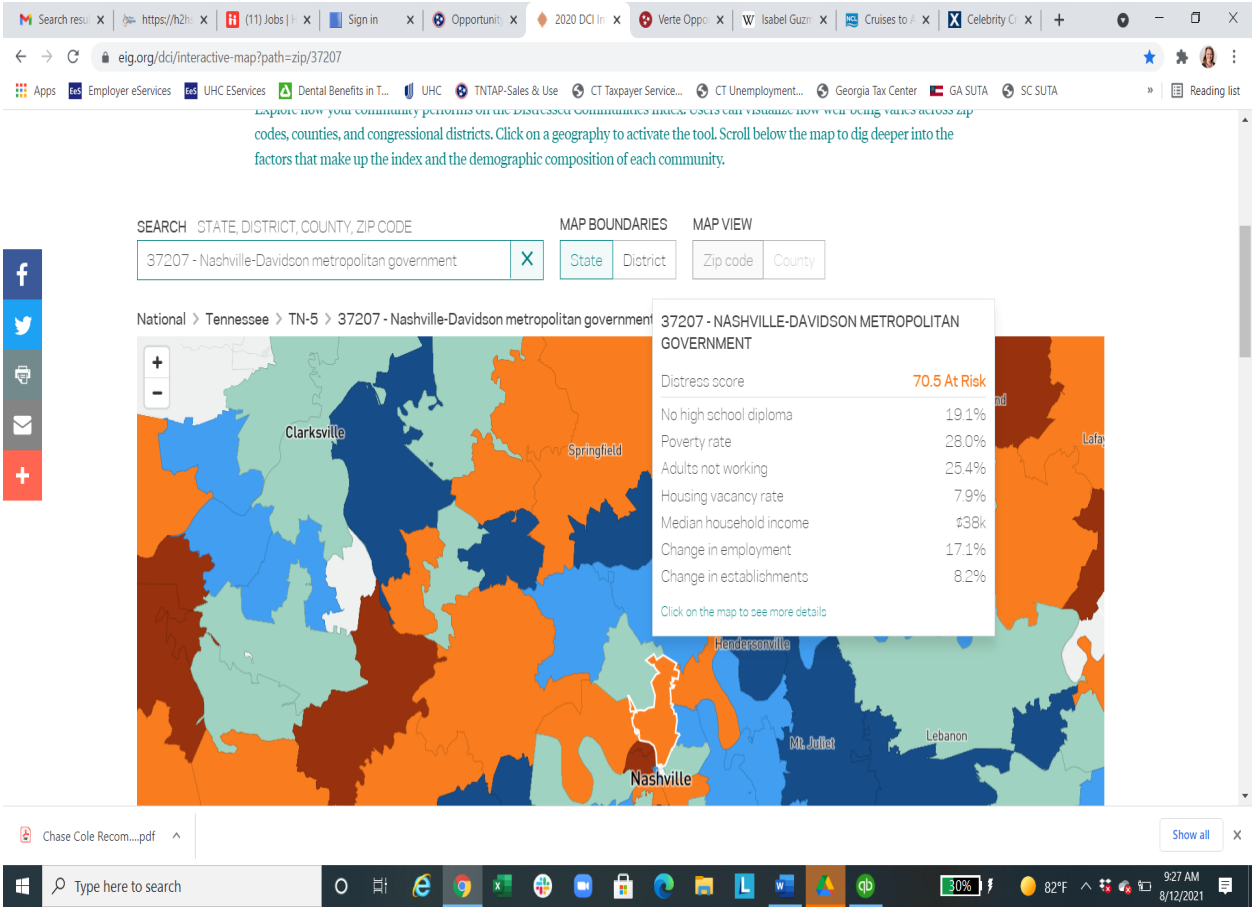
Thank you, Mr. President, for any help you can provide.

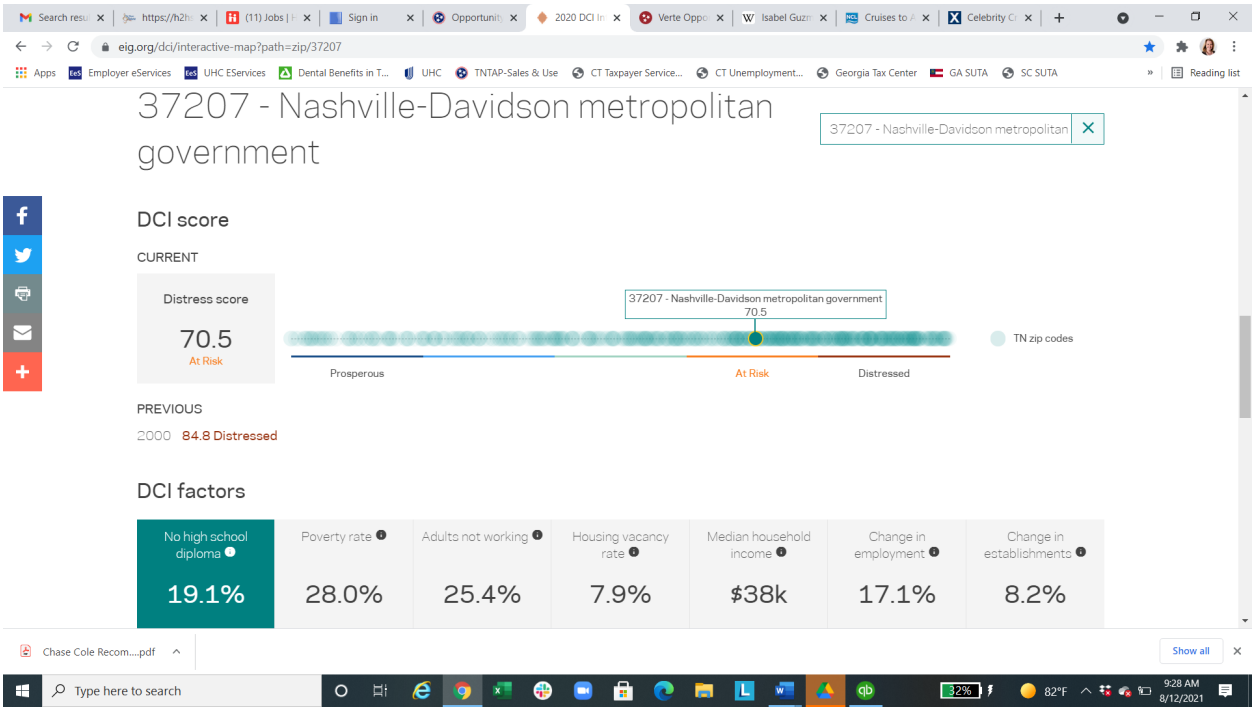
Best Regards,
Dr. Randall A. Bayne
CEO, ScholarshipAuditions.com, Inc.

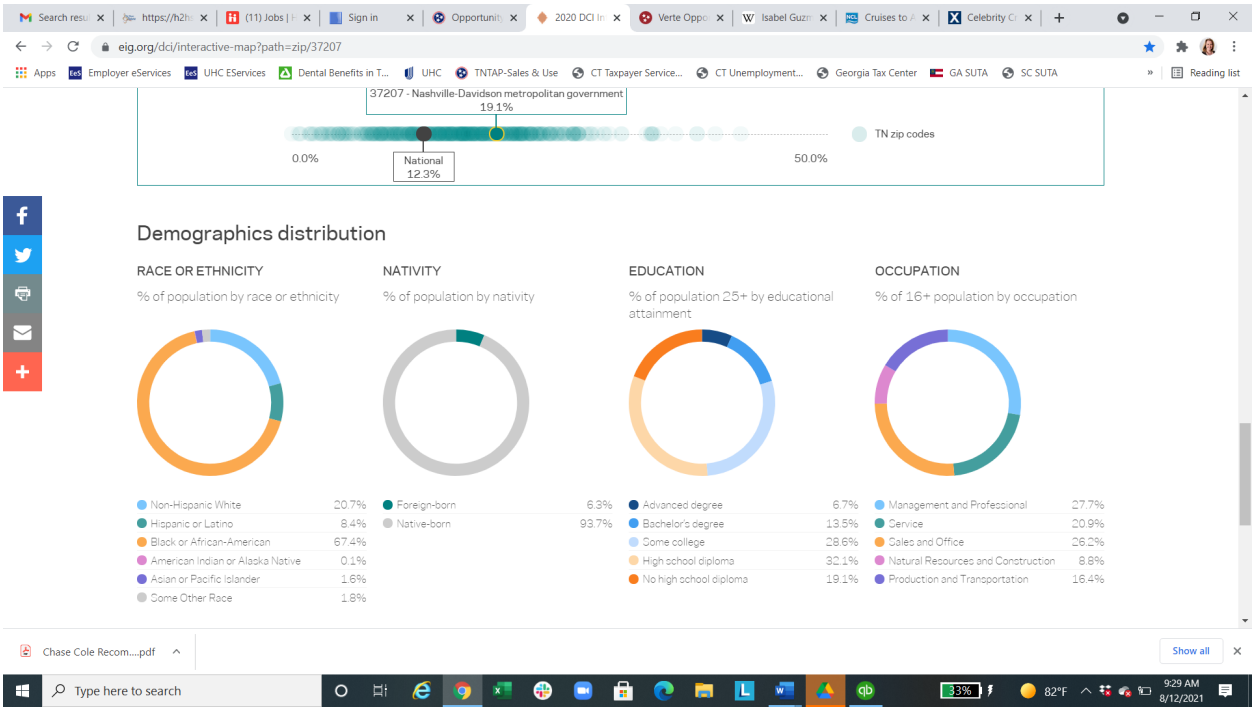
APPENDIX I

37207 Zip Code Demographics




eig.org/dci/interactive-map?path=zip/37207
codes, counties, and congressional districts. Click on a geography to activate the tool. Scroll below the map to dig deeper into the
factors that make up the index and the demographic composition of each community.
SEARCH STATE, DISTRICT, COUNTY, ZIP CODE
37207 - Nashville-Davidson metropolitan government
MAP BOUNDARIES
State
District
MAP VIEW
Zip code
County
National > Tennessee > TN-5 > 37207 - Nashville-Davidson metropolitan government
37207 - NASHVILLE-DAVIDSON METROPOLITAN GOVERNMENT
Distress score 70.5 At Risk
No high school diploma 19.1%
Poverty rate 28.0%
Adults not working 25.4%
Housing vacancy rate 7.9%
Median household income $38k
Change in employment 17.1%
Change in establishments 8.2%
Click on the map to see more details
Clarksville
Springfield
Hendersonville
Mt. Juliet
Lebanon
Nashville
Chase Cole Recom....pdf
Show all
Type here to search
30%
82°F
9:27 AM
8/12/2021


eig.org/dci/interactive-map?path=zip/37207
37207 - Nashville-Davidson metropolitan government
37207 - Nashville-Davidson metropolitan
DCI score
CURRENT
Distress score
70.5
At Risk
37207 - Nashville-Davidson metropolitan government
70.5
TN zip codes
Prosperous
At Risk
Distressed
PREVIOUS
2000 84.8 Distressed
DCI factors
No high school diploma
19.1%
Poverty rate
28.0%
Adults not working
25.4%
Housing vacancy rate
7.9%
Median household income
$38k
Change in employment
17.1%
Change in establishments
8.2%
Chase Cole Recom....pdf
Show all
Type here to search
82°F
9:28 AM
8/12/2021


eig.org/dci/interactive-map?path=zip/37207
37207 - Nashville-Davidson metropolitan government
19.1%
TN zip codes
0.0%
National
12.3%
50.0%
Demographics distribution
RACE OR ETHNICITY
% of population by race or ethnicity
Non-Hispanic White 20.7%
Hispanic or Latino 8.4%
Black or African-American 67.4%
American Indian or Alaska Native 0.1%
Asian or Pacific Islander 1.6%
Some Other Race 1.8%
NATIVITY
% of population by nativity
Foreign-born 6.3%
Native-born 93.7%
EDUCATION
% of population 25+ by educational attainment
Advanced degree 6.7%
Bachelor's degree 13.5%
Some college 28.6%
High school diploma 32.1%
No high school diploma 19.1%
OCCUPATION
% of 16+ population by occupation
Management and Professional 27.7%
Service 20.9%
Sales and Office 26.2%
Natural Resources and Construction 8.8%
Production and Transportation 16.4%
Chase Cole Recom....pdf
Show all
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33%
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8/12/2021

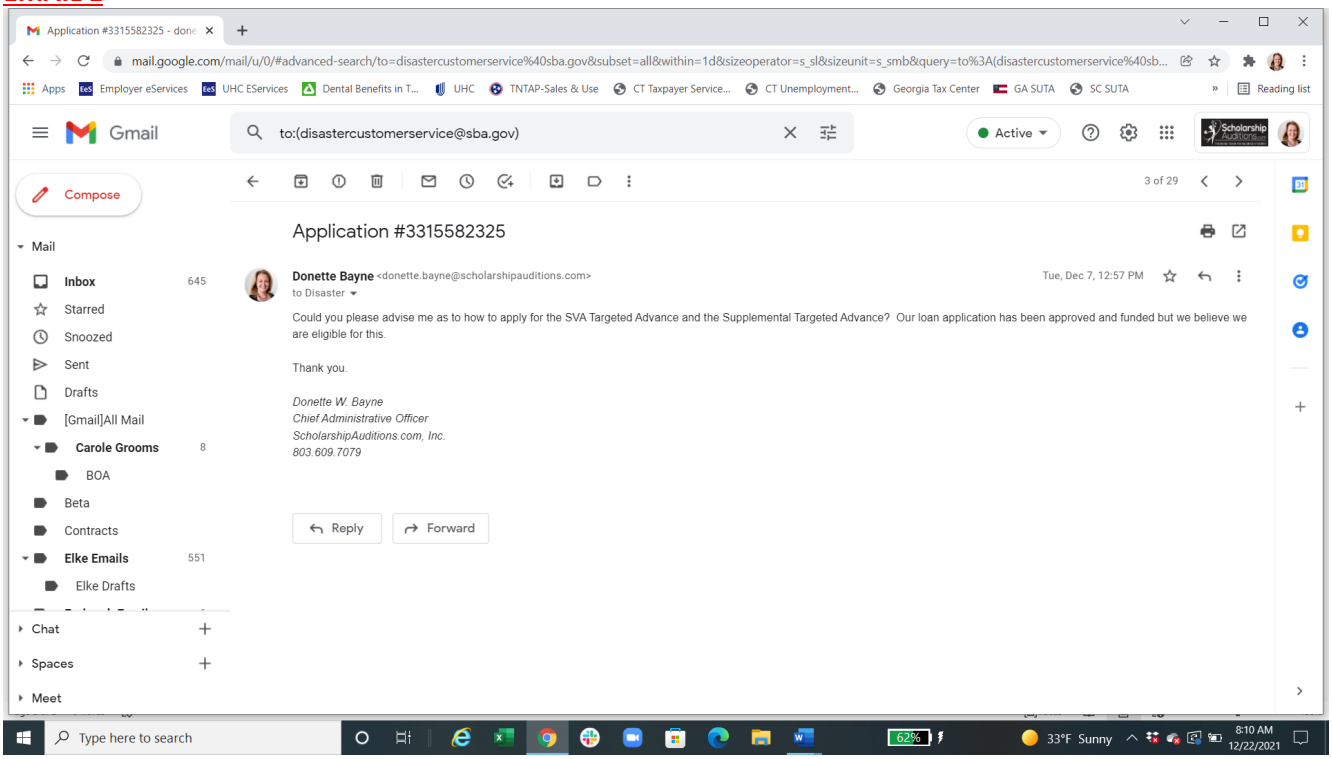
APPENDIX J

Email Correspondence Post SBA Funding

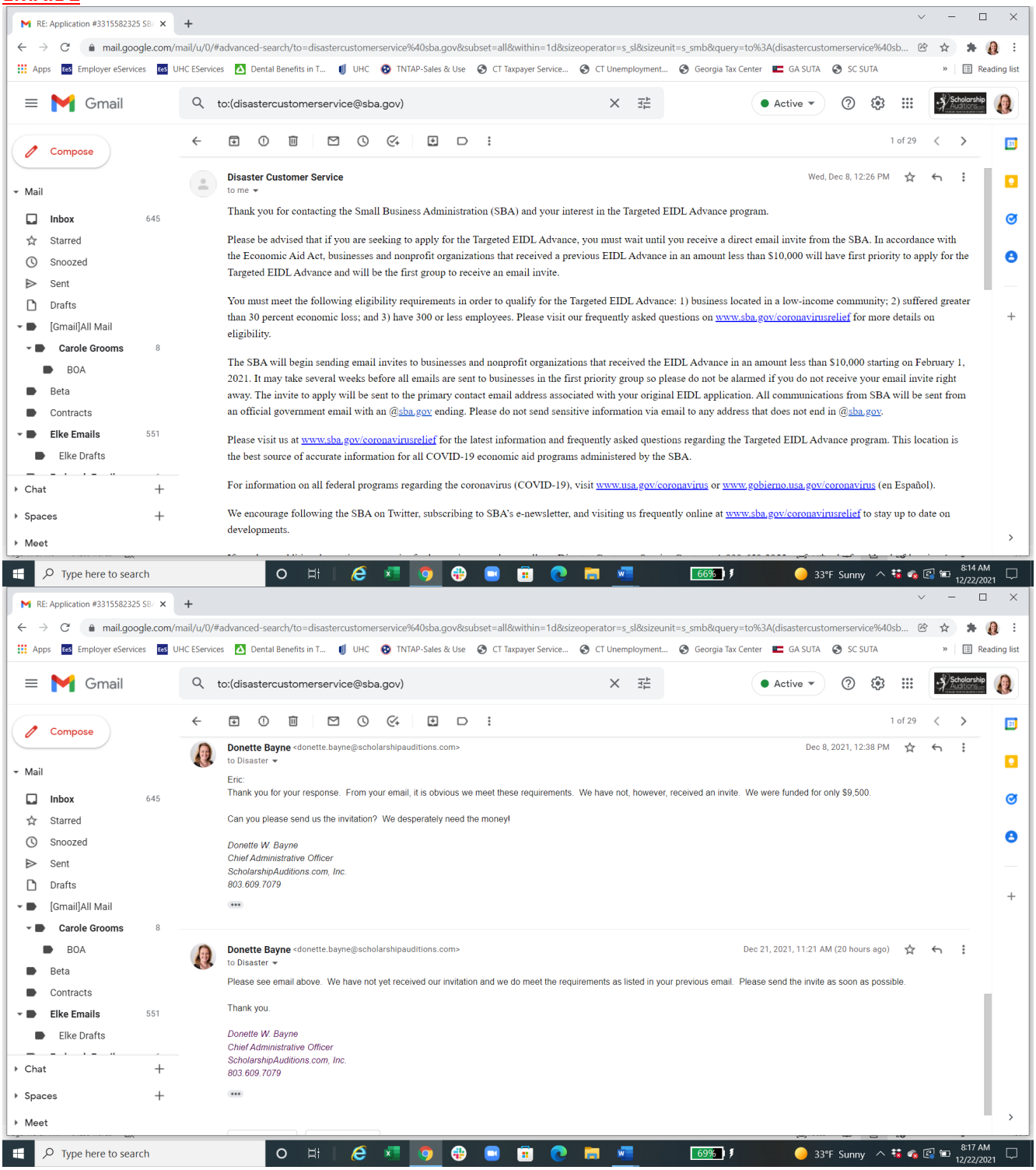


ScholarshipAuditions.com

EMAIL 1


Application #3315582325
Donette Bayne <donette.bayne@scholarshipauditions.com>
to Disaster
Tue, Dec 7, 12:57 PM
Could you please advise me as to how to apply for the SVA Targeted Advance and the Supplemental Targeted Advance? Our loan application has been approved and funded but we believe we are eligible for this.
Thank you.
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Reply
Forward

EMAIL 2



RE: Application #3315582325 SB

mail.google.com/mail/u/0/#advanced-search/to=disastercustomerservice%40sba.gov&subset=all&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=to%3A(disastercustomerservice%40sb...

Gmail

to:(disastercustomerservice@sba.gov)

Active

Compose

Mail

Inbox 645

Starred

Snoozed

Sent

Drafts

[Gmail]All Mail

Carole Grooms 8

BOA

Beta

Contracts

Elke Emails 551

Elke Drafts

Chat

Spaces

Meet

1 of 29

Disaster Customer Service
to me

Wed, Dec 8, 12:26 PM

Thank you for contacting the Small Business Administration (SBA) and your interest in the Targeted EIDL Advance program.

Please be advised that if you are seeking to apply for the Targeted EIDL Advance, you must wait until you receive a direct email invite from the SBA. In accordance with the Economic Aid Act, businesses and nonprofit organizations that received a previous EIDL Advance in an amount less than $10,000 will have first priority to apply for the Targeted EIDL Advance and will be the first group to receive an email invite.

You must meet the following eligibility requirements in order to qualify for the Targeted EIDL Advance: 1) business located in a low-income community; 2) suffered greater than 30 percent economic loss; and 3) have 300 or less employees. Please visit our frequently asked questions on www.sba.gov/coronavirusrelief for more details on eligibility.

The SBA will begin sending email invites to businesses and nonprofit organizations that received the EIDL Advance in an amount less than $10,000 starting on February 1, 2021. It may take several weeks before all emails are sent to businesses in the first priority group so please do not be alarmed if you do not receive your email invite right away. The invite to apply will be sent to the primary contact email address associated with your original EIDL application. All communications from SBA will be sent from an official government email with an @sba.gov ending. Please do not send sensitive information via email to any address that does not end in @sba.gov.

Please visit us at www.sba.gov/coronavirusrelief for the latest information and frequently asked questions regarding the Targeted EIDL Advance program. This location is the best source of accurate information for all COVID-19 economic aid programs administered by the SBA.

For information on all federal programs regarding the coronavirus (COVID-19), visit www.usa.gov/coronavirus or www.gobierno.usa.gov/coronavirus (en Español).

We encourage following the SBA on Twitter, subscribing to SBA's e-newsletter, and visiting us frequently online at www.sba.gov/coronavirusrelief to stay up to date on developments.

Type here to search

66%

33°F Sunny

8:14 AM
12/22/2021

RE: Application #3315582325 SB

mail.google.com/mail/u/0/#advanced-search/to=disastercustomerservice%40sba.gov&subset=all&within=1d&sizeoperator=s_sl&sizeunit=s_smb&query=to%3A(disastercustomerservice%40sb...

Gmail

to:(disastercustomerservice@sba.gov)

Active

Compose

Mail

Inbox 645

Starred

Snoozed

Sent

Drafts

[Gmail]All Mail

Carole Grooms 8

BOA

Beta

Contracts

Elke Emails 551

Elke Drafts

Chat

Spaces

Meet

1 of 29

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Disaster

Dec 8, 2021, 12:38 PM

Eric:
Thank you for your response. From your email, it is obvious we meet these requirements. We have not, however, received an invite. We were funded for only $9,500.

Can you please send us the invitation? We desperately need the money!

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Donette Bayne <donette.bayne@scholarshipauditions.com>
to Disaster

Dec 21, 2021, 11:21 AM (20 hours ago)

Please see email above. We have not yet received our invitation and we do meet the requirements as listed in your previous email. Please send the invite as soon as possible.

Thank you.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

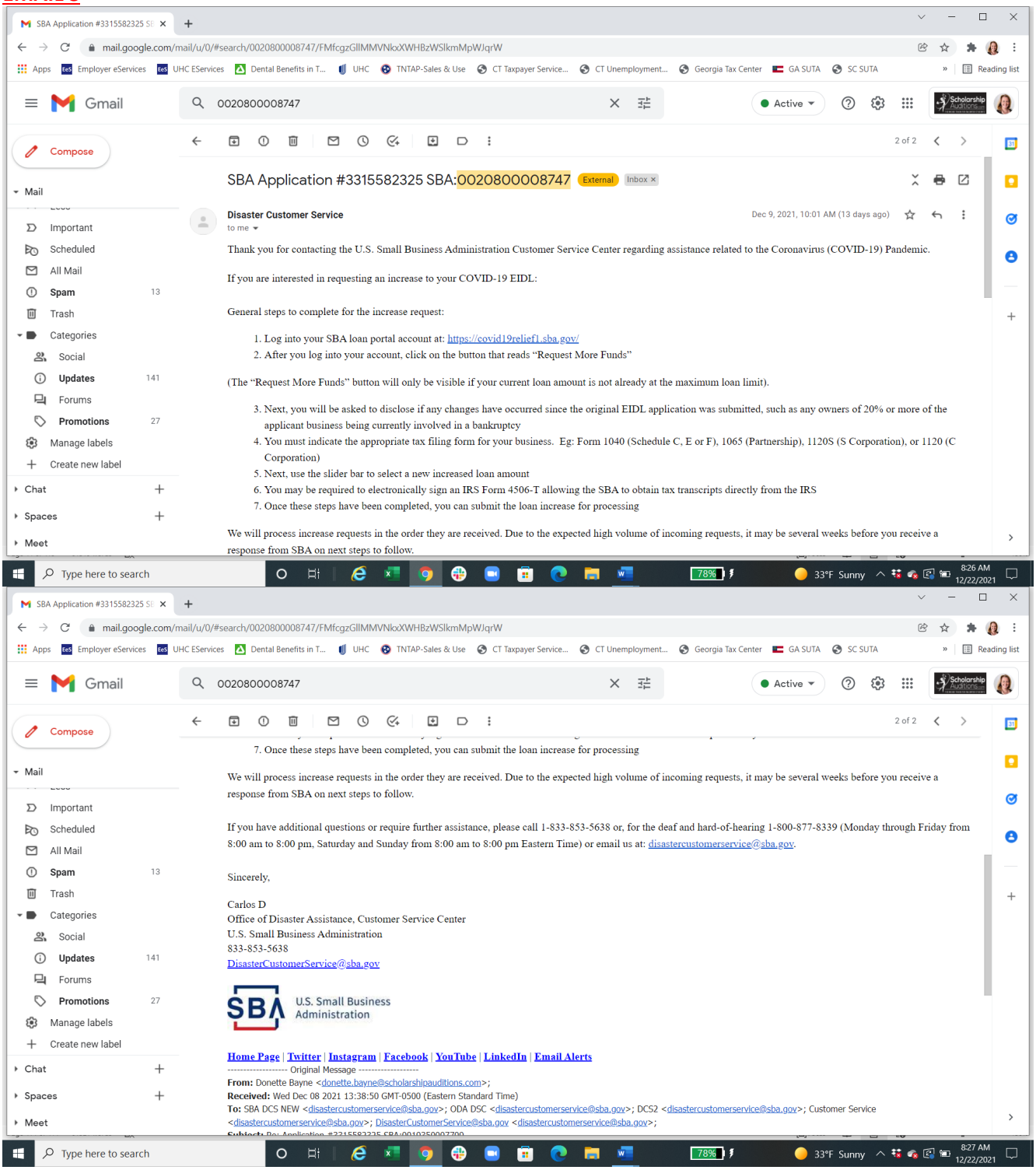
Type here to search

69%

33°F Sunny

8:17 AM
12/22/2021

EMAIL 3



SBA Application #3315582325 SBA:0020800008747 External Inbox ×

Disaster Customer Service
to me

Dec 9, 2021, 10:01 AM (13 days ago)

Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic.

If you are interested in requesting an increase to your COVID-19 EIDL:

General steps to complete for the increase request:

1. Log into your SBA loan portal account at: https://covid19relief1.sba.gov/
2. After you log into your account, click on the button that reads "Request More Funds"

(The "Request More Funds" button will only be visible if your current loan amount is not already at the maximum loan limit).

3. Next, you will be asked to disclose if any changes have occurred since the original EIDL application was submitted, such as any owners of 20% or more of the applicant business being currently involved in a bankruptcy
4. You must indicate the appropriate tax filing form for your business. Eg: Form 1040 (Schedule C, E or F), 1065 (Partnership), 1120S (S Corporation), or 1120 (C Corporation)
5. Next, use the slider bar to select a new increased loan amount
6. You may be required to electronically sign an IRS Form 4506-T allowing the SBA to obtain tax transcripts directly from the IRS
7. Once these steps have been completed, you can submit the loan increase for processing

We will process increase requests in the order they are received. Due to the expected high volume of incoming requests, it may be several weeks before you receive a response from SBA on next steps to follow.

7. Once these steps have been completed, you can submit the loan increase for processing

We will process increase requests in the order they are received. Due to the expected high volume of incoming requests, it may be several weeks before you receive a response from SBA on next steps to follow.

If you have additional questions or require further assistance, please call 1-833-853-5638 or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: disastercustomerservice@sba.gov.

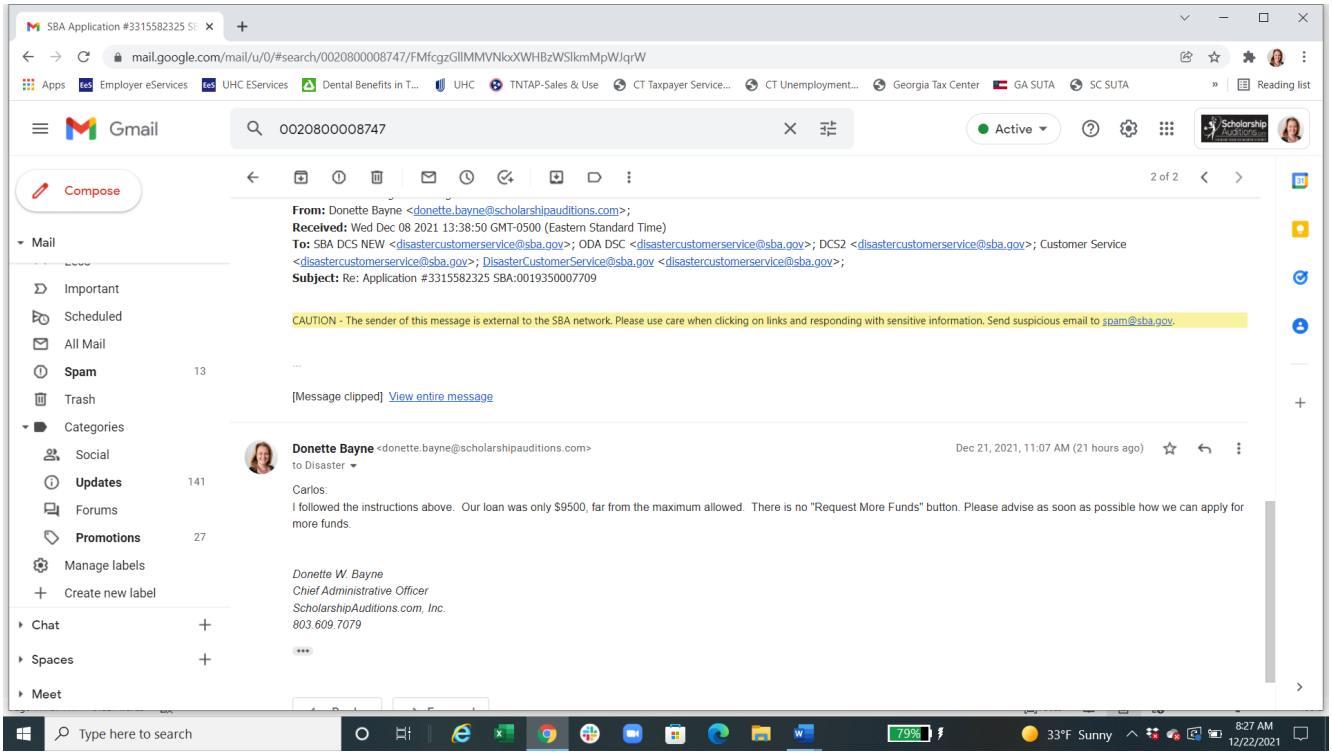
Sincerely,

Carlos D
Office of Disaster Assistance, Customer Service Center
U.S. Small Business Administration
833-853-5638
DisasterCustomerService@sba.gov

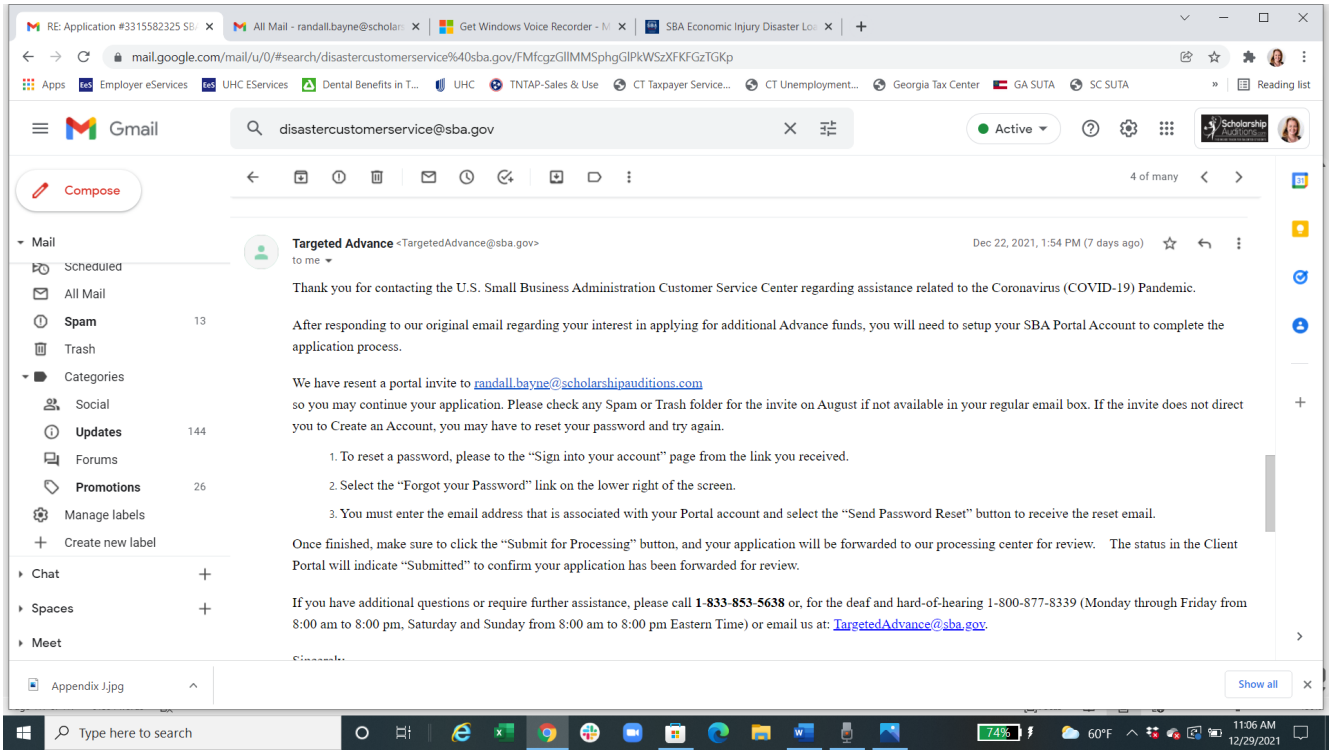
U.S. Small Business Administration

Home Page | Twitter | Instagram | Facebook | YouTube | LinkedIn | Email Alerts

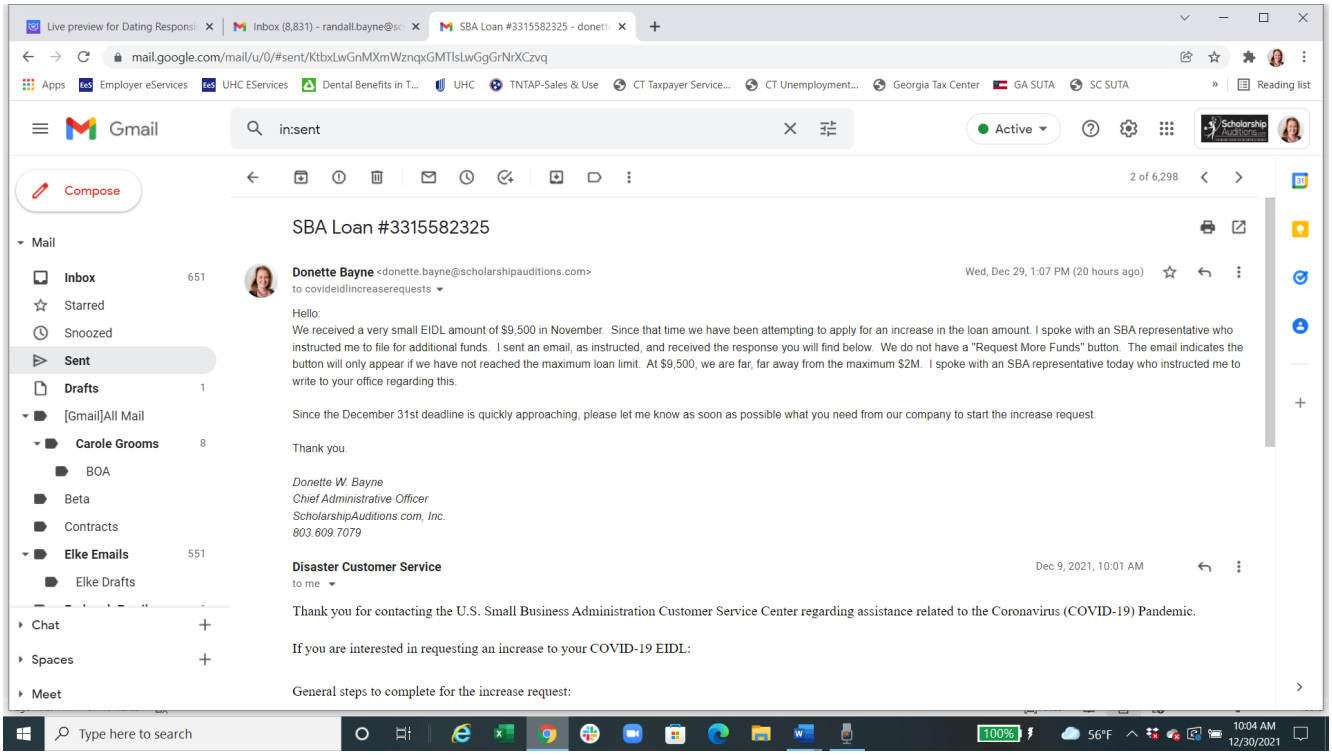
---------- Original Message ----------
From: Donette Bayne <donette.bayne@scholarshipauditions.com>;
Received: Wed Dec 08 2021 13:38:50 GMT-0500 (Eastern Standard Time)
To: SBA DCS NEW <disastercustomerservice@sba.gov>; ODA DSC <disastercustomerservice@sba.gov>; DCS2 <disastercustomerservice@sba.gov>; Customer Service <disastercustomerservice@sba.gov>; DisasterCustomerService@sba.gov <disastercustomerservice@sba.gov>;


SBA Application #3315582325
mail.google.com/mail/u/0/#search/0020800008747/FMfcgzGllMMVNkxXWHBzWSlkmMpWJqrW
Gmail
0020800008747
Active
Compose
Mail
Important
Scheduled
All Mail
Spam 13
Trash
Categories
Social
Updates 141
Forums
Promotions 27
Manage labels
Create new label
Chat
Spaces
Meet
2 of 2
From: Donette Bayne <donette.bayne@scholarshipauditions.com>;
Received: Wed Dec 08 2021 13:38:50 GMT-0500 (Eastern Standard Time)
To: SBA DCS NEW <disastercustomerservice@sba.gov>; ODA DSC <disastercustomerservice@sba.gov>; DCS2 <disastercustomerservice@sba.gov>; Customer Service <disastercustomerservice@sba.gov>; DisasterCustomerService@sba.gov <disastercustomerservice@sba.gov>;
Subject: Re: Application #3315582325 SBA:0019350007709
CAUTION - The sender of this message is external to the SBA network. Please use care when clicking on links and responding with sensitive information. Send suspicious email to spam@sba.gov.
[Message clipped] View entire message
Donette Bayne <donette.bayne@scholarshipauditions.com>
to Disaster
Dec 21, 2021, 11:07 AM (21 hours ago)
Carlos:
I followed the instructions above. Our loan was only $9500, far from the maximum allowed. There is no "Request More Funds" button. Please advise as soon as possible how we can apply for more funds.
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Type here to search
79%
33°F Sunny
8:27 AM
12/22/2021

EMAIL 4


RE: Application #3315582325
mail.google.com/mail/u/0/#search/disastercustomerservice%40sba.gov/FMfcgzGllMMSphgGlPkWSzXFKFGzTGKp
Gmail
disastercustomerservice@sba.gov
Active
Compose
Mail
All Mail
Spam 13
Trash
Categories
Social
Updates 144
Forums
Promotions 26
Manage labels
Create new label
Chat
Spaces
Meet
4 of many
Targeted Advance <TargetedAdvance@sba.gov>
to me
Dec 22, 2021, 1:54 PM (7 days ago)
Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic.
After responding to our original email regarding your interest in applying for additional Advance funds, you will need to setup your SBA Portal Account to complete the application process.
We have resent a portal invite to randall.bayne@scholarshipauditions.com so you may continue your application. Please check any Spam or Trash folder for the invite on August if not available in your regular email box. If the invite does not direct you to Create an Account, you may have to reset your password and try again.
1. To reset a password, please to the "Sign into your account" page from the link you received.
2. Select the "Forgot your Password" link on the lower right of the screen.
3. You must enter the email address that is associated with your Portal account and select the "Send Password Reset" button to receive the reset email.
Once finished, make sure to click the "Submit for Processing" button, and your application will be forwarded to our processing center for review. The status in the Client Portal will indicate "Submitted" to confirm your application has been forwarded for review.
If you have additional questions or require further assistance, please call 1-833-853-5638 or, for the deaf and hard-of-hearing 1-800-877-8339 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: TargetedAdvance@sba.gov.
Appendix J.jpg
Show all
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74%
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12/29/2021

EMAIL 5



Live preview for Dating Respons | Inbox (8,831) - randall.bayne@sc | SBA Loan #3315582325 - donett

mail.google.com/mail/u/0/#sent/KtbxLwGnMXmWznqxGMTlsLwGgGrNrXCzvq

Apps | Employer eServices | UHC EServices | Dental Benefits in T... | UHC | TNTAP-Sales & Use | CT Taxpayer Service... | CT Unemployment... | Georgia Tax Center | GA SUTA | SC SUTA | Reading list

Gmail | in:sent | Active

Compose

Mail
- Inbox 651
- Starred
- Snoozed
- Sent
- Drafts 1
- [Gmail]All Mail
- Carole Grooms 8
- BOA
- Beta
- Contracts
- Elke Emails 551
- Elke Drafts

Chat | Spaces | Meet

2 of 6,298

SBA Loan #3315582325

Donette Bayne <donette.bayne@scholarshipauditions.com> Wed, Dec 29, 1:07 PM (20 hours ago)
to covideidlincreaserequests

Hello:
We received a very small EIDL amount of $9,500 in November. Since that time we have been attempting to apply for an increase in the loan amount. I spoke with an SBA representative who instructed me to file for additional funds. I sent an email, as instructed, and received the response you will find below. We do not have a "Request More Funds" button. The email indicates the button will only appear if we have not reached the maximum loan limit. At $9,500, we are far, far away from the maximum $2M. I spoke with an SBA representative today who instructed me to write to your office regarding this.

Since the December 31st deadline is quickly approaching, please let me know as soon as possible what you need from our company to start the increase request.

Thank you.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Disaster Customer Service Dec 9, 2021, 10:01 AM
to me

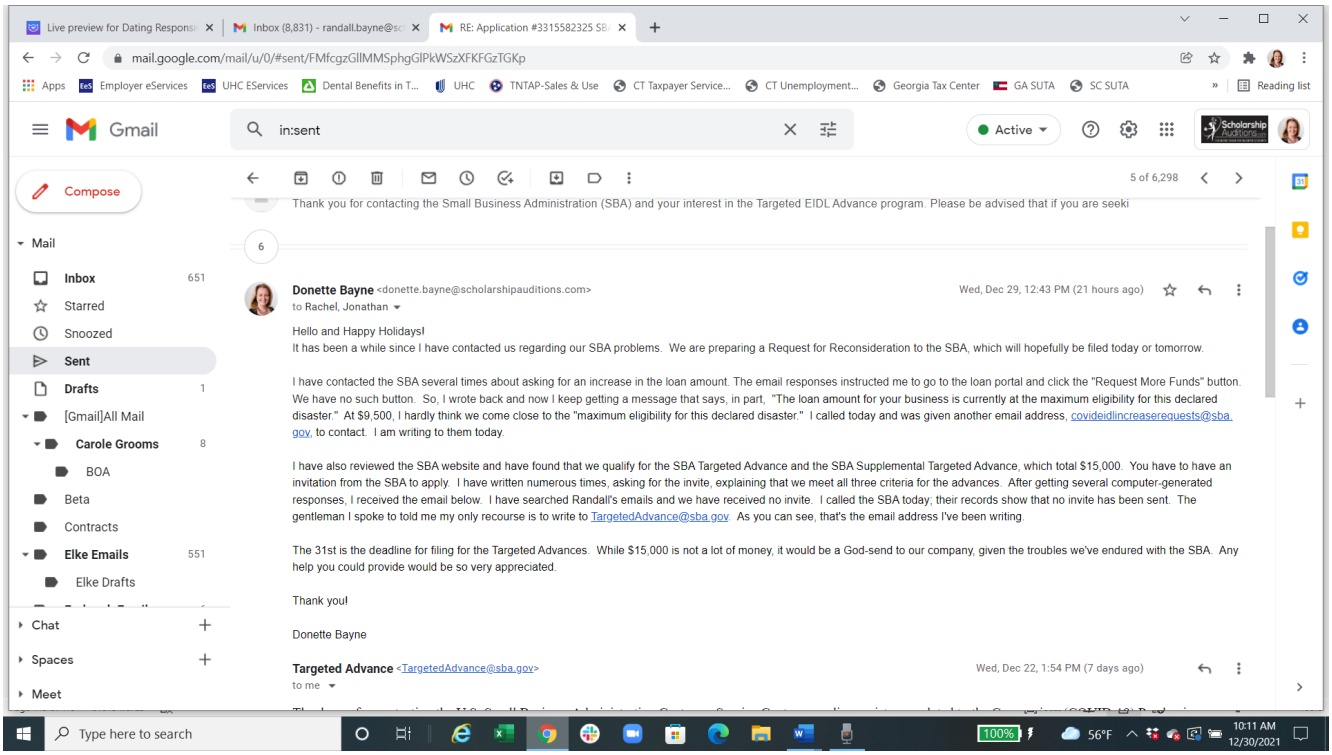
Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic.

If you are interested in requesting an increase to your COVID-19 EIDL:

General steps to complete for the increase request:

Type here to search | 100% | 56°F | 10:04 AM 12/30/2021

EMAIL 6



Live preview for Dating Respons | Inbox (8,831) - randall.bayne@sc | RE: Application #3315582325 SB

mail.google.com/mail/u/0/#sent/FMfcgzGllMMSphgGlPkWSzXFKFGzTGKp

Apps | Employer eServices | UHC EServices | Dental Benefits in T... | UHC | TNTAP-Sales & Use | CT Taxpayer Service... | CT Unemployment... | Georgia Tax Center | GA SUTA | SC SUTA | Reading list

Gmail | in:sent | Active

Compose

Mail
- Inbox 651
- Starred
- Snoozed
- Sent
- Drafts 1
- [Gmail]All Mail
- Carole Grooms 8
- BOA
- Beta
- Contracts
- Elke Emails 551
- Elke Drafts

Chat | Spaces | Meet

5 of 6,298

Thank you for contacting the Small Business Administration (SBA) and your interest in the Targeted EIDL Advance program. Please be advised that if you are seeki

6

Donette Bayne <donette.bayne@scholarshipauditions.com> Wed, Dec 29, 12:43 PM (21 hours ago)
to Rachel, Jonathan

Hello and Happy Holidays!
It has been a while since I have contacted us regarding our SBA problems. We are preparing a Request for Reconsideration to the SBA, which will hopefully be filed today or tomorrow.

I have contacted the SBA several times about asking for an increase in the loan amount. The email responses instructed me to go to the loan portal and click the "Request More Funds" button. We have no such button. So, I wrote back and now I keep getting a message that says, in part, "The loan amount for your business is currently at the maximum eligibility for this declared disaster." At $9,500, I hardly think we come close to the "maximum eligibility for this declared disaster." I called today and was given another email address, covideidlincreaserequests@sba.gov, to contact. I am writing to them today.

I have also reviewed the SBA website and have found that we qualify for the SBA Targeted Advance and the SBA Supplemental Targeted Advance, which total $15,000. You have to have an invitation from the SBA to apply. I have written numerous times, asking for the invite, explaining that we meet all three criteria for the advances. After getting several computer-generated responses, I received the email below. I have searched Randall's emails and we have received no invite. I called the SBA today, their records show that no invite has been sent. The gentleman I spoke to told me my only recourse is to write to TargetedAdvance@sba.gov. As you can see, that's the email address I've been writing.

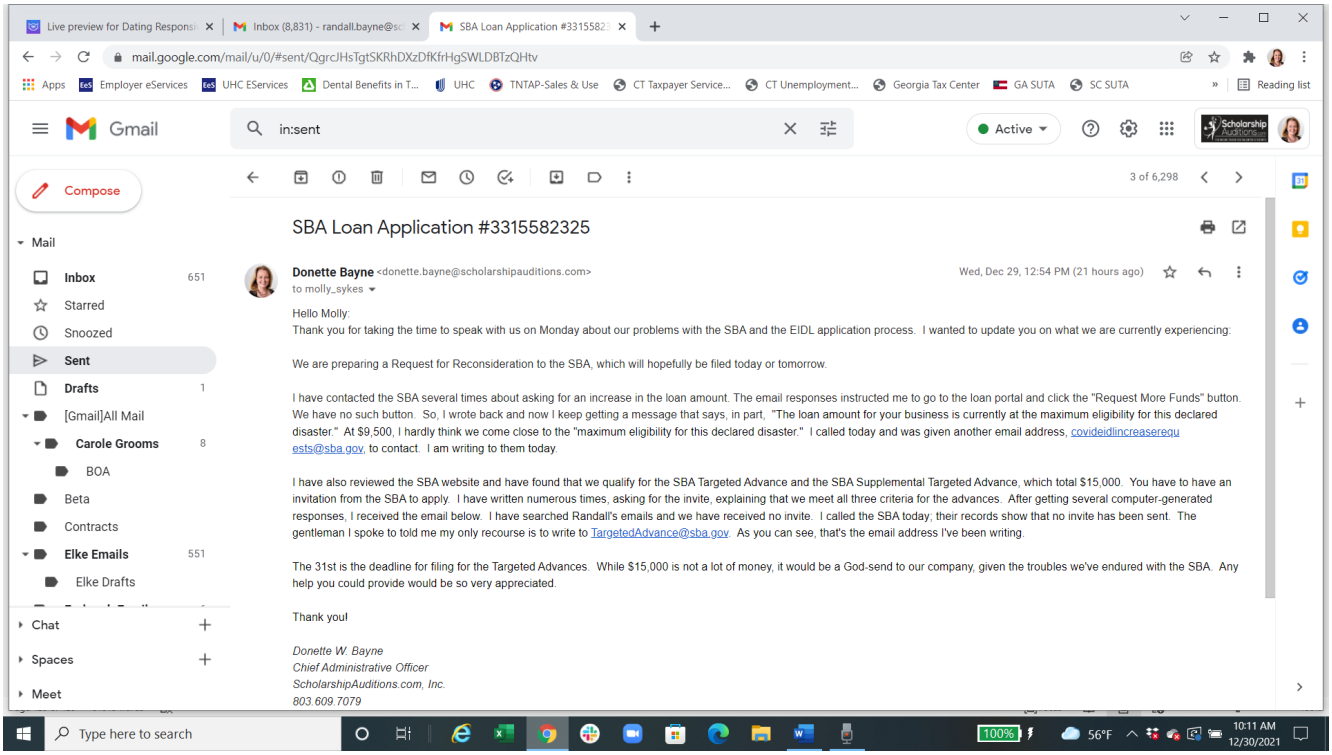
The 31st is the deadline for filing for the Targeted Advances. While $15,000 is not a lot of money, it would be a God-send to our company, given the troubles we've endured with the SBA. Any help you could provide would be so very appreciated.

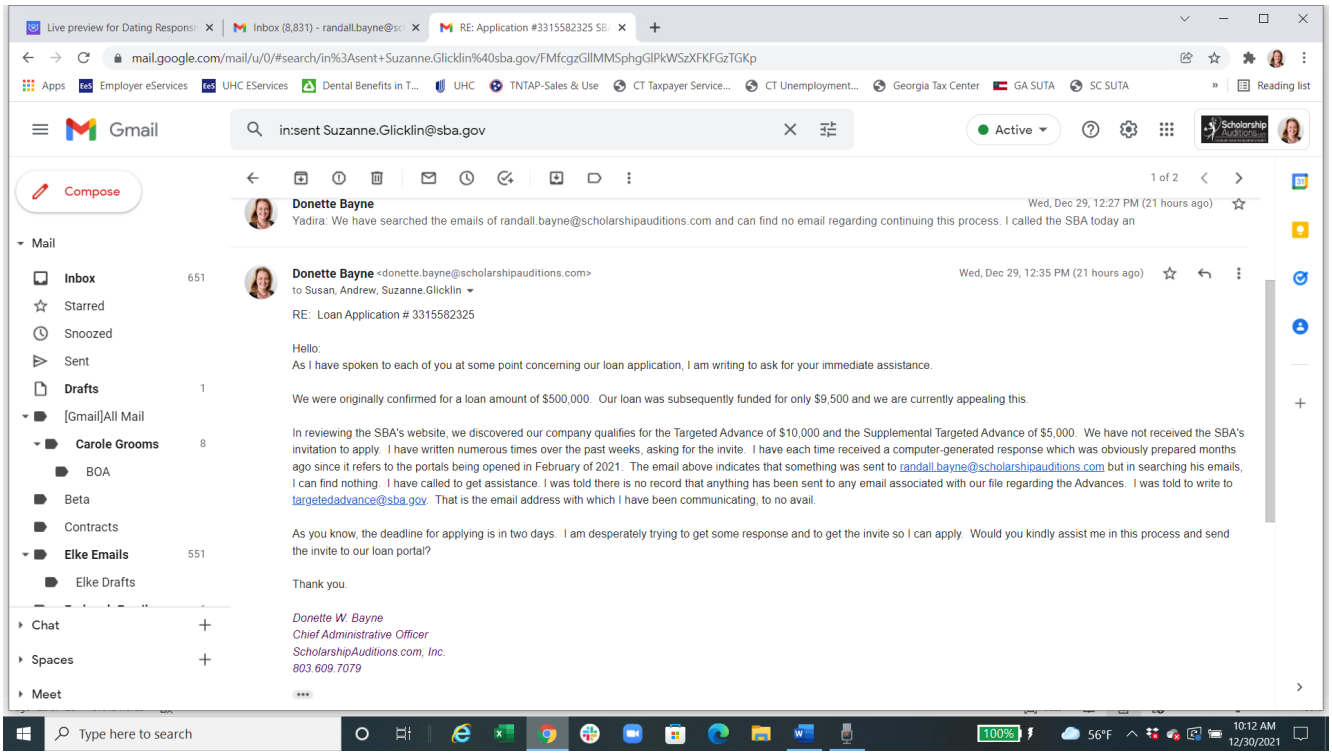
Thank you!

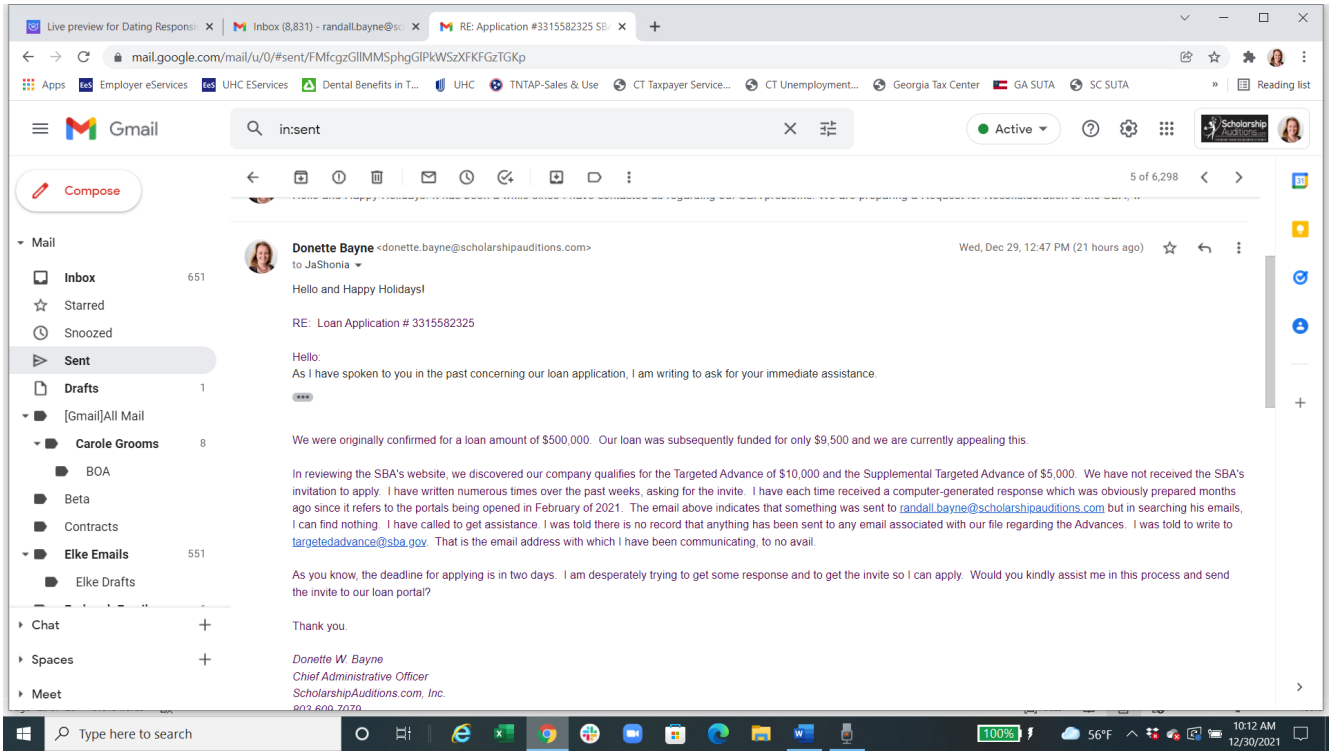
Donette Bayne

Targeted Advance <TargetedAdvance@sba.gov> Wed, Dec 22, 1:54 PM (7 days ago)
to me

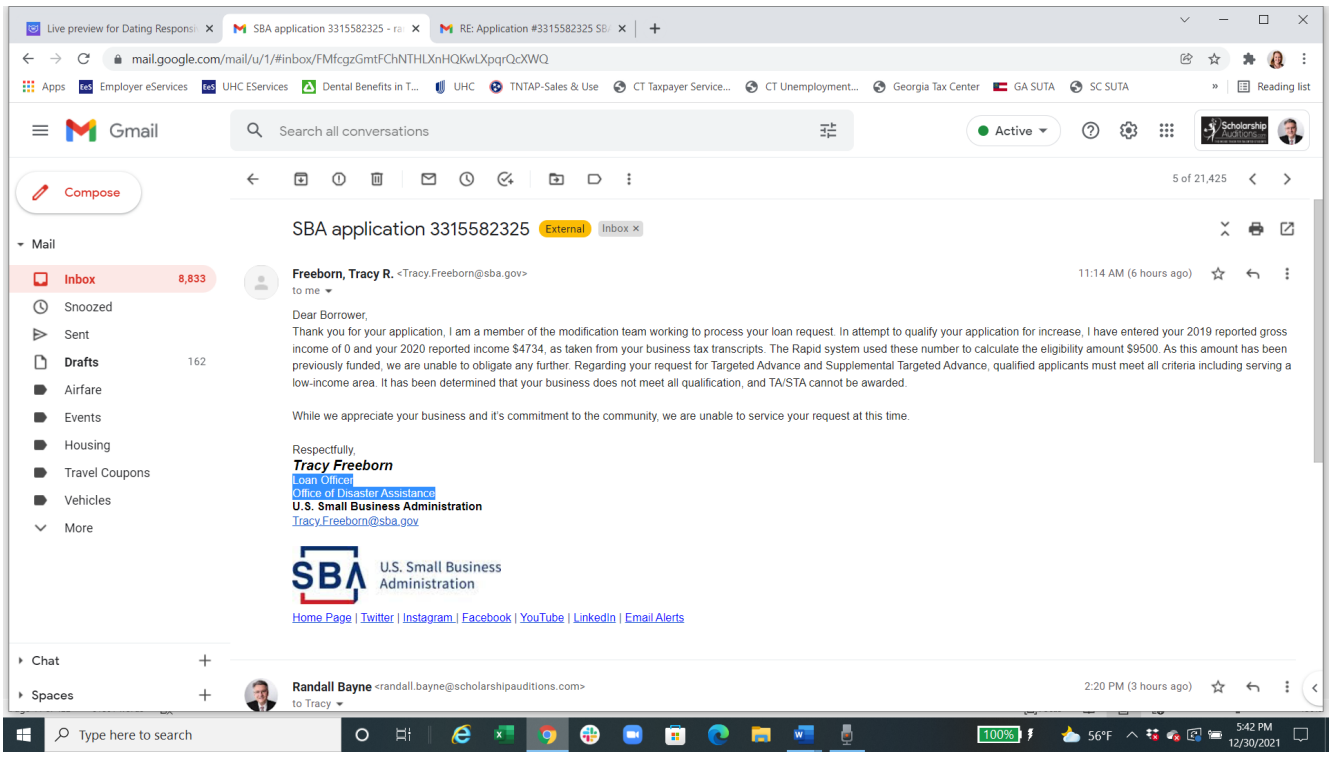
Type here to search | 100% | 56°F | 10:11 AM 12/30/2021


Live preview for Dating Responsi
Inbox (8,831) - randall.bayne@sc
SBA Loan Application #3315582
mail.google.com/mail/u/0/#sent/QgrcJHsTgtSKRhDXzDfKfrHgSWLDBTzQHtv
Apps
Employer eServices
UHC EServices
Dental Benefits in T...
UHC
TNTAP-Sales & Use
CT Taxpayer Service...
CT Unemployment...
Georgia Tax Center
GA SUTA
SC SUTA
Reading list
Gmail
in:sent
Active
Compose
3 of 6,298
Mail
Inbox 651
Starred
Snoozed
Sent
Drafts 1
[Gmail]All Mail
Carole Grooms 8
BOA
Beta
Contracts
Elke Emails 551
Elke Drafts
Chat
Spaces
Meet
SBA Loan Application #3315582325
Donette Bayne <donette.bayne@scholarshipauditions.com>
to molly_sykes
Wed, Dec 29, 12:54 PM (21 hours ago)
Hello Molly:
Thank you for taking the time to speak with us on Monday about our problems with the SBA and the EIDL application process. I wanted to update you on what we are currently experiencing:
We are preparing a Request for Reconsideration to the SBA, which will hopefully be filed today or tomorrow.
I have contacted the SBA several times about asking for an increase in the loan amount. The email responses instructed me to go to the loan portal and click the "Request More Funds" button. We have no such button. So, I wrote back and now I keep getting a message that says, in part, "The loan amount for your business is currently at the maximum eligibility for this declared disaster." At $9,500, I hardly think we come close to the "maximum eligibility for this declared disaster." I called today and was given another email address, covideidlincreaserequests@sba.gov, to contact. I am writing to them today.
I have also reviewed the SBA website and have found that we qualify for the SBA Targeted Advance and the SBA Supplemental Targeted Advance, which total $15,000. You have to have an invitation from the SBA to apply. I have written numerous times, asking for the invite, explaining that we meet all three criteria for the advances. After getting several computer-generated responses, I received the email below. I have searched Randall's emails and we have received no invite. I called the SBA today; their records show that no invite has been sent. The gentleman I spoke to told me my only recourse is to write to TargetedAdvance@sba.gov. As you can see, that's the email address I've been writing.
The 31st is the deadline for filing for the Targeted Advances. While $15,000 is not a lot of money, it would be a God-send to our company, given the troubles we've endured with the SBA. Any help you could provide would be so very appreciated.
Thank you!
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
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12/30/2021

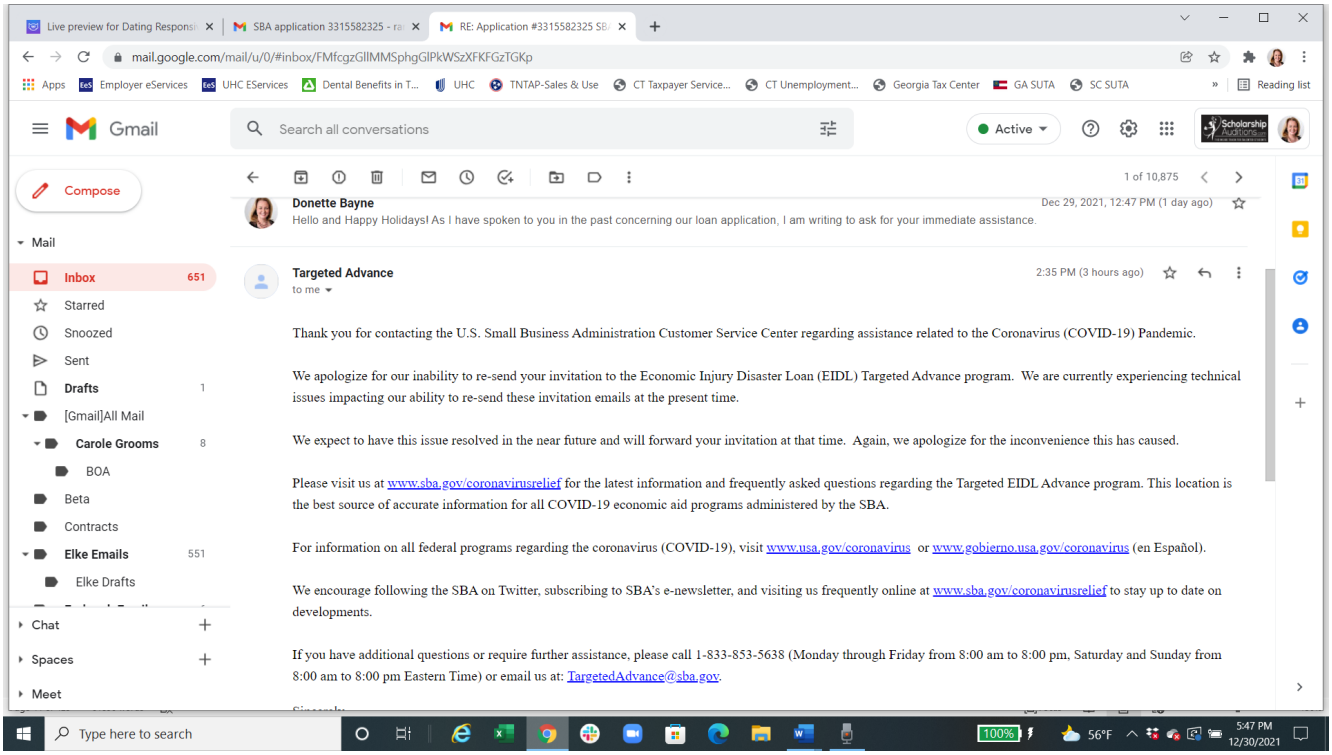

Live preview for Dating Responsi
Inbox (8,831) - randall.bayne@sc
RE: Application #3315582325 SB
mail.google.com/mail/u/0/#search/in%3Asent+Suzanne.Glicklin%40sba.gov/FMfcgzGllMMSphgGlPkWSzXFKFGzTGKp
Apps
Employer eServices
UHC EServices
Dental Benefits in T...
UHC
TNTAP-Sales & Use
CT Taxpayer Service...
CT Unemployment...
Georgia Tax Center
GA SUTA
SC SUTA
Reading list
Gmail
in:sent Suzanne.Glicklin@sba.gov
Active
Compose
1 of 2
Mail
Inbox 651
Starred
Snoozed
Sent
Drafts 1
[Gmail]All Mail
Carole Grooms 8
BOA
Beta
Contracts
Elke Emails 551
Elke Drafts
Chat
Spaces
Meet
Donette Bayne
Yadira: We have searched the emails of randall.bayne@scholarshipauditions.com and can find no email regarding continuing this process. I called the SBA today an
Wed, Dec 29, 12:27 PM (21 hours ago)
Donette Bayne <donette.bayne@scholarshipauditions.com>
to Susan, Andrew, Suzanne.Glicklin
Wed, Dec 29, 12:35 PM (21 hours ago)
RE: Loan Application # 3315582325
Hello:
As I have spoken to each of you at some point concerning our loan application, I am writing to ask for your immediate assistance.
We were originally confirmed for a loan amount of $500,000. Our loan was subsequently funded for only $9,500 and we are currently appealing this.
In reviewing the SBA's website, we discovered our company qualifies for the Targeted Advance of $10,000 and the Supplemental Targeted Advance of $5,000. We have not received the SBA's invitation to apply. I have written numerous times over the past weeks, asking for the invite. I have each time received a computer-generated response which was obviously prepared months ago since it refers to the portals being opened in February of 2021. The email above indicates that something was sent to randall.bayne@scholarshipauditions.com but in searching his emails, I can find nothing. I have called to get assistance. I was told there is no record that anything has been sent to any email associated with our file regarding the Advances. I was told to write to targetedadvance@sba.gov. That is the email address with which I have been communicating, to no avail.
As you know, the deadline for applying is in two days. I am desperately trying to get some response and to get the invite so I can apply. Would you kindly assist me in this process and send the invite to our loan portal?
Thank you.
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Type here to search
100%
56°F
10:12 AM
12/30/2021


Live preview for Dating Respons
Inbox (8,831) - randall.bayne@sc
RE: Application #3315582325 SB
mail.google.com/mail/u/0/#sent/FMfcgzGllMMSphgGlPkWSzXFKFGzTGKp
Apps
Employer eServices
UHC EServices
Dental Benefits in T...
UHC
TNTAP-Sales & Use
CT Taxpayer Service...
CT Unemployment...
Georgia Tax Center
GA SUTA
SC SUTA
Reading list
Gmail
in:sent
Active
Compose
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Drafts 1
[Gmail]All Mail
Carole Grooms 8
BOA
Beta
Contracts
Elke Emails 551
Elke Drafts
Chat
Spaces
Meet
Donette Bayne <donette.bayne@scholarshipauditions.com>
to JaShonia
Wed, Dec 29, 12:47 PM (21 hours ago)
Hello and Happy Holidays!
RE: Loan Application # 3315582325
Hello:
As I have spoken to you in the past concerning our loan application, I am writing to ask for your immediate assistance.
We were originally confirmed for a loan amount of $500,000. Our loan was subsequently funded for only $9,500 and we are currently appealing this.
In reviewing the SBA's website, we discovered our company qualifies for the Targeted Advance of $10,000 and the Supplemental Targeted Advance of $5,000. We have not received the SBA's invitation to apply. I have written numerous times over the past weeks, asking for the invite. I have each time received a computer-generated response which was obviously prepared months ago since it refers to the portals being opened in February of 2021. The email above indicates that something was sent to randall.bayne@scholarshipauditions.com but in searching his emails, I can find nothing. I have called to get assistance. I was told there is no record that anything has been sent to any email associated with our file regarding the Advances. I was told to write to targetedadvance@sba.gov. That is the email address with which I have been communicating, to no avail.
As you know, the deadline for applying is in two days. I am desperately trying to get some response and to get the invite so I can apply. Would you kindly assist me in this process and send the invite to our loan portal?
Thank you.
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
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12/30/2021

EMAIL 7


Live preview for Dating Respons
SBA application 3315582325 - ra
RE: Application #3315582325 SB
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UHC
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CT Taxpayer Service...
CT Unemployment...
Georgia Tax Center
GA SUTA
SC SUTA
Reading list
Gmail
Search all conversations
Active
Compose
5 of 21,425
Mail
Inbox 8,833
Snoozed
Sent
Drafts 162
Airfare
Events
Housing
Travel Coupons
Vehicles
More
Chat
Spaces
SBA application 3315582325
External
Inbox
Freeborn, Tracy R. <Tracy.Freeborn@sba.gov>
to me
11:14 AM (6 hours ago)
Dear Borrower,
Thank you for your application, I am a member of the modification team working to process your loan request. In attempt to qualify your application for increase, I have entered your 2019 reported gross income of 0 and your 2020 reported income $4734, as taken from your business tax transcripts. The Rapid system used these number to calculate the eligibility amount $9500. As this amount has been previously funded, we are unable to obligate any further. Regarding your request for Targeted Advance and Supplemental Targeted Advance, qualified applicants must meet all criteria including serving a low-income area. It has been determined that your business does not meet all qualification, and TA/STA cannot be awarded.
While we appreciate your business and it's commitment to the community, we are unable to service your request at this time.
Respectfully,
Tracy Freeborn
Loan Officer
Office of Disaster Assistance
U.S. Small Business Administration
Tracy.Freeborn@sba.gov
U.S. Small Business Administration
Home Page | Twitter | Instagram | Facebook | YouTube | LinkedIn | Email Alerts
Randall Bayne <randall.bayne@scholarshipauditions.com>
to Tracy
2:20 PM (3 hours ago)
Type here to search
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5:42 PM
12/30/2021

EMAIL 8



Gmail — Search all conversations — Active

Compose

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- Inbox 651
- Starred
- Snoozed
- Sent
- Drafts 1
- [Gmail]All Mail
- Carole Grooms 8
- BOA
- Beta
- Contracts
- Elke Emails 551
- Elke Drafts

Chat
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Meet

1 of 10,875

Donette Bayne Dec 29, 2021, 12:47 PM (1 day ago)
Hello and Happy Holidays! As I have spoken to you in the past concerning our loan application, I am writing to ask for your immediate assistance.

Targeted Advance 2:35 PM (3 hours ago)
to me

Thank you for contacting the U.S. Small Business Administration Customer Service Center regarding assistance related to the Coronavirus (COVID-19) Pandemic.

We apologize for our inability to re-send your invitation to the Economic Injury Disaster Loan (EIDL) Targeted Advance program. We are currently experiencing technical issues impacting our ability to re-send these invitation emails at the present time.

We expect to have this issue resolved in the near future and will forward your invitation at that time. Again, we apologize for the inconvenience this has caused.

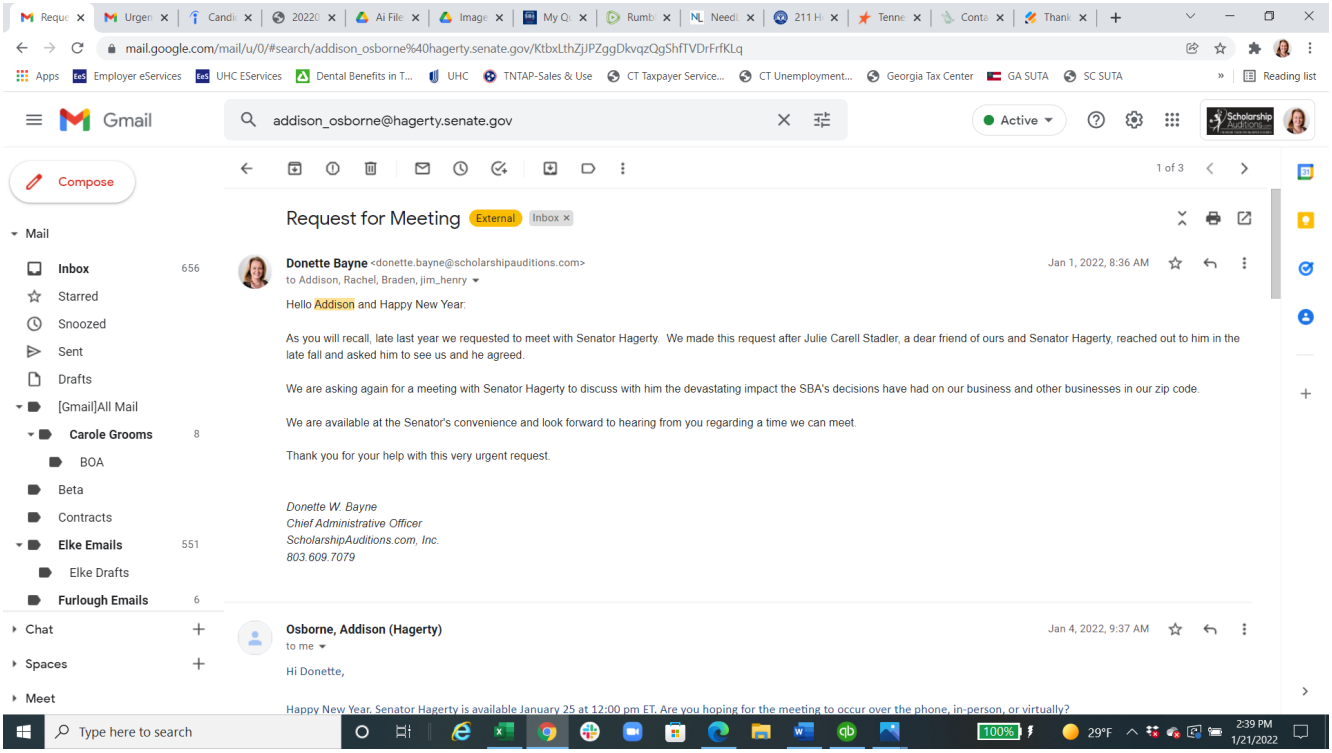
Please visit us at www.sba.gov/coronavirusrelief for the latest information and frequently asked questions regarding the Targeted EIDL Advance program. This location is the best source of accurate information for all COVID-19 economic aid programs administered by the SBA.

For information on all federal programs regarding the coronavirus (COVID-19), visit www.usa.gov/coronavirus or www.gobierno.usa.gov/coronavirus (en Español).

We encourage following the SBA on Twitter, subscribing to SBA's e-newsletter, and visiting us frequently online at www.sba.gov/coronavirusrelief to stay up to date on developments.

If you have additional questions or require further assistance, please call 1-833-853-5638 (Monday through Friday from 8:00 am to 8:00 pm, Saturday and Sunday from 8:00 am to 8:00 pm Eastern Time) or email us at: TargetedAdvance@sba.gov.

EMAIL 9



Gmail — addison_osborne@hagerty.senate.gov — Active

Compose

Mail
- Inbox 656
- Starred
- Snoozed
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- Drafts
- [Gmail]All Mail
- Carole Grooms 8
- BOA
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- Contracts
- Elke Emails 551
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- Furlough Emails 6

Chat
Spaces
Meet

1 of 3

Request for Meeting External Inbox ×

Donette Bayne <donette.bayne@scholarshipauditions.com> Jan 1, 2022, 8:36 AM
to Addison, Rachel, Braden, jim_henry

Hello Addison and Happy New Year.

As you will recall, late last year we requested to meet with Senator Hagerty. We made this request after Julie Carell Stadler, a dear friend of ours and Senator Hagerty, reached out to him in the late fall and asked him to see us and he agreed.

We are asking again for a meeting with Senator Hagerty to discuss with him the devastating impact the SBA's decisions have had on our business and other businesses in our zip code.

We are available at the Senator's convenience and look forward to hearing from you regarding a time we can meet.

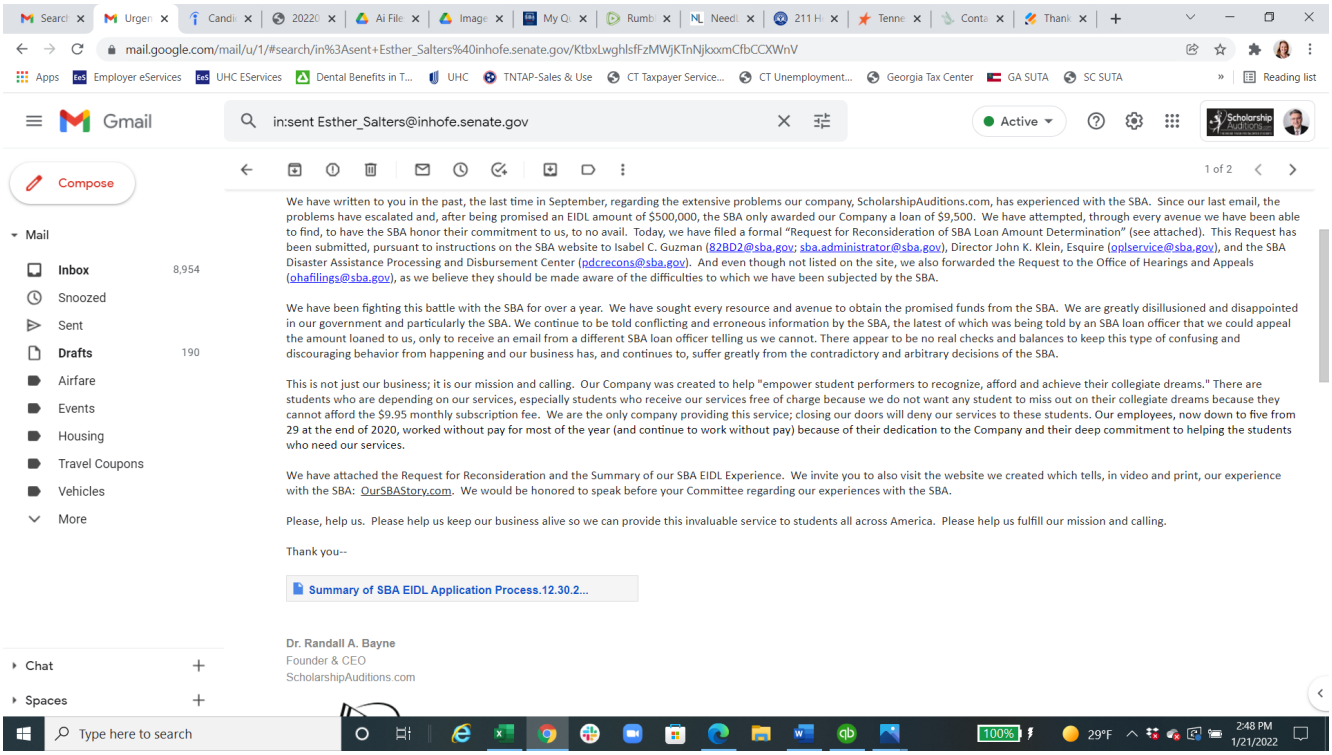
Thank you for your help with this very urgent request.

Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Osborne, Addison (Hagerty) Jan 4, 2022, 9:37 AM
to me

Hi Donette,

Happy New Year. Senator Hagerty is available January 25 at 12:00 pm ET. Are you hoping for the meeting to occur over the phone, in-person, or virtually?



We have written to you in the past, the last time in September, regarding the extensive problems our company, ScholarshipAuditions.com, has experienced with the SBA. Since our last email, the problems have escalated and, after being promised an EIDL amount of $500,000, the SBA only awarded our Company a loan of $9,500. We have attempted, through every avenue we have been able to find, to have the SBA honor their commitment to us, to no avail. Today, we have filed a formal "Request for Reconsideration of SBA Loan Amount Determination" (see attached). This Request has been submitted, pursuant to instructions on the SBA website to Isabel C. Guzman (82BD2@sba.gov; sba.administrator@sba.gov), Director John K. Klein, Esquire (oplservice@sba.gov), and the SBA Disaster Assistance Processing and Disbursement Center (pdcrecons@sba.gov). And even though not listed on the site, we also forwarded the Request to the Office of Hearings and Appeals (ohafilings@sba.gov), as we believe they should be made aware of the difficulties to which we have been subjected by the SBA.

We have been fighting this battle with the SBA for over a year. We have sought every resource and avenue to obtain the promised funds from the SBA. We are greatly disillusioned and disappointed in our government and particularly the SBA. We continue to be told conflicting and erroneous information by the SBA, the latest of which was being told by an SBA loan officer that we could appeal the amount loaned to us, only to receive an email from a different SBA loan officer telling us we cannot. There appear to be no real checks and balances to keep this type of confusing and discouraging behavior from happening and our business has, and continues to, suffer greatly from the contradictory and arbitrary decisions of the SBA.

This is not just our business; it is our mission and calling. Our Company was created to help "empower student performers to recognize, afford and achieve their collegiate dreams." There are students who are depending on our services, especially students who receive our services free of charge because we do not want any student to miss out on their collegiate dreams because they cannot afford the $9.95 monthly subscription fee. We are the only company providing this service; closing our doors will deny our services to these students. Our employees, now down to five from 29 at the end of 2020, worked without pay for most of the year (and continue to work without pay) because of their dedication to the Company and their deep commitment to helping the students who need our services.

We have attached the Request for Reconsideration and the Summary of our SBA EIDL Experience. We invite you to also visit the website we created which tells, in video and print, our experience with the SBA: OurSBAStory.com. We would be honored to speak before your Committee regarding our experiences with the SBA.

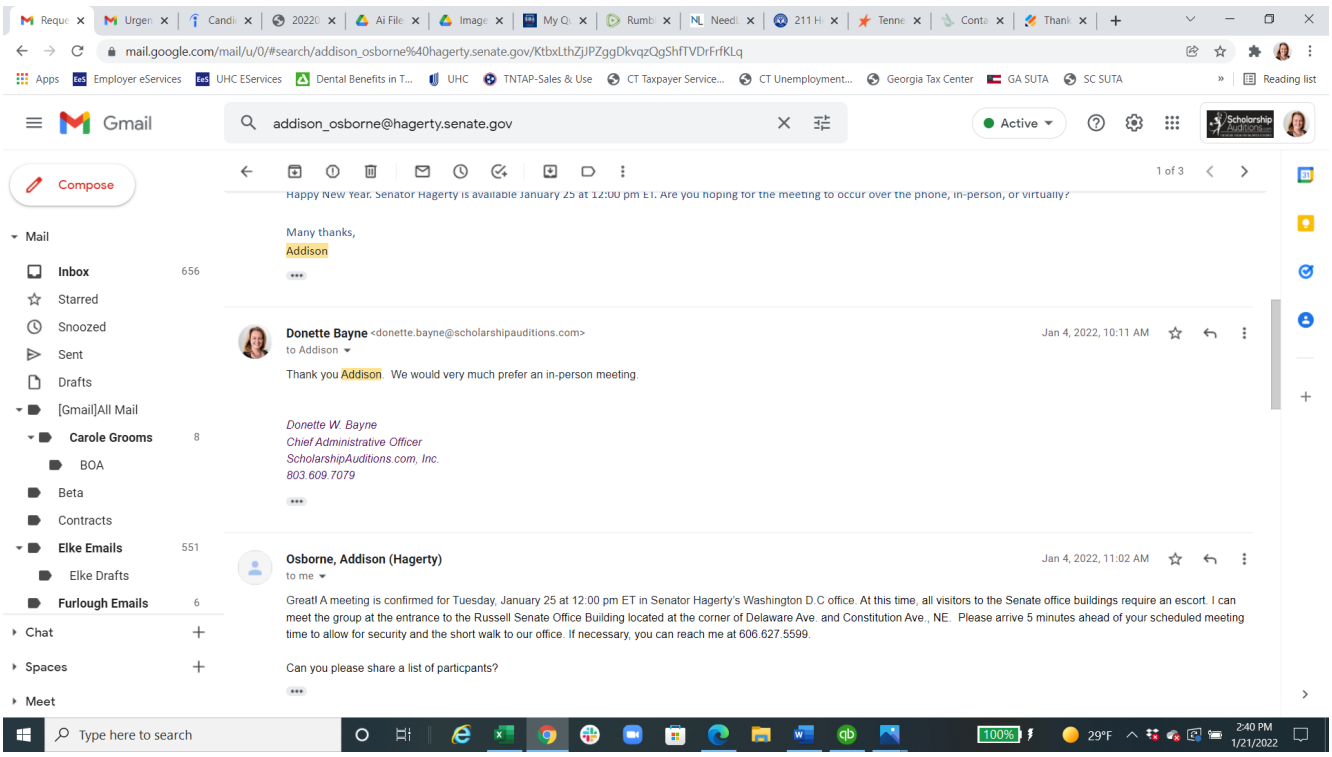
Please, help us. Please help us keep our business alive so we can provide this invaluable service to students all across America. Please help us fulfill our mission and calling.

Thank you--

Summary of SBA EIDL Application Process.12.30.2...

Dr. Randall A. Bayne
Founder & CEO
ScholarshipAuditions.com

EMAIL 10



Happy New Year. Senator Hagerty is available January 25 at 12:00 pm ET. Are you hoping for the meeting to occur over the phone, in-person, or virtually?

Many thanks,
Addison

Donette Bayne <donette.bayne@scholarshipauditions.com> Jan 4, 2022, 10:11 AM
to Addison

Thank you Addison. We would very much prefer an in-person meeting.

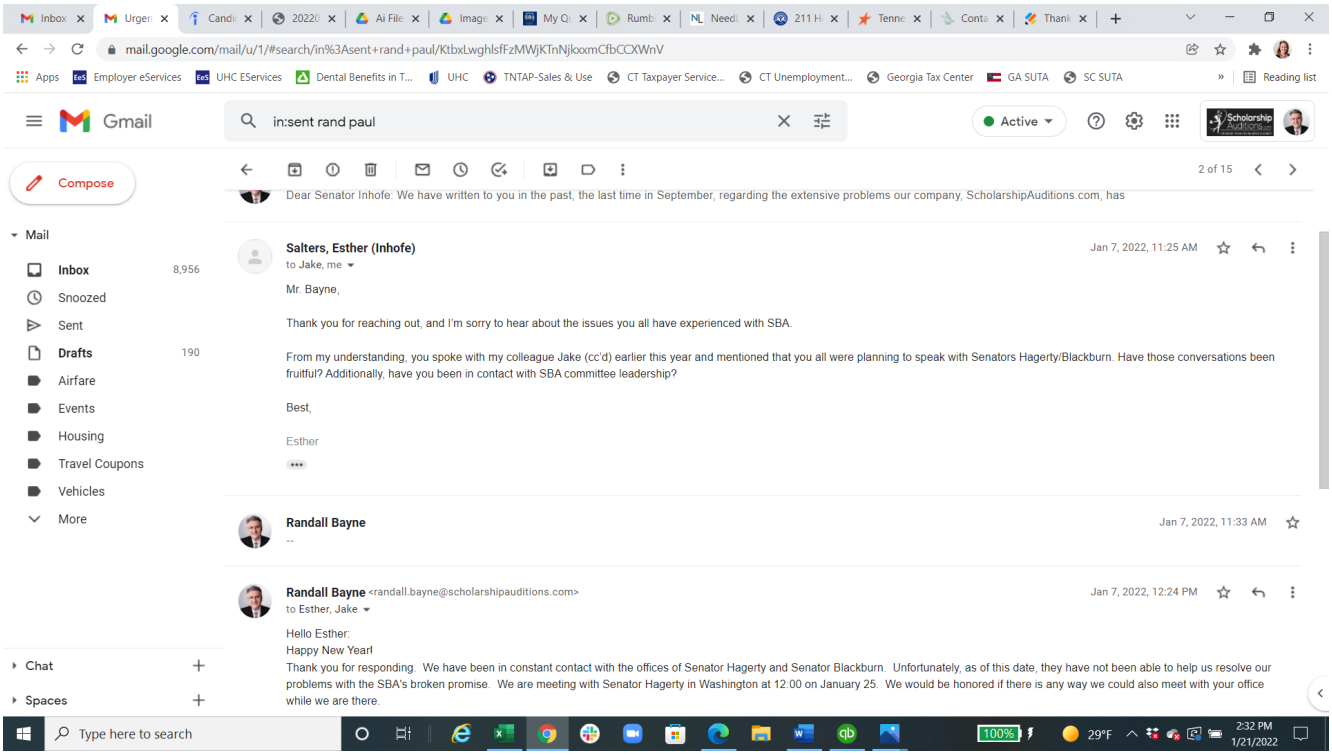
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079

Osborne, Addison (Hagerty) Jan 4, 2022, 11:02 AM
to me

Great! A meeting is confirmed for Tuesday, January 25 at 12:00 pm ET in Senator Hagerty's Washington D.C office. At this time, all visitors to the Senate office buildings require an escort. I can meet the group at the entrance to the Russell Senate Office Building located at the corner of Delaware Ave. and Constitution Ave., NE. Please arrive 5 minutes ahead of your scheduled meeting time to allow for security and the short walk to our office. If necessary, you can reach me at 606.627.5599.

Can you please share a list of particpants?

EMAIL 11



Gmail — in:sent rand paul

Compose

Mail
- Inbox 8,956
- Snoozed
- Sent
- Drafts 190
- Airfare
- Events
- Housing
- Travel Coupons
- Vehicles
- More

Chat
Spaces

2 of 15

Dear Senator Inhofe: We have written to you in the past, the last time in September, regarding the extensive problems our company, ScholarshipAuditions.com, has

Salters, Esther (Inhofe) Jan 7, 2022, 11:25 AM
to Jake, me

Mr. Bayne,

Thank you for reaching out, and I'm sorry to hear about the issues you all have experienced with SBA.

From my understanding, you spoke with my colleague Jake (cc'd) earlier this year and mentioned that you all were planning to speak with Senators Hagerty/Blackburn. Have those conversations been fruitful? Additionally, have you been in contact with SBA committee leadership?

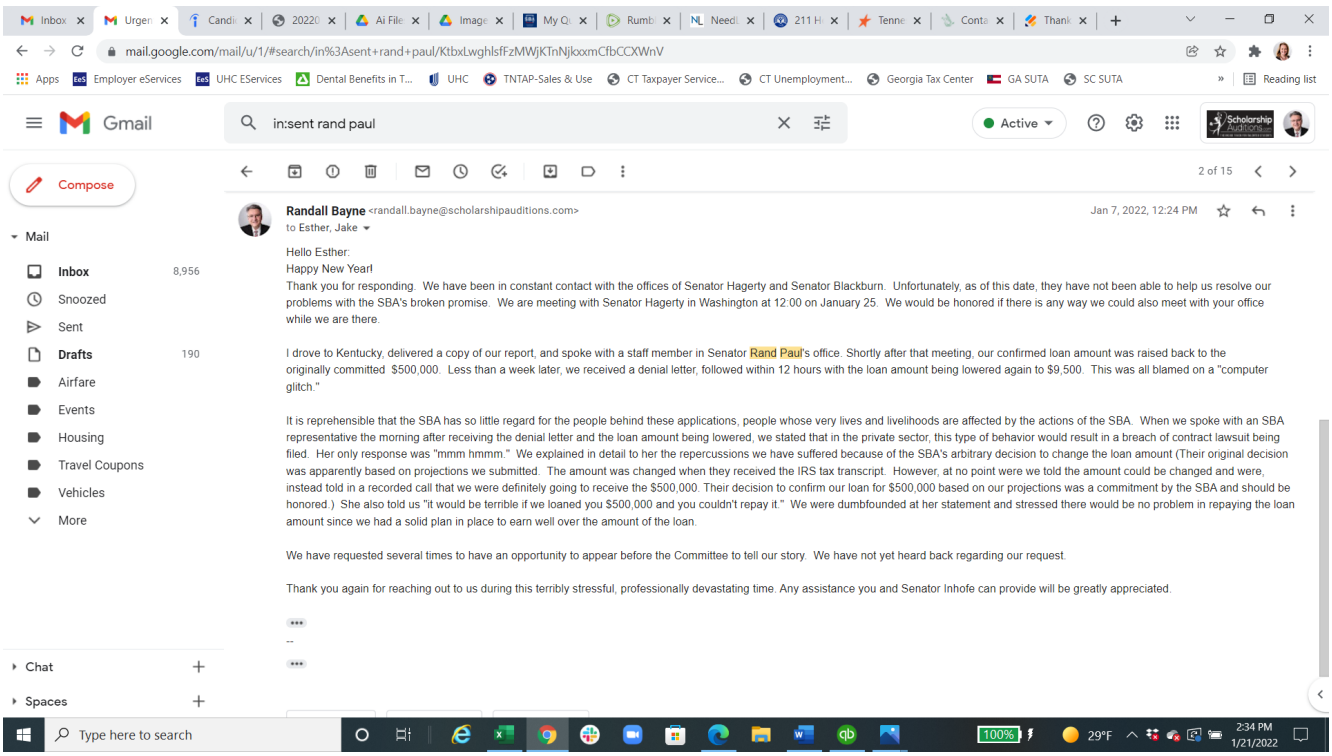
Best,

Esther

Randall Bayne Jan 7, 2022, 11:33 AM
--

Randall Bayne <randall.bayne@scholarshipauditions.com> Jan 7, 2022, 12:24 PM
to Esther, Jake

Hello Esther:
Happy New Year!
Thank you for responding. We have been in constant contact with the offices of Senator Hagerty and Senator Blackburn. Unfortunately, as of this date, they have not been able to help us resolve our problems with the SBA's broken promise. We are meeting with Senator Hagerty in Washington at 12:00 on January 25. We would be honored if there is any way we could also meet with your office while we are there.



Gmail — in:sent rand paul

Compose

Mail
- Inbox 8,956
- Snoozed
- Sent
- Drafts 190
- Airfare
- Events
- Housing
- Travel Coupons
- Vehicles
- More

Chat
Spaces

2 of 15

Randall Bayne <randall.bayne@scholarshipauditions.com> Jan 7, 2022, 12:24 PM
to Esther, Jake

Hello Esther:
Happy New Year!
Thank you for responding. We have been in constant contact with the offices of Senator Hagerty and Senator Blackburn. Unfortunately, as of this date, they have not been able to help us resolve our problems with the SBA's broken promise. We are meeting with Senator Hagerty in Washington at 12:00 on January 25. We would be honored if there is any way we could also meet with your office while we are there.

I drove to Kentucky, delivered a copy of our report, and spoke with a staff member in Senator Rand Paul's office. Shortly after that meeting, our confirmed loan amount was raised back to the originally committed $500,000. Less than a week later, we received a denial letter, followed within 12 hours with the loan amount being lowered again to $9,500. This was all blamed on a "computer glitch."

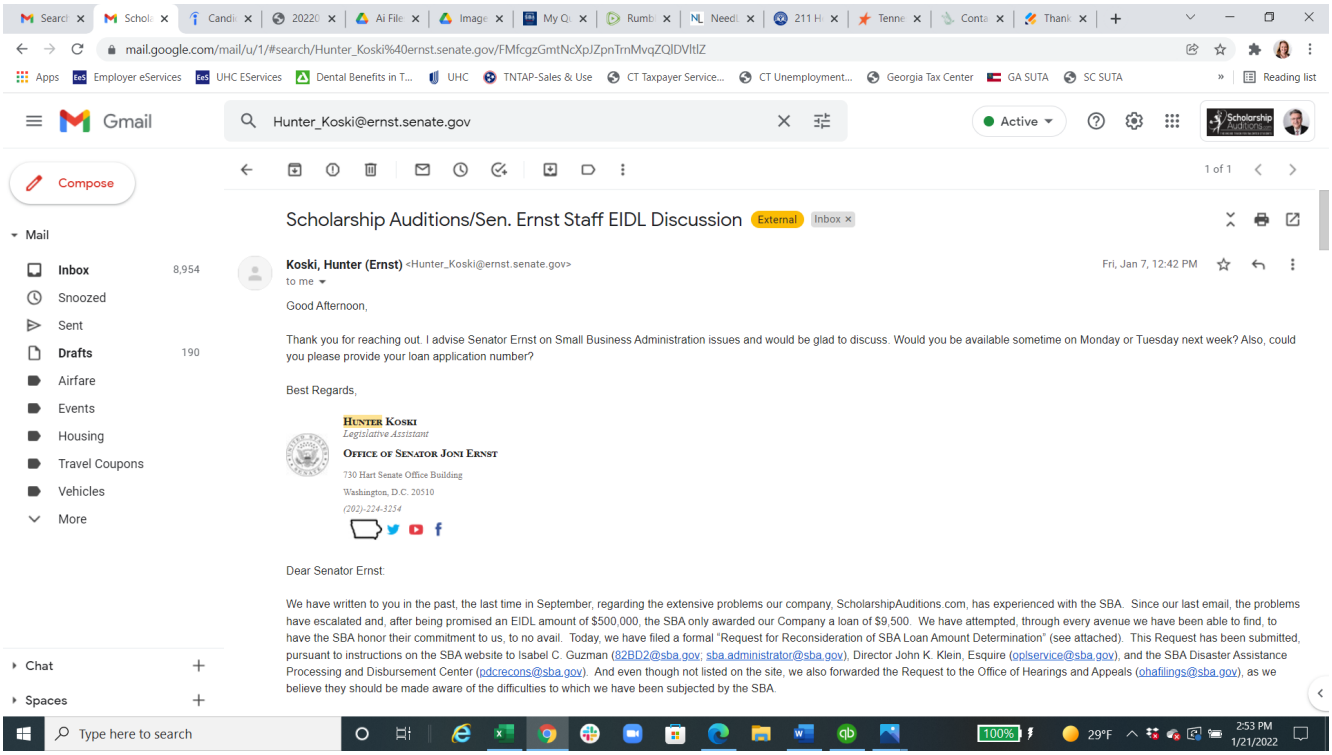
It is reprehensible that the SBA has so little regard for the people behind these applications, people whose very lives and livelihoods are affected by the actions of the SBA. When we spoke with an SBA representative the morning after receiving the denial letter and the loan amount being lowered, we stated that in the private sector, this type of behavior would result in a breach of contract lawsuit being filed. Her only response was "mmm hmmm." We explained in detail to her the repercussions we have suffered because of the SBA's arbitrary decision to change the loan amount (Their original decision was apparently based on projections we submitted. The amount was changed when they received the IRS tax transcript. However, at no point were we told the amount could be changed and were, instead told in a recorded call that we were definitely going to receive the $500,000. Their decision to confirm our loan for $500,000 based on our projections was a commitment by the SBA and should be honored.) She also told us "it would be terrible if we loaned you $500,000 and you couldn't repay it." We were dumbfounded at her statement and stressed there would be no problem in repaying the loan amount since we had a solid plan in place to earn well over the amount of the loan.

We have requested several times to have an opportunity to appear before the Committee to tell our story. We have not yet heard back regarding our request.

Thank you again for reaching out to us during this terribly stressful, professionally devastating time. Any assistance you and Senator Inhofe can provide will be greatly appreciated.

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EMAIL 12



mail.google.com/mail/u/1/#search/Hunter_Koski%40ernst.senate.gov/FMfcgzGmtNcXpJZpnTrnMvqZQlDVltlZ

Gmail — Hunter_Koski@ernst.senate.gov

Compose

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- Inbox 8,954
- Snoozed
- Sent
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- Airfare
- Events
- Housing
- Travel Coupons
- Vehicles
- More

Chat
Spaces

1 of 1

Scholarship Auditions/Sen. Ernst Staff EIDL Discussion External Inbox ×

Koski, Hunter (Ernst) <Hunter_Koski@ernst.senate.gov> Fri, Jan 7, 12:42 PM
to me

Good Afternoon,

Thank you for reaching out. I advise Senator Ernst on Small Business Administration issues and would be glad to discuss. Would you be available sometime on Monday or Tuesday next week? Also, could you please provide your loan application number?

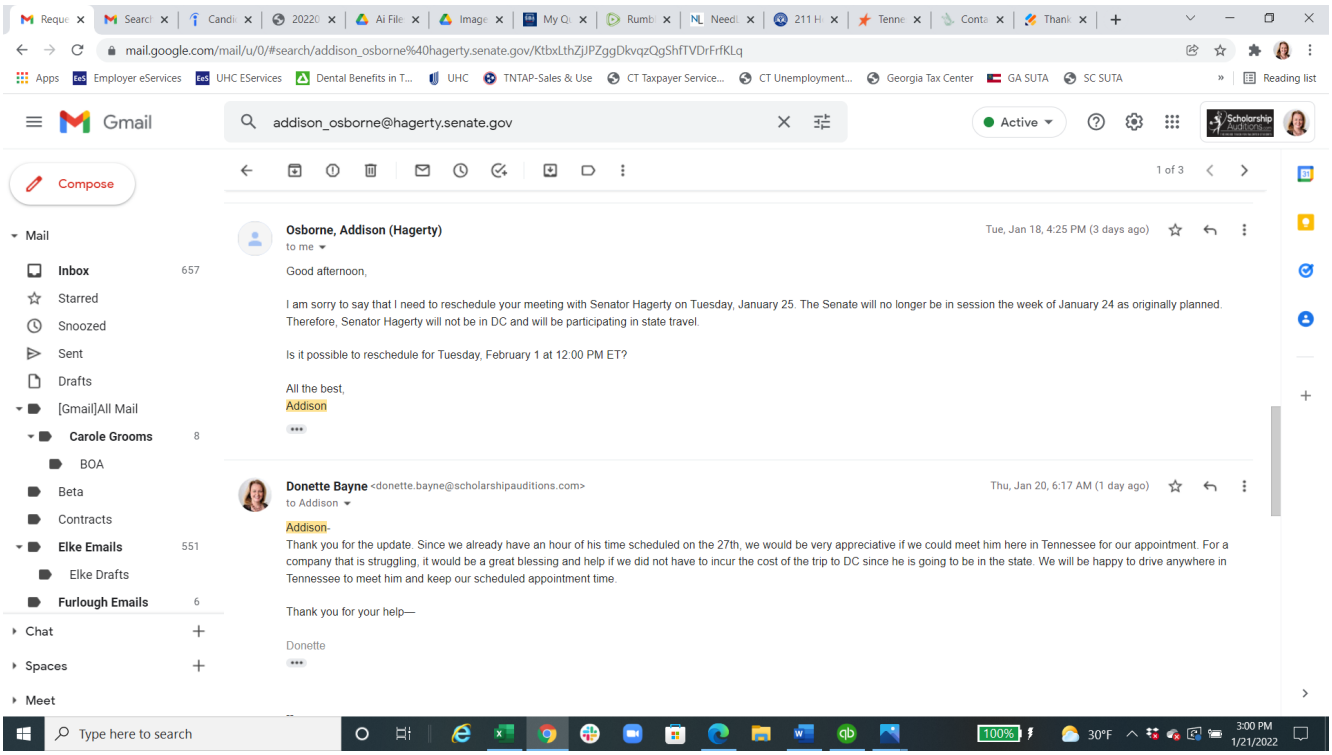
Best Regards,

HUNTER KOSKI
Legislative Assistant
OFFICE OF SENATOR JONI ERNST
730 Hart Senate Office Building
Washington, D.C. 20510
(202)-224-3254

Dear Senator Ernst:

We have written to you in the past, the last time in September, regarding the extensive problems our company, ScholarshipAuditions.com, has experienced with the SBA. Since our last email, the problems have escalated and, after being promised an EIDL amount of $500,000, the SBA only awarded our Company a loan of $9,500. We have attempted, through every avenue we have been able to find, to have the SBA honor their commitment to us, to no avail. Today, we have filed a formal "Request for Reconsideration of SBA Loan Amount Determination" (see attached). This Request has been submitted, pursuant to instructions on the SBA website to Isabel C. Guzman (82BD2@sba.gov; sba.administrator@sba.gov), Director John K. Klein, Esquire (oplservice@sba.gov), and the SBA Disaster Assistance Processing and Disbursement Center (pdcrecons@sba.gov). And even though not listed on the site, we also forwarded the Request to the Office of Hearings and Appeals (ohafilings@sba.gov), as we believe they should be made aware of the difficulties to which we have been subjected by the SBA.

EMAIL 13



mail.google.com/mail/u/0/#search/addison_osborne%40hagerty.senate.gov/KtbxLthZjJPZggDkvqzQgShfTVDrFrfKLq

Gmail — addison_osborne@hagerty.senate.gov

Compose

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- Inbox 657
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- Carole Grooms 8
- BOA
- Beta
- Contracts
- Elke Emails 551
- Elke Drafts
- Furlough Emails 6

Chat
Spaces
Meet

1 of 3

Osborne, Addison (Hagerty) Tue, Jan 18, 4:25 PM (3 days ago)
to me

Good afternoon,

I am sorry to say that I need to reschedule your meeting with Senator Hagerty on Tuesday, January 25. The Senate will no longer be in session the week of January 24 as originally planned. Therefore, Senator Hagerty will not be in DC and will be participating in state travel.

Is it possible to reschedule for Tuesday, February 1 at 12:00 PM ET?

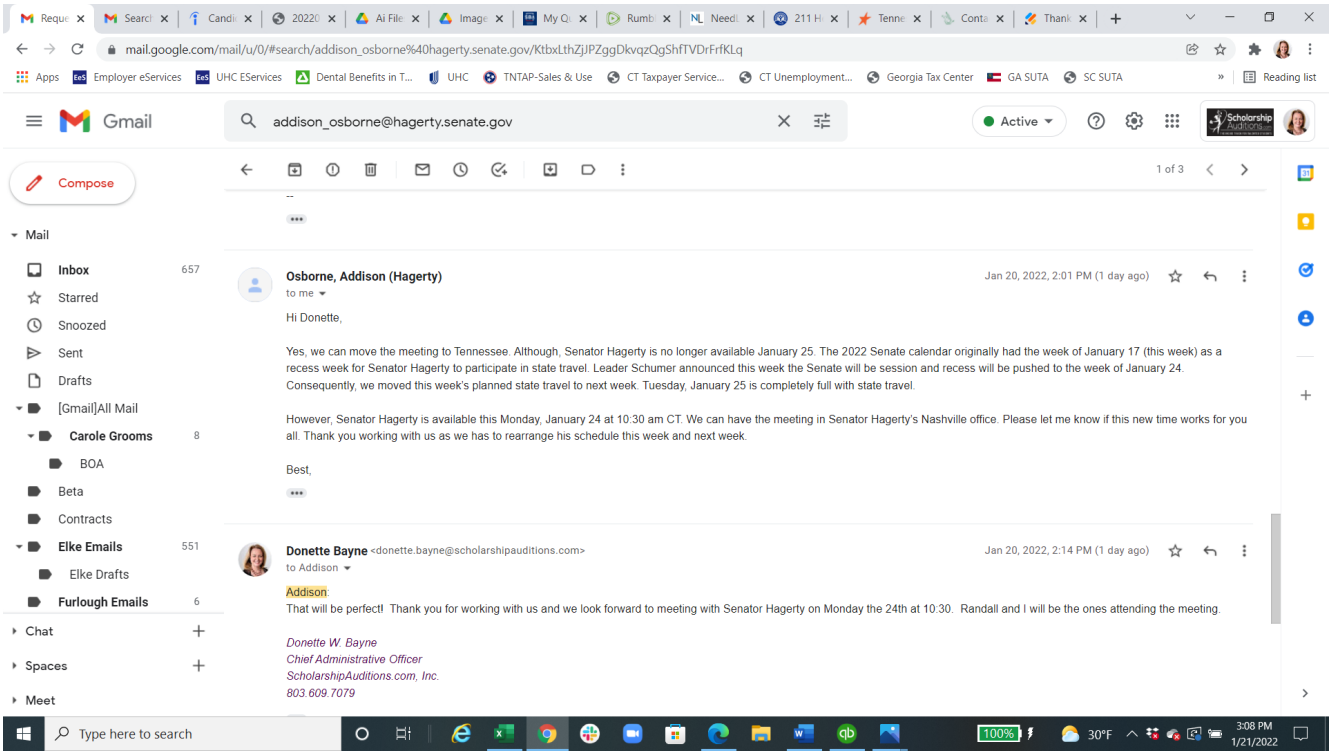
All the best,
Addison

Donette Bayne <donette.bayne@scholarshipauditions.com> Thu, Jan 20, 6:17 AM (1 day ago)
to Addison

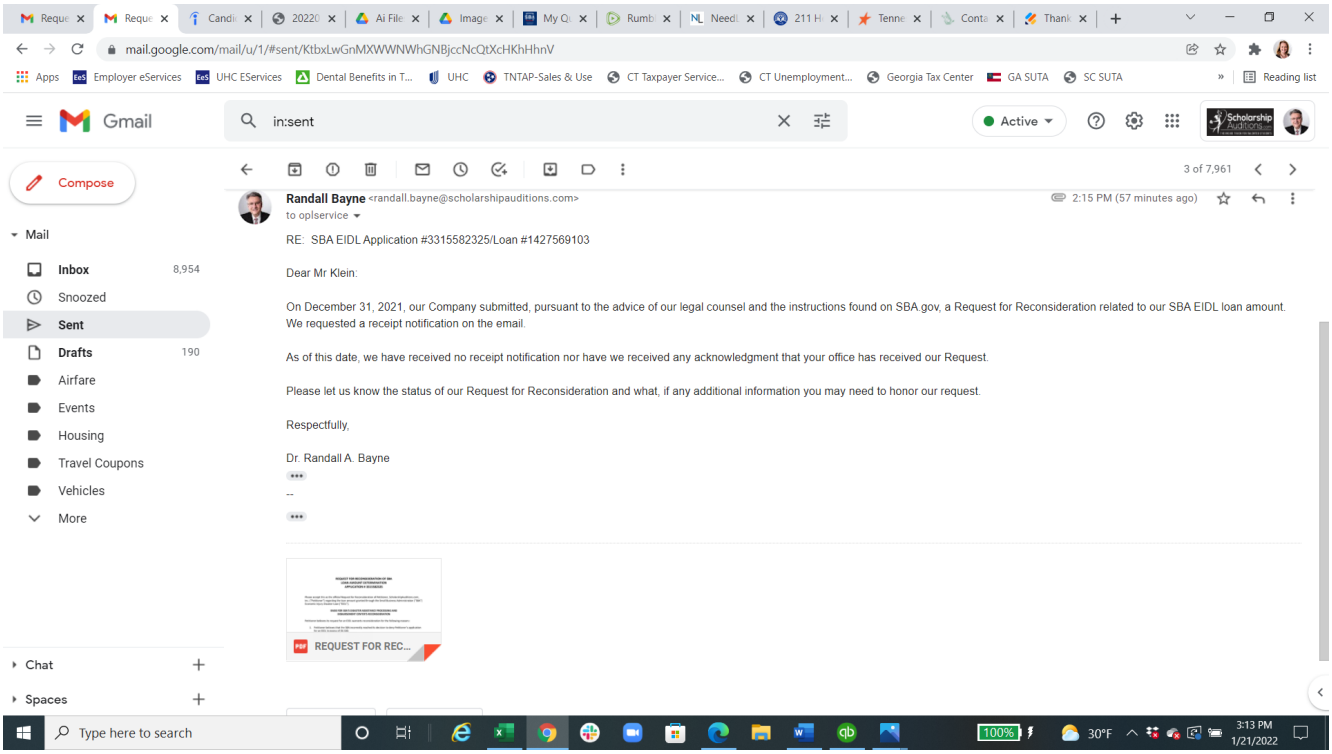
Addison-
Thank you for the update. Since we already have an hour of his time scheduled on the 27th, we would be very appreciative if we could meet him here in Tennessee for our appointment. For a company that is struggling, it would be a great blessing and help if we did not have to incur the cost of the trip to DC since he is going to be in the state. We will be happy to drive anywhere in Tennessee to meet him and keep our scheduled appointment time.

Thank you for your help—

Donette


mail.google.com/mail/u/0/#search/addison_osborne%40hagerty.senate.gov/KtbxLthZjJPZggDkvqzQgShfTVDrFrfKLq
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Carole Grooms 8
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Elke Emails 551
Elke Drafts
Furlough Emails 6
Chat
Spaces
Meet
1 of 3
Osborne, Addison (Hagerty)
to me
Jan 20, 2022, 2:01 PM (1 day ago)
Hi Donette,
Yes, we can move the meeting to Tennessee. Although, Senator Hagerty is no longer available January 25. The 2022 Senate calendar originally had the week of January 17 (this week) as a recess week for Senator Hagerty to participate in state travel. Leader Schumer announced this week the Senate will be session and recess will be pushed to the week of January 24. Consequently, we moved this week's planned state travel to next week. Tuesday, January 25 is completely full with state travel.
However, Senator Hagerty is available this Monday, January 24 at 10:30 am CT. We can have the meeting in Senator Hagerty's Nashville office. Please let me know if this new time works for you all. Thank you working with us as we has to rearrange his schedule this week and next week.
Best,
Donette Bayne <donette.bayne@scholarshipauditions.com>
to Addison
Jan 20, 2022, 2:14 PM (1 day ago)
Addison:
That will be perfect! Thank you for working with us and we look forward to meeting with Senator Hagerty on Monday the 24th at 10:30. Randall and I will be the ones attending the meeting.
Donette W. Bayne
Chief Administrative Officer
ScholarshipAuditions.com, Inc.
803.609.7079
Type here to search
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3:08 PM
1/21/2022

EMAIL 14


mail.google.com/mail/u/1/#sent/KtbxLwGnMXWWNWhGNBjccNcQtXcHKhHhnV
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Inbox 8,954
Snoozed
Sent
Drafts 190
Airfare
Events
Housing
Travel Coupons
Vehicles
More
Chat
Spaces
3 of 7,961
Randall Bayne <randall.bayne@scholarshipauditions.com>
to oplservice
2:15 PM (57 minutes ago)
RE: SBA EIDL Application #3315582325/Loan #1427569103
Dear Mr Klein:
On December 31, 2021, our Company submitted, pursuant to the advice of our legal counsel and the instructions found on SBA.gov, a Request for Reconsideration related to our SBA EIDL loan amount. We requested a receipt notification on the email.
As of this date, we have received no receipt notification nor have we received any acknowledgment that your office has received our Request.
Please let us know the status of our Request for Reconsideration and what, if any additional information you may need to honor our request.
Respectfully,
Dr. Randall A. Bayne
REQUEST FOR REC...
Type here to search
30°F
3:13 PM
1/21/2022

EMAIL 15

Donette Bayne <donette.bayne@scholarshipauditions.com>

Fwd: Covid EIDL Increase 3315582325 SBA:0056310004428

Randall Bayne <randall.bayne@scholarshipauditions.com> Mon, Feb 7, 2022 at 10:16 AM
To: Donette Bayne <donette.bayne@scholarshipauditions.com>

---------- Forwarded message ---------
From: **CovidEIDLIncreaseRequests** <CovidEIDLIncreaseRequests@sba.gov>
Date: Mon, Feb 7, 2022 at 8:57 AM
Subject: Covid EIDL Increase 3315582325 SBA:0056310004428
To: Randall Bayne <randall.bayne@scholarshipauditions.com>

Dear SBA Applicant

Application Number: 3315582325

We have reviewed your request for reconsideration for an EIDL loan increase and we are in receipt of your requested documentation. Based on our review, we have determined that your file should be reactivated for further consideration.

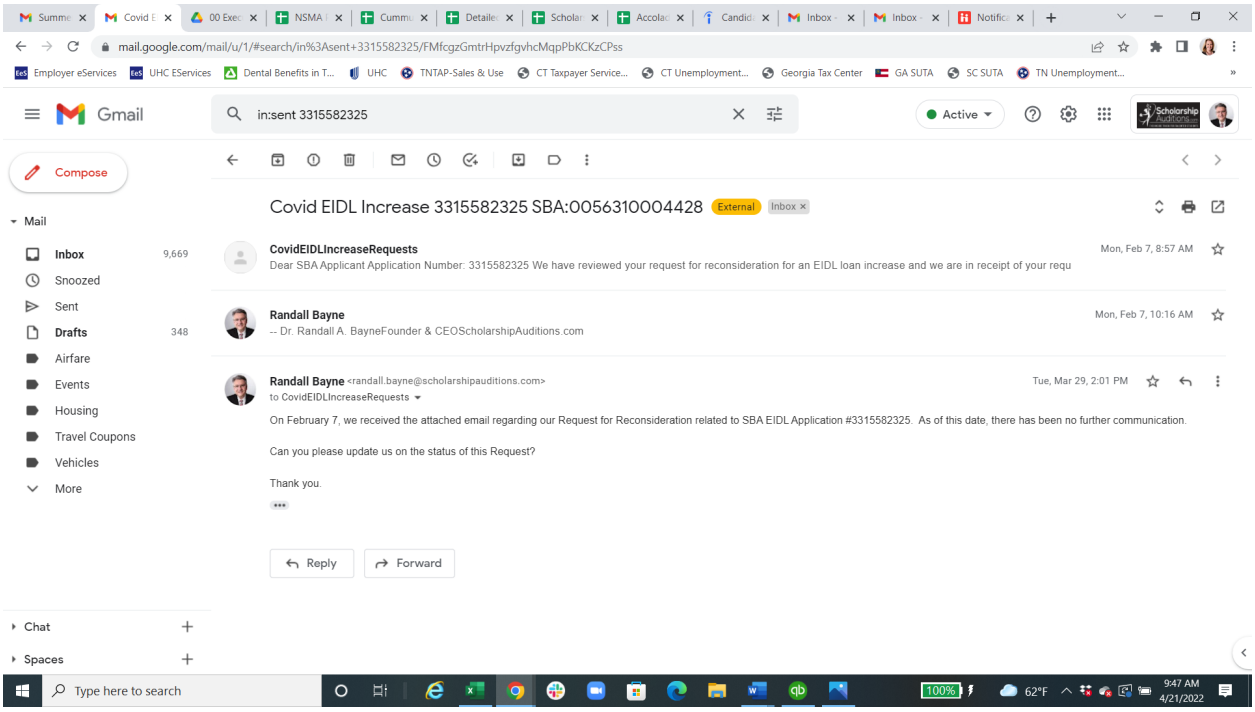
Your case file will be assigned to a processing loan officer shortly. There is no specific timeframe for when the final decision will be reached, but you will be notified if further documentation is required and/or once a decision has been made. Due to the high volume of requests, it may be several weeks before you receive a response from a processing Loan Officer.

Sincerely,

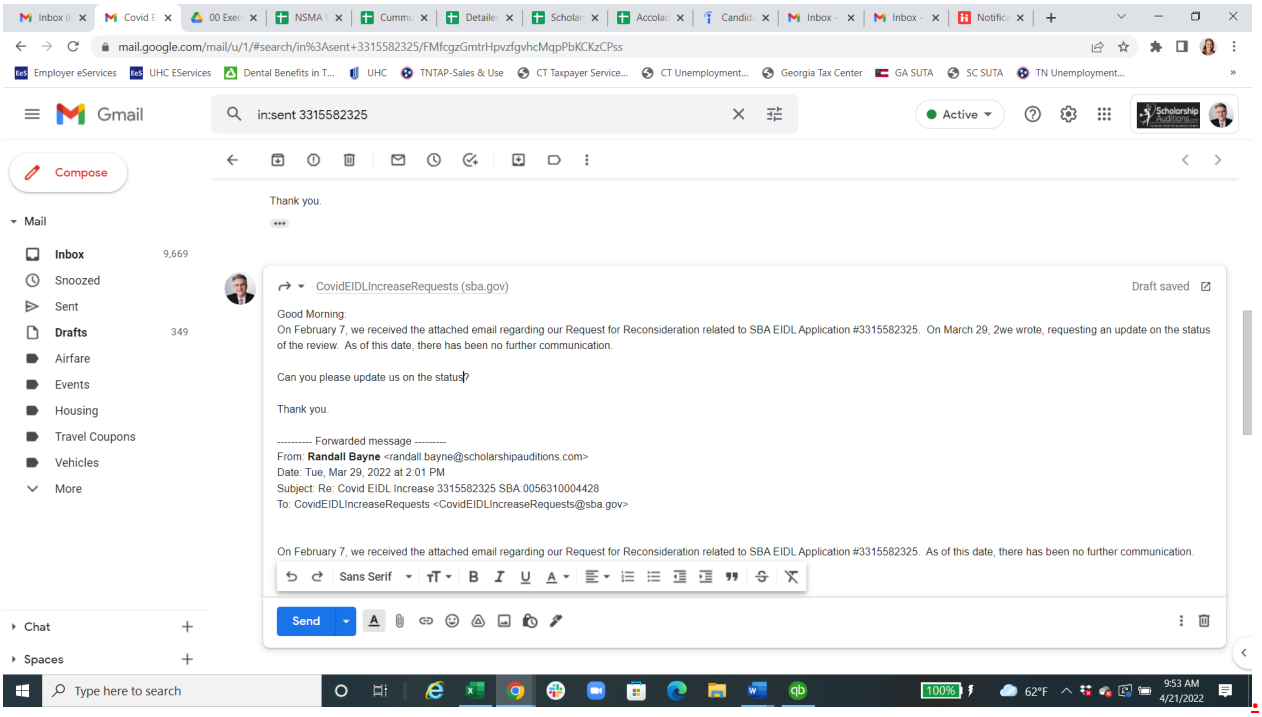
Application Processing Department
Office of Disaster Assistance
U.S. Small Business Administration
Home Page | Twitter | Instagram | Facebook | YouTube | LinkedIn | Email Alerts

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Dr. Randall A. Bayne
Founder & CEO
ScholarshipAuditions.com

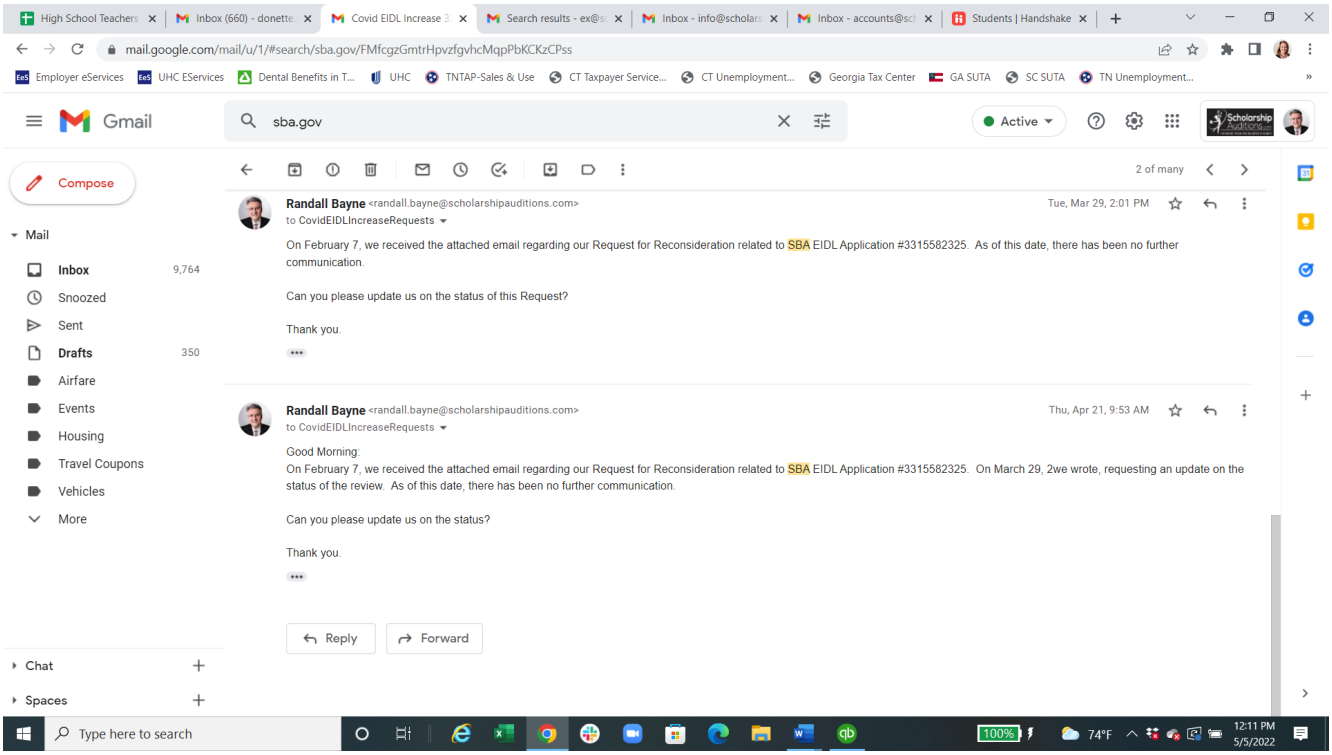
EMAIL 16



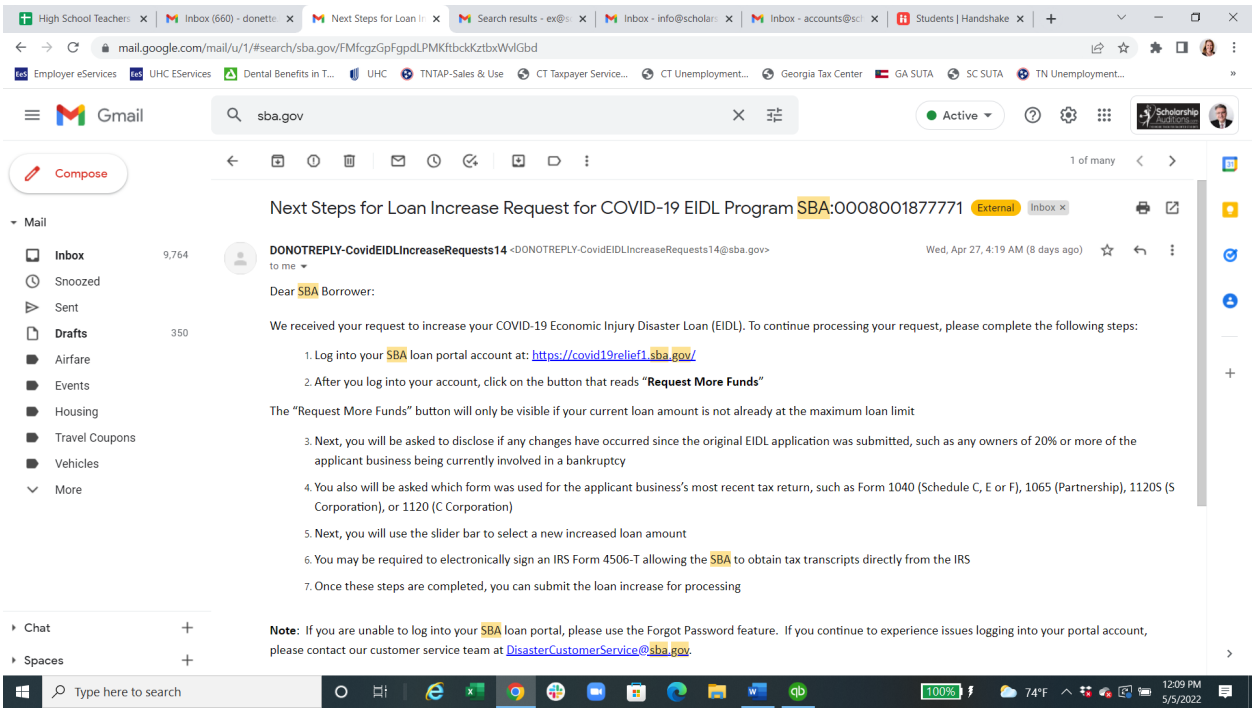
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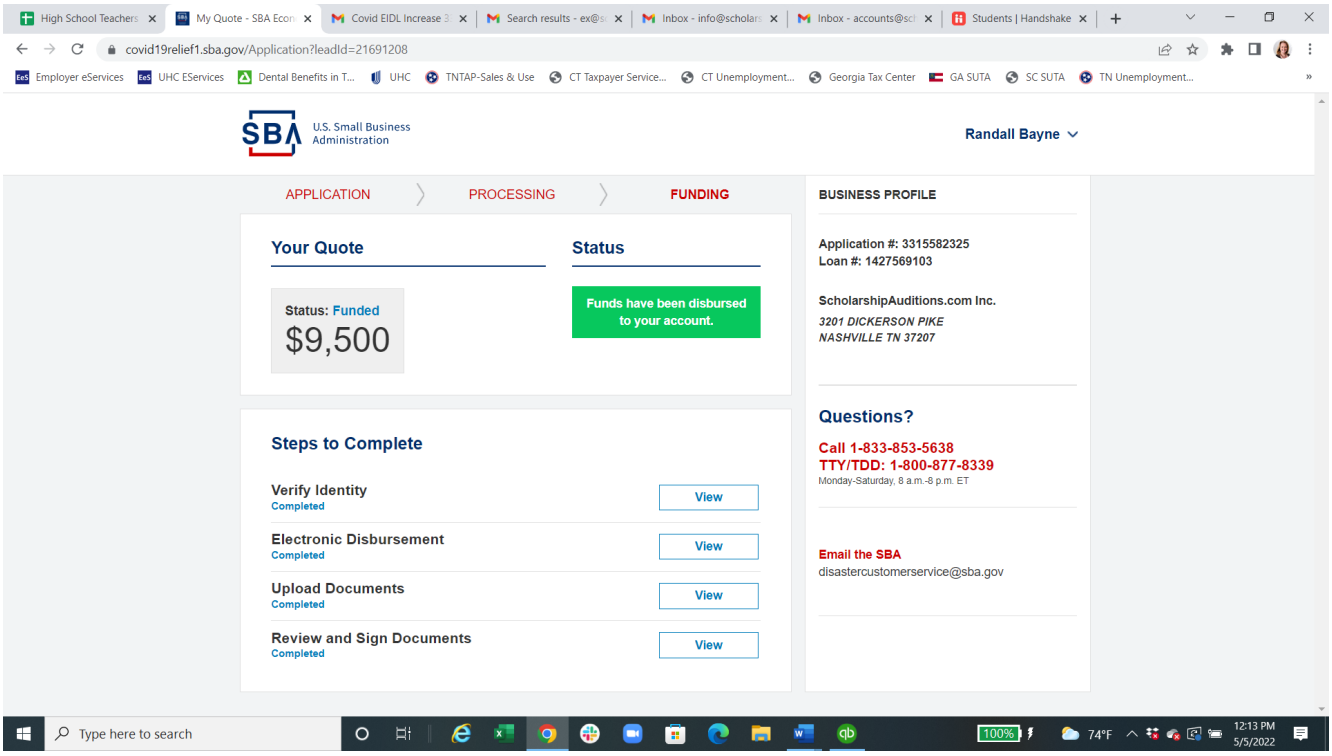
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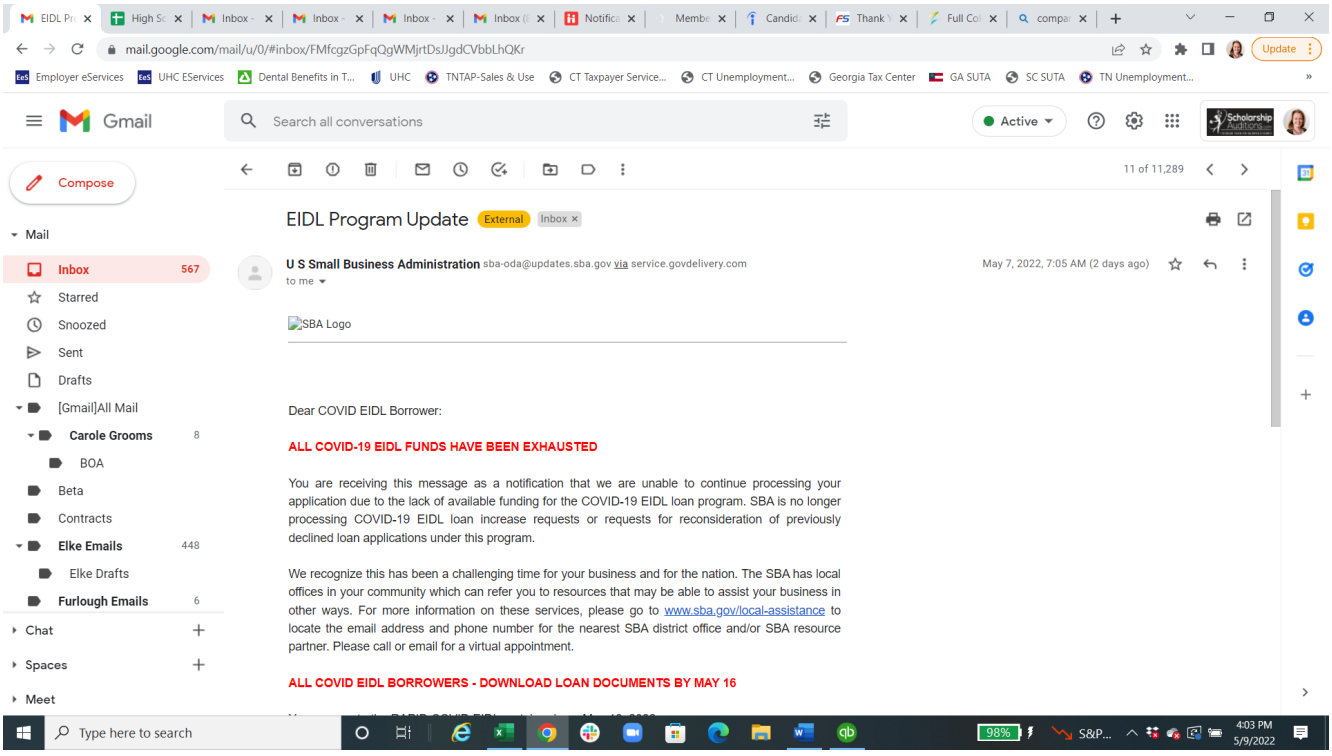
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EMAIL 21



REQUEST FOR RECONSIDERATION OF SBA

LOAN AMOUNT DETERMINATION
APPLICATION # 3315582325

Please accept this as the official Request for Reconsideration of Petitioner, ScholarshipAuditions.com, Inc. ("Petitioner") regarding the loan amount granted through the Small Business Administration ("SBA") Economic Injury Disaster Loan ("EIDL").

BASIS FOR SBA'S DISASTER ASSISTANCE PROCESSING AND DISBURSEMENT CENTER'S RECONSIDERATION

Petitioner believes its request for an EIDL warrants reconsideration for the following reasons:

1. Petitioner believes that the SBA incorrectly reached its decision to deny Petitioner's application for an EIDL in excess of $9,500.

2. The following facts warrant reconsideration and modification of the SBA's determination to deny Petitioner's application for an EIDL in excess of $9,500:

    a. Petitioner, a Tennessee corporation physically located in the United States suffered qualifying losses and is eligible to receive an EIDL.

    b. Petitioner applied in December of 2020 for an EIDL. The SBA did not render a determination with respect to Petitioner's application until August of 2021. This eight-month delay in processing Petitioner's application was egregious and devastating to Petitioner's business.

    c. On August 16, 2021, the SBA confirmed to the Petitioner through its SBA loan portal a loan amount of $500,000 and asked for Petitioner's confirmation of its acceptance of the loan amount. Petitioner immediately confirmed acceptance of this loan amount.

    d. The SBA immediately submitted for execution to Petitioner through its SBA loan portal loan documents for the $500,000.

    e. Petitioner identified two errors in the loan documents and requested changes to the documents.

    f. The SBA failed to respond to Petitioner's request for the changes to the documents, despite numerous attempts by Petitioner.

    g. On September 14, 2021, the SBA changed the confirmed loan amount of $500,000 to $9,500.

    h. On November 3, 2021, Petitioner's confirmed loan amount was changed back to $500,000.

    i. On November 8, 2021, Petitioner received a "Denial" letter from the SBA.

j. On November 8, 2021, Petitioner received an email from the SBA, asking for additional information to finalize the loan. When Petitioner logged into the loan portal, the confirmed amount had again been changed to $9,500.

k. Petitioner had contacted members of the Senate Committee on Small Business and Entrepreneurship and the Congressional Committee on Small Business Oversight, Investigations, and Regulations regarding the SBA's unconscionable delays in processing its loan application. The Petitioner was informed by SBA representatives that they had been contacted by the staff of several committee members.

l. Petitioner's business is located in a high "at risk" area of Nashville, Tennessee. The 37207-zip code where Petitioner's offices are located is the highest-risk economic area in Nashville and the second highest-risk economic area in Tennessee. Petitioner believes the zip code in which its business is located influenced the decision by the SBA. Businesses in high-income zip codes in Nashville were granted approved loans within six to eight weeks and were then contacted by the SBA and offered larger loan amounts. Business owners in Petitioner's zip code were told to "hire someone" to help them when they called requesting assistance in completing the application process. This appears to indicate a pattern of bias against a small business located in an "at-risk" socio-economic area.

m. Petitioner was notified by the SBA—twice—that the approved amount of the EIDL was $500,000.

REQUEST FOR RECONSIDERATION

Petitioner is seeking the following relief:
Immediate revision of the SBA approved loan amount from $9,500 to $500,000 or, if the SBA determines that Petitioner is eligible for a larger amount, such larger amount up to $2,000,000, to compensate for the disastrous business harm Petitioner has suffered as a result of the SBA's delay in originally approving the EIDL application and the drastic and arbitrary reduction in the loan amount from $500,000 to $9,500.

JUSTIFICATION FOR INCREASE IN LOAN AMOUNT

When the SBA informed Petitioner of the change in the approved loan amount from $500,000 to $9,500, Petitioner was told:

1. Petitioner was not a "start-up" since it had been in business since 2017. The SBA considers a "start-up" to be a company in business for one year or less.
   Response: Petitioner formed as a corporation in the State of Tennessee on October 26, 2017. However, Petitioner did not begin business until July of 2018 and did not fully launch its services to consumers until July of 2019 (with revenue in fiscal year 2018-2019 of less than $100). Petitioner therefore contends it did not officially "start" as a business until July of 2019 and should, therefore, under the SBA's definition of a "start-up," qualify.

2. Petitioner had income of only $4,036 for the year ending December 2019, which allowed for only a $9,500 loan amount.
   Response: Petitioner operates on a fiscal year, beginning July 1. Petitioner had begun an aggressive marketing/sales campaign in March of 2020, at the beginning of the pandemic shutdown, which would have produced anticipated, deeply researched, and confirmed, revenue of over $400,000 for the second half of fiscal year 2019-2020 and which would have continued progressively growing through

the 2020-2021 fiscal year (Attachment 1). The pandemic directly impacted Petitioner's ability to reach its anticipated revenue goals. Petitioner is being penalized for not making the anticipated revenue during the very period of time for which the EIDL was created.

3. Petitioner originally saw a stated loan amount of $500,000 in its loan portal when the SBA was using projections to verify the loan amount. Once tax transcripts were received, the loan amount was changed.

Response: Petitioner was never told by the SBA there could be a change in the **confirmed** loan amount once the tax transcripts were received. The SBA verified and confirmed a loan amount of $500,000 based on information provided, **knowing they did not have tax transcripts at that time**. The loan amount was approved by the SBA and Petitioner confirmed the amount by accepting the loan amount indicated and relied on and made business decisions based on the SBA's notice that Petitioner would receive a $500,000 EIDL. Petitioner does not believe it should be penalized because the SBA did not review the tax transcripts before confirming the approved EIDL amount.

Petitioner has attempted to obtain the necessary documentation from the SBA to request an increase in the EIDL. Each request has been met with notification that "the loan amount for your business is currently at the maximum eligibility for this declared disaster." This is clearly not the case as the maximum EIDL amount at the time of Petitioner's application was $500,000 and the current maximum EIDL amount is $2,000,000.

Petitioner's repeated attempts, over what has now been a twelve-month period of time, to receive approval of the EIDL has involved responding to questions previously asked and answered (multiple times), providing documentation requested and provided (multiple times), reaching out to SBA representatives (multiple times), requesting status updates and offering to provide any additional documentation or information that may be requested, reaching out to its US Senators, a District Representative, and members of the Senate Committee on Small Business and Entrepreneurship and the Congressional Committee on Small Business Oversight, Investigations, and Regulations. SBA representatives informed Petitioner of the calls they had received on its behalf and expressed sympathy for the situation Petitioner was facing and the whiplash and delays Petitioner had been enduring. Petitioner believes that the SBA responded arbitrarily and capriciously to Petitioner's attempts to obtain SBA approval of its ELDL by reducing the previously confirmed loan amount. The SBA's delays in responses and inconsistent responses have caused Petitioner substantial harm in its business.

We request that the SBA honor its commitment to Petitioner on August 16, and again on November 3, that it would approve and fund an EIDL in the amount of $500,000.

Included with this Request, please find Petitioner's "Experience Pursuing the United States Small Business Administration Economic Injury Disaster Loan" (the "Timeline") (Attachment 2) and current financials (Attachment 3), reflecting the harm caused to the Petitioner as a result of the delay in and reduced amount of the $500,000 EIDL. In the Timeline, Petitioner outlines the detailed circumstances surrounding its experiences with the SBA in connection with Petitioner's application for an EIDL. The Timeline sets forth the delays and whiplash caused by the SBA that Petitioner has endured over the past year, making it increasingly difficult for Petitioner to operate its business, thinking one day that it was on the brink of receiving a $500,000 loan and a month later, thinking that $500,000 had been reduced to $9,500, only to have the amount increased again to $500,000, and then reduced, yet again, to $9,500. In addition, Petitioner created a website, OurSBAStory.com,

which details the described actions of the SBA toward Petitioner. You are invited to review the site and watch the posted video.

Petitioner respectfully requests the SBA reconsider its decision to reduce Petitioner's loan amount from $500,000 to $9,500 and award Petitioner at least the originally approved loan amount of $500,000.

CERTIFICATE OF SERVICE

I, Randall A. Bayne, do hereby certify that on December 30, 2021, I served the foregoing by email upon the following:

Isabel C. Guzman, Director
Office of Business Development
US Small Business Administration
Washington DC 20416
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sba.administrator@sba.gov

John K. Klein, Esquire
Associate General Counsel for Procurement Law
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Washington DC 20416
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ATTACHMENT 1

The Company's Financials For the COVID-19 Period



ScholarshipAuditions.com

Month-Yr	Anticipated Subscriptions (Existing subscribers = previous month total subscribers less 10% anticipated cancellations/expirations)	Subscribers	Revenue from Paying Subscribers $7.95 (2020) $9.95 (2021)	Cumulative Missed Subscription Revenue
Mar 2020	Existing subscribers	2,461	$ 19,565	
	New subscribers from scheduled events	6,736	$ 53,551	
	Total	9,197	$ 73,116	$ 53,551
Apr 2020	Existing subscribers	8,277	$ 65,805	
	New subscribers from scheduled events	2,088	$ 16,600	
	Total	10,365	$ 82,404	$ 135,955
May 2020	Existing subscribers	9,329	$ 74,166	
	New subscribers from scheduled events	1,814	$ 14,421	
	Total	11,143	$ 88,587	$ 224,542
Jun 2020	Existing subscribers	10,029	$ 79,731	
	New subscribers from scheduled events	17,259	$ 137,209	
	Total	27,288	$ 216,940	$ 441,482
Jul 2020	Existing subscribers	24,559	$ 195,246	
	New subscribers from scheduled events	26,867	$ 213,593	
	Total	51,426	$ 408,838	$ 850,320
Aug 2020	Existing subscribers	46,282	$ 367,942	
	New subscribers from scheduled events	24,029	$ 191,031	
	Total	70,311	$ 558,972	$ 1,409,293
Sep 2020	Existing subscribers	63,280	$ 503,076	
	New subscribers from scheduled events	11,263	$ 89,541	
	Total	74,543	592,617	$ 2,001,909
Oct 2020	Existing subscribers	67,089	$ 533,358	
	New subscribers from scheduled events	29,350	$ 233,333	
	Total	96,439	$ 766,690	$ 2,768,599
Nov 2020	Existing subscribers	86,794	$ 690,012	
	New subscribers from scheduled events	20,829	$ 165,591	
	Total	107,623	$ 855,603	$ 3,624,202
Dec 2020	Existing subscribers	96,862	$ 770,053	
	New subscribers from scheduled events	9,768	$ 77,656	
	Total	106,630	$ 847,709	$ 4,471,911

Month-Yr	Anticipated Subscriptions (Existing subscribers = previous month total subscribers less 10% anticipated cancellations/expirations)	Subscribers	Revenue from Paying Subscribers $7.95 (2020) $9.95 (2021)	Cumulative Missed Subscription Revenue
Jan 2021	Existing subscribers	95,966	$ 954,862	
	New subscribers from scheduled events	26,838	$ 267,038	
	Total	122,804	$ 1,221,900	$ 5,693,811
Feb 2021	Existing subscribers	110,524	$ 1,099,714	
	New subscribers from scheduled events	25,934	$ 258,043	
	Total	136,458	$ 1,357,757	$ 7,051,568
Mar 2021	Existing subscribers	121,812	$ 1,212,029	
	New subscribers from scheduled events	34,255	$ 340,837	
	Total	156,067	$ 1,552,867	$ 8,604,434
Apr 2021	Existing subscribers	141,360	$ 1,406,532	
	New subscribers from scheduled events	33,133	$ 329,673	
	Total	174,493	$ 1,736,205	$ 10,340,640
May 2021	Existing subscribers	157,045	$ 1,562,598	
	New subscribers from scheduled events	31,749	$ 315,903	
	Total	188,794	$ 1,878,500	$ 12,219,140
Jun 2021	Existing subscribers	169,914	$ 1,690,644	
	New subscribers from scheduled events	26,896	$ 267,615	
	Total	196,810	$ 1,958,260	$ 14,177,399
Jul 2021	Existing subscribers	177,128	$ 1,762,424	
	New subscribers from scheduled events	41,555	$ 413,472	
	Total	218,683	$ 2,175,896	$ 16,353,295

Month-Yr	Events Missed Due to Covid-19	Anticipated Contacts	% New Enrollments	New Paying Subscribers	Revenue from New Paying Subscribers $7.95 (2020) $9.95 (2021)	Total Missed Revenue from New Paying Subscribers	Total Paying Subscribers beginning month	10% Opt-outs or Subscription Ends (Churn)	New Paying Subscribers Goal	Total Paying Subscribers at month-end	Total Revenue from Paying Subscribers $7.95 (2020) $9.95 (2021)	Cumulative Missed Subscription Revenue
Mar 2020												
	Music For All National Concert/Honor Ensemble Festival participants	6,600	30%	1,980	$ 15,741							
	Music For All conference attendees	7,200	30%	2,160	$ 17,172							
	American Choral Directors Association Midwest, Southern Divs	1,736	21%	365	$ 2,898							
	American Choral Directors Association Southwest Div	1,552	21%	326	$ 2,591							
	All-State Ensemble festivals (9 states x avg 1008 students)	9,072	21%	1,905	$ 15,146							
				6736	$ 53,548	$ 53,548	2,734	273	6,736	9,197	$ 73,113	$ 73,113
Apr 2020	TN Music Educators Conference/All-State festivals	1,008	20%	202	$ 1,603							
	PA Music Educators Conference	1,940	16%	310	$ 2,468							
	National Showchoir Festival	2,048	16%	328	$ 2,605							
	NC All-State festival	620	40%	248	$ 1,972							
	National Orchestra Cup	4,944	12%	593	$ 4,717							
	National Cherry Blossom Festival Jazz Clinics	1,408	12%	169	$ 1,343							
	Atlantic/Gulf Coast Jazz Cavalcade	396	60%	238	$ 1,889							
				2,088	$ 16,596	$ 16,596	9,197	920	2,088	10,365	$ 82,400	$ 155,513
May 2020	Social Media push to 4123 Piano Teachers	45,353	4%	1,814	$ 14,422							
				1,814	$ 14,422	$ 14,422	10,365	1,036	1,814	11,142	$ 88,583	$ 244,096
Jun 2020	National Assoc of Teachers of Singing Conference & Competition	9,000	30%	2,700	$ 21,465							
	Summer Camps - 43 locations nationwide	54,978	24%	13,195	$ 104,898							
	Music for All Summer Camps	2,200	62%	1,364	$ 10,844							
				17,259	$ 137,207	$ 137,207	11,142	1,114	17,259	27,287	$ 216,931	$ 461,027
Jul 2020	Summer Camps - extended weeks - 9 locations nationwide	16,838	54%	9,093	$ 72,286							
	Summer Camps - 54 locations nationwide	68,085	24%	16,340	$ 129,906							
	Southwestern Summer Music Conference (64 schools x avg 280 students)	17,920	8%	1,434	$ 11,397							
				26,867	$ 213,589	$ 213,589	27,287	2,729	26,867	51,425	$ 408,827	$ 869,854
Aug 2020	Back-to-School: music camps, in-service conferences, school district social media	33,600	6%	2,016	$ 16,027							
	16 In-State Reps Direct contacts (304 High Schools [4A, 5A, 6A] x avg 520 students)	158,080	6%	9,485	$ 75,404							
	Music Educators Magazines advertising	59,933	2%	1,199	$ 9,529							
	Direct contact with high schools by 16 representatives	19,200	6%	1,152	$ 9,158							
	State of Music Education Part 1, High School Booster Club video series	306,408	2%	6,128	$ 48,719							
	Motivational Moments 1 - video series for teachers, studios, community orchestras	2,024,665	0.20%	4,049	$ 32,192							
				24,029	$ 191,030	$ 191,030	51,425	5,142	24,029	70,311	$ 558,974	$ 1,428,828
Sep 2020	Bands of America Marching Contests (3 competitions attended)	53,120	1%	531	$ 4,223							
	Social Media campaign - Facebook & Instagram	1,600,000	0.40%	6,400	$ 50,880							
	Direct contact with high schools, state band/orchestra associations by 16 reps	36,096	12%	4,332	$ 34,436							
				11,263	$ 89,539	$ 89,539	70,311	7,031	11,263	74,543	$ 592,615	$ 2,021,444
Oct 2020	OH & WI Music Educators Assoc State In-service conferences (All-State	1,128	16%	180	$ 1,435							
	Performing Arts School Administrators Conference	85,560	6%	5,134	$ 40,812							
	American Choral Directors Conferences & Competitions (16 states)	8,096	22%	1,781	$ 14,160							
	Bands of America Marching Contests (13 competitions attended)	137,920	2%	2,758	$ 21,929							
	College Music Society Annual Conference (Studio/Private Teacher Div)	126,280	8%	10,102	$ 80,314							
	Direct contact with state choral director associations by 16 reps	18,048	12%	2,166	$ 17,218							
	In-Service Teaching Videos Trends in Music Department Admission & Auditioning	1,041,010	0.40%	4,164	$ 33,104							
	State of Music Education Part 2, High School Booster Club video series	306,408	1%	3,064	$ 24,359							
				29,350	$ 233,332	$ 233,332	74,543	7,454	29,350	96,438	$ 766,685	$ 2,788,129
Nov 2020	Bands of America - Super Regionals (3 locations attended)	63,040	4%	2,522	$ 20,047							
	Bands of America - Grand National Championship	35,520	8%	2,842	$ 22,591							
	National Assoc of Music Educators Honors Ensembles (5 Ensembles)	1,208	40%	483	$ 3,841							
	NC Music Educators Convention & All-State Conferences	1,326	32%	424	$ 3,373							
	IA Music Educators Convention & All-State Conferences	2,263	32%	724	$ 5,757							
	VA Music Educators Convention & All-State Conferences	1,084	32%	347	$ 2,758							
	In-Service Teaching Videos Money in Music in Digital Age	1,041,010	0.20%	2,082	$ 16,552							
	Motivational Moments 2 - video series for teachers, studios, community orchestras	2,024,665	0.30%	6,074	$ 48,288							
	State Marching Band Semi-finals and Finals (16 Reps in 16 States)	266,560	2%	5,331	$ 42,383							
				20,829	$ 165,590	$ 165,590	96,438	9,644	20,829	107,624	$ 855,607	$ 3,643,736
Dec 2020	NY State Music Educators Convention & All-State Conferences	1,080	60%	648	$ 5,152							
	Midwest Band & Orchestra International Clinic	4,560,000	0.20%	9,120	$ 72,504							
				9,768	$ 77,656	$ 77,656	107,624	10,762	9,768	106,629	$ 847,702	$ 4,491,439

Month-Yr	Events Missed Due to Covid-19	Anticipated Contacts	% New Enrollments	New Paying Subscribers	Revenue from New Paying Subscribers $7.95 (2020) $9.95 (2021)	Total Missed Revenue from New Paying Subscribers	Total Paying Subscribers beginning month	10% Opt-outs or Subscription Ends (Churn)	New Paying Subscribers Goal	Total Paying Subscribers at month-end	Total Revenue from Paying Subscribers $7.95 (2020) $9.95 (2021)	Cumulative Missed Subscription Revenue
Jan 2021	State Music Educators Associations Conventions & All-State Conferences (12 states)	14,286	32%	4,572	$ 45,487							
	Additional Bands performing at state conventions above (8 groups @ 12 states)	11,520	8%	922	$ 9,170							
	College Fairs at 7 State Music Educators Conventions	2,800	60%	1,680	$ 16,716							
	16 In-State Reps Direct contact with 192 High Schools (5A, 6A) Music Programs	77,952	12%	9,354	$ 93,075							
	State of Music Education During Covid-19, High School Booster Club video series	306,408	1%	3,064	$ 30,488							
	Motivational Moments 3 - video series for teachers, studios, community orchestras	2,086,069	0.10%	2,086	$ 20,756							
	16 In-State Reps Direct contact with 192 High Schools (4A, 5A, 6A) Musical Theater	16,128	32%	5,161	$ 51,352							
				26,838	$ 267,043	$ 267,043	106,629	10,663	26,838	122,805	$ 1,221,907	$ 5,713,346
Feb 2021	In-service & All-State Conferences (12 states)	20,158	32%	6,451	$ 64,183							
	Additional Bands performing at state conventions above (10 groups @ 12 states x 160 students)	19,200	8%	1,536	$ 15,283							
	College Fairs at 12 State Music Educators Conventions (500 students x 12 states)	6,000	60%	3,600	$ 35,820							
	16 In-state Reps Direct contact with Middle Schools	12,800	3%	384	$ 3,821							
	In-Service Teaching Videos Dividends to Students - Summer Enrichment Programs	3,816,218	0%	7,632	$ 75,943							
	16 In-State Reps Direct contact with Community Orchestras/Chorales/Private Schools	28,776	22%	6331	$ 62,991							
				25,934	$ 258,040	$ 258,040	122,805	12,280	25,934	136,458	$ 1,357,757	$ 7,071,103
Mar 2021	Music for All National Festival	13,800	30%	4,140	$ 41,193							
	American Choral Directors Association National Festival	10,752	21%	2,258	$ 22,466							
	All-State Ensemble Conferences (9 States - 4 ensembles each)	9,072	21%	1,905	$ 18,956							
	American String Teachers Association National Conference	4,400	40%	1,760	$ 17,512							
	Broadway Bound Theater Festival	118,080	4%	4,723	$ 46,996							
	16 In-State Reps attending state concert festivals (11 states - band, orchestra, choral)	124,476	6%	7,469	$ 74,312							
	Social Media push to parents All-State, National Ensembles, & Step-up Instrument purchases	6,000,000	0.20%	12,000	$ 119,400							
				34,255	340,835	$ 340,835	136,458	13,646	34,255	157,067	$ 1,562,817	$ 8,633,919
Apr 2021	TN Music Educators Convention & All-State Festivals	1,008	30%	302	$ 3,009							
	PA Music Educators Association Conference	870	20%	174	$ 1,731							
	SD & ND Music Festivals & Honor Ensembles	4,624	30%	1,387	$ 13,803							
	National Showchoir Festival	2,048	16%	328	$ 3,260							
	NC All-State Band & Orchestra Festival	620	40%	248	$ 2,468							
	National Orchestra Cup	4,944	12%	593	$ 5,903							
	Tin Pan Alley High School Songwriters Clinic & Festival, NYC	9,084	30%	2,725	$ 27,116							
	Tin Pan South Songwriters Clinic & Festival, TN	13,600	22%	2,992	$ 29,770							
	Tin Pan Napa Valley Songwriters Clinic & Festival, CA	14,800	22%	3,256	$ 32,397							
	16 In-State Reps direct contact with jazz instructors (9 states)	98,208	8%	7,857	$ 78,174							
	16 In-State Reps direct contact with private music instructors (9 states)	73,728	18%	13,271	$ 132,047							
				33,133	$ 329,678	$ 329,678	157,067	15,707	33,133	174,494	$ 1,736,213	$ 10,370,132
May 2021	Asian Choral Grand Prix, Indonesia & Singapore	70,848	16%	11,336	$ 112,790							
	Hong Kong International & Chopin Society of Hong Kong International Piano Competitions	6,080	65%	3,952	$ 39,322							
	Social Media push to piano student recitals, competitions (6000 teachers x 44 students each)	264,000	6%	15,840	$ 157,608							
	16 Reps contact 24-state area Performing Arts Schools, 11-state area Governors Schools	20,696	3%	621	$ 6,178							
				31,749	$ 315,898	$ 315,898	174,494	17,449	31,749	188,793	$ 1,878,490	$ 12,248,622
Jun 2021	National Assoc of Teachers of Singing Conference & Competition	13,000	30%	3,900	$ 38,805							
	Summer Camps - 88 locations nationwide	90,132	24%	21,632	$ 215,235							
	Music for All Summer Camp	2,200	62%	1,364	$ 13,572							
				26,896	$ 267,612	$ 267,612	188,793	18,879	26,896	196,809	$ 1,958,253	$ 14,206,874
Jul 2021	Summer Camps - extended weeks - 26 locations nationwide	25,852	54%	13,960	$ 138,903							
	Summer Camps - 67 locations nationwide	78,361	24%	18,807	$ 187,126							
	Southwestern Summer Music Conference (64 schools x avg 280 students each)	17,920	8%	1,434	$ 14,264							
	World Choir Games, Belgium	40,860	18%	7,355	$ 73,180							
				41,555	$ 413,473	$ 413,473	196,809	19,681	41,555	218,683	$ 2,175,901	**$ 16,382,775**
	March 2020 - July 2021 Cumulative Missed Subscription Revenue = $16,382,775											

Month-Year		School District Pilot Program	New Student Subscribers	Cost of Program per Student	Expected Revenue
Jul 2020		Pilot Program - 7 school districts	23,520	$ 22.95	$ 539,784
Sep 2020		Pilot Program - 1 school district	880	$ 22.95	$ 20,196
Jul 2021		Pilot Program - 24 school districts	21,120	$ 22.95	$ 973,539
			45,520		**$ 1,533,519**

Month-Yr		SOAR Program for Underserved Students	Total Non-Paying Eligible Subscribers (SOAR)	Percent Non-Paying Subscribers Enrolled (SOAR)	Total Non-Paying Subscribers for Month(SOAR)
Mar 2020		SOAR Program Enrollment - 52 schools (508 students/school with 16% enrollment)	26,416	16%	4,227
Apr 2020		SOAR Program Enrollment - 24 additional schools (508 students/school with 16% enrollment)	12,192	16%	1,951
May 2020		SOAR Program Enrollment - 24 additional schools (508 students/school with 16% enrollment)	12,192	16%	1,951
Jun 2020		SOAR Program Enrollment - 12 additional schools (508 students/school with 16% enrollment)	6,096	16%	975
Jul 2020		SOAR Program Enrollment - 16 additional schools (508 students/school with 16% enrollment)	8,128	16%	1,300
Aug 2020		SOAR Program Enrollment - 16 additional schools (508 students/school with 16% enrollment)	8,128	16%	1,300
Sep 2020		SOAR Program Enrollment - 32 additional schools (508 students/school with 16% enrollment)	16,256	16%	2,601
Oct 2020		SOAR Program Enrollment - 32 additional schools (508 students/school with 16% enrollment)	16,256	16%	2,601
Nov 2020		SOAR Program Enrollment - 16 additional schools (508 students/school with 16% enrollment)	8,128	16%	1,300
Dec 2020		SOAR Program Enrollment - 64 additional schools (508 students/school with 16% enrollment)	32,512	16%	5,202
Jan 2021		SOAR Program Enrollment - 96 additional schools (508 students/school with 16% enrollment)	48,768	16%	7,803
Feb 2021		SOAR Program Enrollment - 64 additional schools (508 students/school with 16% enrollment)	32,512	16%	5,202
Mar 2021		SOAR Program Enrollment - 192 additional schools (508 students/school with 16% enrollment)	97,536	16%	15,606
Apr 2021		SOAR Program Enrollment - 32 additional schools (508 students/school with 16% enrollment)	16,256	16%	2,601
May 2021		SOAR Program Enrollment - 32 additional schools (508 students/school with 16% enrollment)	16,256	16%	2,601
Jun 2021		SOAR Program Enrollment - 16 additional schools (508 students/school with 16% enrollment)	8,128	16%	1,300
Jul 2021		SOAR Program Enrollment - 16 additional schools (508 students/school with 16% enrollment)	8,128	16%	1,300
			373,888		**59,822**

	Ancillary Products	Total Contacts	% of Total Contacts Expected to Purchase	Number Sold	Cost of Product or program	Expected Revenue from Purchases	Sightreading with Orchestra Revenue	Interactive Music Theory 1	National High School Musician Letters	Total Ancillary Products
Aug 2020	Sightreading with Orchestra - additional $9.95 above subscription rate	2,071,638	2%	41,433	$ 9.95	$ 412,256	$ 412,256			
Sep 2020	Sightreading with Orchestra - additional $9.95 above subscription rate	11,263	1%	113	$ 9.95	$ 1,121	$ 1,121			
Oct 2020	Sightreading with Orchestra - additional $9.95 above subscription rate	29,350	1%	294	$ 9.95	$ 2,920	$ 2,920			
Nov 2020	Sightreading with Orchestra - additional $9.95 above subscription rate	20,829	6%	1,250	$ 9.95	$ 12,435	$ 12,435			
Dec 2020	Sightreading with Orchestra - additional $9.95 above subscription rate	9,768	8%	781	$ 9.95	$ 7,775	$ 7,775			
Jan 2021	Sightreading with Orchestra - additional $9.95 above subscription rate	2,153,042	3%	64,591	$ 9.95	$ 642,683	$ 642,683			
Feb 2021	Sightreading with Orchestra - additional $9.95 above subscription rate	25,934	1%	259	$ 9.95	$ 2,580	$ 2,580			
	Interactive Music Theory I - additional $9.95 above subscription rate	2,553,050	0.20%	5,106	$ 9.95	$ 50,806		$ 50,806		
	National High School Musician Letter Programs			700	$ 43.16	$ 30,212			$ 30,212	
Mar 2021	Sightreading with Orchestra - additional $9.95 above subscription rate	34,255	1%	343	$ 9.95	$ 3,408	$ 3,408			
	Interactive Music Theory I - additional $9.95 above subscription rate	34,255	1%	343	$ 9.95	$ 3,408		$ 3,408		
	National High School Musician Letter Programs			1,000	$ 43.16	$ 43,160			$ 43,160	
Apr 2021	Sightreading with Orchestra - additional $9.95 above subscription rate	33,133	1%	331	$ 9.95	$ 3,297	$ 3,297			
	Interactive Music Theory I - additional $9.95 above subscription rate	33,133	1%	331	$ 9.95	$ 3,297		$ 3,297		
	National High School Musician Letter Programs			1,000	$ 43.16	$ 43,160			$ 43,160	
May 2021	Sightreading with Orchestra - additional $9.95 above subscription rate	31,749	1%	317	$ 9.95	$ 3,159	$ 3,159			
	Interactive Music Theory I - additional $9.95 above subscription rate	31,749	1%	317	$ 9.95	$ 3,159		$ 3,159		
	National High School Musician Letter Programs			300	$ 43.16	$ 12,948			$ 12,948	
Jun 2021	Sightreading with Orchestra - additional $9.95 above subscription rate (camp contacts)	90,132	9%	8,112	$ 9.95	$ 80,713	$ 80,713			
	Interactive Music Theory I - additional $9.95 above subscription rate	90,132	9%	8,112	$ 9.95	$ 80,713		$ 80,713		
	National High School Musician Letter Programs			1,500	$ 43.16	$ 64,740			$ 64,740	
Jul 2021	Sightreading with Orchestra - additional $9.95 above subscription rate (all camp contacts)	104,213	9%	9,379	$ 9.95	$ 93,323	$ 93,323			
	Interactive Music Theory I - additional $9.95 above subscription rate	104,213	9%	9,379	$ 9.95	$ 93,323		$ 93,323		
	National High School Musician Letter Programs			2,000	$ 43.16	$ 86,320			$ 86,320	
							$ 1,265,671	**$ 234,706**	**$ 280,540**	**$ 1,780,917**
	Cumulative Missed Ancillary Products Revenue = $1,780,917									

	Performers National Signing Day	Total Contacts	% of Total Contacts Expected to Purchase	Number Sold	Cost of Product or program	Expected Revenue from Purchases	National Performers Signing Day Revenue
Mar 2020	Performers National Signing Day application			3,200	$145	$ 464,000	$ 464,000
Apr 2020	Performers National Signing Day application			800	$145	$ 116,000	$ 116,000
May 2020	Performers National Signing Day application			400	$145	$ 58,000	$ 58,000
Jun 2020	Performers National Signing Day application			2,400	$145	$ 348,000	$ 348,000
	Performers National Signing Day collegiate 10x10 booth reservations			100	$525	$ 52,500	$ 52,500
	Performers National Signing Day collegiate registration fees			100	$75	$ 7,500	$ 7,500
Jul 2020	Performers National Signing Day application			1,600	$145	$ 232,000	$ 232,000
Aug 2020	Performers National Signing Day application			600	$145	$ 87,000	$ 87,000
Sep 2020	Performers National Signing Day enrollment (participation fees)			1,480	$225	$ 333,000	$ 333,000
Oct 2020	Performers National Signing Day - National Music Theory Exam			1,036	$145	$ 150,220	$ 150,220
	Performers National Signing Day - Additional Collegiate application fees and exhibit hall passes			200	$75	$ 15,000	$ 15,000
Nov 2020	Performers National Signing Day - Sponsorship Packages and Program Advertisements					$ 120,000	$ 120,000
Dec 2020	Performers National Signing Day - Student Ticket Purchase			1,100	$85	$ 93,500	$ 93,500
	Performers National Signing Day - Collegiate Ticket Purchase			300	$65	$ 19,500	$ 19,500
	Performers National Signing Day - Merchandise Sales					$ 22,500	$ 22,500
Jan 2021	Performers National Signing Day - Merchandise Sales					$ 12,500	$ 12,500
Feb 2021	Performers National Signing Day - Hotel Revenue (880 rooms x 3 nights = 2640)			2,640	$ 185	$ 488,400	$ 488,400
Mar 2021	Performers National Signing Day application			4,000	$145	$ 580,000	$ 580,000
Apr 2021	Performers National Signing Day application			1,800	$ 145	$ 261,000	$ 261,000
May 2021	Performers National Signing Day application			1,600	$ 145	$ 232,000	$ 232,000
Jun 2021	Performers National Signing Day application			2,800	$ 145	$ 406,000	$ 406,000
Jul 2021	Performers National Signing Day application			1,600	$ 145	$ 232,000	$ 232,000
							$ 4,330,620
	Cumulative Missed National Performers Signing Day Revenue = $4,330,620						

PROJECTIONS WITH TIMELINE
OF REVENUE LOSSES

March-20
Existing Subscribers: 2,734
Lost to Churn: 273
New Subscribers Goal: 6,736
Grand Total: 9,197 Subscribers

SA attended the March 10-14, 2020, Music for All National Concert and Honor Ensemble Festival in Indianapolis with a participation of America's top high school junior and senior performers, numbering 6,600. In addition, there were 26 high school bands, orchestras, and chamber ensembles, along with vocal jazz ensembles and vocal chamber choirs, an additional 7,200 participants. SA had purchased an event sponsorship, which granted access to all participants. With over four months of preparation and seeding of the market with SA advertising and social media outreach, SA anticipated at least a 30% enrollment, equaling 4,140 subscriptions. Due to the outbreak of COVID-19, the Mayor of Indianapolis closed the event and SA was not able to reach out and connect with the anticipated student subscribers.

SA also attended the American Choral Directors Association divisional festivals and honor ensembles gatherings in Madison, Wisconsin (Midwest Division), Little Rock, Arkansas (Southwest Division) and Mobile, Alabama (Southern Division). The Little Rock and Mobile events would have provided subscription opportunities for over 1,736 students and the Madison event would have provided 1,552 student opportunities. With an anticipated 21% total enrollment, SA anticipated 690 new subscribers.

March was also the month of nine State All-State Ensembles, each with four different ensembles, for a total exposure to 36 different ensembles. Each state All-State Ensemble clinic and performance would have averaged 1,008 per state, with an anticipated 21% enrollment for SA, equaling 1,905 new subscribers.

March-20
Existing Subscribers: 2,734
Lost to Churn: 273
New Subscribers Goal: 6,736
Grand Total: 9,197 Subscribers

During March, SA received revenue for existing subscribers.

Although the SA had a strong presence at this event, the organization went dormant for over nine months and band directors, choral teachers and orchestra teachers did not respond to third-party outreach during the pandemic. SA was unable to realize potential revenue from this traditional source.

The Mobile event was cancelled while SA was in attendance and exhibiting. The organization and its publication went dormant and choral directors did not respond to third-party outreach during the pandemic. SA was unable to realize potential revenue from this traditional source.

These All-State events were not held due to the pandemic and SA lost the ability to increase subscriptions or grow revenue from this source.

Social media campaigns were all focused on the students, parents and teachers attending.	Due to the pandemic, SA saw very limited results.
In March, application would have begun for the 2021 Performers National Signing Day. It was anticipated that 3,200 students would have enrolled at $145 each.	Event cancelled due to pandemic.
In March, SA continued its outreach and onboarding of SOAR schools, Title I School reaching the underserved, at-risk students. SA provides free subscriptions to these performing students for up to three years. With 52 schools already participating, the program had reached an estimated 508 students per school. It was anticipated that 16% of these students would complete the enrollment process, resulting in 4,227 non-paying subscriptions.	Due to school cancellation, these students were not reached. **These circumstances resulted in a loss of 6,736 new subscribers and the associated revenue.**
April-20 **Existing Subscribers: 9,197** **Lost to Churn: 920** **New Subscribers Goal: 2,088** **Grand Total: 10,365 Subscribers**	**April-20** **Existing Subscribers: 9,197** **Lost to Churn: 920** **New Subscribers Goal: 2,088** **Grand Total: 10,365 Subscribers**
SA anticipated attending the Tennessee Music Educators Conference and the Tennessee All-State Ensembles, which are Band, Jazz, Orchestra, and Chorus. There was an anticipated total attendance of 1,008 students at these events. A 20% reach was anticipated, resulting in 202 subscriptions.	Event cancelled due to pandemic.
The Pennsylvania Music Educators Association, hosting the New England Collective Music Educators Association, would have provided opportunities for SA to reach 1,940 performing students. A 16% reach was anticipated, resulting in 310 subscriptions.	Event cancelled due to pandemic.

The National Showchoir Festival, which would have been held in Nashville, Tennessee, would have provided opportunities for SA to reach 2,048 performing students. A 16% reach was anticipated, resulting in 328 subscriptions.	Event cancelled due to pandemic.
The North Carolina All-State Band and Orchestra Clinic and Concert would have provided opportunities for SA to reach 620 performing students. The SA School Representative for South and North Carolina spent four months working with the event, resulting in an anticipated 40% reach, or 248 subscribing students.	Event cancelled due to pandemic.
The National Orchestra Cup, to be held in New York City, would have had 4,944 performing students attending. SA anticipated a 12% reach, resulting in 593 subscriptions.	Event cancelled due to pandemic.
The National Cherry Blossom Festival Jazz Clinics, to be held in Washington, DC, anticipated attendance by 1,408 performing students. SA expected a 12% reach, resulting in 169 subscriptions.	Event cancelled due to pandemic.
Atlantic/Gulf Coast Jazz Cavalcade, to have been held in Fort Lauderdale, Florida, anticipated 396 performing participates. Due to the long-term contacts and efforts of SA's Florida representative, SA anticipated a 60% reach, or 238 subscriptions.	Event cancelled due to pandemic.
Application for the 2021 Performers National Signing Day would have been anticipated to capture 800 students would have enrolled at $145 each.	Event cancelled due to pandemic.
SA continued its outreach and onboarding of SOAR schools. It was anticipated April would have been a strong enrollment month due to the efforts of the in-field representatives. Each of these 12 representatives would have brought in two new SOAR schools, each with an estimated 508 students per school, for a total of 12,192. It was anticipated that 16% of these students would complete the enrollment process, resulting in 1,951 new non-paying subscriptions.	Due to school cancellation, these students were not reached. **These circumstances resulted in a loss of 2,088 new subscribers and the associated revenue.**

May-20
Existing Subscribers: 10,365
Lost to Churn: 1,037
New Subscribers Goal: 1,814
Grand Total: 11,142 Subscribers

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Existing Subscribers: 10,365
Lost to Churn: 1,037
New Subscribers Goal: 1,814
Grand Total: 11,142 Subscribers

Subscriptions in May are traditionally low due to graduation.

Due to the pandemic, SA saw very limited results.

SA had planned a major social media push to piano students in recitals, competitions, and festivals, reaching an anticipated 45,353 students via the 4,123 teachers. SA projected a 4% enrollment, resulting in 1,814 subscribers.

Event cancelled due to pandemic.

Application for the 2021 Performers National Signing Day would have been anticipated to capture 400 students who would have enrolled at $145 each.

Event cancelled due to pandemic.

SA continued its outreach and onboarding of SOAR schools. It was anticipated May would have been a strong enrollment month due to the efforts of the in-the-field representatives. Each of these 12 representatives would have brought in two new SOAR schools, each with an estimated 508 students per school for a total of 12,192. It was anticipated that 16% of these students would complete the enrollment process, resulting in 1,951 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

These circumstances resulted in a loss of 1,814 new subscribers and the associated revenue.

June-20
Existing Subscribers: 11,142
Lost to Churn: 1,114
New Subscriber Goal: 17,259
Grand Total: 27,287

June-20
Existing Subscribers: 11,142
Lost to Churn: 1,114
New Subscriber Goal: 17,259
Grand Total: 27,287

June should have begun with the National Association of Teachers of Singing National Conference and Competition in Knoxville, Tennessee. There were over 9,000 student participants who had enrolled or planned to enroll for the Conference and Competition. SA

Event cancelled due to pandemic.

had developed and utilized numerous social media campaigns leading up to this event and expected a 30% enrollment, resulting in 2,700 subscriptions.

Summer camps traditionally begin in June and SA anticipated attending, either with staff or state representatives, the following:

All summer camps were cancelled due to pandemic.

- University of South Carolina Piano Camp – 260 participants
- Baylor University Band Camp Session 1 – 680 participants
- SMU Vocal Arts Camp – 260 participants
- University of Georgia Band Camp – 430 participants
- Florida State University Band, Orchestra and Chorus Camps/Two Sessions – 1,760 participants per session equaling 3,520 participants
- Liberty University Band, Orchestra, and Choir Camp – 1,212 participants
- East Carolina University Band and Orchestra Camp – 860 participants
- University of Texas Band and Orchestra Camp – 1,212 participants
- University of Texas at Arlington All-State Choir Camp – 660 participants
- Abilene Christian University Band, Orchestra, and Choir Camp – 1,208 participants
- Oklahoma City University Musical Theatre Intensive/Session 1 – 418 participants
- University of Kansas Band, Orchestra, and Chorus Camp – 3,018 participants
- Arizona State University Band, Chorus, and Orchestra Camp – 2,046 participants
- University of Central Florida Band and Chorus Camp – 1,600 participants
- Rowan University Band and Choral Camp – 720 participants
- University of Buffalo Band, Orchestra, and Choir Camp – 1,002
- Crimson Music Camp (University of Alabama) Band, Orchestra, Percussion

Ensemble, Jazz Ensemble – 1,820 participants

- University of Arkansas Summer Music Camps – 940 participants
- Arrowbear Music Camps Band, Orchestra, Chorus, Jazz Improv/ Session 1 – 1,640
- Encore Music Camp – 740
- Augusta Summer Music Camp Band Orchestra Camp – 680
- Eastern Music Camp (Eastern Illinois University) Band, Piano, Jazz Improv, Strings, Choir and Musical Theatre – 2,614 participants
- Band Camp at Wartburg College for Band, Orchestra, and Keyboard – 2,100 participants
- Meistersinger All-State Choir Camp/ Session 1 – 1,642 participants
- Southern University Band Camp – 1,108 participants
- University of Maryland Terrapin Music Camp – 2,022
- Blue Lakes Fine Arts Camp/Sessions 1 and 2 (International Students) – 916 participants; (US Students) – 1,462 participants per session equaling 4,756 participants
- St. Olaf Music Academy – 1,048 participants
- St. Olaf Sacred Music Handbell Academy – 618 participants
- Missouri State University Camps for Band, Orchestra, Choir, Musical Theatre, Jazz Ensembles – 1,428 participants
- Lake Tahoe Music Camp – 818 participants
- Stokes Forest Music Camp at Montclair University – 684 participants
- Ithaca College Summer Music Academy/Session 1 for Chamber Ensemble, Sound Recording Technology, Composition, Jazz, and Performance – 1,466 participants
- Cannon Music Camp (Appalachian

State University) – 1,602 participants
- Ohio State University Youth Summer Music Program for Band, Orchestra, Choir, Showchoir, Clarinet Academy, Double Reed Camp, Brass Camp – 1,866 participants
- Furman University Band and Orchestra Camp – 602 participants
- South Dakota State University All-State Preparatory Camp – 608 participants
- Belmont University Band Camp – 402 participants
- West Texas A&M University Band Camp – 618 participants
- University of Texas at San Antonio Band and Orchestra Camp – 1,422 participants
- BYU Youth Music Festivals at BYU Musicians Institute – 2,820 participants
- University of Wisconsin Madison/ Session 1 Band, Orchestra, Choir, Jazz Camp – 2,022 participants
- Franklin Band and Orchestra Camp at Chantilly – 804 participants

Attendance at these camps would have resulted in exposure to a total of 54,978 performing students. The majority of these students would have made a district, regional or all-state ensemble and are the most prime candidates for SA. With a 24% anticipated enrollment, these camps would have resulted in 13,195 subscriptions.

SA was to be a Grand Sponsor of the Music for All Summer Camps at Ball State University. Exposure to 2,200 campers and speaking opportunities for Dr. Bayne at the weekend Leadership Summit and daily showcase opportunities for the overall scholarship essay program would have been available. SA anticipated an enrollment of 62% of attendees, resulting in 1,364 subscriptions.

Event cancelled due to pandemic.

Social media campaigns would have been completely devoted to reaching the participants in these camps. SA had plans to hire 16 hired

Due to the pandemic, SA saw very limited results.

graduate-level interns to attend these camps for one to one and one-half days before moving on to the next camp. It is anticipated that each intern would cost SA $1,600 per week for four weeks, resulting in a total cost of $102,400.

Application for the 2021 Performers National Signing Day would have been anticipated to capture 2,400 students in June who would have enrolled at $145 each. Also during June, colleges, universities, and conservatories that wish to participate as exhibitors would have purchased booth space at $525 per 10x10 booth. In addition, registration fees would have been required at $75 per person. It was anticipated 100 booths spaces would have been rented and 100 registration fees paid.

Event cancelled due to pandemic.

SA continued its outreach and onboarding of SOAR schools. It was anticipated June would have been a slower enrollment month due to summer vacation. Each of the 12 in-the-field representatives would have brought in one new SOAR school, each with an estimated 508 students per school for a total of 6,096. It was anticipated that 16% of these students would complete the enrollment process, resulting in 975 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

These circumstances resulted in a loss of 17,259 new subscribers and the associated revenue.

July-20
Existing Subscribes: 27,287
Lost to Churn: 2,729
New Subscriber Goal: 26,867
Grand Total: 51,425

July-20
Existing Subscribes: 27,287
Lost to Churn: 2,729
New Subscriber Goal: 26,867
Grand Total: 51,425

In July, SA planned to increase the number of in-the-field representatives from 12 to 16.

July would have begun with extended-weeks summer music camps, lasting six or more weeks (some of these camps started the last week of June).

- Brevard Music Center for Band, Orchestra, Choir, Opera, Musical

All summer camps were cancelled due to pandemic.

Theatre, Chamber Ensembles, Composition, Piano, and String Ensembles – 1,422 participants

- Interlochen Center for the Arts for Band, Wind Ensemble, Symphonic Winds, Orchestra, Chamber Orchestra, Symphony, Oratorio Singers, Chamber Choir, Symphonic Choir, Vocal Ensembles, Jazz Vocal Ensemble, Opera, Musical Theatre, and Piano – 3,042 participants
- The French Woods for Band, Orchestra, Choir, Musical Theatre, and Chamber Ensembles – 2,240 participants
- Tanglewood Festival for Orchestra, Wind Ensemble, Chorus, Chamber Ensembles, and Piano – 2,008 participants
- Aspen Music Festival for Orchestra, Wind Ensemble, Chorus, Composition, Opera, Piano, and Chamber Ensembles – 1,940 participants
- South Shore Summer Music Conservatory for Wind Ensemble, Chamber Intensive, and Jazz Ensemble – 684 participants
- Idyllwild Arts Summer Music Program for Band, Orchestra, Choir, Chamber Ensemble, Jazz Ensemble, and Musical Theatre (two overlapping sessions) – 3,040 participants
- Idyllwild Arts Academy, running simultaneously – 622 participants
- Ozark Summer Music Institute for Voice and Opera – 818 participants
- New World Symphony Summer Symposium for High School Students – 1,022 participants

These camps are very important to SA, who predicted a 54% enrollment. With a total of 16,838 participating students, this would have netted 9,093 new subscribers. Each of these camps or institutes are heavily recruited by America's top colleges, universities, and conservatories.

SA also planned to attend these summer camps during July:

- Baylor University Band Camp Session 2 – 680 participants
- Florida State University Band, Orchestra and Chorus Camps/ Sessions 3 and 4 – 1,760 participants per session, equaling 3,520
- Oklahoma City University Musical Theatre Intensive/Session 2 – 418 participants
- Arrowbear Music Camps Band, Orchestra, Chorus, Jazz Improv/ Session 2 – 1,640
- Meistersinger All-State Choir Camp/ Session 2 – 1,642 participants
- Blue Lakes Fine Arts Camp/Sessions 3 and 4 (International Students) – 916 participants; (US Students) – 1,462 participants per session equaling 4,756 participants
- Ithaca College Summer Music Academy/Session 2 for Chamber Ensemble, Sound Recording Technology, Composition, Jazz, and Performance – 1,466 participants
- University of Wisconsin Madison/ Session 2 Band, Orchestra, Choir, Jazz Camp – 2,022 participants
- Houston Baptist University Texas All-State Choir Camp – 668 participants
- Baylor University Texas All-State Choir Camp – 840 participants
- Texas Christian University Texas All-State Choir Camp – 1,200 participants
- Texas State University Texas All-State Choir Camp – 800 participants
- Texas Women's University Texas All-State Choir Camp – 1,200 participants
- Lamar University Texas All-State Choir Camp – 680 participants
- University of Texas at Arlington Texas All-State Choir Camp – 1,200 participants
- Texas A&M at Commerce Texas All-State Choir Camp – 880 participants
- University of Texas at El Paso Texas All-

All summer camps were cancelled due to pandemic.

State Choir Camp – 960 participants

- University of Houston Texas All-State Choir Camp – 640 participants
- Hardin-Simmons University Texas All-State Choir Camp – 1,260 participants
- University of Texas at Austin Texas All-State Choir Camps/3 Sessions – 1,642 participants per session, equaling 4,926 participants
- Sam Houston State University Texas All-State Choir Camp – 884 participants
- Lone Star College Texas All-State Choir Camp – 240 participants
- University of North Texas, Texas All-State Choir Camp – 1,080 participants
- Stephen F. Austin University Texas All-State Choir Camp – 806 participants
- University of Mary Hardin Baylor Texas All-State Choir Camp – 665 participants
- West Texas A&M University Texas All-State Choir Camp – 640 participants
- Texas Tech University Texas All-State Choir Camp – 884 participants
- University of Texas at Permian Basin Texas All-State Choir Camp – 664 participants
- Dallas Baptist University Texas All-State Choir Camp – 280 participants
- University of Texas at San Antonio Texas All-State Choir Camp – 1,288 participants
- Summer Music Academy at the University of Colorado for Band, Orchestra, and Choir – 1,022 participants
- Laurel Music Camp for Choir and Orchestra – 640 participants
- University of South Florida Music Camps for Contemporary and Jazz/Session 1 – 680 participants
- University of South Florida Music Camps for Band, Orchestra and Chorus/Session 2 – 1,602 participants
- Idaho State University Summer Music Camps for Band, Orchestra, Chorus

and Jazz Ensemble – 1,820 participants
- Iowa Summer Music Camps at the University of Iowa for The American Saxophone Academy, Midwestern Jazz Institute, Viola Camp, Trumpet Intensive Academy, Band, Orchestra, Choir, Piano, and Organ – 2,684
- New England Music Camp for Jazz, Chamber, Composition, Musical Theatre, and Orchestra – 980 participants
- Western Michigan University Summer Music Intensive and Camps for Musical Theatre, Opera, Vocal Ensembles, Choir, Chamber Ensemble, Band, and Orchestra – 1,260 participants
- University of Montana Summer Music Camps for Band, Orchestra, and Choir – 1,080 participants
- Eastern US Music Camp for Band, Orchestra, and Chorus – 860 participants
- Baldwin Wallace University Summer Music School for Band, Orchestra, Choir, and Musical Theater – 1,224
- University of Oklahoma for Band, Orchestra, and Chorus – 2,640 participants
- Penn State University Summer Music Camps for Band, Orchestra, and Chorus – 1,242 participants
- Young Musicians and Artists at the University of Oregon at Eugene Intensive – 1,080 participants
- West Texas University Band Camp – 664 participants
- Central Washington University Band, Percussion, Orchestra, and Choir Camp – 1,122 participants
- James Madison University Summer Music Camps for Band, Orchestra, Choir, and Showchoir – 960 participants
- Showchoir Camps of America – 1,180 participants
- Indiana University Summer Music Intensive – 466 participants

- University of Southern California Music Camps for Piano, Organ, Chamber Music, Band, Orchestra, Choir, and Jazz – 1,440 participants
- University of Michigan Band Camp – 996 participants
- Michigan State University Band and Orchestra Camp – 1,140 participants
- University of Illinois Summer Music Camps for Band, Orchestra, and Chorus – 1,186 participants
- Camp Electric at Trevecca Nazarene University for Worship Musicians – 1,288 participants

SA anticipated a total of 22 hired graduate-level interns to attend these camps for one to one and one-half days before moving on to the next camp. It is anticipated that each intern would cost SA $2,200 per week for five weeks, resulting in a total cost of $242,000.

Attendance at these camps would have resulted in exposure to a total of 60,085 performing students. With a 24% anticipated enrollment, these camps would have resulted in 16,340 subscriptions.

SA also planned to attend the Southwestern Summer Music Conference, held each year in San Antonio. This conference attracts music educators from across the United States, especially Texas music educators for clinics, seminars, and showcases in band, orchestra, and chorus. In addition, parent booster organizations are also represented. SA would have exhibited, showcased, and Dr. Bayne would have facilitated clinics. SA would have anticipated engaging 64 schools, with an average enrollment in music of 280, resulting in 17,920 performing students. With an 8% anticipated enrollment, this would have resulted in 1,434 subscriptions.

Event cancelled due to pandemic.

Application for the 2021 Performers National Signing Day would have been anticipated to capture 1,600 students in July who would have enrolled at $145 each.

Event cancelled due to pandemic.

SA continued its outreach and onboarding of SOAR schools. It was anticipated July would have been a slower enrollment month due to summer vacation. Each of the 16 in-field representatives would have brought in one new SOAR school, each with an estimated 508 students per school for a total of 8,128. It was anticipated that 16% of these students would complete the enrollment process, resulting in 1,300 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

In July, SA anticipated a pilot program by school district engaging middle and high schools with fine arts specialty school students at a reduced rate of $22.95 per student per year. This would have been a one-time payment from the school district. The following districts expressed and/or committed to this program:

- Buffalo Public School District
- Tonawanda City School District
- Tonawanda Union Free School District
- Fort Worth Independent School District
- Abilene Independent School District
- Walnut Valley Unified School District
- Los Alamitos Unified School District

School districts were unable to fulfill this commitment.

These circumstances resulted in a loss of 26,867 new subscribers and the associated revenue.

August-20
Existing Subscribers: 51,425
Lost to Churn: 5,142
New Subscriber Goal: 24,029
Grand Total: 70,311 Subscribers

August-20
Existing Subscribers: 51,425
Lost to Churn: 5,142
New Subscriber Goal: 24,029
Grand Total: 70,311 Subscribers

August is historically a very strong month for sales as school is starting back in most states and an individual school marching band camps are taking place during the first of the month. In addition, individual school choir camps and musical theatre camps are being held. August is the month of school district in-service conferences are held, and SA had planned to participate in over 80 virtual and 14 in-person, reaching over 6,000 middle and high

These events were cancelled due to the pandemic and SA saw very limited results from the social media campaigns.

school music instructors with each instructor reaching an average of over 280 students. This would have resulted in SA's exposure to 1,680,000 students. SA had planned social media and direct email campaigns to these participating school district teachers with the hope of reaching 2% of the students before the end of the year, which would have resulted in contact with 33,600 potential subscribers. SA anticipated a 6% enrollment before the end of the year, for a total of 2,016 subscriptions

SA also planned to make direct contact with 304 4A, 5A, and 6A high schools with multi-disciplined ensembles within their music programs. Each of these programs would have a student reach of 520, resulting in 158,080 students. SA anticipated a 6% enrollment before the end of the year, for a total of 9,485 subscriptions.

Due to the pandemic SA was unable to reach most schools and/or had limited results.

This month full page ads will be in magazines reaching music educators in the following states: Texas, Florida, Illinois, Washington, South Carolina, Tennessee, Georgia, Pennsylvania, Arizona, Michigan, Colorado, and Oregon. Addition full page ads will appear in the following national organizations magazines: American String Teachers Association, American Choral Directors Association, National Association of the Teachers of Singing, and the Association for Popular Music Education. The combined reach of these magazine subscribers is 81,608 music educators, of which 72% are high school and middle school instructors, yielding 58,758 that teach an average of 102 students per day resulting in a grand total of potential student exposure of 5,993,292. SA hoped to reach 1% of these students before the end of the year, which would have resulted in contact with 59,933 students. SA anticipated a 2% enrollment before the end of the year, for a total of 1,199 subscriptions.

Some ads were purchased but as most events were cancelled, this resulted in very limited results.

During the month of August, the data team will be harvesting an additional 6,000 instrumental and vocal music instructors in Texas, California, South Carolina, Massachusetts, Wisconsin, New Jersey, Florida, Illinois, and Kentucky. Be it noted that the cost of this data is $1.80 per instructor's name. In

the data had been purchases at with a list service (which at best is 72% accurate) the cost would have been $7.21 per name.

In August, each of our 16 in-field representatives would have launched personal online campaigns to reach 1,200 high school students each, with a combined reach of 19,200 students. SA would have anticipated 6% of these students would enroll, resulting in 1,152 subscriptions.

Due to the pandemic, the representatives were unable to make contact with these schools.

SA planned to launch a video series entitled "State of Music Education" specifically designed for the Booster Club audience. The commentator would have been Eric Martin, President of SA. From data on active high school music booster clubs across America had gathered in-house, SA harvested the names and email addresses of 3,004 booster club presidents. The in-house marketing team was prepared to market this to the 3,004 booster clubs which represented an average of 102 students per school, resulting in the potential of SA being shared to 306,408 students. Of this, SA anticipated an enrollment of 2%, resulting in 6,128 subscriptions.

These videos were effective in keeping SA in the forefront of the music education world and served as support for teachers. Due to the pandemic, these resulted in limited subscriptions.

SA planned to launch a video series entitled "Motivational Moments for Performing Fine Arts Students." Each video short would have contained encouraging thoughts and an assignment that teachers could use as a part of their instructional presentation. The "Motivational Moments" would have been marketed to the following:

These videos were effective in keeping SA in the forefront of the music education world and served as support for teachers. Due to the pandemic, these resulted in limited subscriptions.

- Private studio instructors: 6,029 instructors x average of 9 students taught weekly = 54,261 potential students to reach
- High School Instrumental and Vocal Instructors that had students in All-National Honor Ensembles: 463 instructors that teach an average of 187 students per day = 86,581 potential students to reach
- High School Instrumental and Vocal Instructors that had students in All-State Ensembles: 6,591 instructors that teach an average of 187 students per day =

1,232,517 potential students to reach

- Instrumental and Vocal Music Educators that did not have All-State or All-National students: 14,430 instructors that reach an average of 102 students per day = 1,471,860 potential students to reach *(During the month of July, the data team would have harvested an additional 860 instrumental music instructors in South Carolina, Michigan, and Illinois)*
- Community Youth Orchestras: 655 directors that had an average of 72 participants per orchestra = 47,160 potential students to reach

Collectively, 2,892,379 students could have been touched by this SA offering. With the possibility that there was a 30% duplication of students, 2,024,665 would have been the targeted number for potential marketing. Of this, SA hoped to engage .2% of the students, 4,049 potential subscriptions. Each of these motivational moments had a call to action for student registration and for the student to create a profile on ScholarshipAuditions.com. This series of "Motivational Moments" had been researched, scripted, shot, edited, and would have been marketed by in-house SA employees.

SA planned to begin marketing the first product "Sightreading with Orchestra," which would have been available online for an addition price of $9.95 above the subscription rate. The marketing push would have happened in-house through the following data harvested by the Data Department at ScholarshipAuditions.com:

- Private studio instructors: 6,029 instructors x average of 9 students taught weekly = 54,261 potential students to reach
- High School Instrumental and Vocal Instructors that had students in All-National Honor Ensembles: 463 instructors that teach an average of 187 students per day = 86,581 potential students to reach nationwide
- High School Instrumental and Vocal Instructors that had students in All-

Due to lack of revenue resulting from the cancellation of summer camps, this video series was not launched.

State Ensembles: 6,591 instructors that teach an average of 187 students per day = 1,232,517 potential students to reach nationwide

- Instrumental Music Educators that did not have All-State or All-National students: 14,430 instructors that reach an average of 102 students per day = 1,471,860 potential students to reach nationwide *(During the month of July, the data team would have been harvesting an additional 860 instrumental music instructors in South Carolina, Michigan, and Illinois)*
- Collegiate Instrumental Studio Instructors: 20,405 collegiate instructors that teach an average of 7 high school privately each week = 142,835 potential students to reach.

There were 2,988,054 potential students that could have been reached with a 30% possibility of students duplicated among the groups resulting in the potential of 2,071,638 students to be reached in August email campaigns to related instructors. SA hoped to engage 2% of the students with 41,433 potential purchases made before the end of the year. "Sightreading with Orchestra" had a call to action for student registration and for the student to create a profile on ScholarshipAuditions.com.

Application for the 2021 Performers National Signing Day would have been anticipated to capture 600 students in August who would have enrolled at $145 each.

Event cancelled due to pandemic.

Aggressive social media campaigns with distinct focus groups via purchases on Facebook and Instagram would have been engaged. Students, parents, and teachers would have again been the targeted audience and much of the messaging would have been directed to the students with the requirements they must meet to be considered for college admission. Direct references would have been given to the "Resource" section of the SA website and the available reference material. Again, a majority of this effort would have been

Due to the pandemic, these campaigns resulted in limited success.

through contracted social media experts. In addition, a strong campaign to the collegiate community urging them to review student profiles would have been facilitated through our in-house social media team. This would have been through video lead presentations and direct email contact via our in-house delivery system. The in-house social media team planned to continue to post blogs and Facebook related postings along with exposure on Tic-Tok, Instagram, and through LinkedIn followings of Dr. Bayne and Mr. Martin.

SA continued its outreach and onboarding of SOAR schools. It was anticipated August would have been a slower enrollment month due to summer vacation. Each of the 16 in-field representatives would have brought in one new SOAR school, each with an estimated 508 students per school for a total of 8,128. It was anticipated that 16% of these students would complete the enrollment process, resulting in 1,300 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

For many institutions of higher learning, August is the month in which the early application process would traditionally begin.

These circumstances resulted in a loss of 24,029 new subscribers and the associated revenue.

September-20
Existing Subscribers: 70,311
Lost to Churn: 7,031
New Subscribers Goal: 11,263
Grand Total: 74,543 Subscribers

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Existing Subscribers: 70,311
Lost to Churn: 7,031
New Subscribers Goal: 11,263
Grand Total: 74,543 Subscribers

September would traditionally be the start of contests and competitions for marching bands and vocal soloists. SA was a grand sponsor of Bands of America Marching Contests, which would have produced 23 marching band competitions across the US between September and November. SA would have attended three events in the month of September: Austin, Texas, Atlanta, Georgia, and Clarksville, Tennessee, seeing 166 bands (averaging 320 students per band), with 53,120 participating students. SA anticipated reaching 1% of the

Event cancelled due to pandemic.

participating students, resulting in contact with 531 potential subscribers.

SA would have begun one of its largest social media campaign launches in September via purchases on Facebook and Instagram, hoping to reach 1.6 million students and parents. SA anticipated a .4% return, resulting in an enrollment increase of 6,400 subscriptions. The majority of these efforts would have been through contracted social media experts. The in-house social media team members would have blogged and posted on Facebook, Tic-Tok, Instagram, and LinkedIn each day.

Due to the pandemic and the lack of revenue generated from summer camps, these campaigns were greatly curtailed and resulted in limited success.

The 16 in-the-field representatives would have attended the fall gatherings of state band director associations as well as state orchestra association meetings in Texas (Texas has six regional meetings rather than one large state meeting), South Carolina, North Carolina, Georgia, Florida, Alabama, Indiana, Pennsylvania, Ohio, Oklahoma, Tennessee, Kentucky, Arkansas, Illinois, Wisconsin, New York, and Massachusetts. From these gatherings, the representatives would have contacted 128 4A, 5A, and 6A schools, reaching 282 students per school for a total of 36,096 students. It was anticipated a 12% enrollment, equaling 4,332 subscriptions.

Due to the pandemic, these events were cancelled, and the representatives were unable to make contact.

SA planned to continue marketing the first product "Sightreading with Orchestra," which would have been available online for an addition price of $9.95 above the subscription rate. SA anticipated reaching 1% of the new September subscribers, for a total of 113 purchases at $9.95.

Due to lack of revenue, this video series was not launched.

Students accepted for the 2021 Performers National Signing Day must send enrollment and showcase fees in the amount of $225 each by the end of September. There would have been 1,480 students accepted.

Event cancelled due to pandemic.

SA continued its outreach and onboarding of SOAR schools. It was anticipated September would have been a stronger enrollment month, as schools would have started back up. Each of the 16 in-field representatives would have brought in two new SOAR schools, each with an estimated 508 students

Due to school cancellation, these students were not reached.

per school, for a total of 16,256. It was anticipated that 16% of these students would complete the enrollment process, resulting in 2,601 new non-paying subscriptions.

In September, SA anticipated a pilot program by school district engaging middle and high schools with fine arts specialty school students at a reduced rate of $22.95 per student per year. This would have been a one-time payment from the school district. The following school district had committed to the program:

- Lafayette School Corporation

This school district was unable to fulfill this commitment.

These circumstances resulted in a loss of 11,263 new subscribers and the associated revenue

October-20
Existing Subscribers: 74,543
Lost to Churn: 7,454
New Subscribers Goal: 29,350
Grand Total: 96,438 subscribers

October-20
Existing Subscribers: 74,543
Lost to Churn: 7,454
New Subscribers Goal: 29,350
Grand Total: 96,438 subscribers

October is traditionally the strongest month for subscriptions for SA. It is the month before collegiate applications for early acceptance are due. It is the month when private piano teachers nationwide register their students with the National Music Association and SA has always had access to this database of students. It is the month when the majority of college fairs occur nationwide. It is the month when the greatest number of marching band contests are held.

SA would have attended Ohio and Wisconsin Music Educators Association State In-Services Conferences as exhibiters, sponsors and would have provided a showcase at each event. SA would have also sponsored clinics for parents of students participating in each state's All-State ensembles which would have participated during the events. This would have provided exposure to 1,128 student participants. It was anticipated SA would enroll 16%, resulting in 180 subscriptions.

Event cancelled due to pandemic.

SA would also have attended the Performing Arts School Administrators Conference where SA would have been an exhibitor and conference speaker and would have sponsored the College Fair. There would have been 186 schools attending, representing an average student body of 460 students at each school, for a total of 85,560 students. This outreach should have yielded 6% enrollment by the end of the year, resulting in 5,134 subscriptions.

Event cancelled due to pandemic.

SA had anticipated attending 16 American Choral Directors Association State Conferences with each conference Having vocal solo competitions in classical, folk song, Broadway, and contemporary/pop genres. In addition, each state would seat three Honor Ensembles: SATB, TTB, and SSA. The combination of participants would have totaled 506 students per conference, for a total of 8,096 participants. SA anticipated an enrollment of 22%, resulting in 1,781 subscriptions.

Event cancelled due to pandemic.

SA would have again been a grand sponsor of Bands of America Marching Contests, which would have produced 13 marching band competitions across the US in October, with a total of 431 marching bands (with an average of 320 students per band) competing resulting in 137,920 participating students. These events would have been held in Orlando, Florida, Houston, Texas, Toledo, Ohio, Dallas, Texas, Phoenix, Arizona, Cedar Falls, Iowa, College Park, Maryland, Jacksonville, Alabama, Obetz, Ohio, Lansing, Michigan, McAllen, Texas, Boise, Idaho, and Johnson City, Tennessee. SA anticipated reaching 2% of the participating students, resulting in contact with 2,758 potential subscribers.

Event cancelled due to pandemic.

In October, SA would have also attended the College Music Society Annual Conference. A division within this conference is Studio/Private Teacher Division. It is documented by research from the College Music Society that the average collegiate studio/private teacher weekly teaches an average of seven private high school students. In the US, there are 18,040 collegiate studio/private teachers, with a reach of 126,280 students.

Event cancelled due to pandemic.

SA would have had a targeted marketing and social media campaign to these teachers before the conference and SA would have exhibited and been a clinician both live and through virtual feed to these collegiate teachers. SA would have anticipated an 8% increase in enrollment, resulting in 10,102 subscriptions between October and March of 2021.

Due to the pandemic and the lack of revenue generated from summer camps, these campaigns were greatly curtailed and resulted in limited success.

The 16 in-the-field representatives would have attended the fall gatherings of state choral director associations as well as state piano association meetings in Texas (Texas has six regional meetings rather than one large state meeting), South Carolina, North Carolina, Georgia, Florida, Alabama, Indiana, Pennsylvania, Ohio, Oklahoma, Tennessee, Kentucky, Arkansas, Illinois, Wisconsin, New York, and Massachusetts. As a result of contacts at these associational meetings, the representatives would have contacted 64 4A, 5A, and 6A schools, reaching an average of 282 students per school, for a total of 18,048 students. From these efforts, an anticipated 12% would enroll, for a total of 2,166 subscriptions.

Due to the pandemic, these events were cancelled, and the representatives were unable to make contact.

SA launched its first in-house in-service teaching to a national audience. School District Music Supervisors were searching for video presentations they could use for teacher in-service training for teacher re-certification. SA had well researched a related topic, "Trends in Music Department Admission and Auditioning," and filmed this with noted personalities. This was made available for download to Music Supervisors and principles of district Fine Arts Centers/Academies. SA had 262 Fine Arts Center/Academies, representing an average of 211 students per Fine Arts Center/Academy = 55,282 students and 302 school district music supervisors representing an average of 32 High School music teachers that daily taught an average of 102 students. This in-service presentation had the potential to expose 1,041,010 students through a commercial at the beginning of the in- service teaching. Another commercial for SA with a call to action to share this information with students and parents was at the end of the presentation. SA anticipated reaching .4% of the students represented by this audience, resulting in

SA was able to produce this product and received very positive responses from school music supervisors. This has kept the doors open for contacts that can result in school district purchases of SA subscriptions

4,164 subscriptions.

SA launched its second video series entitled "State of Music Education, Part 2," specifically designed for the Booster Club audience. The commentator was Eric Martin, President of SA. From in-house gathered data on active High School music booster clubs across America, SA harvested 3,004 booster club presidents. The in-house marketing team marketed this to the booster clubs, which represent an average of 102 students per school resulting in the potential of SA being shared to 306,408 students. Of this, SA anticipated an enrollment of 1%, resulting in 3,064 subscriptions.

SA was able to produce this product and received very positive responses from school music supervisors. This has kept the doors open for contacts that can result in school district purchases of SA subscriptions.

SA planned to continue marketing the first product "Sightreading with Orchestra," which would have been available online for an addition price of $9.95 above the subscription rate. SA anticipated reaching 1% of the new October subscribers, for a total of 294 purchases at $9.95.

Due to lack of revenue, this video series was not launched.

Of the 1,480 students enrolled for the 2021 Performers National Signing Day, there would have been opportunity for 1,036 students to take the National Music Theory Entrance Exam. The cost of the exam and scoring would have been $145 per student. Registration for this was required to be completed by the end of October. Also, collegiate application fees and exhibit hall passes would have been available for 200 additional school representatives at $75 each.

Event cancelled due to pandemic.

SA continued its outreach and onboarding of SOAR schools. It was anticipated October would have been a strong enrollment month. Each of the 16 in-field representatives would have brought in two new SOAR schools, each with an estimated 508 students per school, for a total of 16,256. It was anticipated that 16% of these students would complete the enrollment process, resulting in 2,601 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

These circumstances resulted in a loss of 29,350 subscribers and the associated revenue.

November-20 **Existing Subscribers: 96,438** **Lost to Churn: 9,644 Subscribers** **New Subscribers Goal: 20,829** **Grand Total: 107,624 Subscribers**	**November-20** **Existing Subscribers: 96,438** **Lost to Churn: 9,644 Subscribers** **New Subscribers Goal: 20,826** **Grand Total: 107,624 Subscribers**
November is historically a strong month for instrument sales since the majority of Christmas sales are purchased in November. SA has relationships with numerous instrument manufacturers and retail dealers who are willing to place advertisement for SA in the cases for these new instruments.	Event cancelled due to pandemic.
November historically is the culminating month of exposure to the marching band community nationally as state marching contests are held the first week of November as well as Bands of America Super Regional Contests.	
SA would have attended the Super Regional events in St. Louis, Missouri, San Antonio, Texas, and Fresno, California. Each of these events are two-day events and collectively would have produced 197 marching band shows, resulting in 63,040 participating students. SA anticipated reaching 4% of the participating students, resulting in contact with 2,522 potential subscribers. Band of America Grand National Championship would have been a four-day competition held in Indianapolis, Indiana, with 111 bands (averaging 320 students per band), resulting in 35,520 participating students. SA anticipated reaching 8% of the participating students, resulting 2,842 potential subscribers.	Event cancelled due to pandemic.
In the past, SA has been a sponsor and exhibitor at the National Association of Music Educators which sponsors a strong college fair as well as five national ensembles: 1) The National Honors Wind Ensemble, 2) The National Honors Band, 3) The National Honors Mixed Chorus, 4) The National Honors Philharmonic, and 5) The National Honors Symphonic Orchestra. The combined participation in these Honor Ensembles would have been 1,208 students. SA anticipated enrollment of 40% before the end of the year, resulting in 483 subscriptions.	Event cancelled due to pandemic.

The North Carolina Music Educators Convention would have been held in November, where the North Carolina All-State Chorus (3 choruses: Mixed, Male and Treble) would have met. This event historically has traditionally had strong parent participation and SA would have been an exhibitor at this convention as well as an advertiser in the programs for their All-State ensembles and an exhibitor in the lobby of their All-State rehearsals and performances. This would have resulted in 746 students in the participating honor choruses and 580 student participants in the featured wind ensembles and concert choirs. SA anticipated a combined exposure to 1,326 students, with a 32% enrollment, resulting in 424 subscriptions.

Event cancelled due to pandemic.

The Iowa Music Educators Convention would have been held in November, where the Iowa All-State Chorus, Band, and Orchestra would have met. This event historically has traditionally had strong parent participation and SA would have been an exhibitor at this convention as well as an advertiser in the programs for their All-State ensembles and an exhibitor in the lobby of their All-State rehearsals and performances. This would have resulted in 1,466 students in the participating honor ensembles and 797 student participants in the featured chamber orchestras, vocal jazz ensembles, instrumental jazz ensembles, wind ensembles, and concert choirs. SA anticipated a combined exposure to 2,263 students, with a 32% enrollment, resulting in 724 subscriptions.

Event cancelled due to pandemic.

The Virginia Music Educators Convention would have been held in November, where the Virginia All-State Chorus, Band, and Orchestra would have met. This event historically has traditionally had strong parent participation and SA would have been an exhibitor at this convention as well as an advertiser in the programs for their All-State ensembles and an exhibitor in the lobby of their All-State rehearsals and performances. This would have resulted in 624 students in the participating honor ensembles and 460 student participants in the featured chamber orchestras, wind ensembles, and concert choirs. SA anticipated a combined exposure to 1,084 students, with a 32% enrollment, resulting in 347 subscriptions.

Event cancelled due to pandemic.

SA would have launched its second in-house in-service teaching to a national audience. This well-researched and prepared a video was to be entitled "There is Money in Music in the Digital Age. Are We Preparing Students for this Lucrative Emerging Market?" and would have been available for Music Supervisors and principals of district Fine Arts Centers/Academies as well as high school teachers to download. An edited version would have also been available for teachers to share with parents.

Due to lack of revenue from the cancellation of summer camps and subsequent events, SA was not able to produce this product.

SA had 262 Fine Arts Center/Academies, representing an average of 211 students per Fine Arts Center/Academy = 55,282 students and 302 school district music supervisors representing an average of 32 High School music teachers that daily taught an average of 102 students. This in-service presentation had the potential to expose 1,041,010 students through a commercial at the beginning of the in- service teaching. Another commercial for SA with a call to action to share this information with students and parents was at the end of the presentation. SA anticipated reaching .2% of the students represented by this audience, resulting in 2,082 subscriptions.

Event cancelled due to pandemic.

SA will launch its second video series entitled "Motivational Moments for Performing Fine Arts Students." Each video short has a COVID-19 related thought of encouragement and an assignment that teachers can use as a part of their Zoom instructional presentation. These "Motivational Moments" are on the SA website and teacher registration will be required before a download can be accessed. The marketing team will market this series to the following:

- Private studio instructors: 6,029 instructors x average of 9 students taught weekly = 54,261 potential students to reach
- High School Instrumental and Vocal Instructors that have students in All-National Honor ensembles: 463 instructors that teach an average of 187 students per day = 86,581 potential students to reach
- High School Instrumental and Vocal Instructors that have students in All-State Ensembles: 6,591 instructors that teach an

SA was able to produce this product and received very positive responses from school music supervisors. This has kept the doors open for contacts that can result in school district purchases of SA subscriptions.

average of 187 students per day = 1,232,517 potential students to reach

- Instrumental and Vocal Music Educators that do not have All-State or All-National students: 14,430 instructors that reach an average of 102 students per day = 1,471,860 potential students to reach
- Community Youth Orchestras: 655 directors that have an average of 72 participants per orchestra = 47,160 potential students to reach

Collectively, 2,892,379 students could have been touched through this SA offering. With the possibility of a 30% duplication of students, 2,024,665 would have been the targeted number to be marketed to. Each of the motivational moments had a call to action for student registration and for the student to create a profile on ScholarshipAuditions.com. SA had hoped to engage .3% of these students, resulting in 6,074 subscriptions by March 1, 2021.

The 16 in-the-field representatives would have attended the state marching band semi-final and finalist competitions in Texas, Oklahoma, Florida, Georgia, South Carolina, Tennessee, Indiana, Kentucky, Pennsylvania, Massachusetts, Arizona, Southern California, Northern California, Wisconsin, Ohio, and Michigan. Due to their representation at these contests as well representation at 32 schools, the overall exposure would have been 952 schools, with an average of 280 students, representing 266,560 students. From these efforts, SA anticipated 2% contact, equaling 5,331 subscriptions.

Due to the pandemic, these events were cancelled, and the representatives were unable to make these contacts

SA had anticipated attending the National Association of the Schools of Music (NASM—the collegiate accreditation body for collegiate music departments, schools of music and conservatories). Attendance at NASM was considered mandatory for SA and each of the groups are SA's strategic partners in research and student placement. NASM (in the area of audition and entrance exams) had expressed the potential of certifying SA's "Sightreading with Orchestra" as a tool for collegiate auditions. If certified by NASM, all of the

Event cancelled due to pandemic.

604 member schools would need to purchase this program. In addition, SA would have sold advertisement and exhibit booth space for Performers National Signing Day at this event.

SA planned to continue marketing the first product "Sightreading with Orchestra," which would have been available online for an addition price of $9.95 above the subscription rate. SA anticipated reaching 6% of the new November subscribers, for a total of 1,250 purchases at $9.95. This begins two months of preparation for both collegiate auditions and All-State auditions and both require sightreading as a component of the audition process.

Due to lack of revenue, this video series was not launched.

Sales of sponsorship packages and program advertisements for Performers National Signing Day would have been available and would have resulted in $120,000 of revenue.

Event cancelled due to pandemic.

SA continued its outreach and onboarding of SOAR schools. It was anticipated November would have been a slower enrollment month, as students would be involved with other musical endeavors. Each of the 16 in-field representatives would have brought in one new SOAR school, each with an estimated 508 students per school, for a total of 8,128. It was anticipated that 16% of these students would complete the enrollment process, resulting in 1,300 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

These circumstances resulted in a loss of 20,829 subscribers and the associated revenue.

December-20
Existing Subscribers: 107,624
Lost to Churn: 10,762
New Subscriber Goal: 9,768
Grand Total: 106,629 Subscribers

December-20
Existing Subscribers: 107,624
Lost to Churn: 10,762
New Subscriber Goal: 9,768
Grand Total: 106,629 Subscribers

December has historically proven to be a difficult month for music education related sales because music educators concentrate their time and energy in the myriad of Christmas performances in their

Event cancelled due to pandemic.

schools and throughout their community. However, there are two strong outreaches in which SA would have participated.

During the first week in December the New York State Schools Music Educators Association traditionally held their annual convention which also housed their seven All-State ensembles. SA would have been an exhibitor at this convention as well as a workshop presenter. In addition, SA would have been allowed to do a five-minute presentation before the final rehearsal at each of All-State events and would have participated in their college fair afternoon. SA would have had a booth at the convention and the sponsorship that would have allowed SA to make introductions before two instrumental clinics and one introduction before each of the All-State concerts. This convention would have been attended by 5,600 teachers and studio instructors. In the All-State groups, there would have been approximately 1,080 participating students. SA has strong support at the New York convention and would have anticipated a 60% enrollment, resulting in 648 subscriptions.

Event cancelled due to pandemic.

The second event in which SA would have participated would have been the Midwest Band and Orchestra International Band and Orchestra Clinic in Chicago. This is traditionally the largest gathering of instrumental music educators in the world and lasts four days, ending the Saturday before Christmas. SA would have been a grand sponsor with numerous points of exposure to the over 20,000 instrumental music educators, by sponsoring the lanyards (with the SA name and logo included) for the event, exhibiting and having a full-page advertisement in the program book. The program book is significant as it is ordered and sent to an addition 70,000 instrumental music educators that are not present at the clinic in Chicago. SA was to be a concert sponsor in the main performance hall as well as providing clinics and workshops related to trends in college admission and auditioning. SA would have also been the main sponsor for the college fair for this event.

Event cancelled due to pandemic.

Exposure for SA at these two events historically would not show results until January and February of the next year. The 20,000 which would have been attending the event represents an average of 228 students each, which totals 4,560,000. SA anticipated reaching .2% of this number, which equaled 9,120 subscriptions.

SA planned to continue marketing the first product "Sightreading with Orchestra," which would have been available online for an addition price of $9.95 above the subscription rate. SA anticipated reaching 8% of the new December subscribers, for a total of 781 purchases at $9.95. December is the month of majority of All-State auditions and the final month of preparation before collegiate auditions.

Due to lack of revenue, this video series was not launched.

Of the 1,480 students enrolled for the 2021 Performers National Signing Day, there would have been opportunity for 1,100 students to attend the National Signing Day event at Carnegie Hall at $85 per student. In addition, there would have been an opportunity for 300 collegiate representatives to attend the Signing Day event at Carnegie Hall at $65. Tickets had to be purchased by December 10, 2020. Also, merchandise presales would have resulted in an anticipated revenue of $22,500.

Event cancelled due to pandemic.

SA continued its outreach and onboarding of SOAR schools. It was anticipated December would have been a very strong month, because of the Minority and Title 1 school meetings at the Midwest International Band and Orchestra Clinic in Chicago. In 2019, 1,842 schools declared themselves as a "Title 1" or "Special Needs" school when registering for the Clinic. Each of the 16 in-field representatives would have brought in four new SOAR schools, each with an estimated 508 students per school, for a total of 32,512. It was anticipated that 16% of these students would complete the enrollment process, resulting in 5,202 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

These circumstances resulted in a loss of 9,768 subscribers and the associated revenue.

Due to the pandemic, for the months of March through December 2020, SA saw a total loss (including loss from churn) of 106,629 potential subscriptions and the associated revenue

January-21
Existing Subscribers: 106,629
Lost to Churn: 10,663 Subscribers
New Subscriber Goal: 26,838
Grand Total: 122,805 Subscribers

January-21
Existing Subscribers: 110,619
Lost to Churn: 10,663 Subscribers
New Subscriber Goal: 26,838
Grand Total: 122,805 Subscribers

January is historically a very strong month for sales as it is one of the three largest months for state music educators' associational gatherings. In January, the following states would have gathered for state in-service conferences and corresponding All-State ensemble clinics and performances:

- Florida – six honor ensembles, with 1,320 participating students
- Georgia – eight honor ensembles, with 1,246 participating students
- Illinois – five honor ensembles, with 1,286 participating students
- Michigan – six honor ensembles, with 1,366 participating students
- Indiana – seven honor ensembles, with 1,426 participating students
- Oregon – five honor ensembles, with 946 participating students
- New Mexico – five honor ensembles, with 884 participating students
- Arizona – seven honor ensembles, with 1,184 participating students
- Wyoming – four honor ensembles, with 648 participating students
- Alabama – nine honor ensembles, with 1,388 participating students
- Oklahoma – six honor ensembles, with 1,328 participating students
- Colorado – six honor ensembles, with 1,264 participating students

Collectively, there would have been 14,286 All-State honor ensemble participating students. SA would have anticipated a 32% enrollment, resulting in 4,572 subscriptions.

Events cancelled due to pandemic.

At these state conventions, there would have been additional bands, orchestras, and choruses performing. Each of these 12 states would have averaged eight performing groups with a membership of 120 per group. This would have

Event cancelled due to pandemic.

been an additional 11,520 student participants. Because SA would have been showcasing and exhibiting as well as providing clinics to these selected performing organizations, there would have been a great opportunity to increase SA subscriptions from this group. SA would have anticipated an 8% enrollment, resulting in 922 subscriptions.

The following state conferences would have offered a college night during the event for exhibiting colleges, universities, and conservatories: Florida, Alabama, Oklahoma, Arizona, Colorado, Georgia, and Michigan. SA would have been the sponsor of each of these college fairs. Excluding participating performance ensembles and the All-State honor ensembles, each of these seven states would have had an average of an additional 400 student participants for a total of 2,800 students. SA would have anticipated enrolling 60% of these students, resulting in 1,680 subscriptions

Event cancelled due to pandemic.

During the month of January the data team will be harvesting an additional 6,000 instrumental and vocal music instructors in Texas, California, South Carolina, Massachusetts, Wisconsin, New Jersey, and Kentucky. Note that the cost of this data is $1.80 per instructor's name. If the data had been purchased from a list service (which at best is 72% accurate) the cost would have been $7.21 per name.

In January each of our 16 in-the-field representatives would have launched a personal online campaign to reach 192 5A and 6A high schools, averaging 406 students at each school, resulting in 77,952 students. SA anticipated 12% enrollment, for 9,354 subscriptions.

Due to the pandemic, the representatives were unable to make these contacts.

SA will launch its second video series entitled "State of Music Education During COVID-19," specifically designed for the Booster Club audience, on January 4th. The commentator is Eric Martin, President of SA. From in-house gathered data on active High School music booster clubs across America, SA has harvested 3,004 booster club presidents. The in-

Due to lack of revenue from the cancellation of summer camps and subsequent events, SA was not able to produce this product.

house marketing team would have marketed this to the 3,004 booster clubs which represent an average of 102 students per school resulting in the potential of SA being shared to 306,408 students. Of this, SA anticipated an enrollment of 1%, resulting in 3,064 subscriptions.

SA had planned to launch its third video series entitled "Motivational Moments for Performing Fine Arts Students." Each video short had a thought of encouragement and an assignment teachers could have used as a part of their instruction. These "Motivational Moments" would have been posted on the SA website and teacher registration would have been required before a download could have been accessed. The marketing team would have marketed this series to the following:

- Private studio instructors: 6,029 instructors x average of 9 students taught weekly = 54,261 potential students to reach
- High School Instrumental and Vocal Instructors that have students in All-National Honor ensembles: 463 instructors that teach an average of 187 students per day = 86,581 potential students to reach
- High School Instrumental and Vocal Instructors that have students in All-State Ensembles: 6,591 instructors that teach an average of 187 students per day = 1,232,517 potential students to reach
- Instrumental and Vocal Music Educators that do not have All-State or All-National students: 15,290 instructors that reach an average of 102 students per day = 1,559,580 potential students to reach *(During the month of December the data team would have harvested an additional 860 instrumental music instructors in South Carolina, Michigan, and Illinois)*
- Community Youth Orchestras: 655 directors that have an average of 72 participants per orchestra = 47,160 potential students to reach

SA was able to produce this product and received very positive responses from school music supervisors. This has kept the doors open for contacts that can result in school district purchases of SA subscriptions.

Collectively, 2,980,099 students could have been touched by this SA offering. With the possibility that there could have been a 30% duplication of students, 2,086,069 would have been the targeted number to be marketed to. Each motivational moment would have had a call to action for student registration and for the student to create a profile on ScholarshipAuditions.com. SA anticipated .1% enrollment, resulting in 2,086 subscriptions.

The continued marketing of the first product "Sightreading with Orchestra" would have continued online for an addition price of $9.95 above the subscription rate. The marketing push would have happened in-house through the following data harvested by the Data Department at ScholarshipAuditions.com:

- Private studio instructors: 6,029 instructors x average of 9 students taught weekly = 54,261 potential students to reach
- High School Instrumental and Vocal Instructors that have students in All-National Honor ensembles: 463 instructors that teach an average of 187 students per day = 86,581 potential students to reach
- High School Instrumental and Vocal Instructors that have students in All-State Ensembles: 6,591 instructors that teach an average of 187 students per day = 1,232,517 potential students to reach
- Instrumental Music Educators that do not have All-State or All-National students: 15,290 instructors that reach an average of 102 students per day = 1,559,580 potential students to reach *(During the month of December the data team will be harvesting an additional 860 instrumental music instructors in South Carolina, Michigan, and Illinois)*
- Collegiate Instrumental Studio Instructors: 20,405 collegiate instructors that teach an average of 7 High School privately each week = 142,835 potential students to reach.

There would have been 3,075,774 potential students to be reached with a 30% possibility of

Due to lack of revenue, this video series was not launched.

students duplicated among the groups, resulting in the potential of 2,153,042 to be reached in January email campaigns to related instructors. Realizing that this would have been the middle of the audition season (January – March), SA would have anticipated a 3% enrollment, resulting in 65,591 purchases. This number is also a result of January and February falling into the major season of national collegiate auditions, the audition qualifying round for national honor ensembles associated with Carnegie Hall, as well as audition preparation for students anticipating auditioning for extended-week camps.

The 16 in-the-field representatives would have been targeting 4A, 5A, and 6A schools with musical theatre programs. Traditionally, January is the audition month for the casting of the Broadway musical production casts for these schools. These representatives would have anticipated reaching 12 schools each, for a total of 192 schools. Each of these schools would have cast an average of 84 students for the upcoming musical for a total of 16,128 students. The goal of SA would have been to enroll 32%, for a total 5,161 subscriptions.

Due to the pandemic, these events were cancelled, and the representatives were unable to make contact.

Aggressive social media campaigns with distinct focus groups via purchases on Facebook and Instagram would have been engaged. Students, parents, and teachers would again be the targeted audience and much of the messaging would have been directed to the students with the requirements they must meet to be considered for college admission. Direct references would have been given to the "Resource" section of the SA website and the available reference material. The majority of these efforts would have been through contracted social media experts. In addition, a strong campaign to the collegiate community urging them to review student profiles would have been facilitated through our in-house social media team, through video lead presentations and direct email contact via our in-house delivery system. The in-house social media team would have continued to post blogs and Facebook related postings along with exposure on Tic-Tok, Instagram, and through LinkedIn followings of Dr. Bayne and Mr. Martin.

Marketing efforts were greatly hampered due to a lack of revenue.

January also would have started the audition season in the majority of colleges, universities, and conservatories.

The major emphasis for SA in the month of January would have been the Performers National Signing Day event, at Carnegie Hall in New York City. Merchandise sales onsite would have resulted in an anticipated additional $12,500.

Event cancelled due to pandemic.

SA continued its outreach and onboarding of SOAR schools. It was anticipated January would have been a very strong month. There would have been 24 state music educators' associational meetings that month. Each state would have had a track for Minority, Title 1, and economically depressed school districts meetings at each of these gatherings. Each of the 16 in-field representatives would have brought in six new SOAR schools, each with an estimated 508 students per school, for a total of 48,768. It was anticipated that 16% of these students would complete the enrollment process, resulting in 7,803 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

These circumstances resulted in a loss of 26,838 subscribers and the associated revenue.

Also in January, SA saw a 60% reduction in staff due to a lack of funds to cover salaries. This loss of staff greatly decreased SA's ability to meet the goals set forth.

February-21
Existing Subscribers: 122,805
Lost to Churn: 12,280
New Music Subscriber Goal: 25,934
Grand Total: 136,458 Subscribers

February-21
Existing Subscribers: 122,805
Lost to Churn: 12,280
New Music Subscriber Goal: 25,934
Grand Total: 136,458 Subscribers

February is traditionally the overall strongest audition month for the majority of colleges, universities, and conservatories in America.

February has historically been a very strong month for sales as it is one of the three largest months for state music educator associational gatherings. In February, the following states would have gathered for the state their in-service conference and corresponding All-State ensemble clinic and performance:

Event cancelled due to pandemic.

- Texas – 11 honor ensembles, with 2,866 student participants
- California – six honor ensembles, with 1,666

student participants
- South Carolina – six honor ensembles, with 1,240 student participants
- Washington – seven honor ensembles, with 1,246 student participants
- Minnesota – nine honor ensembles, with 1,826 student participants
- Kentucky – five honor ensembles, with 1,228 student participants
- Kansas – six honor ensembles, with 1,990 student participants
- New Jersey – five honor ensembles, with 1,466 student participants
- Idaho – six honor ensembles, with 1,240 student participants
- Ohio – seven honor ensembles, with 1,384 student participants
- Nebraska – six honor ensembles, with 1,888 student participants
- Utah – nine honor ensembles, with 2,118 student participants

Collectively, there would have been 20,158 All-State honor ensemble participating students. SA would have anticipated a 32% enrollment, resulting in 6,451 subscriptions.

At these state conventions, there would have been additional bands, orchestras, and choruses performing. Each of these 12 states would have averaged 10 performing groups with a membership of 160 per group. This would have been an additional 19,200 student participants. Because SA would have been showcasing and exhibiting as well as providing clinics to these selected performing organizations, there would have been a great opportunity to increase SA subscriptions from this group. SA would have anticipated an 8% enrollment, resulting in 1,536 subscriptions.

Events cancelled due to pandemic.

Each of the 12 state conferences would have offered a college night during the event for exhibiting colleges, universities, and conservatories. SA would have been the sponsor of each of these college fairs. Excluding participating performance ensembles and the All-State honor

Events cancelled due to pandemic.

ensembles, each of these 12 states would have had an average of an additional 500 student participants totaling 6,000. SA would have anticipated enrolling 60% of these students, resulting in 3,600 subscriptions.

SA had planned to launch a new product, National High School Musicians Letter during the Texas Music Educators Association Annual Conference. It was anticipated that SA would reach 700 student applicants through the various state associational conferences and All-State ensembles attended by SA during February. This push would have been supported by strong social media campaigns. After associated expenses it was anticipated that SA would receive garner a profit of $43.16 per registration, for a total of $30,212.

Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.

In February each of our 16 in-the-field representatives would have launched a personal online campaign to reach 800 middle school students each, for a combined reach of 12,800. It was anticipated that 3% of these students would enroll, resulting in 384 subscriptions.

Due to the pandemic, the representatives were unable to make contact.

During February, the Data Department would harvest an additional 4,000 middle and high school music educators from the following states: Oklahoma, Alabama, Utah, New Jersey, Maryland, and New Mexico. They would also be harvesting the data for 1,000 dance educators from Illinois, Wisconsin, and Florida. The cost of this data would be $1.80 per instructor's name. If the data had been purchased through a list service (which at best is 72% accurate) the cost would have been $7.21 per name.

SA would have launched another in-house in-service teaching to a national audience, entitled "The Power of the Summer Enrichment Program that Pays Dividends to the High School Music Programs and the Auditioning Student." This product would have been available for Music Supervisors and principals of district Fine Arts Centers/Academies to download as well as high school and middle school teachers and an edited version would also have been available for teachers to share with students and parents.

Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.

SA had 262 Fine Arts Center/Academies representing an average of 211 students per Fine Arts Center/Academy equally = 55,282 students and 302 school district music supervisors which represented an average of 32 high school music teachers that average 102 students taught daily = 985,728 students. This presentation had the potential to expose 1,041,010 students through a commercial at the beginning of the in-service teaching. Another commercial for SA with a call to action to share this information with students and parents would have been at the end of the presentation.

The edited version for students and parents would have had an outreach to:

- High school Instrumental and Vocal Instructors that had students in All-National Honor ensembles, 463 instructors that teach an average of 187 students per day = 86,581 potential students.
- High School Instrumental and Vocal Instructors that have students in All-State Ensembles: 10,591 instructors that teach an average of 187 students per day = 1,980,517 potential students.
- Instrumental and Vocal Music Educators that do not have All-State or All-National students: 25,370 instructors that reach an average of 102 students per day = 2,587,740 potential students.

This resulted in a total anticipated reach of 4,654,838 students. Between these two groups there would have been 5,695,848 potential students to be reached with a 33% possibility of students duplicated among the groups, resulting in the potential of 3,816,218 to be reached. SA anticipated a .2% enrollment, resulting in 7,632 subscriptions.

The continued marketing of the first product "Sightreading with Orchestra" would have

continued online for an addition price of $9.95 above the subscription rate. SA anticipated 1% of the total new subscribers for February would purchase the product, resulting in 259 sales.

Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.

SA had planned to introduce its second product "Interactive Music Theory I," available online for an additional $9.95 over the subscription rate. The marketing push would have happened in-house through the following data that had been harvested by the ScholarshipAuditions.com Data Department:

Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.

- Private studio instructors: 6,029 instructors x average of 9 students taught weekly = 54,261 potential students to reach
- High School Instrumental and Vocal Instructors that have students in All-National Honor ensembles: 463 instructors that teach an average of 187 students per day = 86,581 potential students to reach
- High School Instrumental and Vocal Instructors that have students in All-State Ensembles: 6,591 instructors that teach an average of 187 students per day = 1,232,517 potential students to reach
- Instrumental Music Educators that do not have All-State or All-National students: 20,430 instructors that reach an average of 102 students per day = 2,083,860 potential students *(During the month of January, the data team harvested an additional 6,000 instrumental music instructors in Texas, California, South Carolina, Massachusetts, Wisconsin, New Jersey, and Kentucky.)*
- Community Youth Orchestras: 655 directors that have an average of 72 participants per orchestra = 47,160 potential students to reach
- Collegiate Instrumental Studio Instructors: 20,405 collegiate instructors that teach an average of 7

high school privately each week = 142,835 potential students to reach.

There were 3,647,214 potential students to be reached with a 30% possibility of students duplicated among these groups resulting in the potential of 2,553,050 students. SA had hoped to reach .2% of these students, resulting in 5,106 potential purchasers.

SA's 16 in-the-field representatives would have been reaching out to community youth orchestras and community youth chorales. They would have also reached out to religious private schools that had worship bands and worship choirs. February is also the month that the state private school music associations would have had their festivals and All-State ensembles. The 16 representatives would have participated in 22 of these private school events. Collectively 11,880 honor ensemble members and 16,896 festival choir members would have been exposed to SA and its offerings, for a total of 28,776 students. SA anticipated a 22% enrollment, resulting in 6,331 subscriptions.

Due to the pandemic, these events were cancelled, and the representatives were unable to make contact.

Aggressive social media campaigns with distinct focus groups via purchases on Facebook and Instagram would have been engaged. Students, parents, and teachers would again be targeted and much of the messaging would have been directed to the students and parents, especially in the states of Texas and California. Direct references would have been given to the "Resource" section of the SA website with emphasis on non-institutional scholarships. A majority of this effort would have been through contracted social media experts. In addition, a strong campaign to the collegiate community urging them to review student profiles would have been facilitated through our in-house social media team, through video lead presentations and direct email contact via our in-house delivery system. The in-house social media team would have continued to post blogs and Facebook related postings along with exposure on Tic-Tok, Instagram, and through LinkedIn followings of all staff members.

Marketing efforts were greatly hampered due to a lack of revenue and personnel.

In February, the anticipated payout of 12% of hotel room reservations for Performers National Signing Day hotel headquarters, the New York City Hilton, and the Midtown Sheraton (880 rooms, three nights at $185/night), would have produced an anticipated revenue of $58,608.

Event cancelled due to pandemic.

SA continued its outreach and onboarding of SOAR schools. It was anticipated February would have been a very strong month. There would have been 14 state music educators' associational meetings that month. Each state would have had a track for Minority, Title 1, and economically depressed school districts meetings at each of these gatherings. Each of the 16 in-field representatives would have brought in four new SOAR schools, each with an estimated 508 students per school, for a total of 32,512. It was anticipated that 16% of these students would complete the enrollment process, resulting in 5,202 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

These circumstances resulted in a loss of 25,934 subscribers and the associated revenue.

March-21
Existing Subscribers: 136,458
Lost to Churn: 13,646
New Subscribers Goal: 34,255
Grand Total: 157,067 Subscribers

SA had planned to attend the Music for All National Concert and Honor Ensemble Festival in Indianapolis with 6,600 of America's top high school junior and senior performers participating. In addition, there would also have been 26 high school bands, orchestras, and chamber ensembles, along with vocal jazz ensembles and vocal chamber choirs, resulting in an additional 7,200 participants. SA had purchased an event sponsorship, which granted access to all participants. With over four months of preparation and seeding of the market with SA advertising and social media outreach, SA anticipated a 30% enrollment, resulting in 4,140 subscriptions.

March-21
Existing Subscribers: 136,458
Lost to Churn: 13,646
New Subscribers Goal: 34,255
Grand Total: 157,067 Subscribers

Due to the pandemic, this event was cancelled

SA had anticipated attending the American Choral Directors Association National Festival and Honor Ensemble Gathering in Dallas, Texas. Eighty-four high school choirs had been scheduled to perform, with an average membership of 96 per choir, for a total of 8,064 student participants. In addition, ACDA would have had seven honor choirs for high school students. There would have been 384 members in each choir, which would have resulted in 2,688 student participants. With an anticipated 21% enrollment, SA anticipated 2,258 new subscribers.

Event cancelled due to pandemic.

March was also the month with nine State All-State Ensembles, each with four different ensembles, for a total exposure to 36 different ensembles. Each All-State Ensemble clinic and performance would have averaged 1,008 student per state. SA anticipated a 21% enrollment, equaling 1,905 subscriptions.

Event cancelled due to pandemic.

The American String Teachers Association National Conference would have also been held in March in Phoenix, Arizona. It was anticipated that 44 youth orchestras and/or high school orchestras would have participated, with each orchestra having an average membership of 86, resulting in a total membership of 3,784 student participants. In addition, 11 different honor ensembles, with an average membership of 56, would have performed, resulting in a total membership of 616 student participants. Of the total 4,400 students, SA anticipated a 40% enrollment, resulting in 1,760 subscriptions.

Event cancelled due to pandemic.

Broadway Bound Theatre Festival for high school students would have been held in New York City the third week of March, the beginning of the Tony voting season. This event would have been attended by 1,640 schools, with an average of 72 attending from each school, for a total of 118,080 student participants. SA had planned to exhibit, showcase, and facilitate clinics at the event and anticipated a 4% enrollment, resulting in 4,723 subscriptions.

Event cancelled due to pandemic.

The 16 in-the-field representatives would have been attending concert festivals for band, orchestra, and chorus in 11 states throughout

Due to the pandemic, these events were cancelled, and the representatives were unable to make contact.

March. Each state festival would have attracted an average of 138 performing ensembles, each with approximately 82 members, for a total of 124,476 student participants. SA anticipated an enrollment of 6%, resulting in 7,469 subscriptions.

Social media campaigns would have all been focused on parents whose children would have participated in an All-State Ensemble, a National Ensemble, and/or who had purchased a step-up instrument since November 1, 2020. The reach to these parents was anticipated to be approximately 6,000,000. SA would have looked for a .2% enrollment, resulting in 12,000 subscriptions.

Marketing efforts were greatly hampered due to a lack of revenue and personnel.

The continued marketing of the first product "Sightreading with Orchestra" would have continued online for an addition price of $9.95 above the subscription rate. SA anticipated 1% of the total new subscribers for March would purchase the product, resulting in 343 sales.

Due to lack of revenue, this video series was not launched.

SA had planned to continue the marketing of its second product "Interactive Music Theory I," available online for an additional $9.95 over the subscription rate. SA anticipated 1% of the total new subscribers for March would purchase the product, resulting in 343 sales.

Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.

In March, application would have begun for the 2022 Performers National Signing Day. It was anticipated that 4,000 students would have enrolled at $145 each.

Event cancelled due to pandemic.

National High School Musicians Letter would have reached 1,000 student applicants through the various state associational conferences and All-State ensembles attended by SA during March. This push would have been supported by strong social media campaigns. It was expected that SA would garner a profit of $43,160.

Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.

SA continued its outreach and onboarding of SOAR schools. It was anticipated March would have been a very strong month. There would have been three state music educators' associational meetings that month. Each state would have had a track for

Due to school cancellation, these students were not reached.

Minority, Title 1, and economically depressed school districts meetings at each of these gatherings. Additionally, the Minority Band and Orchestra Directors Association National Conference and Concert Festival would have also met this month in association with the Historic Black University Music Administrators Association Consortium. Anticipated attendance by minority band and orchestra directors would have been 1,200. In addition, 24 bands and 12 orchestras were scheduled to perform, with an average of 72 members per ensemble, resulting in 2,592 students. SA has historically been a sponsor and would have continued the sponsorship, giving SA access to these directors and students. The 16 in-field representatives would have been present for the event. It was anticipated that each representative would have reached 12 new SOAR schools, each with an estimated 508 students per school, for a total of 97,536. It was anticipated that 16% of these students would complete the enrollment process, resulting in 15,606 new non-paying subscriptions.

These circumstances resulted in a loss of 34,255 subscribers and the associated revenue.

April-21
Existing Subscribers: 157,067
Lost to Churn: 15,707
New Subscribers Goal: 33,133
Grand Total: 174,494 Subscribers

April-21
Existing Subscribers: 157,067
Lost to Churn: 15,707
New Subscribers Goal: 33,133
Grand Total: 174,494 Subscribers

SA anticipated attending the Tennessee Music Educators Conference and the Tennessee All-State Ensembles, which are Band, Jazz, Orchestra, and Chorus. There was an anticipated total attendance of 1,008 students at these events. A 30% reach was anticipated, resulting in 302 subscriptions.

Event cancelled due to pandemic.

The Pennsylvania Music Educators Association would have provided opportunities for SA to reach 870 performing students. A 20% reach was anticipated, resulting in 174 subscriptions.

Event cancelled due to pandemic.

The combined South and North Dakota Music Festivals would have provided opportunities for SA to reach 3,400 performing students. Even though the festivals were combined, each state would have had their own honor ensembles, resulting in 11 honor ensembles with a total of 1,224 participating students. A 30% reach was anticipated, resulting in 1,387 subscriptions.	Event cancelled due to pandemic.
The National Showchoir Festival, which would have been held in Nashville, Tennessee, would have provided opportunities for SA to reach 2,048 performing students. A 16% reach was anticipated, resulting in 328 subscriptions.	Event cancelled due to pandemic.
The North Carolina All-State Band and Orchestra Clinic and Concert would have provided opportunities for SA to reach 620 performing students. The SA School Representative for South and North Carolina spent four months working with the event, resulting in an anticipated 40% reach, or 248 subscribing students.	Event cancelled due to pandemic.
The National Orchestra Cup, which would have been held in New York City, would have had 4,944 performing students attending. SA anticipated a 12% reach, resulting in 593 subscriptions.	Event cancelled due to pandemic.
The Tin Pan Alley High School Songwriters Clinic and Festival which would have been held in New York City, would have attracted 9,084 participating students. SA would have provided clinics and in-the-round songwriters sessions. SA anticipated a 30% enrollment, resulting in 2,725 subscriptions.	Event cancelled due to pandemic.
The Tin Pan South Songwriters Clinic and Festival High School Division, scheduled to be held in Nashville, Tennessee, would have attracted 13,600 students. SA would have provided clinics and in-the-round songwriters sessions. SA anticipated a 22% enrollment, resulting in 2,992 subscriptions.	Event cancelled due to pandemic.
The Tin Pan Napa Valley Songwriters Clinic and Festival Scholastic Division, scheduled to be held in Napa, California, would have attracted 14,800 students. SA would have provided clinics and in-the-round songwriters sessions. SA anticipated a	Event cancelled due to pandemic.

22% enrollment, resulting in 3,256 subscriptions.

The 16 in-field representatives would have reached out to jazz instructors that were not associated with a college, university, or conservatory. This would have been conducted in a nine-state area. These nine states have a total of 2,046 jazz instructors in 4A, 5A, 6A, and 7A schools, each of which teach an average of 48 students for a total of 98,208 students. SA anticipated an 8% enrollment, resulting in 7,857 subscriptions.

Due to the pandemic, the representatives were unable to make contact.

These representatives would have also reached out to 96 private music teachers that were not associated with a college, university, or conservatory, but who are directly associated with and/or employed by 4A, 5A, 6A, or 7A schools. Each representative would have reached out to 12 schools, where teach private much teacher taught an average of 4 students. Of the 73,728 students, SA anticipated a 18% enrollment, resulting in 13,271 subscriptions.

The continued marketing of the first product "Sightreading with Orchestra" would have continued online for an addition price of $9.95 above the subscription rate. SA anticipated 1% of the total new subscribers for April would purchase the product, resulting in 331 sales.

Due to lack of revenue, this video series was not launched.

SA had planned to continue the marketing of its second product "Interactive Music Theory I," available online for an additional $9.95 over the subscription rate. SA anticipated 1% of the total new subscribers for April would purchase the product, resulting in 331 sales.

Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.

Application for the 2022 Performers National Signing Day would have been anticipated to capture 1,800 students would have enrolled at $145 each.

Event cancelled due to pandemic.

National High School Musicians Letter would have reached 1,000 student applicants through the various state associational conferences and All-State ensembles attended by SA during April. This push would have been supported by strong social

Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.

media campaigns. It was expected that SA would garner a profit of $43,160.

SA continued its outreach and onboarding of SOAR schools. It was anticipated April would have been a strong enrollment month due to the efforts of the in-field representatives. Each of these 16 representatives would have brought in two new SOAR schools, each with an estimated 508 students per school, for a total of 16,256. It was anticipated that 16% of these students would complete the enrollment process, resulting in 2,601 new non-paying subscriptions.

Due to school cancellation, these students were not reached.

These circumstances resulted in a loss of 33,133 subscribers and the associated revenue.

May-21
Existing Subscribers: 174,494
Lost to Churn: 17,449
New Subscribers Goal: 31,749
Grand Total: 188,793 Subscribers

May-21
Existing Subscribers: 174,494
Lost to Churn: 17,449
New Subscribers Goal: 31,749
Grand Total: 188,793 Subscribers

In May, SA anticipated attending the Asian Choral Grand Prix in Bali, Indonesia and Singapore City, Singapore. This event would have been attended by 864 choirs, with an average membership of 82 per choir, for a total of 70,848 student participants. SA anticipated a 16% enrollment, resulting in 11,336 subscriptions.

Event cancelled due to pandemic.

SA would have also attended the Hong Kong International Piano Competition and The Chopin Society of Hong Kong International Piano Competition. These competitions would have been attended by 6,080 student recitalists. SA anticipated a 65% enrollment, resulting in 3,952 subscriptions.

Event cancelled due to pandemic.

Subscriptions in May are traditionally low due to graduation.

SA had planned a major social media push to piano students in recitals, competitions, and festivals, reaching an anticipated 6,000 teachers, with each teaching an average of 44 students. SA projected a 6% enrollment, resulting in 15,840 subscribers.

Due to the pandemic and the lack of revenue and personnel, SA was forced to greatly curtail this marketing initiative.

SA's 16 representatives would have reached out to the faculty members of the performing fine arts schools in a 24-state area and the governor schools for the arts in 11 states, with a reach to 20,696 students. SA anticipated a 3% enrollment, resulting in 621 subscriptions.

Due to the pandemic and the lack of revenue and personnel, SA was forced to greatly curtail this marketing initiative.

The continued marketing of the first product "Sightreading with Orchestra" would have continued online for an addition price of $9.95 above the subscription rate. SA anticipated 1% of the total new subscribers for May would purchase the product, resulting in 317 sales.

Due to lack of revenue, this video series was not launched.

SA had planned to continue the marketing of its second product "Interactive Music Theory I," available online for an additional $9.95 over the subscription rate. SA anticipated 1% of the total new subscribers for May would purchase the product, resulting in 317 sales.

Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.

Application for the 2022 Performers National Signing Day would have been anticipated to capture 1,600 students who would have enrolled at $145 each.

Event cancelled due to pandemic.

National High School Musicians Letter would have reached 300 student applicants through the various state associational conferences and All-State ensembles attended by SA during May. This push would have been supported by strong social media campaigns. It was expected that SA would garner a profit of $12,948.

Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.

Data research in piano instructors in South Korea, Hong Kong, Malaysia, Indonesia, Singapore, and the Philippines would have been added to the database from January through April.

SA continued its outreach and onboarding of SOAR schools. It was anticipated May would have been a strong enrollment month due to the efforts of the in-field representatives. Each of these 16 representatives would have brought in two new SOAR schools, each with an estimated 508 students per school, for a total of 16,256. It was anticipated that 16% of these students would complete the

Due to the pandemic, SA was unable to make contact with these students.

These circumstances resulted in a loss of 31,749 subscribers and the associated revenue.

enrollment process, resulting in 2,601 new non-paying subscriptions.

SA also saw the loss of additional personnel due to the lack of ability to pay salaries.

June-21
Existing Subscribers: 188,793
Lost to Churn: 18,879
New Subscriber Goal: 26,896
Grand Total: 196,809 Subscribers

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Existing Subscribers: 188,793
Lost to Churn: 18,879
New Subscriber Goal: 26,896
Grand Total: 196,809 Subscribers

June should have begun with the National Association of Teachers of Singing National Conference and Competition in Salt Lake City, Utah. There would have been over 13,000 student participants enrolled for the Conference and Competition. SA had planned to develop and utilize numerous social media campaigns leading up to this event and expected a 30% enrollment, resulting in 3,900 subscriptions.

Event cancelled due to pandemic.

Summer camps traditionally begin in June and SA anticipated attending, either with staff or state representatives, the following:

- University of South Carolina Piano Camp – 260 participants
- Baylor University Band Camp Session 1 – 680 participants
- SMU Vocal Arts Camp – 260 participants
- University of Georgia Band Camp – 430 participants
- Florida State University Band, Orchestra and Chorus Camps/Two Sessions – 1,760 participants per session for a total of 3,520 participants
- Liberty University Band, Orchestra, and Choir Camp – 1,212 participants
- East Carolina University Band and Orchestra Camp – 860 participants
- University of Texas Band and Orchestra Camp – 1,212 participants
- University of Texas at Arlington All-State Choir Camp – 660 participants
- Abilene Christian University Band, Orchestra, and Choir Camp – 1,208 participants

Although many summer camps were held, due to lack of revenue and staff, SA was unable to attend.

- Oklahoma City University Musical Theatre Intensive/Session 1 – 418 participants
- University of Kansas Band, Orchestra, and Chorus Camp – 3,018 participants
- Arizona State University Band, Chorus, and Orchestra Camp – 2,046 participants
- University of Central Florida Band and Chorus Camp – 1,600 participants
- Rowan University Band and Choral Camp – 720 participants
- University of Buffalo Band, Orchestra, and Choir Camp – 1,002
- Crimson Music Camp (University of Alabama) Band, Orchestra, Percussion Ensemble, Jazz Ensemble – 1,820 participants
- University of Arkansas Summer Music Camps – 940 participants
- Arrowbear Music Camps Band, Orchestra, Chorus, Jazz Improv/Session 1 – 1,640
- Encore Music Camp – 740
- Augusta Summer Music Camp Band Orchestra Camp – 680
- Eastern Music Camp (Eastern Illinois University) Band, Piano, Jazz Improv, Strings, Choir and Musical Theatre – 2,614 participants
- Band Camp at Wartburg College for Band, Orchestra, and Keyboard – 2,100 participants
- Meistersinger All-State Choir Camp/ Session 1 – 1,642 participants
- Southern University Band Camp – 1,108 participants
- University of Maryland Terrapin Music Camp – 2,022
- Blue Lakes Fine Arts Camp/Sessions 1 and 2 (International Students) – 916 participants; (US Students) – 1,462 participants per session for a total of 4,756 participants
- St. Olaf Music Academy – 1,048 participants
- St. Olaf Sacred Music Handbell Academy – 618 participants

- Missouri State University Camps for Band, Orchestra, Choir, Musical Theatre, Jazz Ensembles – 1,428 participants
- Lake Tahoe Music Camp – 818 participants
- Stokes Forest Music Camp at Montclair University – 684 participants
- Ithaca College Summer Music Academy/ Session 1 for Chamber Ensemble, Sound Recording Technology, Composition, Jazz, and Performance – 1,466 participants
- Cannon Music Camp (Appalachian State University) – 1,602 participants
- Ohio State University Youth Summer Music Program for Band, Orchestra, Choir, Showchoir, Clarinet Academy, Double Reed Camp, Brass Camp – 1,866 participants
- Furman University Band and Orchestra Camp – 602 participants
- South Dakota State University All-State Preparatory Camp – 608 participants
- Belmont University Band Camp – 402 participants
- West Texas A&M University Band Camp – 618 participants
- University of Texas at San Antonio Band and Orchestra Camp – 1,422 participants
- BYU Youth Music Festivals at BYU Musicians Institute – 2,820 participants
- University of Wisconsin Madison/ Session 1 Band, Orchestra, Choir, Jazz Camp – 2,022 participants
- Franklin Band and Orchestra Camp at Chantilly – 804 participants
- Classical Piano Power Camp at Webster University – 125 participants
- Hall-Musco Conservatory of Music Summer Camps at Chapman University – 1,880 participants
- Hidden Valley Summer Music Camps – 870 participants
- Morningside Music Bridge – 908 participants
- Opera in the Ozarks – 450 participants
- Hilton Head Chamber Music Institute –

160 participants
- Southeastern Piano Festival at University of South Carolina – 120 participants
- Rushmore Music Festival – 230 participants
- Pacific Music Camp – 740 participants
- San Francisco Conservatory of Music Intensive – 680 participants
- Lamont Summer Academy – 600 participants
- Rocky Ridge Summer Music Camp – 940 participants
- Hartt School of Music Summer Jazz Program – 340 participants
- Hartt School of Music Community Division Musical Theater Camp – 422 participants
- Frost Contemporary Songwriting Camp at the University of Miami – 260 participants
- Frost Young Musicians Camp at the University of Miami – 820 participants
- DePaul University Summer Music Academy – 1,240 participants
- Wheaton College Summer Music Camp – 860 participants
- Chicago College of Performing Arts Summer Programs & International Music Institute – 1,684 participants
- Ball State University Summer Music Camps – 2,022 participants
- DePauw University Vocal Arts Camps – 911 participants
- Lutheran Summer Music Camps at Valparaiso University – 1,080
- Wayne State University Summer Music Intensives – 918 participants
- Hope College Summer Music Academy – 340 participants
- North Shore Summer Music Camp – 440 participants
- The Walden School Young Musicians Academy – 370 participants
- Long Lake Summer Music Camp – 460 participants
- Manhattan School of Music Summer Music Academy – 1,618 participants

- Coastal Music Camp at the University of North Carolina at Wilmington – 680 participants
- Oberlin Summer Music Academy – 412 participants
- Schmidt Vocal Institute at Miami University – 170 participants
- Winthrop University Summer Music Camp – 640 participants
- NYU Steinhardt Summer Music Intensives – 340 participants
- National Chamber Music Festival at Illinois Wesleyan University – 880 participants
- Intermuse International Music Institute USA – 660 participants
- Vanderbilt Summer Music Academy – 880 participants
- Live Oaks Music Camp – 660 participants
- Yellow Barn Music School and Festival – 340 participants
- Wintergreen Summer Music Academy – 216 participants
- Icicle-Ice Creek Summer Chamber Music Institute – 480 participants
- Morrowstone Summer Music Institute – 760 participants
- Seattle Chamber Music Festival – 970 participants
- Augusta Heritage Arts Intensive at West Virginia University – 980 participants
- Birch Creek Music Performance Intensive – 320 participants
- University of Wisconsin at Whitewater Music Camps – 1,260 participants

Attendance at these camps would have resulted in exposure to a total of 90,132 performing students. The majority of these students would have made a district, regional or all-state ensemble and are the most prime candidates for SA. With a 24% anticipated enrollment, these camps would have resulted in 21,632 subscriptions.

SA was to be a Grand Sponsor of the Music for All Summer Camps at Ball State University. Exposure to 2,200 campers and speaking opportunities for

Event cancelled due to pandemic.

Dr. Bayne at the weekend Leadership Summit and daily showcase opportunities for the overall scholarship essay program would have been available. SA anticipated an enrollment of 62% of attendees, resulting in 1,364 subscriptions.	
Social media campaigns would have been completely devoted to reaching the participants in these camps. SA had plans to hire 16 hired graduate-level interns to attend these camps for one to one and one-half days before moving on to the next camp. It is anticipated that each intern would cost SA $1,600 per week for four weeks, resulting in a total cost of $102,400.	Due to the lack of revenue and personnel, SA was forced to greatly curtail this marketing initiative.
The marketing of "Sightreading with Orchestra" would have continued online for an addition price of $9.95 above the subscription rate. SA anticipated selling to 9% of the 90,132 participants in the summer camps. This would have yielded 8,112 students purchasing the product, with a revenue total of $80,713.	Due to lack of revenue production, this video series was not launched.
SA had planned to continue the marketing of its second product "Interactive Music Theory I," available online for an additional $9.95 over the subscription rate. SA anticipated 9% of the June summer camp participants (90,132) would purchase the product, resulting in 8,112 sales.	Due to the pandemic and the lack of revenue and personnel, SA was forced to delay the launch of this product.
Application for the 2022 Performers National Signing Day would have been anticipated to capture 2,800 students in June who would have enrolled at $145 each.	Event cancelled due to pandemic.
National High School Musicians Letter would have reached 1,500 student applicants through the various camps attended by SA during June. This push would have been supported by strong social media campaigns. It was expected that SA would garner a profit of $64,740.	Due to a lack of revenue and staff, SA was forced to delay the launch of this product.
SA continued its outreach and onboarding of SOAR schools. It was anticipated June would have been a slower enrollment month due to summer vacation. Each of the 16 in-field representatives would have	Due to the pandemic, SA was unable to make contact with these students.

brought in one new SOAR school, each with an estimated 508 students per school for a total of 8,128. It was anticipated that 16% of these students would complete the enrollment process, resulting in 1,300 new non-paying subscriptions.

These circumstances resulted in a loss of 26,896 subscribers and the associated revenue.

The total loss of subscribers and associated revenue from March 2020 through June 2021 is 196,809.

ATTACHMENT 2

Experience Pursuing the United States Small Business Administration
Economic Injury Disaster Loan
(the "Timeline")

SEE ATTACHMENT TO EMAIL

ATTACHMENT 3

9:37 AM
12/30/21
Accrual Basis

ScholarshipAuditions.com, Inc.
Profit & Loss
July 2020 through June 2021

	Jul '20 - Jun 21	
Ordinary Income/Expense		
Income		
41100 · Subscriptions		3,683.60
41200 · Misc Income		352.88
Total Income		4,036.48
Gross Profit		4,036.48
Expense		
*Payroll Expenses		22,900.09
63300 · Advertising & Marketing		
63301 · Media Expenses		
63302 · Labor	3,360.00	
63304 · Travel	50.00	
63306 · Misc	412.99	
64317 · Advertising	-718.00	
63301 · Media Expenses - Other	2,829.09	
Total 63301 · Media Expenses		5,934.08
63303 · Event Sponsorship Expenses		26,000.00
63320 · Promotional Materials		1,067.90
63325 · PR Services		1,436.00
63330 · Conf/Trade Show-Travel		16,598.16
63333 · Marketing-Labor		34,771.13
63335 · Conf/Trade Show-Meals		761.83
63340 · Conf/Trade Show-Lodging		8,136.36
63345 · Conf/Trade Show-Misc		0.00
63350 · Conf/Trade Show-Displays		189.07
63355 · Conf/Trade Show-Advertising		4,843.00
63360 · Conf/Trade Show-Uniforms		81.90
63375 · Conf/Trade Show-Registration		10,806.38
63380 · Social Media		19,513.70
63385 · Marketing Technology		4,270.59
63800 · Conf/Trade Show-Reg-Profet		780.00
63805 · Conf/Trade Show-Advertise-Profe		1,165.00
63300 · Advertising & Marketing - Other		367.98
Total 63300 · Advertising & Marketing		136,723.08
64300 · Business Expense		
64310 · Business Expense-Travel		3,097.78
64311 · Business Expense-Meals		2,954.12
64312 · Business Expense-Lodging		10,330.50
64313 · Business Expense-Misc		240.09
64314 · Insurance Expense		
64336 · Key Man Insurance Expense	9,689.90	
64314 · Insurance Expense - Other	14,264.44	
Total 64314 · Insurance Expense		23,954.34
64315 · Bank/Service Charges		7,428.36
64316 · Intuit/QuickBook Fees		1,617.77
64318 · Rent		126,200.00
64319 · Storage Facility Rent		3,209.48
64322 · Finance Retainer		-21,691.68
64323 · Telephone/Internet Expense		3,608.06
64324 · Employment Search Expenses		800.00
64325 · Office Supplies		11,785.94
64327 · Postage & Delivery		263.58
64329 · Office Upfitting Expenses		2,140.00

ScholarshipAuditions.com, Inc.
Profit & Loss
July 2020 through June 2021

	Jul '20 - Jun 21
64330 · Legal & Professional Fees	257,558.80
64330.1 · Legal Expense-M Jones Buyout	10,000.00
64333 · Intern Expenses	202.15
64334 · Misc Expenses	3,187.33
64341 · Educational Consultant Fee	21,333.33
64353 · Printing/Copies	505.94
64355 · Marketing Retainer Fee	12,157.13
64357 · Reimburse-Payments by D Bayne	-1,556.57
64610 · National Signing Day-Travel	2,400.00
64611 · National Signing Day-IL SUTA	179.92
64612 · National Signing Day-IL PR Tax	109.37
64655 · National Signing Day-Comp	11,418.15
64660 · National Signing Day-Talent	35.00
64676 · Moving Reimbursement	15,000.00
64300 · Business Expense - Other	671.96
Total 64300 · Business Expense	509,140.85
64400 · Sales Expense	
64410 · Rep Expenses-Travel	200.00
64450 · Rep Comp	4,053.40
64450.1 · Rep Expenses-Compensation	600.00
Total 64400 · Sales Expense	4,853.40
64500 · Fees, Taxes & Licenses	
64510 · TN Sales & Use Tax	392.58
64520 · TN Business Tax	800.59
64530 · Web Processing Fees	234.46
64540 · Other Fees, Taxes & License	9,322.05
64500 · Fees, Taxes & Licenses - Other	286.14
Total 64500 · Fees, Taxes & Licenses	11,035.82
66000 · Payroll Expenses	
66001 · Taxes	41,819.00
66002 · Wages	407,402.92
66002.1 · Wages-Asset Dev	90,853.26
66003 · Insurance-Health (UHC)	44,644.07
66003.1 · Ins-Health (UHC) Asset Dev	-128.65
66004 · Insurance-Dental (Delta)	1,509.92
66005 · Insurance-Vision (UHC)	259.96
66006 · Insurance-Life	2,215.85
66009 · Contract Labor	1,827.65
66010 · Accured Payroll Expense	239,326.11
66000 · Payroll Expenses - Other	0.00
Total 66000 · Payroll Expenses	829,730.09
66500 · Computer/Web Expenses	
66525 · Website Dev Expense	11,033.35
66530 · URL Expenses	1,795.60
66550 · Website Hosting & Support	9,249.28
66580 · Web Design-Labor	7,192.00
66500 · Computer/Web Expenses - Other	23.65
Total 66500 · Computer/Web Expenses	29,293.88

ScholarshipAuditions.com, Inc.
Profit & Loss
July 2020 through June 2021

	Jul '20 - Jun 21
67000 · Interest Expense	
67100 · Short Term Note Fees	254,582.76
67200 · Convertible Notes	0.00
67000 · Interest Expense - Other	5,652.18
Total 67000 · Interest Expense	260,234.94
Total Expense	1,803,912.15
Net Ordinary Income	-1,799,875.67
Net Income	**-1,799,875.67**

ScholarshipAuditions.com, Inc.
Balance Sheet
As of June 30, 2021

	Jun 30, 21
ASSETS	
Current Assets	
Checking/Savings	
11200 · Pinnacle Bank	-2,311.67
11300 · Pinnacle Bank-PPP Account	3,733.24
Total Checking/Savings	1,421.57
Total Current Assets	1,421.57
Fixed Assets	
15300 · Production Equipment	3,095.00
15400 · Computer Equipment	22,018.71
15500 · Office Furniture & Fixtures	30,927.88
15600 · Website	243,623.94
15700 · Ancillary Video Products	4,500.00
16200 · Domain Names	9,995.37
Total Fixed Assets	314,160.90
Other Assets	
16100 · Inter-Company Receivable-NPA	50,647.65
Total Other Assets	50,647.65
TOTAL ASSETS	**366,230.12**
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	1,744,959.60
Total Accounts Payable	1,744,959.60
Credit Cards	
23000 · Credit Card Charges	47,607.90
Total Credit Cards	47,607.90
Other Current Liabilities	
20000 · PPP Loans	237,407.00
21000 · Convertible Notes	2,794,492.50
2110 · Direct Deposit Liabilities	1,646.13
21100 · Related Party Payable	6,895.00
21175 · Accrued Financing Fee	188,500.00
21500 · Short-Term Note	-75,000.00
21750 · Equity Repurchase Notes	351,324.67
22000 · Payroll Liabilities	
22100 · Federal Taxes (941/944)	222,239.78
22200 · Federal Unemployment (940)	1,569.96
22300 · GA Payroll Taxes	17.30
22350 · GA Unemployment	-179.19
22500 · TN Unemployment	-2,654.73
22800 · SC Payroll Taxes	-0.50
22825 · KS Unemployment	-661.12
22850 · CT Unemployment	-461.27
22900 · SC Unemployment	-44.08
22995 · TX-Unemployment	-200.34
22999 · Accrued Payroll	239,326.11
Total 22000 · Payroll Liabilities	458,951.92

ScholarshipAuditions.com, Inc.
Balance Sheet
As of June 30, 2021

	Jun 30, 21
24000 · *Payroll Liabilities	-629.00
Total Other Current Liabilities	3,963,588.22
Total Current Liabilities	5,756,155.72
Total Liabilities	5,756,155.72
Equity	
14500 · Treasury Stock	-400,000.00
32000 · Retained Earnings	-3,190,049.93
Net Income	-1,799,875.67
Total Equity	-5,389,925.60
TOTAL LIABILITIES & EQUITY	**366,230.12**