

Lending Process Overview

	1	2	3	4
	Screening	Term Sheet	Commitment	Closing
Estimated Time	1-2 weeks	2-6 weeks	5-10 weeks	4-6 weeks
Key Contact	▶ Business Development Officer	▶ Loan Officer	▶ Loan Officer	▶ Legal Counsel
Key information Provided By Applicants	<ul style="list-style-type: none"> ▶ Project background ▶ Project budget ▶ Project time line status ▶ Project team qualifications ▶ Historical financial statements 	<ul style="list-style-type: none"> ▶ Additional financial and project information as requested by loan officer ▶ 5-year cash flow projections 	<ul style="list-style-type: none"> ▶ Additional financial and project information as requested by loan officer ▶ Supporting documents (leases, contracts, purchase agreements, existing legal docs, licensing and zoning, construction docs, org docs etc) 	<ul style="list-style-type: none"> ▶ Real estate due diligence (title, survey, etc) ▶ Construction due diligence (permits, GMP contract, etc) ▶ Other due diligence (insurance, etc)
Lender's Process	<ul style="list-style-type: none"> ▶ Is this project aligned with Capital Impact's strategic priorities & mission? ▶ Is the project feasible? ▶ Does the project team have the skills & capacity to execute the project? 	<ul style="list-style-type: none"> ▶ Indicative loan terms & structure (loan amount, interest rate, fees, term, etc) ▶ Site visit 	<ul style="list-style-type: none"> ▶ Finalize loan terms & structure ▶ Underwriting: Detailed review of financial and project information. Testing of all project assumptions. ▶ Third party reports (appraisal, environmental, etc) 	<ul style="list-style-type: none"> ▶ Closing checklist ▶ Loan document drafting, review, & signing
Associated Fees	▶ None	<ul style="list-style-type: none"> ▶ Underwriting fee (if required) ▶ Expense deposit collected 	<ul style="list-style-type: none"> ▶ 50% of commitment fee collected ▶ Additional expense deposit collected 	<ul style="list-style-type: none"> ▶ 50% of commitment fee collected ▶ Legal & other fees & costs associated with loan closing
Lender's Review + Outcome	<ul style="list-style-type: none"> ▶ Management team review ▶ Move to formal review 	<ul style="list-style-type: none"> ▶ Credit Committee review ▶ Issue term sheet & move to underwriting 	<ul style="list-style-type: none"> ▶ Credit Committee approval ▶ Issue commitment letter and move to Closing 	<ul style="list-style-type: none"> ▶ Legal review for compliance with loan approval ▶ Loan closed & project begins!

Whatever your financing need CAPITAL IMPACT CAN SUPPORT YOU

We have deployed over **\$2.5 Billion** to serve nearly **5 million people** and create more than **32,500 jobs** nationwide in sectors critical to vibrant communities.



ACQUISITION LOANS

to purchase land and buildings



BRIDGE LOANS

to bridge grant funding or tax-credit equity investment



CONSTRUCTION LOANS

to finance from-the-ground-up construction and renovation projects



PRE-DEVELOPMENT LOANS

for feasibility planning, architectural drawings, and other early needs



TENANT IMPROVEMENT LOANS

to finance renovation at a leased facility



TERM LOANS

to take out construction loans or leverage New Markets Tax Credit transactions



EQUIPMENT LOANS

to purchase equipment



WORKING CAPITAL LOANS

to finance operating cash flow needs



LEVERAGE GOVERNMENT PROGRAMS

to offer New Markets Tax Credits and Federally Guaranteed Bonds

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investments, training programs, & technology programs. Leveraging 80+ years of combined experience, we are transforming how the financial sector can help communities build health & generational wealth. Learn more at momentuscap.com

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