## Lending Process Overview

<table>
<thead>
<tr>
<th>Step</th>
<th>Estimated Time</th>
<th>Key Contact</th>
<th>Key Information</th>
<th>Lender’s Process</th>
<th>Associated Fees</th>
<th>Lender’s Review + Outcome</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1-2 weeks</td>
<td>Business Development Officer</td>
<td>Project background, Project budget, Project timeline status, Project team qualifications, Historical financial statements</td>
<td>Is this project aligned with Capital Impact’s strategic priorities &amp; mission? Is the project feasible? Does the project team have the skills &amp; capacity to execute the project?</td>
<td>None</td>
<td>Management team review, Move to formal review</td>
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<tr>
<td>2</td>
<td>2-6 weeks</td>
<td>Loan Officer</td>
<td>Additional financial and project information as requested by loan officer, 5-year cash flow projections</td>
<td>Indicative loan terms &amp; structure (loan amount, interest rate, fees, term, etc), Site visit</td>
<td></td>
<td>Loan Officer, Credit Committee review, Issue term sheet &amp; move to underwriting</td>
</tr>
<tr>
<td>3</td>
<td>5-10 weeks</td>
<td>Loan Officer</td>
<td>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)</td>
<td>Finalize loan terms &amp; structure, Underwriting: Detailed review of financial and project information. Testing of all project assumptions, Third party reports (appraisal, environmental, etc)</td>
<td></td>
<td>Credit Committee approval, Issue commitment letter and move to Closing</td>
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<tr>
<td>4</td>
<td>4-6 weeks</td>
<td>Legal Counsel</td>
<td>Real estate due diligence (title, survey, etc), Construction due diligence (permits, GMP contract, etc), Other due diligence (insurance, etc)</td>
<td>Closing checklist, Loan document drafting, review, &amp; signing</td>
<td>Legal review for compliance with loan approval</td>
<td>50% of commitment fee collected, Legal &amp; other fees &amp; costs associated with loan closing, Loan closed &amp; project begins!</td>
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</tbody>
</table>

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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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