## Lending Process Overview

### 1. Screening (1-2 weeks)
- **Key Contact**: Business Development Officer
- **Information Provided By Applicants**: Project background, project budget, project timeline status, project team qualifications, historical financial statements
- **Lender’s Process**: 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?
- **Associated Fees**: None
- **Outcome**: Management team review, move to formal review

### 2. Term Sheet (2-6 weeks)
- **Key Contact**: Loan Officer
- **Information Provided By Applicants**: Additional financial and project information as requested by loan officer, 5-year cash flow projections
- **Lender’s Process**: Indicative loan terms & structure (loan amount, interest rate, fees, term, etc), site visit
- **Associated Fees**: Underwriting fee (if required), expense deposit collected
- **Outcome**: Credit Committee review, issue term sheet & move to underwriting

### 3. Commitment (5-10 weeks)
- **Key Contact**: Loan Officer
- **Information Provided By Applicants**: 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)
- **Lender’s Process**: Finalize loan terms & structure, underwriting: detailed review of financial and project information, testing of all project assumptions, third party reports (appraisal, environmental, etc)
- **Associated Fees**: 50% of commitment fee collected, additional expense deposit collected
- **Outcome**: Credit Committee approval, issue commitment letter and move to Closing

### 4. Closing (4-6 weeks)
- **Key Contact**: Legal Counsel
- **Information Provided By Applicants**: Real estate due diligence (title, survey, etc), construction due diligence (permits, GMP contract, etc), other due diligence (insurance, etc)
- **Lender’s Process**: Closing checklist, loan document drafting, review, & signing
- **Associated Fees**: 50% of commitment fee collected, legal & other fees & costs associated with loan closing
- **Outcome**: Legal review for compliance with loan approval, loan closed & project begins!

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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

TERMINAL IMPROVEMENT LOANS
to finance renovation at a leased facility

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

ACQUISITION LOANS
to purchase land and buildings

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

Whatever your financing need, CAPITAL IMPACT HAS DONE IT

Delivering Social Impact Nationwide

2.9 MILLION
PATIENTS receiving health care at 548 community health centers

271,000
STUDENTS in 264 high-quality charter schools

1.3 MILLION
PEOPLE with access to healthy food from 100 local retailers

16,000
ELDERS aging in their community through 193 communities

40,000
AFFORDABLE HOUSING units in 264 communities

869,000
COOPERATIVE CUSTOMERS served by 221 Co-op businesses

WE HAVE INVESTED OVER $2.5 BILLION TO SERVE 5.5 MILLION PEOPLE AND CREATE MORE THAN 38,000 JOBS IN SECTORS CRITICAL TO BUILDING EQUITABLE COMMUNITIES

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