



Capital for Communities—
Opportunities for People®

CRF Intake Questionnaire

New Markets Tax Credits

About CRF

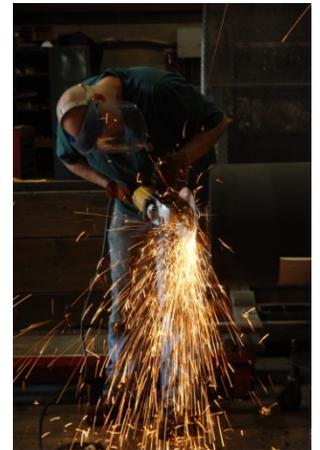
Community Reinvestment Fund, USA (CRF) is a mission-driven nonprofit Community Development Financial Institution (CDFI) and Community Development Entity (CDE) that partners with like-minded organizations to deliver financing solutions to borrowers that cannot access credit through traditional channels throughout the nation. CRF focuses on projects that produce compelling job creation and/or create goods and services that positively affect underserved low-income communities.

CRF offers New Markets Tax Credit (NMTC) Business Loans and New Market Tax Credit Community Facility Loans, 100% of which have flexible terms including interest rates at least 50% below market and 100% of which target borrowers located in highly distressed areas.¹¹ CRF serves operating businesses with loans from \$8 million to \$25 million.

Community Impact Questions:

Please provide a narrative that describes the community in which the project resides, details about the project's projected community impact outcomes, and the project's economic impact to the community in the following categories:

1. Direct job creation (permanent jobs created/retained)
2. Job training and/or programs that serve or train any disadvantaged employees
3. Indirect job creation (temporary, construction, and/or indirect job creation from related economic activity, etc.)
4. Goods/services to low-income communities and persons / expansion of goods and services available to Low-Income Communities (LIC) or Low-Income People (LIP)
5. Is this transaction part of a larger, comprehensive project? If applicable, please advise how this deal fits into the "larger vision."
6. If applicable, please describe how this project is an environmental or sustainable development loan. How does the project reduce pollutants, preserve energy or divert waste?
7. Why does this project need NMTC? Please answer the "but for" question.
8. Please describe the "public" support for this project.
9. Copy of Borrower's current EEOC jobs report.



Please be specific and quantify the impacts to the extent possible.



Project Details:

1. Overview of project and business being financed
2. Sources / Uses. Please provide narrative summary of the use of proceeds?
3. Please provide a summary of the terms of the NMTC equity and leverage loan.
4. Borrower Structure - Please provide copy of deal structure diagram / modeling.
5. Project site address. Does the Borrower maintain any other locations? Assets used off-site? Does it provide any of its services off-site?
6. Estimated closing date.

1. Highly distressed is defined as working in particularly economically distressed or otherwise underserved communities. Please request a complete list of all available distressed community criteria available to meet this highly distressed requirement.

CRF's Process

CRF maintains a formal process of review and acceptance of NMTC projects. Our NMTC Advisory Board and Internal Investment Committee review and approve each Qualified Low-Income Community Investment (QLICI). The NMTC Advisory Board formally recommends and CRF's Allocatee, National New Markets Tax Credit Fund, Inc., ratifies approval of all via a legal board resolution that is signed by the chairman once action is voted on, approved and ratified through established board protocol. Investment Committee approval is completed once the final terms of the transaction are set.

Project Credit/Underwriting:

1. Please provide an overview of any analysis completed on the project.
2. Copy of business plan with a management discussion on current performance.
3. Three years of historical audits and current interim financials for Borrower / Primary Tenants.
4. Copy of financial projections along with management discussion on why assumptions appear reasonable.
5. Bio information on key managers of Borrower.
6. Organizational documents of Borrower.
7. Copy of current appraisal on asset to be financed.
8. Detailed project budget and construction timeline (if applicable).



Critical Path to Close

1. Project readiness.
2. Determine if leverage source of capital is available and committed.
3. NMTC equity investor interest level.
4. Completed term sheet and model in place.
5. Acceptance of Reservation letter

Send all materials to:

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