

Date Application Received: _____

Time: _____

If received after 5:00 PM, Application is considered received the next business day

Commercial Loan Application

Section A: Applicant Information *(copy this section if there are more than two Applicants for this loan request)*

Check the appropriate Box:

- If you are applying for individual credit and are relying on your own income or assets and not the income or assets of another person as the basis for repayment of the credit requested, do not complete the section for marital status.
- If you are applying for individual credit, but are relying on income from alimony, child support, or separate maintenance or on the income or assets of another person as the basis for repayment of the credit requested, complete all sections to the extent possible, providing information about the person whose alimony, support maintenance payments or income or assets you are relying in one of the sections below.
- If you are applying for joint credit with another applicant, complete entire application copying the section below for each applicant, guarantor, owner, etc.

It is our intent to apply jointly: *(every applicant/guarantor should initial to indicate there is more than one applicant: more than one guarantor)*

Co-Applicant Information must be provided when:

- Income or assets of a person other than the Applicant (including his or her spouse) will be used as a basis for loan qualification,
- Income or assets of Applicant's spouse or other person who has community property rights pursuant to state law will not be used as a basis for loan qualification, but liabilities of the spouse or other person must be considered because he or she has community property rights pursuant to applicable law and Applicant resides in a community property state, security property is located in a community property state, or Applicant is relying on other property located in a community property state as a basis for loan repayment.

Applicant Profile *(this section must be fully completed; please check all the appropriate boxes)*

Does the Applicant or any Co-Applicant:			If the answer to the question on the left is yes:
Cash checks for other persons / entities?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	Check cashing limits are \$ _____ per day (not per item)
Sell / redeem money orders, traveler's checks, stored value cards, gift cards or checks, or cashier's checks?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	Dollar amount limits are \$ _____ per day (not per item)
Wire or transfer funds for other persons?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Deal in precious metals, stones or jewels?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Act as a pawnbroker?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Act as an insurance company (not an insurance agent)?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Sell / distribute marijuana, or derive more than 25% of its revenue from marijuana-related businesses (MRBs)?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Engage in internet gambling?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	

Is the Applicant or any Co-Applicant:			
An existing customer of the Bank?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
A company with activity outside the U.S.?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
A third-party payment processor?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
A professional service provider (e.g., a doctor, accountant, realtor, appraiser, attorney, etc.)?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Anticipating wire transfer activity with the Bank?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
A foreign political figure?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
A friend or relative of a foreign political figure?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
A senior foreign political figure?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
A politically exposed person	<input type="checkbox"/> Yes	<input type="checkbox"/> No	

*Refer to the separate Beneficial Ownership Certification document to be completed, if applicable.

Applicant Information

Applicant Type:

- | | | | |
|-----------------------------------------------------------|----------------------------------------------------|------------------------------------------------------|------------------------------------------------|
| <input type="checkbox"/> Individual/Sole Proprietor | <input type="checkbox"/> S- Corporation | <input type="checkbox"/> Trust | <input type="checkbox"/> Governmental Entity |
| <input type="checkbox"/> Partnership/ Limited Partnership | <input type="checkbox"/> Limited Liability Company | <input type="checkbox"/> Cooperative | <input type="checkbox"/> Informal Organization |
| <input type="checkbox"/> C-Corporation | <input type="checkbox"/> Business Statutory Trust | <input type="checkbox"/> Not-For-Profit Organization | <input type="checkbox"/> Other |

Applicant Name: _____ SSN/EIN: _____

If the Applicant is a Legal Entity:

Date Established: _____ State of Organization: _____
 Nature of Business: _____ Trade Name (if any): _____
 Contact Name: _____ Email Address: _____ Phone (o): _____ Phone (m): _____
 Address: _____
 City: _____ County: _____ State: _____ Zip: _____

If the Applicant is an Individual:

Date of Birth: _____ Marital Status (circle one): Married / Unmarried / Separated
**If Applicant is a married individual, he or she may apply for individual credit; do not complete "Marital Status" question if applying for individual unsecured credit*
 Occupation: _____ Employer: _____ Title (if retired, list former employer and title from which retired): _____
 Primary ID Type: _____ Issuer: _____ Primary ID Number: _____ Expiration Date: _____
 Secondary ID Type: _____ Issuer: _____ Secondary ID Number: _____ Expiration Date: _____

ONLY COMPLETE THIS DEMOGRAPHIC DATA IF ANY PROCEEDS OF THIS REQUEST WILL BE TO PURCHASE, REFINANCE, OR IMPROVE A DWELLING AND THE LOAN WILL BE SECURED BY A DWELLING

The purpose of collecting this information is to help ensure that all applicants are treated fairly and that the housing needs of communities and neighborhoods are being fulfilled. Federal law requires that we ask applicants for their demographic information (ethnicity, race and sex) in order to monitor our compliance with equal credit opportunity, fair housing and home mortgage disclosure laws. You are not required to provide this information but are encouraged to do so. You may select one or more designations for "Ethnicity" and one or more designations for "Race". The law provides that we may not discriminate based on this information, or on whether you choose to provide it. However, if you choose not to provide the information and you have made this application in person, Federal regulations require us to note your ethnicity, race and sex based on visual observation or surname. If you do not wish to provide some or all of this information, please check below.

<p>Race (check one or more):</p> <input type="checkbox"/> American Indian or Alaska Native (print name of enrolled or principal tribe): _____ <input type="checkbox"/> Asian <input type="checkbox"/> Asian Indian <input type="checkbox"/> Chinese <input type="checkbox"/> Filipino <input type="checkbox"/> Japanese <input type="checkbox"/> Korean <input type="checkbox"/> Vietnamese <input type="checkbox"/> Other Asian (print race): _____ <input type="checkbox"/> Black or African American <input type="checkbox"/> Native Hawaiian or Other Pacific Islander <input type="checkbox"/> Native Hawaiian <input type="checkbox"/> Guamanian or Chamorro <input type="checkbox"/> Samoan <input type="checkbox"/> Other Pacific Islander: _____ <input type="checkbox"/> White <input type="checkbox"/> I do not wish to provide this information	<p>Sex:</p> <input type="checkbox"/> Male <input type="checkbox"/> Female <input type="checkbox"/> I do not wish to provide this information
<p style="text-align: center;">For Industrial Bank use only:</p> <input type="checkbox"/> Collected based on visual observation or surname by Bank face-to-face <input type="checkbox"/> Not collected based on visual observation or surname (applicant completed or not taken face-to-face) <input type="checkbox"/> Not applicable	<p style="text-align: center;">For Industrial Bank use only:</p> <input type="checkbox"/> Collected based on visual observation or surname by Bank face-to-face <input type="checkbox"/> Not collected based on visual observation or surname (applicant completed or not taken face-to-face) <input type="checkbox"/> Not applicable
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Co-Applicant Information

Co-Applicant Type:

- | | | | |
|-----------------------------------------------------------|----------------------------------------------------|------------------------------------------------------|------------------------------------------------|
| <input type="checkbox"/> Individual/Sole Proprietor | <input type="checkbox"/> S- Corporation | <input type="checkbox"/> Trust | <input type="checkbox"/> Governmental Entity |
| <input type="checkbox"/> Partnership/ Limited Partnership | <input type="checkbox"/> Limited Liability Company | <input type="checkbox"/> Cooperative | <input type="checkbox"/> Informal Organization |
| <input type="checkbox"/> C-Corporation | <input type="checkbox"/> Business Statutory Trust | <input type="checkbox"/> Not-For-Profit Organization | <input type="checkbox"/> Other |

Applicant Name: _____ SSN/EIN: _____

If the Co-Applicant is a Legal Entity:

Date Established: _____ State of Organization: _____
 Nature of Business: _____ Trade Name (if any): _____
 Contact Name: _____ Email Address: _____ Phone (o): _____ Phone (m): _____
 Address: _____
 City: _____ County: _____ State: _____ Zip: _____

If the Co-Applicant is an Individual:

Date of Birth: _____ Marital Status (circle one): Married / Unmarried / Separated
**If Applicant is a married individual, he or she may apply for individual credit; do not complete "Marital Status" question if applying for individual unsecured credit*
 Occupation: _____ Employer: _____ Title (if retired, list former employer and title from which retired): _____
 Primary ID Type: _____ Issuer: _____ Primary ID Number: _____ Expiration Date: _____
 Secondary ID Type: _____ Issuer: _____ Secondary ID Number: _____ Expiration Date: _____

ONLY COMPLETE THIS DEMOGRAPHIC DATA IF ANY PROCEEDS OF THIS REQUEST WILL BE TO PURCHASE, REFINANCE, OR IMPROVE A DWELLING AND THE LOAN WILL BE SECURED BY A DWELLING

The purpose of collecting this information is to help ensure that all applicants are treated fairly and that the housing needs of communities and neighborhoods are being fulfilled. Federal law requires that we ask applicants for their demographic information (ethnicity, race and sex) in order to monitor our compliance with equal credit opportunity, fair housing and home mortgage disclosure laws. You are not required to provide this information but are encouraged to do so. You may select one or more designations for "Ethnicity" and one or more designations for "Race". The law provides that we may not discriminate based on this information, or on whether you choose to provide it. However, if you choose not to provide the information and you have made this application in person, Federal regulations require us to note your ethnicity, race and sex based on visual observation or surname. If you do not wish to provide some or all of this information, please check below.

<p>Race (check one or more):</p> <input type="checkbox"/> American Indian or Alaska Native (print name of enrolled or principal tribe): _____ <input type="checkbox"/> Asian <input type="checkbox"/> Asian Indian <input type="checkbox"/> Chinese <input type="checkbox"/> Filipino <input type="checkbox"/> Japanese <input type="checkbox"/> Korean <input type="checkbox"/> Vietnamese <input type="checkbox"/> Other Asian (print race): _____ <input type="checkbox"/> Black or African American <input type="checkbox"/> Native Hawaiian or Other Pacific Islander <input type="checkbox"/> Native Hawaiian <input type="checkbox"/> Guamanian or Chamorro <input type="checkbox"/> Samoan <input type="checkbox"/> Other Pacific Islander: _____ <input type="checkbox"/> White <input type="checkbox"/> I do not wish to provide this information	<p>Sex:</p> <input type="checkbox"/> Male <input type="checkbox"/> Female <input type="checkbox"/> I do not wish to provide this information
For Industrial Bank use only:	
<input type="checkbox"/> Collected based on visual observation or surname by Bank face-to-face <input type="checkbox"/> Not collected based on visual observation or surname (applicant completed or not taken face-to-face) <input type="checkbox"/> Not applicable	
For Industrial Bank use only:	
<p>Ethnicity (check one or more):</p> <input type="checkbox"/> Hispanic or Latino <input type="checkbox"/> Mexican <input type="checkbox"/> Puerto Rican <input type="checkbox"/> Cuban <input type="checkbox"/> Other Hispanic or Latino (print origin): _____ <input type="checkbox"/> I do not wish to provide this information	
For Industrial Bank use only:	
<input type="checkbox"/> Collected based on visual observation or surname by Bank face-to-face <input type="checkbox"/> Not collected based on visual observation or surname (applicant completed or not taken face-to-face) <input type="checkbox"/> Not applicable	

Section B: Commercial Loan Request *(A separate section C is required to be completed for each loan requested)*

Loan Request #1

Guarantor(s): <i>(For business entity borrowers, every owner of 20% or more must guarantee the loan. Other guarantors may be offered.)</i>		
Guarantor #1: _____	Guarantor #2: _____	Guarantor #2: _____

Credit Enhancement Sought:									
<input type="checkbox"/>	SBA US Small Bus. Admin.	<input type="checkbox"/>	DCCSP DC Collateral Support Program	<input type="checkbox"/>	MSBDFDA (MD Small Business Development. Fin. Agency)	<input type="checkbox"/>	Other (specify below): _____	<input type="checkbox"/>	None

Loan Type:			
<input type="checkbox"/> Term Loan	<input type="checkbox"/> Line of Credit	<input type="checkbox"/> Letter of Credit	<input type="checkbox"/> Other (specify): _____
City: _____	County: _____	State: _____	Zip: _____

Requested Payments:	
<input type="checkbox"/>	Interest Only for _____ months followed by P&I for _____ months/years with _____ year amortization
<input type="checkbox"/>	_____ P&I for _____ months/years with _____ year amortization
<input type="checkbox"/>	Interest Only for _____ months followed by a Balloon Payment
<input type="checkbox"/>	Other: _____
Source of Repayment of Monthly Payments: _____	
Source of Repayment of Principal Amount of Loan:	
Primary: _____	Secondary: _____ Tertiary: _____
<input type="checkbox"/> Check here if the principal of this loan will be repaid by a permanent loan to the same borrower	

Commercial Loan Purpose(s): *Please CHECK all that apply, CIRCLE applicable subcategories, LIST details, and INDICATE applicable allocations.*

List the specific uses of all the proceeds. (For example, if you plan to use a portion of the loan proceeds for acquisition of a rental 2-unit dwelling and part for equipment purchase, check the box for "1-4 Family Dwelling" and circle "purchase" and check the box for "Equipment Financing"). List the details for each purpose and the anticipated amounts for each and then the total of the request (which is the total of the above amounts).

	Street address where proceeds will be used:	Amount:
<input type="checkbox"/> 1 – 4 Family Dwelling <i>(circle all that apply)</i> Purchase / Refinance / Rehab	_____	\$ _____
<input type="checkbox"/> 5 or more unit Dwelling <i>(circle all that apply)</i> Purchase / Refinance / Rehab If any proceeds are to improve multi-use property, what exactly is being improved?	_____	\$ _____
<input type="checkbox"/> Business Acquisition	_____	\$ _____
<input type="checkbox"/> Business Working Capital	_____	\$ _____
<input type="checkbox"/> Equipment Financing	_____	\$ _____
<input type="checkbox"/> Debt Refinancing <i>(other than dwelling)</i>	_____	\$ _____
<input type="checkbox"/> Construction / Development	_____	\$ _____
<input type="checkbox"/> Construction/Development of 1 – 4 Family Dwelling <i>(circle all that apply)</i>	_____	\$ _____
<input type="checkbox"/> Construction/Development of 5 or more unit Dwelling <i>(circle all that apply)</i>	_____	\$ _____
<input type="checkbox"/> Construction/Development of non-Dwelling <i>(circle all that apply)</i>	_____	\$ _____
<input type="checkbox"/> Other (specify): _____	_____	\$ _____
TOTAL AMOUNT OF REQUEST FOR THIS LOAN:		\$ _____

<input type="checkbox"/>	Check this box if ANY/ALL of this loan is for affordable housing, services for Low-Moderate Income, Revitalizing or Stabilizing Low-Moderate Income Areas, Designated Disaster Areas, or other Community Development
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Loan Request #1 Collateral

Real Estate Collateral:

Description/Street Address (write "N/A" if none in the column)	Collateral Asset #1		Collateral Asset #2	
	Is collateral a dwelling ? (somewhere that someone lives, and the primary use and purpose of the structure is a residence)	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Collateral Owner:				
Is the collateral owner different from the borrower?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Collateral Value:	\$ _____		\$ _____	
Source of Valuation:				
Total of Existing Lien(s):	\$ _____		\$ _____	
Current Lienholder(s):				
Lien amount to be paid with this loan:	\$ _____		\$ _____	
Lien status of this loan request:				
How is this property used?				
If mixed business/residential use, indicate <u>which is the Primary</u> use based on income generated	<input type="checkbox"/> Business OR <input type="checkbox"/> Residential		<input type="checkbox"/> Business OR <input type="checkbox"/> Residential	
Are marijuana/hemp products in/on this property?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Yes	<input type="checkbox"/> No
# of residential units:				
Rental income received from this property?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Yes	<input type="checkbox"/> No
If applicant is an individual: is this the primary residence?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Yes	<input type="checkbox"/> No
If applicant is an individual, is this a secondary residence?	<input type="checkbox"/> Yes	<input type="checkbox"/> No	<input type="checkbox"/> Yes	<input type="checkbox"/> No

Non-Real Estate Collateral:

Describe collateral: _____		
Is there a current lien on this collateral?	<input type="checkbox"/> Yes	<input type="checkbox"/> No
If so, Lien Amount: \$ _____		
Lienholder: _____		
Will this lien be paid off with these loan proceeds?	<input type="checkbox"/> Yes	<input type="checkbox"/> No

Section C: Disclosures / Customer Notifications / Signature Page

Disclosure about Internet submissions

If you choose to submit the Commercial Loan Application over the Internet, you acknowledge that the use of the Internet and e-mail is not secure or encrypted for your security and privacy, and your confidential personal and business information submitted on the Application may be intercepted and misused by a third party. By submitting the Application using the Internet you agree that Bank shall not have any liability related to the loss, interception or unauthorized use of your business or personal information so submitted with the Application.

Any willful misrepresentation on the statement could result in a fine and/or imprisonment under provision of the U.S. Criminal Code. All fees in association with this loan shall be deemed fully earned and nonrefundable by the lender.

Disclosure about income from alimony, child support, or separate maintenance

Alimony, child support, or separate maintenance income need not be revealed if you do not wish to have it considered as a basis for repaying this obligation.

Disclosure of Right to Request Specific Reason for Credit Denial

If your application for business credit is denied, you have the right to a written statement of the specific reasons for the denial. To obtain the statement, please contact us within sixty (60) days from the date you are notified of our decision. We will send you a written statement of reasons for the denial within thirty (30) days of receiving your request for the statement. Please call (202) 722-2000 or send written requests to: Industrial Bank, Commercial Lending Department 4812 Georgia Avenue, NW, Washington, DC 20011. Please include the following information: your name, the type of loan applied for, the branch where the application was made, and the action taken on your application.

IMPORTANT INFORMATION ABOUT PROCEDURES FOR OPENING A NEW ACCOUNT

To help the government fight the funding of terrorism and money laundering activities, Federal law requires all financial institutions to obtain, verify, and record information that identifies each person who opens an account.

What this means: When you open an account, we will ask you for your name, address, date of birth, and other information that will allow us to identify you. We may also ask to see your driver's license or other identifying documents.

APPLICANT SIGNATURES

I/We hereby apply for the loan or credit described in this application on behalf of the applicant business. I/We certify that I/we did not omit any important information. I/We agree that any property securing the loan or credit will not be used for any illegal or restricted purpose. Lender is authorized to verify with other parties and to make any investigation of my/our credit, either directly or through any agency employed by the Lender for that purpose. Lender may disclose to any other interested parties' information as to Lenders' experiences or transactions with my/our account. I/We understand that Lender will retain this application and any other credit information Lender receives, even if no loan or credit is granted. These representation and authorizations extend not only to Lender, but also to any insurer of the loan and to any investor to whom Lender may sell all or any part of the loan. I/We further authorize Lender to provide any such insurer or investor any information and documentation that they may request with respect to my/our application, credit or loan. I/We understand that Lender will request additional information and documentation that is required to complete this application.

Applicant: _____

By: _____

Date: _____

Printed Name: _____

Title: _____

Co-Applicant: _____

By: _____

Date: _____

Printed Name: _____

Title: _____

For Industrial Bank Use only - to be completed by the Loan Officer or Admin			
<input type="checkbox"/> Possibly HMDA Covered	<input type="checkbox"/> Home Purchase	<input type="checkbox"/> Refinancing	<input type="checkbox"/> Home Improvement
<input type="checkbox"/> Possibly CRA Small Business (one million or less and not HMDA, and not secured by residential property)			
<input type="checkbox"/> Possibly Community Development (whether or not HMDA or CRA Small Business)			
Explanation of any change from original application: _____			

Addendum to Commercial Loan Application – Regulation B (ECOA) Appraisal Notice

RIGHT TO RECEIVE A COPY OF THE APPRAISAL NOTICE

This disclosure only applies to a loan that will be secured by a first lien on a 1-4 family residential structure.

Borrower's Name: _____

Collateral Property Address: _____

Disclosure of Right to Receive a Copy of an Appraisal

For any proposed first position lien on a residential structure that contains one to four units, we may order an appraisal or valuation report to determine the property's value and charge you a fee for the development of an appraisal or valuation report. You have the right to receive this appraisal or valuation report promptly upon its completion for open-end transactions or no less than three (3) business days before closing for closed-end transactions, unless this right is expressly waived. If you would like to waive this right, please sign the Waiver of Three Business Day Delivery Requirement below and return this form to Industrial Bank, Commercial Lending Depart., Attn: Tina Carter, 4812 Georgia Avenue, NW, Washington DC 20011 or email to tcarter@industrial-bank.com. Please note that if you do provide the waiver, the Bank will still provide you with a copy of the appraisal no later than the date of your loan closing.

Failure to return this waiver may result in a three-business day delay in the closing of your loan.

Waiver of Three Business Day Delivery Requirement

By signing below, I waive my right to receive a copy of the appraisal or valuation report for the above referenced property promptly upon its completion or at least three (3) business days prior to closing of my loan. This waiver does not affect my right to receive a copy of the appraisal report under the Equal Credit Opportunity Act or other law. If my transaction does not close, a copy of the appraisal report or valuation will be provided within 30 days of the determination that the transaction will not close.

APPLICANT(S) / BORROWER(S):

Date: _____

Date: _____