

sourcing and underwriting capacity through on-the-ground staff in eight states (CA, CO, DC, GA, IL, MD, NY and WA). ECLF's lending team is highly seasoned, with over 100 years of collective underwriting experience. Additionally, our deal sourcing capacity is significantly expanded through the broader Enterprise platform. Over the last five years, nearly one-third of ECLF's lending opportunities came through referrals from the 300 market staff located across the country.

Approval Process & Credit: Supported by an experienced asset management team and a dedicated construction manager position, ECLF's Chief Credit Officer, Tim Martin will: 1) review charter school loan requests to assess whether they conform with lending guidelines or, if an exception is requested, ensure it is fully documented and there are considerations that adequately address and mitigate the associated risk; 2) assign charter school loans risk ratings; 3) determine the appropriate approval process; and 4) oversee portfolio monitoring and asset management.

Portfolio & Asset Management: Janlee Wimbrow, one of ECLF's Senior Asset Managers, will be responsible for ongoing management and servicing of charter school loans closed through the project. Each loan will be subject to a formal review on an annual basis to assess the adequacy of risk ratings and reserves. Janlee will be supported in this role by Darlene Hawkins, one of ECLF's portfolio associates who will be specifically assigned to support our charter school portfolio. In this capacity, she will facilitate closings, process disbursements and generally assist in loan servicing and monitoring.