



M | 5 Funding
Commercial Loan Network

Equipment Financing
Originator
Program

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We do equipment financing.



CONTACT INFORMATION

M5 Commercial Funding, LLC

826 E State St 2nd Floor

American Fork, Utah 84003

Web: www.m5funding.com

Phone: 888-622-5748

Fax: 801-416-9905

Hours of Operation: Monday–Friday, 9:00 am – 5:00 pm MST

Please Submit Credit Applications Via:

Email: apps@m5funding.com

Fax: 801-416-9905

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CREDIT PROCESS

Application Only Requirements

For submissions up to \$75,000 per loan:

Requires 2-3 Year TIB & 635+ Score

For submissions up to \$100,000 per loan:

Requires 3+ Year TIB & 665+ Score

- A complete signed credit application
- A write-up explaining:
 - The origins of the transaction
 - The operations of the business
 - The equipment requested and its function and/or benefit

(i.e. replacement, cost savings)

- The cost of the equipment
- The total cost of the project if financing in excess of the submitted request is needed

- Secretary of State or tax schedules proving ownership

and time in business

- The last 3 months complete bank statements
(no bank statements are required for submissions up to

\$25,000 unless circumstance justify the request)

- Credit bureaus on all owners (must meet Fair Isaac Score

requirements)

- Any additional information to help us make an informed decision

Full Financials Requirements

For submissions between \$100,001 -

\$250,000

All information listed in "Application Only Submission

Requirements," plus:

- Last two years' corporate returns or audited statements
- Current year interim financial statements including debt schedule
- Last two years' personal returns on ALL guarantors
- Personal financial statements for ALL guarantors

Full Financials Requirements

For submissions between \$250,001 -

\$500,000

All information listed above, plus:

- Last three years' corporate returns or audited statements
- Last three years' personal returns on ALL guarantors

After submission of the completed credit application, a M5 Funding Credit Analyst will contact you and/or the borrower to discuss the financial records and statements needed to complete the credit review process.

Credit Decisions

- **Additional information** is sometimes required to make an informed decision. Some typical requests include:
 - tax schedules to prove ownership or time in business
 - satisfaction of a public filing
 - proof of an equipment location
- **Approvals** are valid for 60 days from the approval date, all terms and conditions will be defined on each individual approval.
- **Declined** transactions that you would like us to reconsider, or transactions that do not meet all of the credit parameters but you have mitigating information on, must be submitted to us within 5 days of receiving the decline.

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DOCUMENTATION, FUNDING, FEES

Documents

- You can request documents by submitting a completed document request form by email, fax or online
- M5 Commercial Funding prepares all documents in-house per your document request form
- M5 Commercial Funding provides Equipment Finance Agreements (EFA's) ONLY
- Generic documents available with prior approval
- All insurance requests must list **M5 Commercial Funding, LLC**, as additional insured and loss payee
- All Vendor invoices must have the "bill to" and "ship to" listed as the borrower
- M5 Commercial Funding, LLC will pre-fund or issue a Purchase Order on request

Funding

- Pre-funding is available but needs to be approved prior to documentation. A Pre-fund may require multiple site inspections depending on the vendor, equipment, location, etc. Additional fees may apply.
- Once the equipment is delivered we will call the borrower to make sure the equipment is installed and working correctly
- With the borrower's approval and completion of any required site inspections we will overnight checks to all vendors
- Insurance on **Non-Titled** equipment is required for any amount over \$25,000 PRIOR to funding
- Insurance on **Titled** equipment is required PRIOR to funding

Fees

- Documentation Fee (required for every loan): \$150
- Site Inspection Fee (for loans over \$25,000): \$150

Commission

- 5 Points: \$5,000 - \$75,000
- 4 Points: \$75,001 - \$500,000
- Fees can be deducted from your commission or charged to the customer as requested on your document request form
- Your commission will be sent upon final verbal authorization / acceptance of equipment by borrower

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EQUIPMENT & VENDOR REQUIREMENTS

Used Equipment

- **Non-titled** used equipment must be less than 15 years-old
- Used equipment must come from an authorized dealer
- Maximum term on used equipment is 36 months
- Site inspection required at vendors location in addition to any other required site inspections

Titled Equipment Requirements

- Owner / Operator are reviewed with a **minimum fleet size of three trucks**
- M5 Commercial Funding can do title work or will allow **APPROVED** vendors to do the title work
- Power of Attorney is required – M5 Commercial Funding will provide at time of documents
- Proof of insurance listing M5 Commercial Funding is required **PRIOR** to funding
- Commissions are held until M5 Commercial Funding receives confirmation of proper title work

Laser Requirements

- Non-medical use lasers are capped at \$35,000

Eligible Soft Costs

- Limited to 20% of the equipment cost
- Soft costs are defined but not limited to:
 - Installation • Shipping and Freight
 - Maintenance • Training
 - Sales Tax

Site Inspections

- Are required for deals over \$25,000 and any used equipment
- Transactions under \$25,000 will be reviewed on a deal by deal basis
- M5 Commercial Funding will order ALL site inspections

Vendor Requirements

- Vendor must be in operation for a minimum of 2 years, verified by an active SOS
- Vendor cannot be a sole proprietorship or a home-based business
- In addition to an active SOS the vendor must have a verifiable business telephone and address listing
- All vendors will need to pass an OFAC and DNB screening
- Computer vendors need to be in the general geographic location as the Borrower unless they are a recognized vendor (i.e.: Apple, Microsoft, Dell, HP, Compaq, etc.) All non-approved computer vendors require a site inspection.

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PROGRAM RESTRICTIONS

Automatic Declines

- Alaska and Hawaii transactions
- Industry or equipment on the restricted list
- Experian FICO for any owner under 635
- Past bankruptcies within the past 5 years (personal and/or business)
- Foreclosures within the past 3 years (personal and/or business)
- Less than a 7 year credit history
- Expansions with less than 5 years TIB of original location (restaurant's excluded)
- Private party sales (Non-titled)
- Working capital loans
- Sale/leasebacks
- Non-titled equipment over 15 years old
- Absentee ownership

Restricted Industries

- Bars
- Collection/telemarketing agencies
- Fitness/gyms
- ISP providers/Application Service Providers
- Mortgage brokers/property management
- Cash Advance Companies
- Radio/Television stations
- Restaurants less the 5 years in operation under current ownership
- Gaming

Restricted Equipment

- Advertising programs
- Amusement park/playground equipment
- ATM's
- Build out
- Decompression tables over \$25k
- Energy Saving Equipment
- Hazardous waste equipment
- Hood/exhaust systems
- HVAC
- Inflatables
- Irrigation systems
- Kiosks
- Non-essential equipment
- Permanent fixtures
- Pre-fabricated buildings
- Satellites
- Solar panels
- Spray tanning booths
- Tanning beds
- Underground equipment
- Vending equipment
- Water coolers
- Water filtration units

TIER PRICING

	Tier I Starting at 7%	Tier II Starting at 12%	Tier III Starting at 12%
Time in business (years)	5+	2+	2+
Guarantor FICO score	700+	665+	635+
Paynet, where available	670+	-	-
D&B Paydex, where available	65+	-	-

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SPECIALTY PROGRAMS

Licensed Medical Professionals

- Eligibility for a wide range of medical professions
- + year TIB based on license date
- 635+ FICO
- 3 months corp bank statements
- Program excludes Med Spa's
- Includes but is not limited to:
 - Acupuncturist
 - Dermatologists
 - Physician Assistants
 - Anesthesiologists
 - Dietitians
 - Podiatrists
 - Audiologists
 - Optometrists
 - Psychologists
 - Chiropractors
 - Pharmacists
 - Radiologists
 - Dentists
 - Physical Therapists
 - Veterinarians

Long Haul Truck Operators

- Eligibility for most new and used vehicles
- 2+ year TIB
- 665+ FICO
- Minimum fleet size of 3 trucks
- Used vehicles must be less than 15 years old
- Trailers may be older than 15 years

Restaurants

- Eligibility for all kitchen and operations equipment
- 5+ year TIB
- 665+ FICO

Corporate Only

- Privately owned companies with 7+ year TIB
- Not-for-profits
- Municipalities

For full details on these programs, please contact:

Andrea Terry

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801-558-0265

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888-662-5748

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