

Firstmark Credit Union Commercial Loan Department

Thank you for considering Firstmark Credit Union as a trusted source to meet the needs of your business. Firstmark Credit Union offers a wide array of business loans and deposit services to assist businesses from sole proprietorships to commercial accounts.

For Sole Proprietorships and DBA-type businesses, we will need:

- ☐ Last three (3) years filed Personal Tax Returns, including all schedules
- ☐ Current Personal Financial Statement (part of this packet)
- ☐ Most recent year-to-date paystub (if applicable)
- ☐ Most Recent Statement of Cash Flow, Balance Sheet & Income Statement
- ☐ Most recent Year-ending Statement of Cash Flow, Balance Sheet & Income Statement
- ☐ Completed Loan Application (part of this packet)

For LLC's, Partnerships, Corporations and other Legal Business Structures, we will need the documents listed above plus:

- ☐ Last three (3) years filed Business Tax Returns

Please feel free to contact our Business Lending team if you have any questions or need assistance as you complete the loan application at commercial.support@firstmarkcu.org.

Sincerely,



Gregg Thorne
Chief Alliance Officer



Firstmark Credit Union Business Loan Application

Referring Employee _____

Today's Date _____ Business Account # _____ Personal Account # _____

LOAN REQUEST

Amount Requested \$ _____ ☐ Commercial Construction ☐ Line of Credit
Desired Payment \$ _____ ☐ Commercial Real Estate ☐ Equipment loan
Desired term _____ ☐ Commercial Vehicle ☐ Other _____
(months) ☐ Business Visa Credit Card _____
Collateral Securing Loan _____

BUSINESS INFORMATION

Business Name _____ # of Employees _____
Description of Business _____ Year Established _____
Street Address _____ City/State/Zip _____
Business Phone _____ Tax I.D. # _____
Business Website Address _____
Legal Business Structure ☐ Sole Proprietorship ☐ Partnership ☐ General Partnership
☐ Limited Partnership ☐ S-Corp ☐ C-Corp
☐ LLC ☐ LLP ☐ Other _____
Prior Year Gross Revenue \$ _____ Prior Year Net Income \$ _____
CPA for Business _____ CPA's Phone Number _____

GUARANTOR

Name _____ Social Security Number _____
Residential Address _____ City/State/Zip _____
Work Phone _____ Cell Phone _____
Title _____ % Ownership _____
Gross Annual Income \$ _____ Other Verifiable Income \$ _____
Email _____ Date of Birth _____



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Name _____ Social Security Number _____
 Residential Address _____ City/State/Zip _____
 Work Phone _____ Cell Phone _____
 Title _____ % Ownership _____
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 Email _____ Date of Birth _____

BUSINESS ASSETS AND OBLIGATIONS

Balance	Monthly payment	Creditor	Asset/Collateral	Market Value

Do you offer retirement benefits to your employee(s) and self? ☐ No ☐ Yes
 Has the business faced a judgment during the past 3 years? ☐ No ☐ Yes
 Has the business declared bankruptcy during the past 3 years? ☐ No ☐ Yes
 Are all local, state and federal taxes current for the business? ☐ No ☐ Yes
 Has the borrower or any guarantors ever filed for bankruptcy? ☐ No ☐ Yes
 Are there any pending lawsuits or claims against this business? ☐ No ☐ Yes
 Does the business accept credit and/or debit cards for payment? ☐ No ☐ Yes
 Does the business process payroll internally or thru a 3rd Party? ☐ Internal ☐ 3rd Party
 Are any personal assets listed on the Personal Financial Statement held in a trust? ☐ No ☐ Yes
 Is there any additional information about this request that you would like to share?

* If more than three guarantors will be supporting this loan, please attach a separate document that indicates the above requested information.

EQUAL CREDIT OPPORTUNITY NOTICE

If your application for credit is denied, you have the right to a written statement of the specific reasons for the denial. To obtain the statement, please send your request within 60 days from the date you are notified of the Creditor's decision to Firstmark Credit Union, P.O. Box 701650, San Antonio, Texas 78232, Attention: Business Lending. The Creditor will send you a written statement of reasons within 30 days of receiving your request for the statement. The notice below describes additional protections extended to you

EQUAL CREDIT OPPORTUNITY NOTICE (cont.)

NOTICE: All documents submitted and obtained in the course of this application become property of Firstmark Credit Union and may not be available for return. If you have been asked to act as a guarantor for the credit of one or more primary applicant(s) and are providing information to the creditor in this application for that purpose, please be advised that if the creditor determines that you do not meet its standards of creditworthiness for the amount and/or kind of credit desired by the primary applicant(s), the creditor is required by law to provide the specific reasons for such adverse action to the primary applicant(s), either verbally or in writing as instructed in the preceding paragraph and NOT to you. Unless you are willing to share the specific reasons for adverse action based on your credit history with the primary applicant(s), you should not submit this application to the creditor. Your choosing to submit this application to the creditor will be deemed by the creditor to be your authorization to share the specific reasons for adverse action with the primary applicant(s) should the application be denied. In addition, no oral or written communication implying approval of a loan or loans is enforceable or binding until loan documents have been properly executed by all parties.

The Federal Equal Credit Opportunity Act prohibits creditors from discriminating against credit applicants on the basis of race, color, religion, national origin, sex, marital status, age (with certain limited exceptions); because all or part of the applicant's income derives from any public assistance program; or because the applicant has in good faith exercised any right under the Consumer Credit Protection Act. The Federal agency that administers compliance with this law concerning this creditor is the National Credit Union Administration, Region IV (Austin), 4807 Spicewood Springs Rd., Suite 5200, Austin, Texas, 78759-8490.

Primary Borrower	Title	Date
Guarantor	Title	Date
Guarantor	Title	Date
Guarantor	Title	Date

PLATINUM VISA® BUSINESS AGREEMENT

ANNUAL PERCENTAGE RATE
(APR) for Purchases

14.24% to 18.00% when you open your account, based on your creditworthiness. The APR will vary with the market based on the Prime Rate.

Other APRs

Balance Transfer APR: 18% fixed
Cash Advance APR: 18% fixed
Penalty APR: 18% fixed* This APR may be applied to the entire balance on your account if you: Make a late payment.

Variable Rate Information

APRs will vary. The APR for purchases will equal U.S. Prime Rate** plus a margin of either 5.99% or 9.99%, based on credit and other conditions. The maximum APR that can apply is 18% or the maximum permitted by law, whichever is greater. However, the APR will not go below 8% or 9.99% depending on credit qualification.

Grace Period for Repayment
of Balances for Purchases

25 days if total balance is paid in full by the payment due date on the billing statement; otherwise none.

Grace Period for Repayment
of Balances for Cash Advances
& Balance Transfers

None

Method of Computing the
Balance for Purchases

Average daily balance (including new purchases)

PLATINUM VISA® BUSINESS AGREEMENT (cont.)

Annual Fee	\$35	
Cash Advance Fee	2% of each Cash Advance	
Balance Transfer Fee	\$0	
Minimum Financial Charge	None	
Over-limit Fee	\$15 when account balance exceeds the established credit limit by 10% or more.	
Minimum Payment	The minimum payment will be the average daily balance at 4% or \$25.00 and rounded to the higher dollar.	
Late Payment Fee	\$25, when the minimum required payment is not received within 10 days after the Closing Date subsequent to the payment Due Date.	
International Purchase, Credit Voucher and Cash Disbursement Fee	1% per transaction	
Returned Check Fee \$25	Card Replacement Fee \$5	Pay By Phone Fee \$5

To Report Lost or Stolen Cards 24/7 call 1(866)820-3034.

*Application of Penalty APR. Your APR may be increased to the disclosed Penalty APR if you are 60 days late in making a payment. If your APRs are increased for any of these reasons, the Penalty APR will apply until you make at least six (6) minimum payments by the payment due date as shown in your monthly statement.

** The Prime rate for the Platinum VISA® Business credit account is the highest bank prime loan rate as published on the first Tuesday of the month prior to the start of each quarter listed in The Wall Street Journal in its Money Rate section. The Annual Percentage Rate can change quarterly on the first day of January, April, July and October.

The information regarding the cost of the accounts described above is accurate as of September 29, 2017. This information may have changed after that date. To find out what may have changed, call us at (210) 442-0100, (800) 683-1211 or write us at Firstmark Credit Union, P.O. Box 701650, San Antonio, TX 78270-1650.

FOR BUSINESS CREDIT CARD REQUESTS ONLY

I, _____ certify that I am an Officer, Partner and/or Owner of the business entity and authorize the following signers authority to request, obtain, carry and use the Firstmark Credit Union Visa® Credit Card(s). I also agree that any charges, interest, fees and other expenses associated with the card(s) is the whole and complete obligation of the business entity and the guarantor(s).

If you are applying for a credit card, you understand that the use of your credit card will constitute acknowledgement of receipt and agreement to the terms of the credit card agreement and disclosures.

You grant us a security interest in all individual and joint share and/or deposit accounts you have with us now and in the future to secure what you owe under the Agreement and if you have applied for a credit card, under the credit card agreement. When you are in default, you authorize us to apply the balance in these accounts to any amounts due. Shares and deposits in an Individual Retirement Account, and any other account that would lose special tax treatment under state or federal law if given as security, are not subject to the security interest you have given in your shares and deposits.

AUTHORIZED SIGNERS OF REQUEST

Name 1	SSN	Date of Birth
Signature		Date
Name 2	SSN	Date of Birth
Signature		Date

Firstmark Credit Union

Personal Financial Statement

GUARANTOR

Name _____ Social Security Number _____
 Residential Address _____
 Daytime Phone _____ Email Address _____
 Date of Birth _____ Business Name _____

ASSETS

Cash on Deposit (Ck/Sav/MMkt) \$ _____
 Certificates-of-Deposit \$ _____
 Stocks & Bonds (describe below) \$ _____
 IRA, 401(k) & Other Retirement Accounts \$ _____
 Accounts & Notes Receivable \$ _____
 Life Insurance (Cash Surrender Value Only) \$ _____
 Real Estate (describe on page 2) \$ _____
 Auto(s) (Present Value) \$ _____
 Other Personal Property \$ _____
 Other Assets (describe on page 2) \$ _____
 Total of All Assets \$ _____

LIABILITIES

Credit Card Balances (total) \$ _____
 Installment Account Loan – Auto(s) \$ _____
 Monthly Payment (or lease) \$ _____
 Home Equity Loan Balance \$ _____
 Mortgage(s) on Real Estate \$ _____
 Monthly Payment (or rent) \$ _____
 Installment Accounts – Other (i.e boat/rv) \$ _____
 Monthly Payment \$ _____
 Other Loan Totals to a Credit Union or Bank \$ _____
 Unpaid Taxes \$ _____
 Other Liabilities (describe on page 2) \$ _____
 Total of All Liabilities \$ _____
ASSETS – LIABILITIES = NET WORTH \$ _____

SOURCES OF INCOME

Monthly Gross Salary \$ _____ Other Monthly Income (describe below) \$ _____
 Monthly Net Investment Income \$ _____
 Monthly Real Estate Income \$ _____ **TOTAL MONTHLY INCOME** \$ _____

MARKETABLE SECURITIES/STOCKS & BONDS

Name of Security (i.e GE or Dell)	Number of Shares/Bonds	Prior closing day Market Value of all shares/bonds

LOANS PAYABLE TO CREDIT UNIONS & OTHERS

Name of Credit Union/Bank	Describe Collateral	Original Balance	Current Balance	Payment Amount	Frequency (i.e. monthly)

REAL ESTATE

	Property 1	Property 2	Property 3
Address			
Date Purchased			
Original Cost			
Present Market Value			
Name of Mortgage Holder			
Mortgage Balance			
Monthly Payment			

Other Personal Property (describe, including if any is pledged as security)

Other Liabilities Not Disclosed

I authorize Firstmark Credit Union to make inquiries as necessary to verify the accuracy of the statements made and to determine my creditworthiness. I certify that the preceding disclosures and any attachment(s) submitted with this document are true and accurate as of the stated date(s.) These statements are made for the purpose of either obtaining a loan, guaranteeing a loan or part of continued due diligence to maintain a loan. I understand that false, misleading and omission of facts may result in Firstmark Credit Union electing to pursue legal measures, including an immediate repayment of all loans extended based upon the preceding.

PRINTED NAME

APPLICANT SIGNATURE

DATE

