

Purchase of \$5.4 Million First Mortgage Loans

Acquisition Cost of \$2.1 Million

\$800,000 18.0% Series A Participating Debt Offering
Eight (8) \$100,000 Units

Two (2) Performing Loans
Three (3) Non Performing Loans

Springfield, Illinois



CHESTERFIELD FARING LTD

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\$5.4 MILLION DISTRESSED LOAN POOL ACQUISITION —

COST OF \$2.1 MILLION

Five (5) First Mortgage Loan Pool, Springfield, Illinois

EXECUTIVE SUMMARY

Background. Chesterfield Faring, Ltd. (“CFL”) obtains great distressed real estate opportunities through its borrower restructuring platform. CFL was hired by Richard Lawrence (the “**Debtor**”) as his financial adviser to negotiate the purchase of a \$3.15 million first mortgage construction loan (the “**Construction Loan**”) secured by the partially redeveloped property of 518-524 Monroe Street, Springfield, Illinois 62701 (the “**Property**”) from First Bankers Trust, N.A. (the “**Bank**”). The offering price was \$1.7 million from the Bank. CFL offered \$1.0 million but the Bank countered to buy all of the \$5.4 million (the “**Face Amount**”) of the loans (the “**Pool**”) of the Debtor for \$2.1 million. CFL countered and the Bank accepted \$1.9 million for all of the Loans. The total acquisition cost of the Loans is \$2.1 million (the “**Price**”) including all closing costs. The closing (the “**Closing**”) is scheduled for December 6, 2018. The Company and the Debtor have agreed to terms for a loan modification agreement (the “**MOD**”). The leverage is **38.82%** Pool loans to value. The unpaid principal balance of the Pool is \$4.5 million (“**UPB**”) while the value of the underlying collateral is \$5.0 million (the “**Value**”).

Overview. CFL formed Springfield Note Buyer, Ltd (the “**Company**”) to buy the Pool. The Company selling eight (8) \$100,000 18.0% Series A debt participations (the “**Series A**”) to raise \$800,000 from you as the investors (the “**Investors**”). The Series A pays eighteen percent (18.0%) annual preferred accrued return (“**Preferred Return**”) plus profit participations (“**Profits**”) to the Investors. Two (2) of the five (5) Pool loans currently generate \$170,908 annual NOI (“**Cash Flow**”). The Cash Flow supports a senior loan of \$1.3 million senior loan (“**Senior Loan**”) at ten percent (10%) per annum (the “**Debt Service**”). CFL has arranged the Senior Loan. This enhances returns to the Investors through leverage. The Senior Loan and the Series A total \$2.1 million.

Transaction with the Debtor. The terms of the MOD are as follows: i) the Debtor will reaffirm the full amount of the Pool for \$5.4 million resulting from the fact that IRS rules regarding discounted debt be treated as ordinary income, the structure then must have the Pool loans remain in place for their full amount, ii) if the Debtor is not in default, the Debtor may payoff the Loans for: a) \$2.625 million (the “**Loan(s) Balance**”) or a twenty five percent (25.0%) immediate profit (\$525,000 on \$800,000 invested) to the Company, b) two percent (2.0%) per month and compounding (the “**Accrued Interest**”), plus c) a five (5.0%) exit fee (the “**Exit Fee**”) on the Loans Balance at Closing. The Debtor may make partial or full payoffs of the Pool loans by paying the Company approved payoff amount(s) to the Company, the Accrued Interest, plus the Exit Fee, all on the pro rata payoffs. An affiliate (the “**Affiliate**”) of the Company will own twenty five percent (25.0%) aka (“**Property Participation**”) of the net profits of the Property after it is fully developed. The Investors will own fifty percent (50.0%) of the Affiliate for twelve & one half percent (12.5%) participation of the Profits of the Property.

Series A Terms. The Preferred Return (18.0%) to Investors accrues at one & one half percent (1.5%) per month on a non-compounding basis on the Series A. The Investors also receive fifty percent (50.0%) of all of the Profits of the Company. Accrued Interest accrues at two percent (2.0%) a month on \$2.625 million while the Preferred Return accrues at eighteen percent (18.0%) on \$800,000. Less the Debt Service on the Senior Loan, the Company receives spread income of fourteen percent (14.0%) on the Senior Loan plus six percent (6.0%) on the Series A.

Investor Profitability. The **81.58%** potential annual return (shown in the chart) to Investors assumes that the Series A is not repaid before the end of the first year. If paid before year end, the dollar amount of Profits will decline but the percentage return will increase. These calculations do not include the Profits that may be derived by the Property Participation. The Company is rolling over all of its collateral in the Pool to complete the costs of the redevelopment of the Property. That is why the Debtor is willing to pay such a high premium to the Company. This is a very opportunistic investment secured by real estate first mortgages. To lower risk, one of the Loans is the Debtor own house which remains as collateral until the Series A principal is repaid.

Investor Profits & Base Returns	Year 1
Loan Balance	\$ 2,625,000
Interest (24.0%)	\$ 630,000
Sub Total	\$ 3,255,000
Exit Fee (5.0%)	\$ 131,250
Total Payoff	\$ 3,386,250
Senior Loan	\$ 1,300,000
Exit Fee (5.0%)	\$ 65,000
Sub Total	\$ 1,365,000
Series A Debt Payoff	\$ 800,000
Net Income	\$ 1,221,250
Series A Debt Preferred Return (18.0%)	\$ 144,000
Distributable Income	\$ 1,077,250
Asset Management Fees	\$ 60,000
Share to Series A Debt	\$ 508,625
Total Income to Series A	\$ 652,625
Annual Yield	81.58%



\$5.4 MILLION DISTRESSED LOAN POOL ACQUISITION —

COST OF \$2.1 MILLION

Five (5) First Mortgage Loan Pool, Springfield, Illinois

The Pool Underwriting. The Pool contains are all first mortgages loans (the “**Loan(s)**”). The Price is 38.82% Loans to value. The chart below shows the Total Loan amounts, UPB, our Allocated Costs, Current Value, Net Equity, plus the projected and current NOI of each Loan(s), status of each Loan.

- i) 518-524 Monroe Street, Springfield, Illinois 62701 (\$3.3 million UPB allocated at a \$1.0 million acquisition price with a real estate value of \$2.5 million).
- ii) 3650-3710 Winchester, Springfield, Illinois 62701 (\$1.008 million UPB allocated at \$750,000 acquisition price with a real estate value of \$1.56 million per a 2017 appraisal),
- iii) 215 & 219 South 6th Street, Springfield, Illinois 62701 (\$200,000 UPB allocated at \$100,000 acquisition price with a real estate value of \$400,000),
- iv) 3601 Winchester Road, Springfield, Illinois 62701 (\$500,000 UPB allocated at \$150,000 acquisition price with a real estate value of \$250,000).

Property	UPB	Total Loan	Allocated Costs	Current Value	Net Equity	Leverage	NOI	Status
Development Project								
518-524 Monroe Street	\$ 2,740,817	\$ 3,153,625	\$ 1,000,000	\$ 2,500,000	\$ 1,500,000	40.00%	\$ 900,000	Projected
Income Producing								
3650-3710 Winchester Road	\$ 1,008,390	\$ 1,048,419	\$ 750,000	\$ 1,560,000	\$ 810,000	48.08%	\$ 128,908	Current
215-219 Sixth Street	\$ 200,000	\$ 212,000	\$ 100,000	\$ 400,000	\$ 300,000	25.00%	\$ 42,000	Current
Sub Total	\$ 1,208,390	\$ 1,260,419	\$ 850,000	\$ 1,960,000	\$ 1,110,000	56.63%	\$ 170,908	Current
Borrower Office								
3601 Winchester Road	\$ 383,196	\$ 409,050	\$ 150,000	\$ 400,000	\$ 250,000	37.50%	\$ 42,000	Owner Occupied
Additional Collateral								
1404 Coral Berry Court	\$ 200,000	\$ 200,200	\$ 50,000	\$ 250,000	\$ 250,000	20.00%	\$ -	No Income
Construction Equipment	\$ 351,652	\$ 378,169	\$ 50,000	\$ 300,000	\$ 300,000	16.67%	\$ -	No Income
Sub Totals	\$ 551,652		\$ 100,000	\$ 550,000	\$ 550,000	18.18%	\$ -	
Totals	\$ 4,500,859	\$ 5,401,463	\$ 2,100,000	\$ 5,410,000	\$ 3,410,000	38.82%	\$ 1,112,908	

The Pool Status. The Pool has five (5) Loans plus other collateral as shown in the chart to the right. The chart shows totals of the Pool of \$5,405,620. The chart shows all of the information on the balances of the Loans from the Bank as of November 9, 2018.

Current Income. As stated above, two (2) of the Loans have properties generating \$170,908 current annual NOI. The properties may be refinanced for approximately \$1.0 million or a sale for \$1.7 million. If the two (2) properties were refinanced instead of sold, then the Company would retain preferred equity in each property respectively, \$700,000 in 3650-3710 Winchester and \$200,000 in 215-219 Sixth Street to further secure the Company’s collateral position. The Company will retain the Cash Flow until paid in full and will be used to pay the Debt Service on the Senior Loan.

Loan Number	Borrower	Address	Principal	Interest	Late Charges	Sub Totals	Insurance	Recording	Legal Fees	Totals
443984	Bright New Day Investments, LLC.	518-524 East Monroe Street	\$ 2,596,479	\$ 336,642	\$ 1,002	\$ 2,934,123	\$ 13,813	\$ 110	\$ 45,231	\$ 2,993,276
446933	Bright New Day Investments, LLC.	518-524 East Monroe Street	\$ 144,338	\$ 15,876	\$ 25	\$ 160,239		\$ 110		\$ 160,349
Subtotal	Bright New Day Investments, LLC.	518-524 East Monroe Street	\$ 2,740,817	\$ 352,518	\$ 1,027	\$ 3,094,362	\$ 13,813	\$ 220	\$ 45,231	\$ 3,153,625
448190	K & R Properties, Inc.	3650 & 3710 Winchester Road	\$ 1,008,390	\$ 31,004	\$ 8,916	\$ 1,048,309		\$ 110		\$ 1,048,419
448192	K & R Properties, Inc.	215-219 Sixth Avenue	\$ 200,000	\$ 12,000	\$ -	\$ 212,000	\$ -	\$ -	\$ -	\$ 212,000
454664	Siciliano Inc.	3601 Winchester Road	\$ 383,196	\$ 21,136	\$ 4,664	\$ 408,995		\$ 55		\$ 409,050
490021	Siciliano Inc.	3601 Winchester Road	\$ 1,151	\$ 2,785		\$ 3,936		\$ 220		\$ 4,156
438092	Siciliano Inc.	Equipment Loan	\$ 351,652	\$ 26,462		\$ 378,114		\$ 55		\$ 378,169
425315	Richard E. Lawrence	1404 Coralberry Court	\$ 200,000	\$ 145		\$ 200,145		\$ 55		\$ 200,200
Totals			\$ 4,885,206	\$ 446,050	\$ 14,606	\$ 5,345,862	\$ 13,813	\$ 715	\$ 45,231	\$ 5,405,620

Senior Loan Terms. The Senior Loan terms include: i) a current Debt Service of ten percent (10.0%) per annum, ii) two percent (2.0%) closing fee, plus iii) a five (5.0%) exit fee upon payoff. The Senior Loan will pay the Debt Service from the Cash Flow of \$170,908 annual NOI from two (2) of the Loan(s). The two (2) Loans include: i) 3650-3710 Winchester with \$128,908 annual NOI plus ii) 215-219 Sixth Street with \$42,000 annual NOI.

Closing Costs and Fees. CFL will earn: i) \$75,000 underwriting fee for the Senior Loan and the Series A placements, ii) a \$40,000 fee from the Debtor for the restructuring services per the original CFL engagement, iii) a \$26,000 Loan origination fee (2.0%) for the Senior Loan, iii) a \$5,000 a month asset management fee to oversee construction and the Escrow that accrues if not available from Cash Flow, plus iv) fifty percent (50.0%) ownership interest in the Company and the Affiliate. Also, these costs cover the Senior Loan costs of approximately \$50,000 in total. Legal and title should add another \$30,000 to the costs of the closing.



\$5.4 MILLION DISTRESSED LOAN POOL ACQUISITION —

COST OF \$2.1 MILLION

Five (5) First Mortgage Loan Pool, Springfield, Illinois

Property Description. The Property is a (3) three-building mixed-use complex with a total space of 62,284 SF. Completion of eighteen (18) of twenty-seven (27) apartments should be occupied no later than by July 1, 2019 in 524 Monroe Street. The remaining (9) nine apartments will be completed by year end of 2019 for 518 Monroe Street. The 9,000 square feet of first floor commercial space plus the 11,000 square feet of upper floor office space, all complying with the National PARK Service “put into service” requirement for tax credits to be approved may occur on or before 12/31/2019. It is anticipated that the Property will be “put into service” totally in less than a year from inception of the Facility and the Loan. The Property is currently in the process of an historical restoration.

Status of the Property. The Property is a “broken” construction project. The Bank refused to fund additional construction costs to complete the Property causing the Construction Loan to default. Thus, the Construction Loan and Loan(s) sale to CFL will include a general release for the Bank and an agreed pre-packaged friendly settlement agreement (the MOD) between the Debtor and CFL. The Debtor is the developer and the general contractor for the redevelopment of the Property. The Debtor is the top contractor in Springfield having built the Abraham Lincoln Memorial Library there. The Property has 62,000 SF. It is worth approximately \$2.5 million “as is”. CFL allocated its cost at only \$1.0 million for the purchase of the Construction Loan. When completed, the Property will be worth over \$11.0 million.

Business Plan. The Debtor invested over \$4.7 million in the Property to date, \$3.5 million in cash plus \$1.2 million still outstanding to vendors. Another \$7.0 million in construction costs (including the \$1.2 million outstanding) are required to complete the construction. Of the \$7.0 million, \$6.3 million has been raised from public means. See Source of Funds for the Property Redevelopment. The \$700,000 balance shall be advanced by the Company in the form of a credit line (the “Facility”) to the Debtor and added to the Pool loans. The \$700,000 will be raised from a refinancing of the Development with a new \$1.5 million first mortgage on the Property. All monies obtained will be deposited into the Escrow controlled by the Company at Chicago Title.

Source(s) of Funds for the Property Redevelopment. These following totals approximately \$7.0 million to completion the Redevelopment.

- i) The City of Springfield is providing:
 - a) \$2.0 million TIF (tax increment financing) plus
 - b) \$800,000 loan.
- ii) National Historic Tax Credit of \$2.0 million netting \$1.6 million,
- iii) A State of Illinois Tax Credit of \$1.0 million netting \$800,000,
- iv) New Market Tax Credits of a \$1.56 million netting \$1.24 million, plus
- v) Facility Funding of \$700,000 from the Company through refinancing the Construction Loan.

Source of Funds	Gross	Net Funding	%
City of Springfield			
TIF	\$ 2,000,000	\$ 2,000,000	
Loan	\$ 800,000	\$ 800,000	
National Historic Tax Credits	\$ 2,000,000	\$ 1,600,000	80.00%
Illinois Historic Tax Credit	\$ 1,000,000	\$ 800,000	80.00%
New Market Tax Credits	\$ 1,560,000	\$ 1,248,000	80.00%
Facility Funding	\$ 700,000	\$ 552,000	
Totals	\$ 8,060,000	\$ 7,000,000	

Completed Value. Based on the proforma, Year 1 NOI of approximately \$980,000, the Property may be valued at \$13,685,409 at 7% cap rate upon stabilization. However, for this analysis, CFL has estimated a completion value of only \$11.0 million to remain conservative. In any case, upon completion of the Property, the Company will have \$2.1 million invested with: i) a first mortgage principal loan amount in excess of \$3.0 million, ii) two percent (2.0%) per month of accrued interest, plus iii) a twenty five percent (25.0%) Equity Interest above that amount.



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Five (5) First Mortgage Loan Pool, Springfield, Illinois

PRO FORMA CASH FLOW

				2019	2020			
<u>Income</u>								
Commercial/Retail	20,388 s.f. 30% = 6,116 s.f.	Square Feet	Monthly Rent	Annual Rent	\$/SF	Annual Rent	\$/SF	
Ferguson First Floor Restaurant								
Rent	VELE	3,190	\$ 2,250	\$ 27,000	\$ 8.46	\$ 30,000	\$ 9.40	
Ferguson floors 2, 3, 4 & 8	13,148 - 1,000s.f common	12,148 s.f.						
Office / Commercial Space	2 nd Floor	3,190	3,190	38,280	12.00	39,428	12.36	
	3 rd Floor	2,986	2,986	35,832	12.00	36,907	12.36	
	4th Floor	2,986	2,986	35,832	12.00	36,907	12.36	
	8th Floor	2,986	2,986	35,832	12.00	36,907	12.36	
Basement	Gym / Fitness - other	4,800	2,400	28,800	6.00	29,664	6.18	
Rooftop Bar / Lounge	Pendig	2,986						
Booth First Floor Grocery/Convenient Store								
Commercial Space	First Floor	2,800	2,800	33,600	12.00	34,608	12.36	
Basement: Maintenance / Storage spaces		3,200						
Bateman/Kennedy First Floor Commercial								
Commercial Space	First Floor	1,400	1,400	16,800	12.00	17,304	12.36	
Other income/ misc.				5,000		5,150		
Vacancy	10%			(23,518)		(24,442)		
Total Commercial Income			18.6%	233,458		242,433		
Residential Apartments	32 Unit - Total (26,450 s.f.)	Square Feet	Monthly Rent	Annual Rent	\$/SF	Annual Rent	\$/SF	
Booth Second - Eight Floors (16 Apartments)								
Bareman/Kennedy Second & Third Floors (4 Apartments)								
Ferguson Floors 3,6 & 7 (12 Apartments)								
Total or Average Monthly Rent		26450	827	\$ 522,300	19.75	\$ 537,969	20.34	
Vacancy	5%			(26,115)		(26,898)		
Total Residential Income			81.4%	1,018,485		1,049,040		
Total Rental Income				1,251,943		1,291,473		



\$5.4 MILLION DISTRESSED LOAN POOL ACQUISITION —

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Five (5) First Mortgage Loan Pool, Springfield, Illinois

EXPENSES

		2019	2020
Total Rental Income		1,251,943	1,291,473
Expenses			
Common Areas	6,046 s.f.		
Utilities			
Electrical		20,000	20,600
Water/Sewer		9,600	9,888
Phone lines (4)		4,800	4,944
Elevator monthly service		3,600	3,708
Garbage Pickup		3,600	3,708
Pest Control		3,000	3,090
Parking for tenants @ 35.00 each month	(16) for Booth tenants only	6,720	6,922
Security/Fire Alarm		4,200	4,326
Building Insurance		25,000	25,750
Building Insurance Property		24,000	24,720
Real Estate Taxes		40,800	42,024
Real Estate Taxes		38,400	39,552
Janitorial/Maintenance		25,000	25,750
Professional Fees		20,000	20,600
Property Management @ 4%		50,078	51,659
Reserve for Replacements		15,167	15,622
Total Expenses		293,965	302,863
Net Operating Income (NOI)		\$ 957,979	\$ 988,610

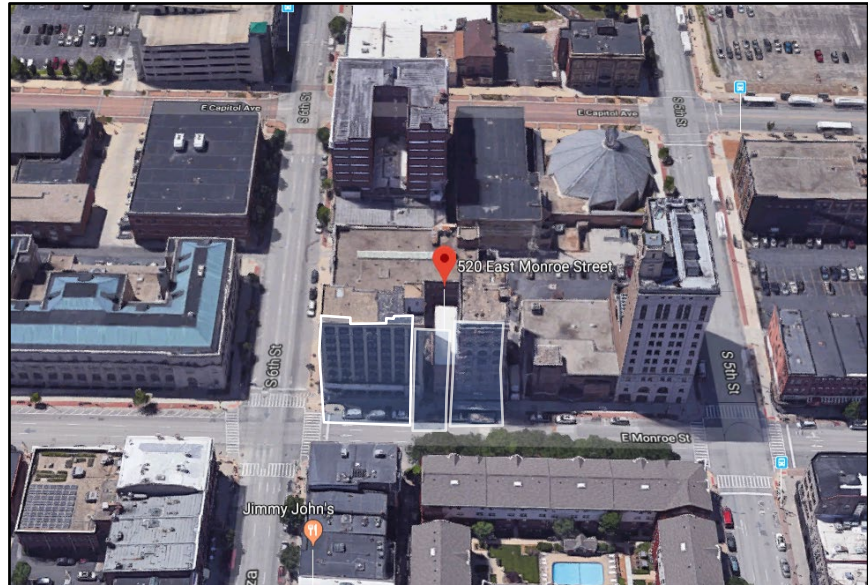
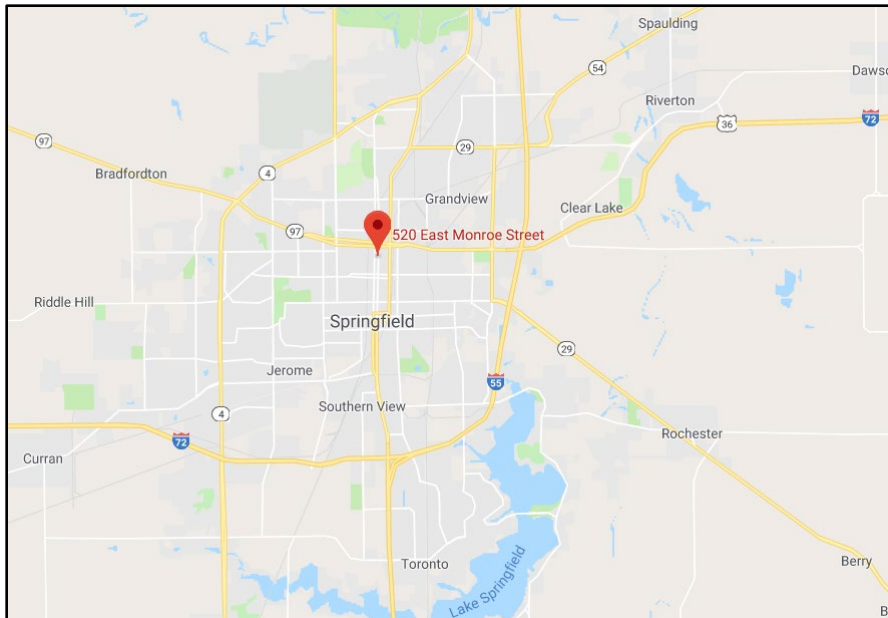
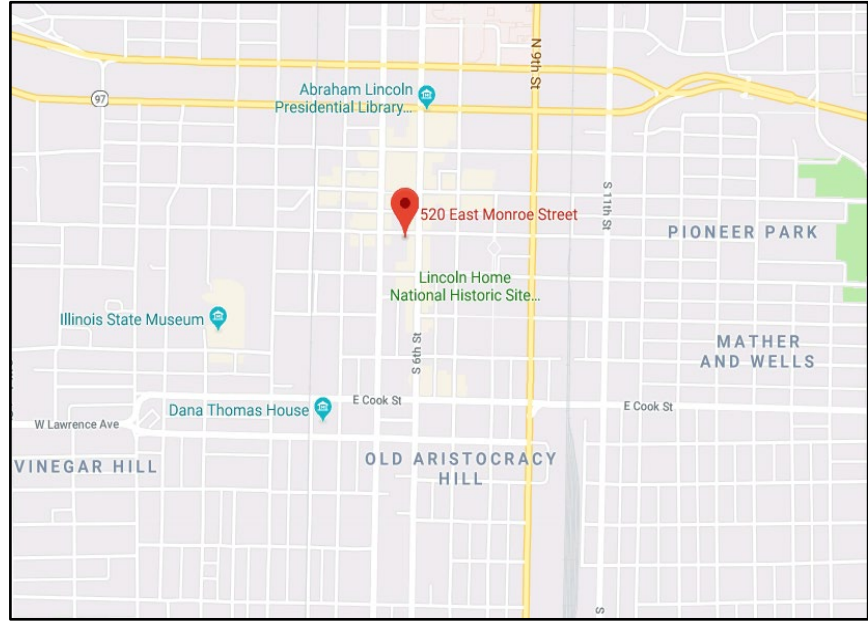
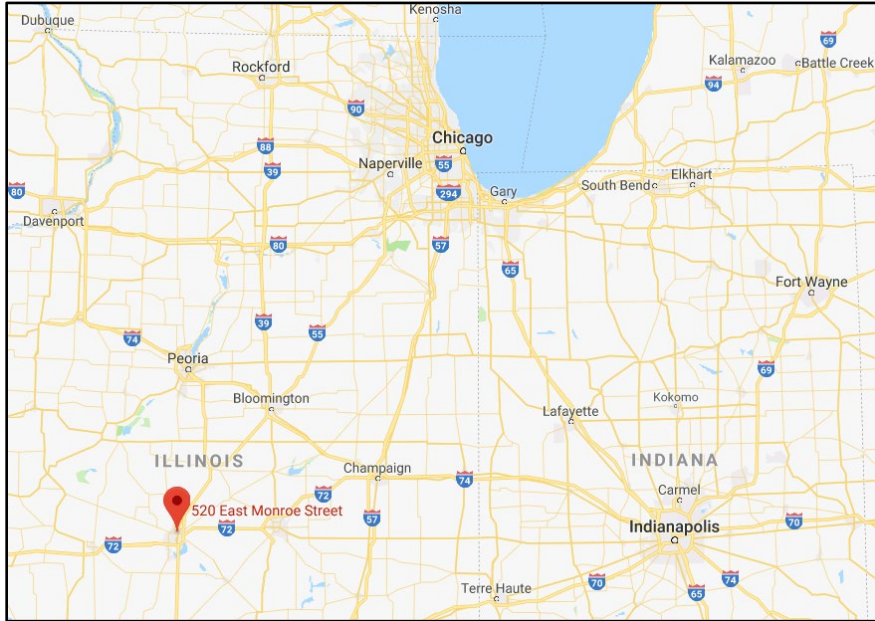


\$5.4 MILLION DISTRESSED LOAN POOL ACQUISITION —

COST OF \$2.1 MILLION

Five (5) First Mortgage Loan Pool, Springfield, Illinois

LOCATION OF THE PROPERTY



\$5.4 MILLION DISTRESSED LOAN POOL ACQUISITION —

COST OF \$2.1 MILLION

Five (5) First Mortgage Loan Pool, Springfield, Illinois

Property Address: 215 & 219 S 6th Street, Springfield, Illinois 62701

Property Type: Street Front Retails

Rentable Areas: 2,400 SF in total. (Studio on 6th- 1,200 SF; Jimmy John's – 1,200 SF)

Estimated Value as is: \$400,000



\$5.4 MILLION DISTRESSED LOAN POOL ACQUISITION —

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Five (5) First Mortgage Loan Pool, Springfield, Illinois

Property Address: 3650 Winchester Road, Springfield, Illinois 62707

Property Type: Industrial, Warehouse

Rentable Building Area: 15,200 SF

Estimated Value as is: \$1,560,000



\$5.4 MILLION DISTRESSED LOAN POOL ACQUISITION —

COST OF \$2.1 MILLION

Five (5) First Mortgage Loan Pool, Springfield, Illinois

Property Address: 3601 Winchester Road, Springfield, Illinois 62707 (Debtor's Offices)

Property Type: Industrial, Warehouse

Rentable Building Area: 4,086 SF - 1,160 SF of office space and 2,926 SF of warehouse space.

Estimated Value: \$400,000

