# \$12.97 MILLION PERFORMING FIRST MORTGAGE(S) ACQUIRED FOR \$9.3 MILLION

# Sale of Participation(s) in the Loan(s) of \$1.0 Million Secured by Two (2) 95% Leased Prime Class A Office Buildings Springfield, Illinois







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#### \$1.0 MILLION LOAN PARTICIPATIONS

#### **EXECUTIVE SUMMARY**

Overview. Chesterfield Faring, Ltd. ("CFL") is acquiring two (2) first mortgage loans (the "Loan(s)") with a total unpaid principal balance ("UPB") of \$12.97 million from First Bankers Trust NA ("FBT") who will finance \$8.3 million (the "Bank Loan") in order for CFL to pay a total cost of \$9.3 million (the "Loan Cost"). The cost difference between the Bank Loan and the Loan Cost is \$1.0 million (the "Investment"). CFL is seeking the Investment from you as junior loan participants. The Loans are secured by; i) two (2) prime Class A office buildings (the "Buildings") containing 312,665 SF plus ii) two (2) parking lots (the "Lots") in downtown Springfield, Illinois. The Loans are currently performing. One Loan matured late 2018 but remains current. The Buildings are valued at approximately \$12.0 million (the "Value"). The Loan Cost represents: i) 71.72% Loan Cost to UPB and ii) 77.35% Loan Cost to Value. The net equity is approximately \$2.7 million, the difference between the Loan Cost and the Value. The current annual net operating income ("NOI") for the Buildings (including the Lots) is \$841,949.

				% of						Сар	Maturity
Loan Number	Address	UPB	Loan Cost	UPB	Value	% of Value	Net Equity	NOI	SF	Rate	Date
433670	607 E. Adams	\$ 4,792,007	\$ 3,700,000	77.21%	\$ 6,042,200	61.24%	\$ 2,342,200	\$ 453,165	152,665	7.50%	6/26/2018
447062	1 North Old State	\$ 8,175,818	\$ 5,600,000	68.49%	\$ 5,981,292	93.63%	\$ 381,292	\$ 388,784	160,000	6.50%	4/10/2020
Totals		\$ 12,967,825	\$ 9,300,000	71.72%	\$12,023,492	77.35%	\$ 2,723,492	\$ 841,949	312,665	7.00%	

**Favorable Bank Financing.** FBT has a current relationship with CFL. When CFL purchased five (5) loans for \$2.1 million from FBT on February 1, 2019, FBT provided \$1.1 million in financing which CFL repaid by March 20, 2019. As a result, FBT agreed to provide very favorable financing to CFL at a four percent (4.0%) fixed simple annual interest for a five (5) year term for \$8.3 million loan (the "**Bank Loan**"). The annual debt service of the Bank Loan will be \$332,000 (the "**Debt Service**"). After deducting the Debt Service from the NOI, the spread is \$509,949.

**Loan Modification with Borrower.** The current borrower (the "**Borrower**") is a former client of CFL. CFL entered a negotiation with the Borrower that will provide a discounted payoff at \$11.0 million in the next two years but in the meantime provides a 5.5% simple interest per annum on the \$12.97 million Loans balance or \$713,230 per annum. This provides potential annual spread income of \$381,230 to CFL. However, there is substantial work that the Buildings require that may cause a current pay of \$500,000 plus an accrual paid later. In any case, CFL will have adequate cash flow to pay 18.0% annual interest to its investors.

**Participations.** CFL is sharing this \$1.0 million Investment opportunity with a select number of investor(s) to be loan participants ("**Participants**"). The Investment is divided into smaller participations (the "**Participations**") as follows: i) four (4) \$150,000 unit(s) (the "**Series A**") totaling \$600,000 paying 18.0% per annum on a current basis at 1.5% per month, ii) four (4) \$50,000 unit(s) (the "**Series B**") totaling \$200,000 paying 18.0% per annum on a current basis at 1.5% per month plus an accrual of 50 BPS per month totaling 24% per annum, but if cash flow is adequate, the Accrual will be paid currently, plus iii) the Series C of \$200,000 which CFL is purchasing. The Series C is subordinate to both the Series A and Series B, and the Series B is subordinated to the Series A. If repaid in less than six (6) months, the Series A and/or Series B will be paid a three percent (3.0%) exit fee increasing the annual yield of the Series A to 24.0% and the Series B to 30.0%. However, if paid after six (6) months then no exit fee will be paid. Half Units are available for the Series A for \$75,000.

						% of	Interest			Cı	umulative		
<b>Participations</b>	Loan Amounts		Cumulative		% of UPB	Value	Costs	Del	Debt Service Debt Service		bt Service	Ne	t Income
<b>Modified Loan</b>	\$	12,967,825	\$	12,967,825			5.50%	\$	713,230				
Senior Loan	\$	8,300,000	\$	8,300,000	64.00%	69.03%	4.00%	\$	332,000	\$	332,000	\$	381,230
Series A	\$	600,000	\$	8,900,000	68.63%	74.02%	18.00%	\$	108,000	\$	440,000	\$	273,230
Series B	\$	200,000	\$	9,100,000	70.17%	75.69%	24.00%	\$	48,000	\$	488,000	\$	225,230
Series C	\$	200,000	\$	9,300,000	71.72%	77.35%	NA	\$	-				

#### \$1.0 MILLION LOAN PARTICIPATIONS

Collateral. The Buildings include: i) 607 East Adams Street ("Adams") plus ii) 1 North Old State Capitol Plaza, Springfield, IL (the "Plaza"). The Lots: i) 131 North 5th Street, Springfield, IL and ii) 328 Jefferson are included with the Plaza.

Adams contains 152,665 SF of office space with PNC as a major tenant.

Plaza contains 160,000 SF of office space plus a standalone building with 6,000 SF. It has significant technology/communication capabilities plus parking.





**Improvements.** The Buildings require approximately \$650,000 of immediate improvements plus another \$250,000 within the next 18 months (collectively, the "**Improvements**"). CFL will cause a cash sweep to accrue the monies required. CFL will direct the Borrower to invest \$350,000 of their free cash flow from the cash sweep to make the Improvements.

**Sponsors.** The Borrower is a joint venture between EEI Holding Corporation and Phoenix Grove Venture, LLC. John P. Pruitt and Robert W. Egizii (the "**Guarantors**") guaranteed the Loans. Notes 447062 has a 60.0% personal guarantee, Note 447887 has a 100.0% personal guarantee, and Note 451595 has a 60.0% personal guarantee.

**CFL Obligations/ Compensation.** CFL is guarantying the Bank Loan. CFL will asset manage/service the Loans at a cost to the Borrower at \$3,500 a month. The Series C purchased by CFL entitle CFL to all excess cash flow or interest income after the Series A and Series B are paid in full their monthly interest amount. CFL is receiving a \$100,000 acquisition/origination fee. Costs to close the acquisition are estimated at another \$75,000 for legal costs and syndication costs.

Loan Number	Address Purchase Price			Value			UPB		NOI	SF	Cap Rate	Maturity date
433670	607 East Adams Street	\$	3,700,000	\$	6,042,200	\$	4,792,007	\$	453,165	124,895	7.50%	6/26/2018
447062	1 North Old State	\$	5,000,000	\$	5,181,292	\$	6,673,818	\$	388,784	145,035	7.50%	4/10/2020
447887	131 North 5th Street	\$	300,000	\$	400,000	\$	827,000			4/10/2020		
451595	328 Jefferson	\$	300,000	\$	400,000	\$	675,000		Parking Lot			4/10/2020
Totals	Totals	\$	9,300,000	\$:	12,023,492	\$	12,967,825	\$	841,949	269,930		

# \$9.3 MILLION FIRST MORTGAGE LOAN(S) ACQUISITION \$1.0 MILLION LOAN PARTICIPATIONS

#### **PROFORMA**

		(	)ne North	Ea	st Adams	Totals
SF			145,035		124,895	269,930
<b>Gross Income</b>						
Gross Potential Income		\$	1,761,085	\$	1,577,136	\$ 3,338,221
Vacancy	5.00%	\$	88,054	\$	78,857	\$ 166,911
Gross Effective Income		\$	1,673,031	\$	1,498,279	\$ 3,171,310
<b>Gross Expenses</b>						
RET		\$	263,104	\$	185,713	\$ 448,817
Insurance		\$	31,988	\$	44,297	\$ 76,285
Utilities		\$	528,645	\$	297,838	\$ 826,483
Repairs		\$	225,615	\$	282,061	\$ 507,676
Dues		\$	500	\$	1,000	\$ 1,500
Contract Labor		\$	9,645	\$	16,045	\$ 25,690
Janitorial		\$	148,546	\$	155,067	\$ 303,613
Accounting Fees		\$	4,375	\$	1,145	\$ 5,520
Pest Control		\$	2,000	\$	2,500	\$ 4,500
Grounds		\$	18,138	\$	12,000	\$ 30,138
Management fees	3.00%	\$	50,191	\$	44,948	\$ 95,139
Security		\$	1,500	\$	2,500	\$ 4,000
Total Expenses		\$	1,284,247	\$	1,045,114	\$ 2,329,361
<b>Net Operating Income</b>		\$	388,784	\$	453,165	\$ 841,949
RESERVES						
Leasing Commissions	\$ 0.40	\$	58,014	\$	49,958	\$ 107,972
TI Reserve Replacement	\$ 0.50	\$	72,518	\$	62,448	\$ 134,965
CAPEX reserves	\$ 0.50	\$	72,518	\$	62,448	\$ 134,965
Gross Reserves		\$	203,049	\$	174,853	\$ 377,902
Net Income		\$	185,735	\$	278,312	\$ 464,047

## \$1.0 MILLION LOAN PARTICIPATIONS

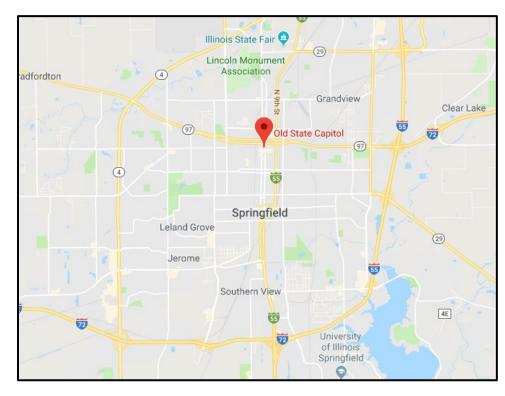
#### RENT ROLL – 1 CAPITAL PLACE --SAMPLE

Attrium Footage			Lea	ise	Expiration	Ren	ntable		%Of		Rent	Annual	
DCFS #6875	Tenant		Ter	m	Date	S	q Ft	To	tal Sq. Ft.		Per Month	Rent/Sq. Ft.	Annual Rent
													\$0
PNC	DCFS #6575		9 y	ear	05/31/2023	3,	,688		2.5%		\$3,842	\$12.50	\$46,100
Sorling Storage			10 y	ear		5	500		0.3%				\$3,000
Mame Station	PNC	10 year			12/31/2022		0		0.0%		\$0	#DIV/0!	\$0
First Floor   PNC Bank   10 year   12/31/2022   27,626   19.0%   \$33,704   \$14.64   \$40	Sorling Storage		5 y c	ear	03/31/2021	1	114		0.1%		\$57	\$6.00	\$684
PNC	Mane Station		6 у	ear	02/28/2018	2	240		0.2%		\$0	\$0.00	\$0
PNC													
Attrium Footage													
VacantNot Rentable		10	year		12/31/2022	27	,626				\$33,704	\$14.64	\$404,448.00
Second Floor   10 year   03/31/2021   24,359   16.8%   \$26,338   \$12.97   \$10 year   10 year   03/31/2021   24,359   16.8%   \$26,338   \$12.97   \$10 year													
Sorling Law Officers   10 year   03/31/2021   24,359   16.8%   \$26,338   \$12.97   18.8%   \$12.97   18.8%   \$12.97   18.8%   \$12.97   18.8%   \$12.97   18.8%   \$12.97   18.8%   \$12.97   18.8%   \$12.97   18.8%   \$12.97   18.8%   \$12.97   \$1.8%   \$12.97   \$1.8%   \$12.97   \$1.8%   \$12.97   \$1.8%   \$12.97   \$1.8%   \$12.97   \$1.8%   \$12.97   \$1.8%   \$12.97   \$1.8%   \$12.97   \$1.8%   \$12.97   \$1.8%   \$12.97   \$1.8%   \$12.97   \$1.8%   \$12.97   \$1.8%   \$12.97   \$1.9%   \$1.8%   \$1.2.97   \$1.9%   \$1.3.34   \$1.3	Vacant/Not Rentable					7,	,388	ľ	5.1%				
Third Floor	Second Floor												
Production Resources	Sorling Law Officers	10	year		03/31/2021	24	359,		16.8%		\$26,338	\$1297	\$316,053
Production Resources   3 years   09/01/2020   2,100   1.4%   \$2,188   \$12.50   \$2     Johnson Engineering   7 years   12/31/2019   2,242   1.5%   \$2,433   \$13.02   \$2     Vacant   3,392   2.3%   \$0   \$0.00     IL Board of Higher Ed   5 Year   03/31/2018   13,600   9.4%   \$13,883   \$12.25   \$16     Fourth Floor	Third Floor												
Johnson Engineering		3 v	e ars		09/01/2020	2.	100		1.4%		\$2.188	\$12.50	\$26,250.00
Vacant											-		\$29,190.84
IL Board of Higher Ed													\$0.00
DCFS #60 58   5 years   05/31/2023   17,588   12.1%   \$18,321   \$12.50   \$21     Mc Guire Woods   8 years   08/31/2019   4,858   3.3%   \$7,117   \$17.58   \$8     DCFS Lease #6575   4 years   05/31/2023   1,131   0.8%   \$1,178   \$12.50   \$1     Fifth Floor			5 Y	ear	03/31/2018						_		\$166,599.96
DCFS #6058   5 years   05/31/2023   17,588   12.1%   \$18,321   \$12.50   \$21     Mc Guire Woods   8 years   08/31/2019   4,888   3.3%   \$7,117   \$17.58   \$8     DCFS Lease #6575   4 years   05/31/2023   1,131   0.8%   \$1,178   \$12.50   \$1     Fifth Floor	Fourth Floor												
Mr   Guire Woods   8 years   08/31/2019   4,858   3.3%   \$7,117   \$17.58   \$8     DCFS Lease #6575   4 years   05/31/2023   1,131   0.8%   \$1,178   \$12.50   \$1     Fifth Floor		5.11			05/21/2022	15	7.500		12 106		\$10 221	\$12.50	\$219,849.96
DCFS Lease #6575													\$85,403.64
Fifth Floor   Hart Southworth & Witsman   7 years   04/30/2015   3,222   2.2%   \$4,633   \$17.26   \$5     Illinois LECET   10 years   03/31/2020   8,323   5.7%   \$14,052   \$20.26   \$16     Laborers Annex   3,373   2.3%   \$3.983   \$14.17   \$4     RSM   5 years   07/31/2020   9,067   6.3%   \$14,779   \$19.56   \$17     Drive Up Facility   PNC   10 years   12/31/2022   0   0.0%   \$0     Totals   Total Rentable Sq. Ft.   132,058   91.1%   \$146,757   \$13.34   \$1     Tenant Common Area Sq. Ft.   12,977   8.9%													\$14,137.56
Hart Southworth & Witsman   7 years   04/30/2015   3,222   2.2%   \$4,633   \$17.26   \$5     Illinois LECET   10 years   03/31/2020   8,323   5.7%   \$14,052   \$20.26   \$16     Laborers Annex   3,373   2.3%   \$3,983   \$14.17   \$4     RSM   5 years   07/31/2020   9,067   6.3%   \$14,779   \$19.56   \$17     Drive Up Facility	DCFS Lease #05/5	4 y	e ars		05/31/2023	1,	,131		0.590		\$1,178	\$12.50	\$14,137.50
Illinois LECET   10 years   03/31/2020   8,323   5.7%   \$14,052   \$20.26   \$16   Laborers Annex   3,373   2.3%   \$3,983   \$14.17   \$4   \$4   \$4   \$4   \$4   \$4   \$4   \$	Fifth Floor												
Illinois LECET   10 years   03/31/2020   8,323   5.7%   \$14,052   \$20.26   \$16   Laborers Annex   3,373   2.3%   \$3,983   \$14.17   \$4   \$4   \$4   \$4   \$4   \$4   \$4   \$		itsman 7 v	e ars		04/30/2015	3.	222		2.2%		\$4,633	\$17.26	\$55,598.40
Laborers Annex			_										\$168,624.00
RSM   5 years   07/31/2020   9,067   6.3%   \$14,779   \$19.56   \$17													\$47,795.40
PNC		5 ye	e ars		07/31/2020						-		\$177,350.52
PNC	Drive Un Facility												
Totals         Total Rentable Sq. Ft.         132,058         91.1%         \$146,757         \$13.34         \$1           Tenant Common Area Sq. Ft.         12,977         8.9%           Total Sq. Ft.         145,035         100.0%		<del>'  </del>	10 v	ears	12/31/2022		0		0.0%		\$0		\$0.00
Tenant Common Area Sq. Ft.         12.977         8.9%           Total Sq. Ft.         145,035         100.0%		Total Rentable So				132						\$13.34	\$1,761,085
Total Sq. Ft. 145,035 100.0%			_	q. Ft.							,		,,
·	•												
,,		•	Sq. Ft.										
Total Annual Rental Income \$1,								Total Annual I	Rental Inc	o me			\$1,761,085

#### \$1.0 MILLION LOAN PARTICIPATIONS

#### PROPERTY LOCATION - NORTH OLD STATE CAPITAL SAMPLE





#### \$1.0 MILLION LOAN PARTICIPATIONS

## **PROPERTY LOCATION – The Illinois Building 607 EAST ADAMS STREET**



#### \$1.0 MILLION LOAN PARTICIPATIONS

#### MARKET OVERVIEW

Springfield is the state capital of Illinois and the county seat of Sangamon County. The city's population of 116,250 as of the 2010 U.S. Census makes it the state's sixth most populous city. It is the largest city in central Illinois. As of 2013, the city's population was estimated to have increased to 117,006, with just over 211,215 residents living in the Springfield Metropolitan Statistical Area, which includes Sangamon County and the adjacent Menard County.

Many of the jobs in the city center around state government, headquartered in Springfield. As of 2002, the State of Illinois is both the city and county's largest employer, employing 17,000 people across Sangamon County. According to the City's 2015 Comprehensive Annual Financial Report, the largest employers in the city are:

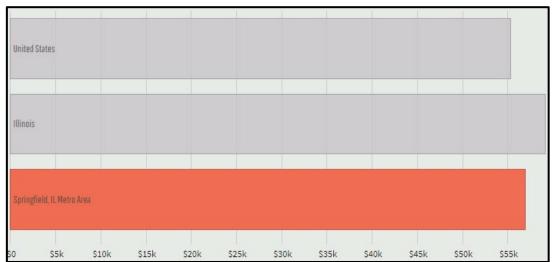
#	Employer	# of Employees
1	State of Illinois	17,500
2	Memorial Medical Center	5,854
3	St. John's Hospital	3,096
4	Springfield Public Schools	2,095
5	Springfield Clinic LLP	2,039
6	Southern Illinois University School of Medicine	1,511
7	City of Springfield	1,467
8	BlueCross BlueShield	1,316
9	Horace Mann Educators Corporation	1,063
10	University of Illinois at Springfield	926



# \$56,947 2016 VALUE ±\$1,120 Households in Springfield, IL Metro Area have a median annual income of \$56,947, which is more than the median annual income in the United States. Look at the chart to see how the median household income in Springfield, IL Metro Area

Median Household Income

compares to that in it's parent locations.



Dataset: ACS 5-year Estimate Source: Census Bureau

#### \$1.0 MILLION LOAN PARTICIPATIONS

#### **COMPARABLE LEASE ANALYSIS**











			Space	Transaction	Transaction	Starting Rent		Effective Rent		Expiration
Address	City	Tenant Name	Туре	SQFT	Туре	(USD) (per year)	Free Rent	(USD) (per year)	Lease Term	Date
3601 Wabash Avenue	Springfield	Crowe Horwath	Office	5,565		17.50	0 months	17.50	7 years	2024-03-31
7000 Piper Glen Drive	Springfield	Finley Davies	Office	1,625		13.66		13.66	3 years	2019-11-01
3161 West White Oaks Drive	Springfield	GSA (General Services Administration)	Office	2,128	New Lease	20.55		20.55	10 years	2029-04-08
3101 Constitution Drive	Springfield	GSA (General Services Administration)	Office	18,367	New Lease	25.88		25.88	10 years	2029-02-08
1760 Wabash Avenue	Springfield	US Postal Service (USPS)	Office	29,956		19.40		8.88	5 years	2023-04-30

#### \$1.0 MILLION LOAN PARTICIPATIONS

#### **COMPARABLE SALES ANALYSIS**

DIST	Transaction Date Prop Type	Property Name Address City, State, Postal / CN			Owner/Buyer ↔ Broker SSeller ↔ Broker Lender (Loan Amt)	Comments
0.3	Sale Sep '16 Office	100 North 9th Street 100 N 9th St Springfield, IL 62701 USA	60,000 sf 1 bldg / 3 flrs		□ Horace Mann Service Corp from □ Salvation Army	Office - Sub property; to be Commercial- Industrial; bought for renovation; prior sale: Jul-09 (\$3.4m);
0.4	Sale Oct '14 Office	428 E Carpenter St 428 E Carpenter St Springfield, IL 62702 USA	1 bldg / 2 flrs	\$4.9 approx	■ Memorial Health System from ■ Robert Posegate	100% occ.;Office - Sub/medical property; Tenants: single tenant SIU HealthCare;
2.5	Sale Feb '15 Office	2200 Churchill Rd 2200 Churchill Rd Springfield, IL 62702 USA	108,000 sf 2 flrs	\$6.2 approx \$57 /sf	☑ Kevin & Michael Weiss from ☑ Bruce A Swartz Trust ☑ Wells Fargo (\$6.2m approx)	Office - Sub property; Tenants: Department of Healthcare Family Service;
3.7	Sale Jul '15 Office	3201 Old Jacksonville Road 3201 Old Jacksonville Road Springfield, IL 62711 USA	1 bldg / 2 flrs	approx	□ Lady of America Inc from □ Coldwell Banker □ Private/Other (\$2.8m approx)	Office - Sub property; bought for occupancy;
4.5	Sale Jan '16 Office	3201 Robbins Road 3201 Robbins Rd Springfield, IL 62711 USA	20,706 sf 1 bldg / 1 flr		O Donna Robbins from S Trust 01-024 S United Community Bank (\$3.5m approx)	Office - Sub property;
4.7	Sale Mar '18 Office	3500 Wabash Avenue 3500 Wabash Ave Springfield, IL 62711 USA	20,505 sf 1991 1 bldg / 1 flr	confm'd	O Government Investment Partners LLC from Siegrist Family Partnership by ∰ Marcus & Millichap Si Town & Country Bank (\$1.7m approx)	Office - Sub property; Tenants: US Agricultural Department;

# \$9.3 MILLION FIRST MORTGAGE LOAN(S) ACQUISITION \$1.0 MILLION LOAN PARTICIPATIONS

#### **BORROWER PROFILE**

The Borrowers both operate large construction companied in Springfield.

Robert Egizii operates the largest electrical supply/ installation-company in Springfield.

John Pruitt operates the largest HVAC operator and contractor in Springfield.

Financial statements available upon request,



