



1948 East Santa Fe, Olathe, Kansas 66062

Office: 913.782.9000 Fax: 913.768.6171

## Client Funding Request

This funding request will be used to provide financial advisory services for the potential of obtaining competitive funding from one or several of our lending partners and/or joint venture sources. Please complete this form with as much detail as possible, while keeping the information concise. Supporting information can follow after review of summary. Please provide pictures, as indicated.

Upon completion, you may email the information to the attention of Jerry Bengtson, [jbengtson@cbcfishman.com](mailto:jbengtson@cbcfishman.com) or fax (913) 768-6171. We will then contact you to discuss financing opportunities.

**1. Borrower(s) Information:** *(If there is more than one Borrower, please attach a separate sheet with this information for each additional borrower.)*

Business Name of: \_\_\_\_\_

Borrower Name(s): \_\_\_\_\_

Title: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_

Zip: \_\_\_\_\_

Office Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Cell: \_\_\_\_\_

Other: \_\_\_\_\_

Email: \_\_\_\_\_

Web Page: \_\_\_\_\_

Personal Credit Scores: \_\_\_\_\_

Liquidity/Cash: \_\_\_\_\_

Net Worth (Excluding This

Average Monthly Income

Project): \_\_\_\_\_

(Last 3 Years): \_\_\_\_\_

Borrower's Prior Experience with This Type of Project: \_\_\_\_\_

**2. Critical Dates:**

Are there any critical dates which must be met for this project, e.g. 1031 exchange, contract expiration dates, bank note due dates? If yes, please explain and provide dates:

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### 3. Loan Information:

Loan Type: \_\_\_\_\_ LTV: \_\_\_\_\_  
Property Type: \_\_\_\_\_ LTC: \_\_\_\_\_  
Loan Amount: \_\_\_\_\_ Appraised Value: \_\_\_\_\_  
Rate: \_\_\_\_\_ Total Project Costs: \_\_\_\_\_  
Term/Amortization: \_\_\_\_\_ Cap Rate Used: \_\_\_\_\_  
Monthly Payment: \_\_\_\_\_ Orig. Points to Broker: \_\_\_\_\_  
DSCR: \_\_\_\_\_ Fees (e.g. Appraisal, EPA, Site Visit,  
NOI: \_\_\_\_\_ Title Work, Etc.) \$ \_\_\_\_\_

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### 4. Source and Use of Funds *(We are looking for dollar amounts not descriptions):*

#### Sources

Prepaid Costs: \_\_\_\_\_  
(Cash Deposits Down Payment): \_\_\_\_\_  
Deferred Costs: \_\_\_\_\_  
Subordinated Costs: \_\_\_\_\_  
Finance Costs: \_\_\_\_\_  
Loan Amount: \_\_\_\_\_  
Total Funding Sources: \_\_\_\_\_

#### Uses

Purchase/Acquisition/Refinance: \_\_\_\_\_  
Development/Reposition: \_\_\_\_\_  
Construction/Rehabilitation: \_\_\_\_\_  
Finance Costs: \_\_\_\_\_  
Cash Out For This Property: \_\_\_\_\_  
Cash Out Other: \_\_\_\_\_  
Total Funding Uses: \_\_\_\_\_

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### 5. Exit Strategy *(If not a self-amortizing loan, how will the balloon be paid at the end of the term):*

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### 6. Property Information:

Type of Real Estate and Description: \_\_\_\_\_  
Number of Units: \_\_\_\_\_ Acreage: \_\_\_\_\_  
Gross Square Footage: \_\_\_\_\_ Net Rentable Area: \_\_\_\_\_  
Age of Structure: \_\_\_\_\_ Condition/Project Status: \_\_\_\_\_

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Location: Street: \_\_\_\_\_ City: \_\_\_\_\_  
County: \_\_\_\_\_ State: \_\_\_\_\_  
Borrower's Date of Purchase: \_\_\_\_\_ Purchase Price: \_\_\_\_\_  
Borrower's Cash Investment in \_\_\_\_\_ Borrower's Current Equity  
This Property to Date: \_\_\_\_\_ in This Property: \_\_\_\_\_  
Borrower's Source of Equity: \_\_\_\_\_  
Borrower's Current Debt against \_\_\_\_\_ Liens Or Back Taxes Owed  
This Property: \_\_\_\_\_ On This Property: \_\_\_\_\_

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### 7. Purchase Only or Development Transactions:

Sales Price (Real Estate Only) \_\_\_\_\_ Earnest Money \_\_\_\_\_  
or Projected Cost: \_\_\_\_\_ Deposit \$ \_\_\_\_\_  
Misc. Prepaid Expenses \_\_\_\_\_ Borrower's Cash Down Payment: \$ \_\_\_\_\_  
Seller-Held Second Lien Or Secondary Financing, If Applicable: \$ \_\_\_\_\_

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### 8. Additional Collateral:

#### A. Property Type and Description

City: \_\_\_\_\_  
County: \_\_\_\_\_ State: \_\_\_\_\_  
Current Value: \$ \_\_\_\_\_  
First Lien Balance: \$ \_\_\_\_\_  
Second Lien Balance: \$ \_\_\_\_\_

#### B. Property Type and Description

City: \_\_\_\_\_  
County: \_\_\_\_\_ State: \_\_\_\_\_  
Current Value: \$ \_\_\_\_\_  
First Lien Balance: \$ \_\_\_\_\_  
Second Lien Balance: \$ \_\_\_\_\_

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### 9. Prior Turn Down *(If applicable, please explain why financing could not be obtained.)*

### 10. Joint Venture Option:

If applicable, would you consider giving up a percentage of equity in this project to a joint venture, if is necessary to gain approval?

- YES      If yes, percent willing to relinquish \_\_\_\_\_ %  
 NO
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**11. Borrower(s) Information:** *(If there is more than one Borrower, please attach a separate sheet with this information for each additional borrower.)*

Check One:     Individual     Corporation     LLC     Partnership     Other: \_\_\_\_\_

Name of Business: \_\_\_\_\_

Borrower Name(s): \_\_\_\_\_ Title: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Office Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Cell: \_\_\_\_\_ Other: \_\_\_\_\_

Email: \_\_\_\_\_ Web Page: \_\_\_\_\_

Personal Credit Scores: \_\_\_\_\_ Liquidity/Cash: \_\_\_\_\_

Net Worth (Excluding This Project): \_\_\_\_\_ Average Monthly Income

(Last 3 Years): \_\_\_\_\_

Borrower's Prior Experience with This Type of Project: \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**12. Historical Income For Subject Property:**

*(Please compute income and expenses. Deduct any debt service and depreciation from expenses. Include any reserves for vacancy or management fees.)*

INCOME (ANNUAL)	2005	2006	2007	YTD THRU 2008
Gross Potential Income:				
Less 10% Reserve For				
Vacancy and Collection Loss:				
Effective Gross Income:				
Expenses (Annual):				
Real Estate Taxes:				
Insurance:				
Management:				
Reserves for Replacement:				
Utilities:				
Other Operating Expenses:				
Total Expenses:				
Net Operating Income:				
Avg. Yearly Occupancy:				

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### 13. Valuations of This Property: (Mai)

"As Is" Value: \_\_\_\_\_ Bulk Sale \_\_\_\_\_  
 Market (Retail) \_\_\_\_\_ Current Occupancy Percentage: \_\_\_\_\_  
 Owner Occupancy Percentage: \_\_\_\_\_

### 14. Availability of Third Party Documentation: *(Please check each available document)*

- Appraisal                       Mai? Date Completed: \_\_\_\_\_  
 Title Opinion                       Title Commitment  
 Title Policy Date Completed: \_\_\_\_\_

Environmental Reports:

- EPA Phase I, Date: \_\_\_\_\_  
 EPA Phase II, Date: \_\_\_\_\_  
 EPA Phase III, Date: \_\_\_\_\_

Other Third Party Reports:  Geo Tech     Soils     Feasibility

Financial Statements And Taxes (Previous three years prepared by third party and YTD internal) Check all that are available:

- Subject Property                       Principals                       Corporation, LLC or Partnership

### 15. Anticipated Budget On Subject Property: *(If new venture, current availability of pro-forma statements.)*

Check One:     Yes     No    If no, date pro-forma will be available: \_\_\_\_\_

PROJECTED INCOME STATEMENT:	2008	2009	2010
Income (Annual)			
Gross Potential Income:			
Less 10% Reserve For			
Vacancy and Collection Loss:			
Effective Gross Income:			
Expenses (Annual):			
Real Estate Taxes:			
Insurance:			
Management:			
Reserves for Replacement:			
Utilities:			

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Other Operating Expenses:			
Total Expenses:			
Net Operating Income:			
Avg. Yearly Occupancy:			

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**16. Additional Comments or Special Circumstances:**