

Development Financing Analysis Worksheet

Proposal	Proposal A	Proposal B	Proposal C	Proposal D
Amount approved per home	85% LTV	85% LTV	100% LTV	80% LTV
Interest rate	0.75%	1.00%	3.75%	NY Prime-currently 4.57%
Origination Fees	\$0	\$0	\$0	\$0
Payment Terms	24 months/interest only	12 months (*possible extension)	12 months	9 months
Security Collateral	Value of land	Value of land	Value of the land	Value of the land



A

January 9, 2020

Columbia Community Land Trust
Attn: Randy Cole – Development Financing Cullimore Cottages
500 East Walnut Street, Suite 108
Columbia, MO 65205-6015

Members of the Board of Directors:

Thank you for the opportunity to further partner with the Columbia Community Land Trust on the Cullimore Cottages. We continue to enjoy our long-standing banking relationship and appreciate the way in which our shared corporate cultures improve lives in our community. In response to the request for proposals for development financing to build five (5) homes at Cullimore Cottages, Providence Bank is committed to provide the following terms:

- Up to 85% Loan to Value on each home based on appraisal
- Interest rate at 25 basis points below the lowest other rate received; not less than 0%
- 24 months interest only for each loan; interest due monthly
- \$0 origination fees
- 1st Deed of Trust and Assignment of Leases and Rents for each property as collateral

Providence Bank will continue to prioritize our shared efforts in building affordable housing in Columbia. Specifically, we will continue to partner with the CCLT on community events, marketing initiatives and working with potential homebuyers.

Thank you for your business, for this new opportunity and for your consideration.

Sincere Regards,

A handwritten signature in black ink, appearing to read "Eric R. Morrison", written over a horizontal line.

Eric R. Morrison
President - Columbia Market



B

Mr. Randy Cole
500 E. Walnut, Suite 108
Columbia, MO 65205
RE: Development Financing – Cullimore Cottages

January 10, 2020

Central Bank of Boone County is pleased to present this terms letter for the credit accommodation described below to **Columbia Community Land Trust**. This letter is not intended to constitute a commitment to lend on the part of the Bank, but represents the fundamental terms under which we believe a commitment to lend can be forthcoming. A commitment will require a final review of all financial information of the relevant entities and appropriate approvals from the Bank's Senior Loan Committee. These terms and conditions are not all-inclusive but generally describe the terms offered to you.

Purpose: Construct 5 homes at the Cullimore Cottages.

Amount: 100% of cost or 85% of appraised value of each property, whichever is less.

Interest Rate: 1% fixed

Payment Terms: Monthly interest only payments

Loan Term: 12 month maturity with the possibility of extension

Fees: \$0 origination fee

Security/Collateral: 1st DT on properties to be constructed

Other:

- Central Bank of Boone County will waive all Mortgage closing costs to any qualified buyer of these homes
- ProsperU is a financial education program that Central Bank of Boone County rolled out in 2019 that helps first time home buyers obtain the necessary tools and education to purchase a house. ProsperU offers in-seat classes, one-on-one sessions, and interactive workshops.
- Central Bank of Boone County chose Columbia Community Land Trust as one of their four bank-wide Community Involvement organizations for 2020.

Thank you for the opportunity to provide you with terms for this request!

Best Regards:

Edward W. Scavone
Executive Vice President
Central Bank of Boone County
Phone: 573-817-8676
NMLS #: 541788

Bradley R. Roling
Assistant Vice President
Central Bank of Boone County
Phone: 573-874-8475
NMLS #: 1231885

**Request for Proposal**

1 message

Josh Stephenson <Josh.Stephenson@callawaybank.com>
To: "Randall.Cole@como.gov" <Randall.Cole@como.gov>

Thu, Dec 26, 2019 at 8:21 AM

Hi Randy,

The Callaway Bank appreciates the opportunity to look at your Cullimore Cottages construction financing. We would be happy to help you with this project. Below are the terms that we have come up with.

1. The amount of development financing per home the lending institution will approve, or up to what LTV. We will approve up to 100% LTV.
2. Proposed interest rate. 3.75% fixed for 12 months.
3. Payment terms. We are flexible on interest payments. You can pay monthly, quarterly or at maturity.
4. Origination fee amounts. We will not have any origination fee, but will collect any other related costs (Recording fees, title insurance fees, flood, etc.) associated with the transactions. We can also add these to the loan amount if preferred.
5. Security collateral required. We will take a first lien Deed of Trust on the property in which the homes will be built.
6. Any other added benefits to assist with the creation of affordable housing. We offer a \$1,000 first time homebuyer credit and will pay for a "Veterans" appraisal of up to \$1000.

Please let me know if you have any questions.

Thanks,

Josh

Josh Stephenson
Regional Market President
The Callaway Bank
Main 573-447-5414
Cell 573-881-1698
NMLS#757402

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January 8, 2020

RE: The Columbia Community Land Trust

Dear Randy,

Thank you for the opportunity to provide a proposal for development/construction financing for the construction of five homes at the Cullimore Cottages in Columbia, Missouri. The following terms are offered for your consideration.

BORROWER: Columbia Community Land Trust.

PURPOSE: Provide financing to construct five residential homes at the Cullimore Cottages.

LOAN AMOUNT: Approximately \$110,000 each but, not to exceed 80% of appraised value and no more than 100% of cost.

INTEREST RATE: New York Prime rate, floating. As of this writing is 4.75%.

TERMS: Principal and Interest due at maturity; 9 months from origination.

COLLATERAL: First deed of trust and assignment of rents/leases on subject land and improvements.

PREPAYMENT: No prepayment penalties.

CLOSING COSTS: Borrower shall be responsible for payment of all third party closing cost associated with the proposed loans including but not limited to appraisals, title work, filling fees, etc. The Bank will not charge a loan origination fee.

OTHER: These are construction loans and advances would be at the discretion of the Bank. Construction advance forms would be required along with copies of invoices and mechanic lien waivers.

Please do not hesitate to contact me at 573-499-7328 if there are any questions concerning the above Proposal.

Sincerely,

A handwritten signature in cursive script that reads 'Jeanne McGuire'.

Jeanne McGuire
Senior Vice President