

VIRTUAL SESSIONS

February 15 Virtual Session 1 / Steps 1 & 2

(Monte/Bernice/Mike)

Farming Your Community and Finding Your People

March 15 Virtual Session 2 / Step 3

(Monte/Bernice/Sam)

How to ATTRACT Financing & Investors

April 19 Virtual Session 3 / Step 4

(Mike/Bernice/Sharon)

Legal & Accounting - You have to have it!

June 21 Virtual Session 4 / Steps 5 & 6

(Bernice/Monte/Mike)

Your first (or Next) Project & How to start

July 19 Virtual Session 5 / Steps 7 & 8

(Monte/Bernice/Jim)

Building Your Team for a Successful Project

October 18 Virtual Session 6 / Step 9

(Jim/Mike/Bernice)

Setting up your Construction System

November 15 Virtual Session 7 / Steps 10,11 & 12

(Monte/Bernice/Mike)

Leasing, Property Management & Helping Others



President,
Options Real
Estate

Started Flywheeling:

- Commercial real estate

Known for:

- Helping entrepreneurs get a foothold

Community Involvement:

- Former Duncanville City Councillor
- Duncanville Design Studio
- President of CNU North Texas Chapter

MONTÉ ANDERSON

Proudly from
Duncanville, TX

BERNICE RADLE

Proudly from
Buffalo, NY



Owner of
Buffalove
Development
and Little Wheel
Restoration

Started Flywheeling:

- Maintenance calls for minimum wage.
- Energy retrofits and property management
- Began Buffalove in 2012.

Known for:

- Cute renovations on a dime
- Small storefronts
- Trying to keep apartments affordable

Community Involvement:

- Zoning Board of Appeals for the City of Buffalo
- FBCI Steering Committee
- Eugene V. Debs Hall Board



Sam Centellas (Sen tay us)

Sam was born in Santa Cruz, Bolivia and came to the States in 1st grade. He grew up in Michigan, loves cars, and is an engineer by trade, an administrator by training, and an educator by heart. Advocacy is a core part of Sam's life, as he has worked for non-profits his entire career ranging from work in higher education and community centers, to serving on boards.

Sam started community advocacy work by founding events, like West Side Wednesday, that empower immigrant owned businesses. Mayor Pete Buttigieg appointed him to the Diversity and Utilization Board to support the growth of minority owned businesses in South Bend, IN. As a Housing Authority Commissioner and La Casa de Amistad Executive Director, Sam learned more about building and developing community. During his 10+ year career leading non-profits he has developed the essential fundraising skills to develop funds that impact communities.

Sam Centellas is currently the Executive Director of CDFI Friendly South Bend, a financial justice focused non-profit serving northern Indiana.

RECAP! Steps 1 & 2

1. Who are you?
2. Define the area - draw a boundary line on a map around your farm. Drive the boundary in your car, ride it on your bicycle, but most importantly walk it. Tell us why you want to work here.
3. Commit your life to it. This is the secret sauce.
4. Write out all the things in the flywheel that you are capable of doing.
5. Who do you have relationships with? Other businesses, artists, bankers, people with \$, contractors, non-profits, city officials elected and staff, Churches, Chamber folks, Main Street folks, Garden clubs, etc.
6. What level of resources are you starting with? (money/time) Are you doing this full time or on the side? Do you intend to do this full time?
7. What are the key features of your farm? What makes it special; people, businesses, physical features, etc.
8. What are your farm's key strengths?
9. Stand on a corner and tell us what is missing in your farm? Food, barber shops, housing, places to drink, shoe cobbler, insurance agent, etc.
10. What difference can you make?
11. Who can help you?



12 STEPS to Town Making



FIND YOUR FARM.

Work it. Commit to it.
Make it your life forever.

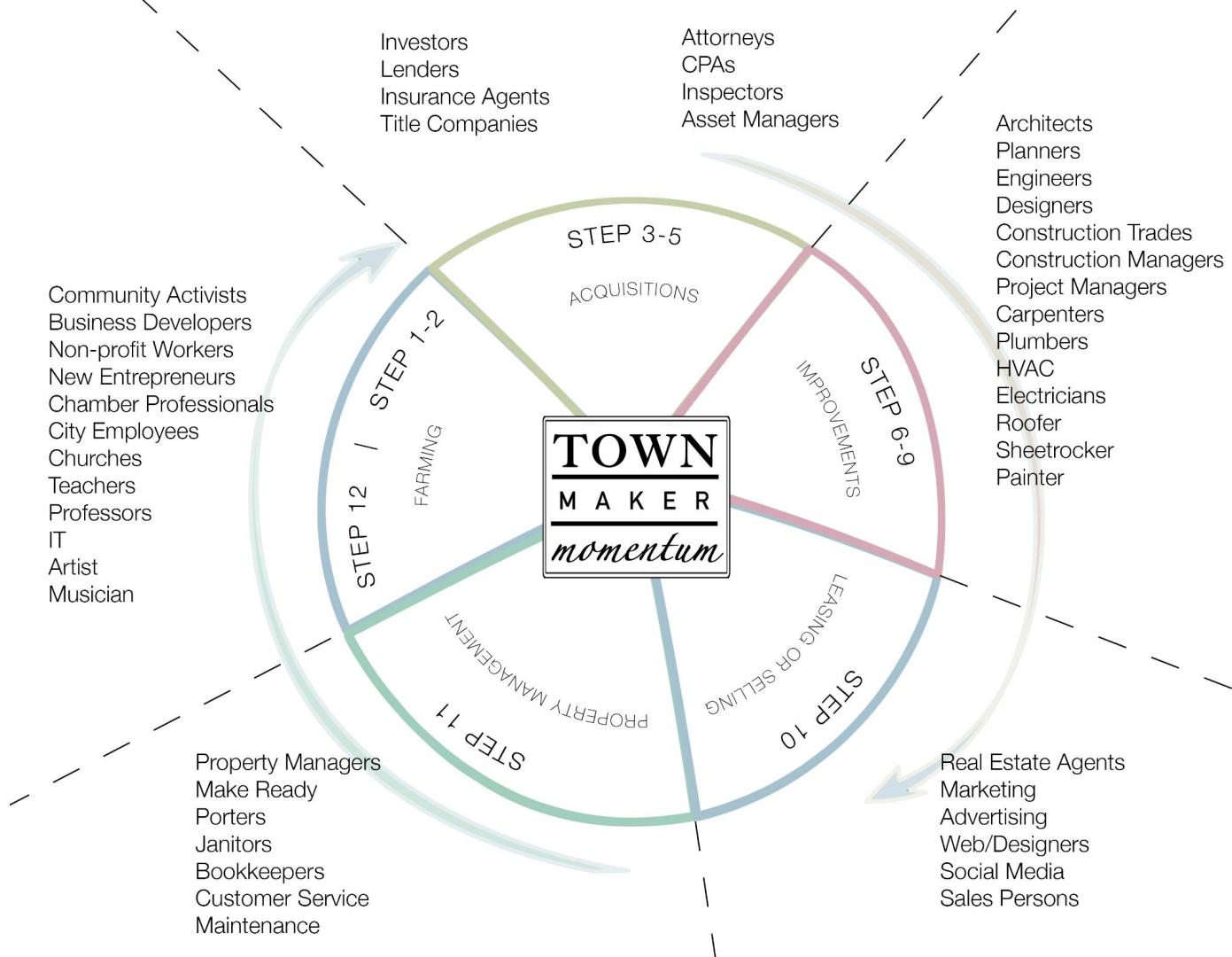
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GET TO KNOW YOUR NEIGHBORS

They will occupy, energize, and
support your spaces.



FLYWHEEL



FIND SOME INVESTORS

Keep it local. Banks are a good starting place.



BUILD SOUTH BEND

BASICS FOR A BANK LOAN APPLICATION

- ☐ **Copy of driver's license**
(or passport or official ID)
- ☐ **Two (2) most recent years completed Federal Tax Returns (signed)**
Include any extension requests (if applicable)
- ☐ **Current Personal Financial Statement (signed)**
Should be less than six (6) months old
- ☐ **If titled in an Entity (LLC, LP, S CORP)**
Two (a) most recent years completed Entity Federal Tax Returns (signed); include any extension requests (if applicable)
- ☐ **Copies of bank statements**
to support any liquidity you noted on your personal financial statements
- ☐ **Copy of organization documents:**
 - ☐ Partnership Agreement
 - ☐ Operating Agreement
 - ☐ Certificate of Formation (for LP or LLC)
 - ☐ Articles of Incorporation and Bylaws
 - ☐ Tax ID Number
- ☐ **Copy of Lease(s)**
(if applicable)
- ☐ **Agreement of Sale**
(if applicable)
- ☐ **Construction Budget**
(if applicable)
- ☐ **Pro forma**
Operating statement for rental, plus information about any historical income and expenses. (Include comparable rents in the area to support your rent estimate.)
- ☐ **Comparable sales in area to support your expected sales price**
- ☐ **Resume of professional experience**



Adapted from a list supplied by William Pounds, Senior Vice President and Director of Commercial Real Estate, Republic Bank, February 2017.

Bank Prep!

Renovation to Perm Bank Loan

Purchase: \$85,000

Construction Budget: \$60,000

After Renovation Appraisal: \$185,000

Max bank loan: \$150,000

My bank loan: \$120,000

Private loan: \$28,000 (purchase)

Structure:

20% LTV on the PURCHASE price.

\$28,000 - purchase / closing only.

Where did the \$28,000 come from?

A home equity line of credit!

40/40/20% ownership split.

Today:

Rear house: \$950

Upper: \$910

Storefront: \$575

Estimated value: \$240K + or so.



Bank Loan

Angel... ish

Purchase: \$595,000

Construction Budget: \$100,000

After Renovation Appraisal: None

Max bank loan: \$None

All in \$700,000

Structure:

50% paid by partner - as their contribution

50% paid by partner - as a loan for my 50% ownership.

Goal: Pay down quickly here.

Today:

11 units about \$8,500 a month including several affordable apartments.

Value: 1.3 million (roughly)

Notes: not enough \$\$ for construction



Angel (ish)



BECKLEY SETTLEMENT

2910 South Beckley,
Dallas, TX 75224

LOAN REQUEST



Presented by
Monte Anderson

May 15, 2021

Options Real Estate
111 East Davis Street, Suite 101
Duncanville, TX 75116
972-283-1111

optionsre.com



TABLE OF CONTENTS

**2910 South Beckley
Dallas, TX 75224**

1. PROPERTY
2. SURVEY
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5. PRO-FORMA
6. BUDGET
7. LOAN REQUEST
8. ZONING
9. LEASES

Bank Loan

2910 South Beckley

DCAD ID: 004107000801A0000

Date of copy: 5/11/2021



[Home](#) | [Find Property](#) | [Contact Us](#)

Commercial Account #004107000801A0000

[Location](#) [Owner](#) [Legal Desc](#) [Value](#) [Improvements](#) [Land](#) [Exemptions](#) [Estimated Taxes](#) [Building Footprint](#) [History](#)

Location (Current 2021)

Address: 2910 S BECKLEY AVE
Market Area: 0
Mapsc: 54-Z (DALLAS)

Legal Desc (Current 2021)

1: BECKLEY CENTER
2: BLK 8/4107 LOT 1A ACS 0.642
3:
4: INT202000096428 DD04092020 CO-D-C
5: 4107 008 01400 SDA4107 008
Deed Transfer Date: 4/14/2020

DCAD Property Map

View Photo

2021 Current Appraisal Notice
uFile Online Protest
Electronic Documents (ENS)



Print Homestead Exemption Form



Print/Mail Account Protest Form

Owner (Current 2021)

BECKLEY SETTLEMENT LLC
111 E DAVIS ST STE 101
DUNCANVILLE, TEXAS 751163615

Multi-Owner (Current 2021)

Owner Name	Ownership %
BECKLEY SETTLEMENT LLC	100%

Value

2021 Proposed Values	
Improvement:	\$210,170
Land:	+ \$139,830
Market Value:	= \$350,000
Revaluation Year:	2019
Previous Revaluation Year:	2018

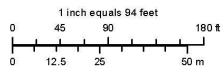
Improvements (Current 2021)

#	Desc: SCHOOL	Total Area: 16,870 sqft	Year Built: 1960
1	Construction		Depreciation
	Construction: D-WOOD FRAME		Physical: 60%
	Foundation (Area): CONCRETE SLAB (8,710 sqft)		Functional: + 0%
	Net Lease Area: 16,870 sqft		External: + 0%
	# Stories: 2		Total: = 60%
	# Units: 0		Quality: AVERAGE
	Basement (Area): UNASSIGNED		Condition: GOOD
	Heat: CENTRAL HEAT		
	A/C: CENTRAL A/C		
			Appraisal Method
		COST	

This product is for informational purposes only and may not have been prepared for or be suitable for legal, engineering, or surveying purposes. It does not represent an on-the-ground survey and represents only the approximate relative location of property boundaries.



Dallas Central Appraisal District
2949 N Stemmons Freeway
Dallas, TX 75247-6195
(214) 631-1342
www.dallascad.org



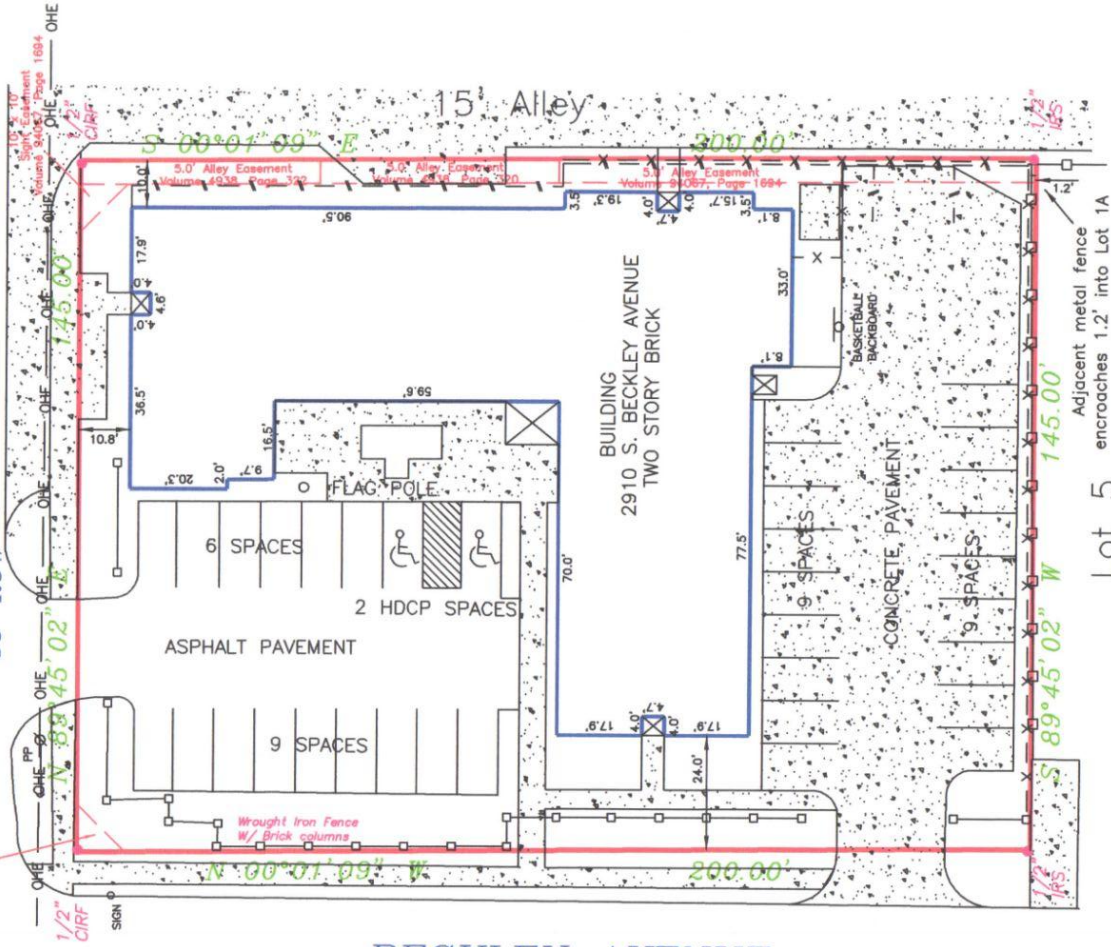
DCAD, NCTCOG, USGS, Esri, Inc

Property

BROWNLEE STREET

50' ROW

Survey 94027, Page 1694



BECKLEY AVENUE
77.55' ROW

TO: REPUBLIC TITLE OF TEXAS, INC., FIRST AMERICAN TITLE INSURANCE COMPANY, CARRION CROW HOLDINGS, LLC-SERIES M
AND DALLAS INDEPENDENT SCHOOL DISTRICT:
I, Steve Donaldson, Registered Professional Land Surveyor No. 4004, do hereby certify that the plat shown hereon was prepared from an actual survey made on the ground under my supervision and conforms to the Texas Board of Professional Land Surveying minimum standards adopted September 1, 1992; the size, location and types of improvements are shown with setback dimensions where applicable. There are no apparent visible encroachments, conflicts or protrusions except as shown. All easements shown are per the reference plat unless noted otherwise. This plat was prepared specifically for the transaction referenced below. The undersigned assumes no responsibility for any other use.

By: *Steve Donaldson*

30 0 30



IN FEET

1 inch = 30 ft.



LEGEND:
IPF = IRON PIPE FOUND
IRB = IRON ROD FOUND
X = IRON ROD SET
DOTS = CONCRETE

NOT FOR CONSTRUCTION

REPUBLIC TITLE
G.F. NO: 1002-167488-RTT
SURVEY DATE: 04-19-2017

FLOOD STAMP

FLOOD INSURANCE INFORMATION
THAT ACCORDING TO THE FLOOD
MAP, PANEL NO. 48113C048X, EFFECTIVE DATE
JULY 07, 2014, THIS PROPERTY IS NOT IN A
FLOOD PRONE AREA, ZONE X



CARMAN-DONALDSON SURVEYING
2796 LCR 758
THORNTON, TEXAS 76687
214-878-6774

BEARINGS SHOWN ARE CALCULATED FROM FIELD
OBSERVATIONS AND ARE BASED ON THE
REFERENCED PLAT UNLESS NOTED OTHERWISE

Survey

Floor Plans



AVAILABLE SPACES



SUITE	SIZE (RSF)	LEASE RATE	UTILITIES	INTERNET	TOTAL
#200	444	\$680	\$75	\$75	\$830
#205	398	\$525	\$70	\$75	\$670
#215	391	\$525	\$70	\$75	\$670
#225	429	\$570	\$75	\$75	\$720
#235	429	\$575	\$75	\$75	\$725
#245	561	\$750	\$95	\$75	\$920
#250	562	\$825	\$95	\$75	\$995
#255	547	\$730	\$95	\$75	\$900
#275	269	\$510	\$45	\$75	\$630
#280	537	\$830	\$90	\$75	\$995
#285	617	\$925	\$110	\$75	\$1,110
#290	570	\$900	\$95	\$75	\$1,070



Rent Roll

Suite #	Tenant	Rate PSF	USF	RSF	Lease Term	Monthly Rent	Annual Rent	Utilities Annual	Internet Annual	NOTES
100		\$32.00	959	1,458		\$3,888.00	\$46,656.00	\$2,916.00	\$900.00	
105		\$19.53	261	387		\$630.00	\$7,560.00	\$774.00	\$900.00	
110	Chaundra Polk	\$23.51	394	485	8/1/21 - 7/31/22	\$950.00	\$11,400.00	\$1,200.00	\$900.00	
115		\$19.64	378	556		\$910.00	\$10,920.00	\$1,112.00	\$900.00	
120		\$20.08	554	956		\$1,600.00	\$19,200.00	\$1,912.00	\$1,200.00	
130	Josie Avina	\$18.05	355	540	09/01/2021 - 08/31/2026	\$812.25	\$9,747.00	\$1,080.00	\$900.00	09/01/21 - 008/31/2024 = \$812.25 09/01/24 - 08/31/25 = \$893.50, 09/01/25 - 08/31/26 = \$882.85
135	Josie Avina	\$16.61	844	1,283	09/01/2021 - 08/31/2026	\$1,775.89	\$21,310.68	\$2,566.00	\$900.00	09/01/21 - 008/31/2024 = \$1,775.89 09/01/24 - 08/31/25 = \$1,953.48 09/01/25 - 08/31/26 = \$2,148.83
145	Shanta Maxey	\$20.15	176	268	8/1/21 - 7/31/23	\$450.00	\$5,400.00	\$540.00	\$900.00	
150	Extraordinaire Hair Bar, LLC - Roberta Hall	\$20.51	491	746	8/1/21 - 7/31/22	\$1,275.00	\$15,300.00	\$1,500.00	\$1,200.00	
155	Sharmayne Green	\$19.04	207	315	08/01/21 - 07/31/22	\$525.00	\$6,300.00	\$680.00	\$900.00	
160	Venisha Davis d/b/a Loyalty Tax Solutions and More	\$20.03	378	575	8/1/21 - 7/31/23	\$960.00	\$11,520.00	\$1,200.00	\$900.00	
165	Crystal Forney & Chambria Reynolds d/b/a PrettyMePink Boutique	\$19.35	265	403	8/1/21 - 7/31/22	\$650.00	\$7,800.00	\$840.00	\$900.00	
175	Carlisha Palmer & Tiffany Strickland	\$22.80	225	342	8/1/21 - 7/31/22	\$570.00	\$6,840.00	\$720.00	\$900.00	
180		\$20.00	395	600		\$1,000.00	\$12,000.00	\$1,200.00	\$900.00	
	Total Floor 1		5,882	8,914		\$15,996.14	\$191,953.68	\$18,220.00	\$13,200.00	
	Leased Space 5/7/21		3,335	4,957						
	Vacant Space 5/7/21		2,547	3,957						
200		\$18.92	292	444		\$700.00	\$8,400.00	\$888.00	\$900.00	
205		\$15.83	262	398		\$525.00	\$6,300.00	\$796.00	\$900.00	
210	Ka Tonya Calloway	\$16.39	270	410	8/1/21 - 7/31/22	\$560.00	\$6,720.00	\$840.00	\$900.00	
215		\$16.11	257	391		\$525.00	\$6,300.00	\$782.00	\$900.00	
220	Megan Rae Smith	\$16.04	207	315	8/1/21 - 7/31/22	\$421.00	\$5,040.00	\$636.00	\$900.00	
225		\$15.94	282	429		\$570.00	\$6,840.00	\$858.00	\$900.00	
230	Aubrey Sloan	\$16.04	207	315	8/1/21 - 7/31/22	\$525.00	\$6,300.00	\$660.00	\$900.00	
235		\$15.97	282	429		\$571.00	\$6,852.00	\$858.00	\$900.00	
240	Jori Thorns	\$16.74	182	277	05/01/21 - 4/30/22	\$386.00	\$4,632.00	\$552.00	\$900.00	Pending Tenant Signature for Amendment changing Commencement Date to 8/1/21
245		\$16.04	369	561		\$750.00	\$9,000.00	\$1,122.00	\$900.00	

Suite #	Tenant	Rate PSF	USF	RSF	Lease Term	Monthly Rent	Annual Rent	Utilities Annual	Internet Annual	
250		\$16.01	370	562		\$750.00	\$9,000.00	\$1,124.00	\$900.00	
255		\$16.01	360	547		\$730.00	\$8,760.00	\$1,094.00	\$900.00	
260	Frances Hernandez	\$20.00	223	339	8/1/21 - 7/31/22	\$565.00	\$6,780.00	\$720.00	\$900.00	8/1/21 - 7/31/24 @ \$575 7/31/26 @ \$625
270	Denise Urbina Ledezma	\$20.06	226	344	8/1/21 - 7/31/26	\$575.00	\$6,900.00	\$720.00	\$900.00	
275		\$22.75	177	269		\$510.00	\$6,120.00	\$538.00	\$900.00	
280		\$19.21	353	537		\$860.00	\$10,320.00	\$1,074.00	\$900.00	
285		\$17.78	406	617		\$975.00	\$11,700.00	\$1,234.00	\$900.00	
290		\$18.95	375	570		\$900.00	\$10,800.00	\$1,140.00	\$900.00	
	Total Floor 2		5,100	7,754		\$11,398.00	\$136,764.00	\$15,636.00	\$16,200.00	
	Leased Space		1,315	1,685						
	Vacant Space		3,785	6,069						
	Totals 1st & 2nd Floor		10,982	16,668		\$27,394.14	\$328,717.68	\$33,856.00	\$29,400.00	
	Total Leased Space		3,451	5,134						
	Total Vacant Space		7,531	11,534						
	Grand Total Potential Income									\$391,973.68

Rent Roll

PRO - FORMA**Building Size**

First Floor	8,914 SF
Second Floor	7,754 SF
Total	16,668 SF

Income	\$ 352,869.01
Expenses	\$ 97,800.00
Net Operating Income	\$ 255,069.01

CAP Rate	8.00%
Value	\$3,188,362.65

Income

Total Potential Gross Income	\$ 328,612.68
Utilities Reimbursement	\$ 33,864.00
Internet Reimbursement	\$ 29,600.00
Total	\$ 392,076.68

Adjusted Gross Income @ 90%	\$352,869.01
	\$/SF/YR \$21.170

Expenses

Taxes	\$ 12,000.00
Insurance	\$ 12,000.00
Utilities	\$ 24,000.00
Janitorial	\$ 14,400.00
Internet	\$ 6,000.00
Landscaping	\$ 4,800.00
HVAC	\$ 3,000.00
Other Maintenance	\$ 3,600.00
Property Management	\$ 13,000.00
Misc.	\$ 5,000.00
Total Expenses	\$ 97,800.00

\$/SF/YR \$5.868

Budget

DESCRIPTION OF WORK		BUDGET
Purchase Price	\$	650,000.00
Closing Costs	\$	21,627.52
Appraisal	\$	3,000.00
General Conditions	\$	50,000.00
Pest Control - Maintenance	\$	3,000.00
Asbestos Abatement / Environmental - Enviromental	\$	52,000.00
Demolition - Improvements	\$	64,257.61
Sitework / Paving / Landscape / Fencing - Improvements	\$	20,000.00
Masonry Repair - Improvements	\$	5,000.00
Metal Panel Siding - Improvements	\$	5,000.00
Framing / Trim / Exterior Repair - Improvements	\$	85,000.00
Roofing / Insulation - Improvements	\$	100,500.00
Doors / Windows / Storefronts - Improvements	\$	120,000.00
Drywall / Tile / Flooring / Paint / Final Clean - Improvements	\$	260,000.00
Bath Accessories / Signage - Improvements	\$	15,000.00
Restaurant Finish Out -	\$	75,000.00
Cabinets / Countertops / Window Treatments - Improvements	\$	40,000.00
Plumbing - Improvements	\$	118,871.00
Fire Sprinkler / Fire Alarm - Improvements	\$	30,000.00
HVAC - Improvements	\$	185,000.00
Electrical / Light Fixtures - Improvements	\$	160,000.00
Data / Internet - Improvements	\$	26,500.00
Security - Improvements	\$	25,000.00
Elevator - Improvements	\$	20,000.00
Architectural & Other Consultants - Improvements	\$	40,000.00
MEP - Improvements	\$	17,500.00
Permits - Improvements	\$	11,500.00
Insurance - Builders Risk & Gen Liability - Insurance	\$	25,345.41
Principle, Interest & Tax Payments - Loan	\$	175,000.00
Leasing Commissions - Leasing	\$	54,000.00
Development Fees - Improvements	\$	125,000.00
TOTAL	\$	2,583,101.54
Plus Contingency	\$	150,000.00
GRAND TOTAL	\$	2,733,101.54



*Celebrating thirty years of legendary service to
Southern Dallas & Northern Ellis Counties*



May 17, 2021

Mr. Jeff Frazier
Interbank
300 N. Hwy 77
Waxahachie, Texas 75165

RE: Loan Request for 2910 S. Beckley Avenue, Dallas, Texas 75224

Dear Mr. Frazier,

Attached is a loan package for the property we have been discussing. As you will see it is about 50% pre - leased. We will finish the majority of the construction on or before August 1, 2021.

We are requesting a \$2,050,000 loan with the best terms you can offer.

Thank you for your consideration.

Monte Anderson
Beckley Settlement, LLC / Manager
Options Real Estate Investments, Inc. / President
214-546-1200

Bank Loan

SEC. 51A-4.122. RETAIL DISTRICTS.

(a) Neighborhood service [NS(A)] district.

(1) Purpose. To accommodate convenience retail shopping, services, and professional offices principally servicing and compatible in scale and intensity of use with adjacent residential uses.

(2) Main uses permitted.

(A) Agricultural uses.

- Crop production.

(B) Commercial and business service uses.

None permitted.

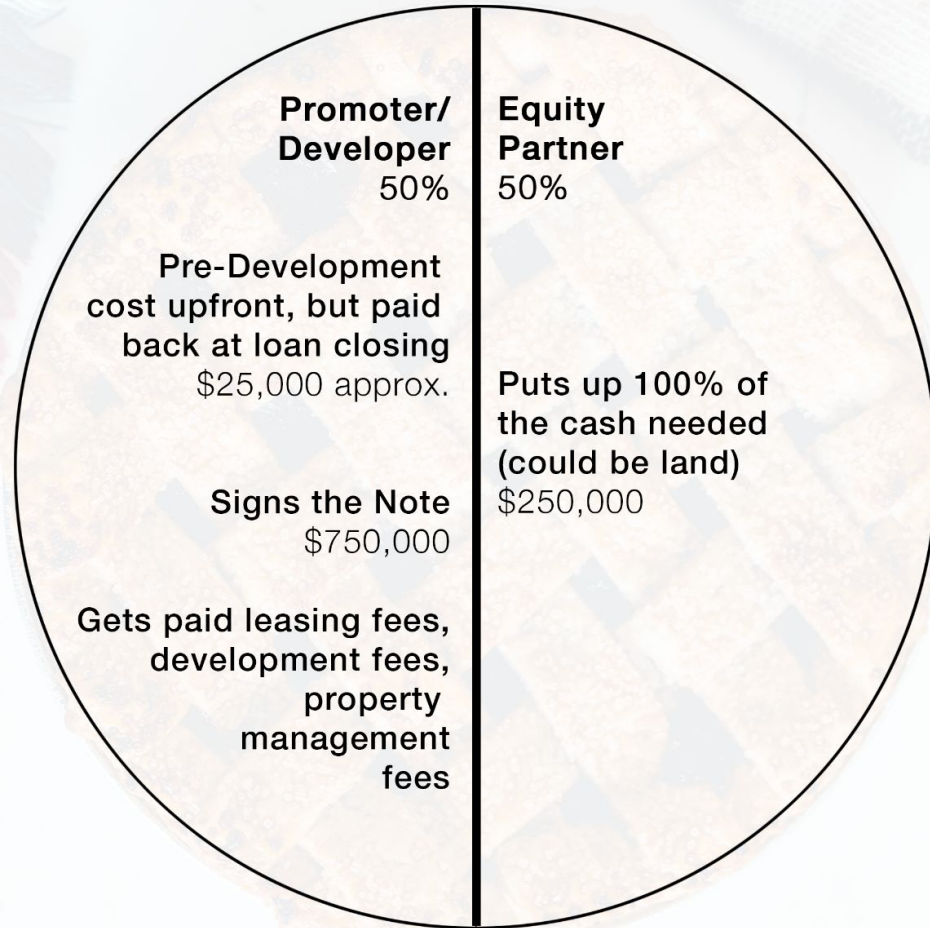
(C) Industrial uses.

- Gas drilling and production. [SUP]
- Temporary concrete or asphalt batching plant. *[By special authorization of the building official.]*

(D) Institutional and community service uses.

- Adult day care facility.
- Cemetery or mausoleum. [SUP]
- Child-care facility.
- Church.
- College, university, or seminary. [SUP]
- Community service center. [SUP]
- Convent or monastery.

\$1,000,000 total cost of project including all soft costs
Equity needed to get a loan 25% - \$250,000



The Whole Pie/Property

Cash Flow

- 1) Debt Service
- 2) Expenses (including fees)
- 3) 100% cash flow goes to equity partner until paid in full
- 4) 50-50 split between developer/equity

Whole Pie

Finding Banks

☐ List all the banks who are either in your farm or loan in your area;

☐ ☐ ☐ Interview 3 banks

Questions to ask them:

- Do you make investor real estate loans? Do you make owner occupied loans? What are your loan limits per borrower?
- How does the loan process work?
- What are your terms? (*Down payment, interest rate, length of loan*)
- What all do you need from me?
- Once I make a request, what happens?
- What is the timing from start to finish?
- How can I get a pre-approved letter?

Finding Investors

- ☐ Ask your friends and acquaintances if they know of anyone who might be interested in investing in local real estate projects.
- ☐ Find one investor to have coffee with. Ask them what they look for in an investment. That is all for the first meeting.

Teaser!

Step 4: Learn the legal and accounting!

HINT: Do not skip this step

Step 3 is complete!
Thank you!
Any questions?