



The Finance Person

Don't Overpay for Development Capital

Making Rich People Richer

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Developer/Borrower Advocate

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LARRY LUBY

100% LTC Loan Specialist

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ABOUT

Mr. Scott combines decades of practical experience, an impressive body of work with quality developers/sponsors and an intuitive nature to provide attractive equity and debt alternatives for preleased developments.

Representing developers/borrowers and raising equity capital is his specialty. With these skills he continues to be extremely successful with investment banking, negotiating contracts / leases and an array of related legal documents, teaching real estate investment principles, selling, and financing income-producing commercial properties.

Typically, his clients do not tend to invest any capital in their own projects nor give away any ownership. Working in that context, he is among the best at providing equity capital and high LTC construction loans (up to 100%). Very few commercial real estate professionals have more experience in this area.

EDUCATION & EXPERIENCE

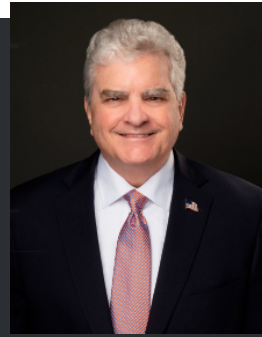
Steve is a graduate of The University of Texas at Austin, with a BA in Economics, and has earned a prestigious designation in commercial real estate. He has been a guest lecturer in the Real Estate Department of the University of Texas at Dallas. He credits his ability to teach to the superb instructors at the US Army Airborne School in Fort Benning, GA, where he earned his Wings while serving in the Texas National Guard. His time at the Texas National Guard Officers Candidate School was also an excellent learning experience.

Mr. Scott has been married to the former Rebecca Froese for 52 years. He has two grown sons and seven grandchildren.

Steve has been a servant-leader in several capacities in business, civic and charitable activities:

CIVIC & CHARITABLE ACTIVITIES

- Member of Board of Trustees, First Baptist Academy of Dallas, Texas.
- Commissioned Officer in the Texas National Guard.
- Vice Chairman, Commercial Investment Division (CID) of the Dallas Board of Realtors (currently known as NTCAR - North Texas Commercial Association of Realtors and Real Estate Professionals).
- On-site development partner of Bridgepoint I Office Building in Austin, Texas.
- Men's Bible Study Teacher and Secretary of the Board of Deacons of First Baptist Church Dallas, Texas.
- Board Member (retired after 30 years) of Dallas Real Estate Ministries www.drem.org.
- Managing Partner of 40+ Texas limited partnerships.
- President/CEO/Managing Partner of several real estate investment companies in DFW.
- Guest Lecturer and Expert Panelist for the Risk Management & Real Estate Departments of The University of Texas at Dallas.
- International Council of Shopping Centers (ICSC) Retail Real Estate Finance instructor.
- D-CEO Magazine "Power Broker" for 2019.



The Finance Person

STEPHEN A. SCOTT
Developer/Borrower Advocate

ABOUT

Mr. Luby is an experienced business developer with a unique talent for searching out opportunities and bringing people together in a fun and energizing way.

Recently he joined with Mr. Scott to provide support and to offer his strong operational and financial background gained from the many years running restaurants and the companies that he has owned.

EDUCATION & EXPERIENCE

Larry was born and raised in Dallas, Texas. He earned a BBA in Finance from Texas A&M University in College Station, Texas. He is certified in Christian leadership through Every Nation Leadership Institute.

He grew up working in the family restaurant business before joining TGI Fridays after college where he managed two restaurant concepts in four states. After starting a family, he founded Accent, Inc., a manufacturer of signs and awnings primarily catering to the restaurant industry. After selling the company he established Luby and Associates, an executive recruiting company serving the food service and healthcare industries.

He has written several books and currently owns an independent publishing company. When he is not writing, he provides life skill and spiritual enrichment training to young men at the Dallas Reggie McNeil Detention Center.

Mr. Luby has been married to the joy of his life, Judy, for eight years. He has two sons, a daughter-in-law, and two granddaughters.

Larry embraces John Maxwell's 360 degree leadership principle in personal relationships and business dealings.

CIVIC & CHARITABLE ACTIVITIES

- Board member at All Saints Anglican Church Dallas
- Member of The Sons of the American Revolution
- Texas state chairperson for the Joseph 5. Rumbaugh Oration for the Sons of the American Revolution
- Dallas chairperson the Stella Knight Essay contest for the Sons of the American Revolution.
- Director and board member for MTO Leadership, Inc.
- President (former) of the Men of Saint Michaels and All Angels Church
- Board member (former) for The Way back House
- Deacon (former) for Trinity Church Dallas
- Led international mission trips to Africa, South America, and Cuba



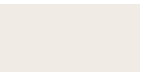
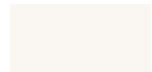
100% LTC Loan Specialist

LAWRENCE P. LUBY
Client Advocate

Creating Value for Clients

Portfolio

Making Rich People Richer



The following is a partial listing of the transactions for which Mr. Scott is responsible:

CAPITAL MARKETS

- 100% construction loans at 7.0% interest rate for several Dollar Tree-Family Dollar combo store developments in various states, including one I just closed in Mississippi.
- 80% construction loan for the development for Valvoline in Texas. (Will be 100% LTC when lease conditions are satisfied.)
- 90% construction loan for the renovation of a dark, free-standing restaurant into a well-known QSR (quick service restaurant) in Texas. (Developer had LPs that wanted to invest.)
- Provided \$3.8 million of equity capital for the development of an industrial facility for an Investment Grade tenant. The developer did not have to invest any capital in the project nor were they required to give away any ownership.
- Provided equity capital for a to-be-built medical facility in Oklahoma.
- Provided equity capital for the development of a series of Dollar Tree stores in the Southeastern United States. The developer did not have to invest any capital in project nor were they required to give away any ownership.

RETAIL

- Brokered approximately 200 retail leases and/or sales while with the Commercial Retail Division of Henry S. Miller Company (under Herbert D. Weitzman), including numerous transactions with the same retailers such as Target, Wendy's, Fayva Shoes, Dress Barn, Taylors Books, and others.
- Raised the debt and equity for the acquisition of a retail power center on I-45 in the Houston, Texas area near The Woodlands, Texas.
- Sold a 160,000-square-foot shopping center in Ohio to Lincoln Property Company.

With Retailers
Such As...

 **DOLLAR TREE**

 **Kroger**
FRESH FOR EVERYONE™

KOHL'S

& Many Others

7-Eleven Development in Florida

Financed a \$6.3M loan for a 7-Eleven development in Florida. Closed the loan with a 100% lender who reimbursed \$322K in predevelopment expenses. As the construction proceeds the 100% lender will fund all the costs.



Shopping Center in Dallas, Texas

Sold the shopping center (shown on the left) located on NW Highway west of Midway Road, Dallas, Texas for over \$500 psf.

- Northwest Highway @ Midway Road, Dallas, Texas.
- Colony Corners Shopping Center, The Colony, Texas.
- Two Kroger-anchored shopping centers, DFW.

- Anna Corners Shopping Center, Anna, Texas.
- Regent Cross II Shopping Center, Las Colinas, Texas.
- Numerous Walmart shadow-anchored shopping centers.

- Woodpark Plaza Shopping Center, The Woodlands, Texas.
- North Hills Shopping Center, Ada, Oklahoma.



Bone Daddy's House of Smoke Restaurant, Austin, Texas

Bone Daddy's House of Smoke Restaurant, Austin, Texas (Mr. Scott also guaranteed the construction loan, developed and sold the property).

- Kingwood Shopping Center, Houston, Texas.
- Broadway Corners Shopping Center, Garland, Texas.
- The Plaza Shopping Center, Tulsa, Oklahoma.
- College Park Shopping Center, The Woodlands, Texas.

- Provided a \$4.5 million construction loan for a 16,000-square-foot Walmart shadow-anchored, retail development in the Dallas-Fort Worth area. Developer's cash equity requirement was only 3% of total cost.



Construction Loan for a Retail Development

Provided an \$11.8 million, 100% construction loan for a retail development in Richardson, Texas that included the retailers shown on the left. The developer was not required to invest any additional capital in this project.



\$10+ Million Construction Loan

Closed a \$10+ million construction loan for Market Street in Ardmore, Oklahoma. The center is anchored by a 62,000-square-foot Academy Sports & Outdoors.



Kohl's Department Store

Raised approximately \$12 million of debt and equity for the "right-sizing" of an 85,000-square-foot Kohl's Department Store in Weatherford, Texas.



Razzoo's Cajun Café

Raised equity capital for development of a Razzoo's Cajun Café, Charlotte, NC.

RETAIL

- Raised equity capital for two investment funds sponsored by a Texas-based investor which has built/invested in/developed 13,000 (mainly retail) properties over the last 40 years, with no losses to its investors. Expected IRRs in the upper teens.
- Raised \$1.5 million of equity capital for the redevelopment of vacant grocery store in a neighborhood shopping center in Rowlett, Texas. This value-add opportunity should double the investor's investment in two (2) years.
- Negotiated a 100% LTC, non-recourse acquisition and pre-development loan for a vacant, 12-acre retail land speculation in Fort Worth, Texas.
- Negotiated a new banking relationship for a retailer that deposits over \$32M (in cash) per month.



Walgreens in Florida (Illustration only)

Negotiated a 100% LTC construction for a Walgreens store development in Florida.

Coyote Drive-In Theatre, Lewisville, Texas

Negotiated an SBA loan for the development of a drive-in movie theatre in DFW.



Baylor Scott & White Hospital
Sunnyvale, Texas

SF RESIDENTIAL

- Raised equity capital for residential lot development (330 lots) in Ellis County, Texas. LGI Homes (www.lgihomes.com), the national homebuilder that has committed to buy the lots upon completion, will deliver much-needed entry-level homes. HSM Dalcon, a Henry S. Miller Company subsidiary, is the sponsor. Expected IRR in the mid-20s.
- Raised equity capital for several funds sponsored by Residential Capital Partners of Dallas, Texas, which was formed in June 2010 to originate and collect secured, short-term single-family residential purchase and rehabilitation loans from the franchise network of HomeVestors of America. Since 3Q 2010, the program has originated and funded \$100MM in loan volume. Their investors have suffered no losses.



MF RESIDENTIAL

- Park at Woodmoor Apartments, Shenandoah (The Woodlands), Texas.



D.R. Horton, Inc.

Sold a 25-acre, two-phase, multi-family site in San Antonio, Texas to DHI Communities, the national multi-family development company of D.R. Horton, Inc., the largest homebuilder in the US.



Jefferson Routh Creek, Richardson, Texas

Raised equity capital for Jefferson Routh Creek, JPI's Class AA apartment development in Richardson, Texas. JPI (www.jpi.com) stands as one of the most active privately held real estate companies in America. www.livejefferson.com.



Jefferson Eastshore, Las Colinas

Raised equity capital for Jefferson Eastshore, JPI's Class AA apartment development in Las Colinas, Texas. www.livejefferson.com.

- Closed a \$67-million bridge loan for an existing Class AA multi-family project in Las Colinas, Texas (financed out 100% of cost!). The complex was only 22% leased at the time. This loan lowered the cost of funds overall.
- Sold an entitled tract of land in Odessa, Texas intended for a 240-unit multi-family development. This property will be financed through the HUD 221 (d) (4) program.



The Ellis, Carrollton, Texas

Sold a 32-acre, multifamily tract of land in Carrollton, Texas (one-day closing!). Eighteen (18) months later, Mr. Scott resold the tract for 3X+/- the original price. The project is called The Ellis; developed by NPR of Cleveland, Ohio.

OFFICE



Tuscan Professional Building, Las Colinas, Texas

Consulted for a group of physician/investors for the financing and development of Tuscan Professional Building, Las Colinas (Irving), Texas. The total cost was approximately \$9 million, and it was sold for approximately \$15 million.

- As both principal and broker, “flipped” a tract of land in Richardson, Texas to Huffman Builders for a medical office building development.



Bridgepoint Square I

Served as the on-site Development Partner of Bridgepoint Square I, a four-story office building in Austin, Texas.

DISTRESSED DEBT

- Raised the equity capital required to fund the purchase of approximately 2,300 defaulted automobile loans (purchased at \$.07 to the dollar). The investors received all their invested equity capital in four months and then it kept paying for years. The sponsor was Consumer Finance Asset Management (CFAM) of Dallas, Texas.
- Raised the equity capital required to fund first-lien mortgages for a value-add, single-family home renovation program. The investment pays a fixed 12% return. The sponsor was Residential Capital Partners of Dallas, Texas.
- Distressed SF homes in the Midwestern US.

SELF-STORAGE

- Raised equity capital for Frisco Self-Storage in Frisco, Texas.
- Consulted on several self-storage acquisitions.
- Closed a \$6.7 million bridge loan for two self-storage facilities, both in the DFW area.

OTHER

- Raised equity capital for the development of a Carrier Air Conditioning Facility, Houston, Texas.
- Negotiated a lease of a 25,000-square-foot warehouse in Dallas, Texas for a tenant/client.
- Raised equity capital for the purchase of Lake Murray Marina, Lake Murray State Park, Oklahoma.