Halcon Rojo Business Park

Temecula, Californa

Business Campus
with
Professional Offices

STUDY OF INVESTMENT RETURNS 3 buildings sold at end of construction

INVESTMENT &

LOAN REQUEST

INVESTMENT \$4,460,000

CONSTRUCTION LOAN \$12,939,000

A Project By Covenant Development, Inc.

29995 Technology Drive Murrieta, CA 92563 951 839-9040

Halcon Rojo Business Park Business Campus

Investor Returns for Added Equity

For Discussion Only

January 17, 2008

What follows is an outline of the Added Equity and the returns directly associated with and for the investment and for the investment:

A.	Investment Request for Added Equi Investor Participation: 50%	ty					\$	4,459,000
	Use of Added Equity:							
	Payoff Land Loan				\$	3,500,000		
	Pay down Interim (Gap Loan)	Line of Cre	dit		\$	300,000		
	Continue with Engineering an	d Project Co	osts		\$	659,000		
В.	Total Equity Provided:							
	Diki				\$	3,500,000		
	Invited Investor				\$	4,459,000		
	Total Equity				\$	7,959,000		
	Less Required Equity				\$	6,967,000		
	Surplus Equity at time of Con	struction Lo	an F	unding		_	\$	992,000
C.	Equity at start of Construction:						\$	3,467,000
D.	Preferred Return							
	8% for 12 months	9	\$	4,459,000	\$	356,720		
	8% for 12 months	\$	\$	3,467,408	\$	277,393		
							\$	634,000
E.	Pay Off at Permanent Loan						\$	4,101,000
F.	Earnings Recap:							
	Preferred Return						\$	634,000
	Sale Proceeds after Pref Retur	m					\$	1,003,230
	Net Return						\$	1,637,230
	Return on Total Investment							36.7%
	Return on Net Investment							47.2%
_			_					
G.	IRR Study: Assume Sale Towars en	id of Year 3 Zear	base		zed (_		2
	Investment		\$	1 (4,459,000)		<u>2</u>		<u>3</u>
	Construction Loan Pay Down		Þ	(4,433,000)	\$	992,000		
	Preferred Return				Ψ	<i>)) 2</i> ,000	\$	634,000
	Remaining Investment						\$	3,467,000
	Sale Proceeds	9	\$	-	\$	=	\$	1,003,230
	Total Returns:	<u></u>		(4.459.000)	\$	992,000	\$	5,104,230
	Internal Rate of Return	٩		(, , , , , , , , , , , , , , , , , , ,	т	36.7%	7'	18.7%

Halcon Rojo Business Park Business Campus

Loans & Use of Funds

For Discussion Only January 17, 2008

A. An Interim (Gap) Loan and Added Equity are used for this project:

Gap Loan: To bridge the costs between today and funding of Investment Request.

Created by the original investor as a Line of Credit

Exit strategy is to pay this off from the proceeds of the Added Equity

Investment \$4.46 Million

Request Proceeds will be used to payoff the balance of the Land Loan and to continue with

(Added Equity) the engineering and planning and permitting work of the project.

Exit Strategy is to pay a portion the investment from proceeds of the Construction

Loan and the balance from proceeds of a Permanent Loan.

Investor Participation 50% (Covenant is replaced by this Investor and continues

as Development Project Manager for appropriate fees)

17.6%

3,500,000

B. Construction Loan and Equity:

Source of Funds

Equity 2	Invited Investor	22.4%	\$ 4,459,000
	Partial Pay Down of Investment	<u>-5.0%</u>	\$ (992,000)
	Total Equity to Construction Loan	35.0%	\$ 6,967,000
Construct	tion Loan	<u>65.0%</u>	\$ 12,939,000
	Total Project Cost	100.0%	\$ 19,906,000
	\$ (1,641,000)		
Corrected	\$ 18,265,000		

Diki, Inc

Exit for Construction Loan and Invited Investor:

Equity 1

Proceeds of Sale:	\$ 21,333,000
Less Commission	\$ (426,660)
Payoff of Construction Loan:	\$ (12,939,000)
Adjust for Tenant Improvement - no cost	\$ 1,641,000
Payoff of Invited Investor:	\$ (3,467,000)
Preferred Return	\$ (634,113)
Payoff Diki Investment	\$ (3,500,000)
Net Sale Proceeds Before Split	\$ 2,007,227

C. End Position for Diki, Inc.:

Total Investment & Return	\$ 4,503,614
Profit from sale	\$ 1,003,614
Payoff of Investment	\$ 3,500,000

•			75/25	Acquisition & Preconstruction			Construction		
			Budget	Paid	Incurred / Planned	Total before Construction		Balance	
Gross Land Aquare Footage			233,917						
Percentage of Gross Sq. Ft.			100.00%						
Building Area			65,640						
Land Costs Land		\$	5,670,000	5,670,000		5,670,000	\$	-	
Buyout Fee		\$	100,000	100,000		100,000	\$	-	
Brokerage Fee		\$	157,500	157,500		157,500	\$	-	
Pre-Development Costs		\$	250,000	250,000		250,000	\$	-	
COE Costs (Taxes & Closing)		\$	33,552	33,552		33,552	\$	-	
Subtotal Land: Hard Costs		\$	6,211,052	6,211,052	-	6,211,052	\$	-	
						-			
Site Improvement		_	4 0 40 0 40			-	•	4 0 40 0 40	
Off-Site & On-Site		\$	1,643,212		-	-	\$	1,643,212	
Construction Supervision		\$	48,000		-	-	\$	48,000	
Monument Signs		\$	25,000		-	-	\$	25,000	
Parking Lot, Monument & Landscape Lights	700/	\$	75,000		-	-	\$	75,000	
Contingency/Misc.	70%	\$	125,385		5,000	5,000	\$ \$	120,385	
Total Site Work	⊕ /-4	Ð	1,916,596	-	5,000	5,000	Ð	1,911,596	
Construction	\$/sf	σ	4 020 440				φ	4.000.440	
Building Shell (Warm)		\$	4,939,410			-	\$	4,939,410 1,641,000	
Tenant Improvements		Ф	1,641,000			-		1,641,000	
Executive Suites Tenant Improvements	\$ 15.00 7%	¢	147,690			-	\$	460,629	
Contingency		_	460,629			-	\$ \$		
Total Building & Tenant Improvement		\$	7,188,729	-	-	-		7,188,729	
Soft Costs Architect & Engineering		\$	134,300	18,434	72,000	90,434	\$	43,866	
Fire Sprinklers		\$	12,000		12,000	12,000	\$	-	
Soils + Phase I		\$	57,700	-	2,367	2,367	\$	55,333	
Malkoff		\$	6,000	-	5,026	5,026	\$	974	
Traffic & EIR		\$	80,000	-	77,500	77,500	\$	2,500	
Civil Engineering		\$	110,000	50,940	59,060	110,000	\$	-	
Condo Map/ Engineering & Legal		\$	65,000	-	15,000	15,000	\$	50,000	
Landscape Design Fee		\$	20,000	47.700	9,332	9,332	\$	10,668	
Permits and Fees		\$	677,000	17,720	100,000	117,720	\$	559,280	
Legal & Accounting		\$	45,000	-	15,995	15,995	\$	29,005	
Property Taxes (pending reassement)		\$	97,500 90,000		40,660	40,660	\$	56,840 90,000	
Insurance		\$				-	\$		
Marketing/Advertising		\$	45,000 30,000		12.062	13,062	\$	45,000	
Printing & Reproduction Construction Supervision		\$	160,000		13,062	13,062	\$	16,938 160,000	
Construction Supervision CDI G&A	40/			204.467	100.000	400.467			
	4% 10%		710,203 257,470	284,167 22,159	198,000 42,200	482,167 64,359	\$	228,036 193,111	
Indirects Contingency	4%		178,360	22,139	178,360		\$	193,111	
Equity Fee		_			170,300	178,360	-	373,360	
Leasing Commission: 5% for 5 yrs. Total Soft Costs	5%	\$	373,360 3,148,893	393,420	840,562	1,233,982	\$ \$	1,914,911	
Total Soft Costs		φ	3,140,093	393,420	640,302	1,233,962	φ	1,514,511	
Subtotal Land, Hard & Soft Costs:		\$	18,465,270	6,604,472	845,562	7,450,034		11,015,236	
Finance Costs									
Land Loan (Original Mission Oaks Land Loan w	ith 6 month Ex	ton	sion)						
Land Loan (Onginal Mission Caks Land Loan W		\$	320,532	320,532		320,532	\$		
Land Loan Interest Land Loan - Fee			43,750	43,750		43,750	\$	<u> </u>	
Land Loan - Fee Loan Extension Fee			17,500	43,130	17,500	17,500	\$	-	
Loan Extension Interest Payments	3 months		80,133		80,133	80,133	\$		
Gap Loan 1	5 111011018	Ψ	00,100		00,133	00,133	Ψ		
Interest reserve		\$	7,116		7,116	7,116	\$	_	
Points		\$	8,539		8,539	8,539	\$		
Construction Loan		Ψ	0,000		0,000	0,000	Ψ		
Interest reserve	Const	2	614,166			-	\$	614,166	
Interest reserve			-			_	\$	-	
Loan Fees		\$	329,874		-	-	\$	329,874	
Legal, Title, Misc Documents		\$	20,000		_	_	\$	20,000	
Subtotal Finance Costs:		\$	1,441,610	364,282	113,288	477,570	\$	964,040	
Total Cost		\$	19,906,881	6,968,754	958,850	7,927,604	Ψ	11,979,277	
Equity		Ť	. 5,555,001	3,468,754	-	.,021,004		,5.5,277	
Interim Loan				3,500,000	958,850	4,458,850			
intenin Loan				3,500,000	5 50,050	4,400,000			

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Equity Requirement									
Total Equity required:	35%	\$	6,967,408	Net Equity to Cor	nstru	ction Loan			
Source of Equity									
Diki		\$	3,500,000						
Invited Investor		\$	4,459,000	Preferred Interes		8.0%	for 12 months	\$	356,720
Invited Investor - Net after Construction	Loan Pay Dow	\$	3,467,408	Preferred Interes		8.0%	for 12 months	\$	277,393
Loon Study							row/Dovidova Foot		
Loan Study: Gap Loan 1 (Line of Credit)		\$	300,000	Principle	¢	284,633	raw/Paydown Fact 100%	OF	
, , ,	10.00/		300,000	Interest			100%		
Interest= Points=	10.0%	_		Points		7,116			
Term=	3.0%	_	onths	Total Loan		8,539 300,288			
Tem=	3	IIIC	Jillis	Total Loan	φ	300,288			
Investment Request		\$	4,459,000	Principle	\$	4,459,000	100%		
Construction Loan		\$	12,939,472	Principle	\$	11,995,432			
Points=	1.25%		,, =	Points		149,943			
Brokerage=	1.50%				\$	179,931			
Interest=	8.00%					· · · · · · · · · · · · · · · · · · ·			
Const Term=	12	mo	onths	Interest - Const	\$	614,166	64%		
				Loan Amount =	\$	12,939,472			
Lease/Sale Period =	-	mo	onths	Interest		-	50%		
				Total Loan	\$	12,939,472			
Source of Funds:				Equity	Α	dded Equity	Cash		
Equity			3,500,000	3,468,754	-		31,246		3,500,000
			0,000,000	0,100,101			0.,2.0		0,000,000
Land Loan			3,500,000			3,500,000			3,500,000
Gap Loan 1			300,000			300,000			300,000
Added Equity			4,459,000			4,459,000			4,459,000
Payoff Gap Loan 1			(300,000)			(300,000)			(300,000)
Paydown Land from Gap Loan 2			(3,500,000)			(3,500,000)			(3,500,000)
Construction Loan			12,939,472						-
Pay Off Portion of Added Equity			(991,592)				0.045		(991,592)
Interest Income			6,315	3.468.754		4 450 000	6,315		6,315
			19,913,196	3,468,754		4,459,000	37,561		6,973,723
Cost			19,906,881				Equity		6,967,408
Over/(Under)			6,315				Over/(Under)		6,315
,							, ,		
Sale Proceeds		Bui	ldings 1, 2 & 3						
Sale Price: Per SF			\$325.00						
Excludes full T.I. Allowance									
		<u> </u>	#04 000 000						
Total Value			\$21,333,000						
Cost Less TI Allowance Sales Comm & Costs:	2.0%	\$	(18,265,881) (426,660)						
Sale Proceeds			2,640,459						
Profit			2,640,459						
	1	<u> </u>							