

**AZ Residential + 4 Lots | N/A****Loan Amount :** \$ 0.0**Summary :** Requested additional info + app**40th Street Cultivation | Pheonix, AZ****Loan Amount :** \$ 3400000.0

**Summary :** The Borrower has invested millions into a light industrial facility, both in infrastructure and equipment used for several applications. The purpose of the construction, equipment, and improvement will enhance the borrower's current medical marijuana operations by adding an additional facility. As one of 97 state certified permit holders, his lucrative business that includes growth facilities and dispensaries continues to expand. The growth rate of the business and industry justified the construction of this state-of-the-art facility. His current mortgages are with a private lender who made the loans at an extremely high interest rate because of his newness to the industry at that time. The borrower is seeking a refinance to recoup some of his cash to operate with and lower his debt service long enough to bring this additional facility online. A first-lien position on the property and UCC on the equipment will be included.

**Canton, OH Industrial/Office | N/A****Loan Amount :** \$ 2000000.0**Summary :**

**Youngstown Residential & Radio | N/A****Loan Amount :** \$ 2300000.0

**Summary :** There are two cities and one item of residential real estate involved: Columbus, Ohio and Youngstown, Ohio. The residential real estate is at 3405 Kiwatha Road Youngstown, Ohio. My parents live in the home and it is titled to my wife. I want to transfer it to my LLC, Percy Squire Co LLC. A copy of an old appraisal is attached. I can get an updated right away if there is interest. I just to make sure we hire someone you approve. Separate and apart from the residence, I'd like to refinance the radio assets I currently own, acquire two additional stations and pay down old debt. If paying old debt is a problem I can probably subordinate it. The Columbus station is W294AH, 95.9 FM. The Youngstown station is W258CK, 99.5 FM. Both stations are FM translators. The Columbus station went on the air on January 18, 2015 Under Federal Communications Commission (hereinafter "FCC") guidelines programming may not be originated on a FM translator. A translator must rebroadcast programming that is originated on a fully licensed radio station, a host station. The programming may then be heard on the host station frequency and the translator frequency. This recent innovation in FCC guidelines that has caused translator values to escalate. This new FCC policy allowing translators to rebroadcast programming originating on a AM station or the HD-side channel of a FM station has made translators extremely valuable. In other words, now programming may be heard either on the host AM station or the HD side channel of a FM station and the translator frequency. The virtue of this new policy is if you own an AM station, (AM stations are much less valuable than FM), you can broadcast on a FM Translator and in effect convert the AM station into a much more valuable FM station. The same is true with broadcasting on the HD side band where, without a translator, signal quality is very poor. I broadcast on the HD-3 channel of a FM station in Columbus, WTOH-FM, 98.9. As a result we have a translator frequency 95.9 FM that is the equivalent of a Class A FM station in downtown Columbus. The translator has been recently valued at \$1.35M. The most recent sale of a Class A FM in Columbus, Ohio was \$4.4M. Likewise we have a translator in Youngstown, a much smaller market. The Youngstown translator is currently valued at \$140,000.00. If we purchase an AM station in Youngstown the resulting combination will have a stick value in the \$1.5M dollar range. I closed on the purchase of the Youngstown translator on January 30, 2015. An excellent AM station is available in Youngstown for \$350,000.00. This station includes 25 acres of real estate. As a result of the above, I seek in addition to the residence financing as follows: 1. Columbus, Ohio " W294AH a) Build out costs: \$150,000 b) Working capital: \$225,000 c) Purchase WVKO "AM \$400,000 TOTAL: \$775,000 2. Youngstown, Ohio " W258CK a) Build out costs: \$150,000 b) Working capital: \$150,000 c) Purchase AM station : \$350,000 TOTAL: \$650,000 3. Existing company debt \$750,000 COMBINED TOTAL: \$2,175,000 4. Refinance Kiwatha \$125,000 TOTAL- \$2,300,000 (This figure can be reduced) Appraised value of resulting enterprise: \$4,750,000 (See, Holt Appraisal from November 18, 2014 attached) ;plus appraised value of 3405 Kiwatha \$108,000 TOTAL ASSET VALUE \$4,858,000; requested loan \$2.3M

**Focus One Marketing LLC | N/A****Loan Amount :** \$ 600000.0**Summary :**