#### 2019 McCracken Customer Conference

## Construction Budget

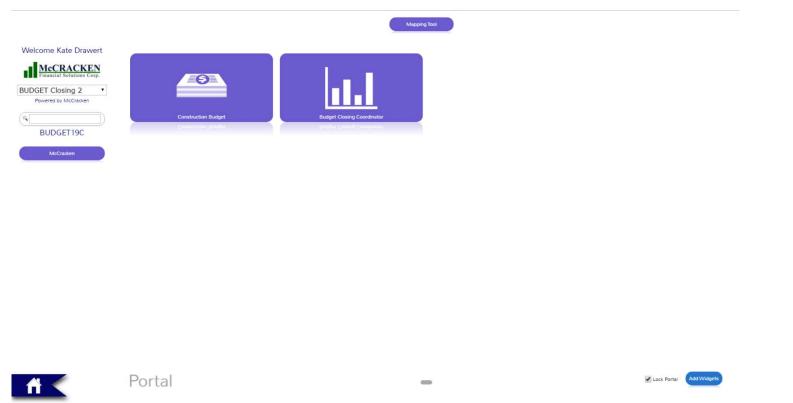


### Introduction

- Recent enhancements allow customer to:
  - Eliminate manual spreadsheets or antiquated side systems
  - Gain portfolio visibility
  - Reduce risk
  - Improve controls
  - Streamline process
  - Increase efficiency
- Session will focus on the benefits of implementing functionality and highlight how different customers have implemented features

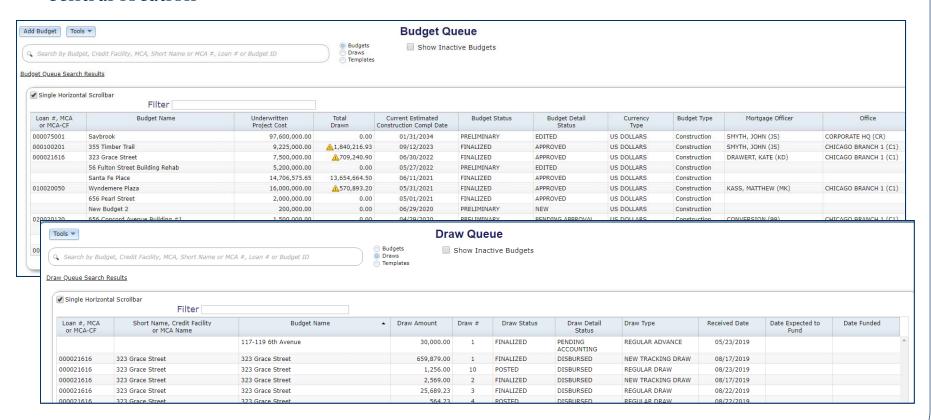
# Construction Budget

• Widget accessed via the McCracken Portal



### Budget & Draw Queues

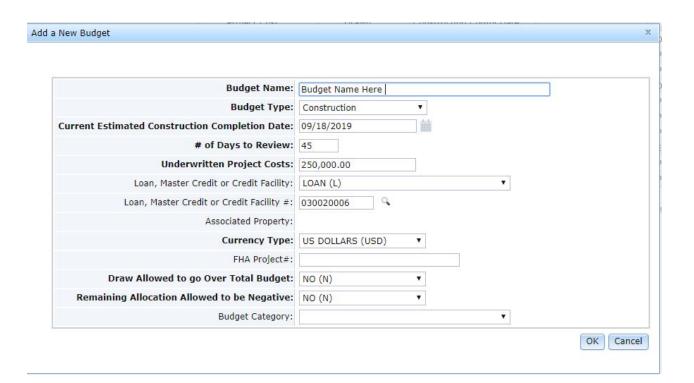
• Portfolio Visibility - Easily see the status of all your Budgets and Draws in one central location



## Creating a New Budget

- Budget Templates
  - Create a Budget from a predefined template to streamline setup
- Linking a Budget to:
  - Nothing
  - MCA (Master Credit Agreement)
  - Loan
- Workflow integration Budget Setup Process
  - Basic two step process with built in edits to ensure a balanced Budget is setup correctly:
    - Users sets up Budget and submits for approval
    - Second user reviews and approves or rejects
  - Approved Budgets cannot be changed unless they go through a Revision process

# Creating a New Budget



### **Budget Information Summary**

- Budget Information
  - Easily see the underwritten project costs and total drawn with loan level information (Closed Date, Maturity Date, Brank, Mortgage Officer)
- Notes
  - Add/view notes cut down on emails and internal communication
  - Upload documents into one central location so they can be viewed by all employees
- Clearly see the Construction, Inspector, a Cost Completion %s

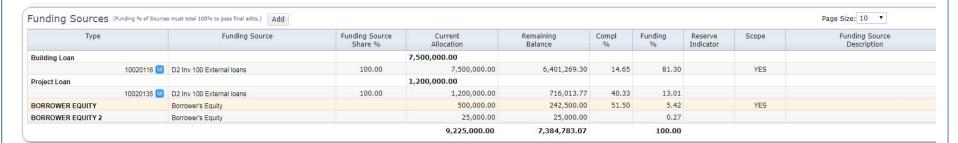
# **Budget Information Summary**

Budget Name:	355 Timber Trail			Budget Detail Status:	APPROVED
Budget Type:	Construction			Property Address:	500 Hobson Street, Naperville IL 60540
Loan, Master Credit or Credit Facility #:	000100201			Closed Date:	10/12/2013
Borrower Name:	Blankenship Group			Maturity Date:	10/15/2023
Underwritten Project Cost:	9,225,000.00			Loan Term:	10/00
Total Drawn:	1,840,216.93	<u> </u>		Loan Status:	
Line Item Allocation Remaining:				Hold Codes:	
Current Estimated Construction Completion Date:	09/12/2023			Risk Rating:	
Budget Status and Date:	FINALIZED	04/11/201	9	Supervising Engineers	
Construction / Inspector / Cost Completed %:		18.33% 0.00	% 20.86%	Title Company:	Abcore Title
Construction Start Date:				Branch:	CHICAGO BRANCH 1
Actual Construction Complete Date:				Mortgage Officer:	SMYTH, JOHN
Difference Between Underwritten Project Cost					
AND Total Funding Sources Allocation:					
AND Total Line Item:					
Most Recent Note:	reject				
				₹2	

### Funding Sources

- Capture multiple Funding Source that could fund a Budget defined by customer
  - Mortgage Proceeds
  - Borrower's Equity
- Budgets connected to an MCA Load data from MCA for Funding Sources related to Mortgage Proceeds
- Scope Functionality
  - Manage the hard cost construction budget contract that may be funded by various Funding Sources
- Reserve Indicator
  - Link a Funding Source to a Reserve and view the current balance

# **Funding Sources**

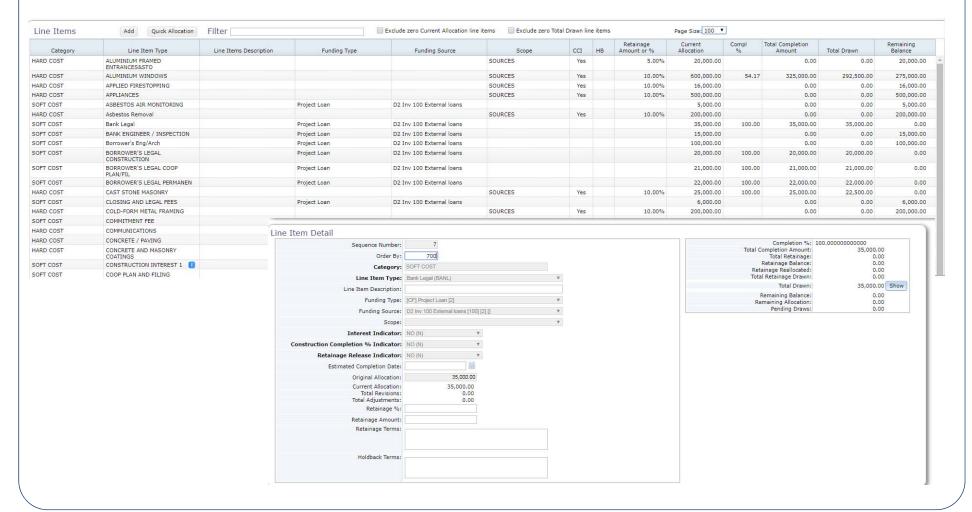




### Line Items

- Customer Defined Categories and Line Item Types
  - Complete flexibility in capturing Line Items
  - Line Items can be connected to a Funding Type and Funding Source or a Scope
- Retainage
  - Captured and managed at Line Item can be changed at any time at the time of Draw or at the Budget level
- Mapping Tool
  - Load Line Items from a spreadsheet into Budget to streamline setting up Line Items
- Quick Allocation
  - Once Line Items are loaded via the Mapping Tool, quickly go in and connect to a Funding Type and Funding Source

### Line Items



### Line Items

- Customer Implementations
  - Customers have chosen to use the Category and Line Item Type generically and provide more detail in the Line Item Description (text field)
  - Customers have used the Mapping Tool to quickly up load line items for Production Implementations

### Funding Sources & Line Items

- Customer Implementations Three ways to setup Funding Sources and Line Items:
  - Each Line Item can be connected to a specific Funding Source at the time of the Draw the system will calculate automatically how Funding Sources fund the Draw Amount
  - Setup a Scope on each Funding Source for total amount of Funding Source and then connect each Line Item to the Scope at the time of the Draw the user will determine how each Funding Source funds the Draw Amount (Most Flexible)
  - Indicate a specific amount that a Scope will be funding on each Funding Source and then connect Line Items to the Scope or remaining Funding Sources at the time of the Draw the user will determine how the Funding Sources fund the Draw Amount related to Line Items tied to Scope (example: New York deals with multiple note types that fund certain line items, the hard cost construction contract could be funded by a portion of the Building Loan(s) and a portion of Borrower's Equity)

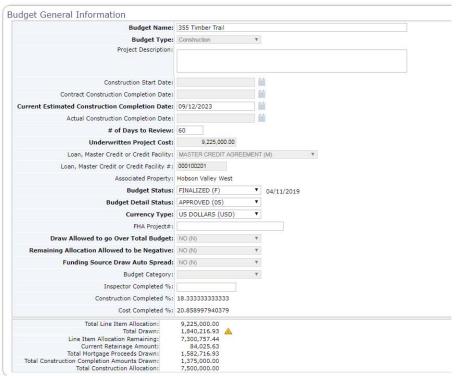
## Line Item Summary

• Provides a roll up of the allocation of Funding Sources and Line Items; as the Line Items are entered a user can easily see the remaining amounts to be allocated

ne Item Summary				
Funding Type	Funding Source	Current Allocation of Funding Sources	Current Allocation of Line Items	Remaining to be Allocated
Scope	SOURCES	7,500,000.00	7,500,000.00	
Building Loan				
10020116 🔯	D2 Inv 100 External loans	500,000.00	500,000.00	
Project Loan				
10020135 🔀	D2 Inv 100 External loans	1,200,000.00	1,200,000.00	
BORROWER EQUITY 2	Borrower's Equity	25,000.00	0.00	25,000.00
		9,225,000.00	9,200,000.00	25,000.00

### **Budget Information Detail**

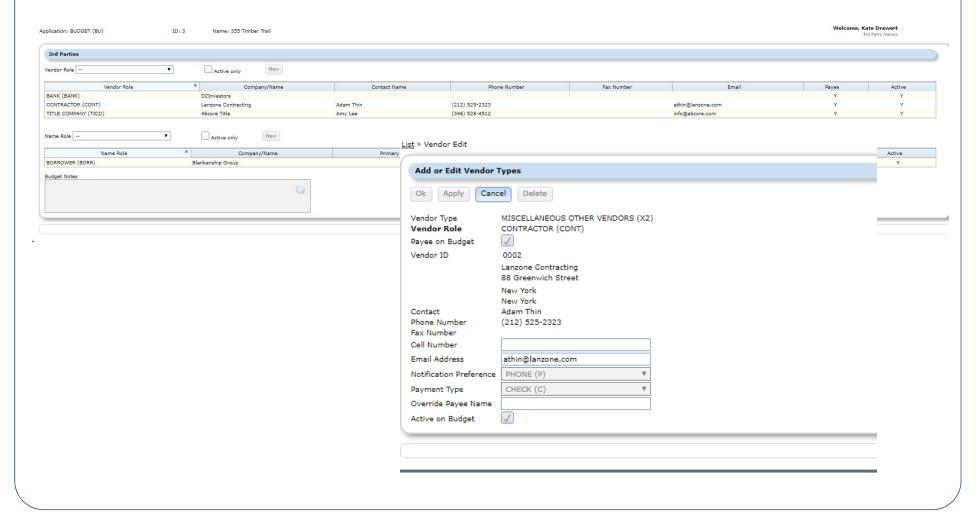
- Capture a description of the project
- Manage Critical Date Fields (Construction Start Date, Original Construction Completion Date, Current Estimated Construction Completion Date)



### 3<sup>rd</sup> Parties

- Capture all the businesses and individuals related to a Budget and their contact information in one central location
- Flag 3<sup>rd</sup> parties as Payees on a Budget Draw transactions can only be attached to 3<sup>rd</sup> Parties flagged as Payees on a Budget reducing the Risk of advancing money to incorrect vendors
- Existing Vendor and Name/Address records leveraged which can only be added/changed in Strategy

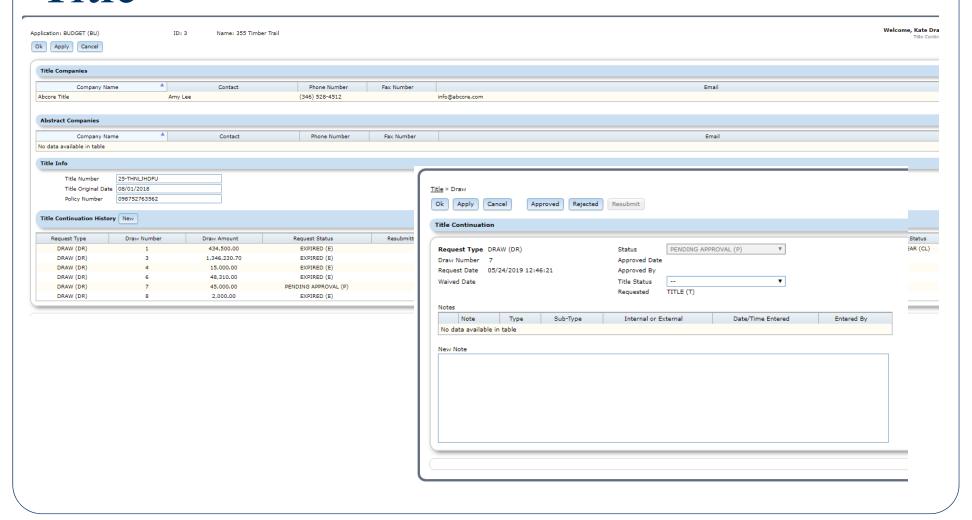
## 3<sup>rd</sup> Parties



### Title

- Displays the Title / Abstract Company Setup in 3rds Parties
- Manage the Title Continuation ordering and review process ensuring
   Title is clear before a Draw is disbursed
- Title Continuations can be managed within the Draw process or at the Budget level

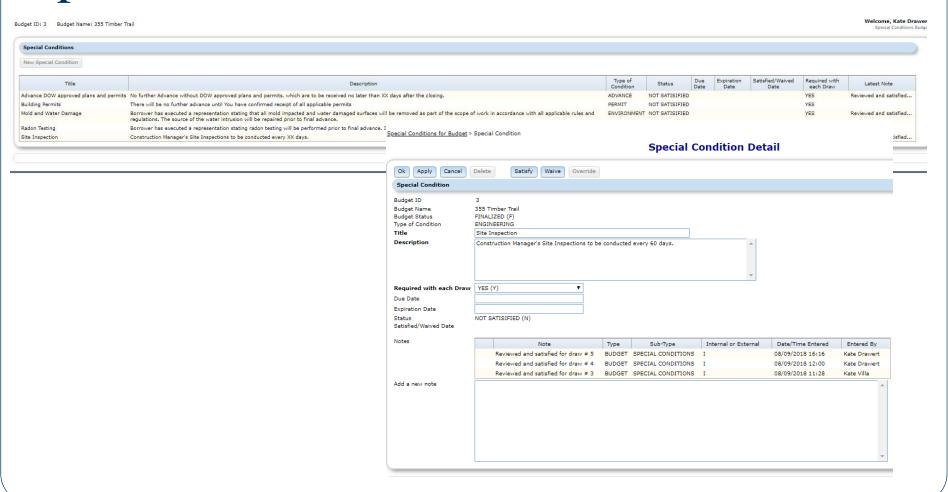
### Title



## **Special Conditions**

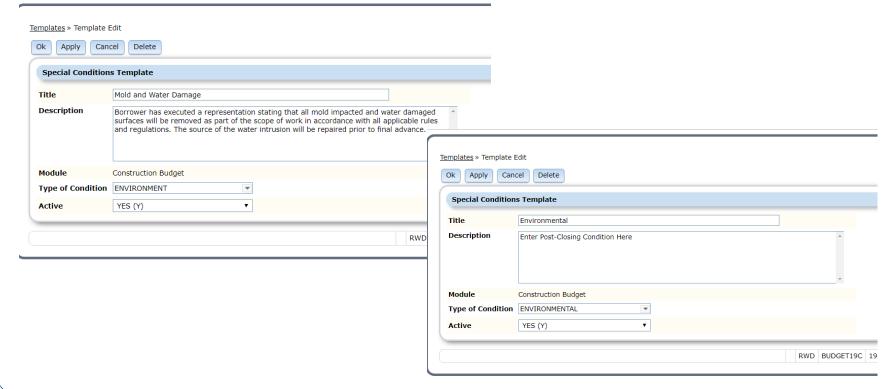
- Capture Post Closing Conditions that need to be managed during the construction period or as each Draw is processed
- Special Condition Templates set up at the system level and then can be attached to a specific Budget indicating a Due Date/Expiration Date or if it needs to be reviewed with each Draw

# **Special Conditions**



## **Special Conditions**

• Customer Implementations — Templates can be generic or very specific depending on customer needs in capturing post-closing conditions



### Draw Entry

- Budget System Control setting enabled customers to define different Draw Types that have different workflows
  - Indicate if a Title Continuation is required and when it needs to be approved in order for the process to continue
- Draw Entry Basic four step process with built in edits to ensure a Draw is correctly processed (Process Manager – workflow integration):
  - Enter Draw
  - Approve Draw
  - Approve Posting
  - Approve Disbursement
- Title Request/Waiver—Basic two step parallel process to ensure Title is reviewed/approved prior to posting/disbursing funds
- Manage Special Conditions that are required to be reviewed with each Draw
- Retainage can be changed at the time of Draw
- Spilt the Draw into multiple transactions by Funding Sources indicating the Payee and Payment Method

# Draw Entry

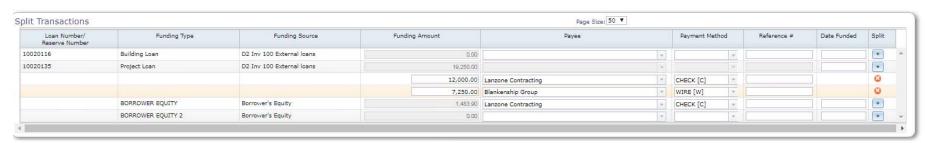


ine It	ems	Filter			⊕ All Ite	ms 🌼 Selected Items			Pag	e Size: 50 ▼							
LID	Category	Line Item Type	Line Item Description	Funding Type	Funding Source	Scope	НВ	Current Remaining Balance	Current Comp %	Retainage Amount or %	Pending Completion Amount	Completion Amount	Calculated Retainage	Retainage Draw Amount	Total Draw Amount	New Remaining Balance	New Compl %
	HARD COST	ALUMINIUM FRAMED ENTRANCES&STO				SOURCES		20,000.00		5.00%	1,900.00	1,562.00	78.10	0.00	1,483.90	18,516.10	7.81
	SOFT COST	ASBESTOS AIR MONITORING		Project Loan	D2 Inv 100 External loans			4,750.00	5.00		0.00	4,750.00	0.00	0.00	4,750.00	0.00	100.00
	SOFT COST	Borrower's Eng/Arch		Project Loan	D2 Inv 100 External loans			55,000.00	45.00		0.00	2,500.00	0.00	0.00	2,500.00	52,500.00	47.50
	SOFT COST	Energy Consultant		Project Loan	D2 Inv 100 External Inans			12,000.00			0.00	12,000.00	0.00	0.00	12,000.00	0.00	100.00
								7,317,423.07			47,000.00	20,812.00	78.10	0.00	20,733.90	7,296,689.17	

Category	Funding Type	Funding Source	Current Remaining Balance	Funding Source Share %	Lead Investor	Funding % of Draw	Funding Amount	New Remaining Balance
ARD COST								
	SCOPE							
	SOURCES		6,183,040.00			7.156878348984	1,483.90	6,181,556.10
10020116		D2 Inv 100 External loans[100]	5,960,000.00	100.000000000000	YES	0.0000000000000	0.00	5,960,000.00
		Borrower's Equity	223,040.00			7.156878348984	1,483.90	221,556.10
10020116	Building Loan	D2 Inv 100 External loans	441,269.30	100.0000000000000	YES	0.000000000000	0.00	441,269.30
		TOTAL HARD COST	6,624,309.30			7.156878348984	1,483.90	6,622,825.40
OFT COST								
10020135	Project Loan	D2 Inv 100 External loans	668,113.77	100.000000000000	YES	92.843121651016	19,250.00	648,863.77
	BORROWER EQUITY 2		25,000.00			0.0000000000000	0.00	25,000.00
		TOTAL SOFT COST	693,113.77			92.843121651016	19,250.00	673,863.77
		TOTAL	7,317,423.07			100.000000000000	20,733.90	7,296,689.17

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# Draw Entry – Split Transactions



Draw Workflow Approval

Submit Draw for Approval

Your Approval Limit: No Limit

### Draws

#### **Customer Implementations**

#### Regular Draw

Title Request/Waiver Required\*

Servicer

- Enters Draw [Process Starts & email generated]
- Requests Title Request/Waiver [Process Starts & email generated]
- Submits Draw for Approval [Process Starts & email generated]

<u>Ma</u>nager

- Reviews Draw
- Approves or Rejects [Process Starts & email generated]

Finance

- Reviews Draw
- Approves or Rejects (Title Approval Required to continue\*)
- Posts Transactions to Strategy [Process Starts & email generated]

- Reviews Draw
- Approves or Rejects [Email generated]
- Disburses Check/Wires

#### **Construction Interest Draw**

Title not Required

Servicer

- Enters Draw [Process Starts & email generated]
- Submits Draw for Approval [Process Starts & email generated]

Manager

- Reviews Draw
- Approves or Rejects [Process Starts & email generated]

Finance

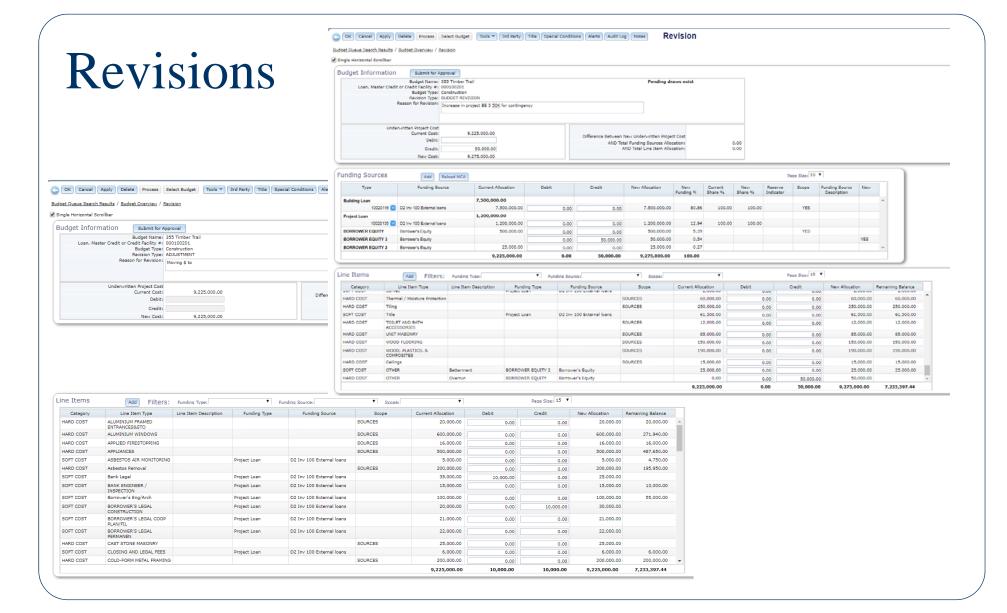
- Reviews Draw
- Approves or Rejects[Email generated]
- Posts Transactions to Strategy

## **Existing Draws**

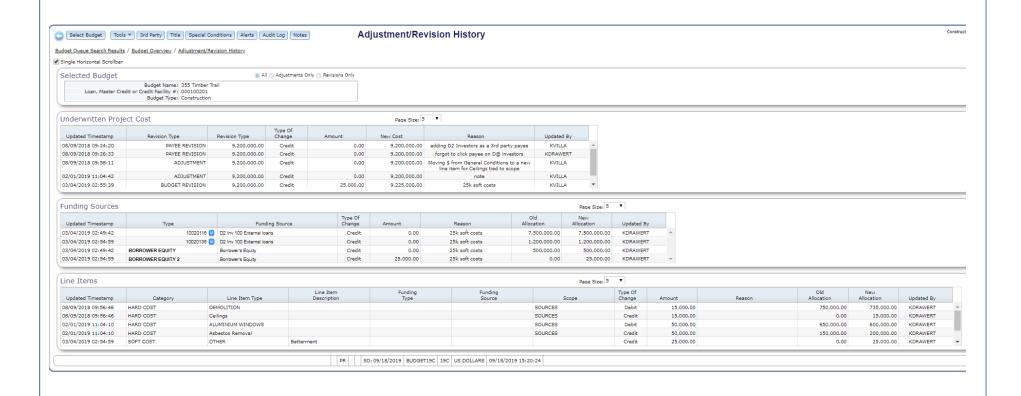
- View that displays all existing Draws and their status
- Entry Point to all Draw records
- Draw History Report
  - Provides detail on every Draw that has been created that can be sent to Borrowers/Investors

## Revisions (Change Orders)

- Changes to approved Budgets require a Revision to be processed
- Work flow Integration Basic two step process to ensure a Revision (Change Order) is correctly processed:
  - User enters and submits for approval
  - Second user reviews and approves or rejects
- Different Revision Types
  - Adjustments allow money to be reallocated among Line Items does not affect Underwritten Project Costs
  - Budget Revisions allows for a change to the Under Project Costs including adding or increasing Funding Sources or Line Items
- Revision History
  - Comprehensive view of all changes made on a Budget



# **Revision History**



# Wrap up

- Questions
- Budget Mac Sub Committee
  - Introduce Carolyn Peterson Head of Sub Committee