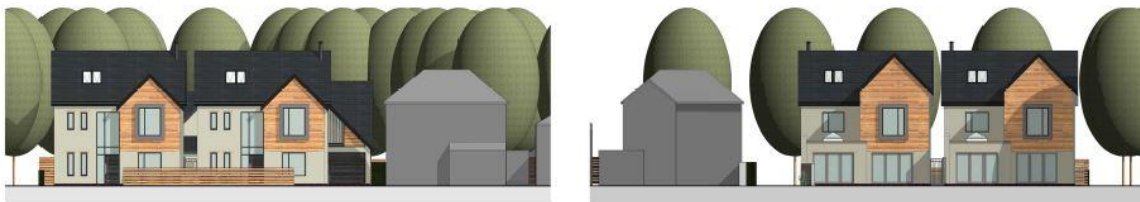


Deal done

BFS raises £245,000 to help finance builder's move into property development



① Street Scene (A) - Side
1:100



Earlier this year we were approached, via LinkedIn, by Kris Marshall, M.D. of Ashlawn Builders Ltd. Kris explained that his company (started by his Dad) has been involved in building work for over 30 years.

Until now they have worked on projects ranging from conservatories and extensions to house building on behalf of Property Developers. As such the business has been very successful and has grown steadily to become very well-known and respected in and around the Rugby area.

Kris explained that having identified a plot with planning permission to build 2 x 3 bed houses together with 2 x Bungalows and having more than 50% of the cash required to acquire the plot Kris approached his bank for a development loan. Unfortunately, his bank, with whom the business had banked with for many years, declined the application on the basis that this was his first venture into property development and therefore could not demonstrate experience in property development. Given that his business has years of profitable trading and had significant deposit balances with his bank Kris was not only surprised but somewhat disappointed. The bank did however say that if he could successfully acquire the plot of land, they would be prepared to consider supporting a loan to help with the

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development phase of the project – notwithstanding he would still not have previously undertaken a development project the reason for the original decline. Other banks were tried with similar results. It was at this point that Kris decided to contact us at **BFS** to seek our help.

As he explained at our first meeting, what Kris really wanted was to find a lender/investor who would be prepared to fund not only the initial project, but future projects as well and to do it at an acceptable rate. Having agreed to take on the project we immediately started to approach our property development finance contacts. Several lenders were prepared to quote but one stood out in particular. This is a private fund who we have worked with before. Following a meeting with Kris they confirmed that they would be prepared to provide a loan to finance the purchase of the land. This in itself was a very positive move, but in addition they said that they would be quite happy either to work alongside the business's Bank, if they offered to finance the development piece, or they would be happy to provide the development loan as they have already put what looks like a competitive offer on the table.

We are pleased to say that the private investor's loan is now in place and the land has been purchased. Kris and Ashlawn are now considering the options for financing the next phase of the development. We are working closely with Kris to assist in his choice of funder which may well be our private funder again!

So, If you are looking for property development finance and your Bank are unable to help, then give us a call at **Business Finance Services** on **0800 093 5240** or e-mail us at enquiries@bufinserv.co.uk and let us help you.