

From: [Mark <markbeck22@gmail.com>](mailto:markbeck22@gmail.com)
To: ["Randy Jaeger" <randyjaeger@randyjaeger.com>](mailto:randyjaeger@randyjaeger.com)
Date: 5/27/2013 2:58:43 PM
Subject: RE: David Orr and Financing

Randy,

Happy Memorial Day. Yes, happy to assist.

My goal was to locate and purchase a Cozy aircraft. I originally wanted a Velocity but David convinced me the Cozy was not as heavy or expensive to operate. I began the financing journey through AOPA services. Previously AOPA worked with Bank of America and they only financed Van's RV homebuilt. The new bank, NAFCO, is not as restricted and was open to me wanting a Cozy homebuilt as long as I could provide the documents listed below. Additionally I needed to provide a listing of 3 comparable aircraft for them to value the one I am getting. Using the list from David I was able to trim that down to about 9 aircraft with usable information for the bank to compare. Otherwise the documents listed below are what is required in my case and fairly standard with something like a house purchase. I believe NAFCO will finance up to \$100K with the terms listed below:

"On the 1975/2005 Cozy Mark IV, we will require 15% down as we discussed. On loans under \$50K our rate would be 6.90% for a 10 year term. On loans over \$50K the rate drops to 6.50% with a 15 year term."

NAFCO also needs the insurance policy in place prior to me flying the aircraft. As luck would have it the individual I am purchasing from is a former Air Force jet pilot and a current CFI who owns the aircraft and is happy to provide me with the required 5 hr. transi on and my BFR. Very nice...

Please feel free to ask any additional questions if this information is not sufficient.

Mark Beck

Documentation required by NAFCO:

1. Copies of the first and last A&P entries from the airframe and engine logs
2. Copies of the current Annual Inspection log entries from the airframe and engine logs
3. Pre-purchase Inspection form completed and signed by a third party A&P (form attached if needed)
4. Current color photos (interior w/seats, avionics panel, exterior with N#)
5. Certificate of Insurance (Pilot Bank as lienholder with Breach of Warranty – P.O. Box 16828, Tampa, FL 33687)
6. Liquidity verification (copies of bank/brokerage statements)
7. The original signed Aircraft Bill of Sale (copy attached if needed) from the seller
 - a. or a signed copy for funding with the original ink signed document overnighted to us here at NAFCO after funds are received.

- b. We will require tracking information for the original document when it is overnighted after the sale is finalized.
- 8. Copy of pilot certification
- 9. Copy of a signed Purchase Agreement signed by seller and buyer
- 10. Verification of down payment from both buyer and seller (a copy of a check or wire transfer receipt as well as an email from the seller stating they have received the down payment)
- 11. Seller's contact information and wire transfer instructions to include the bank name and address, name as it appears on the account and the routing and checking account numbers

From: Randy Jaeger [mailto:randyjaeger@randyjaeger.com]
Sent: Monday, May 27, 2013 4:34 PM
To: markbeck22@GMail.com
Subject: David Orr and Financing

Hello Mark,

I got your contact information from David Orr and he sated that you had recently financed an aircraft. I am interested in financing a home built aircraft and wanted to know you have any suggestions or information?

Thanks in advance,
Randy Jaeger
714-904-9419