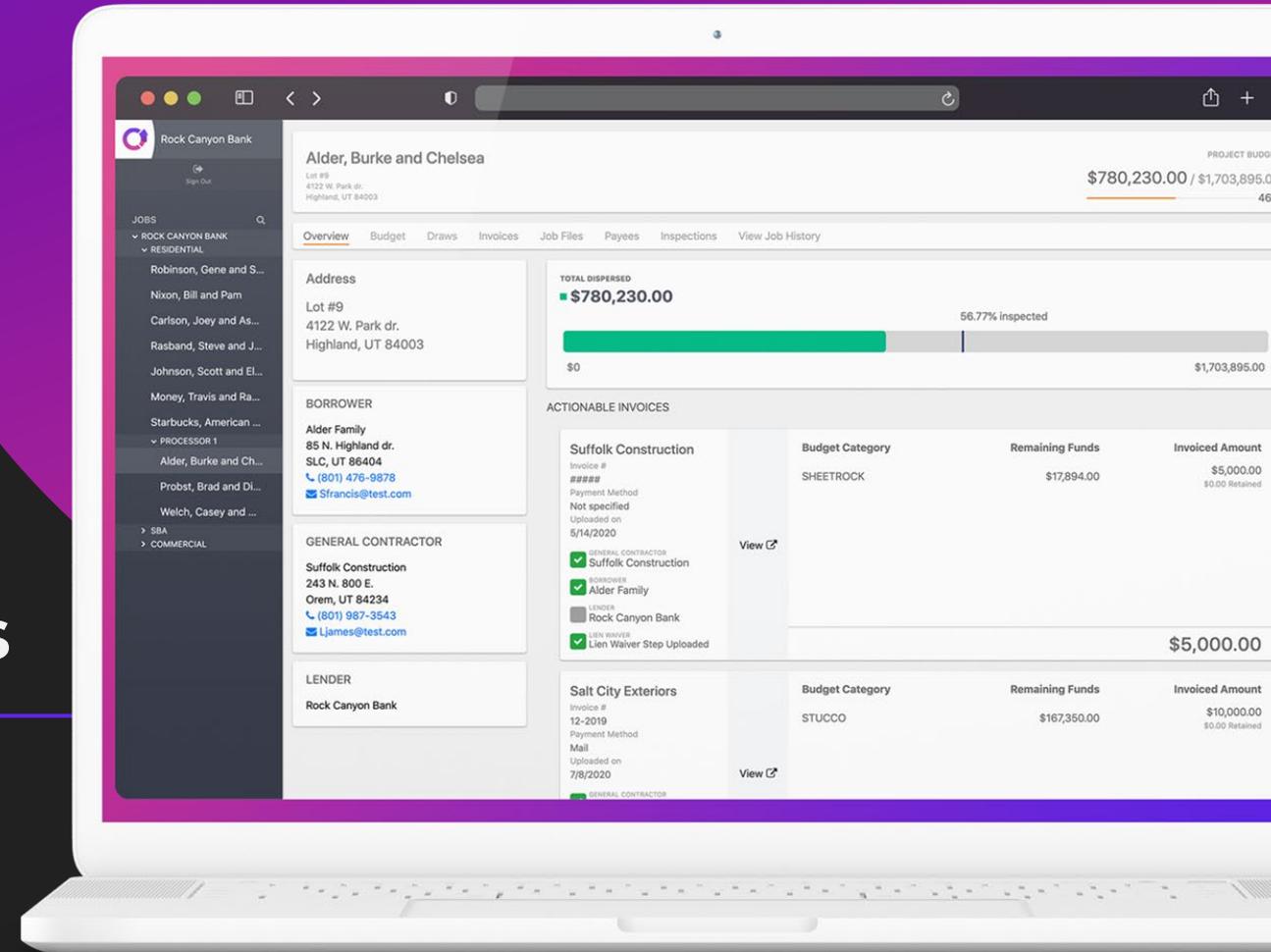




# Construction Finance is more than Rates and Fees

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# GIVEAWAY TIME





# Chat in to WIN

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How many sets of twins work at CoFi?





# Construction Finance is more than Rates and Fees

The screenshot shows the CoFi software interface on a laptop. The interface is divided into several sections:

- Header:** "Rock Canyon Bank" logo and "Alder, Burke and Chelsea" project name. The project budget is shown as "\$780,230.00 / \$1,703,895.00".
- Navigation:** A sidebar on the left lists "JOBS" under "ROCK CANYON BANK" and "RESIDENTIAL", including names like "Robinson, Gene and S...", "Nixon, Bill and Pam", etc.
- Overview:** A central panel showing "Address" (Lot #9, 4122 W. Park dr., Highland, UT 84003) and "BORROWER" (Alder Family, 85 N. Highland dr., SLC, UT 86404).
- GENERAL CONTRACTOR:** Suffolk Construction, 243 N. 800 E., Orem, UT 84234.
- LENDER:** Rock Canyon Bank.
- TOTAL DISPENSED:** A bar chart showing \$780,230.00 out of a total of \$1,703,895.00, with a progress indicator for "56.77% Inspected".
- ACTIONABLE INVOICES:** A table listing invoices from Suffolk Construction and Salt City Exteriors, including details like "Invoice #", "Budget Category", "Remaining Funds", and "Invoiced Amount".

GENERAL CONTRACTOR	Budget Category	Remaining Funds	Invoiced Amount
Suffolk Construction	SHEETROCK	\$17,894.00	\$5,000.00
Suffolk Construction			\$0.00 Retained
Salt City Exteriors	STUCCO	\$167,350.00	\$10,000.00
Salt City Exteriors			\$0.00 Retained



## Who We Are ...

CoFi is the only construction loan marketplace offering the best rates and terms backed by technology focused on the speed of payment.

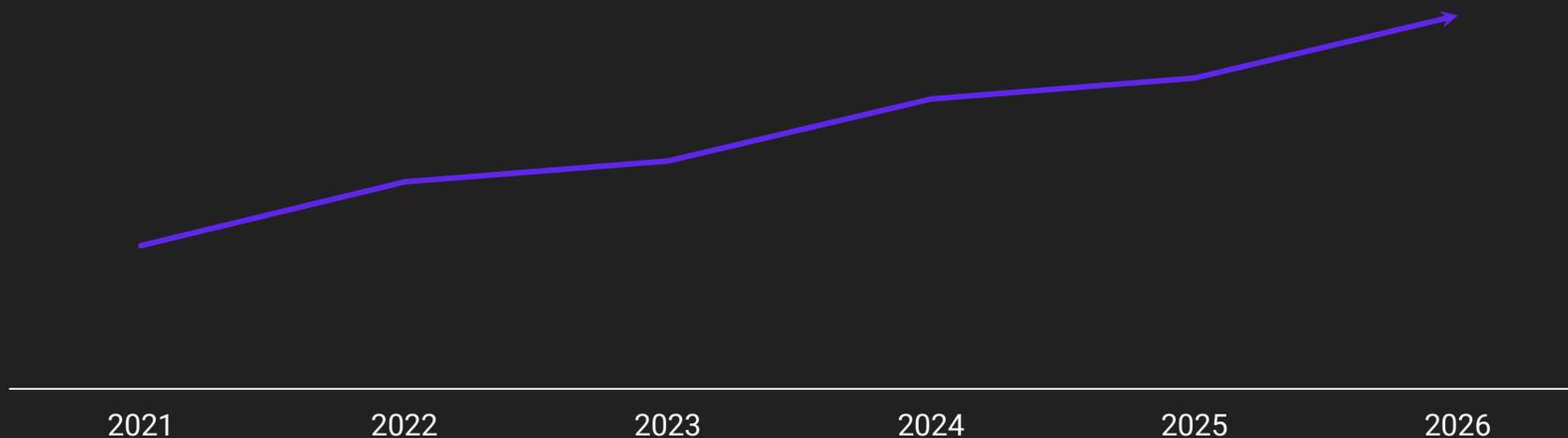
Our founders were builders and developers who set out to solve the disconnect between the bank and the jobsite.

We are a place where lending is focused on the borrower.



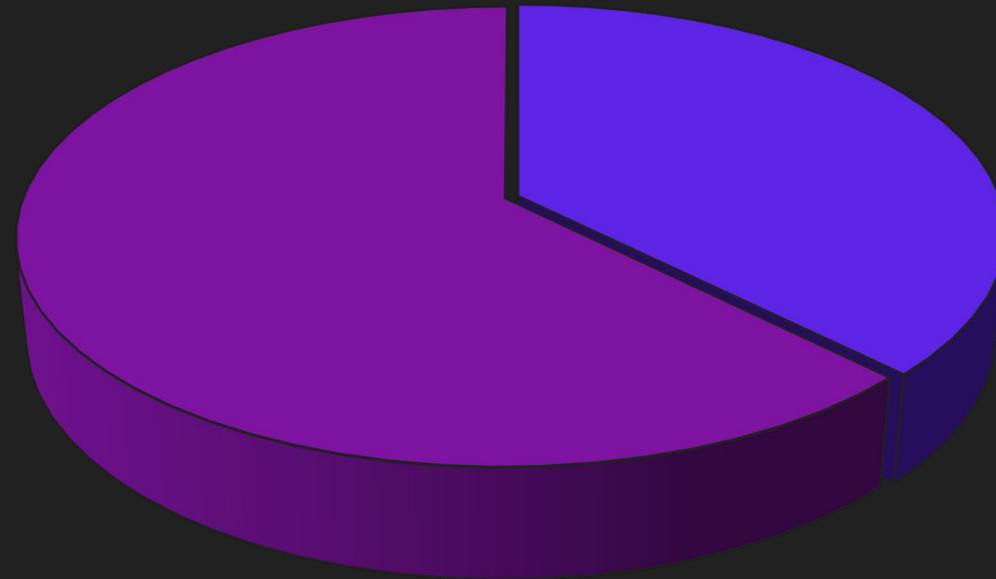
## Lay of the Land in 2022

Construction continues to be one of the biggest industries since the summer of 2020, adding an estimated \$20B in gross domestic product (GDP) every quarter.



## Lay of the Land in 2022

6 in 10 Firms



Experience project delays due to workforce shortages

# Learning Objectives

Understand how your build time will impact your financial exposure when borrowing.

Predict the effect that the draw process (speed of payments) can have on project timelines and financial outcomes.

Discover how leveraging technology can facilitate operational efficiencies.





# Poll

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With the disruptions to the construction industry, what does your build timeline look like now?



# Let's Talk Build Times

## 33% Longer

A survey of our builders and borrowers, build timelines grew 2-3 months for the standard 2,000 square foot spec-home.

### THE WHY



Labor Shortages

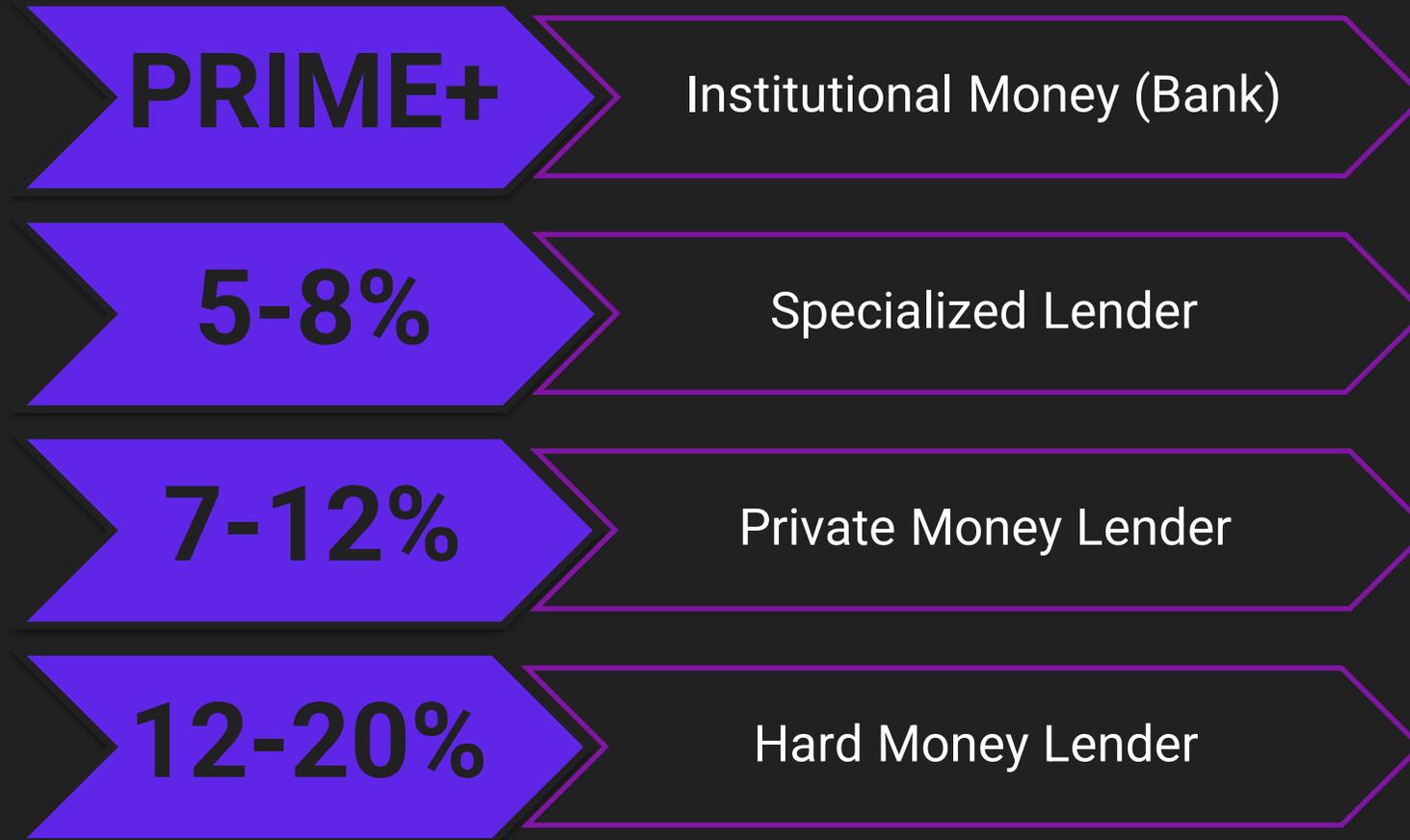


Supply Disruptions



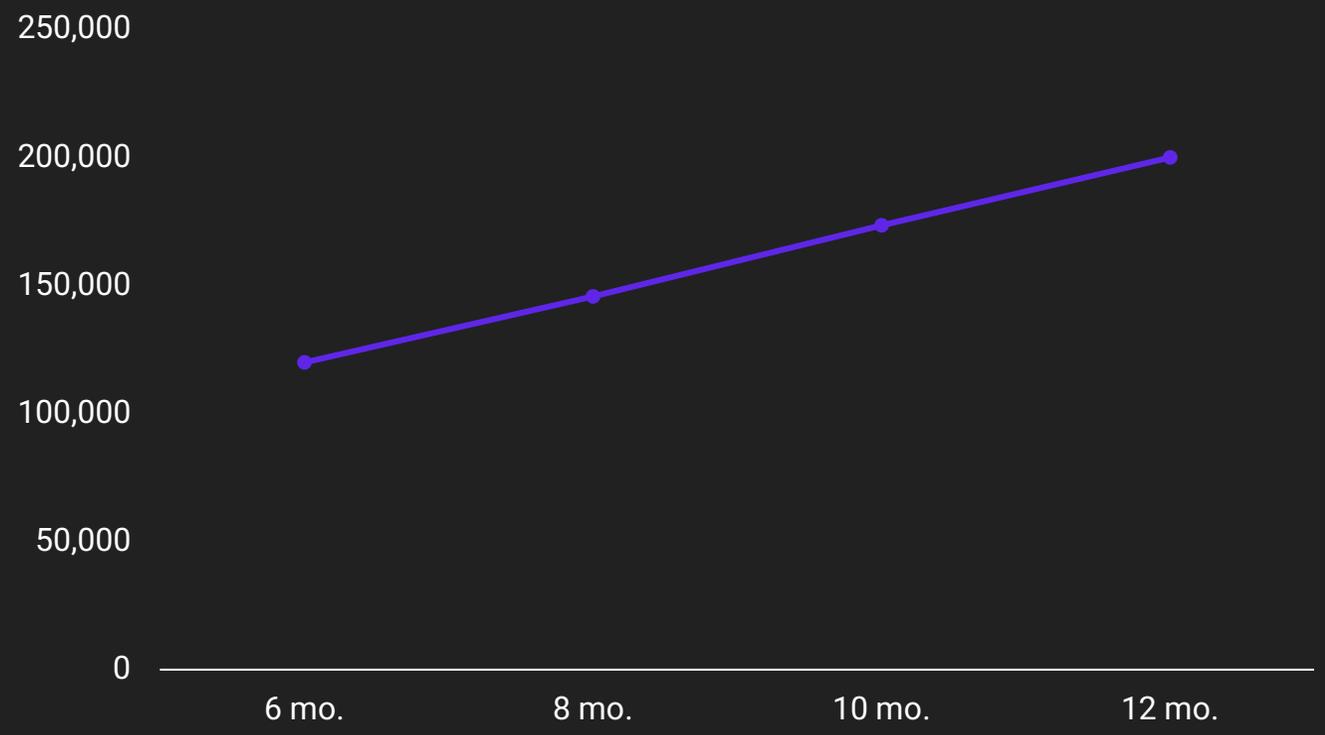
Material Costs

## Today's Typical Rates





# Numbers



**If you borrow \$2,000,000.00 at 2pts & 8%.**





# Payment Stories



# Poll

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How often are you processing your draws?





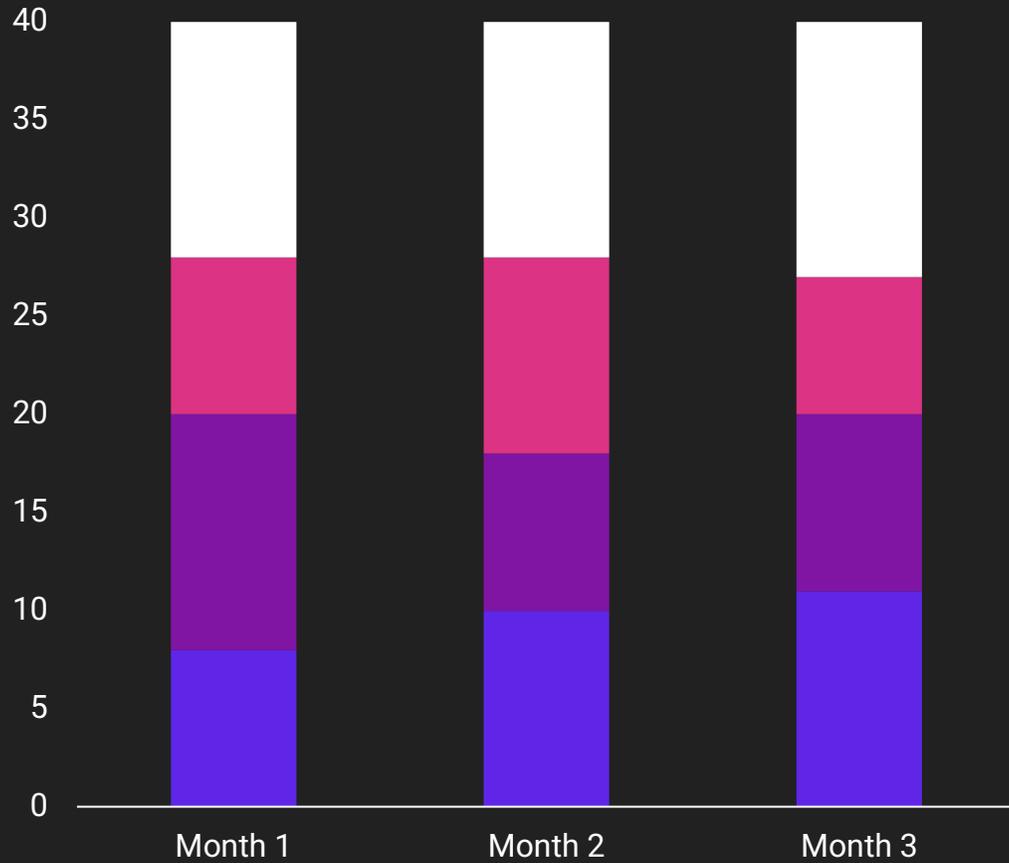
# The Draw

We get it. The draw is a love/hate relationship with construction.

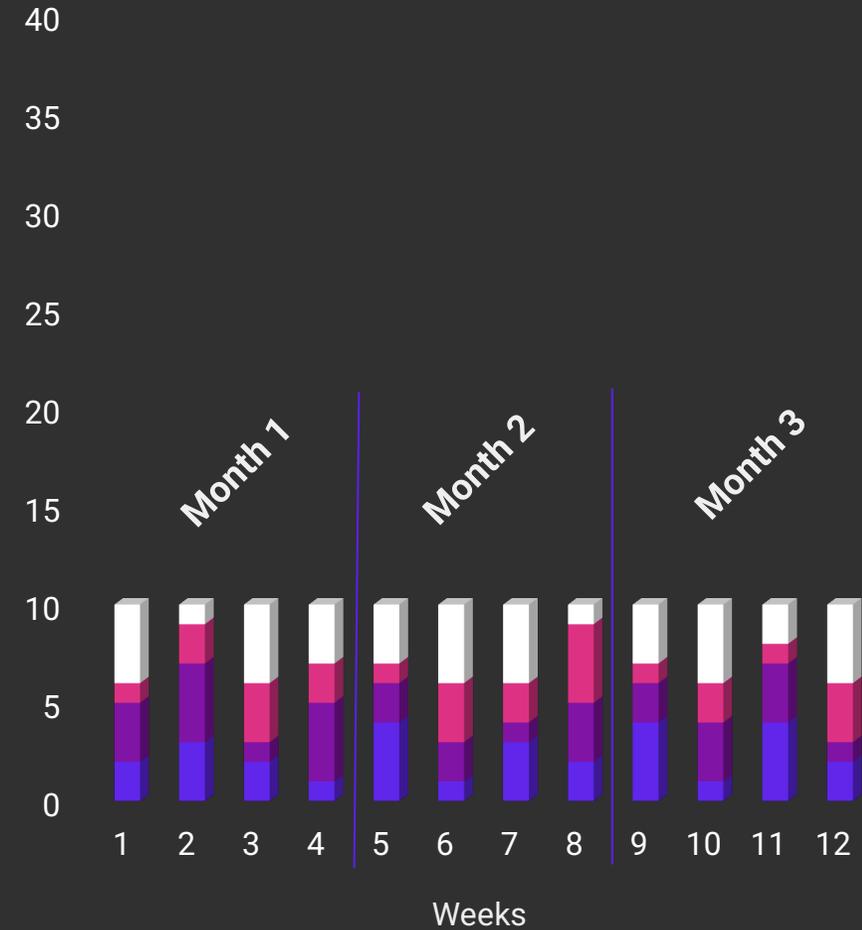




# Payment Timelines



Traditional Month-end Payment



Digital Payment Technology

# How to Compete and Win in 2022

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Successfully navigate supply chain, and trade disruptions and pricing volatility.

Increased payment speeds lead to:

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Greater Subcontractor Loyalty

Potential Supplier Discounts – average 5-8%



# Poll

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How or in what ways  
are you using  
technology in your  
business today?



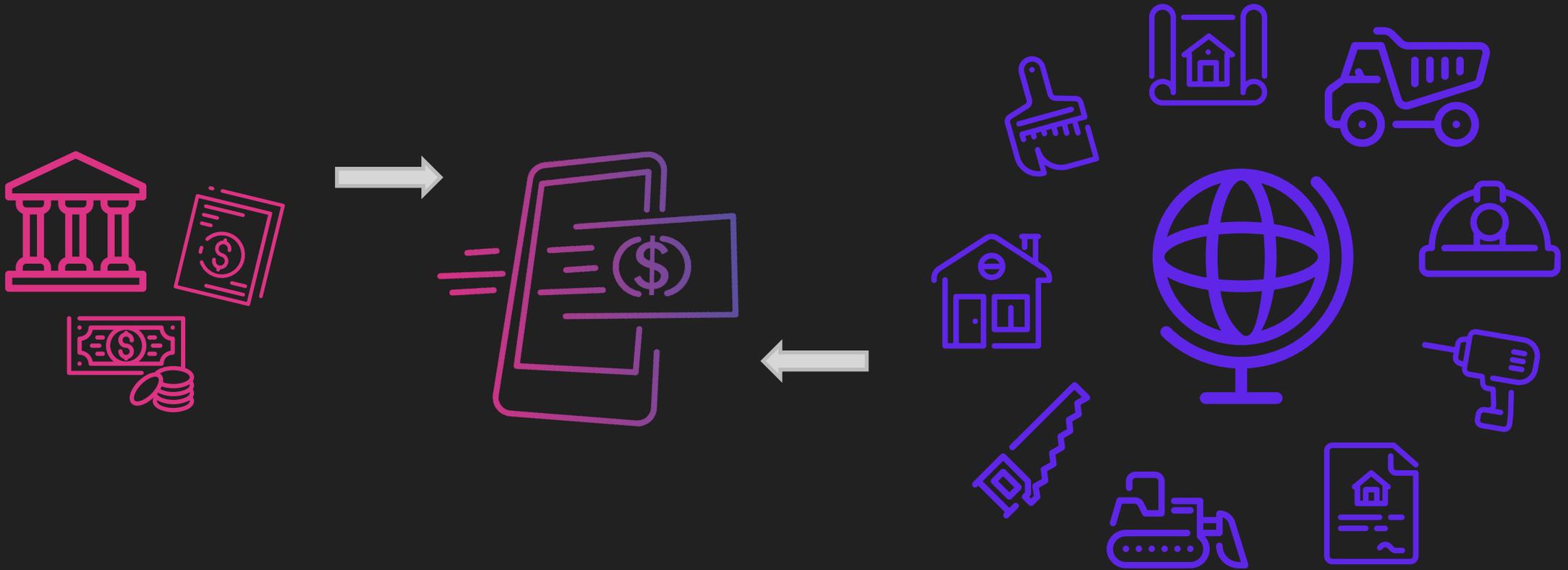


# Things to consider in Financial Technology

- When was the last time you looked at your financial reporting and process?
- How are you managing invoices, liens, A/R and A/P, inspections, and project progress?
- What connectivity does your loan have with your internal processes?
- How often can you have access or even insight into your debt/loans?



# Technology





# THANK YOU.



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## Andrew Poulsen

Andrew Poulsen is the VP of Sales for CoFi, the only marketplace for construction finance. Andrew graduated with a Bachelors in International Business Management from Utah Valley University and has been working in FinTech and ConTech for almost a decade. Having spent the last 7 years working strategically with banks and credit unions to improve their portfolios, his extensive background with finance, institutional operations and risk analysis has positioned him to be a key component to help guide builders in the financing process. As the father of two kids and the husband to a spectacular wife, he enjoys spending his free time with family in the mountains or on the lake.



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Photos from [www.unsplash.com](http://www.unsplash.com)

