


barnett





BARNETT CAPITAL WAS  
BUILT ON A FOUNDATION OF  
**DISCIPLINE,**  
**ATTENTION TO DETAIL,**  
**& HOLDING ITSELF**  
**TO THE HIGHEST**  
**STANDARDS**  
**OF INTEGRITY.**

## **WHO WE ARE**

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Barnett Capital is the real estate platform of the Barnett family office. The institutional-quality firm is headquartered in Chicago and has been active in real estate related investments for over 30 years. BCL's businesses include direct commercial real estate investment, commercial real estate lending, multifamily investment, industrial investment, single-family investment, and home rehab lending. Barnett's real estate investments are structured across the entire capital stack including equity, preferred equity, mezzanine loans, and bridge loans. From its inception BCL's mission has been to generate above market returns while focusing on capital preservation.

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## WHAT WE DO

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### INVESTMENTS

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Our investment professionals blanket the fragmented below the institutional radar real estate marketplace. We leverage broad and deep relationships with real estate owners, developers, brokers, and managers cultivated over decades of experience. Barnett also selectively invests in real estate debt instruments that have the potential to generate equity-like returns, including preferred equity instruments, high yield bridge, and mezzanine loans.

### DEVELOPMENT AND CONSTRUCTION

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Our in house general contracting team has developed numerous assets across the Chicago market with strong emphasis on design and adaptive reuse. Projects have ranged from renovation of existing buildings to ground-up new construction of large multifamily and commercial assets. We have deep expertise with land use, zoning, and the entitlement process in all neighborhoods throughout the Chicagoland area.

### CAPITAL MARKETS

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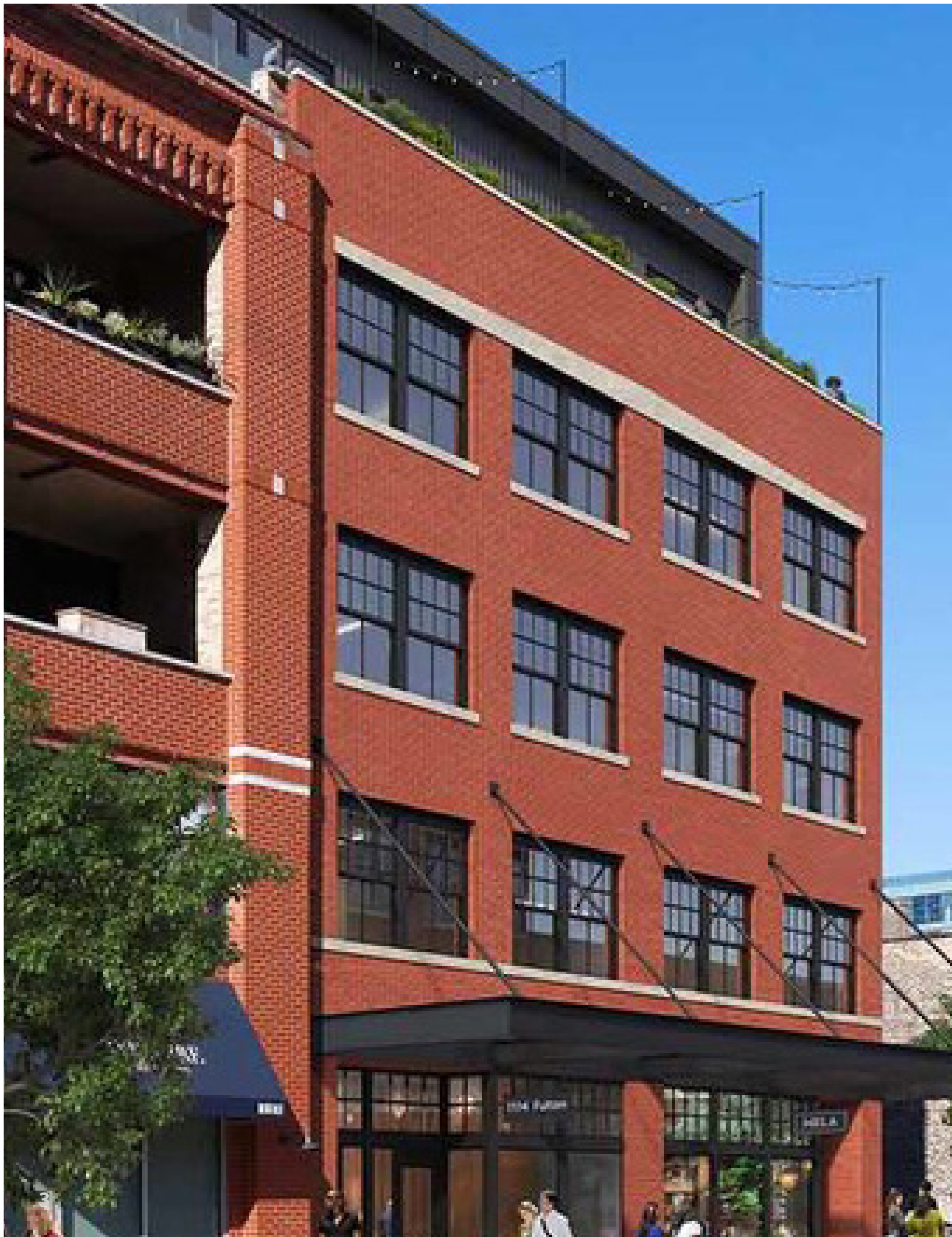
We work closely with national and local lenders to stay ahead of financing trends and new financial products. The proper debt structure is imperative for managing risk while maintaining the highest return on equity.

### ASSET MANAGEMENT

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We focus on investing in high quality opportunities that are resilient in difficult economic environments and can compound capital at a higher rate than the market. By adhering to this philosophy, we seek to protect our assets in declining markets, while growing our assets by participating in rising markets.





## JOINT VENTURE EQUITY

Barnett Capital invests with sponsors as joint venture equity partners across the country. We seek to partner with experienced real estate professionals in transactions that target value-add/opportunistic returns across market cycles by aiming to add value through the implementation of an intensive redevelopment or development plan and leasing effort.

### 1114 W FULTON MARKET

Adaptive Reuse of historical Landmarked Office Building in the Fulton market core

- 29,000 sq ft new core and expansion
- Entitlement Phase
- Expected Stabilization Summer 2019 at a 24 month multiple of 3.1x

**29,000 SQ FT**

**24 MONTH  
MULTIPLE OF 3.1X**



# BRIDGE LENDING

Barnett Capital serves as a direct nationwide lender originating commercial bridge loans. We provide short-term financing secured by a 1st mortgage or mezzanine position on commercial real estate. We specialize in loan programs that include acquisition and repositioning financing for non-stabilized properties, discounted note acquisitions, loan and note financing, and land acquisition and development. Our immediate access to capital allows us to deliver fast and flexible loans tailored to the specific needs of each client.

## 1215 W FULTON MARKET

- \$6,400,000 Loan Amount
- Development Site with Existing Entertainment Venue
- 24 Month Term
- Sub 50% LTV
- 7.5% Interest
- 2% Origination Fee
- 1% Exit Fee
- Funded June 2018

**LOAN AMOUNT**  
**\$6,400,000**

**24**  
**MONTH**  
**TERM**



# MULTI-FAMILY

BCL-Multi Family invests in opportunistic and value-add multi-family real estate in the Chicagoland area. Our team works diligently to source off-market opportunities where we can execute on our value-add/repositioning investment strategy. Typical investments feature assets where the real estate possesses excellent fundamentals and significant upside potential that can be realized through capital improvements, re-tenanting, or operating efficiencies.

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## DIVERSEY

- Multifamily development in Lincoln Park
- Two 6 unit buildings
- Completed Fall 2016
- In-place NOI of \$350,000

**12  
UNITS**

**NOI OF  
\$350,000**



# COMMERCIAL

Barnett Capital purchases, operates, manages, leases, develops and sells commercial real estate on its own account and has been doing so for over 30 years. Barnett Capital has extensive experience with Industrial, Retail, and Office buildings and has managed over 4,000,000 square feet with its in-house team.

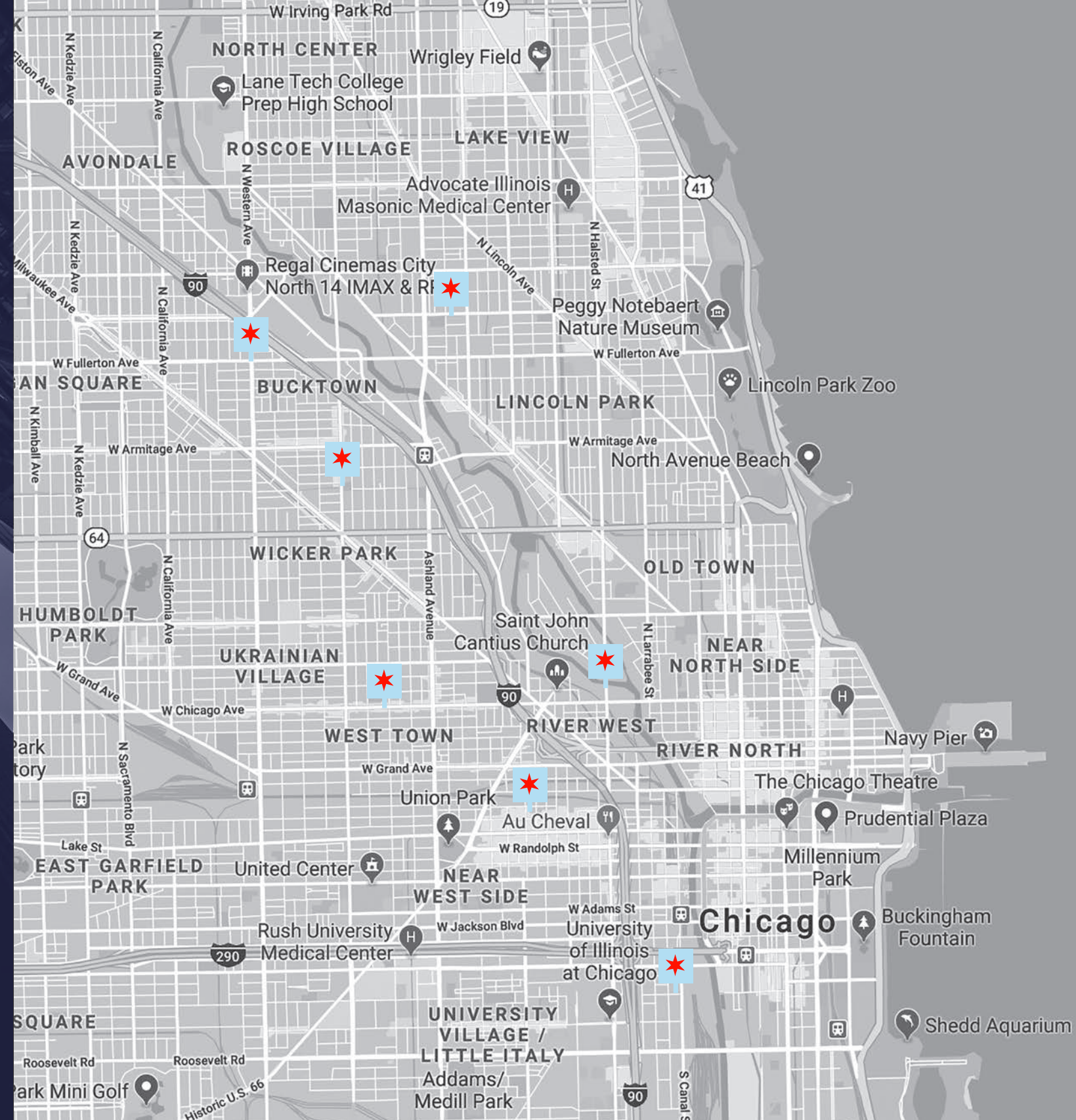
## BOB'S DISCOUNT FURNITURE

- New Construction Build to Suit Retail building
- 60,000 sq ft
- Construction Phase
- Expected Stabilization Spring 2019 at 12 month multiple of 1.75x

**60,000 SQ FT**

**12 MONTH  
MULTIPLE OF 1.75X**

IT'S NOT ABOUT IDEAS.  
IT'S ABOUT MAKING  
IDEAS HAPPEN.



- ★ 1515 W Diversey
- ★ 2755 W Logan
- ★ 1220 N Bosworth
- ★ 1114 W Fulton Market
- ★ 635 W Roosevelt
- ★ 837 N Wolcott
- ★ 1133 W Fulton Market



**WORK HARD, ALWAYS  
DO THE RIGHT THING,  
AND CONSISTENTLY  
FOLLOW THROUGH  
BY DOING WHAT WE  
SAY WE ARE GOING TO DO.**

## WHO WE WORK WITH

### CAPITAL PARTNERS

JPMorganChase

BMO Harris Bank<sup>®</sup>

WINTRUST



WELLS  
FARGO

mb financial  
bank<sup>na</sup>

FannieMae

PNC BANK

First  
Midwest  
Bank

Heartland  
Bank and Trust  
Company  
MEMBER FDIC

### PROFESSIONAL SERVICES

RSM

LP LEVENFELD  
PEARLSTEIN, LLC<sup>®</sup>

SARNOFF  
BACCASH  
PROPERTY TAX LAW

Cohen Financial

LODGE  
FINANCIAL

### BROKER RELATIONSHIPS

CBRE

ESSEX REALTY GROUP  
INVESTMENT REAL ESTATE SERVICES

INterra  
CREDIT UNION

Marcus & Millichap

CUSHMAN &  
WAKEFIELD

JAMESON.

## COMPANY LEADERSHIP



**JOEL BARNETT**

For the past 30 years, Joel has captained the firm that bears his name with the sole purpose of sourcing and managing investment opportunities for his family. He has assembled an array of investment professionals to assist him in pursuing investment options ranging from securities trading to real estate development, distressed debt and secured lending. Joel's unique philosophy of harnessing his professionals' drive and abilities by allowing them to prosper shoulder-to-shoulder with the family underpins every aspect of Barnett Capital's success.

The philosophy with which Joel has conducted business rests on the principle of finding what it is that clients cannot do for themselves and helping to fill that gap. Joel has emphasized the importance of understanding and listening to clients' needs in order to aid them in increasing and building on past success.

Joel earned his bachelor of science degree in finance from the Illinois Institute of Technology, where he graduated with highest honors and was awarded membership in Sigma Iota Epsilon, the national business fraternity recognizing academic excellence. After working for a New York investment banking firm specializing in tax-advantaged investments, Joel started his own company, becoming one of the youngest owners of an NASD-licensed broker-dealer firm in the country. In his role as president and chairman of Barnett Capital, Joel is actively involved on a day to day basis with all of Barnett Capital's various business lines.



**ELAN PERETZ**

Elan Peretz is the Managing Director and General Counsel of Barnett Capital. As Managing Director, Elan manages the company's portfolio of assets and businesses and leads a team of 50 employees.

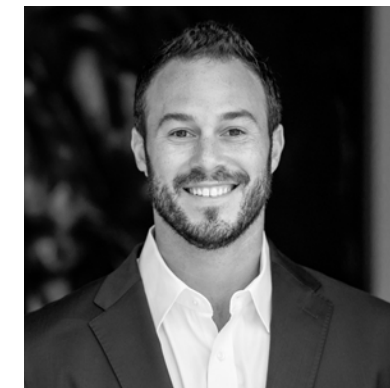
Elan started at Barnett Capital as a commercial real estate investment officer in 2007 and became the sole Managing Director of the company in 2017. Elan's vision, leadership, and drive have been the engine behind Barnett Capital's growth from an industrial real estate investment company with three employees and 15 buildings into a diversified alternative investment platform that has managed over \$500,000,000 in assets for the Barnett Family and its partners. Building on his expertise as a commercial and real estate finance attorney, Elan spearheaded the company's post-financial-crisis growth into specialty finance and secured lending and into placing its investments throughout the real estate capital stack. Elan is also counsel to the Barnett Family and General Counsel of Barnett Capital.

A graduate of Washington University in St. Louis, Elan has worked in the commercial real estate and finance industry since 2001. Elan was an associate in the real estate group at Goldberg Kohn and a corporate and finance associate with Latham and Watkins after his graduation with Honors from the University of Chicago Law School in 2003. Elan's civic and charitable endeavors include support for the Jewish United Fund of Metropolitan Chicago, The Cove School and Keshet.



**LONNDON SEELY**

As the Managing Director of Operations at Barnett Capital, Lonndon has the day to day operations and leadership responsibility over all functions of Barnett Capital's business lines. Lonndon's primary responsibility is to ensure that Barnett Capital is operating with precise efficiency while maximizing its profitability. Lonndon has over 20 years executive leadership experience in top fortune 50 corporations within the US in both the financial and the retail industries. Lonndon graduated from Kansas State University with a Bachelor of Science degree in Business Administration and resides in Chicago, IL.



**JONATHON FIXLER**

Jonathon Fixler is the Director of Multi-Family Residences for Barnett Capital. Jonathon is responsible for the growth and implementation of the platform and its investment activities, including sourcing opportunities, spearheading development, and leading the underwriting, due diligence, and asset management processes. Since 2012, Jonathon has lead over 75 separate real estate transactions totaling in excess of \$200 million dollars.

Previously, Jonathon spent 5 seasons in the Houston Astros organization after being selected in the June 2007 Major League Baseball Draft.

Jonathon graduated from Indiana University with a Bachelor of Arts in Sociology and a Certificate in Business Foundations.



**LIN BOATWRIGHT**

Lin joined Barnett Capital in 2012 and is responsible for supporting the strategic acquisition of distressed commercial properties throughout the Chicagoland area, and providing debt restructuring for borrowers. Additionally, Lin directs the Joint Venture platform which has been instrumental in creating strong relationships with seasoned developers, including Domus Group.

Prior to joining Barnett Capital, Lin ran his own real estate investment company for 14 years, during this span he also operated a real estate brokerage firm and became an underwriter for commercial acquisitions and refinancing. Lin received a bachelor of arts from Virginia Tech in 1995.

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