

## Noteworthy Financings

### Condominium Construction

**\$9,400,000- Studio Villas,  
Studio City, CA**

Builders Bank provided construction financing for a new 31-unit condominium project in the highly desirable Studio City, less than 1/2 mile from the Ventura Freeway, adjacent to CBS Studio Center. The Sponsor is an established Los Angeles-based developer of residential properties with over 30 years in the real estate business.



## Welcome to Builders Bank

Builders Bank was founded in 1997 with a clear vision: provide superior service to middle market real estate professionals on a national basis. Our core values – product expertise and flexible, responsive decision-making – make Builders Bank an exceptional resource for our customers. At Builders Bank you will find...

- A total commitment to commercial real estate lending.
- Lending parameters that offer solutions to complex financing needs.
- A highly motivated lending team.
- Expertise in a wide range of property types and geographic regions.
- Flexible, responsive and time-sensitive lending decisions.
- An array of deposit and savings products with attractive rates and features.

*"At Builders Bank, we understand the unique challenges of commercial real estate lending. We're committed to providing financing solutions that can turn challenges into opportunities."*

Mitchell Saywitz, Chairman and CEO

Builders Bank is an FDIC insured commercial bank and a subsidiary of Builders Financial Corporation.

## Business Focus

Builders Bank is intently focused on serving the needs of our lending customers: small and mid-size commercial real estate borrowers in selected markets. We rely on creative thinking and fast, flexible, responsive decision-making to help bring their projects to successful realization.

We provide financing for development, re-development and value-added situations. This includes a broad range of property types: multi-family rental, condominiums, single family, office, retail and industrial, as well as some specialty real estate. Our offerings include short and medium-term financing, such as acquisition, construction, bridge, re-development, and mini-perm loans.



## Acquisition / Construction of a Retail Development

**\$5,850,000 - Neighborhood Retail Shopping Center, Duarte, CA**

Builders Bank was approached by a successful real estate developer to provide financing for the acquisition of three adjacent parcels of land and the construction of a retail shopping center in Duarte, California. Major tenants include La-Z-Boy, Panda Express and Payless Shoes. Other major retailers, such as Wal-Mart, Home Depot and Target are also located in the immediate trade area.



## Condominium Construction

**\$15,800,000 - 66 Ninth Avenue, New York, NY**

An established developer of residential and commercial properties in the Northeast secured an attractive opportunity to acquire a landmark turn-of-the-century building in Manhattan's desirable Chelsea neighborhood. The subject's corner location is a very dynamic area across the street from Chelsea Market and within walking distance of Chelsea Pier, the city's largest sports and recreation complex. The Builders Bank financing enabled the developer to close on the acquisition; renovate and expand the existing building to accommodate future residential units.

## Commercial Real Estate Lending

At Builders Bank, we know commercial real estate professionals have a choice of financing sources. Our competitive advantage, quite simply, is service - embodied in the expertise of our staff, our ability to find creative solutions to unique financing needs, and our dedication to speedy decision-making and closing.

### Lending Parameters

Our basic lending parameters are described briefly below. Please contact one of our Lending Officers for an in-depth discussion of your financing needs.

LOAN SIZE	\$2 - 6 million.
TERM	12 - 36 month initial term; extensions available.
PROPERTY TYPES	All types of property, including apartment, office, retail, industrial, mixed-use and condominium development projects.
LOAN TYPES	Construction, acquisition, refinancing, and mini-perm loans.
MARKETS	Target markets include Illinois, New York and California. Other major metro areas and secondary markets will be considered based on sponsorship.
UNDERWRITING	Loan-to-Cost, Loan-to-Value and Debt Service Coverage negotiable on a case-by-case basis.
INTEREST RATES	Floating over prime; typically subject to a floor.
FEES	1-2% for initial term; extension fees subject to negotiation.
CLOSING	Typically 60 days after receipt of information.



## Condominium Construction

***\$5,735,000 - Los Feliz Villas, Los Feliz, CA***

The 15-unit Mediterranean-style condominium project is located on Los Feliz Boulevard in the sought after community of Los Feliz, tucked between two Los Angeles parks - Griffith Park to the north and Barnsdall Art Park to the south.

## Acquisition / Redevelopment of a Multi-Tenant Office Building

***\$4,600,000 - Stellar Creative Office, Culver City, CA***

Builders Bank provided financing for the multi-tenant creative office building in the Hayden Tract district of Culver City, California. The project called for the building to be renovated and divided into individual tenant suites with an expanded parking area. Typical tenants include companies in the entertainment industry, technology sector, designers, architects and art studios.



## The Builders Bank Difference

### Dedicated Commercial Real Estate Lender

Builders Bank's business model is highly focused on providing superior service to small and middle market commercial real estate borrowers. Our Founder, Chairman and CEO, a former commercial real estate developer, recognized the need for an institution singularly dedicated to serving this marketplace. Today, commercial real estate loans constitute 100% of our portfolio. We understand the challenges that our customers face and are dedicated to finding creative, effective ways to overcome these challenges.

### Entrepreneurial Attitude

Our senior professionals have an average of 15 years of commercial real estate experience - in acquisition and development, as well as lending. We know that successful real estate transactions do not always fit "inside the box", and that it takes commitment and creativity to see opportunities that many other lenders may overlook.

### Timely Decision-Making

In commercial real estate lending, speed can be key to the viability of a transaction. That's why Builders Bank has made the lending process - from application to underwriting, closing through loan administration - as streamlined and efficient as possible. We understand the value of dependable execution and have a demonstrated track record of closing loans on a timely basis.

### Flexibility and Creativity

Builders Bank takes a highly individualized approach to underwriting the particular risk characteristics of every transaction, finding creative ways to unlock the value of each property. We recognize that projects may change in mid-process, and offer financing solutions with terms that also can change if needed.

### Responsiveness

Builders Bank is structured to respond to our customers' needs. Our lenders spend extensive time in their respective markets, building close working relationships with borrowers. With expertise in a broad array of property types and geographic regions, we can add value to a wide range of projects. And, we have designed our decision-making, closing and asset management processes to provide superior responsiveness to time-sensitive transactions.

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## Key Officers

***Mitchell Saywitz - Chairman and Chief Executive Officer*** Mr. Saywitz founded Builders Bank in 1997. A veteran shopping center developer, he served as President of HSS Real Estate from 1986 to 1997 and was responsible for the development, leasing and management of over 1.5 million square feet of commercial real estate in the Chicago area with a value of \$150 million. (312-977-1435 / mitchell@buildersbank.com)

***Daniel Ruvalcaba - Executive Vice President/Chief Lending Officer*** Mr. Ruvalcaba has overall responsibility for Builders Lending Department, including national loan origination and business development, as well as the Bank's regional Loan Production Offices. A twenty-five year industry veteran, he previously held senior positions in Lending and Credit at Bank of America, The Travelers Insurance Co., California Federal Bank and Hawthorne Savings. (312-977-1436 / druvalcaba@buildersbank.com)

***Shannon Eidman - Senior Vice President/Regional Manager*** Mr. Eidman heads the Builders Bank New York Loan Production Office based on Long Island. He is responsible for originating construction, acquisition and bridge loans throughout the New York area, including all 5 boroughs. Mr. Eidman began his career at the Bank in 2003 as an underwriter. Prior to moving to the New York office, Mr. Eidman headed the Bank's Los Angeles Loan Production Office. Mr. Eidman holds a JD and began his real estate career practicing law with a concentration in middle market development companies. Prior to joining Builders Bank, he worked with Cohen Financial as an analyst/consultant focusing on valuations of and for REITS, Opportunity Funds and direct originations. (516-333-9200 / seidman@buildersbank.com)

***Jeremy Cramer - Assistant Vice President*** Mr. Cramer is responsible for loan origination in the Southern California Area. He began his real estate career focused on multi-family, condominium conversion and land brokerage with Marcus Millichap. Prior to joining Builders Bank, Jeremy worked with banks and insurance companies in varying capacities. (310-556-5450) / jcramer@buildersbank.com)



## Redevelopment of an Apartment Project

***\$2,025,000 - 4th and Ocean Park Boulevard, Santa Monica, CA***

Builders Bank provided financing for the redevelopment of a 7-unit apartment project, including expansion of the building. The apartments are located blocks from the Santa Monica Beach and within walking distance to the shops and restaurants on Main Street. Certain units offer private roof decks, patios and balconies. All approvals were in place at the time of closing.

## Corporate Officers

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Mitchell Saywitz - Chairman and CEO  
Daniel Ruvalcaba - Executive Vice President and Chief Lending Officer  
Ron Fack - Executive Vice President/Operations  
Jeffrey Ebbesen - Senior Vice President and Chief Financial Officer

## Corporate Offices

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### HEADQUARTERS

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### SAN FRANCISCO

(Contact the Los Angeles office)