

THE NAIOP 2012 GUIDE TO

# Capital Connections

**Direct Lender**



**ANGELO, GORDON & CO.**  
**Angelo, Gordon & Co., L.P.**  
 Gordon J. Whiting  
 gwhiting@angelogordon.com  
[www.angelogordon.com/netlease](http://www.angelogordon.com/netlease)  
 245 Park Avenue, 26th Floor  
 New York, NY 10167-0094  
 212-883-4157

Angelo, Gordon's extensive experience as a principal investor in credit and real estate assets provides an underwriting platform unparalleled in the net lease industry. Offering highly competitive pricing and speed of execution, AG Net Lease provides built-to-suit and sale-leaseback financing and also purchases net leased corporate real estate in the U.S. and abroad in transactions ranging from \$10 million to \$300 million. Investing from our second dedicated fund, we are looking to acquire more than \$500 million of net leased real estate this year.



**Monument Bank**  
 Matthew Markiewicz  
 mmarkiewicz@monument-bank.com  
[www.monumentbank.com](http://www.monumentbank.com)

7401 Wisconsin Avenue  
 Bethesda, MD 20814  
 301-841-9516  
 Monument Bank, a locally owned community bank, has been lending in the Washington Metropolitan area since 2005. The Real Estate Lending Division is strongly positioned to provide a full range of real estate financing options for acquisition, development, permanent financing and operation

of commercial real estate. The bank has financed construction projects in redeveloping areas of the city. Call us to discuss your real estate project.



**Spectrum Capital**  
 David Griffith  
 dgriffith@spectrumcapitalsolutions.com  
[www.spectrumcapitalsolutions.com](http://www.spectrumcapitalsolutions.com)  
 8636 Talamasca Drive  
 Franksville, WI 53126  
 888-534-2955

Spectrum Capital offers a diverse mix of commercial real estate loans to meet the individual borrowing needs and investment objectives of its borrowers, for both investment and owner occupied commercial properties. We offer comprehensive solutions to commercial real estate financing needs. We can cater to your unique circumstances and can structure financing very creatively. Whether your financing need is one million dollars or 500 million dollars, we have the resources to properly structure and fund your deal. Call us today!



**Spencer Savings Bank**  
 Charles Woehrlé  
 CWoehrlé@spencersavings.com  
[www.spencersavings.com/54444.html](http://www.spencersavings.com/54444.html)  
 611 River Drive  
 Elmwood Park, NJ 07407  
 201-703-3807

Spencer Savings Bank's CRE Department, headquartered in Northern NJ, provides financing in NJ and areas of NY and PA. Investment property types financed include multi-family and commercial (mixed use,

retail, offices, warehouse/industrial, self storage). Transactions range from \$1MM to \$15MM with all loans held in portfolio. Spencer will work on both a direct basis with sponsors as well as brokers on financing opportunities. Kindly feel free to contact me as outlined above to discuss your financing needs.



**W. P. Carey & Co. LLC**  
 Kathleen Barthmaier  
 kbarthmaier@wpcarey.com  
[www.wpcarey.com](http://www.wpcarey.com)  
 50 Rockefeller Plaza  
 New York, NY 10020  
 212-492-1125

W. P. Carey provides companies worldwide with long term sale leaseback and build to suit financing and engages in other types of real estate-related investment. W. P. Careys investments are highly diversified, comprising contractual agreements with approximately 288 long term corporate tenants spanning 28 industries and 18 countries.



**Wells Fargo**  
 Wells Fargo provides lending, servicing, advisory, intermediary, and structured solutions to a broad spectrum of investors, developers, and public companies in the commercial real estate sector and was ranked as the nation's largest commercial real estate lender in the Mortgage Bankers Association's (MBA) Annual Origination Rankings for 2009 and 2010.



**Financial Intermediary**



**Barry Slatt Mortgage**  
 Dan Friedeberg  
 danf@slatt.com  
[www.slatt.com](http://www.slatt.com)  
 1350 Old Bayshore Highway,  
 Suite 450  
 Burlingame, CA 94010  
 650-342-6755

Barry Slatt Mortgage stands for the same principles the company was founded upon forty years ago: expertise, trust, and straightforward communication. We are a commercial mortgage banker with proprietary lending relationship nationwide that provide custom-tailored solutions for your needs.



**NorthMarq Capital, LLC**  
 Lawrence Stephenson  
 lstephenson@northmarq.com  
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 3500 American Blvd West,  
 Suite 500  
 Minneapolis, MN 55431  
 952-356-0100

NorthMarq Capital is a leading national mortgage banking firm headquartered in Minneapolis with 33 offices offering debt, equity and commercial loan servicing with an average of \$8.5 billion in annual production volume and services a loan portfolio of nearly \$40 billion.

## Financier



### PNC Real Estate

[www.pnc.com](http://www.pnc.com)  
249 Fifth Avenue  
Pittsburgh, PA 15222  
877-762-7775

PNC Real Estate is a leading provider of banking, financing and servicing solutions for commercial real estate clients across the country.



Q10 CAPITAL LLC

### Q10 Capital LLC

Bob Stout  
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[www.q10capital.com](http://www.q10capital.com)  
615-395-9999

Q10 Capital is a national leader in providing capital to the commercial real estate industry. Our promise is simple: to approach your financing needs with creative insight, flexibility and innovative solutions. We have closed over \$10 billion in new financing in the last 3 years and currently service over \$14.9 billion in loans.

## Investors



ANGELO,  
GORDON  
& CO.

### Angelo, Gordon & Co., L.P.

Gordon J. Whiting  
[gwhiting@angelogordon.com](mailto:gwhiting@angelogordon.com)  
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### Darwin Realty & Development Corporation

Eileen Ross  
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630-782-9520

Darwin Realty & Development Corporation, founded in 1975, is headquartered in Elmhurst, IL and is a full-service commercial real estate company specializing in brokerage, sales/leasing, investments, development, sale/leasebacks, and property management. Darwin's core business is in the Illinois-Indiana-Wisconsin marketplace. Worldwide clients are serviced through the prestigious SIOR network.



USAA Real Estate Company

### USAA Real Estate Company

Sharon Ballenger  
[www.usrealco.com](http://www.usrealco.com)  
9830 Colonnade Boulevard,  
Suite 600  
San Antonio, TX 78230  
800-531-8182

USAA Real Estate Company is a subsidiary of USAA, a worldwide insurance and financial services company based in San Antonio, Texas. USAA Real Estate Company provides a range of services including build-to-suit development, co-investment fund management, portfolio management and brokerage services. The company has a real estate portfolio in excess of \$5 billion in assets that includes office, industrial, land and full-service hotels.



### W. P. Carey & Co. LLC

Kathleen Barthmaier  
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W. P. Carey provides companies worldwide with long term sale leaseback and build to suit financing and engages in other types of real estate-related investment. W. P. Careys investments are highly diversified, comprising contractual agreements with approximately 288 long term corporate tenants spanning 28 industries and 18 countries. ■