

THE NAIOP 2014 GUIDE TO

# Capital Connections



## Direct Lenders



### A10 Capital

Ken Wilson  
kwilson@a10capital.com  
[www.a10capital.com](http://www.a10capital.com)  
250 S. 5th Street #400  
Boise, ID 83702  
(208) 577-5000

A10 Capital is a nationwide lending business specializing in small to middle market commercial mortgages. Our mini-perm loans feature terms of 3-5 years and are often used to finance properties not yet in a position to obtain longer-term, permanent financing.



### CCRE

Stephen J. Van Leer  
svanleer@ccre.com  
[www.ccre.com](http://www.ccre.com)  
110 E 59th Street, 6th Floor  
New York, NY 10022  
(212) 915-1946

CCRE is a fully-integrated commercial real estate finance company providing innovative financing solutions to the real estate capital markets. CCRE originates competitively underwritten fixed- and floating-rate mortgages and mezzanine loans secured by diverse asset types in most major US markets.

## J.P.Morgan

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Olga Ilagan  
rebcommunications@jpmorgan.com  
[www.jpmorgan.com/commercialbanking](http://www.jpmorgan.com/commercialbanking)  
10 S. Dearborn Street, Floor 21  
Chicago, IL 60603

J.P. Morgan Real Estate Banking delivers a full range of credit solutions, cash management and treasury products as well as access to Capital Market and Investment Management solutions to national and large regional real estate developers, operators and investors in major U.S. markets.



### Monument Bank

Van Anderson  
vanderson@monumentbank.com  
[www.monumentbank.com](http://www.monumentbank.com)  
7401 Wisconsin Avenue  
Bethesda, MD 20814  
(301) 841-9510

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.



### The Provident Bank

Patti Patriarca  
[www.providentnj.com](http://www.providentnj.com)  
100 Wood Avenue South  
Iselin, NJ  
08830-2727  
(732) 726-5516

NJ based commercial bank providing permanent and construction financing. Preferred loan size \$1MM to \$20MM. Preferred product type office, industrial, retail, multi-family. Geographic preference NJ and eastern PA.

### Investors



### Darwin Realty & Development Corporation

Rick Daly  
[rdaly@darwinrealty.com](mailto:rdaly@darwinrealty.com)  
[www.darwinrealty.com](http://www.darwinrealty.com)  
970 N Oaklawn Avenue  
Elmhurst, IL 60126  
(630) 782-9520  
(630) 782-9531

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.

### Consultants



### EDGE Commercial Real Estate

Joseph A. Sutton, Jr.  
[jsutton@edgecre.com](mailto:jsutton@edgecre.com)  
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8618 Westwood Center Drive  
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Tysons Corner, VA 22182  
(703) 334-5600

EDGE is the leading regional commercial real estate firm serving Washington, D.C. and Baltimore. The firm's highly agile, fully integrated platform is engineered around a creative entrepreneurial spirit supported by unmatched technical competency, allowing the speed of execution to seize opportunity and deliver...RESULTS!

### Financial Intermediary



### EquityHunt

Catie Hilliard  
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(716) 459-4868

EquityHunt is where investors and real estate developers meet. EquityHunt allows investors who are looking for alternatives to the stock market to browse investment deals and get into contact with developers looking to fill the equity gap in their project.



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(952) 356-0100

NorthMarq Capital is a leading national mortgage banking firm headquartered in Minneapolis with 34 offices offering debt, equity and commercial loan servicing with an average of \$9.5 billion in annual production volume and services a loan portfolio of over \$42 billion.

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### Law Firms



*Pulling Together. Succeeding Together.*

### Pullman & Comley

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Pullman & Comley, LLC provides a wide range of legal services to clients in New England and nationally. The firm's major practice areas include real estate, property valuation, corporate and business law, environmental, health care, litigation, public and commercial finance, and trusts and estates. The firm has offices in Bridgeport, Hartford, Stamford, Waterbury and White Plains. ■