

# SUMMIT FINANCIAL AND INVESTMENT GROUP, LLC

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*Business Consultants - Financing - Packaging - Risk Analysis*

## Introduction to Services

### **Funding Real Estate Development Projects and Business Smoothly**

Plans and visions are a real estate entrepreneur's specialty. They understand the language of real estate development; zoning, government approvals, architectural design, infrastructure, economic opportunity, cash flow, mergers, acquisitions, expansion, etc. However, just having the location, insight, and a good project does not insure that financing will automatically be available. Managing the specific requirements of lenders and constantly changing economic conditions can be critical to the success of even the most promising development.

A Borrower whose financing application takes into account the requirements and guidelines of lenders and investors will receive funding in record time. A Borrower, who does not, can spend months or even years going from lender to lender only to have their loan request delayed or rejected in loan committee – without understanding why.

### **How Do We Know This?**

Summit Financial and Investment Group, LLC (SFIG) and its principles have spent over a decade in senior positions in the commercial real estate and corporate finance division of major lending institutions and in excess of 21 years in mortgage banking providing commercial loans across the United States. SFIG is also a developer, actively involved as principle owner and the development entity for office buildings, hotels, retail centers, condominiums, and apartment complexes, etc. SFIG's involvement in some projects are as a result of our evaluation of a financing request where it was discovered between the borrower and SFIG that our participation as developer or co-developer was a key element that enabled the project to be financed. Who better to relate to the financing and other needs of a real estate project than another experienced developer? We've been there and we will help you get there.

### **Financing Expertise**

While most developers seek financing infrequently, SFIG professionals communicate with our investors on a daily basis. We are aware of our investors constantly changing needs and requirements in concert with changing economic conditions. Because of this we are able to assist developers and business owners in structuring their financing needs accordingly.

SFIG evaluates a development project prior to accepting an application for financing. Before a project can be financed, costs, profits, development experience and equity requirements must be met. SFIG's job is to enhance the merits, structure, and presentation of the owner's project in a familiar format. This allows our investors to facilitate the funding process. Our goal is to give the borrower what they want and need to make their project a reality.

We have done exactly that for scores of projects throughout the U.S. and internationally, amounting to over \$3 billion dollars in successful debt and equity financing for real estate and business developments.

For over 21 years SFIG has incorporated their underwriting expertise and financing sources to providing funding for real estate development projects. SFIG assists the developer in providing all the key ingredients necessary to insure the successful financing of real estate development and business finance projects.

### **Structure and Proforma**

SFIG evaluation and underwriting efforts for each project and are structured to address the idiosyncrasies of each task and to allow each project to achieve the maximum financing available. Project development phasing, equity requirements, acceptable lending parameters, previous experience, market conditions, and absorption rate, are examples of key financing necessities often overlooked by many developers or owners. Not addressing these items in the concept stage of a development can result in needless financing delays or total restructuring of the project at time of financing in order to accommodate the lender's requirements. SFIG identifies and addresses these issues utilizing current lending requirements and by incorporating proformas and other project analysis to satisfy both the investors and borrowers needs.

### **Debt and Equity**

Key elements of development financing are the ratios of debt to cost and value, not to mention the timing and incorporation of the cash equity investment. Often overlooked in the initial stages of the development process, these key ingredients and their ratios in proportion to the development costs are essential to receiving financing. All too often a developer or owner spends all of their cash equity prior to seeking financing, leaving them cash poor and unable to satisfy a lender's liquidity or equity requirements. Not all of an owner's cash expended in the acquisition and development of a project is counted as equity in the eyes of the lender. SFIG can assist the developer or owner with the timing of the equity infusion, the amount, and when to fund, not to mention how to reduce or defer spending cash in a project that won't be counted as equity by the investor.

### **Development Services**

In addition to financing, SFIG provides development services to satisfy investor's requirements for project financing. Development services contracted with SFIG provides the owner with turnkey project development services for all aspects of the development process that include project analysis, hiring project consultants, architects, etc. supervising the construction process, documentation for ownership, leasing, and sales contracts, etc.

Most lenders are not willing to finance projects, even those with considerable merit, for developers or owners who do not have sufficient experience. SFIG as an experienced developer in virtually all types of commercial real state is qualified to satisfy most lenders' requirements for the incorporation of development expertise as a part of the project development team.

## **Types of Loan Available**

Permanent loans for all types of existing commercial properties, apartment buildings, and other income producing properties are available through SFIG at the best possible interest rates and terms for qualified properties. Short-term interim loans, mini-perm loans, construction loans, and bridge loans are available for properties that have not yet achieved their proforma incomes. Corporate finance loans for expansion or acquisition and equipment leases are also available.

For a complete review of SFIG capacity and loan programs, please visit us at:

[www.summitfinancialgroup.com](http://www.summitfinancialgroup.com)