

# GREET THE MONEY

## NETWORKING RECEPTION PARTICIPANTS

WEDNESDAY, JUNE 10 | 4:30 - 6:00 PM | MOSCONE SOUTH, SAN FRANCISCO

### Beacon Business Bank

88 Kearny Street, San Francisco, CA 94108  
(415) 543-3377

[beaconbusinessbank.com](http://beaconbusinessbank.com)

**Type:** Lender

**Amount:** Under \$5M

**Profile:** Local Bank. Local decision makers. [Learn more](#)

### Bergstrom Capital Advisors, Inc.

17 Castellina Drive, Newport Coast, CA 92657  
(949) 510-6314

**Type:** Real Estate Capital Market Advisor, Equity or Mezzanine Financing

**Amount:** Over \$25M

**Profile:** Eric Bergstrom formed BCA in 2001, after 13 years as a CPA and a founder of Ernst & Young-Kenneth Leventhal & Co.'s Real Estate Capital Markets Group ("EYKL"), where he led all real estate capital market assignments in the western United States, including the largest private equity placement in the firm's history. He was designated as one of the firm's national experts for the home building industry. BCA is a discrete real estate capital markets and strategic advisory firm that provides professional and highly responsive capital market execution for real estate owners, high net worth individuals/families, and developers in all commercial, home building, and master planned community development. BCA's unique combination of experience and technical skills are what differentiates us from brokerage firms.

### Encore Capital Management/Builder Advisor Group

770 Tamalpais Dr., 401B, Corte Madera, CA 94925  
(415) 561-0600

**Type:** Real Estate Investment Banking

**Amount:** Over \$25M

**Profile:** Encore Capital Management ("Encore") is a diversified, vertically integrated, real estate investment and development firm. Encore utilizes its breadth of development experience and expertise to invest in distressed and opportunistic properties, multifamily apartments, large master-planned residential and resort communities, and high barrier to entry urban infill projects. Including current and exited projects Encore is developing more than 20,000 rental apartments, homes for sale and residential lots with estimated gross revenue of approximately \$4 billion. Encore manages over \$1 billion across three funds and several investment vehicles.

### Freedom Financial Funds, LLC

23632 Calabasas Road, Suite 204, Calabasas, CA 91302  
(818) 308-3883

[freedomfinancialfunds.com](http://freedomfinancialfunds.com)

**Type:** Lender, Equity or Mezzanine Financing

**Amount:** \$5M - \$25M

**Profile:** Provides debt and equity in the \$3M-\$15M range for experienced Developers engaged in new construction, rehabs, or re-positioning of Tracts, Residential Income, Industrial, Retail, Land, or Office projects. Geography is the Western states except for Build-to-Suits for investment grade tenants which we do nation wide. Not interested in EB-5, Pace, Ozone, or Cannabis projects.

### Genesis Capital

15303 Ventura Blvd. Suite 700, Sherman Oaks, CA 91403  
(800) 663-2195

[genesiscapital.com](http://genesiscapital.com)

**Type:** Lender

**Profile:** Tailored, Innovative Solutions for Subdivision and Infill Developers  
Genesis Capital is the leading loan provider for the nation's top professional residential developers of SFR, multifamily and mixed-use real estate. Whether you're looking for A&D horizontal loans, land acquisitions or vertical subdivision loans, Genesis can craft a custom solution for your lending needs. [Learn more](#)

### Homestreet Bank

10 S. Almaden Blvd., #560, San Jose, CA 95113  
(650) 435-3412

[homestreet.com/business/builder-financing/home-builder-construction-financing](http://homestreet.com/business/builder-financing/home-builder-construction-financing)

**Type:** Lender

**Amount:** \$5M - \$25M

**Profile:** Founded in 1921, HomeStreet Bank has been financing residential construction projects since the 1940s, when defense workers moving to Seattle in droves needed housing. We've since financed thousands of residential construction projects in Washington, Oregon, Idaho, California, Utah and Hawaii. HomeStreet offers a comprehensive array of loan products for residential construction projects. Our experienced staff of loan officers is dedicated to working with builders and developers to get them the right financing.

### Parkview Financial

11601 Wilshire Blvd, Suite 2100, Los Angeles, CA 90025  
(310) 996-8999

[parkviewloan.com](http://parkviewloan.com)

**Type:** Lender

**Profile:** Parkview Financial is a direct private lender provides that short-term bridge and construction loans secured by first trust deeds to developers throughout the United States. Parkview manages a debt fund that originates approximately \$500 million in construction financing each year with loans ranging in size from \$5 million up to \$100 million. Parkview's excellent reputation as a private lender has been built on its ability to provide fast, creative financing solutions for borrowers who need more leverage and certainty of execution. Parkview originates loans for property types including Multifamily, Industrial, Office, Retail, Mixed-use, Spec Homes and Entitled land.

### RAM Real Estate Capital

38 High Avenue, Nyack, NY 10960  
(646) 828-2838

[ramrecapital.com](http://ramrecapital.com)

**Type:** Equity Investor, Equity or Mezzanine Financing

**Amount:** \$5M - \$25M

**Profile:** RAM Real Estate Capital (RAM) is a fund manager currently investing out of its 3rd Fund, RAM RE Investments III. The fund is focused on equity investments in residential projects with homebuilders and land developers in most major US markets through either pari-passu or preferred equity structures. RAM has made or is seeking investments in homebuilding joint ventures, land development projects, multi-family developments and build-to-rent communities. Its team is made up of dedicated professionals who have had longstanding careers in the homebuilding and capital markets.

# GREET THE MONEY

## NETWORKING RECEPTION PARTICIPANTS

WEDNESDAY, JUNE 10 | 4:30 - 6:00 PM | MOSCONE SOUTH, SAN FRANCISCO

### Seattle Funding Group of CA, LLC

512 Via de la Valle, Suite 200, Solana Beach, CA 92075  
(858) 751-0556

[seattlefundinggroup.com](http://seattlefundinggroup.com)

**Type:** Lender

**Profile:** Seattle Funding Group is a direct, portfolio, private money lender. A fund-based lender, SFG is headquartered in Bellevue, WA and has been active for over thirty (30) years. We are one of the oldest private, fund-based lenders in The West. Our primary products are responsive bridge and construction financing on non-consumer residential, multifamily, mixed-use, commercial and industrial properties. SFG is a small balance lender. Our typical closings range from \$1m to \$10m, although on an exception basis, SFG can provide financing as small as \$500k, or as large as \$25m, the latter on income properties. See <https://www.seattlefundinggroup.com/deal-gallery/> for a visual. [Learn more](#)

### Slatt Capital

819 Mitten Road, Burlingame, CA 94010

[slatt.com](http://slatt.com)

### Sound Equity

929 108th Avenue, Ste. 1030, Bellevue, WA 98004  
(888) 490-4450

[soundequity.com](http://soundequity.com)

**Type:** Lender

**Profile:** SOUND EQUITY IS A PREMIER DIRECT MONEY LENDER. Founded in 2007, Sound Equity has raised hundreds of millions in investment capital to fund loans throughout various West Coast markets. Today, we lend tens of millions per month, financing all types of new construction projects, including ground-up and construction-completion loans. We have the funding you need for your next new construction project, residential investment acquisition or cash-out refinance. For high-volume developers, we can provide unlimited capital, high leverage, competitive rates, and best-in-class terms coupled with lightning-fast funding, allowing you to get your next project underway, right away!"

[Learn more](#)

### Sterling Bank & Trust

400 Montgomery St., Suite 100, San Francisco, CA 94114  
(415) 773-1530

[sterlingbank.com/customer-service.html](http://sterlingbank.com/customer-service.html)

**Type:** Lender

**Amount:** \$5M - \$25M

**Profile:** Sterling Bank & Trust ("Bank") was founded in 1984. The Bank provides outstanding banking service to individuals, professionals, and business clients. The Bank has twenty branches in the San Francisco Bay Area, six branches in Los Angeles and a branch in Bellevue Washington. In 2017, the Bank expanded to New York with its division, SBT Advantage Bank, which has two branches in Brooklyn and Flushing. In 2019, for the second year in a row, the Bank was ranked as the Top Performing Community Bank in the United States by SNL/S&P Global Market Intelligence among U.S. banks with assets of \$3B-\$10B.

### Vale Capital, Inc.

770 Menlo Avenue, Suite 201, Menlo Park, CA 94025

[valecap.net](http://valecap.net)