



2011 NIC REGIONAL SYMPOSIUM

MARCH 7-8, 2011 • LOS ANGELES, CA

EVENT GUIDE TO INVESTORS

SPONSORED BY:



GE Capital
Healthcare Financial Services

EVENT GUIDE TO INVESTORS



Company Name, Phone Number, Address,
Website, On-Site Contacts

	Professional Category										Types of Capital										Property Types																							
	(FI) Broker	(FI) Investment Bank	(FI) Loan Servicer	(I) Life Insurance Company	(I) Other Institutional Investor	(I) Pension Fund/Manager	(I) Private Equity	(I) REIT	(L) CMBS Lender	(L) Commercial Bank (National)	(L) Commercial Credit	(L) GSE/GSE Lender	(L) Local/Community Bank	(L) Regional Bank	(L) Savings Institution	Bridge Financing	CMSB or other ABS	Construction Financing	Credit Enhancements	Equity Capital	General Corporate Debt	Mezzanine Financing	Mini-Permanent	Permanent Debt for Distressed	Permanent Debt for Stabilized	Permanent Financing	Refinancing	Sale/Leasebacks	Subordinated Debt	Take Out Financing	Tax Exempt	Venture Capital	Working Capital	Active Adult	Assisted Living	Entry Fee (Ownership)/Condo/Co-op CCRC	Independent Living	Memory Care	Rental CCRC	Seniors Apartments	Skilled Nursing			
CBRE Capital Markets , (713) 787-1965 2800 Post Oak Blvd, Suite 2100 Houston, Texas 77056 www.cbre.com/capitalmarkets Aron Will (713) 582-0864	X	X									X				X		X		X					X	X				X						X								X	
Centennial Mortgage, Inc. , (949) 759-7066 1 Chatham Court Newport Beach, California 92660 www.centennialfhloans.com James Lewin (949) 759-7066											X						X	X						X	X				X						X			X						X
CIT Healthcare , (212) 461-5200 11 West 42nd Street New York, New York 10036 www.cithealthcare.com Adam Sherman (443) 570-6837 Kathryn Burton-Gray (917) 679-9982															X						X			X	X				X				X		X		X		X					X

(L) - Lender
(I) - Investor
(FI) - Financial Institution

EVENT GUIDE TO INVESTORS



Company Name, Phone Number, Address,
Website, On-Site Contacts

	Professional Category											Types of Capital											Property Types																		
	(FI) Broker	(FI) Investment Bank	(FI) Loan Servicer	(I) Life Insurance Company	(I) Other Institutional Investor	(I) Pension Fund/Manager	(I) Private Equity	(I) REIT	(L) CMBS Lender	(L) Commercial Bank (National)	(L) Commercial Credit	(L) Local/Community Bank	(L) Regional Bank	(L) Savings Institution	Bridge Financing	CMS or other ABS	Construction Financing	Credit Enhancements	Equity Capital	General Corporate Debt	Mezzanine Financing	Mini-Permanent	Permanent Debt for Distressed	Permanent Debt for Stabilized	Permanent Financing	Refinancing	Sale/Leasebacks	Subordinated Debt	Take Out Financing	Tax Exempt	Venture Capital	Working Capital	Active Adult	Assisted Living	Entry Fee (Ownership)/Condo/Co-op CCRC	Independent Living	Memory Care	Rental CCRC	Seniors Apartments	Skilled Nursing	
Cushman & Wakefield of Florida, Inc. (407) 810-5135 800 N. Magnolia Ave Orlando, Florida 32803 www.cushwake.com Mike Garbers (407) 810-5135	X	X						X								X		X					X	X											X	X	X	X	X	X	
CWCapital, (360) 694-1322 1010 Washington St. Suite 200 Vancouver, Washington 98660 www.cwcapital.com Tom Peters (360) 609-1166 Heidi Begeot (541) 980-2081																X	X						X	X													X	X	X	X	X
CWCapital, (781) 707-9300 One Charles River Place, 63 Kendrick Street Needham, Massachusetts 02494 www.cwcapital.com Philip Brooks (804) 319-6086			X				X	X							X	X			X			X	X											X	X	X	X	X	X	X	

(L) - Lender
(I) - Investor
(FI) - Financial Institution

EVENT GUIDE TO INVESTORS



Company Name, Phone Number, Address,
Website, On-Site Contacts

Professional Category	Types of Capital														Property Types																													
	(FI) Broker	(FI) Investment Bank	(FI) Loan Servicer	(I) Life Insurance Company	(I) Other Institutional Investor	(I) Pension Fund/Manager	(I) Private Equity	(I) REIT	(L) CMBS Lender	(L) Commercial Bank (National)	(L) Commercial Credit	(L) GSE/GSE Lender	(L) Local/Community Bank	(L) Regional Bank	(L) Savings Institution	Bridge Financing	CMSB or other ABS	Construction Financing	Credit Enhancements	Equity Capital	General Corporate Debt	Mezzanine Financing	Mini-Permanent	Permanent Debt for Distressed	Permanent Debt for Stabilized	Permanent Financing	Refinancing	Sale/Leasebacks	Subordinated Debt	Take Out Financing	Tax Exempt	Venture Capital	Working Capital	Active Adult	Assisted Living	Entry Fee (Ownership)/Condo/Co-op CCRC	Independent Living	Memory Care	Rental CCRC	Seniors Apartments	Skilled Nursing			
Northland Networks , (612) 851-5956 45 South 7th St., Suite 2000 Minneapolis, Minnesota 55402 www.northlandnetworksinc.com Seth N. Kahn (612) 619-9046 Andrew K. Merry (612) 867-2577		X	X												X		X							X	X										X	X	X	X	X	X	X	X	X	
Northmarq Capital , (425) 974-1055 500 108th Ave NE, #900 Bellevue, Washington 98004 www.northmarq.com Stuart Oswald (206) 799-4817	X		X												X	X	X						X	X	X				X	X				X	X	X	X	X	X	X	X	X	X	X
Oak Grove Capital , (763) 656-4500 2177 Youngman Ave St Paul, Minnesota 55116 www.oakgrovecap.com Heidi Brunet (206) 384-6168 Bill Kauffman (630) 399-0140			X								X							X						X	X				X	X				X	X	X	X	X	X	X	X	X	X	X

(L) - Lender
(I) - Investor
(FI) - Financial Institution

