

# company overview



## Who We Are

BridgePointe Advisors is a nationally focused investment advisory firm. BridgePointe has completed over \$4 billion dollars worth of investment, joint venture transactions, capitalizations and advisory assignments on commercial real estate assets around the country.



## What We Do

- Structured Finance
- Investment Sales
- Equity Placement
- Joint Ventures
- Permanent Financing
- Asset Management



## Property Types

All commercial property types including, but not limited to: retail, office, multi-family, hotel, construction, land, industrial and other specialty property types.

BridgePointe Advisors  
2475 Northwinds Parkway  
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## Our Vision

We are an organization dedicated to the creation of wealth for our clients' real estate portfolios through trusted and innovative capital and investment solutions.

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# management profiles



## Gary T. Saykaly – Managing Partner

Mr. Saykaly is responsible for strategic initiatives, client relationship management, designing solution strategies, joint ventures and sourcing new opportunities for BridgePointe's clients. Mr. Saykaly has 18 years of commercial real estate experience, primarily in the areas of dispositions, joint ventures, financial structuring, strategic consulting, and asset management. Previously with CB Richard Ellis, Mr. Saykaly created and managed Retail Investment Advisors (RIA) a 15 person southeast retail investment team. Prior to CB Richard Ellis, Mr. Saykaly was an asset manager for the Kuwait Investment Office in New York City (\$4 billion portfolio). In the last 10 years, Mr. Saykaly has been involved in the investment sale, joint venture structuring and advisory of \$4+ billion of retail and commercial assets. Mr. Saykaly has a BS in Economics and Finance from Southern New Hampshire University and an MBA in finance from Bentley College Graduate School of Business. He is a monthly contributing editor of *Shopping Center Business* magazine.



## Richard N. Levine – Managing Partner

Mr. Levine is managing partner responsible for Strategic Initiatives, New Client Origination and Capital Markets financing at BridgePointe. He began his career in condominium development and construction in Atlanta, Georgia. Subsequently, Mr. Levine joined Atlanta based Mortgage Banker NetFunding.com where he worked as a Transaction Manager. He was a founding member of CREFunding, a BridgePointe predecessor and has managed loan production in excess of \$400 million since 2004. Mr. Levine has a B.A. in English and History from Union University where he graduated Magna Cum Laude. Mr. Levine also holds an MBA in Real Estate from Georgia State University and currently sits on the University's Real Estate Honorary Board.



## Mark A. Rowell – Managing Partner

Mr. Rowell manages structured finance activities at BridgePointe Advisors. Mr. Rowell has 21 years of commercial real estate experience, primarily in creative financial structuring and high leverage capitalizations. Beginning in 1985, Mr. Rowell worked in the Chicago office of Heller Financial as a Loan Administrator, Work-Out Specialist and Midwest Regional Analyst. In 1990, Mr. Rowell accepted the Southeast Regional Portfolio Manager's position for Heller in Atlanta and then became a Southeast Region Investment Officer for Heller from 1992 - 1996. In 1997, Mark joined the mortgage banking firm of IRE Capital Advisors in Atlanta as a mortgage consultant. In late 1999, Mark and two partners wrote, developed and launched an "on-line" commercial real estate finance web-site called NetFunding.com. In early 2004, Mr. Rowell and two partners started up a more focused, full service financial advisory firm called CREFunding. CREFunding's specialty was high leverage non-recourse financing, joint ventures and junior debt. Mr. Rowell has a BBA in Real Estate/Finance from the University of Wisconsin - Madison and is currently the Southeast Director of the University of Wisconsin Real Estate Alumni Association. Mr. Rowell is an Eagle Scout and Scout leader as well as a guest speaker for CURE Childhood Cancer, a local Atlanta charitable organization.



## W. Van Barron – Managing Partner

Mr. Barron is responsible for strategic planning, transaction and client relationship management and company operations. Mr. Barron has twenty years of commercial real estate experience, primarily in the areas of investment transactions and institutional portfolio management. Mr. Barron was one of two Managing Partners that created and managed BridgePointe Advisors, a retail focused investment services firm that completed over \$1 billion of transactions from 2002-2006. Formerly with CB Richard Ellis, Mr. Barron was Co-Managing Director of Retail Investment Advisors (RIA). Mr. Barron was also a partner in CB Richard Ellis' Southeast Office Investment Properties Group before joining RIA. Collectively, Mr. Barron has been responsible for the disposition of over \$2 billion of commercial real estate investments. Mr. Barron has a BS in Real Estate (Finance) from Georgia State University. He is currently a contributing editor for *Shopping Center Business* magazine's Capital Markets Review.

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## capital markets

Property Type: Retail, Multi-Family, Office, Industrial & Hotel

Financing Types: Permanent Debt & Long Term Mezzanine

Term: 3-25 Years

Geography: The United States & Canada

Loan Size: \$1,000,000 to \$190,000,000+

Interest Rates: Fixed or Floating

Lender Types: Life, Pension, CMBS, Bank & Agency

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## structured finance

Property Types: Retail, Multi-Family, Office, Industrial, Hotel & Condo

Investment Type: Value Add or Ground-Up Construction

Instruments: Senior Bridge / Construction Loans, Mezzanine, Preferred Equity & JV Equity

Geography: Southeast, Midwest, Southwest, Caribbean & Mexico

Instrument Size: Senior Debt - \$30,000,000+  
Mezzanine - \$1,000,000+  
Preferred Equity - \$1,000,000+  
Equity - \$3,000,000+

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# closed transactions



**The Strand**  
Sr. & Jr. Condominium  
Conversion \$97,849,000



**Retail Pre-Development**  
Equity Fund  
Financing \$6,000,000



**Wyndham Hotel**  
Permanent Financing  
\$12,000,000



**The Heritage P.U.D.**  
A & D Financing  
\$21,750,000



**Ocean Vistas Daytona**  
Sr. & Jr. Constr. Financing  
\$70,830,000



**The Belmont**  
Fixed Rate Sr. & Mezz.  
Financing \$24,200,000



**Fort Smith Pavillion**  
Debt/Equity Constr. Financing  
\$52,351,000



**Pelican Grand**  
Sr. & Jr. Financing  
\$51,000,000



**Rite Aid**  
Permanent Financing  
\$5,500,000



**Avalon Apartments**  
High Leverage Construction  
Financing \$ 30,800,000



**Town Center**  
Permanent Financing  
\$14,500,000



**San Marco**  
Predevelopment Equity  
Financing \$7,000,000

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# closed transactions



**Conyers Plaza I & II**  
Investment Sale  
Power Center



**Greenbriar Mall**  
Joint Venture  
Enclosed Mall



**Azalea Square**  
Private Placement  
Power Center



**Coursey Commons**  
Pre-Sale  
Neighborhood Center



**Franklin Marketplace**  
Investment Sale  
Neighborhood Center



**Kanawha Mall**  
Investment Sale  
Enclosed Mall



**The Sage**  
Sr. & Jr. Constr. Financing  
\$39,450,000



**10 Property Portfolio**  
Equity Recapture  
Mezz. Financing \$6,000,000



**Chantilly Corners**  
Investment Sale  
Neighborhood Center



**Big Springs Village**  
Investment Sale  
Neighborhood Center



**Peachtree City**  
Investment Sale  
Neighborhood Center



**Navarre Beach**  
Predevelopment  
Financing \$8,750,000

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## BridgePointe Advisors provides creative asset advisory services for lenders.

- Advisory Services
- Collateral & Situation Assessments
- Feasibility Analyses
- Interim Asset Management
- Sponsor Enhancements & Recapitalizations
- REO & Loan Dispositions

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BridgePointe Advisors is an investment banking firm providing customized capital, investment and financial solutions to the real estate industry. Our Asset Advisory Services platform focuses on assisting lenders with converting non-performing loans to performing status and maximizing proceeds for REO or loan sales. BridgePointe's broad platform and strategic alliances ensure best of market performance from the point of default/foreclosure to work-out or asset/loan disposition.

**Collateral Assessment & Advisory Services** – The process begins with an analysis of; the market, project conceptualization and appropriateness of the existing developer. For residential developments our research team utilizes a proven and proprietary methodology for determining the supply and demand conditions impacting the subject development. This approach provides us the ability to forecast monthly absorption rates by price points thereby determining a development project's feasibility or required modifications. The feasibility analysis is molded into a comprehensive strategic plan for the bank.

**Interim Asset Management** – Our team can provide a variety of interim asset management services: 1) development and execution of an asset plan & holding strategy based (with the ultimate goal being: a) conversion of a non-performing loan to a performing loan or b) disposition of the asset or loan); 2) creation of an on-line secured website to store all project information (helping to facilitate a future sale as well flow of information between vendors/consultants); 3) resolution of due diligence issues, 4) coordination of any third party vendors and consultants (i.e. entitlement specialists, engineers, land planners, etc).

**Cash / Capital Event** – BridgePointe can customize the disposition of one or more assets or loans via a private placement or wide exposure marketing strategy. Our Capital Group will provide the prospective investors with access to debt and/or equity capital sources that might be required to facilitate the transaction. For existing sponsors (with troubled projects) which whom the lender would prefer to keep in place, BridgePointe can either recapitalize the sponsor or bring in development partners to provide any required sponsor enhancement.

BridgePointe Advisors  
Asset Advisory  
Services

Borrower Recapitalization

Debt Financing

Equity

Hybrid Capital

JV Partners

Interim Asset  
Management

Due Diligence

Feasibility Analyses

Project Conceptualization

Development Coord.

Disposition  
(Asset or Loan)

Investment Funds

Developers

Land Bankers

Broker Network

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