

Company\* 

	Beech Street Capital, LLC	<b>Berkadia</b>	Capital Funding, LLC	<b>Capital One Bank</b>	Capital Source	GE Capital Healthcare Financial Services	<b>Gemino Healthcare Finance</b>	<b>Healthcare Finance Group, LLC</b>	Lancaster Pollard	National Health Investors	Oak Grove Capital	Walker & Dunlop, LLC	Ziegler
<b>Type of company</b>													
Credit company													
Investment bank													●
Mortgage bank	●			●					●			●	
Receivables firm							●						
Other		●	●		●	●		●		●			
<b>Type of financing/investment considered</b>													
Acquisition financing	●	●	●	●	●	●		●	●	●	●	●	●
Construction	●	●	●	●	●				●	●	●	●	●
Equity financing									●	●			
Interim financing	●	●	●		●	●		●	●		●		●
Mezzanine financing			●					●	●	●			●
Mini-permanent mortgage loan	●	●	●	●	●	●							
Permanent mortgage loan	●	●	●	●	●	●			●		●	●	
Receivables financing			●	●	●	●	●	●					
Revolving credit			●	●	●	●	●	●					
Sales/leaseback			●			●			●				
Securitized pool	●												
Taxable bond financing				●					●				●
Tax-exempt bond financing				●					●		●		●
Term loans	●	●	●	●	●	●	●	●					
Working capital			●	●	●	●	●	●					
Other						●							
<b>Type of property considered</b>													
Acute care		●	●	●	●	●	●	●	●	●		●	●
Alzheimer's	●	●	●	●	●	●		●	●	●	●	●	●
Ambulatory care	●					●	●					●	
Assisted living	●	●	●	●	●	●			●	●	●	●	●
Continuing care	●	●		●		●			●	●	●	●	●
Independent living	●	●			●	●			●	●	●	●	●
Personal care								●					
Psychiatric				●		●	●	●	●	●			
Rehabilitation	●	●		●	●	●	●	●	●	●		●	●
Skilled nursing	●	●	●	●	●	●	●	●	●	●	●	●	●
Subacute care	●	●		●	●	●	●	●		●	●		●
<b>Institution's plan for long-term care sector</b>													
Increase exposure	●	●	●	●	●	●	●	●	●	●	●	●	●
Maintain exposure													
<b>Institution's plan for the healthcare sector</b>													
Increase exposure	●	●	●	●	●	●	●	●	●	●		●	●
Maintain exposure											●		
<b>Range of loan/investment considered</b>													
Minimum (in millions)	2.5	2.5	2.5	5	1	5	2	5	NA	2	5	3	NA
Maximum (in millions)	NONE	NONE	NA	250	50	500+	20	150	NA	250	NONE	NONE	NA
<b>Range of interest rates offered</b>													
Fixed rate (percent)	VARIABLES	VARIABLES	VARIABLES	VARIABLES	VARIABLES	NA	NA	NA	NA	VARIABLES	VARIABLES	VARIABLES	NA
Variable rate (percent)	VARIABLES	VARIABLES	NA	VARIABLES	VARIABLES	NA	NA	NA	NA	VARIABLES	NA	NONE	NA
Typical amortization terms offered (years)	25-30	25-35	35	25	25	20-30	NA	NA	NA	VARIABLES	30-35	25-40	NA
Typical loan terms offered (years)	3-10	3-30	1-35	5-10	3-7	3-7	3	NA	NA	VARIABLES	5-35	24-40	NA
Maximum loan to value ratio (percent)	75-80	75-80	80	80	85	75-80	85	NA	NA	85	80	70-85	NA
Minimum debt coverage ratio	1.30-1.50	VARIABLES	1.25	1.25	VARIABLES	1.1	NA	NA	NA	1.25	1.25	1.45	NA

LENDERS SOURCE INDEX

**Beech Street Capital, LLC**  
www.beechstcap.com

**Berkadia**  
www.berkadia.com

**Capital Funding, LLC**  
www.capfundinc.com

**Capital One Bank**  
www.capitalonecommercial.com

**Capital Source**  
www.capitalsource.com

**GE Capital Healthcare Financial Services**  
www.gecapital.com/healthcare

**Gemino Healthcare Finance**  
www.gemino.com

**Healthcare Finance Group, LLC**  
www.hfgusa.com

**Lancaster Pollard**  
www.lancasterpollard.com

**National Health Investors**  
www.nhireit.com

**Oak Grove Capital**  
www.oakgrovecap.com

**Walker & Dunlop, LLC**  
www.walkerdunlop.com

**Ziegler**  
www.ziegler.com

NA=Not Available, B=Billion

\*For corporate profile advertisers, see pages 32 and 34.

Corporate profile advertiser names appear in **BOLD** in chart.