



PHILADELPHIA, PA

Services Provided MORTGAGE FINANCE

- Permanent mortgage loans
- Construction & development financing
- Single tenant lease financing
- Owner/user secured mortgage loans
- Tax exempt bond financing

Project Outline:

Wye Realty Advisors represented the Gift of Life Donor Program (GLDP) in obtaining construction and permanent mortgage financing for the development of the not-for-profit organization’s 101,000 SF headquarters facility in Philadelphia.

The financing was structured as a public placement of Variable Rate Demand Notes (VRDN) by TD Bank’s capital markets desk (formerly Commerce Cap. Mrkts.), affording a low floating tax exempt interest rate, while achieving a 30 year term and associated amortization schedule. Credit enhancement to the bondholders is provided by TD Bank, which holds a first secured mortgage position in the underlying realty and administered disbursement of bond proceeds for construction and related project costs.

Value Added:

Focusing on the client’s need for a construction loan and follow-on permanent mortgage financing, and taking advantage of the organization’s 501(c) 3 tax exempt status, we evaluated and advised GLDP on current capital market conditions and available financing instruments. With a VRDN in mind, we developed a “short list” of qualified financial institutions to provide the financing; emphasis was placed on the strength and the credit rating of the prospective banks providing letter of credit enhancement and the distribution capabilities of their investment banking affiliates, as underwriter/remarketing agent for the bonds. Leveraging the financial strength of the borrower, Wye Realty developed a competitive bid process and established a strong negotiating platform for the client in order to achieve best pricing and flexible terms.

Upon GLDP’s acceptance of the financing commitment, Wye directed the documentation of the transaction through closing, including coordination of the “working group” of attorneys, investment bankers, bankers and appraisers participating in the transaction.

After closing, Wye worked with the borrower and the LOC provider to put “draw” procedures in place for disbursement of bond proceeds to fund project costs and, on an ongoing basis, monitors capital market conditions and opportunities to affect attractive fixed rate financing via future interest rate swaps.



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