

Company*

	Capital Funding Group, LLC	CapitalSource	Capmark Finance Inc.	CareVentures Finance Group	Contemporary Healthcare Capital, LLC	Formation Capital LLC	GF Capital, Healthcare Financial Services	Gemino Healthcare Finance	Greystone Financial Group	Healthcare Finance Group, Inc.	Lancaster Pollard	LeaseSource, Inc.	Red Mortgage Capital, Inc. A PHC Company	Shattuck Hammond Partners	Walker & Dunlop
Type of company															
Credit company				•											
Investment bank										•				•	
Mortgage bank	•		•					•		•			•		
Receivables firm				•			•								
Other		•			•	•	•			•		•			•
Type of financing/investment considered															
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		•										•			
Type of property considered															
Acute care		•	•		•		•	•		•	•	•	•	•	•
Alzheimer's	•		•	•	•	•	•		•	•	•	•	•	•	•
Ambulatory care				•	•			•		•		•	•	•	
Assisted living	•	•	•	•	•	•	•		•	•	•	•	•	•	•
Continuing care		•	•	•	•	•	•		•	•	•	•	•	•	
Independent living		•	•	•	•	•	•		•	•	•	•	•	•	
Personal care				•	•						•	•			
Psychiatric				•	•	•	•	•		•	•	•	•	•	
Rehabilitation			•	•	•	•	•	•	•	•	•	•	•	•	
Skilled nursing	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Subacute care				•	•	•	•	•		•	•	•	•	•	
Institution's plan for long-term care sector															
Increase exposure	•			•	•	•	•	•	•		•	•		•	•
Maintain exposure		•	•							•			•		
Institution's plan for the healthcare sector															
Increase exposure	•				•	•	•	•	•	•	•	•		•	•
Maintain exposure		•	•	•									•		
Range of loan/investment considered															
Minimum (in millions)	2	3	1	1	.5	5	5	2	3	5	NA	.1	NA	NONE	NA
Maximum (in millions)	NONE	60		50	20	1B	1B	10	NONE	NA	NA	NONE	NA	NONE	NA
Range of interest rates offered															
Fixed rate (percent)	NA	7-75	NA	NA	NA	NA	NA	NA	5.5	NA	NA	4-12	NA	NA	25-40
Variable rate (percent)	NA	7-75	NA	NA	NA	NA	NA	8-12	NA	NA	NA	NA	NA	NA	25-40
Typical amortization terms offered (years)	NA	25	25-30	NA	30	NA	1-25	NA	35	NA	NA	2-8	NA	NA	NA
Typical loan terms offered (years)	3	3-5	5,7,10	NA	1-5	NA	3-5	3	35	NA	NA	2-8	NA	NA	NA
Maximum loan to value ratio (percent)	NA	65-75	75	NA	75-100	NA	75-80	85	80	NA	NA	NA	NA	NA	NA
Minimum debt coverage ratio	NA	1.4-1.5	1.3-1.5	NA	NA	NA	1.2	NA	1.45	NA	NA	VARIES	NA	NA	NA

NA=Not Available