



UNIQUE.

Your financial needs.
Our can-do approach.

Sims is the Right Capital Partner.

- *Higher leverage*
- *Flexible structure*
- *Non-recourse financing*
- *Trusted partner in good times and bad*

Partnered Right. Structured Right. Executed Right. Financed Right.®

HJ Sims is a leading capital source to senior housing, long-term care providers and proprietary healthcare organizations. Our private equity and private lending teams have provided \$700 million of mezzanine debt and preferred equity for seniors housing and skilled nursing providers. Together with our financing partners, we also provide high-leverage first mortgages for both acquisitions and developments.

Sims Mortgage Funding, an HJ Sims subsidiary, has completed more than \$1.8 billion in FHA-insured financings for senior housing, healthcare, market-rate and affordable multifamily housing projects, and hospitals. These numbers tell only part of the story. We provide our clients with private equity and lending expertise, creative funding solutions and expedited time frames for closing, making us the **Right Capital Partner** for your project.



FINANCED RIGHT®



Clients depend on our expertise and unique financing solutions:



Our Mezzanine Debt and Preferred Equity investments range from \$2 to \$40 million. We can accommodate transactions of any size for our High-Leverage First Mortgages and FHA-Insured Loans.

Sante Partners Start-Up/Development



Glendale, AZ
Mezzanine Loan
and Preferred Equity
\$5,080,000

March 2017

Mezzanine and Subordinate Loan Financing

With subordinate financing, many of Sims' clients appreciate increased leverage and lower recourse requirements. With higher leverage, clients can deploy their resources to more projects more quickly, or monetize their equity.

Tuscan Isle Communities Start-Up/Development



ChampionsGate, FL
Fixed-Rate Bonds
and Preferred Equity
\$57,970,000

March 2016

High-Leverage First Mortgages

Through proprietary 142(d) bond financing, Sims provides access to attractive non-recourse or limited recourse funding for the development or acquisition/ rehabilitation of rental, independent living and assisted living communities.

Watermark Retirement Communities Start-Up/Development



Marana, AZ
Preferred Equity
\$3,800,000

July 2017

Preferred Equity

Preferred equity is available for expansion, acquisition and buyout of growth opportunities. Sims provides preferred equity financing from private investors and equity funds on joint venture and co-investment bases.

Waterview at Sugar Mill Pond Refinancing



Youngsville, LA
HUD 223(a)(7)
\$15,785,600

March 2017

Multifamily Accelerated Processing

Sims Mortgage Funding has specialized in originating FHA-insured loans for healthcare, senior housing and multifamily projects for more than 30 years.

The Orchard Acquisition



WAKEFIELD CAPITAL

Ridgeland, MS
Mezzanine Loan
\$5,160,000

June 2016

Sims HUD PlusSM

Under Sims HUD PlusSM, clients can leverage up to 92.5% of the market value of their project with HUD-approved secondary financing.

Naamans Creek Country Manor Refinancing



Garnet Valley, PA
HUD 223(f)
\$3,980,000

August 10, 2017

FHA-Insured Loans Lean Healthcare Programs

Need capital for a skilled nursing, assisted living, specialized use, or hospital facility? Sims Mortgage Funding will help you find the FHA-insured program that makes sense for your project.

HJ Sims clients benefit in many other ways, such as:

- Bridge Loans
- Construction Financing
- Expansion Financing
- Advisory Services
- M&A Services
- Tax-Exempt Bond/Bank Financing

Merrill Gardens
Capital Raise



Multiple Locations,
AZ, WA, SC, CA

Equity

\$9,375,000

August 2016

"I firmly believe that what constantly draws us back to HJ Sims is the confidence I have developed over the years and that we can rely on their advice and execution. They've earned that confidence through the integrity and the atmosphere created by their deep experience in our industry. Sims is a key financial partner for our team at Merrill."

—Bill Pettit, COO, R.D. Merrill Co.

Athena Health Care Systems
Refinancing



Multiple Locations CT, MA, RI

Subordinate Debt & Equity

\$41,660,000

December 2015

"Sims has been a trusted capital partner since 1986. They once again structured a creative financing solution that allowed us to reduce our debt service while avoiding certain regulatory hurdles. They are the real experts in nursing home finance and the most creative finance people I know."

—Mike Mosier, CFO, Athena

Affinity Living Group
Refinancing



Multiple Locations, NC

Mezzanine Loan

\$6,080,000

September 2017

"HJ Sims provided a fantastic outcome to our financing needs. They understood our business and responded quickly. The closing process was seamless and cost effective. I will be working with HJ Sims on my future financing needs."

—Charlie Trefzger, Jr., Founder and CEO, Affinity

"When you work with a mortgage banker for 15 years they become as much a part of your team as your architects, engineers and contractors. They have consistently delivered positive results and have closed deals that otherwise would have never happened. Their knowledge of each HUD program is unsurpassed and it is very obvious that every HUD office they have worked with has the utmost confidence and respect for their team. With the respect from the different offices, they are able to reach out to the higher levels of HUD to solve problems. We look forward to working with Sims for many years to come and we strongly recommend them to any company interested in completing a HUD loan."

—David Alexander,
Managing Partner,
Vintage Realty Company

Uniquely qualified to help you find a **Financed Right®** solution.



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**HJ
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