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## **Company of the Month: UC Funding has structured and closed over \$150 million in the last 3 months**

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Real estate veteran Dan Palmier is the founder, president, and CEO of UC Funding LLC. UC Funding has structured and closed over \$150 million in the last 3 months.

UC Funding is a newly formed private commercial real estate finance firm headquartered in Boston, with regional offices in New York and Providence. Their executive management team has extensive experience in complex structured finance transactions and in all facets of commercial real estate from several highly-regarded national platforms, which experience provides UC Funding with unsurpassed resources, relationships and abilities to better serve their clients wherever their pursuits may lead them. Unlike other lending institutions, UC Funding fosters an entrepreneurial spirit that allows it the flexibility to identify unique opportunities, develop customized financing solutions, and execute upon them quickly.

UC Funding focuses its efforts on creating structured financial solutions and permanent real estate loans for all classes and types of commercial real estate assets. Even at this very early stage since inception, UC Funding is experiencing an extremely strong deal flow with a pipeline of potential transactions estimated over \$1 billion, and have structured and seen through to closing over \$150 million in the last 3 months. UC Funding caters to the vision of the entrepreneur, niche markets and smaller loan balances. Accordingly, most of the capital solutions they structure are between \$1 million and \$25 million.

UC Funding employs a philosophy of excellence in all aspects of its business dealings, and in particular demands that its team deliver the highest level of service to its borrowers. Their goal is to make every client a repeat client by providing exceptional service that is second to none. As a result, they have already earned the loyalty of many distinguished clientele.

UC Funding is a full service lender with all key disciplines represented in-house by the best and brightest commercial real estate and structured finance executives. They have assembled an outstanding due diligence team to quickly analyze subject properties and give its underwriting team the ability to make good decisions - quickly. UC Funding's fully integrated asset management and loan servicing teams handle every post-closing aspect of the lender-borrower relationship, including the timely and efficient processing of construction draws. Unlike many of its competitors, UC Funding's servicing team services all loans that they close directly in order to provide continuity to borrowers for the entire life of the loan - the end result being an efficient customer-centric process that results in real time communications and information exchanges between the lender and borrower.

In the last three months alone, UC Funding has hired 8 in-house staff in an effort to expand internal resources available to its clients and their transactions, and has engaged 12 highly experienced originators who possess extensive networks and complex deal experience such that they can

consistently and effectively solicit business from quality developers, real estate owners and brokers. Palmier has been a key executive in the real estate and finance industries for over 25 years, cultivating strong relationships across the country with both leading senior lenders and successful real estate entrepreneurs. Before launching UC Funding, Palmier was co-founder, president and CEO of Potomac Realty Capital, LLC where he spent the last seven years originating, structuring and managing over \$3 billion in loans.

Prior to organizing Potomac Realty Capital, LLC, he was executive vice president of Arbor Realty Trust, overseeing the company's overall credit, risk and asset management functions. During his seven years with Arbor, he structured, asset-managed and financed over \$2 billion of structured finance projects. During his final three years at Arbor, Palmier structured and originated the highest volume of transactions for the firm in its history. He also co-managed Arbor's Road Show for \$120 million 144A equity raise (2003), first CDO issuance (2004), and ABR's IPO (2004).

Before joining Arbor, Palmier was a vice president with Lehman Brothers Holdings where he managed \$18 billion of investments in publicly traded limited partnerships and was responsible for all aspects of asset management, financing, leasing and disposition of commercial real estate properties.

Palmier earned a bachelor of Business Administration from the University of Notre Dame, and a Master of Science degree in Real Estate from New York University. He is a regular contributor to the Catholic Schools Foundation (of Boston), and the Rashi School in Newton, Mass. He has been an active member of many professional organizations, including the National Multi-Housing Council and Commercial Mortgage Securities Association. He is also involved in a variety of charitable and community service organizations including the Jimmy Fund and the American Liver Foundation.

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