

CARDIOVASCULAR ASSOCIATES

Birmingham, Alabama

THEIR STORY

CardioVascular Associates of Birmingham (CVA) is one of the largest cardiology practices in the Southeast. CVA's thirty-two physicians provide heart and vascular care to over 46,000 patients each year. CVA decided to consolidate their group into a new center—an 80,000 square foot facility in Birmingham.

THEIR SOLUTION

CMAC developed a strategy to secure the best financing terms for CVA that included 100% financing and the use of Recovery Zone Bonds to enable tax pass-throughs. CMAC enlisted the services of Swap Negotiators who negotiated interest rate swaps to fix the interest rate. The negotiation created roughly \$250,000 in savings by reducing the interest rate spread. The all-in interest rate for the construction-permanent loan was 4.19% for 10 years. This resulted in more than \$250,000 in savings for CVA.

THEIR RESPONSE

"Engaging CMAC and Swap Negotiators to handle the financing of our \$21,000,000 facility was one of the best business decisions we made for our project. It was important to us to have someone address each question and simplify the complex nature of this type of transaction since we have thirty-two physicians in our group."

– Dr. Jerry Chandler
President



PROJECT SUMMARY

- \$21,000,000 financed
- Creative financing including Recovery Zone Bonds
- New construction
- 100% loan-to-value
- Fixed for 10 years
- 25-year amortization
- \$250,000 in savings

