

FLORIDA HEART GROUP

Orlando, Florida

THEIR STORY

The Florida Heart Group had been with the same bank for more than two decades and understood that it was a valued account to the bank. CMAC analyzed the situation and concluded that the group had competitive rates, but not below-market rates that would reflect the quality of their practice or the longevity of its relationship.

THEIR SOLUTION

CMAC created a proposal highlighting the group's current financial strength. By using the leverage of the Master Indentures and the knowledge of terms obtained from other clients, CMAC reduced the annual interest rate by more than 1%. The reduction in rate amounted to a savings of nearly \$1,400,000 over the new amortization. CMAC also created a structure to allow the group to borrow additional money should equity be created.

THEIR RESPONSE

"One of the best experiences that I have had working with a consultant; we were the first but it was so easy to see CMAC's vision would be a win for us, and boy was it ever! Thank you for helping me provide such value to my board."

– Joan Bryan
Practice Administrator



PROJECT SUMMARY

- \$9,160,000 financed
- Taxable bond financing
- New construction
- Permanent financing
- 85% loan-to-value
- Fixed for 10 years
- 25-year amortization
- Reduced all-in rate to under .90% over 30-day labor
- \$1,400,000 in savings

