



DR. BOB BAKSHIAN DR. MICHAEL SOFFER ROBERT FRANKO FRANK SAIDARA, ESQ. PHILLIP BOND STEVE MAEKAWA



BEACH BUSINESS BANK



“They Understand Our Business”

The owners of Olympia Medical Center have a mission to deliver safe, cost-effective care to the community and patients they serve. The state-of-the-art hospital offers expertise in a wide range of services, including spinal care and sports medicine. When they decided to refinance their mortgage, they looked for a bank that understood their business and would structure a credit facility designed to help them achieve their goals. They wanted competitive fixed-rate terms and a 25-year loan.

Beach Business Bank understood. Working with the hospital’s Chief Legal Counsel Frank Saidara and CFO Steve Maekawa, Beach Business Bank’s Chief Credit Officer Phil Bond and President Bob Franko looked at what the hospital wanted, and then developed a loan to refinance the mortgage.

“There are many interested parties in the management of a hospital. Steve and I knew what

we thought was best,” said Saidara. “We also knew that it would take some time to develop a consensus with the hospital’s owners. Once an agreement was reached, Steve and I compiled all the information. **Beach Business Bank** worked with us every step of the way.”

“Our financial reporting formats were changing very rapidly in response to client and insurance company demands. In addition, every month there were new positive developments at the hospital, which also affected our finances,” said Maekawa. “**Beach Business Bank** was very helpful in working with our internal reporting formats and recommending new approaches to evaluating our results. They tried to minimize the burden on us during the underwriting period. The bank was always sensitive to our time constraints. They understand our business, and they took the time to work with us so we could continue on our mission of providing high-quality, cost efficient care for our patients.”

BEACH BUSINESS BANK

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