

# PACIFIC CAPITAL PARTNERS

CORPORATE OVERVIEW 2023



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# AGENDA

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# COMPANY OVERVIEW

**Pacific Capital Partners** is a full-service real estate investment and capital advisory firm founded in 2015, with a core of business, real estate, and finance professionals whose experience spans over 30 years.

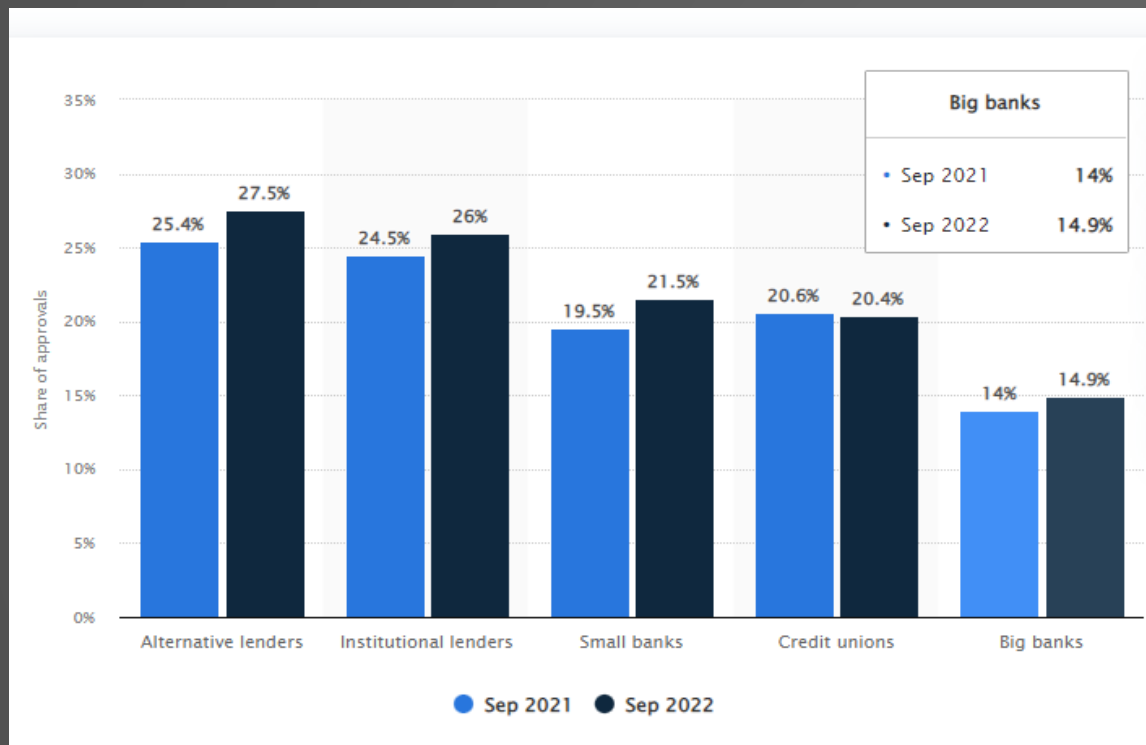
Based in Beverly Hills, CA, with 15 locations serving over a dozen major markets throughout the U.S. and Canada, we've provided sponsors and investors with advisory and placement strategies on hundreds of successful transactions.



# THE CHALLENGE OF FINANCING

MANY U.S. BUSINESSES FACE DIFFICULTY SOURCING FINANCING THROUGH CONVENTIONAL CHANNELS.

THE HIGHEST SHARE OF APPROVALS OF LOAN APPLICATIONS FROM SMALL BUSINESSES IN THE UNITED STATES AS OF JUNE 2021 WERE BY ALTERNATIVE LENDERS. THEY APPROVED APPROXIMATELY ONE FOURTH OF THE LOAN APPLICATIONS RECEIVED. INSTITUTIONAL LENDERS FOLLOWED HAD A SIMILAR APPROVAL RATE FOR LOANS TO SMALL BUSINESSES, WHILE BIG BANKS HAD THE LOWEST APPROVAL RATE.







Pacific Capital  
Partners LLC

Operating Company

Pacific Equity  
Holdings LLC

Holding Company

Pacific Capital  
Development Inc.

Construction Co.

Pacific Capital  
Acquisition LLC

Transaction Shell

Pacific Capital  
Holdings LLC

Holding Company

Pacific  
Production  
Funding

Division of PCP

Pac Pro  
Funding LLC

Subsidiary of PCP

*POZITIV* Fund

Investment Fund

Project Fund

Equity Holding Fund

Pacific Capital  
[Designation] LLC

Single-Asset SPE

Pacific Capital  
[Designation] LLC

Single-Asset SPE

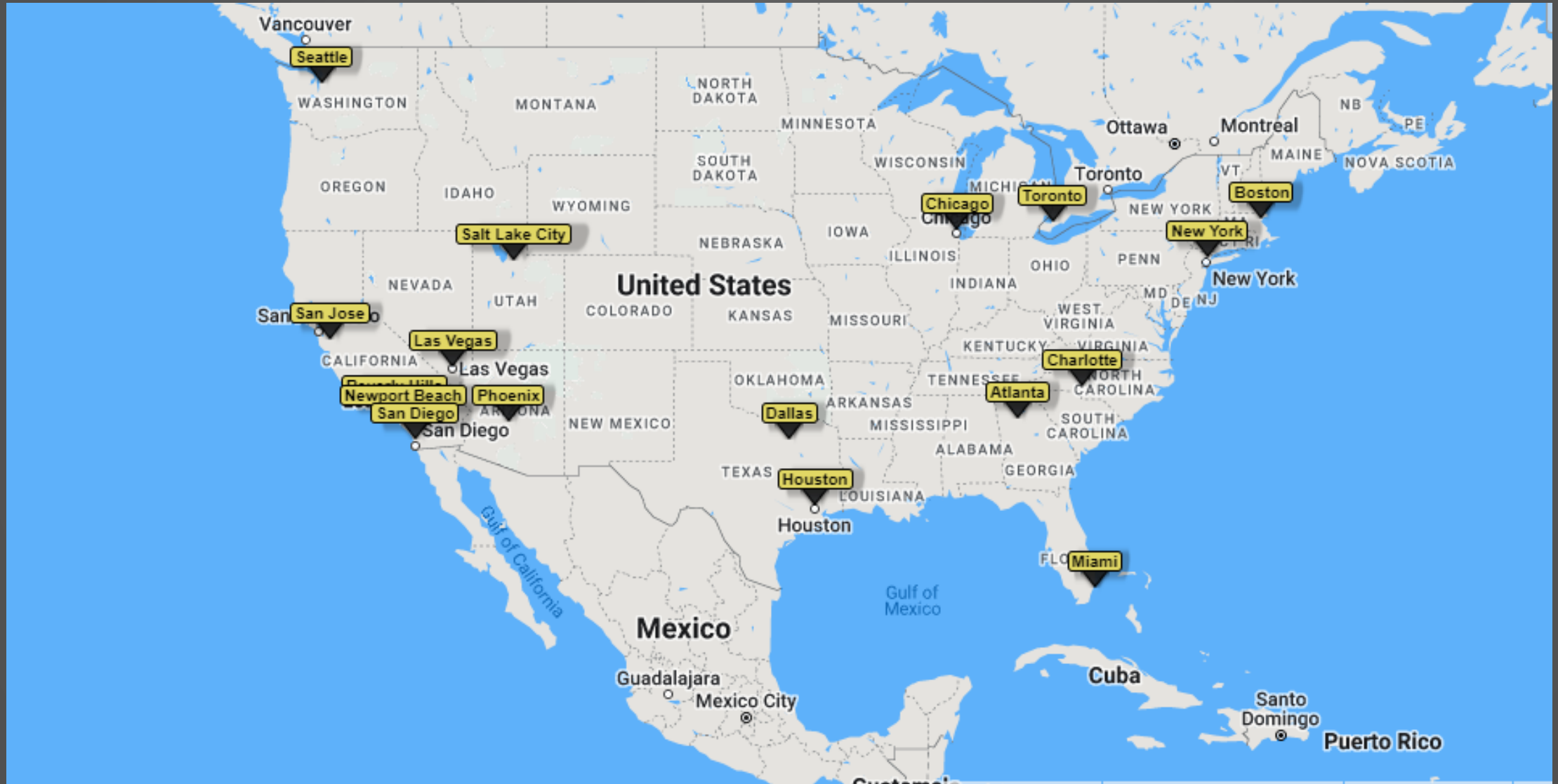
Pacific Capital  
[Designation] LLC

Single-Asset SPE

+

Capital Advisory Acquisition & Development Alternative Finance

# NATIONAL FOOTPRINT





# SENIOR MANAGEMENT



Eric Gottlieb  
Senior Managing Director  
Asset & Brokerage



John Yarbrough  
Executive  
Managing Director



Caleb Grodsky  
Managing Director  
Strategy & Operations



Vijay Chandran  
Managing Director  
Finance



Jonathan Martinez  
National Director  
Development



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# DIVISIONS

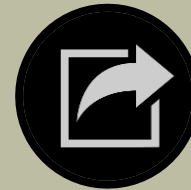
PACIFIC CAPITAL PARTNERS  
OPERATING BUSINESS UNITS



CAPITAL ADVISORY



ACQUISITION & DEVELOPMENT



ALTERNATIVE FINANCE





# CAPITAL ADVISORY & PLACEMENT

## PROJECT ANALYSIS

NEEDS ASSESSMENT



## EQUITY PLACEMENT

INVESTMENT CAPITAL SOURCING



## CAPITAL STRUCTURING

CAPITAL STACK OPTIMIZATION



## DEBT PLACEMENT

LOAN ORIGINATION AND MANAGEMENT



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# CAPITAL ADVISORY & PLACEMENT

## INDUSTRY FOCUS



REAL ESTATE



TECHNOLOGY



CONSUMER PRODUCTS



ENERGY



# ACQUISITION & DEVELOPMENT

## MULTI-FAMILY RESIDENTIAL



## LUXURY RESIDENTIAL (SFR)





# ACQUISITION & DEVELOPMENT

## STRATEGIES

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### REDEVELOPMENT

“FIX & FLIP”

### STABILIZATION

ACQUIRE-IMPROVE-HOLD

### STRATEGIC (3<sup>RD</sup> PARTY)

ACQUIRE FOR PORTFOLIO

### VALUE-ADD STRATEGIC

ACQUIRE-IMPROVE-PORTFOLIO

### OPPORTUNISTIC

DISTRESSED ACQUISITION





# ALTERNATIVE FINANCE



## ENTERTAINMENT

- FILM, TV, VIDEO GAME
- PRODUCTION FINANCE
  - DISTRIBUTION
  - TAX CREDIT
- CONTRACT FINANCE
- WEALTH MANAGEMENT



## SPECIALIZED FINANCE

- CONTRACT FINANCE
- FRANCHISE FINANCE
- SMALL BUSINESS SERVICES
- VETERANS SERVICES
- WEALTH MANAGEMENT
- INSURANCE



## SPECIAL PROJECTS

- PROPRIETARY PROJECTS
  - REAL ESTATE
  - ENTERTAINMENT
  - SOCIAL MEDIA
- STRATEGIC VENTURES
- SELECT CLIENT INVESTMENTS





## ADDITIONAL SERVICES



### **STRATEGIC ADVISORY**

STRATEGIC ALLIANCES AND M&A



### **CURRENCY MARKETS**

CRYPTO, PRECIOUS METALS, FX



### **ASSET MANAGEMENT**

WEALTH MANAGEMENT & INSURANCE



### **CONSTRUCTION SERVICES**

LENDING, DEVELOPMENT, CONSULTING



# TRANSACTIONS

A SAMPLING OF REPRESENTATIVE TRANSACTIONS FUNDED THROUGH ENGAGEMENTS WITH PACIFIC CAPITAL PARTNERS



\$(CONFIDENTIAL)  
EQUITY PLACEMENT

975-Bed Student  
Housing Development  
Merced, CA

\$12,500,000  
DEBT PLACEMENT

56-Unit Mixed Use  
Development  
Bellingham, WA

\$16,250,000  
DEBT PLACEMENT

195-Bed Senior  
Living Facility  
Anaheim, CA

\$3,650,000  
DEBT REFINANCE

Single Family  
Residence  
Beverly Hills, CA

# Thank you

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Thank you for your time and consideration. We look forward to putting our experience, expertise, and unwavering commitment to the highest standard of client satisfaction to work for you. We look forward to a long and prosperous working relationship.

- John Yarbrough  
Executive Managing Director



FOR MORE INFORMATION VISIT: [WWW.PACIFICCP.COM](http://WWW.PACIFICCP.COM)