



CAMBRIDGE

Realty Capital Companies

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PRESS RELEASE

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BAKER WESCOTT CAPITAL TO REPRESENT NATIONAL SENIOR HOUSING/HEALTHCARE LENDER IN OHIO AND PENNSYLVANIA

Cambridge Realty Capital Companies reports that newly formed Baker Wescott Capital of Springfield, Ohio will represent the products and services of the national healthcare lender in the states of Ohio and Pennsylvania.

Cambridge Chairman Jeffrey A. Davis said Baker Wescott's entrepreneurial president, Robert Baker, has extensive experience in developing and marketing products to owners and operators of senior housing/healthcare businesses. A Signature Correspondent arrangement with the new firm creates a priority working relationship with Cambridge's highly qualified loan officers and client relationship specialists.

"Our new relationship with Baker Wescott Capital will draw upon Robert Baker's impressive background of achievement in the health care industry," Davis said.

Baker is a former Divisional President for Arbor Healthcare Co. in Lima, Ohio, and is the former Executive Director of the Ohio Academy of Nursing Homes in Columbus. He is the past president, CEO and founder of Q-Med Concepts/Americare Supply Corp. of Columbus and founded Diabetic Solutions LLC, of Springfield, an ancillary service provider to the healthcare industry and the only supplier downloading patient testing in real time.

"I'm excited about this opportunity to introduce long-term care clients and contacts to one of the premier senior care funding specialists in the country," he said.

He points out that Cambridge has closed more than 400 senior care transactions totaling more than \$4.6 billion. Baker Wescott will represent the company's three distinctive business units: FHA-insured HUD loans, conventional financing and investments and acquisitions.

According to Davis, Cambridge has consistently ranked among the country's top five FHA-approved HUD lenders (now HUD Lean) over the past 15 years and offers an array of conventional lending options, including permanent construction and interim loans on either a floating or variable rate basis. The company's principal investment strategy includes direct property acquisitions and joint ventures, sale/leaseback transactions, and the acquisition of distressed debt.

Privately owned since its founding in 1983 as a real estate investment banker specializing in commercial real estate properties, Cambridge today has three distinctive business units: FHA-insured HUD loans, conventional financing, and investments and acquisitions. The company is one of the nation's leading nursing home, [assisted living](#) and healthcare debt and equity capital providers, with more than 500 closed transactions totaling more than \$4.5 billion since the early 1990's, when the firm began its specialization

in providing senior housing capital.

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Cambridge is the creator of *The Signature Experience(TM)*, a four-step process designed to transform the traditional lender/borrower relationship and identify "ideal" capital solutions for worthy projects. The company has a national origination office in Los Angeles, and numerous correspondent and brokerage relationships nationwide.

Cambridge publishes the bi-monthly e-PULSE!(R) electronic newsletter, which delivers company news and feature stories via e-mail to corporate friends and clients, as well as monthly updates of other relevant news and breaking trends. Additional information is available on the Cambridge website, www.cambridgecap.com, and Cambridge can be reached at (312) 357-1601 or via e-mail to info@cambridgecap.com.

The firm also has embraced social media and networking via Twitter at <http://twitter.com/cambridgecap>, via Facebook at <http://www.facebook.com/cambridgecap>, via blog at www.cambridgecap.com/blog, via YouTube at <http://www.youtube.com/user/ePulseLive>, and via LinkedIn at <http://www.linkedin.com/companies/454232>, where information on the firm and its employees can be found.

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