

COHEN FINANCIAL SECURES MORE THAN \$7.4 MILLION ACQUISITION FINANCING FOR INDUSTRIAL PROPERTY IN ORANGE COUNTY CALIFORNIA

Newport Beach (December 17, 2009) – Cohen Financial, a national real estate capital services firm, today announced that it has secured a total of \$7.475 million in acquisition financing for an industrial warehouse and manufacturing facility. The property consists of a total of 226,938 square-feet (including 15,000 square-feet of office space) and is located in City of Industry, California less than a mile east of Highway 605 and a mile south of Interstate 10. The building is 100 percent leased to the Orange County Container Group, LLC, a leading integrated paperboard and paper-based packaging manufacturer.



Bruce Krall, Managing Directors of Cohen Financial, along with Steve Roth represented the sponsor, AIC Ventures, a real estate acquisition and asset management company that acquires single tenant office and industrial properties nationally. The lender is a Southern California-based regional bank. The seven percent fixed-rate, 65 percent loan-to-value (LTV), five-year term loan with a 25-year amortization schedule closed in the fourth quarter of 2009.

“Considering the fact that lenders are reluctant to extend any credit to borrowers in this difficult environment, this was especially challenging due to the non-rated credit tenant, and the fact that the industrial property was built in the early 1960s,” said Mr. Krall. “We were able to overcome these challenges by working closely with the bank to help them understand the solid business plan and financial statements of the tenant, as well as the strength of the sponsorship, which is AIC’s seventh \$100 million fund.”

About Cohen Financial

Cohen Financial is a real estate capital services firm offering debt and equity placement, investment brokerage, loan administration and advisory services. Marking 31 years of capital markets experience in 2009, the company is recognized as one of the nation's leading originators of commercial real estate financing. Cohen Financial serves clients throughout the U.S. from offices in 8 major markets.

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