

My BMC Capital Experience

This summer I interned for BMC Capital in Dallas, Texas for seven weeks. BMC Capital finances commercial real estate all over the United States and specializes in apartment building, multi-family, NNN, and commercial mortgage loan financing in the \$500,000 to \$15 million sector. It is a real estate finance company, which pairs borrowers with lending banks for the acquisition or refinance of a property. The office building was being remodeled while I was working at BMC, so I worked in a temporary space with about half of the firm - eight other workers and another intern that had previously worked with them. My job consisted of helping the loan officers with their day-to-day tasks.

Once I became more familiar with the programs BMC used, I was able to add deals into their Pipeline and update information and upload documents into each deal. One task that I did frequently was writing up executive summaries for each property. This consisted of a transaction description, a summary of the property details, a financial analysis, description of the borrowers, and a presentation of the strengths and weaknesses of the property and its financials. After a few more weeks of understanding the real estate terms and conditions for financing, I was able to perform underwriting on income and expense statements for each property. My specific intern duties for the seven weeks I worked were to graph the daily interest rates and to make customer retention calls. To graph the daily interest rates, I took the date and interest rate from the daily rate sheets and created graphs for each week I worked. On Monday mornings I would email these graphs to each member in the office so that they were up to date on the interest rate trends

for the past few weeks. The customer retention calls were meant for me to become familiar with talking to clients on the phone and to practice getting into the habit of making phone calls instead of emailing. One of the things that BMC prides themselves on, is their relationship with their clients and they do this by keeping personal relationships and following up with them as much as possible so they are never left wondering. My final project was to start and finish the process of undertaking a deal. First, I performed the underwriting to make sure the property was cash flowing. Then I checked and made sure the borrowers had a stable net worth and good credit and experience. Next I created the executive summary and in order to do this, I had to contact the borrowers for any extra documents I needed from them. I then finalized the package after uploading everything to the pipeline and then sent the package to a familiar lender who would come up with quotes and loan terms. Then we present them to the borrowers and finalize the deal.

My internship with BMC taught me many aspects of the real world working life, but I specifically learned a lot about real estate that I never would have known otherwise. In general, I found it interesting to note that this job, like many, had slower weeks than others and during those weeks was when we had to work on longer-term projects or do financial and property research. For example, my customer retention calls were considered a long-term project. I also found that work never really ended when I left the office at 5 o'clock. Clients called me at all hours of the day, which shows that BMC is committed to them at all times. I also learned that communication is one of the most

important factors of business. Phone (rather than email) conversations and following up with clients shows that we wanted to know them on a personal level and that we were committed to working with them. Specifically, I learned how much information, whether good or bad, could impact whether or not BMC could take on a deal to work on. Contrary to my previous beliefs, BMC has to decline a lot of offers due to property or borrower credentials and financials that are not up to their standards (or banks' standards).

I knew I was interested in the field of finance, however, after working with BMC Capital, I am hoping to incorporate finance with some sort of other market, like finance. I realized that I really enjoyed the real estate aspect of the internship and that accounting (pure number crunching) looks less appealing to me now as a long-term career. When I return home after European Studies at the end of October, I plan to work with BMC Capital starting in November through the holidays, before returning back to Sewanee in the spring. This will hopefully give me a chance to learn even more since I worked such a short time this summer.