

 **BRAD PENCE**  
Managing Director



**SELECTED TRANSACTIONS**

\$23,008,000  
Equity Placement  
80% of Equity Requirement  
Multifamily Portfolio, Texas

\$17,000,000  
Bridge Financing  
94% of Total Cost  
Multifamily Portfolio, Ohio

\$14,000,000  
Bridge Financing  
90% of Total Cost  
26 Parcels of Unimproved Land in  
Three States

**EDUCATION & TRAINING**

Missouri Southern University  
Bachelor in Business Administration

Southern Methodist University  
Master in Business Administration

**RESPONSIBILITIES**

Brad Pence is responsible for the capital market needs of his clients including equity and debt placement and strategic advisory services. Mr. Pence has been one of the firm's top originators each year since joining Churchill Capital Company in 1995.

Mr. Pence maintains relationships with a variety of institutional and private sources of capital including Investment Banks, Credit Companies, local and national Banks, Insurance Companies, Mezzanine lenders, private investors & Joint Venture Partnerships.

**EXPERIENCE HISTORY**

Prior to his affiliation with Churchill Capital Company, Mr. Pence worked as a Corporate Finance Analyst in the Capital Sourcing Group of Coopers & Lybrand. He was responsible for raising equity, preferred equity and mezzanine debt for corporate merger and acquisition transactions and performing the analysis necessary to support these transactions.

Prior to Coopers & Lybrand, Mr. Pence was an Accounting Analyst for Fidelity Investments. At Fidelity, Mr. Pence was responsible for the accounting, pricing and oversight of a \$5B portfolio of money market assets.

**PERSONAL ACCOMPLISHMENTS**

Mr. Pence has personally financed in excess of \$2 billion since joining Churchill Capital Company in 1995. He is a member of the Mortgage Bankers' Association, the International Council of Shopping Centers and the North Texas Commercial Association of Realtors.

Mr. Pence is a certified Texas Real Estate Salesperson.

2727 LBJ Freeway Suite 600  
Dallas, Texas 75234

Phone: 972-490-5400  
Fax: 972-490-7070

E-mail: [bpence@churchillcapital.com](mailto:bpence@churchillcapital.com)  
Website: [www.churchillcapital.com](http://www.churchillcapital.com)