

# Creative Financing Through Collaborative Ideas



*Pictured left to right: Mark Wagenbrenner - President, Wagenbrenner Development; Leslie A. Biskner, CCIM - Senior Vice President Business Development, CBS, LLC; Linda Jones - Business Services Manager, Members First Credit Union; Brian Barrett, CCIM - Principle, Wagenbrenner Development*

Wagenbrenner Development chose to work with Members First Credit Union and Cooperative Business Services (CBS, LLC) on the Weinland Park project in Columbus Ohio, east of The Ohio State University. Previously they partnered with a few of the larger banks in town, but found that Members First Credit Union focuses on the importance of relationships and personal service - thus their move.

Wagenbrenner had some working capital needs, and turned first to Greg Kidwell at Members First Credit Union for some recommendations. Greg immediately contacted Leslie Biskner, commercial lending expert with CBS, LLC, to come up with a solution.

“Our request was not simple or routine, and the effort to achieve our desired result would be tedious, but Leslie, Greg, and other CBS decision makers stayed on task and delivered exactly what was promised, on time, within the budget, and with prompt and professional service. We are extremely satisfied with Members First and CBS and highly recommend both for your business banking and financing needs.”—Mr. Brian Barrett, CCIM

## The Deal:

- Weinland Park Development, LLC
- Previously known as the Columbus Coated Fabrics site
- Conventional loan
- 2 year line of credit for working capital
- \$1,000,000
- 21.5 acres

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*Providing Commercial Loan Financing in  
Partnership with Area Credit Unions SM*