

# JIM MCBRIDE Speaks the Language OF BUILDERS

A SPOTLIGHT ON SEATTLE FUNDING  
GROUP'S CONSTRUCTION MANAGER

*As the in-house construction manager for Seattle Funding Group, Jim McBride is a liaison between borrowers, builders and lenders. His ability to move seamlessly between these different worlds just might be one of the company's secret weapons.*

He works for one of the Seattle area's most successful private lending companies, but make no mistake: Jim McBride speaks the language of builders.

With a father who owned a contracting company, and a grandfather who worked in the industry for years, Jim grew up on construction sites. His father — a staff sergeant in the Marine Corps — instilled strong ethics and an appreciation for working with his hands.

*“My father built everything from houses to bridges. As a child, you pick up a lot of things. I developed a work ethic early on, and I really enjoyed construction. I've basically been around it all my life.”*

**Jim McBride**





This knowledge and drive eventually led Jim to Steve Burnstead Construction Company, where he spent thirteen years ultimately as a field supervisor and warranty manager, responsible for the construction of hundreds of new homes in the Seattle area. He enjoyed this work, but he also likes new challenges. So when he heard Seattle Funding Group was looking for an in-house construction manager, he was intrigued.

## EVERY PROJECT IS A WINNER

The team at SFG lives by a simple motto: *what is good for the borrower is good for Seattle Funding Group*. On Jim's part, this means no project gets rubber stamped on his watch.

The way he sees it, every project has its own unique set of circumstances, floor plan, location, and onsite conditions. With laser-focused attention to detail, he and his team comb over the specifics of each potential project. This includes evaluating the borrower-builder contract, assessing the timeline and budget, and informing the borrower of any contract exclusions or city requirements that might cost them unanticipated time and money. "The initial budget may not account for costs associated with the city's conditions of permit approval, or exclusions to the borrower/builder contract such as surveys or special inspections, etc. This is guidance borrowers might not otherwise obtain. But to me, the topics are fundamental."

In 2001, Jim joined SFG. As it turns out, this decision was a fateful one — both for him and for the company. Jim is now in his 19th year leading SFG's construction department. His insider's knowledge of the construction industry, his attention to detail, and his ability to move seamlessly between the construction site and the lender's desk has helped the company develop into a solid, trusted source of private funding.



"Hiring Jim was one of the best decisions I've made. He is an incredible asset for borrowers, investors, and our lending team."

**John Odegard**  
SFG president

In construction lending, this attention to detail is rare. Most private lenders do not have in-house construction departments, and even the big banks service their construction loans through a third party. But for Jim, these details are critical.

"The more my department gets involved with the particulars of any project, the more we limit SFG's exposure to problems," he points out. "We don't factor in a percentage of projects going sideways. We look at every project we fund as if it's a winner."

## THE VALUE OF LOOKING A BUILDER IN THE EYE

Jim's colleagues are quick to describe him as down-to-earth, a family man. A trombonist who studied music in college, Jim lights up when he tells stories of touring professionally with a show band in the late '70s and early '80s. He also proudly points out the "dishpan hands and ironer's elbow," he earned while taking on more responsibilities at home while his wife finishes her PhD.

Jim applies this same down-to-earth mentality to his work at SFG. He understands the value of walking a

construction site and looking a builder in the eye.

"There is nothing like a site visit to really bring it home as far as what we are dealing with," says Jim, who personally visits nearly every project site SFG considers funding. At the site visit, he gets a feel for how the builder will bring utilities to the lot and house, experiences the topography firsthand, and develops a better understanding of the dirt work involved.



## HE ALSO TAKES THIS TIME TO ASSESS THE BUILDER.

"One thing about pretty much every construction project," says Jim, "is that problems do occur. But the sign of a competent contractor is that when the wheels fall off the cart, the contractor will figure out how to get those wheels back on again," says Jim. "Before we fund a project, we need to know that whoever is at the helm isn't going to panic or take shortcuts when problems arise."





At the end of the day, all of this vigilance points back to that core philosophy:

## WHAT IS GOOD FOR THE BORROWER IS GOOD FOR SFG.

If Jim sees minor problems with a potential project, he suggests steps the borrower can take to make it viable. Once a loan closes, he and his team keep an eye on lien releases, complete onsite inspections, and use SFG's construction software to fund draws quickly and accurately.

At every step of the way, says Jim,

**“WE WANT THE BORROWER TO BE SUCCESSFUL.  
WE ABSOLUTELY WANT THE SAME THINGS.”**

*“We are a small construction company, but that didn't matter to Seattle Funding Group. We have secured two construction loans with them for spec in the past year. Jim McBride is personable and approachable. He makes the process very straight forward. We feel now that we have a working relationship with SFG and look forward to our next project with them.”*

**Boyd Builders**

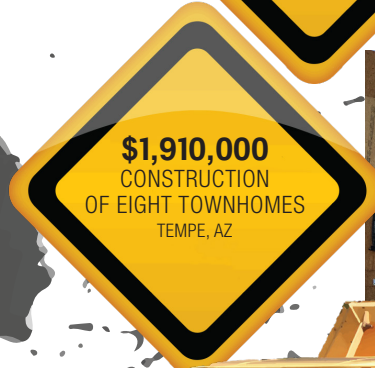
*Belliss Homes has had a working relationship with Seattle Funding Group since 2005. Banking is about relationships and our business values the relationship we have with SFG. Construction Manager Jim McBride provides over the top service, knows us by name and we always know we can count on them to support our growth and success.”*

**Belliss Homes**

**\$2,690,000**  
CONSTRUCTION  
OF TWO SFR'S  
HUNTINGTON BEACH, CA



**\$1,910,000**  
CONSTRUCTION  
OF EIGHT TOWNHOMES  
TEMPE, AZ



**\$1,910,000**  
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