

HOTEL FRANCHISE FINANCE



Western Alliance
BankSM

*Western Alliance
Bancorporation
is one of the country's
top-performing
banking companies*



HOTEL FRANCHISE FINANCE

Hotel owners and operators deserve a banking resource that surpasses expectations – and to find it, they don't need to travel far. Western Alliance Hotel Franchise Finance is focused on delivering the same outstanding customer service you offer your valued hotel guests.

Benefit from our comprehensive knowledge of the franchised hospitality markets throughout the U.S. As a leading lender for this expanding segment within the hotel industry, we bring unique understanding, along with important flexibility, to meet the financing needs of these dynamic businesses.

Insights for Your Bottom Line

Whether your project is an acquisition, renovation, expansion, ground-up construction or refinancing, count on our successful track record for the banking resources you need to meet your goals.



HOTEL FRANCHISE FINANCE SOLUTIONS

We offer a wide range of tailored banking solutions¹ to meet the funding requirements of your U.S. hotel business. Work with a banking resource that provides flexible deal structures and competitive rates.

Loan Types

- Fixed or floating term loans
- Real estate secured revolving facility
- Construction loans

Money Management Tools

Rely on us for advanced products and services to meet your full range of money management needs. From comprehensive treasury management and fraud protection tools to flexible and up-to-the-moment merchant services², we can help you:

- Simplify your day-to-day banking
- Accelerate receivables
- Improve payment practices
- Monitor and manage cash flow
- Streamline credit card acceptance and reporting
- Access 24/7 merchant services support
- Safeguard resources with tech-forward fraud protection
- Simplify accounts payable and maximize cash flow with our commercial credit cards program

¹All offers of credit are subject to credit approval.

²Merchant services are provided by TSYS under an agreement with Western Alliance Bank.



ADDITIONAL SOLUTIONS

Western Alliance Bank offers a wide range of customizable business banking products and solutions, including credit, international banking and treasury management – as well as products and services for personal banking – all designed to respond to your needs and your timeline.



ABOUT US

Western Alliance Hotel Franchise Finance is a leading national balance sheet lender providing real estate loans to owners and operators of franchised hotels throughout the United States. The group's team of lending professionals has significant experience in the industry and provides an unmatched level of expertise and responsiveness. Catering to the needs of the industry, the division specializes in acquisitions, refinancing, renovation and construction for owners and operators. Our customers also benefit from access to the full spectrum of financial products and services offered by the divisions of Western Alliance Bank.

A Unique Perspective

Each of our experienced relationship managers has the expertise to deliver creative solutions to meet your needs – quickly and decisively. You'll have a single point of contact to directly address all of your banking needs.

A Thriving Community

Our roots extend deep into the local community. We are dedicated to giving back locally through grants, donations and volunteering. These efforts reflect our commitment to helping the communities we serve. We also offer nonprofit organizations attractive business banking services tailored to their specific needs.

Our Approach

We're a business banking resource that was designed to build relationships. This makes us an ideal choice for demanding professionals who expect more from both their personal and business banking.

Turn to us for expert solutions to meet your business and personal banking needs.

westernalliancebank.com | (800) 764-7619



WHAT OUR CLIENTS SAY

“This team has always been a leader in the hotel business. They know hotel development inside and out.”

*– Mike Harrell
Chief Executive Officer
and Chairman
Vista Host*

RANKED TOP 10

4 YEARS IN A ROW



WHAT SETS US APART

Western Alliance Bank brings you the best of both worlds: the strong capacity and sophisticated product offerings of a large bank along with the flexibility, commitment and superior service of a more specialized institution.

Responsive Decision-Making

Our team has the acumen and authority to make prudent lending decisions quickly in an ever-changing environment – with the power to cut through the red tape. Count on us for a smooth, timely process.

Robust Lending Capacity and State-of-the-Art Services

You tap into a full spectrum of deposit, lending, treasury management, international banking and online banking products and services.

A Single Point of Contact

Your dedicated banker works to help you with all your banking needs, supported by the deep resources and financial offerings of a nationwide banking company.

Experts Who Know Your Business

We are committed to understanding your industry and the unique challenges and opportunities that face your individual business.

Access to Senior Management

Our senior management meets regularly with clients and takes an active role in their success. We deliver access to decision-makers, capital and powerful products and services to help businesses grow.



Turn to us for expert solutions to meet your business and personal banking needs.

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With more than \$20 billion in assets, Western Alliance Bancorporation (NYSE:WAL) is one of the country's top-performing banking companies and has ranked in the top 10 on the Forbes "Best Banks in America" list for four consecutive years, 2016-2019.

Its primary subsidiary, Western Alliance Bank, Member FDIC, helps business clients realize their growth ambitions with local teams of experienced bankers who deliver superior service and a full spectrum of customized loan, deposit and treasury management capabilities.

Business clients also benefit from a powerful array of specialized financial services that provide strong expertise and tailored solutions for a wide variety of industries and sectors.

A national presence with a regional footprint, Western Alliance Bank operates individually branded, full-service banking divisions and has offices in key markets nationwide.

For more information, visit westernalliancebank.com.