

# FirstCity BANK

Building Business One  
Customer at a Time



January 2019

## News from the Vault

1885 Northwest Boulevard, Columbus, Ohio 43212, Telephone: 614-487-1010, Website – [www.myfirstcitybank.com](http://www.myfirstcitybank.com)



### Central Ohio Primary Care, Sports, Spine & Joint



Dr. James Natalie & Dr. Stephen Woods of COPC Sports, Spine & Joint aim to improve the health of all patients by providing excellent, comprehensive, cost effective, evidence based musculoskeletal care in an efficient, fun environment that promotes patient improvement and a healthy lifestyle.

Dr. Natalie said “We have added providers and expanded our service lines so that we can care for almost any acute injury including fractures/broken bones.” We just completed a renovation to create a more inviting physical space.

While during our renovation we have had the typical and expected hardships. Dr. Natalie stated “working with First City Bank was easy and the most enjoyable part of the process!”

### Physicians Who Love Their Jobs Give Better Care!

568 S. Cleveland Avenue  
Westerville, OH 43081

[www.copcp.com](http://www.copcp.com)



### First City Bank Welcomes Chelcy Roberts to the team.

First City Bank would like to welcome Chelcy Roberts to our team. In June, Chelcy joined our staff assuming the role of AVP, Retail Manager and Treasury Services Officer.

Chelcy comes to us with 13 years of industry experience. She will be focusing on offering a variety of treasury products to new and existing business customers, while also managing the retail staff.

Chelcy is from Westerville, Ohio, where she lives with her husband and two toddlers.

Next time you are in the bank or have a question about your business account, make sure you chat with Chelcy.

Contact Chelcy @ 614-485-2424 or  
[croberts@myfirstcitybank.com](mailto:croberts@myfirstcitybank.com)



## ***Lender's Corner***

***With Bob Slaven.***

### **Is Interest Rate the Most Important Factor when Financing Commercial or Investment Property?**

When considering a purchase of either commercial or investment property, shopping for financing can present many variables that all play a role in the overall "price" of the particular property.

I talk to several people each week about different investment opportunities and invariably, the first question is always, "What is your interest rate". Clearly, the interest rate is the perceived most important factor in determining the best value or "best deal".

Interest rate, of course, does play a role in the cost of the property and certainly, over time, becomes even more of a consideration if the interest rate is significantly more than a competitor's rate. The key factor with how big a role this plays and if it becomes "the most important" factor is how long you will own this particular piece of property and how long the rate is guaranteed.

The main factors to consider before the financing portion should even begin are:

What are my goals by owning this property? Some answers would include to create an income stream and/or owning an income producing property that will appreciate over time as well as being a depreciable asset from a tax perspective. All are perfect reasons to belong in the investment real estate world. However, unlike your own primary residence, there are several other factors that come into play when it comes to commercial financing that effect the type of financing you may consider.

Owning a property for less than 5 years to take advantage of rising property values certainly makes the rate less important than a large prepayment penalty that can often take a large bite of potential profits.

Having to make a larger down payment for more advantageous rates in many cases, can make the financing much less advantageous especially in the situation where planned renovations are necessary to maximize the rental space. This can be true regardless of the strategy of "buy and hold" using the property for your own business use.

Many of my clients are surprised to hear that we are able to help with that renovation costs (up to 80% of the construction budget) to help them stay liquid enough to handle those times when a vacancy or unexpected cost may occur (which it invariably does at

one time or another). The ability to remain liquid through renovation may also help going the extra mile and putting in finishes that you may have been unable to do on a tight budget thereby creating ability to charge more per unit.

Lastly, when deciding what the best options are for your goals and situation, my clients, and potential clients, seem to enjoy talking through all the pluses and minuses for each investment they are contemplating which I never had the ability to do at the large institutions I worked for previously. The ability to be a client advocate and talk through each deal with them to make sure the budget, cash flow potential and possible pitfalls can be critical to the success of any investment.

Is rate the most important factor? My hope for writing this piece was to certainly not tell you it isn't important, but one of many things to consider based on your own objectives. In every case, First City offers competitive rates among the many factors above that should be considered when determining the best option for your investment objectives.

**If you would like to learn more about the different ways First City Bank can help you achieve your financial goals through investing in real estate, feel free to call me at (614)485-2429 or [rslaven@myfirstcitybank.com](mailto:rslaven@myfirstcitybank.com) and we can talk through a solution that may work for you.**

# Cyber Corner



Danielle Chatfield-Beres.

## 4 Tips for Protecting Yourself Online

Every year, millions of consumers fall victim to cybercrime. According to the 2017 Norton Cyber Security Insights Report, 143 million U.S. consumers were victims of cybercrime with losses totaling nearly \$19.5 billion. First City Bank

recommends several tips to help keep your information safe online:

### Keep your computers and mobile devices up to date.

Having the latest security software is one of the best defenses against viruses, malware, and other online threats. Turn on automatic updates so you receive the newest fixes as they become available.

### Do not re-use passwords on multiple accounts.

A strong password is at least 8 to 12 characters and includes a mix of upper and lowercase letters, numbers and special characters. Use different passwords for each account and change them regularly.

### Watch out for phishing scams.

Phishing scams use fraudulent emails and websites to trick users into disclosing private account or login information. Do not click on links or open any attachments or pop-up screens from sources you are not familiar with. Be wary of clicking on links included in unsolicited emails.

### Secure your internet connection.

Protect your home wireless network with a password. When connecting to public wifi networks, be cautious about what information you are sending over it. Do not pay for purchases or view your bank accounts over public Wi-Fi.

For more information go to our website: [www.myfirstcitybank.com](http://www.myfirstcitybank.com) and checkout the security page.

# Columbus Commercial & Investment Real Estate 2018 Review.



*From the Desk of Travis McIntyre.*

We have seen a strong performance from our local commercial real estate market in 2018. Lack of available “for sale” inventory has supported keeping leasing rates strong. Having strong lease rates in conjunction with a lack of inventory has pushed sales prices higher.

We expect Columbus will continue to be strong economically when compared to other cities in our

state. However, increasing interest rates, along with higher cap rates suggests the commercial real estate market may be cooling.

As a locally owned community bank, we strive to understand our market and the needs of our customers. We continue to lend on a variety of commercial investment, and owner occupied properties of various sizes. Here are some of the successes we have shared in with our customers in 2018.

- Million dollar renovation of a medical practice in Westerville.
- Half million investment in an owner occupied mixed use retail property in Westerville. Additional renovation financed to improve efficiency items and make cosmetic enhancements.
- Multi-million dollar purchase of an owner occupied commercial

office building in downtown Columbus. Formerly the Chamber of Commerce building.

- Multiple tenant occupied commercial Industrial office buildings off Post Road in Plain City.
- Downtown office/warehouse sale leaseback.
- Dry cleaning facility in Columbus
- Construction of Canal Winchester self-storage facility.
- Purchase and remodel of an office warehouse in Columbus.
- Multifamily purchase and remodeling.

For more information contact Travis at [tmcintyre@myfirstcitybank.com](mailto:tmcintyre@myfirstcitybank.com) or 614-485-2437