

SHANE KNIGHTON & JOE FORDONSKI

Written by Haley Freeman - Erin & Jake Photography

Met Shane Knighton, FVP of Business Services, and Joseph Fordonski, Manager of Commercial Loan Origination, at Kinecta Federal Credit Union — the commercial lender in your neighborhood. While many think of their local Kinecta Credit Union as a great place to open a checking or savings account, or obtain a car loan,

they may not realize that Kinecta also offers a full spectrum of commercial products and services. Kinecta's commercial division provides members with real estate loans, business credit cards, merchant services, deposit accounts and SBA loans for business acquisition, working capital, tenant improvement and business expansion.





Gail Jansen - VP, Business Services Operations and Credit; Joe Fordonski - Manager, Commercial Loan Originations; Sandra Sanchez - Director, Operations and Loan Servicing; Shane Knighton - FVP, Business Services

During his 30-plus years in commercial lending, Joseph has worked with some of the world's largest financial institutions. He joined Kinecta seven years ago to help kickstart its commercial lending programs, and discovered a culture where people matter over profits. "This is probably the best of both worlds as far as commercial real estate lending goes. After working in the huge banking realm, it's great to work inside a culture focused on relationships first and foremost. We get to know our members, how they got where they are today, and what their vision is for the future."

Joseph leads a team of five originators whom he describes as a talented group of people who strive for meaningful connection with members from the very first contact. "In hiring, I look for someone who takes the extra step to make it about more than a transaction, but a relationship."

Shane brings more than 20 years of commercial lending experience to his role at Kinecta, where he has been instrumental in nearly doubling the company's commercial loan portfolio, which is now approaching \$1 billion. He came to Kinecta with a passion for its not-for-profit model that prioritizes service and value to its members above all else. This spirit drives a flexible approach to lending that responds to changing needs within local communities. He explains, "One thing that sets us apart is our willingness to respond to underserved communities, lending on certain property types or geographies that are less desirable to other lenders. Some of our core values are to be resourceful, find the best solution and do the right thing. Our mission is to continue growing so we can keep serving our members in the ways they need us."

THE COMMERCIAL LENDER IN YOUR NEIGHBORHOOD

“For example,” Joseph adds, “we financed four mobile home parks in Lancaster and provided affordable housing for people in a lower-income community. We standardly handle what we call the four food groups of commercial lending: office, industrial, retail and multi-family, but we also have a nice exposure in self-storage facilities and mobile home parks.”

As a portfolio lender that funds and services its own commercial real estate and SBA loans, Kinecta

makes it a practice to consider each borrower and lending scenario on its own merits. “No two people and no two deals are the same,” Shane says. “I like having the opportunity to look at each one as an opportunity for learning something new. Of course, a loan needs to make sense. We’re looking for typical debt service coverage ratios with loan terms of 15 years maximum with up to 30 years’ amortization, and we usually cap out at 70 percent loan-to-value. We don’t have a prepayment penalty, which is a huge benefit to our members.”





KINECTASM

Kinecta walks its talk in more than just the way it does business. It is also a leader in community outreach, serving numerous worthy causes through donations of both time and money. Kinecta employees are strongly encouraged to volunteer, and each receives eight hours of paid time off to participate in their cause of choice. Joseph notes, "Here at the Newport office we have a group that goes to help out at the Second Harvest Food Bank each month. It's not only great for the community, but also promotes camaraderie among our team, as well, and reminds us to appreciate what we have."

With their years of experience and credentials, both Shane and Joseph could choose to work for any commercial lending institution, but Shane explains why they choose Kinecta: "I read a lot about how companies are using culture as a way to attract millennials. But that consideration came after the fact here. Kinecta has always been a place that puts its members and the community first, and it shows just how genuine the organization is. We choose to work for Kinecta because we enjoy working for a company that aligns with our values. It's great to come to work

in a place where we can laugh and have fun at what we do, while knowing we are making a difference for our members."

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