



SPOTLIGHT ON BLACK MOUNTAIN INVESTMENT CO.



RBAZ client George Botea with CEO Brian Ruisinger

STARTED BY FRIENDSHIP. NURTURED BY TRUST.

What started as a "fix and flip" construction company by childhood friends has morphed into what is now Black Mountain, a thriving and highly successful investment company serving wealthy investors around the U.S.

CEO Mihai Toma and his friend CFO George Botea started working together in 2005, buying, renovating, and selling houses in the Phoenix area. The business took off and their team grew as they became more involved in commercial real estate investments with bigger risks and greater rewards.

"The key to our success then and now is trust," says George. "We care about our people; they are like family." Another factor in their success is Mihai's entrepreneurial spirit, which he gets from his father.

This team of younger entrepreneurs also learned to surround themselves with experienced and successful veterans to help reach their goals. "We know we don't know everything," says George. "We need guidance from experienced individuals who can share their wisdom. That's something you can't read in a book or learn on YouTube."

In just over a decade, Black Mountain has grown from an Arizona-based residential development company to a national investment firm with a diversified portfolio that focuses on the aerospace, engineering, real estate, and construction industries.

"We chose Republic Bank of Arizona because we know and trust the people working there. I know if there's ever anything I need, I can pick up the phone and get a decision-maker on the line. You guys are friendly, and I get the sense that you want us to succeed."

George Botea

George's Top 3

Looking for an investment company you can trust? Here are George's three top characteristics to look for:

- 1 Skin in the game.** Are the employees personally invested in the company?
- 2 Forward thinking.** Do they have a long-term vision for you and the company? How are they building on that vision?
- 3 Focused.** Are your long-term objectives aligned, or are they just looking to make short-term gains?



SKIN IN THE GAME

They bond like family, trust each other wholeheartedly, and the management team at Black Mountain are all investors in their own company. Some have been life-long friends with newer team members joining to bring expanded expertise and support. But they are all here for the long haul, looking to build a legacy for their own families, and their customers, says George.

"Whether you're a customer of a subsidiary or an investor, we're here to help you reach your goals. The first thing we want to know is, what are you here for? How can we help you?" Black Mountain is focused on people and providing their investors with reliable returns from a diversified portfolio.

A TRUSTED BANKING PARTNER

Trust is a strong core value at Black Mountain, so it makes sense the company would look to a bank it could trust. That's what brought them to Republic Bank of Arizona. "We chose Republic because we know and trust the people working there," says George. "I know if there's ever anything I need, I can pick up the phone and get a decision-maker on the line. I have high respect for Brian; he's a man of integrity. You guys are friendly, and I get the sense that you want us to succeed."

RBAZ's CEO Brian Ruisinger understands the importance of trust. "The culture of trust is vital for both our businesses," says Brian. "I know George and the team at Black Mountain Investments have the highest degree of integrity. They are smart, innovative investors who are dedicated to helping their investors reach their objectives. We are proud they chose us as their bank."

