



Rapid growth prompts Butler to open construction loan office

LOWELL – Butler Bank, best known for its construction lending process, announced this week that it has opened a new construction loan office in the building beside its George Street headquarters.

The office, located at Gateway Center II, is the result of increased business at the bank, said Eileen Cadley, Butler's assistant marketing manager. Earlier this spring, Butler opened a loan processing center in Kennebunk, Maine.

"We're still going to do off-site meetings with builders," Cadley said. "This just gives us a home base for construction loans, a better meeting facility than what we've had here."

Butler has added five new construction loan employees in the past few months, Cadley said, and employs about 15 people in that department overall. She added that the center is conveniently located near the bank's residential loan department, thus accommodating customers interested in so-called "construction-to-perm" loans, which allow for adjustable construction loans to be converted to fixed-rate residential mortgages.

The new department is managed by Michael D. Young, Butler's director of construction loan sales. Construction loans represent about 80 percent of Butler's total loan portfolio, which chief executive John H. Pearson, Jr. estimated to be worth \$200 million during an interview earlier this year.

Butler Bank was founded in 1901 by General Gardner W. Pearson. John H. Pearson Jr. is his grandson, and represents the third generation to run the bank.

Butler Bank is named for Franklin Benjamin Butler, who was Gardner Pearson's guardian, as well as a Civil War general, Massachusetts governor and U.S. senator.

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