

## KITE ARCHITECTS

### Responding to a need for growth

#### THE MOMENT:

As the recession wound down, business ramped up for KITE Architects. The firm had been carefully adding staff to accommodate larger and larger jobs. But it was rapidly running out of room.

Christine West had a vision for the next move: a new headquarters that would also be a showcase for the company's design approach. But she needed a bank that understood her business and shared her vision for where she wanted to take it.



Christine West, Owner

*“Webster really took the time to understand where we had been and where we were going with the business.”*

—Christine West, Owner  
KITE Architects

#### THE RESPONSE:

Webster dug deep into the business' history and its operations, looking beyond the numbers to see how hard KITE Architects worked to overcome the recession. They developed an appreciation of its full potential – **“what KITE 2.0 was going to be.”**

#### CLIENT BACKGROUND:

Christine West, Owner  
KITE Architects  
Webster client: 3 years

**Type of business:** Architectural design, from custom residential to university buildings, with strengths in working with urban sites, historic and mid-century modern buildings and sustainable design

**Locations:** Providence, RI

**What mattered most:** To obtain financing for a new space from a bank that understood its business, its potential and the need for a timely decision

#### **The Webster response:**

Business checking, an extended line of credit and help with an SBA 504 loan that enabled the firm to expand, keeping pace with its business growth.



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*“We clearly meant a lot more to Webster than just a snapshot of our balance sheet. I felt that they were as committed to the community as we were.”*

—Christine West, Owner  
KITE Architects

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## THE RESPONSE: (CONT.)

Webster’s support included:

- **Flexible access to cash** through an extended Webster Business Line of Credit.
- **An improved cash management system**, including a business checking account and credit card.
- **Assistance with an SBA 504 loan** to purchase the space that would become their new office.

The relationship blossomed because Webster and KITE share a natural affinity for community involvement. KITE clients include non-profits, such as The Steel Yard, which provides welding and artisan training. They also serve educational institutions, including Rhode Island College and Brown University. KITE’s philosophy and Webster’s strong community focus made the two a great fit.

## THE RESULTS:

KITE was able to purchase a business condominium that enabled the firm to grow. The architects transformed the space into an impressive headquarters that demonstrates the firm’s design talents.

Watch their story and others at [WebsterMoments.com](http://WebsterMoments.com)

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