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Lender Liability - A prominent developer who was behind on a bank loan alleged the bank snookered him - the deal went that the bank released the developer from a personal guarantee on a \$26.5 million loan in exchange for the bank taking the deed to a certain parcel of land - the developer soon learned the bank was negotiating to sell the parcel to a third-party for a profit - in this lawsuit the developer alleged fraud (and other counts) in the bank cutting him out of the deal - a Louisville jury awarded punitive damages of \$5.5 million against the bank

Signature Point Condominiums v. PBI Bank, 10-4295

Plaintiff: Laurence J. Zielke and Nancy J. Schook, *Zielke Law Firm*, Louisville

Defense: Joseph C. Souza and Jennifer Hatcher, *Ackerson & Yann*, Louisville

Verdict: \$7,015,000 for plaintiff Court: **Jefferson**, Special Judge Judith Bartholomew,

7-16-13

Scott Hagan is a prominent developer in Louisville. In March of 2008 his company, Signature Point, took a \$25,000,000 loan from PBI Bank to develop a large apartment and condominium development in Eastern Jefferson County near Christian Academy. By 2010 Signature Point was struggling to

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make the payments. This was a problem for Hagan because he had personally guaranteed the note.

Hagan and the bank began to negotiate. They finally struck a deal. PBI would remove Hagan as a guarantor from the note. In return Hagan would provide the bank a deed to a certain parcel of land within the Signature Point development. Hagan was initially pleased to have lifted the now \$26.5 million anvil from his neck.

That pleasure didn't last long. Hagan soon learned the bank had sold the parcel to a third-party known as MAKY for \$3.8 million. More importantly as the bank was offering to release him as a guarantor and take the deed, it was actively negotiating with MAKY.

This struck Signature Point with the perception the bank had snookered it. How so? Bank bigwigs used its own confidential information to reach out to MAKY in an attempt to make more money off the parcel. Thus while claiming to want to take the parcel off Signature Point's hands, the bank was instead actively negotiating to sell it for a profit. Signature Point thought the bank should have brought the deal to it, the bank instead keeping it for themselves. As the plaintiff explained, Signature Point was told there were no other interests in the parcel when in fact the bank held a letter of intent to sell the parcel.

From these basic facts, Signature Point alleged separate counts (1) fraud, (2) fraudulent omission in failing to disclose the pending MAKY deal, (3) negligence in disclosing confidential financial information, (4) breach of fiduciary duty, (5) tortious interference, (6) breach of contract, (7) breach of a duty of good faith and fair dealing, and (8) promissory estoppel. If

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