

EXPERIENCE AND PERSPECTIVE FOR SENIORS HOUSING & CARE PROVIDERS

A 360 Degree Perspective

With expertise in debt, equity and sell-side advisory, Lancaster Pollard is able to provide clients a 360 degree perspective on the seniors housing and care sector. We actively listen to each client's short and long-term goals and draw on our unique perspective to develop a solution that best satisfies the objective instead of pushing a particular financial instrument or outcome. We consider every viable option and advise appropriately. With over 20 bankers servicing clients across the country and a thorough understanding of micro-markets and macro-factors affecting the industry, our seniors housing and care expertise and experience continue to grow.

Solid Foundation in Debt Financing

Lancaster Pollard may be best known as the leading HUD LEAN lender over the past seven years. In fact, the firm began by underwriting tax-exempt bonds for nonprofit organizations, and still does. Hence our heritage and experience is built upon the credit fundamentals of debt financing. We also offer balance sheet lending with a focus on providing acquisition and equity recapitalization financing for skilled nursing and assisted living owner-operators.

Unique Equity Financing

In addition to the experience and perspective derived from debt financing,

Lancaster Pollard also provides equity financing for new development and acquisition of seniors housing and care properties through our Propero™ Seniors Housing Equity Fund. Propero works in partnership with leading operators on development or acquisition projects with significant value creation, enabling our operator partners to capture the upside value with minimal equity required.

Mergers & Acquisitions Services

Our M&A platform provides sell-side advisory services to owners looking to divest their skilled nursing, assisted living or retirement campus assets. Our M&A group interacts with, and has formed relationships with, the vast majority of the major seniors housing players. Injecting our experience from our debt and equity platforms enables us to provide comprehensive sell-side advisory services that maximize the likelihood of successful outcomes.

Lancaster Pollard at a Glance

- Over 2,100 closed transactions in excess of \$20 billion
- Over 700 loan servicing clients with \$6 billion in our mortgage servicing portfolio
- Over \$8 billion in mortgage lending volume
- Clients in 44 states
- #1 HUD LEAN lender since FY 2010
- #1 Sec. 202 lender since FY 2007

"We worked with the Lancaster Pollard team for two years on our highly complex capital structure. Their expertise and professionalism every step of the way was commendable and impressive."

– Mazy Sehgosha, CEO, Premier Senior Living

"Overall our experience with Lancaster Pollard was terrific. We had worked with a different lender on a past deal and our experience with Lancaster Pollard was 100 times smoother. We will now be a repeat customer and I can't say enough good things about them."

– Bruce Fouch, Regional Business Director, The Jerry McClain Company

www.lancasterpollard.com



RECENT LANCASTER POLLARD CLIENTS INCLUDE . . .

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- Bruce Fouch,
Regional Business Director
The Jerry McClain Company
Newark, OH

Refinancing/Refunding

Trilogy Health Services, LLC
8 Facilities in IN and OH

\$63.4 million

FHA Sec. 232/223(f) Insured
Fixed Rate, Taxable Notes

Refinancing/Refunding

Brookview Meadows
Green Bay, WI

\$7.6 million

FHA Sec. 232/223(f) Insured
Fixed Rate, Taxable Notes

Refinancing/Refunding

Sunnycrest Senior Living
Fullerton, CA

\$8.4 million

FHA Sec. 232/223(f) Insured
Fixed Rate, Taxable Notes

Refinancing/Refunding

Avon Oaks Caring Community
Avon, OH

\$9.6 million

FHA Sec. 223(a)(7) Insured
Fixed Rate, Taxable Notes

Refinancing/Refunding

Harrison Senior Living
Coatesville, PA

\$14.2 million

FHA Sec. 232/223(f) Insured
Fixed Rate, Taxable Notes

Refinancing/Refunding

Hillcrest Health & Rehabilitation
Bellevue, NE

\$14.3 million

FHA Sec. 232/223(f) Insured
Fixed Rate, Taxable Notes

Refinancing/Refunding

Cartel Inns of Linden
Linden, MI

\$24.8 million

FHA Sec. 232/223(f) Insured,
Fixed Rate Taxable Notes

Refinancing/Refunding

Victoria Mews Assisted Living
Boonton Township, NJ

\$15.2 million

FHA Sec. 232/223(f) Insured
Fixed Rate, Taxable Notes

Refinancing/Refunding

Village Concepts Retirement Communities
Federal Way, WA

\$9.4 million

Fannie Mae Seniors
Housing Program

Refinancing/Refunding

Augsburg Lutheran Home
Baltimore, MD

\$20.6 million

Letter-of-Credit-Enhanced
Variable Rate, Tax-Exempt
Bonds

Refinancing/Expansion

Laurel Parc at Bethany Village
Portland, OR

\$50.2 million

FHA Sec. 232 Insured Fixed
Rate, Taxable Notes

New Construction

Laredo Nursing & Rehabilitation Center
Austin, TX

\$7.8 million

FHA Sec. 232 Insured Fixed
Rate, Taxable Notes

Refinancing/Refunding

Heritage Enterprises
Normal, IL

\$12.4 million

FHA Sec. 232/223(f) Insured
Fixed Rate, Taxable Notes

Refinancing/Refunding

Cambridge Hills Assisted Living
Pittsboro, NC

\$6.3 million

FHA Sec. 232/223(f) Insured
Fixed Rate, Taxable Notes

Refinancing/Refunding

Wilmac Corporation
York, PA

\$34.5 million

FHA Sec. 223(a)(7) Insured
Fixed Rate, Taxable Notes

Refinancing/Refunding

Tennessee Health Management, Inc.
Parsons, TN

\$69.4 million

FHA Sec. 232/223(f) Insured
Fixed Rate, Taxable Notes