

Kevin Laidlaw Vice President



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Kevin Laidlaw, vice president, is a member of Lancaster Pollard's mergers and acquisitions (M&A) group. Lancaster Pollard, a financial services firm based in Columbus, Ohio, specializes in providing capital funding to the health care, senior living and housing sectors. In addition to underwriting tax-exempt and taxable bond offerings, Lancaster Pollard provides organizations a complete range of funding options through its Fannie Mae/FHA/GNMA/USDA-approved mortgage lender subsidiary. It can also provide bridge-to-agency lending, private equity, balance sheet lending, and other investment banking services.

Mr. Laidlaw has been with the firm since 2007. As vice president of M&A, Mr. Laidlaw works in tandem with the firm's health care bankers for both sell-side and buy-side advisory by providing direct transaction oversight, maintaining buyer relationships, and creating and maintaining processes and analytical models. As a member of the firm's credit committee, he also provides credit oversight to banking activities while recruiting, training, and managing the firm's analytical team.

Prior to assuming his current role, he was an underwriter for the firm's FHA, USDA, Fannie Mae, and conventional bond financing programs and covered the health care sector on behalf of the firm. His underwriting responsibilities included analysis of senior housing, affordable housing, long-term care and acute-care organizations, providing support on a wide range of bond transactions and mortgage loans for rehabilitation, new construction and refinance projects. In this role, he underwrote transactions in excess of \$1.2 billion.

Mr. Laidlaw received a bachelor's degree in economics and a certificate in organizational studies from Denison University in Granville, Ohio. He holds a general securities representative license (Series 7) and investment banking representative license (Series 79), has been approved by HUD to underwrite both MAP and LEAN transactions, and is certified by the Mortgage Bankers Association to conduct property inspections.