

William C. Wilson Senior Vice President



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William (Bill) C. Wilson is a senior vice president and regional manager of the Central States for Lancaster Pollard, a financial services firm based in Columbus, Ohio, that specializes in providing capital funding to the senior living, health care and affordable housing sectors. In addition to underwriting tax-exempt bond offerings, Lancaster Pollard provides organizations with a complete range of funding alternatives through its HUD-FHA/GNMA/FNMA/USDA-approved mortgage lender subsidiary. It can also provide bridge-to-agency lending, private equity, balance sheet lending and investing, and M&A services. Mr. Wilson is the supervisory principal for the firm's Kansas City office and is the lead investment banker for clients in Kansas, Oklahoma and North and South Dakota. He is responsible for all details involved in the underwriting and closing processes.

Mr. Wilson joined Lancaster Pollard in 1999 as an associate assisting with analysis and due diligence for health care and seniors housing debt issues. In 2004, he moved to the Kansas City office to serve as the Central States regional manager. The office has since expanded to a four-person team responsible for business in nine states. Mr. Wilson's accomplishments have included closing Lancaster Pollard's first Section 242-insured hospital loan as well as the firm's largest underwriting, a \$110 million hospital bond issue. Prior to joining Lancaster Pollard, Mr. Wilson served as a congressional aide in the United States House of Representatives, assisting specifically with Medicare, Medicaid and Department of Housing and Urban Development issues.

Mr. Wilson received a bachelor's degree in economics from Bowling Green State University in Bowling Green, Ohio, and a master's degree in corporate finance from The Ohio State University in Columbus. He holds a general securities representative license (Series 7) as well as a general securities principal license (Series 24). Mr. Wilson has written numerous articles and is a frequent presenter on the subject of trends in capital funding for community health care and senior living providers.