

T. Brian Pollard

Speaker Qualifications



T. Brian Pollard

Senior Managing Director
Lancaster Pollard
&
President/CEO
Lancaster Pollard
Mortgage Company

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Biography

T. Brian Pollard co-founded Lancaster Pollard and its affiliated companies, including Lancaster Pollard & Co., Lancaster Pollard Mortgage Company, and Lancaster Pollard Investment Advisory Group. He currently serves as President/CEO of Lancaster Pollard Mortgage Company, one of the nation's leading HUD/FHA multifamily lenders. He also serves as Senior Managing Director of Lancaster Pollard & Co., a leading securities broker/dealer and investment banking firm providing bond underwriting to the health care sector.

Mr. Pollard has spent over 20 years providing financial guidance and capital funding to health care, senior living, and affordable housing providers. His experience includes the structuring of over 150 transactions whose principal amounts total over \$2 billion. He is a regular speaker at national conferences on investment and mortgage banking topics for the health care, senior living, and affordable housing sectors.

Areas of Expertise

- Access to capital markets for health care and senior living providers
- Agency financing, including: Fannie Mae, FHA/HUD, and USDA
- Managing interest rate risk
- Strategic financial planning – integrating master/financial plans

Presentations and Publications

Title	Audience/Publications
Practical Realities of HUD LEAN Seniors Housing Lending Environment	National Investment Center
HUD 232 Streamlined to Reduce Bottlenecks	Senior Living Business
Need Financing? Don't Forget About HUD	McKnight's Long-Term Care News
Perspectives on the Tax-Exempt Bond Market	Senior Living Business
Innovative Funding Options for Senior Living	Tenn. Healthcare Assoc.
White Paper: Refinancing Section 202 Affordable Senior Housing	Section 202 Owners, Boards & Managers