

## Brian Coate Vice President



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Brian Coate is a vice president with Lancaster Pollard, a financial services firm based in Columbus, Ohio, that specializes in providing capital funding to the health-care, senior-living and affordable-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. Mr. Coate is the client's primary point of contact for Illinois, Indiana and Wisconsin and is responsible for helping clients evaluate their options, in addition to all underwriting and closing details.

Mr. Coate has focused his efforts on affordable and market-rate housing, providing client guidance and support on a range of mortgage loans for rehabilitations, new construction and refinance projects. His thorough understanding of and experience with financing programs, such as Fannie Mae, FHA, USDA and low-income-housing tax credits, have allowed him to creatively combine financing options to achieve the most cost-effective outcome for clients nationwide. He has been involved in financing over \$400 million of debt for almost 100 projects across the country. With a passion for affordable housing, he has been the main point person for projects totaling nearly 7,300 units and was Lancaster Pollard's highest producing housing banker in 2013.

Mr. Coate received a bachelor's of science degree in finance from Miami University in Ohio with a minor in entrepreneurship. Prior to joining the firm, he was a management associate and commercial loan analyst at Park National Bank. He is a Deacon with Grace Central Presbyterian Church and has served on a number of nonprofit advisory boards and holds a general securities representative (Series 7) license.