

Gerald M. Swiacki Senior Vice President



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Gerald M. Swiacki is a senior vice president and regional manager of the Southeast region for Lancaster Pollard, a financial services firm based in Columbus, Ohio, that specializes in providing capital funding to the senior living, health care and housing sectors. Mr. Swiacki works out of the firm's Atlanta office. 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. Mr. Swiacki is the lead investment banker for clients in Georgia and Florida and is responsible for all details involved in the underwriting and closing processes.

Mr. Swiacki has more than 20 years of extensive and diverse transactional experience comprised of bond underwriting, mergers and acquisitions, origination of government agency loans, development consulting, and financial advisory services totaling more than \$3 billion in capital for clients that range in size from large, multistate organizations to single-site facilities. He spends considerable time advising organizations on capital funding strategies and improving access to the capital markets, which includes optimal capital structure, developing debt policies and adopting asset-liability management plans. Mr. Swiacki has originated more than 70 FHA-insured loans—funding more than \$500 million of projects that have included construction, substantial rehabilitation, expansion, acquisition and recapitalization of health care and senior living facilities as well as preservation and development of affordable housing.

Prior to joining Lancaster Pollard, he spent several years in the capital markets division of a large regional bank. A licensed attorney, Mr. Swiacki was in-house counsel for a real estate development company and an associate at a Detroit law firm before focusing on investment banking. He received a bachelor's degree from Michigan State University in East Lansing, Michigan, and earned his law degree and a master's degree in business administration from the University of Detroit. He holds licenses for general securities principal (Series 24), general securities representative (Series 7) and uniform securities agents state law (Series 63). He is a regular speaker at national and state conferences as well as a published author on topics affecting access to capital.

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