

## Jim Shoup, CPA Senior Vice President and Director of Asset Management



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Jim Shoup is a senior vice president and director of asset management 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. It can also provide bridge-to-agency lending, private equity, balance sheet lending and investing, and M&A services. Mr. Shoup leads the firm's Assets Management Division.

Mr. Shoup's group provides ongoing surveillance of loans post-closing to determine asset quality, including evaluation of property operating trends and proactive development of strategies to prevent payment delinquencies. He also oversees administration of Lancaster Pollard's growing construction loan activities.

Prior to joining the firm, Mr. Shoup spent three years in public accounting and 13 years in real estate development, finance, management and loan work-out, most recently as vice president of Lodging First, where he oversaw numerous development projects and was responsible for the cash management decisions for a privately held national hotel management-development company with over \$400 million in assets and over \$50 million in revenue.

Mr. Shoup earned his bachelor's degree in accounting from Ohio Wesleyan University in Delaware, Ohio. He is a certified public accountant and a member of the Ohio Society of CPAs.