

Nicholas M. Gesue Chief Executive Officer



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(614) 224-8800
ngesue@lancasterpollard.com

Nicholas Gesue is the chief executive officer of Lancaster Pollard, a national investment banking and 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 and taxable bond offerings, Lancaster Pollard provides organizations a complete range of funding options 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.

Over the last decade Mr. Gesue was instrumental in the development of Lancaster Pollard's mortgage lending platform. In his previous three and one half year tenure as the chief credit officer, he played a key role in helping to implement the firm's private equity fund and balance sheet lending operations. He has also served as an executive committee member and has been involved in Lancaster Pollard's strategic planning and implementation efforts. His accomplishments include successfully underwriting more than 350 transactions totaling more than \$3 billion in loan volume. Mr. Gesue's thorough understanding of the senior-living and multi-family-housing industries has earned him speaking engagements at state, regional and national organizations. It has also made him a regular source of information for numerous national publications.

Mr. Gesue received his bachelor's degree in economics from Denison University in Granville, Ohio. He is a member of the Executive Committee on Healthcare Financing, a coalition of mortgage and investment bankers, financial advisors and law firms based in Washington, D.C. The committee focuses on the FHA Section 232 and 242 programs for healthcare and hospital facilities. He also serves on the Section 232 Working Group for the Mortgage Bankers Association (MBA), a national association representing the real estate finance industry. He earned his LEED Green Associate accreditation from the US Green Building Council.

65 East State Street, 16th Floor • Columbus, OH 43215 • Phone (614) 224-8800 • (866) 611-6555