

Steven W. Kennedy Jr. Senior Managing Director



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Steven W. Kennedy Jr. is a principal, senior managing director, and a member of both the executive committee and the strategy and product development committee for Lancaster Pollard, a national investment banking and financial services firm based in Columbus, Ohio. Lancaster Pollard 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 also provides bridge-to-agency lending, private equity, balance sheet lending, and M&A services.

Mr. Kennedy is the regional manager for the firm's Great Lakes and South Central regions, overseeing healthcare banking production from the firm's Columbus, OH, Chicago, IL and Austin, TX offices. He also manages the firm's relationships with Washington D.C. as the company's senior governmental liaison and serves on the Executive Committee of the Committee on Healthcare Financing, a national association of healthcare finance bankers and consultants that provide policy advice to Washington. Since joining Lancaster Pollard in 2001, he has been the lead banker on over 200 financing transactions totaling more than \$2 billion. He has been named the firm's Top Health Care Banker for multiple years, and structured and underwrote the firm's "Deal of the Year" in 2010, 2013 and 2016. Mr. Kennedy gained national recognition in 2008 when he structured and closed the country's first tax-exempt, health care bond backed by the Federal Home Loan Bank. Prior to joining Lancaster Pollard, Mr. Kennedy worked for U.S. Sen. Richard G. Lugar (Indiana) in Washington D.C.

Mr. Kennedy earned his MBA from the Fisher College of Business at The Ohio State University in Columbus, Ohio. He received a bachelor's degree (magna cum laude) in economics and political science as well as a certificate in organizational studies from Denison University in Granville, Ohio. He holds general securities representative (Series 7) and general securities principal (Series 24) licenses and is a frequent speaker, author and university lecturer on capital funding for health care providers. Additionally, Mr. Kennedy serves as Board Chairman of Cristo Rey Columbus High School, a nationally recognized Catholic, college-preparatory high school serving students from underserved, low-income communities.

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