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# James Bodine

***Always do the right thing.***

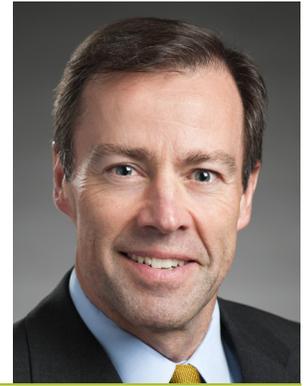
***Jim has an impressive 30 years of investment banking experience*** with a principal focus on investment banking and financial advisory services for the acquisition, development, expansion, refinancing/recapitalization, and corporate affiliation of not-for-profit senior living, healthcare and human services providers.

***Prior to becoming an investment banker, Jim earned a B.S. in economics and, after more than five years of work experience, a M.B.A. in finance from The Wharton School at the University of Pennsylvania.*** Upon graduation from Wharton undergraduate, with concentrations in both accounting and finance, he contemplated his career path, deciding to pursue commercial or investment banking in corporate or public finance. In his first position, Jim opted for public finance and spent eleven years at Wheat First Butcher Singer. Within two years of joining the firm, Jim was engaging directly with clients to develop and execute new general municipal finance transactions followed by more complex senior living, healthcare and higher education financings. He was ultimately promoted to Managing Director, assuming a high level of responsibility, and advancing a specialization in senior living finance. He then moved to Janney Montgomery Scott for nine years, as a Managing Director. He expanded his focus to corporate finance in the healthcare and information technology sectors. In this role, Jim assisted companies secure venture capital and private equity financing as well as initial public offerings (IPOs) and follow-on equity offerings – he also provided mergers and acquisitions (M&A) advisory services. This included work with healthcare, enterprise and communications software companies during the technology boom of the late 1990s and subsequent

downturn in 2000 and thereafter. During this time, Jim worked with entrepreneurs/company founders, often with highly technical/engineering backgrounds to access growth capital and strategic relationships/M&A. Along the way, he gained a wealth of information from these accomplished individuals and about these highly specialized technologies and emerging industries.

While enjoying this energetic pace, his expanded industry focus and corporate finance skill set, Jim reflected on his prior work in public finance, particularly with not-for-profit mission-based senior living and healthcare organizations. With this in mind, he joined BB&T Capital Markets in 1996, establishing an office in Philadelphia and renewing his focus in senior living. Jim spent eight years with BB&T, working with not-for-profit providers in Pennsylvania and the Mid-Atlantic region including prior clients along with new clients across the region.

***Jim joined HJ Sims in 2014, continuing his work primarily in senior living, together with health and human services, and furthering his personal fulfillment of working with not-for-profit clients.*** Jim believes that the large scale impact that not-for-profit providers have in the provision of vital residential, social and healthcare services is immensely important. He finds the dynamic and complex financing structures and alternatives, as well as the broad range of credit profiles among senior living providers, to be of particular interest. He also enjoys sharing his industry knowledge and applying strategic thinking in the course of advising clients in financing, as well as overall growth initiatives.



## James Bodine – *continued*

***During the course of his career, Jim has completed over 150 transactions, totaling more than \$3.25 billion in tax-exempt and taxable debt financings under a range of structures and credit profiles. Jim works with clients in Pennsylvania, New Jersey and the Mid-Atlantic region, together with portions of New York, Ohio and the Midwest.*** Complementing his debt financing experience, Jim has managed private and public equity financing, as well as M&A advisory assignments for for-profit providers. In the not-for-profit realm, he is particularly proud of his financing work with Bancroft, a leading New Jersey provider of special education programs for children and youth with autism, intellectual and developmental disabilities. The financing was instrumental in enabling a campus relocation, a momentous event for the organization and all those it serves. Jim finds the ultimate reward in his work to be supporting the missions of organizations such as Bancroft.

***Most people would say that Jim has a strong affinity for interpersonal engagement.*** He prefers one-on-one exchanges and has an innate curiosity about people, personally and professionally. Jim enjoys placing full attention on his clients, and exemplifies the provision of an exceptional level of service to meet his clients' needs. Jim is compelled to "always do the right thing" and enjoys a stellar reputation with his peers, clients and competitors. In many ways, Jim has come full-circle from the start of his career to today, helping mission-based, not-for-profit senior living, healthcare and human services clients with their financing needs to achieve strategic goals.

***Time spent volunteering within his community is an extension of Jim's desire to aid mission-based organizations.*** He served on the Board of Directors of The Philadelphia Protestant Home, a not-for-profit senior living provider based in Philadelphia, for eight years and now serves as an active member of their Fiscal Oversight Committee. Jim also served on the Board of Directors of Elwyn, a not-for-profit provider of services to individuals with developmental, physical and emotional disabilities based in Media, Pennsylvania for 12 years. He currently serves on Elwyn's Investment Committee. Jim channeled his passion for finding a cure for Alzheimer's after his father's diagnosis, co-founding Run to Remember, a running team that conducts fundraising in support of the Alzheimer's Association Delaware Valley Chapter. Jim's love of the outdoors led him to join the Board of Directors of the Philadelphia Outward Bound School, an organization that cultivates personal development and leadership skills in the out-of-doors in school age children as well as adults, including military veterans.

***Jim was born and raised in the Philadelphia suburbs and has lived and worked in Center City Philadelphia for more than 30 years.*** Jim has been happily married for more than 15 years. He enjoys spending time with his wife and his nine-year-old Vizsla "Truman". An avid runner, Jim has run five marathons, including the New York City marathon (his favorite marathon, as the race allowed him to see the entire city and feel the immensely supportive energy of the crowds... from around the world). Jim enjoys a range of other outdoors activities which includes travel – his favorite destinations include Hong Kong and Italy.