



Richard Harmon



Richard Harmon
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“If you are open to circumstance and possibility, success is inevitable.”

As Executive Managing Director and the Head of Public Finance Education, Richard (“Rich”)

Harmon leads the firm’s capital planning, structure and execution for charter schools, public and private education organizations nationwide through providing taxable and tax-exempt financing solutions, as well as early stage capital. Based in Columbus, Ohio, Rich brings more than 35 years of experience in investment and commercial banking.

Rich launched his investment banking profession

with Lancaster Pollard, where he began working with non-profit schools, senior living providers and hospital organizations in Ohio, Michigan and Pennsylvania, including Ohio’s first – and one of the nation’s first – tax-exempt, faith-based school financings.

Most recently, he served as Head of Public Finance with BB&T Capital Markets/Truist Securities. Under his leadership, he is credited for developing one of the preeminent charter school investment banking practices in the country.

Rich’s expertise and commitment to working with non-profit charter and private schools, higher education, senior living and hospital organizations has earned him a well-deserved reputation for providing suitable and innovative financing solutions for his clients – thereby helping make a meaningful impact on the lives of his clients and the communities they serve.

Throughout his career, Rich has dedicated his work to public finance education.

He prides himself on creating a team of credit-driven bankers and thought leaders. Rich and his team focus on the process, not just the solution. Elements of the process include understanding the industry, having passion for the sector, successfully executing financings, remaining focused on the integrity of the team and, ultimately, outworking everyone.

Early in his career, Rich had the privilege of working with a mentor who taught him that if you wish to succeed you must become a fabric of the community in which you serve. Rich puts this into practice, exemplifying that he is equally as passionate about creating educational opportunities for families as he is knowledgeable about structuring financial solutions to benefit schools and organizations that provide valuable resources to their communities.

Rich measures his success by the success of his clients.

One of the most transformational projects that solidified Rich’s career path in public finance education was witnessing the evolution of the KIPP Texas Public Schools. KIPP is an open-enrollment, public, tuition-free charter school network of 59 schools with nearly 34,000 pre-K-12 students across the state. Today, KIPP Texas students graduate college at a rate four times higher than the national average for low-income students.



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Rich currently serves as Treasurer on the Center for Education Reform, whose mission is to expand educational opportunities that lead to improved economic outcomes for all Americans. The Center for Education Reform mirrors Rich's desire and vision for a nation that provides ample, quality educational options for our youth.

Rich is a frequent speaker and panelist at various national and state charter school conferences, and is a member of the National Association of Bond Lawyers. Rich earned his bachelor's degree in mathematics and economics at Denison University and a Juris Doctor degree from Capital University Law School and was admitted to the Ohio and Federal bar.

Rich continues to call Columbus, Ohio home with his wife, where they raised their son and daughter, as well as numerous pets. A life-long dog-dad to Boxers, Rich often rescues and helps rehabilitate animals in need. Members of the Columbus Humane Society, Rich and his family have frequently served as a foster family to numerous dogs. A college baseball player, Rich continued his baseball career beyond college; you will find Rich avidly cheering for his son on the baseball field or helping his daughter, a fellow Denison graduate, renovate her historic Victorian home.

Rich considers himself an amateur World War I historian, and has interviewed many veterans to hear their stories and reflect on their experiences. Always looking to gain knowledge, acquire new skills and enjoy new experiences, Rich's wildest adventure to date was running with the bulls in 2013.