



David Saustad

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“I enjoy the opportunity to play an integral part of providing housing for seniors, notably giving the elderly the respect and attention, they deserve.”

David’s experience and education in public finance makes him a perfect fit for HJ Sims’ collaborative culture. David serves as a Vice President providing analytical support for structuring and modeling finance strategies, as well as research and credit analysis for the HJ Sims Investment Banking group, assisting clients as they provide housing for seniors.

Since joining HJ Sims, David has supported over \$1.3 billion in financings for not-for-profit senior living organizations. He also joined the Board of LeadingAge DC, a research and advocacy group for mission driven senior living organizations in the District of Columbia.

Prior to joining HJ Sims, David worked with municipal organizations and real estate developers on tax increment financing, special tax and special assessment public financings at MuniCap, Inc., an independent municipal advisory firm that focuses on economic development projects. David provided project management, serving as a steward of the timeline for multiple projects. David also offered financial modeling support, and assisted with drafting revenue studies for several bond financings.

David earned his bachelor’s degree in economics and political science at Boston College. David was able to study abroad at Queen Mary University of London for six months. David went on to earn his master’s degree in public affairs at the University of Texas at Austin, LBJ School of Public Affairs. David’s interest in public finance developed during his studies as he learned about the role of local governments, their budgeting process, and how their policies, practices and programs impact local populations.

At the University of Texas at Austin, David was inspired by his professor, Marty Luby, a municipal advisor and former investment banker. David served as Professor Luby’s teaching and research assistant, helping to conduct research around the Brookings Municipal Finance Conference, and authored a chapter of the book, *The People’s Money* called “Local Government Long-term Liabilities: Pensions, Other Post-employment Benefits and Infrastructure,” edited by Michael Pagano (uillinois.edu). David also contributed to *The Evolving Municipal Advisor Market in the Post Dodd-Frank Era*, by Luby/Berg (brookings.edu).

While at the LBJ School of Public Affairs, David received the 2018 *Terrell Blodgett Fellowship*, which recognized his interest in city management and public finance.

Raised in Dallas, David now resides in Washington, D.C. David’s hobbies include reading history and science fiction, as well as cheering on Manchester United and Dallas sports teams. David and his wife enjoy boardgames, museums (especially the Portrait Gallery) restaurants, snowboarding, traveling, as well as hiking and camping.