

# James Bodine

*Always do the right thing.*

*Jim has an impressive 35+ 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 accounting and finance, he contemplated his career path, deciding to pursue 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

**James Bodine**  
Executive Vice President  
2400 Market Street | Suite 200  
Offsite at Fidler Club | Office 257  
Philadelphia, PA 19103  
267.360.6245  
[jbodine@hjsims.com](mailto:jbodine@hjsims.com)



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 knowledge and a piqued curiosity from these accomplished individuals and their 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 not-for-profit providers play a vital role in the provision of all-important residential, social and healthcare services and has immense respect and appreciation for the work of not-for-profit executives, their staff and Boards. He finds the dynamic and complex financing structures and alternatives, as well as the broad range of credit profiles among borrowers, 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*

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*During the course of his career, Jim has completed over 175 transactions, totaling more than \$4.25 billion in tax-exempt and taxable debt financings under a range of structures and credit profiles. He has worked on a variety of M&A assignments involving affiliations, acquisitions and divestitures of not-for-profit senior living organizations. Jim works with clients in Pennsylvania, New Jersey and the Mid-Atlantic region, together with portions of New York, Ohio and the Midwest.* In the not-for-profit realm, he has enjoyed multi-decade relationships with multiple senior living organizations providing financing and advisory services. In the human services sector, he is particularly proud of his professional and personal associations with both Elwyn and Bancroft, two Philadelphia area-based and leading national providers of special education programs for children, adolescents and adults with autism, intellectual and developmental disabilities. Jim finds the ultimate reward in his work to be supporting the missions of organizations such as Elwyn and Bancroft, among the many that he has had the privilege of serving.

*Most people would say that Jim has a strong affinity for interpersonal engagement and client service.* While very comfortable presenting to large groups, he also enjoys 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 serves on the Board of Directors and Finance Committee of Friends Life Care, a not-for-profit provider of continuing care at home services in Pennsylvania as well as the Fiscal Oversight Committee and as a past Board member of *The Philadelphia Protestant Home, a not-for-profit senior living provider based in Philadelphia.* Jim also served on the Board of Directors and Investment Committee of Elwyn, a not-for-profit provider of services to individuals with developmental, physical and emotional disabilities based in Media, Pennsylvania. 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. Finally, Jim's love of the outdoors and interest in education 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 40 years.* Jim has been happily married for more than 20 years. He enjoys spending time with his wife in a variety of activities in both Philadelphia and surrounding suburbs (Both the City and Bucks County). He enjoys music, reading and personal fitness including Pilates, spinning and running, having completed 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 outdoor activities which includes travel – his favorite destinations include Hong Kong and Italy.