



Tom Bowden

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“I believe in client advocacy and client education. The goal is for the client to make their own financing decisions by creating a foundation of understanding, and then supporting that foundation through advocacy for the client’s best interest.”

Tom hails from Virginia, moving as a youngster with his family from Philadelphia. Growing up, Tom enjoyed sports and was a strong athlete; in fact, by age seven, he was a state BMX champion (note: he beat one other kid).

Tom earned a B.S. in Accounting and Business Administration from Washington and Lee University, where he was elected to the Executive Committee of the Student Body (which doubled as both Honor Council and Student Government), and was a member of the Sigma Chi Fraternity. Tom was also a member of the Varsity Men’s Golf Team. Interestingly, he made the team as a freshman, was cut both sophomore and junior years, but with a never-give-up attitude, he made the team again as a senior, and became a regular in the starting line-up. Tom applies the same determination to his work with senior living providers.

Tom was appointed as a Page by U.S. Senator John W. Warner (R-VA) and spent the first semester of his junior year in high school on Capitol Hill in Washington, fetching water and delivering documents while observing the political process in action. Tom transitioned from politics to public finance after joining Davenport & Company, LLC as an intern in college.

In 2012, Tom was hired into the Leadership Development program at BB&T, where he learned about the inner-workings of the bank and its lending philosophy. From there Tom moved on to BB&T Capital Markets, where he spent seven years serving senior living clients in the Southeast region of the U.S.

As Vice President with HJ Sims, Tom is based in Richmond, Virginia and leads business development efforts in Virginia, the Carolinas, Georgia and Florida.

Tom is focused on raising capital for retirement communities, with a significant emphasis on those organized as non-profits. Well-versed in various aspects of senior living governance and operations, Tom consistently strives to further his knowledge for the benefit of his clients. Tom serves on the board of a large, single site LPC with an A category rating where he chairs the Finance Committee.

To date, Tom has served as day-to-day banker for more than \$2.1 billion of financings for non-profit and for-profit senior living providers. His passion for helping others has parlayed well into his mission-oriented work. He enjoys building strong relationships through his approach, which is based on client education and advocacy.



Tom Bowden - *continued*

Tom is a highly respected investment banker, and is most excited when leading discussions focused on industry and capital markets education, which he views as a fundamental and necessary baseline of understanding for decision-making. He excels at distilling information at a high-level, empowering his clients to clearly view their options and ensuring they make the best choice for their organization.

The son of a fine artist and lawyer/inventor, Tom inherited both creative and resourceful qualities, which have served him nicely in his career. A self-proclaimed golf nut, Tom likes to play as much as he can – he has had the pleasure of playing at some of the country’s top courses like Merion, Congressional and East Lake. Additionally, Tom enjoys spending time with his wife, Melinda, a former competitive gymnast, and current middle school counselor and cheerleading coach. Tom and Melinda welcomed the birth of their daughter, Blair, in 2019.