



FOR IMMEDIATE RELEASE

Christine McCarty
312 596 1617
cmccarty@ziegler.com

GROWTH & EXPANSION HIGHLIGHTED ONCE AGAIN IN 14TH ANNUAL LEADINGAGE ZIEGLER 150 PUBLICATION

CHICAGO, IL – DECEMBER 4, 2017 – Ziegler, the nation’s top-ranked underwriter of not-for-profit senior living tax-exempt municipal bond financings, and LeadingAge, the nation’s largest association of not-for-profit aging service providers, released the 14th annual LeadingAge Ziegler 150 (LZ 150) today. This publication ranks and analyzes the nation’s largest 150 not-for-profit senior living providers of multi-site systems, single-site campuses and government-subsidized multi-site housing.

“The LeadingAge Ziegler 150 demonstrates the strength of the nonprofit sector in aging services and we are proud to partner with Ziegler to showcase innovation in our field,” said Katie Smith Sloan, LeadingAge president and CEO.

This year’s largest 150 not-for-profit senior living organizations comprise more than 265,000 market-rate units and over 1,300 market-rate communities, not to mention a number of affordable housing properties along with home and community-based service offerings. These largest organizations have grown at a rate of approximately 3% over the past 10+ years and in recent years, have stimulated much of that growth through affiliations and campus expansions.

The largest 150 providers span communities in 47 states and range in size from more than 19,000 market-rate units (National Senior Campuses, MD) to roughly 630 units (Bethany St. Joseph Corporation, WI).

“We are excited to once again partner with LeadingAge on this important research. This year’s report reveals changing trends and growth patterns amongst not-for-profit senior living providers



and we encourage others to take advantage of the wealth of information that the study provides,” stated [Dan Hermann](#), Senior Managing Director, Head of Investment Banking at Ziegler.

To view the full report, please visit www.ziegler.com.

About Ziegler:

Ziegler is a privately held investment bank, capital markets, wealth management and proprietary investments firm, celebrating its 115th anniversary this year. Ziegler is ranked No. 1 in the country in healthcare/senior living underwriters by issuance and No. 4 by par amount (Thomson Reuters, 2016), and is ranked in the top 20 municipal underwriters in the country by volume (Bloomberg, 2016). Specializing in the healthcare, senior living, education and religion sectors, as well as general municipal and structured finance enables Ziegler to generate a positive impact on the communities it serves. Headquartered in Chicago with regional and branch offices throughout the United States, Ziegler provides its clients with capital raising, strategic advisory services, equity and fixed income sales & trading, wealth management and research. To learn more, visit www.ziegler.com.

About LeadingAge:

The mission of [LeadingAge](#) is to be the trusted voice for aging in America. Our 6,000+ members and partners include not-for-profit organizations representing the entire field of aging services, 39 state associations, hundreds of businesses, consumer groups, foundations and research centers. LeadingAge is also a part of the International Association of Homes and Services for the Aging (IAHSA), whose membership spans 30 countries. LeadingAge is a 501(c)(3) tax-exempt charitable organization focused on education, advocacy and applied research.

Certain comments in this news release represent forward-looking statements made pursuant to the provisions of the Private Securities Litigation Reform Act of 1995. This client’s experience may not be representative of the experience of other clients, nor is it indicative of future performance or success. The forward-looking statements are subject to a number of risks and uncertainties, in particular, the overall financial health of the securities industry, the strength of the healthcare sector of the U.S. economy and the municipal securities marketplace, the ability of the Company to underwrite and distribute securities, the market value of mutual fund portfolios and separate account portfolios advised by the Company, the volume of sales by its retail brokers, the outcome of pending litigation, and the ability to attract and retain qualified employees.

###