



Mark Landreville

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Executive Vice President
8500 Normandale Lake Blvd.
Suite 540
Bloomington, MN 55437
952.683.7509
mlandreville@hjsims.com



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A 35-year investment banking veteran, Mark Landreville began his career as a commercial banker at what is now known as U.S. Bank after receiving a Bachelor of Science degree in business administration from St. John’s University. Mark was later employed with investment bank Dougherty & Company, transitioning to the public finance team where he applied his lending experience to bonds and led 501(c)(3) financings, until he was promoted to manager of the public finance department and capital markets. After 17 years with Dougherty, Mark joined Piper Jaffray & Company to focus his investment banking experience in the senior living sector, where he spent a total of seven years before being recruited by HJ Sims in 2011.

Today, Mark remains focused on senior living, something he enjoys. “Being somewhat a child of the ‘60s, I find it rewarding to contribute to society by helping mission-based organizations. At HJ Sims, I have the opportunity to be involved in investment banking and I am fortunate enough to be helping not-for-profit organizations serve seniors.”

Mark’s clients range in size from large, multi-state organizations to single-site senior living communities. Having completed dozens of projects throughout his career, he has financed life plan communities, independent living projects, nursing homes, and assisted living and memory care communities using both the rental and entry-fee models. Mark has also completed a number of repositioning, restructuring, and work-out financings. The types of financings successfully completed include rated and non-rated, tax-exempt bonds, credit enhanced bonds, private placements and bank financings.

Mark’s clients are loyal and often return to him because they know and trust his experience, knowledge, and integrity. Clients deeply value Mark because they know that he always acts in their best interest and is a strong advocate on their behalf, pushing limits on transactions in order to obtain the most favorable financing for his clients.

Mark enjoys helping clients restructure their balance sheet – putting them on healthy footing. A longtime client credits Mark for saving the organization, “If it wasn’t for Mark, we probably wouldn’t be here today.” Never one to shy from challenges, Mark embraces the opportunities to deliver success.



Mark Landreville – *continued*

A past president of the Minnesota Institute of Public Finance, Mark has served on multiple non-profit healthcare and education boards.

Currently, he sits on the finance committee of Wingspan Life Resources, a Minnesota based non-profit provider of group homes for disabled adults. He is also a regular speaker at regional and national senior living forums.

Mark, a consummate outdoorsman, enjoys spending time with his three children and grandchildren. In 2017, Mark enjoyed a two-week dog sledding trip to Northern Greenland, spending time camping outdoors in -30 degree weather in the most northern, year-round community of the continent.

Born in New Bedford, Massachusetts, Mark enjoys fishing in Alaska and Canada. Mark had his private pilot's license prior to his driver's license – at the age of 15! The son of a career Air Force officer, Mark enjoyed living all over the world, including in Canada and Germany. Eventually settling in Minnesota, Mark has been in the Twin Cities region for over 40 years. What Mark enjoys most about the state is that the Twin Cities offer a metropolitan feel, and within a few hours, he has access to outdoor activities and the lake region – especially Round Lake, a crystal clear, spring-fed lake – where Mark and his family have a vacation home.