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**Greystone Enhances Healthcare Lending and Advisory Services with  
Marc Zimmet as Managing Director**

*Industry-Renowned Reimbursement Advisory Consultant to  
Complement Greystone's Healthcare Lending Platform*

**NEW YORK, NY** (February 5, 2018) -- Greystone, a real estate lending, investment and advisory company, today announced that Marc Zimmet has joined as a Managing Director in the Healthcare lending group. Mr. Zimmet is the founder of Zimmet Healthcare Services Group, LLC, a leading reimbursement-compliance & market intelligence consultancy serving the post-acute care industry.

In his new role at Greystone, Mr. Zimmet will provide specialized advisory services to Greystone clients, while also creating new lending and development opportunities for ZHSG's diverse client base. Mr. Zimmet will hold dual roles, as he will remain CEO of Zimmet Healthcare and its related ancillary companies.

"When considering a provider's entire portfolio, assessing the full spectrum of financial risks and opportunities is critical, especially as investors enter new markets," said Mr. Zimmet. "Healthcare is a local business; complex regulatory/reimbursement changes and rapidly evolving market dynamics threaten provider viability and exacerbate the financing burden. Our goal is to create efficiencies in both operations and debt service, while helping operators unlock the full potential of their investments. I am thrilled to combine the resources of my firm with the Greystone team at such an integral juncture in healthcare. This relationship will resonate with investors and operators as they position themselves for regulatory and market reform."

In 2017, Greystone originated over \$1.0 billion in healthcare loans, primarily utilizing the FHA and Bridge lending platforms. Greystone's expertise in the healthcare sector includes HUD-insured loans, bridge and mezzanine loans, preferred equity, sale leaseback, Agency financing and comprehensive underwriting capabilities serving some of the largest skilled nursing providers in the U.S.

Zimmet Healthcare Services Group LLC, founded in 1993, is a leading provider of reimbursement/compliance, performance analytics and market strategy support to nearly 2,000 post-acute care providers and industry stakeholders throughout the country. The firm's related companies offer outsourced management and technology solutions to improve healthcare quality and efficiency.

Mr. Zimmet is an active member of multiple state and national industry associations, and serves on the Board of Directors of several healthcare provider and ancillary support companies. Marc holds a degree in CPA Accounting from Syracuse University and an MBA in Healthcare Administration from the Zicklin School of Business / Mount Sinai School of Medicine.

“Combining Marc’s and his team’s broad strategic expertise in healthcare revenue cycle and market strategy with Greystone’s industry-leading lending services will create an unmatched offering for healthcare providers, and we are truly thrilled to have him on board,” said Mordecai Rosenberg, head of Greystone’s FHA lending group. “As Greystone continues to invest in providing the best resources, analytics and offerings to clients, we want to be known as an irreplaceable partner – the only partner to consider for success.”

### **About Greystone**

Greystone is a real estate lending, investment and advisory company which consistently ranks as a top commercial lender. Our range of services includes commercial lending across a variety of platforms such as Fannie Mae, Freddie Mac, CMBS, FHA, USDA, bridge, mezzanine and proprietary loan products. Loans are offered through Greystone Servicing Corporation, Inc., Greystone Funding Corporation and/or other Greystone affiliates. For more information, visit [www.greystone.com](http://www.greystone.com).

### **About Zimmet Healthcare Services Group, LLC**

Zimmet Healthcare Services Group, LLC is a full-service consulting firm committed to developing innovative solutions to the challenges of operating in the post-acute care industry. ZHSG’s leadership team has extensive experience with all aspects of the complex skilled nursing facility operating environment including reimbursement/revenue cycle management, quality reporting and market reform positioning. ZHSG has served as advisor to state and national associations and payers, and currently supports providers ranging from large, multi-state chains to government-sponsored facilities. For more information, visit [www.zhealthcare.com](http://www.zhealthcare.com).