

Jeffrey T. Larson, Principal Contract Officer
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Based in Orlando, Jeff has successfully closed a wide range of municipal project finance and corporate financings totaling over \$6 billion over his 30 year financial services industry career. Florida projects have ranged from negotiating and structuring transportation/road improvement programs, higher education project financings, corporate IPO's, multiple utility acquisitions, extensive water and wastewater capital expansions, investments support services, economic development and redevelopment initiatives, structured finance/interest rate hedging programs, utility enterprise restructurings, refinancings and debt restructurings, downtown redevelopment, CRA TIF financings, debt and lease purchase private placements, a \$400 Million Sensitive Lands/Parks G.O. Financing Program, multiple public/private partnership project finance issues, a competitively bid Medium Term Note Program, CDD's, multiple Charter School and 501c3 financings, and a \$240 Million University / Developer PPP four phased financing. National financings have included a \$900 million foreign accounts receivable securitization program for Lockheed Finance, a large satellite earth station EXIMbank financing for Scientific Atlanta, a cross currency swap for Bell South, and a \$1 billion corporate acquisition for Gulfstream Aerospace Corporation, Savannah, Georgia. He has served as an Investment Banker, Financial Consultant, Administrator, or Financial Advisor to clients such as:

- City of Deltona
- City of Leesburg
- Broward County
- GStar Charter School
- Nova Univ. (Miami Dolphins)
- City of Palatka
- City of Port St. Lucie
- City of Fort Meade
- New Brunswick Dev. (GA)
- Palm Bay Academy
- Sculptor Charter School
- KUA
- Concorde Estates CDD
- DR Horton
- Okeechobee County
- City of Winter Park
- City of Venice
- City of Sunrise
- Orange County Library District
- Cape Coral Charter School
- St. Lucie County
- City of Dunedin
- Florida Atlantic University
- City of Orlando
- City of Winter Haven
- Okeechobee Utility Authority
- City of Stuart
- City of Starke
- St. Edward's School, Vero Beach
- City of Fort Pierce
- City of Winter Springs
- Anthem Park CDD
- Tampa Sports Authority
(Tampa Bay Lightning Arena)
- Learning Gate Charter School
- Lifestream Behavioral (501(c)3)
- City of Temple Terrace
- Indian Harbour Beach
- Traditions CDD
- City of Bartow
- New Smyrna Beach CRA
- Leon County Sheriff
- City of Orange City
- City of Tamarac
- University of Central Florida
- 27/441 CRA
- City of Treasure Island
- Indian River County
- City of Winter Park
- Orlando CRA
- City of Punta Gorda
- City of Sebastian
- City of Naples
- Carver Heights CRA
- River Place CDD, Port St. Lucie
- Greater Orlando Aviation Authority
- KUD, LLC
- City of Cape Coral
- Clay County
- City of Gulfport
- Gulfstream CDD
- Terrace Community School

Prior to establishing Larson Consulting Services, in 2009, Jeff managed D.A. Davidson's Southeast Regional Investment Banking Office. Prior to joining D.A. Davidson, Mr. Larson was the S.E. Regional Director Investment Banking and Consulting Services with Kirkpatrick Pettis, the investment banking arm of Mutual of Omaha, the Managing Director for Stifel Nicolaus/Hanifen Imhoff, and a Vice President, Investment Banking for SunTrust Capital Markets in Orlando, Florida. Recruited by these firms, he has specialized since 1992 in Florida with the structuring and marketing of a variety of public finance and capital markets products. Prior to that, he spent ten years with C & S/Sovran in Atlanta and Barclays Bank PLC in Atlanta and San Francisco as a corporate finance, large corporate/Fortune 500, and Middle Market Banker.

Mr. Larson received his MBA degree on an academic scholarship from Emory University, Atlanta, Georgia, in 1982. As part of his MBA graduate work, Mr. Larson worked, studied and taught in Germany and Austria and was a Fulbright Scholar at the Johannes Kepler University in Linz, Austria. He received an A.B. in Business Administration with honors in 1980 from Franklin & Marshall College, Lancaster, PA. Mr. Larson's professional licenses with the State of Florida, FINRA (previously the National Association of Securities Dealers (NASD)), and New York Stock Exchange (NYSE) include a Series 7 General Securities, Series 63, Series 53 Municipal Principal, Series 24 FINRA General Securities Principal and Series 9 and 10 General Securities Sales Supervisor and Principal licenses.

Jeff is a frequent speaker and instructor at industry conferences including the annual FGFOA, FCCMA, Florida Bond Buyer, FICPA, Florida Redevelopment Association (FRA), Florida Bar Association, Florida League of Cities, Ernst & Young Professional Development Conference, FGFOA Webinars, Regional FGFOA Chapter meetings, FGFOA Career Seminars, Smith's National Investor Conference, Annual FGFOA Institute (School of Governmental Finance) and Special District conferences on topics ranging from "the Bond Issuance Process", "Best Practices in Debt Management", "Best Practices in Investment Management", "Planning and Capital Financing", to "Public-Private Partnership Financings." Jeff has also served as a member of the FGFOA Annual Conference Program Committee for over 15 years. He was selected by the AAAM rated FL SAFE LGIP Board in May 2011 to serve as its Administrator and Executive Director, as President, Florida Management and Administrative Services ("FMAS").