

# NANCY ROCHA

## PROFESSIONAL EXPERIENCE

**Stifel, Nicholas & Co. Inc**, Dallas, TX

**Director, Investment Banking, Public Finance**, 2020 - Present

- Lead coverage of the Texas region in providing capital market products and advisory services; responsible for new business development and management of existing municipal issuer client portfolio, including cities, counties, municipalities and educational entities.
- Manage junior associates and assign work load as appropriate
- Coordinate and work with underwriting desk, respective counsel, financial advisors and other deal team participants.
- Chair of Diversity and Inclusion Programs Committee

**Fitch Ratings, Inc**, Austin, TX

**Director, Financial Analyst, Public Finance**, 2015 - 2020

- Rate creditworthiness of tax-supported investment instruments.
- Author and publish commentary reports explaining analytical rationale of rating assessment (Authored reports are available on the following website: [www.fitchratings.com](http://www.fitchratings.com)).
- Conduct due diligence and analyze risk exposure to revenue framework, expenditures, long-term liabilities, financial resilience and overall operational performance.
- Evaluate management practices, capacity of financial base to support balanced ongoing operations, and affordability of issuer's outstanding liabilities, appropriation-supported debt, liquidity, and legal and structural framework.
- Manage a portfolio of approximately 100 tax-supported ratings requiring client coverage in the southwestern region. Responsible for building professional relationship with transaction participants including financial advisors, legal counsel, insurers etc.

**AUA Private Equity Partners, LLC**, New York, NY

**Senior Vice President, Head of Investor Relations**, 2012 - 2014

- Principal point of contact for investors, media and trade organizations regarding information and investment strategy of the fund.
- Responsible for developing key US institutional investor relationships (i.e. CalSTRS, CalPERS, TX TRS, TX Muni, Illinois TRS, CTPF, NYCERS, New York State CRF, foundation, endowments and family office investors).
- Developed strategic plan to market to investors; played key role in positioning the fund for institutional investments.
- Supporting the fund during the fundraising process; sourced and conducted due diligence of potential investments in the food/beverage, media, and business services industries.

**New America Alliance, Inc. (NAA)**, Washington, DC

**Senior Director of Economic Capital and Advocacy**, 2010 - 2012

- Responsible for strategic marketing initiatives and relationship building with public and private sector entities at federal and state levels including senior advisors to The President of the United States, key congressional leaders, U.S. public pensions, and federal agencies including FDIC and Board of Governors of the Federal Reserve System.
- Responsible for executing NAA's national pension fund Emerging Managers initiative; served as lead point of contact for chief investment officers and other senior investment staff of public pension funds, endowments, fund of funds and others stakeholders.
- Led road-show with investment managers involving on-site visits to various public pension funds to identify investment strategies, process, allocation, and business partnership opportunities.

**Wells Fargo Brokerage, LLC, San Antonio, TX**

**Vice President**, Investment Banking / Public Finance, 2006 - 2010

- Led coverage Texas regional market in providing capital market products; developed new business opportunities and managed existing clients portfolio.
- Responsible for expanding market share.
- Structured multi-million dollar public offerings and private placement of bonds.
- Worked extensively with over 150 institutional sales professionals in placing financial products.
- Served as advisor to the commercial bank on Bank Qualified transactions.
- Managed credit presentations geared to the credit agencies (S&P, Fitch, Moody's).

**Cabrera Capital Markets, Chicago, IL**

**Vice President**, Investment Banking / Public Finance, 2004 - 2006

- Managed Midwest territory client relationships.
- Responsible for new business development and current client accounts banking needs (credit and debt profiles analysis, new money, refundings, restructuring of debt & escrows).

**UBS Financial Services Inc., New York, NY**

**Associate**, Investment Banking / Municipal Securities Group, 2001 - 2004

- Conducted financial analysis for New York municipal issuer; replicated debt profile, modeled proposed debt, applied derivative products to bond structures, including tax-exempt natural and synthetic fixed rate, current and forward starting swaps.
- Managed and coordinated underwriting syndicate, insurers, rating agencies, counsel, financial advisor, and municipal issuer in senior managed transactions.

**PricewaterhouseCoopers LLP, Arlington, VA**

**Consultant**, Federal Government Practice

Financial Cost Management / Process Improvement, 2000 - 2001

- Conducted market research, economic analysis & best practices benchmarking of the freight & package industry; identified possible acquisition targets & developing a new product strategy for new entrants.

**Other Experience**, Washington, DC, 1996-1998

- Office of the Vice President of the United States (Al Gore), The White House
- Presidential Advisory Committee on Gulf War Illnesses, The White House
- Office of the CEO, The US Overseas Private Investment Corporation (OPIC)

EDUCATION

**Syracuse University, Syracuse, NY**

Maxwell School of Citizenship & Public Affairs, *Master of Public Administration, Public Finance, 2001*

**University of Notre Dame, South Bend, IN**

College of Arts and Letters, *Bachelor of Arts, Government & International Studies, 1996*

EDUCATIONAL HONORS

**Ronal E. McNair Scholar**, *Post-Baccalaureate achievement program, 1994-96*

**Woodrow Wilson Fellowship, Foreign Policy Training, 1995** (H. John Heinz School of Public Policy & Management, Carnegie Mellon University, Pittsburgh, PA,)

**U.S. National Security Program Graduate Fellowship** (created by U.S. Congress in 1991)

**National Security Boren Educational Fellow-International research, Europe & Latin America 1999**

LICENSES / SKILLS

-FINRA Licenses: (SIE), Series 50, 52, 63

-Language: English, Spanish, French

-U.S. Secret Security Clearances 1996-98