

***PROFESSIONAL EXPERIENCE***

2009 – June 2014     **Passport Capital**  
**San Francisco, California**

**Director, Sales and Marketing**

Responsible for marketing all Passport strategies to institutional investors and consultants. Assisted in the development of new strategies and member of Passport's Investment Committee.

2006 -- 2009     **D. E. Shaw & Co.**  
**San Francisco, California**

**Director of Institutional Sales**

Responsible for marketing hedge funds, long only and 130/30 strategies, and private investments to public fund, corporate, and endowment and foundation prospects in the Western region (Chicago to Hawaii). Also responsible for consultant relationships

1995 -- 2006     **PUTNAM INVESTMENTS**  
**San Francisco, California**

**Managing Director, Regional Sales Director – Global Institutional Management**

Responsible for public funds, corporate, and endowment and foundation clients and new business relationships in the Midwest and West.

**Representative Clients:**

- CalPERS, CalSTRS, Los Angeles County, Stanislaus County, Ventura County, East Bay MUD, and the States of New Mexico, Utah, Wyoming, Hawaii, and Nevada
- Ford, Chrysler, Fluor, Toyota, Wellpoint, Delta Dental, American President Lines
- University of California, Ahmanson Foundation, Fletcher Jones Foundation, Guide Dogs for the Blind, Oregon Community Foundation

1988 -- 1995     **DEAN WITTER REYNOLDS, INC.**  
**San Francisco, California**

**Managing Director, Public Finance, Manager -- Western Division**

Responsible for developing and implementing revenue bond financing solutions for states, counties, cities and public authorities:

- prepared detailed analysis of recommended financing and investment options
- structured financing
- conducted rating agency and investor presentations
- prepared and presented post-sale analysis to senior staff and board members

**Accomplishments:**

- financed over \$510 million projects annually
- ranked #1 in transportation finance by *Institutional Investor Magazine*

- established 59 new banking relationships with five states, eighteen counties, twelve cities and twenty-four agencies

1984 -- 1988

**MORGAN STANLEY & CO. INCORPORATED**  
**New York, New York**

**Principal**

Responsible for developing and implementing transportation finance practice

Accomplishments:

- managed six member team
- ranked #2 in transportation finance by *Institutional Investor Magazine*
- managed over \$3.5 billion of transportation financings

1977 -- 1984

**The First Boston Corporation**  
**New York, New York**

**Vice President -- Manager, Transportation Group**

Responsible for developing and implementing transportation finance practice

Accomplishments:

- promoted from Associate VP to VP and Group Manager
- established firm's first transportation finance group
- ranked #5 in transportation finance by *Institutional Investor Magazine*

1974 -- 1977

**Federal Government Service**  
**Washington, D.C.**

Legislative Assistant to U.S. Senator Robert P. Griffin

Assistant to Vice President Nelson A. Rockefeller

Financial Analyst, United States Treasury Department

**EDUCATION**

Bernard Baruch Graduate School of Business, MBA, Finance  
 New York University, BS, Finance

**MILITARY SERVICE**

Honorably Discharged  
 United States Marine Corps

**CIVIC ACTIVITIES**

Marin Municipal Water District  
 Board Member 1993 -- 1996  
 President 1994

**Securities Licenses**

Series 7  
 Series 24  
 Series 63  
 Series 6  
 Series 3