



Ryan Conway

Director

PFM Financial Advisors LLC

Ryan leads PFM's national coverage of alternative delivery ("P3") financing solutions for institutions of higher education. Since 2001, Ryan has led the financing process on over 100 transactions in excess of \$10 billion. His prior experience structuring financings as a private developer of P3 projects, university official, investment banker and financial advisor gives him a unique perspective and understanding of all parties involved in a public-private partnership.

Ryan began his career at PFM in 2001, where he worked as a financial advisor until 2004, and returned in the beginning of 2018. Most recently, Ryan was vice president, capital markets for a private developer, where he was responsible for structuring financing solutions for public-private partnerships, managing relationships with institutional investors, rating agencies and financial institutions. He led negotiations with university officials on the operative legal agreements that governed all aspects of the long-term partnership and oversaw the development of the project pro forma. Ryan's prior experience also includes serving as director of capital markets finance for the University of Virginia and director in Wells Fargo Securities' public finance investment banking group.

Ryan has been an industry leader in providing insights on alternative delivery projects, including leading the panel "Lesson's Learned in P3s" for the Treasury Institute's annual Symposium in 2019, and authoring the white paper "GASB Proposes Updated Guidance on P3s – Potential Impact on Public Colleges and Universities" in July 2019.



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Education

B.A. in Public Policy
Administration
with a concentration in State
and Local Government and
Economics
University of North Carolina at
Chapel Hill

Professional Designations or Licenses

Municipal Advisor
Representative (Series 50)

Started with PFM: 2001

Started in the Field: 2001