



Susanne Gerlach

Director

PFM Financial Advisors LLC

Susanne is a director in PFM's Des Moines office. Since joining the firm in August 2006, Susanne has managed and supported the execution of thousands of transactions including general obligation, bond anticipation notes, sales tax, annual appropriation, urban renewal, special assessment, water, sewer, electric, natural gas and education debt transactions ranging in size from a few hundred thousand dollars to over \$100 million dollars in par size.

Susanne currently serves as project manager for over 45 clients located in Iowa and throughout the Midwest, including cities, school districts, and utilities of all sizes and complexities. Over the last 14 years, she has provided financial advisory services to numerous municipalities including the Cities of Ames, Iowa; Clive, Iowa; Lincoln, Nebraska; and West Des Moines, Iowa. She also manages the Iowa K-12 education practice, providing financial advisory services to many of the state's largest and fastest growing school districts including Ankeny Community Schools, Des Moines Public Schools, Iowa City Community Schools, Southeast Polk Community Schools and Waukee Community Schools. In addition, she actively manages credit strategy for many highly rated entities including three Aaa/AAA rated municipalities.

Susanne offers debt management, debt issuance and financial planning services to clients including structuring, sizing and pricing new money and refunding municipal bond issues, credit strategy services, multi-year comprehensive plans of finance, debt profiles and various debt planning models, and refunding analyses, among others. In addition, she possesses significant expertise in building and maintaining multi-year revenue sufficiency and budget forecasting cash flow models for all types of debt, economic development initiatives, utility enterprise funds and other various enterprises.



Contact

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Specialties

Financial Advisory

State & Local Governments, K-12 Schools

Education

B.A. in Marketing
Simpson College

Professional Designations or Licenses

Municipal Advisor
Representative (Series 50)

Started with PFM: 2006

Started in the Field: 2006

