



Susanne Gerlach

Managing Director

PFM Financial Advisors LLC

Susanne is a managing 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, annual appropriation, sales tax, urban renewal (TIF), 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, Nebraska and throughout the Midwest, including cities, counties, school districts, and utilities of all sizes and complexities. Over the last 15 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 Iowa'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 four Aaa/AAA rated municipalities.

Susanne offers debt issuance and financial planning services including new money and refunding bond transactions, credit strategy expertise, the development of multi-year comprehensive plans of finance, and other various debt planning models, 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, and utility



Contact

801 Grand Avenue
33rd Floor
Des Moines, IA 50309

gerlachs@pfm.com
515.724.5734 office

Specialties

State & Local Governments, K-12 Schools

Financial Advisory

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



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enterprise funds.

RESUMES OF KEY PROFESSIONALS