

Troy Mocorro Madres

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CORE COMPETENCIES

- 20+-year veteran in municipal bond finance industry and public sector
- Long-standing volunteer to Austin and Philadelphia non-profit boards
- Married Bouldin Creek resident with two boys in Austin ISD (McCallum and LASA)

EMPLOYMENT

MORGAN STANLEY & CO., *Austin (TX)*

Vice President: February 2018 – January 2022
Executive Director: January 2022 – Present

Lead banker on accounts in Austin, San Antonio, Houston, Oklahoma, and Philadelphia, closing over \$6.5 billion as senior managing underwriter. Part of three-member Texas underwriting team that was the #1 senior manager for negotiated underwritings in the State of Texas 2020-2021 (excluding healthcare). Led business development and execution for a wide variety of issuers in the State, including city/county government, state agencies, school districts, community college districts, toll road and mass transit agencies, airports, public power, water utilities, higher ed, and economic development projects. Led team efforts with rating agency analysis, investor relations, and coordination with underwriting desk.

- *Notable senior managed underwriting clients:* TxDOT, TPFA, LCRA, Austin ISD, San Antonio ISD, Northside ISD, Alamo Colleges, CPS Energy, SAWS, City of Austin, City of Georgetown, Travis County, Hays County, Hidalgo County, Harris County METRO, Central Texas RMA, Hidalgo County RMA, Baylor University, Southwestern University, OK State Agencies, City of Oklahoma City

ESTRADA HINOJOSA & COMPANY, INC., *Austin (TX)*

Executive Vice Present: May 2014 – January 2018

Worked at municipal finance investment bank in Austin office, closing over \$9 billion as underwriter or financial advisor in those roles. Part of Central Texas team that obtained underwriting/financial advisory business, developing pitchbooks/marketing memos/RFP responses, and presenting qualifications to municipal issuers. Served as main execution banker for transaction teams, with focus on client communications, developing quantitative analyses and bond structuring models, reviewing offering statements and other bond documents, creating rating agency/investor presentations.

- *Notable underwriting/financial advisory clients:* TxDOT, TWDB, CPS Energy, SAWS, City of San Antonio, Alamo Regional Mobility Authority, North Texas Tollway Authority. VIA Transit, Travis County, Hidalgo County, City of Edinburg

FIRST SOUTHWEST COMPANY, *Austin (TX)*

Senior Vice President: January 2009 – May 2014

Worked at municipal finance investment bank in Austin office, with focus on toll roads, transit, and public power sectors, closing nearly \$6 billion as underwriter or financial advisor in those roles. Duties include: serving as a major point of contact to client, writing/editing marketing memos and RFP responses, running bond structuring models, reviewing offering statements and other legal documents, creating rating agency presentations, and serving as point person during pricing and closing activities.

- *Notable underwriting/financial advisory clients:* Central Texas RMA, Hidalgo County RMA, Camino Real RMA, North East Texas RMA, Harris County METRO, VIA Transit, Texas PUC, Travis County, City of Pflugerville

J.P. MORGAN SECURITIES, INC., *Austin (TX)*

Associate: July 2007 – December 2008

Worked at global investment bank in Tax Exempt Capital Markets. Member of Southwest Group, providing coverage for Texas and Louisiana, focusing on general municipal, transportation/infrastructure and economic development projects. Closed nearly \$800 million of senior managed transactions.

- *North Tarrant Express:* Financial advisor to project bidder for multi-billion Managed Lanes project in Fort Worth area. Consortium led by Cintra Developments and Meridiam Infrastructure (private equity group). Managed non-technical aspects of bid response which were essential to secure lenders' financing commitment and bid delivery.

PB CONSULT, *Austin (TX)*

Consultant: February 2006 – July 2007

Member of project finance group for leading infrastructure consulting firm. Assisted clients in issuing over \$1.5 billion of tax-exempt debt. Developed financial models for green/brownfield toll roads, water infrastructure, and mass transit projects. Also managed project teams and engaged in marketing efforts.

PUBLIC RESOURCES ADVISORY GROUP, *Austin (TX)*

Associate: February 2005 – January 2006

Worked for financial advisory firm. Provided quantitative support for firm's financial advisory engagements in Florida and Middle Atlantic area. Worked with senior management of firm and clients to develop models and project implementations of various engagements.

BOROUGH OF ROCKLEDGE, *Rockledge (PA)*

Borough Manager: August 2003 – January 2005

Managed town (pop. 2,600) in suburban Philadelphia. Oversaw all financial aspects of borough, including \$2 million operating and police pension budgets. Acted Borough spokesperson, supervised 26 member staff, developed economic revitalization strategy. Obtained over \$1 million in state grants to install streetscape enhancements across main thoroughfare. Youngest appointed manager in borough's history.

PUBLIC FINANCIAL MANAGEMENT, *Philadelphia (PA)*

Consultant: April 2002 – August 2003

Worked for leading financial advisory firm. Consulted local, county, and state governments on financial, investment, and operating/budgetary matters. Member of team that assisted distressed urban areas on the east coast. Work included long range budget forecasting, union negotiation, financial modeling, activity-based-costing, and capital planning assistance.

ACORN SYSTEMS, *Wayne (PA)*

Consultant: August 2000 – January 2002

Worked at start-up consulting / software firm in business intelligence software industry. Led and managed five project implementations, mainly in juice drink and dairy product companies, created algorithms for financial software models, and created profitability solution with client to realize increased return on investment.

COMMUNITY LEADERSHIP

COMMUNITIES IN SCHOOLS OF CENTRAL TEXAS, *Austin (TX)*

Board Chair: September 2021 – August 2023

Board Member: September 2019 – Present

Member of local non-profit board that provides social workers and related support to school children and their families across Central Texas. Responsibilities include: Managing board activities, rolling out strategic plan, hiring new CEO, fundraising and financing options for \$10+ million new home office.

CREATIVE ACTION, *Austin (TX)*

Board Member: 2013 – 2019

Member of local non-profit board that provides art-based after school and summer programs to students in the Austin area. Responsibilities included: Led fundraising effort to refurbish the "Greetings From Austin" mural, helped broker Cap Metro donation of \$35,000 for mural at new HQ near MLK Station, set up endowment with proceeds from sale of HQ.

LEADERSHIP AUSTIN, *Austin (TX)*

Essential Program Best Class Ever 2013

PHILADELPHIA MURAL ARTS ADVOCATES, *Philadelphia (PA)*

Board Member: 2003-2005

YOUNG INVOLVED PHILADELPHIA, *Philadelphia (PA)*

Co-Founder: 2000-2006

EDUCATION/OTHER

UNIVERSITY OF PENNSYLVANIA, *College of Arts and Sciences*

May 2000

Bachelor of Arts in history.

Hobbies: Reading, writing, tennis, running, walking our dogs.