

Jim Cervantes

PROFESSIONAL EXPERIENCE

Stifel, Nicolaus & Co., Incorporated

San Francisco, CA

Stone & Youngberg LLC (acquired by Stifel in 2011)

San Diego, Los Angeles, San Francisco, CA

Managing Director (2000-2020), Principal/Partner (1998-1999), Limited Partner (1994-1997), Associate (1986-1993), Summer Associate (1985)

- Public Finance investment banking professional with extensive experience in municipal finance. Assisted California state and local borrowers in financing infrastructure through issuance of bonds.
- Lead financing teams to identify financing alternatives and recommended financing approaches, reviewed legal and offering documents, prepared and presented credit presentations, marketed financings to investors, and structured, priced and closed municipal bond transactions.
- Structured nearly 500 financings totaling over \$16 billion, including lease financings, enterprise revenue bonds, tax allocation bonds, land secured bonds and general obligation bonds.
- Member of Stone & Youngberg's Board of Directors (1998-2011), managed the firm's San Francisco Public Finance team (2002-2015), Head of Public Finance (2002-2008).

Mission Housing Development Corporation

San Francisco, CA

Property Manager (1980-1984), Finance Director (1983-1984)

- Oversaw management of multi-family/single-family affordable housing projects, primary representative to HUD for management issues, developed operational budgets and supervised rent-up of properties.

Coro Northern California

San Francisco, CA

Coro Fellow (1979-1980)

- Participated in public affairs program involving extensive group work and multiple public sector internships.

VOLUNTEER/CIVIC EXPERIENCE

- **California Housing Finance Agency** (2022-present) Board Chair, appointed by Governor Newsom. State chartered housing lender funding single and multi-family affordable housing.
- **Measure X Community Advisory Board** (2021-2022) Board member, appointed by Supervisor Andersen. County board recommending expenditure of Measure X sales tax revenues to the Board of Supervisors.
- **Lafayette General Plan Advisory Committee** (2020-present) Chair (2022) and Vice-Chair (2021) of civic board charged with recommending revisions to Lafayette's General Plan Housing and Safety Elements.
- **Tenderloin Neighborhood Development Corporation** (1998-2004, 2019-present) Board member (Finance Chair: 1999-2004, Audit Chair: 2019-present) for non-profit housing developer in San Francisco.
- **College Preparatory School** (2012-2019) Board member and Chair (2016-2019) of the Board of Trustees for an Oakland based private secondary school.
- **Coro Northern California** (2005-2011) Board member of a non-profit public leadership training program.
- **California Public Securities Association** (1999-2019) Board member and Chair (2005-2019) of state municipal bond industry advocacy organization.

EDUCATION

Stanford Graduate School of Business

Palo Alto, CA

MBA with concentrations in finance and public policy management, June 1986

Claremont Graduate School

Claremont, CA

Certificate in Public Policy Analysis, Summer 1980

Harvard College

Cambridge, MA

AB degree in Sociology, June 1979