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**Sharing Personal Experiences Being Involved in Virginia WPF**

*Christine McIntyre, Vice President, Wells Fargo*

I can still recall the butterflies I felt in my stomach the first time I attended a Virginia Women in Public Finance event. As a North Carolina-based investment banker working my way up through the ranks, I initially became involved in the Virginia marketplace to assist the senior banker on my team who led our firm's efforts in the region. As is typical in my industry, that work began as mostly running numbers behind the scenes, but over time I was expected to spend more time outside of the office, interfacing with prospective clients and figuring out the competitive landscape of the market. Attending that VWPF event was one of my first efforts to do so and I still remember walking into the room and not knowing a soul. The first person to speak to me was another investment banker who probably saw how lost I looked. Despite my being a competitor, she very kindly introduced me to some other folks in the room. By the time I left a few hours later, I had a handful of business cards and felt a buzz of energy from connecting with other women in the market.



Richmond Networking  
 Social Event, 2012

Fast forward five or so years and I now serve on the Executive Committee of VWPF and make an effort to attend most of the group's events. Particularly since my office location is outside of the Commonwealth, these events have played an integral role in my professional development. Unlike that first event, I usually know well or at least recognize most of the people in the room. Whether it is connecting with a representative from a Virginia locality who could be a potential borrower client, chatting with a financial advisor about trends in the marketplace, or sharing knowledge with an attorney or trustee, these conversations occur more organically in person than virtually. However, the greatest benefit of participating in the group has been the way in which it has built my confidence. The prospect of breaking into a new market can be daunting and everyone gets nervous about attending events where you don't know many people, but showing up consistently is more than half the battle! With each passing year, I walk into these events feeling more connected to the marketplace and encounter more business scenarios where my familiarity with the players is beneficial.

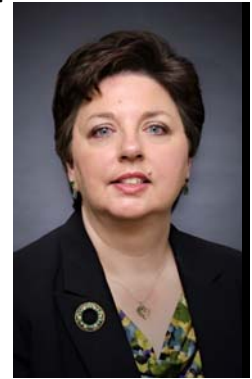
## Member Spotlight

### Dianne Klaiss

Dianne Klaiss joined Raymond James in April 2012 following the firm's acquisition of Morgan Keegan. Since 2000, Dianne has provided banking and support services on over \$6 billion of transactions in the Mid-Atlantic region. Her experience includes serving as lead or support banker for financings on behalf of Virginia general governmental and utility issuers including the City of Winchester, Roanoke, and Newport News as well as a number of state level issuers including the Virginia Resources Authority and Virginia Public School Authority.

She serves as financial advisor to certain local governments such as Roanoke County, Fluvanna County and the Town of Altavista. Prior to joining Morgan Keegan, Dianne spent three years with the brokerage firm of Ferris, Baker Watts, Inc. and two years with the regional accounting firm of Kreisler, Miller & Co.

Dianne attended Bloomsburg University and holds the Series 7 General Securities Representative Professional License, and the Series 63 - Uniform Securities Agent State Law License. Dianne is a founding board member and current President of Women in Public Finance, Virginia Chapter.



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### Sherwanda Cawthorn



Having "no clue" what the Public Finance industry was, Sherwanda began her career at Scott and Stringfellow, Inc. as an Analyst in 1992 and with successor firm BB&T Capital Markets rising to the level of Vice President. Working in this role, she provided analytical and banker support for local and state governments in an underwriting or financial advisory capacity.

Sherwanda enjoyed working with governmental clients and saw public service as a meaningful way to impact the community. In 2008, an opportunity presented itself in the Virginia Department of the Treasury's Debt Management Division. She currently works as a Senior Analyst for the Public Building Authority and the Debt Capacity Advisory Committee.

Sherwanda is a graduate of Virginia Union University where she majored in Business Administration. She also has a Masters of Public Administration Degree from Central Michigan University. Sherwanda is a Director and the current Vice President of Women in Public Finance,

## Member Spotlight (Cont.)

### Christine McIntrye

Christine is a Vice President with Wells Fargo Securities and focuses her efforts on providing investment banking services to municipal market issuers in the Commonwealth of Virginia and in North Carolina.

She began her public finance career as an Analyst in the healthcare public finance group at Bank of America and transitioned to Wells Fargo in May 2009, where she has since worked primarily on the financing of general infrastructure projects for cities, counties, and state-level issuers. During her tenure at Wells Fargo and at her prior firm, Christine has structured and executed over \$6 billion in senior-managed municipal bond financings, including general obligation bonds, revenue bonds and appropriation-backed structures and also has extensive experience with variable rate debt. In Virginia, Christine has had the good fortune to work with a variety of high-profile debt issuers including the Virginia Resources Authority, the Virginia Public School Authority, the Cities of Chesapeake, Portsmouth and Norfolk, and Henrico County, among many others.



Christine is a graduate of Duke University where she majored in Psychology. Christine is a Director and the current Secretary of Women in Public Finance, Virginia Chapter.

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### Sarah Frey

Sarah Frey is a Director at Public Financial Management in the firm's Arlington office. She provides financial advisory services to many of PFM's clients throughout Virginia.



Sarah's responsibilities include the identification and evaluation of financing alternatives and restructuring opportunities, management of debt transactions, preparation of disclosure documents, development of credit presentations, and development of debt policies. Sarah has provided analytical and technical support for over 100 debt issuances, with a variety of credit structures, totaling over \$8.5 billion.

Sarah's financial advisory experience includes serving, the Hampton Roads Sanitation District, the Counties of Arlington, Fairfax and Prince William, the Cities of Hampton, Newport News, Norfolk and Roanoke, Fairfax County Water Authority, and Alexandria Renew Enterprises, the Virginia Public Building Authority, and the Northern Virginia Transportation Authority.

Sarah holds a Bachelor of Science degree in Commerce from the University of Virginia. Sarah is a Director and the Founder of the Women in Public Finance, Virginia Chapter.

# Virginia WPF Photo Album

## 2015 VA WPF Founder's Award



## Coming Soon

Our website is under construction to include a monthly forum for members to interact & share ideas!

*Coming online this fall!*

## Upcoming Events

2015

### Virginia WPF Signature Reception

Tuesday,

September 29

6:00 pm - 10:00 pm

*John Marshall Ballrooms,*

*101 North 5th Street*

*Richmond, 23219*



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