



Elise ("Lisa") Lawrence

Managing Director

PFM Financial Advisors LLC

Lisa serves as the managing director to state and local government entities, providing them with a broad range of financial advisory services, including financing structure strategies, rating agency relations, debt capacity analyses, new credit development, debt restructuring opportunities, investor relations and transaction execution. Her key clients include the City of New Orleans, the Sewerage and Water Board of New Orleans, Morial Convention Center, the Massachusetts Clean Water Trust and Kansas Development Finance Authority.

She also serves as a Co-Director of PFM's Environmental Finance practice, focusing on state-level pool programs and state revolving fund sectors. To support these programs, she has supervised the development of customized transaction management models, including those designed to assess program capacity, measure default tolerance levels and design optimal capital financing structures. Her vast knowledge of program intricacies and the specific regulations governing tax-exempt financings evolved from nine years spent with Ernst & Young as a Manager in the Capital Markets Group.

Lisa has served on the Environmental Financial Advisory Board to the U.S. EPA and serves as the Co-Chair of the Finance Committee for the Council of Infrastructure Financing Authorities. She is a Certified Public Accountant (inactive).



Contact

530 Oak Court Drive
Suite 160
Memphis, TN 38117

lawrencel@pfm.com
901.466.4550 office

Specialties

Financial Advisory

Environmental Utilities, State
Revolving Funds, State & Local
Governments

Education

B.A. in Economics and
Business Administration
Rhodes College

Professional Designations or Licenses

Municipal Advisor
Representative (Series 50)

Municipal Advisor Principal
(Series 54)

Started with PFM: 1999

Started in the Field: 1990