



Mary Francoeur

Managing Director

PFM Financial Advisors LLC

Mary Francoeur brought her 35 years of experience in public finance to PFM in 2016 when she became a managing director in the New York City office. She is a specialist in the firm's transportation advisory business, coordinates PFM's alternative delivery/Public-Private Partnership (P3) advisory practice, and works with local government clients in the New York metropolitan area. She works with several clients in evaluating P3 opportunities and has provided financing guidance for ports, transit systems and toll roads. Mary is active within the public finance community, serving as an officer of the Municipal Forum of New York and a founding member of the board of Northeast Women in Public Finance; she previously served as the chair of the National Federation of Municipal Analysts and the Municipal Analysts Group of New York.

Mary began her career in financial management roles with the Port Authority of New York and New Jersey and with the City of Jersey City, New Jersey. At Moody's Investors Service, Mary was a senior analyst covering a portfolio of toll road, airport, port, transit, and utility bond issuers and was responsible for developing and refining rating criteria in several sectors. She was also a member of Moody's rating committee and its interdisciplinary project finance team. Mary worked at two bond insurance companies, where she was responsible for managing business development, due diligence, credit analysis, and transaction negotiation for complex financings, including public-private partnerships. She has insured transactions for numerous purposes including greenfield toll roads, airport special facilities, arenas, ballparks, utility grade solar projects, and privatized student housing.



Contact

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Specialties

Alternative Finance, Financial
Advisory

Transportation

Education

B.A. in Political Science and
Newspaper Journalism
Syracuse University

M.P.A.
Maxwell School at Syracuse
University

Professional Designations or Licenses

Municipal Advisor
Representative (Series 50)

Started with PFM: 2016

Started in the Field: 1984