



Contra Costa County

Print Form

Please return completed applications to:
Clerk of the Board of Supervisors
1025 Escobar Street, 1st Floor
Martinez, CA 94553
or email to: ClerkofTheBoard@cob.cccounty.us

BOARDS, COMMITTEES, AND COMMISSIONS APPLICATION

First Name	Middle Initial	Last Name	
Hector		Reyes Erazo	
Home Address - Street	City	State	Postal Code
	Brentwood	CA	94513
Primary Phone (best number to reach you)	Email Address		
Resident of Supervisorial District (if out of County, please enter N/A): 1 District Locator Tool			
Do you work in Contra Costa County? ☐ Yes ☒ No If Yes, in which District do you work?			
Current Employer	Job Title	Length of Employment	
Blaylock Van, LLC	Senior Vice President	2	
How long have you lived or worked in Contra Costa County? 17			

Board, Committee, or Commission	Seat Name
Treasury	
Have you ever attended a meeting of the advisory board for which you are applying?	
Please check one: ☐ Yes ☒ No If Yes, how many?	

EDUCATION

Check appropriate box if you possess one of the following:

☒ High School Diploma ☐ CA High School Proficiency Certificate ☐ G.E.D. Certificate

Colleges or Universities Attended	Degree Type/ Course of Study/Major	Degree Awarded
City University of New York	Bachelor of Arts in Economics	☒ Yes ☐ No
The New School, NY	Masters in Economics	☒ Yes ☐ No
Gies College of Business - University of Illinois	MBA	☒ Yes ☐ No

Occupational Licenses Completed:	FINRA 7 & 63	
Other Trainings Completed:	Certificate Awarded for Training?	
	☐ Yes ☐ No	☐ Yes ☐ No

Do you have any obligations that might affect your attendance at scheduled meetings? ☐ Yes ☒ No

If Yes, please explain:

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Would you like to be considered for appointment to other advisory bodies for which you may be qualified? ☒ Yes ☐ No

Are you a veteran of the U.S. Armed Forces? ☐ Yes ☒ No

Please explain why you would like to serve on this particular board, committee, or commission.

I bring market experience, knowledge and expertise that could be helpful to the board as it assesses the myriad issues related to treasury and investment matters of the County. I bring perspective, insights and ideas that may reinforce or complement the ideas of other that sit on the Board. Additionally, I have strong quantitative, analytical and communication skills sharpened over the years

Describe your qualifications for this appointment. (NOTE: you may also include a copy of your resume).

I am investment banking professional with over 30 years of experience in municipal finance. I am familiar with budgets, CAFRS, public policy, credit, debt and treasury matters, including investment policies.

I am including my resume with this application:

Please check one: ☐ Yes ☐ No

Are you currently or have you ever been appointed to a Contra Costa County advisory board?

Please check one: ☐ Yes ☒ No

If Yes, please list the Contra Costa County advisory board(s) on which you are **currently** serving:

If Yes, please also list the Contra Costa County advisory board(s) on which you have **previously** served:

List any volunteer and community experience, including any boards on which you have served.

Do you have a familial relationship with a member of the Board of Supervisors? (Please refer to the relationships listed under the "Important Information" section on page 3 of this application or Resolution No. 2021/234).

Please check one: ☐ Yes ☒ No

If Yes, please identify the nature of the relationship:

Do you have any financial relationships with the county, such as grants, contracts, or other economic relationships?

Please check one: ☐ Yes ☒ No

If Yes, please identify the nature of the relationship:

I CERTIFY that the statements made by me in this application are true, complete, and correct to the best of my knowledge and belief, and are made in good faith. I acknowledge and understand that all information in this application is publicly accessible. I understand and agree that misstatements and/or omissions of material fact may cause forfeiture of my rights to serve on a board, committee, or commission in Contra Costa County.

Signed: Hector Reyes Erazo

Date: 4/3/2024

Submit this application to: ClerkofTheBoard@cob.cccounty.us **OR** Clerk of the Board
1025 Escobar Street, 1st Floor
Martinez, CA 94553

*Questions about this application? Contact the Clerk of the Board at (925) 655-2000 or by email at
ClerkofTheBoard@cob.cccounty.us*

Important Information

1. This application and any attachments you provide to it is a public document and is subject to the California Public Records Act (CA Government Code §6250-6270).
2. All members of appointed bodies are required to take the advisory body training provided by Contra Costa County.
3. Members of certain boards, commissions, and committees may be required to: 1) file a Statement of Economic Interest Form also known as a Form 700, and 2) complete the State Ethics Training Course as required by AB 1234.
4. Meetings may be held in various locations and some locations may not be accessible by public transportation.
5. Meeting dates and times are subject to change and may occur up to two (2) days per month.
6. Some boards, committees, or commissions may assign members to subcommittees or work groups which may require an additional commitment of time.
7. As indicated in Board Resolution 2021/234, a person will not be eligible for appointment if he/she is related to a Board of Supervisors' member in any of the following relationships: (1) Mother, father, son, and daughter; (2) Brother, sister, grandmother, grandfather, grandson, and granddaughter; (3) Husband, wife, father-in-law, mother-in-law, son-in-law, daughter-in-law, stepson, and stepdaughter; (4) Registered domestic partner, pursuant to California Family Code section 297; (5) The relatives, as defined in 1 and 2 above, for a registered domestic partner; (6) Any person with whom a Board Member shares a financial interest as defined in the Political Reform Act (Gov't Code §87103, Financial Interest), such as a business partner or business associate.

HÉCTOR REYES-ERAZO

IB Executive | Enables State and Local Governments to Translate Capital Improvement Plans into Reality

San Francisco, CA • [REDACTED] [REDACTED] linkedin.com/in/hectorre

INVESTMENT BANKING EXECUTIVE

Business development executive with expertise in public finance, fixed-income capital markets, and public administration. Extensive experience in business development, leadership, interpersonal relationships, organizational management, teams, strategy, analytics, and problem-solving. A hands-on leader with proven expertise in building, leading, managing, and motivating teams. Bilingual: English and Spanish.

AREAS OF EXPERTISE

State & Local Government • Public Finance • Municipal Advisory • Business Development • Relationship Management • Transaction Management • Capital Markets • Bond Structuring • Financial Modeling • Valuation • Investment Analysis • Risk Analysis • Budget Analysis • Ratio Analysis • Credit Analysis & Strategy • Revenue Forecasting • Problem-Solving • Negotiations • Leadership/Teams/Motivation • Cross-Functional Collaboration • Public Administration • Policy Analysis • Communications • ESG

PROFESSIONAL EXPERIENCE

Blaylock Van, LLC., Oakland, CA, 2022 – Present

Provides investment banking and underwriting to state and local governments, special districts, and corporate clients. The firm sells and trades fixed-income securities, corporates, and equity.

Senior Vice President: Lead California banker to state and local government issuers of municipal debt. Core responsibilities: transaction/client management; new business development; managing client relationships; marketing firm banking and underwriting capabilities; directing finance team; and developing financing solutions to achieve cost-effective solutions leading to the lowest cost of capital for borrowers. Oversing and preparing RFQs/RFPs; preparing client pitches; debt structuring; cash flow and debt analysis. Developing credit rating presentations, marketing plans, market updates, investor roadshows, reviewing legal and loan disclosure documents.

Key Achievements:

- Closed over \$6.4 billion since joining Blaylock, including East Bay MUD, Metropolitan Water District of Southern CA, San Diego Water, LACCD, LAUSD, UC Regents, State of California, CA Earthquake Authority, and State Public Works Board.
- Completed a \$2.580 billion State of California GO, the largest State transaction in 2023, as Co-Senior Manager.

RICE FINANCIAL PRODUCTS COMPANY • San Francisco, CA • 2015-2022

Provides investment banking and underwriting services to state and local governments, educational institutions, special districts, institutional equity, infrastructure finance, and a private equity asset management arm.

Managing Director: Served as lead public finance banker to California's state and local government agencies. Identified, analyzed, and developed financing options for municipal clients. Responsible for generating new business, managing pipelines, closing, and driving growth. Lead and manage project teams and client relationships and collaborate with public administrators and business partners to provide cost-effective financing and best practices. Direct and oversee RFQ/RFPs, financial modeling, structuring, and reviewing disclosure documents, debt rating presentations, investor roadshows, and closings. Led and directed RFP responses and client pitch books.

Key Achievements:

- Achieved first sole-senior managed California community college bond financings for the firm and co-senior managed transactions with the State Treasurer's Office of \$40M and \$1.1B, respectively.
- Co-Senior Managed a \$500M Housing transaction named 2020 Deal of the Year by *The Bond Buyer*.
- Increased new business in California by 38%, securing higher education and local municipal sector engagements.
- Managed, trained, and mentored junior and mid-level bankers.

BACKSTROM MCCARLEY BERRY & CO. • San Francisco, CA • 2012-2015

Dedicated to providing financial solutions with cost-effective strategies and prudent debt financing structures.

Executive Vice President: Led new business development growth. Provided investment banking and municipal advisory to local and state borrowers. Launched and pivoted functional operations related to banking, sales, underwriting, and trading. Developed corporate and business strategies and led higher education underwriting and municipal advisory services for Alameda Unified School District and Imperial Valley Community College District.

Key Achievements:

- Launched first senior-managed transactions and expanded sales and underwriting capabilities in the first 12 months.
- Executed over \$5B in municipal bond transactions with State and Local Government, Community College District (CCD), and Unified School District (USD) sectors in California and Texas.
- Implemented the firm's first senior managed financings, transforming underwriting from co-managing only to executing senior managed bond sales beginning with \$140.5MM GO for Contra Costa CCD and then \$54.2MM for the City and County of San Francisco's Office of Community Investment and Infrastructure (Successor Agency).
- Fulfilled a \$350MM public improvement bond for Houston and drove revenue growth from zero to \$1M+ from general infrastructure finance.
- Co-managed multiple bond transactions, including \$289MM, GO refunding for Chabot-Las Positas CCD, \$228MM GO refunding for San Francisco City College, \$77MM GO refunding for West Contra Costa USD, and \$106.5MM GO for Contra Costa CCD.

GRIGSBY & ASSOCIATES, INC. • San Francisco, CA • 2009-2012

A firm providing investment banking and underwriting of municipal securities.

Managing Director: Executive team member concentrating on business development, client, and transaction management. Oversaw bond structuring, underwriting, document preparation, credit rating presentations, negotiated sales, and closings. Provided municipal advisory and investment banking to municipal issuers. Developed pitch presentations and managed client meetings. Managed internal teams and collaborated with cross-functional leaders to deliver client services.

Key Achievements:

- Led \$2.5 billion of tax-exempt bond deals for state, local, and regional municipal issuers, including North Montgomery County Unified School District, Compton Redevelopment Agency, State of California, San Francisco City/County, California State University, Alameda Joint Powers Authority, UC Regents, California State Public Works Board, California Department of Water Resources, NY MTA, and the Triborough and Tunnel Authority.
- Managed a three-person team focused on the origination and execution of municipal bond transactions, including new money and refunding.
- Designed and structured investment agreements for bond proceeds, including guaranteed investment contracts with third-party providers.

ESTRADA HINOJOSA & CO. • San Diego, CA • 2006-2009

Financial Advisory, Investment Banking, and Underwriting firm.

Vice President: Focused on new business development, strategic municipal advisory, and bond underwriting in California. Developed strategy for entering the CCD sector in California and establishing a footprint for the firm. Led and participated in workshops and speaker panels at community college conferences and events.

Key Achievements:

- Served as Financial Advisor to the California League of Community Colleges for its taxable OPEB program.
- Negotiated and closed the first California General Obligation financings for Las Chabot-Las Positas CCD (\$398MM), Santa Barbara CCD (\$47MM), and Santa Monica CCD (\$111MM).

CAREER NOTE: Additional employment includes Bond Salesman with Stone & Youngberg (Stifel), Public Finance Banker with PaineWebber (UBS), and First Southwest Company (Hilltop Securities). Additional details are available upon request.

EARLY PROFESSIONAL EXPERIENCE

Senior Project Manager, **NYC Economic Development Corporation (NYC Industrial Development Agency) • New York, NY**

Managed various financing projects and duties during the project life cycle for small to mid-size companies and not-for-profits in New York City and initiated the Agency's special exempt facilities financings of foreign-flag carriers for passenger and air cargo facilities at JFK Airport, leading to the first foreign carriers' utilization of special exempt facility bonds at New York City's airports. Prepared loan proposals, financial analyses, financial projections, credit analyses, due diligence, and executive summaries for executive loan committee approval and resolutions.

CRA Representative, **Federal Reserve Bank of New York • New York, NY**

Advised and guided state member banks holding companies in establishing local community-based lending programs for small businesses and affordable housing groups. Help to negotiate multiple resolutions to public challenges to applications by state member banks for regulatory approval of branch closings and openings, intra- and interstate mergers and acquisitions, and other banking-related activities.

EDUCATION

Master of Business Administration (MBA)

Gies College of Business, University of Illinois, Urbana-Champaign, IL

Financial Management Specialization, and Entrepreneurship and Strategic Innovation Specialization

Master of Arts (MA) in Economics

The New School for Social Research, The New School, New York, NY

Bachelor of Arts (BA) in Economics

The City University of New York, New York, NY

Completed coursework toward a Master of Public Administration at USC Price School of Public Administration

LICENSURE: FINRA Series 7, 50, 52, 63, 79