

TRAVON T. JACKSON

EDUCATION

MOREHOUSE COLLEGE

Bachelor of Arts: Urban Planning | Magna Cum Laude

Bachelor of Arts: Economics | Cum Laude

FINANCIAL INDUSTRY REGULATORY AUTHORITY (FINRA)

Series 7: General Securities Representative License

Series 63: Uniform Securities Agent State Law License

THE RISK MANAGEMENT ASSOCIATION (RMA)

Uniform Credit Analysis Fundamentals: Foundations in Global Cash Flow Concepts

ATLANTA, GA

August 18th, 2015

August 27th, 2015

April, 2016

EXPERIENCE

BLUELIGHT DEVELOPMENT GROUP, INC

President and Managing Director | Board of Directors

ALBANY, NY

August 2016 – Present

- Oversee 501(c)3 development consulting organization with site portfolio under management or control of \$4M+
- Manage project pipeline of \$11M+ including 150K+ square feet of commercial mixed-use space in the Capital Region of NYS
- Provide technical assistance and executive leadership for charitable organizations undertaking projects in disadvantaged areas
- Implement neighborhood planning initiatives through revitalization of public use spaces (community centers, libraries et al.), preservation of properties located in designated historic districts or individually recognized as historic contributing buildings, and service to distressed population groups who have an observable history of systemic exclusion from societal norms

HIGH IMPACT FINANCIAL ANALYSIS, LLC

Managing Underwriter | Commercial Finance

ALBANY, NY

February 2017 – April 2018

- Established the commercial underwriting division and lead client outreach, management logistics, and deal closing
- Underwrote \$3M+ of impact capital investments to businesses in the New York City metropolitan area
- Assisted underwriting of affordable housing development projects including analysis of capital structure, public subsidy, Low-Income Housing Tax Credits, New Markets Tax Credits, PILOT, project-based vouchers, and pro forma performance

NEW YORK BUSINESS DEVELOPMENT CORPORATION

Underwriter | Commercial Finance

ALBANY, NY

October 2015 – February 2017

- Successfully led underwriting for 90+ transactions, which received funding and SBA guarantees of \$100M+
- Underwrote commercial lending projects up to \$5M considering project capitalization, pro-forma financial analyses, and historical and projected operational performance
- Conducted collateral analyses including discounted loan-to-value and market loan-to-value inclusive of depreciation and prior liens
- Performed global cash flow analyses for projects including business acquisitions, fixed-asset purchases, and working capital

BMO CAPITAL MARKETS

Analyst | Corporate Origination of Interest Rate Derivatives

CHICAGO, IL

July 2015 – September 2015

- Provided reoccurring strategy and pricing coverage for private companies with \$80M – \$500M of annual revenue, or assets under management of up to \$4B
- Designed interest rate hedges, according to principal structures and LIBOR reset schedules, for loan facilities of \$5M – \$100M
- Valued OTC derivatives and options including LIBOR swaps, floors and caps using Calypso, Bloomberg and Excel
- Maintained regular valuation updates on hedging structures including mark-to-market, risk exposure and breakage outcomes using Calypso, Adaptiv and Excel
- Navigated restrictive credit covenants of term loans and designed amortizing LIBOR swaps to maintain hedge structures without triggering default events over 7-year tenors

Analyst | Public Finance and Infrastructure Banking

June 2014 – August 2014, June 2013 – August 2013

- Monitored orders and analyzed comparable yields during pricing of \$190M Kansas City Board of Public Utilities bond issuance
- Performed pricing analyses and assisted due diligence on \$162M+ Chicago Park District bond issuance
- Provided guidance on TIPRA mitigation strategies for South Dakota Conservancy District's \$90M+ pooled loan program RFP
- Maintained a weekly healthcare comparable deals database using SDC Platinum, TM3 and Excel
- Researched airport rating methodologies and rating guidance using Standard & Poor's, Fitch and Moody's data
- Structured debt maps and refunding analyses using DBC Finance and Excel

HONORS

*Morehouse College Presidential Scholar | NYS Assembly Commendation of Merit | Honorable Harry J. Tutunjian Mayoral Commendation
BMO Capital Markets Rising Leader in Business | Nation's Bank Endowed Scholar | NYS Capital District YMCA Achiever of the Year*