



**Greg Pagans**

Vice President

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Greg Pagans joined Multi-Bank Securities, Inc. (MBS) in 2004 as a vice president of institutional sales. He works with municipalities, special districts, banks, credit unions, insurance companies and other institutional investors. Greg helps his clients achieve their goals by using U.S. government securities, agency securities, certificates of deposit (CDs), mortgage-backed securities, corporate bonds, cash management and fixed-income investments.

After moving to South Florida in 1986, Greg began his work in the financial industry by first selling, then creating, CDs. Throughout his career, he has worked with mortgage-backed securities (agency and whole-loan), agency bonds (callables, step-ups and bullet structures), municipal bonds, CDs, corporate bonds and mutual funds. He assists institutional clients with industry applications – including MBS's eConnectDirect® platform – and is proficient in Bloomberg systems used to analyze fixed-income and mortgage products.

As part of his work with clients and prospects active in fixed-income markets, Greg has written and presented generic, continuing education material to various groups and associations such as the Florida Local Government Investment Trust (FLGIT), North Carolina Local Government Investment Association (NCLGIA), Florida Association of Special Districts (FASD), Florida School Finance Officers Association (FSFOA), Virginia Association of Counties (VACo), South Florida Governmental Finance Officers and City Clerks Association (SFGFOCCA) and Mississippi Credit Union Association (MSCUA).

Greg first attended the University of Florida on an academic scholarship, then completed his Bachelor of Arts in 1985 at Baylor University in Waco, Texas. Additionally, Greg holds the following FINRA licenses: a Limited-Investment Securities (Series 6), a General Securities Representative (Series 7), a General Securities Principal (Series 24), a Municipal Advisor Representative (Series 50) and a Uniform Securities Agent State Law Representative (Series 63).

Greg married Lynn Spinella, a financial advisor and former city commissioner, in 1998, and they live in Lighthouse Point, Fla. Greg enjoys listening to music and reading biographies and history. Greg and Lynn both enjoy travel and volunteer work in their local community. They are the proud parents of daughter Loredana Marie.

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**Damien Grant**

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Damien Grant works at Multi-Bank Securities, Inc. (MBS) as a vice president. A Florida native, he has been in the financial services industry for more than 20 years.

Damien has worked at UBS, Legg Mason and MetLife Securities, and he also started two businesses over the course of his career. He has learned that hard work, attention to detail, product knowledge and excellent customer service are essential in business.

Damien currently holds the following FINRA licenses: a General Securities Representative (Series 7), a General Securities Principal (Series 24), a Municipal Advisor Representative (Series 50) and a Uniform Securities Agent State Law Representative (Series 63). He has also earned the Certified Fixed Income Practitioner (CFIP) designation.

Damien is an advisor for the National GFOA Treasury and Investment Management Committee and he has spoken at conferences around the country, including the national and Florida GFOA conferences. He attended Temple University, where he played football. Damien is married with two boys. He enjoys movies and attending sporting events, as well as coaching his sons in various sports.

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### **Robert ‘Rob’ Owens, Farmer Mac**

Robert Owens is the Fixed Income Strategy Director at Farmer Mac, a stockholder-owned, federally chartered instrumentality of the United States. He began his career in 1994 at a regional public accounting firm, then moved into litigation consulting at Navigant Consulting. After receiving his MBA in 2004, he joined Farmer Mac and, in 2005, became a trader on the Capital Markets desk issuing short and long term debt, acquiring and securitizing agricultural mortgages, and entering into derivative transactions. In 2009, he became head of Farmer Mac’s Capital Markets Department and, in 2014, also became head of Fixed Income Investor Relations. In 2016, he transitioned his capital markets role from operations to developing funding and hedging strategies.

He received a B.S. in Accounting from Virginia Tech and a MBA degree with a Finance concentration from the University of Maryland. Rob is a licensed CPA in Virginia.

### **Kevin Webb, CFA, Piper Jaffray**

Kevin Webb joined Piper Jaffray in 2018. With over a decade of experience, Mr. Webb has been a guest lecturer and speaker at several fixed-income workshops and conferences. He holds dual degrees in computer science and finance, a Master of Business Administration, and the Chartered Financial Analyst (CFA) designation. Mr. Webb is a member of the CFA Institute, and Global Association of Risk Professionals.