
Matthew Sansbury, Managing Director

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Matthew Sansbury has 17 years of public finance experience, providing investment banking services to municipal issuers across Florida. Mr. Sansbury joined HilltopSecurities in October 2018 after spending 6 ½ years with Stifel, Nicolaus & Company, Incorporated and the decade prior with Raymond James & Associates, Inc.

Mr. Sansbury has worked on over 230 financings within the State valued at a total par amount in excess of \$32 billion. Mr. Sansbury has experience with the entire gamut of municipal credits including bonds backed by an issuer's covenant to budget and appropriate from all legally available non-ad valorem revenues (CB&A), ad valorem property taxes, water and sewer system revenues, electric system revenues, stormwater system revenues, solid waste system revenues, parking system revenues, gas taxes, sales taxes, guaranteed entitlement revenues, tourist development taxes, tax increment revenues and special assessments.

Mr. Sansbury has worked with over 90 Florida issuers throughout his career. For over a decade, Mr. Sansbury has provided lead financial advisory services to Clearwater and co-lead financial advisory services to Broward County. Mr. Sansbury has also recently worked with the likes of Cocoa, Daytona Beach, Eustis, Hialeah, Lauderdale, Leesburg, Madeira Beach, Ocoee, Orlando, Riviera Beach, Seminole County, St. Pete Beach, Tamarac, and the School Boards of Highlands, Hillsborough, Marion, Volusia, and Walton Counties during their issuance of debt.

Mr. Sansbury received a Bachelor of Science in Business Administration from the Warrington College of Business at the University of Florida and a Master of Business Administration from the University of South Florida. Mr. Sansbury is currently registered with his Series 7, 50, 53 and 63 licenses.

Alex Bugallo, Managing Director

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Alex Bugallo joined HilltopSecurities in October 2018. In his 17 years of public finance experience, Mr. Bugallo has participated in the completion of over 350 short-term and long-term financings exceeding \$35 billion in par issuance.

The type of financings that Mr. Bugallo has completed include: sales tax revenue, water and sewer revenue, solid waste revenue, general obligation, COPs, covenant to budget and appropriate, special assessment, seaport revenue, airport revenue, tourist development tax, special tax revenue, tax increment revenue and revolving loan financings, among others. Mr. Bugallo has served as an investment banker for counties, cities, school districts, State issuing authorities, and 501(c)3 organizations.

For the past 15 years, Mr. Bugallo has served as financial advisor to Broward County, specializing in working with the County's Port Everglades and professional sports credits. Mr. Bugallo has also completed recent transactions for the following Florida issuers: Charlotte County, Seminole County, Inverness, Madeira Beach, Miramar, Pembroke Pines, and the School Boards of Brevard, Escambia, Highlands, Hillsborough, Lee, St. Johns, St. Lucie and Volusia Counties.

Mr. Bugallo received a Bachelor of Science in Economics and a Bachelor of Science in Political Science from Cleveland State University. Mr. Bugallo is also a graduate of the Ohio State University where he obtained a Master of Business Administration. Mr. Bugallo is currently registered with his Series 7, 50 and 53 licenses.