

# GREYSTONE

CAPITAL ADVISORS, LLC  
STRATEGIC MANAGEMENT CONSULTANCY

**WAYNE L. BARNETT, PRINCIPAL**

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Wayne Barnett is based in Philadelphia and responsible for strategic partnerships and business development; he brings to Greystone's clients a decade of investment banking, fixed income sales and trading experience.

At NW Financial, Mr. Barnett worked closely with clients including state agencies, authorities, regional and local governments entering the bond market providing financial modeling and analysis, procuring credit enhancement and securities ratings, while working with the project team to ensure accurate and timely execution of pricing transactions. In 2010, Mr. Barnett participated in the refunding and new money issuance of approximately \$1.2 billion, for the Pennsylvania Turnpike Commission.

Prior to joining NW Financial, Wayne served as an Institutional Fixed-Income Sales Associate and Business Development Representative for Wells Fargo & Company's Institutional Brokerage and Corporate Trust divisions. At Wells Fargo, Wayne had investment sales coverage responsibility for middle-market and fortune- 500 corporations and government clients including, state, local municipalities and authorities. Wayne has also been a member of the bond trading team at SunTrust Bank Corporation where traded more than \$6 billion of US Government, Municipal , Mortgage-Backed Securities, Government Agency, Money Market, and Corporate bonds.

## EDUCATION

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### Montreat College

Bachelor's of Business Administration

### FINRA Licenses

Series 52 (Municipal Securities Representative)

Series 63 (Uniform Securities Agent)

National Association of Securities Professionals- Member

### Volunteer and Civic Engagements

White Williams Scholars

Idea Coalition

Opportunities, PA

ACHIEVEability

West Philadelphia Financial Services-WesGold Fellows

JOJO's Foundation for Children and Youth

Committee of Seventy