



Mary M. Williams
Managing Director

**First Southwest, a Division of
Hilltop Securities
Dallas, TX**

Areas of Focus

Specializes in higher education and not-for-profit public finance

Profile

- Joined the firm in 1982
- Has been in public finance 34 years
- Provides financial advisory and underwriting services to all types of higher education institutions assessing their debt capacities, advising on rating agency strategies and assisting in structuring all aspects of long- and short-term financings
- Assists numerous public and private universities in their financing efforts relating to a variety of auxiliary projects, athletic facilities, education and general projects, and public-private partnerships
- Projects include structures utilizing commercial paper, self-liquidity, variable rate debt structured products, and donor-supported structures
- Provided services for issuers, such as The Texas A&M University System, Texas Christian University, Mississippi State University, Texas Tech University System and other 501(c)3 entities

Education

- Bachelor's degree in Finance and Marketing, Southern Methodist University

Current Affiliations

- National Association of College and University Business Officers

Licenses Held

- Registered Representative of the Financial Industry Regulatory Authority (FINRA)
 - General Securities Representative, Series 7
 - Uniform Securities Agent, Series 63
 - Investment Banking Representative, Series 79
 - Municipal Advisor Representative, Series 50