



RENE' O'DAY

Senior Vice President, Sales & Relationship Management
PMA Financial Network, LLC | PMA Securities, LLC

Rene' joined PMA in 2015 and is responsible for all sales and marketing efforts of FL SAFE/PMA products and services in Florida for Participants, prospects and clients. She is a proven Relationship Manager specializing in government banking, finance and investment services. During her over 33 years in the Florida market, Rene' has held various operating leadership positions within the banking industry, specific to Cash and Treasury Management products and services, as well as bank internal operations. She is a native Floridian, is active with the Florida Government Finance Officers Association (FGFOA), the Association of Financial Professionals (AFP), Women in Leadership, serves as a Board Member of Women in Public Finance, and has a passion for Florida's Economic Development. Rene' holds Series 6 and 7 securities licenses.



JEFF KERN

Vice President, Sales & Relationship Management
PMA Financial Network, LLC | PMA Securities, LLC

Jeff joined the firm in 2019 and is responsible for sales and relationship management throughout Florida for FL SAFE/PMA products and services. He has over 34 years of experience working in the government sector, Lee County and Sarasota County, with a focus on investment and treasury management. He managed a \$1 billion portfolio during his 28 years with Sarasota County that routinely earned the County additional earnings over its benchmark. He served as the Investment Advisor for the Sarasota Manatee Airport Authority for over 20 years while working for Sarasota County. He is active with the Florida Government Finance Officers Association (FGFOA) and has been a regular presenter for over 25 years and serves on several planning committees, including the Annual Conference, School of Government Finance and Local Chapter meetings. Jeff graduated with a BA in Finance from Florida State University and holds the Series 7 and 50 securities licenses.



BRIAN HEXTELL

Institutional Portfolio Manager
PMA Asset Management, LLC

Brian is an Institutional Portfolio Manager responsible for developing customized investment strategies for institutional client portfolios. In addition, Brian works with the portfolio management team to implement investment strategies and deliver exceptional client service. Brian frequently speaks at city, county and school conferences and seminars on the topics of investment strategy, state statutes, investment policies, credit analysis and market updates.

As a Senior Vice President, Brian provides leadership to the firm in the areas of client service, performance analysis and credit research. Beginning in 2004, he led PMA Financial Network's Credit Risk Management Department, which is responsible for determining the creditworthiness of all investments made by PMA's public entity clients and employing various strategies for securing client deposits.

Brian first joined PMA Financial Network in 1999 after graduating from Northern Illinois University with a degree in Finance. He later earned an MBA from DePaul University. His securities licenses are the Series 7, 50 and 66.

Financial Strategies for Stronger Communities.