

STEPHANIE HENNINGS

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Quantitative Finance

2020-2022

- **Activities:** Private Equity and Venture Capital Club (*Board Member*), Wharton Graduate Retail Club (*Board Member*), Wharton Restructuring and Distressed Investing Club, Wharton Hispanic American MBA Association

BROWN UNIVERSITY

Providence, RI

Bachelor of Arts; Major in Economics, 3.8/4.0 GPA

2011-2015

- **Activities:** President of Brown Investment Group (\$250K AUM), Co-Founder of the Intercollegiate Finance Journal

EXPERIENCE

CITY OF NEW ORLEANS

New Orleans, LA

Senior Economic Advisor and Director of Innovation

2018-2020

Chief of Staff to the Director of Public Works

2017-2018

Innovation Manager

2016-2017

Functioned as the youngest senior advisor to the Chief Administrative Officer and leader of a team of six graduate-level professionals tasked with developing and implementing the administration's high-priority initiatives involving process restructuring and operational improvement resulting in new recurring revenue (\$12.7M), yearly cost savings (\$7.4M), and enhancement of city services

- **Zero-Based Budgeting (ZBB):** Spearheaded the city's transition to ZBB through piloting methodology on five key departments by building results-based budget models for each service to create a comprehensive and transparent 2020 budget proposal
 - Established cost of service metrics for each department to connect services back to expenses and to differentiate services that have the most significant impact from those that are inefficient (identified \$4.1M in savings from the pilot program)
 - Launched citywide for the 2021 budget cycle due to the pilot's success
- **Emergency Catch Basin Cleaning and Repair Program:** Executed a \$22M emergency drainage maintenance program removing over 7.2M pounds of debris from 23,000 catch basins and clearing 225,000 linear feet of adjacent laterals
 - Exceeded the original project goals ahead of the 120-day timeline, recognizing the elevated urgency due to two major flooding events that caused property and vehicle damage in multiple neighborhoods
 - Received an "Excellent" rating for the project from the Office of Inspector General because of the implementation of new technology, adherence to local and state regulations, and exceeding the expectations set in the original project scope
 - Coordinated efforts between two state agencies, six contractors, and over 15 department engineers
- **Reorganization of the Public Works Department:** Overhauled and subsequently led the day-to-day operations, strategic planning, community engagement, and vendor management for the department (250 employees, seven divisions, \$421M capital budget, \$56M operating budget, \$69M in revenues) following the sudden termination of the previous department leaders
 - Pitched \$3.1M proposal, unanimously approved by City Council, to restructure the Street Maintenance Division, resulting in additional in-house crews to lower usage of costly contractors and to address issues not covered by emergency program
 - Founded the Data Management Division tasked with maintaining new tech-related processes (e.g., created the city's first public online tracking platform – logs photos, conditions, and locations of every city catch basin in real-time)

GOLDMAN SACHS

New York, NY

Investment Banking Analyst, Equity Capital Markets

2015-2016

Secured \$13.3B from successfully pricing and executing 7 IPOs and 23 secondary offerings for clients in the real estate and consumer retail sectors, coordinating efforts from equity origination to syndicate

- Engaged with management teams to create comprehensive and strategic marketing materials highlighting companies' growth potential through company positioning, valuation metrics, comparable analysis, investor targeting, and competitive advantages
- Collaborated with industry teams to derive proper valuation model assumptions for appropriate equity offering size and discount through conducting comparable public company analysis, precedent transaction analysis, and IPO valuation analysis
- **Selected Transaction Experience:** STORE Capital's \$509M IPO (lead-left bookrunner) and \$2.3B follow-ons (3 sole & 2 lead-left bookrunner), US Foods' \$1.0B IPO (lead-left bookrunner), QTS Realty's \$584M IPO and \$250M follow-on (joint bookrunner)

ADDITIONAL INFORMATION

- **Training & Workshops:** Intermediate LBO Modeling and Valuation, Long-Form LBO Modeling, 3-Statement Forecasting, Excel Modeling Fundamentals, Valuation Fundamentals, and Valuation Modeling
- **Interests:** abnormal psychology, art history (color field), barre, data visualization, embroidery, juvenile detention reform