

Blaylock Van: A 2023 Retrospective

Blaylock Van, LLC
UNLOCKING FINANCIAL INGENUITY SINCE 1991

About Blaylock Van

We are the oldest, continuously operating African American-owned firm in the United States, celebrating 33 years in business in November 2024.

Our firm is a value-driven organization, focused on promoting diversity and equity in the way we do business as well as providing deep insights and effective investing strategies to our clients. We offer personalized solutions and our full attention during every single client engagement.

Blaylock Van, LLC embodies the true spirit of corporate citizenship. Our sustainability commitment is rooted in our core values of honesty, integrity, leadership, and community. We are dedicated to doing our part to contribute to society and making a difference in the communities where we live and work.



Our Client Impact

At Blaylock Van, we have a proven track record of success. We have a net capital of over \$18.5mm, a figure that has quintupled in the last 10 years. In 2023 alone, Blaylock Van made several strides in growing and strengthening our franchise and impact.

As examples, Blaylock Van is the only diverse and inclusive (D&I) firm named as joint lead manager on **San Diego Gas & Electric Company's \$800mm First Mortgage Bond**, and one of the few D&I firms selected to underwrite two of the three largest deals of the year: **Amgen's \$24bn debt transaction (the 10th largest public corporate new issue debt transaction on record)** and **Intel's \$11bn debt transaction in February 2023**.

We underwrote over **64 debt capital market transactions**, totaling over **\$169bn** in notional value.

\$169bn

We expanded our coverage to over **450 institutional accounts** in the **United States, Europe, and Israel**.

450 x 

Reached **+\$49bn AUM** and **+\$135bn AUM** in the Treasury Plus and US Government Money Market Fund Share Classes.

We served as co-manager for two of the largest equity market transactions of the year: **AerCap's \$2.4bn follow-on** and **Mobileye's \$1.6bn follow-on**.

AERCAP  **\$2bn**

mobileye  **\$1.6bn**

We printed and independently led a **\$130mn reverse inquiry transaction for New York Life** in October, after having served as co-manager on their \$800mm initial bond offering.

October 2023

\$130 Million

5.450% September 2026 Reopening

Aaa/AA+/AAA



Our Municipal Market

Serving municipal markets is a key aspect of our offering at Blaylock Van. This year, we expanded the reach of our Public Finance department even further by adding new bankers in Indianapolis and Atlanta. These bankers broaden our coverage in the Midwest and Southeast, underpinned with more than 20 years of combined public finance experience.

Blaylock Van provided underwriting services on **73 deals totalling \$48.011bn, a 40% increase** year-on-year in terms of par amount.

40% 
Year-on-year



The firm served as Joint-Lead Manager on the **New York City Municipal Water Finance Authority's Water and Sewer System Second General Resolution Revenue Bonds in September**. In this role, Blaylock Van was tasked with creating a plan of finance for the transaction and was heavily involved in pricing and financing discussions alongside the senior manager.

We provided underwriting services on the Bond Buyer's 2023 Deal of the Year: **\$1.7 billion in financing** by the Sales Tax Securitization Corporation of the City of Chicago. **The money addressed initiatives related to affordable housing, homelessness support services, environmental justice, and community development.**



\$1.7bn

We participated in the largest deal of the Texas Natural Gas Securitization Finance Corporation's Customer Rate Relief Bonds, **which totalled more than \$3.5bn in par amount.**



\$3.5bn

Our Talent

Diversity in Hiring

Diversity is a key value of Blaylock Van; we actively seek to be inclusive in our hiring practices. This year, we were pleased to welcome Lenny Jones in our Public Finance Team. Mr. Jones has extensive experience in credit rating methodologies, having spent the past 7 years at Moody’s Corporation.

In December 2023, Blaylock Van successfully onboarded a full Tax-exempt Muni Sales & Trading team. The trio of executives—Kudzai Jones, Jason Carpenter, and PJ Richardson—commenced their roles at Blaylock in January 2024, marking a significant step in the company's growth and market positioning.

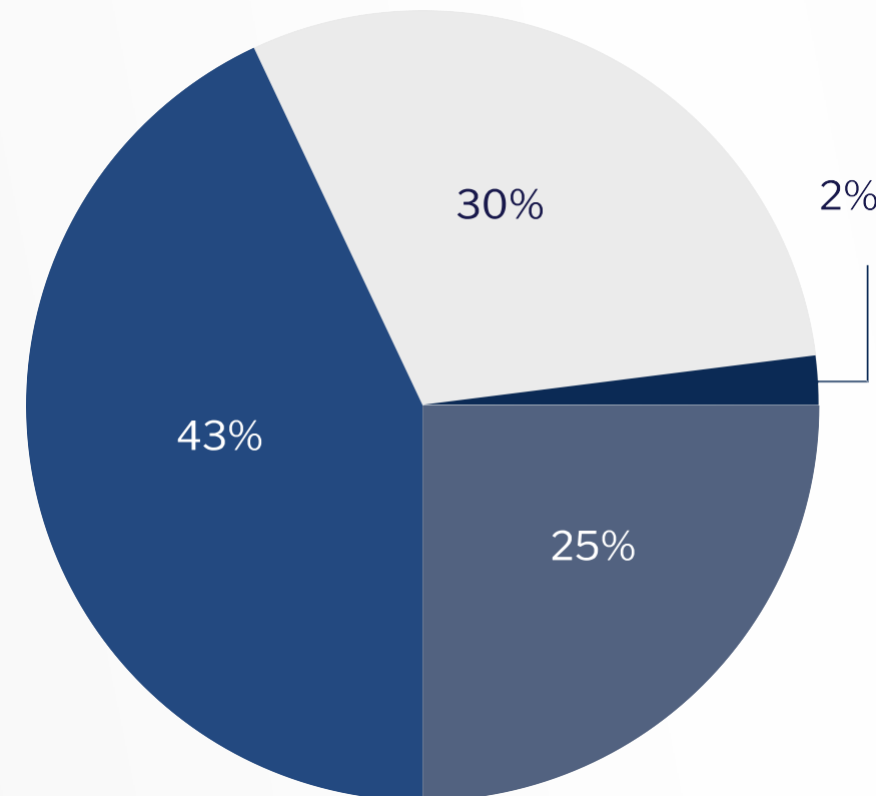


Leonard Jones

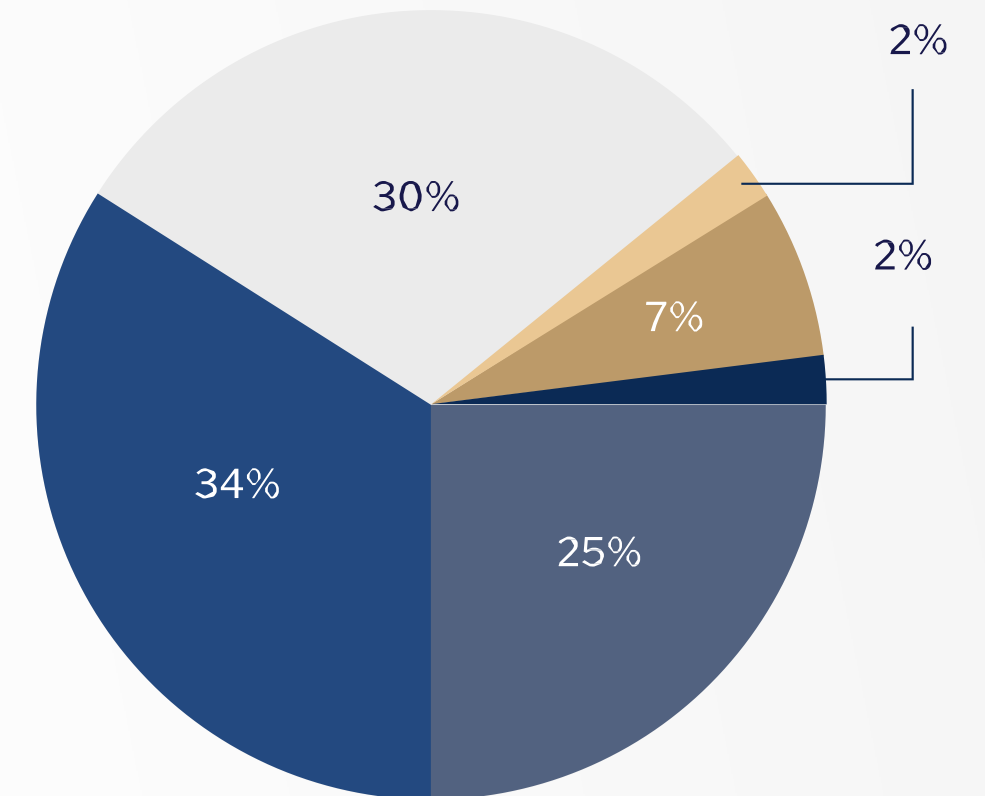


Kudzai Jones

Blaylock Van Management Team



Blaylock Van Employee Base



Our Advisory Impact

Sustainable Financing

Prioritizing sustainability in finance is central to our idea of corporate responsibility. We are actively engaged in the global discourse around sustainability, which often intersects with our geographical footprint. As an example, we led a panel on emerging trends and challenges in Africa at the 2023 Treasurers Roundtable. There, we joined other industry experts in discussing the intersection of sustainability with geopolitics, macroeconomics, and banking challenges across the continent.

Similarly, Blaylock was invited to participate in an industry-wide [Impact Disclosure Taskforce](#), the only minority firm to do so. We worked alongside major banks and development finance institutions to create voluntary guidance for corporations and sovereigns in measuring and disclosing initiatives that address gaps in the UN's [Sustainable Development Goals \(SDGs\)](#).

Our continued focus on sustainability financing has led to Blaylock Van being named co-manager on the [Pacific Gas and Electric Company's \\$750mm Sustainability Bond](#) in March and [Comcast's \\$1bn Clean Energy and Infrastructure Green Bond](#) in February.



Our Community Impact

Supporting Our Community

We contribute approximately 7%-10% of our annual net income to our community partners. Giving back to the community is an integral value for Blaylock Van, whether that means donating financial aid or volunteering our time for good causes.

One of the causes closest to our team is our profiling and advocacy for the Seynabou Ba Fund, launched in late 2021 to honor our long-time Capital Markets Senior Vice President, Seyna Ba. Seyna was the inaugural chair of the Young Professionals Committee at CancerCare, and this fund provides an incredible legacy in her name.

In addition, we underwrote several events for Millionaire Mastermind Academy, participated in mentoring and community days with San Francisco Achievers, and sponsored both the BuildOn annual NYC gala and the 2023 San Francisco Treasury Symposium. Furthermore, several of our staff act as mentors for The Indiana Project, an initiative founded by our own David Girton.

The Millionaire Mastermind Academy seeks to **educate female entrepreneurs and support the growth of women-owned businesses** to strengthen their impact on the economy.



buildOn

BuildOn is an organization **whose mission is to break the cycle of poverty, illiteracy, and low expectations** through service and education.

The San Francisco Achievers supports young African American men by closing the opportunity gap by **offering scholarships, mentoring and community training.**



The Indiana Project is designed to help minority college students with an interest in financial services **by offering support during their Securities Industry Essentials (SIE) Exam. The SIE Exam is a key stepping stone for entering the securities industry.**

Watch the video [here](#) →

Our Community Impact

Supporting Our Community

We maintain a relationship with The Global Fund; an international health organization providing access to critical HIV, TB, and Malaria prevention, testing, and treatment services.

The Global Fund received millions of dollars in pledges to anchor investment in a new fund to accelerate the availability of community health workers. Every dollar raised will support the professionalization of community health workers in Africa, the backbone of last-mile health care.

The Global Fund recognized the need to be part of the rapidly growing **ESG market** amidst an increase in asset flows to ESG investment products with the desire to unlock new sources of funding to **increase efforts in fighting HIV, TB, and malaria**. As such, the Global Fund planned to engage in partnership discussions as part of their 7th funding replenishment round in 2022 to **unlock new grant funding** from the private sector who use market-based instruments such as sustainability-linked bonds. We were engaged to provide both effective **ESG structuring and execution advice** and to assist in thinking around the **optimal structure of a Catalytic Fund**, which ultimately attracted a number of private sector participants.



The Global Fund embarked on its 7th replenishment round in 2022 and raised over \$1.2bn to combat the prevalence of HIV, TB, and Malaria.



Questions?

If you have any questions about the information detailed in this document, have queries regarding the proper use of the Blaylock Van brand, or spot any brand violations then please feel free to contact us at:

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