

SPEAKER BIOGRAPHIES

Land-secured Financing

September 10–11, 2025 | Pleasanton, CA



LAWRENCE CHAN

Partner

Stradling Yocca Carlson & Rauth LLP
Newport Beach, CA

Lawrence Chan is a partner of Stradling Yocca Carlson & Rauth LLP. Since joining Stradling in 2013, Mr. Chan has worked as bond counsel, disclosure counsel, and underwriter's counsel on hundreds of municipal financings over a wide spectrum, including land-secured, general obligation bonds, general fund, Marks-Roos pooled financings, airport financings, and utility financings, to name a few.

Mr. Chan has worked on hundreds of land-secured bond issues and community facilities district formations, annexations, and change proceedings. Mr. Chan represents cities, counties, special districts, and school districts throughout California as bond counsel and disclosure counsel on land-secured financings. Clients for which Mr. Chan has served as bond and/or disclosure counsel on land-secured financings include the counties of Orange, Los Angeles, and Sacramento, as well as the cities of Sacramento, San Diego, Chula Vista, Lake Elsinore, and Menifee. For over ten years, Mr. Chan has served as bond and disclosure counsel to the County of Orange on community facilities district financings related to the master-planned community in south Orange County being developed by the Rancho Mission Viejo company.

Mr. Chan is a graduate of the University of Southern California School of Law and completed his undergraduate degree at the University of California, Los Angeles.



ED ESPINOZA, P.E.

Managing Principal

Francisco and Associates
Carlsbad, CA

Ed Espinoza is a managing principal at Francisco and Associates. Mr. Espinoza has served as the managing principal or assessment engineer on the formation and administration of a multitude of special financing districts throughout the state of California. Mr. Espinoza has created and implemented innovative benefit assessment, property-related fee, and special tax methodologies to fund public services and the construction and maintenance of improvements under several California statutes including, but not limited to, the Benefit Assessment Act,



Improvement Act of 1913, Municipal Bond Act of 1915, Landscaping and Lighting Act, and the Mello-Roos Community Facilities Act. Mr. Espinoza also specializes in conducting Proposition 218 compliance reviews, including benefit analyses quantifying general versus special benefit to property, as well as determining proportionate share of special benefit and cost of service. He has led many successful property owner ballot proceedings to implement new or increased property-related fees and assessments.

Mr. Espinoza works closely with developers and public agencies to streamline the acquisition of public facilities using bond proceeds generated from Community Facilities Districts and Assessment Districts. Mr. Espinoza has audited over \$600 million in payment requests submitted by developers comprised of development impact fees, and the design and construction of parks, roadways, bridges, sewer, water, storm drainage, traffic, and water quality improvements.

Prior to joining Francisco and Associates, Mr. Espinoza was a design engineer for Kimley-Horn and Associates, Inc. and worked on numerous small and large-scale public and private sector projects, including commercial and residential land development, roadway improvements, flood control and watershed management plans, and environmental impact studies.

Mr. Espinoza graduated from the University of Florida with a Bachelor of Science in civil engineering and is a registered Professional Engineer in the State of California.



JAMES (JIM) V. FABIAN

Principal

Fieldman, Rolapp & Associates, Inc.
San Francisco, CA

Jim Fabian is the principal and secretary of the Board of Directors of Fieldman, Rolapp & Associates. He is an expert in the formation of assessment, improvement and community facilities districts, and the financing of various types of public improvements. Mr. Fabian was a local government official for 15 years prior to joining Fieldman, Rolapp & Associates in 1999 and has extensive experience with the operational considerations of local government and the administration of land-secured special districts. Mr. Fabian has been involved in over 100 land secured financings totaling over \$2.2 billion in par value in his career.

Mr. Fabian is a member of the Committee on Assessments, Special Taxes & Other Financing Facilities (CASTOFF) and the California Society of Municipal Finance Officers (CSMFO). He holds the Certified Independent Public Municipal Advisor designation from the National Association of Municipal Advisors (NAMA). Mr. Fabian holds the Municipal Advisor Representative (Series 50) and Municipal Advisor Principal (Series 54) licenses.

Mr. Fabian earned his undergraduate degree, cum laude, in political science and his graduate degree in public administration (emphasis in local government), both from Kent State University.



EILEEN GALLAGHER

Managing Director
Stifel
San Francisco, CA

Eileen Gallagher is a managing director in the San Francisco Public Finance office of Stifel. Ms. Gallagher joined Stone & Youngberg in 1998 and Stifel, with its acquisition of Stone & Youngberg, in 2011. Ms. Gallagher focuses on general government, utility, and infrastructure financing projects for municipal borrowers in California and Nevada. Her experience includes lease-backed financing, enterprise revenue, tax allocation bonds, community facilities districts, assessment districts, general obligation and pooled revenue credits.

Ms. Gallagher joined the Board of Directors of the California Housing Finance Agency in 2016. She holds a Bachelor of Arts degree in cognitive science from Brown University and a Master of Business Administration in finance and marketing from Northwestern University's Kellogg Graduate School of Management.



SUSAN GOODWIN

President and Managing Principal
Goodwin Consulting Group, Inc.
Sacramento, CA

Susan Goodwin has an extensive background in public finance and real estate economics, having managed the planning and implementation of hundreds of districts and programs that generate funding for public infrastructure and services. She is experienced in the preparation of comprehensive public facility financing plans, impact fee justification studies, market studies, and fiscal impact reports for both public and private sector clients.

Ms. Goodwin has specialized experience in the formation of Mello-Roos community facilities districts (CFD) and has served as a special tax consultant on CFDs that have funded billions of dollars of public infrastructure in California. Ms. Goodwin worked directly with Senator Henry Mello to amend language in proposed Mello-Roos clean-up legislation that would have considerably reduced the flexibility provided in the Mello-Roos law, and she has contributed input and ideas to several subsequent Mello-Roos clean-up bills.

Ms. Goodwin is a frequent speaker and panelist at Mello-Roos courses and seminars and has served as a guest lecturer at UC Berkeley and UC Davis to speak about CFDs and their importance in California.

Ms. Goodwin has a Bachelor of Science in business administration from the University of Southern California. She is a registered Series 50 Municipal Advisor Representative and Series 54 Registered Municipal Advisor Principal.

**JOSEPH (JOE) T. JANCZYK, Ph.D.***President*

Empire Economics

Capistrano Beach, CA

Dr. Joseph T. Janczyk, president of Empire Economics, has performed 600+ economic studies on behalf of public entities over more than thirty-five years to assist them with evaluating the creditworthiness of newly developing residential and commercial projects, resulting in the issuance of \$16+ billion in municipal bonds, primarily in the area of land-secured infrastructure financing.

Dr. Janczyk received his doctorate in Economics from the University of California, Riverside and was a tenured Economics Professor at California State University, San Bernardino. Based upon his passion for applying economics and his strong desire to serve the public sector, Dr. Janczyk formed Empire Economics to provide consulting services exclusively to the public sector, including counties, cities, and school districts, among others. Dr. Janczyk was a member of State Treasurer Mr. John Chiang's Council of Economic Advisors from 2015–2018.