## Debt Issuance/Capital

 Planning and the Star Trek (KobayashisMaru)Ohic APT Debt Seminar

## Introduction

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Star Trek Original Series Intro (HQ) - YouTube

# CAPITAL PLANNING OAPT Seminar June 6, 2023 

## Capital Planning

- Consider municipal infrastructure projects, facilities improvements, real property acquisition and capital outlay (equipment, vehicles, etc.)
- Need a capital project forecast, at least five years out; prioritizing the projects and outlining tentative construction/completion dates
- Determine/assign useful life (in years) to each project; ORC 133.20
- Estimated costs should be obtained from City Engineer, Service Director, department heads, etc.
- Priority project order is usually determined by the administration (Mayor \& Council)

It is your responsibility (Finance Department) to provide the administration with sound financial opinions and support (data, schedules, etc.) as to the feasibility of each planned project or purchase. It is your duty to not be a "yes person"......you must often be the "no person" with regard to spending and borrowing.

When determining how to pay for capital projects, you should consider all of the options below, and be very resourceful when searching for funds; i.e., talk with people both inside (department heads, engineer, others) and outside (MA, bankers, other governments and state agencies, peers, other) of your entity. The larger and more complex the project is, the more resourceful (creative perhaps) you must be. Financing alternatives for capital spending include, but are not limited to:

## Funding Sources/Alternatives

## Cash is King

Pay as you go; determine which fund(s) are appropriate for the specific project or purchase; General Fund may be used, with the necessary authority, for most if not all projects; good practice to transfer funds from the GF to the capital project fund, or the appropriate fund where the purchase will be recorded; other funds often involved in paying some or all of various capital projects, particularly infrastructure improvements include ARPA, Utility (Enterprise) Funds, Tax Increment Financing Funds, Capital Project Funds, etc. Again, you should maintain financial forecasts so that you can evaluate the impact on each fund that you are considering using toward certain projects

Discuss Advances vs Transfers
Resolution of Intent to Reimburse with Debt


## Funding Sources/Alternatives

## Grant Funding

- With assistance from the city engineer or others, see if the city is eligible for grants that may help pay for a portion of your project. There are a multitude of grants offered for many different purposes, available through many federal and state agencies, among other private entities as well, that can help fund substantial segments of your projects. It can be very tedious and confusing researching grant information, and subsequently completing grant applications. Many entities rely on their engineer or economic development people for grant application and research. Others employ a third party for this work.


## OWDA, SIB, NOACA, OPWC, ODNR, ODOT/Federal Highway, etc.

## Funding Sources/Alternatives

## State Agency Sponsored Loans

- Ohio Public Works Commission
www.pc.ohio.gov
- Ohio Water Development Authority

Ohio Water Development Authority, Columbus, Ohio, USA (owda.org)

- State Infrastructure Bank Loans

State Infrastructure Bank (SIB) ${ }^{\text {Ohio }}$ Ohio Department of Transportation

## Joint Projects with other entities

- School District, neighboring municipality, third-party private entities, voluntary special assessments, other

Issue Debt

Combination of some or all of the above

Once the Project/Expenditure is Approved

- Steps to Prepare for the Bid Award
- Certification of Funds
- Steps Following the Award of the Bid
- Documentation to Obtain and Maintain
- Other Factors - Financial Implications
- Project Close-out, Finalization


## City Of Middleburg Heights, Ohio



## Five-Year Capital Improvement Plan

Last Updated 11/16/2022

## City of Middleburg Heights, Ohio

## FIVE YEAR CAPITAL IMPROVEMENT PLAN

UPDATED 11/16/2022

## Capital Planning

The City of Middleburg Heights recognizes the importance of planning. It recognizes that prudent financial planning considers the multi-year implications of financial decisions. The City strives to maintain a long-term focus on its financial planning and stay mindful of the long-term objectives of the City. As such, the City's Capital Improvement Plan (CIP) is a five-year plan that has been developed to provide the City's highest capital priorities with a sustainable financing schedule. The CIP was developed to meet the needs of Middleburg Heights residents that depend upon reliable services for public health, jobs from economic development and the lifestyle amenities that define the quality of life within our community.

The multi-year focus creates the continuity needed to focus resources on long term strategic objectives in a decision environment that is typically dominated by the short-term pressures of the annual budget cycle. This continuity does not mean that the CIP is rigid and non-adaptive. Rather, the CIP provides a platform to understand the choices and consequences of possible budgetary changes before making decisions - which is what sound fiscal management and strategic planning is all about.

Ultimately, the CIP ensures elected officials and citizens that major capital decisions are fully considered before they are approved and funded.

## Capital Improvement Funding

Capital improvements can be financed with operating revenues, bond proceeds, reserves (fund balances), lease purchase agreements, special assessments, and state/federal grants. The use of operating revenue to finance capital projects or equipment is sometimes referred to as "pay-as-you-go" financing and has been Middleburg Heights' traditional method of addressing the community's capital improvement needs.

At present, the City does not possess sufficient financial resources to both adequately meet its capital needs and maintain current levels of municipal services. Strategically, the City must either: 1) defer selected capital improvements; 2) deplete operating reserves
(fund balances) to fund immediate capital needs; 3) increase revenues; 4) issue debt; or 5) a combination of two or more of the above. These options demonstrate the inter-relationship that exists between revenues, operating expenses, and capital needs.

## Current Capital Funding Sources

The City's capital improvements are largely funded by a portion of the City's income tax collections. The first $1 \%$ of the tax rate is split $80 \%$ to the General Fund, 10\% to the Capital Improvements Fund, and $10 \%$ to the Streets/Infrastructure Improvements Fund less the amount of the debt service on the 2013 Neighborhood Streets Bonds. In rough numbers, that translates to $\$ 1,200,000$ to the Capital Improvements Fund which is used for machinery, equipment, facilities and land improvements. Roughly $\$ 800,000$ is deposited in the Streets/Infrastructure Improvements Fund for street repairs and other right-of-way infrastructure improvements each year.

Additionally, the City has additional sources of revenue available that are used for capital improvements. Cuyahoga County collects front foot charges/assessments for the maintenance and repair of our sanitary sewers, storm sewers, and waterlines. The $\$ 2.00 /$ front foot assessment for sanitary sewers generates approximately $\$ 1,000,000$ per year. The $\$ 0.50 /$ front foot assessment for storm sewers generates approximately $\$ 300,000$ per year and the $\$ 0.20 /$ front foot assessment for waterlines generates approximately $\$ 100,000$ annually. The NEORSD community cost share provides approximately $\$ 250,000$ each year for storm water projects.

Additionally, the City will continue to aggressively pursue grant funding opportunities to continue to invest in our communities' most pressing needs. In the past several years, we have been successful in receiving substantial grants from Cuyahoga County, NOACA, NEORSD and OPWC to address the City's most pressing flooding concerns and roadway improvements.

## Plan Format

The CIP has been developed based on the current funding sources available. As such, included you will find separate documents for the: 1) Capital Improvements Fund; 2) Streets/Infrastructure Improvements Fund; 3) Sanitary Sewer Fund maintained by Cuyahoga County; 4) Storm Sewer Fund (County); 5) Waterline Fund (County); and 6) NEORSD Community Cost share program.

The Five-Year Capital Improvement Plan should be viewed as a living document reflecting the dynamics of an ever-changing environment that requires constant monitoring and adjustment as priority needs change over time. This process needs to be revisited and updated annually with the understanding that the City's annual budget may need to be modified from time to time in reaction to the transforming needs of the community.

## Capital Improvements Fund (\#401)

## Capital Improvement Plan Highlights

- The proposed plan includes $\$ 2.2$ million of capital improvements in 2023.
- We are recommending transferring $\$ 500,000$ and advancing an additional $\$ 200,000$ into the Capital Improvements Fund from the General Fund to facilitate increased investment in equipment and facility improvements, most notably the replacement of the Fire Station roof and demolition of the existing police station.
- In 2020, the City entered into a five-year capital lease $(\$ 1,007,927)$ of a "Quint" firetruck to replace the current pumper truck and provide another aerial component to the fleet. Payments began in 2021.
- In 2022, the City advanced funds from the General Fund to the Capital Improvements Fund for the Baldwin Creek Trail and is likely going to need to advance $\$ 235,000$ as we await reimbursement from NEORSD for the purchase of the vac-all truck in 2022.
- Having just completed the skylight replacement project at the Community Center that began in 2020, the current plan begins to address needed roofing repairs/replacements at the Fire Station, Community Center, and Service Garage over the next five years.
- The plan document also includes over $\$ 9.5$ million of projects that the City may consider over the next five years if additional funding becomes available.

| City of Middleburg Heights Capital Improvements Fund (\#401) Capital Project Plan 2023-2027 AS OF 11/16/2022 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Department | Description | SOURCE OF FUNDS | $\begin{aligned} & 2023 \text { Budget } \\ & \text { Plan } \end{aligned}$ |  | 2024 BudgetPlan |  | 2025 BudgetPlan |  | 2026 BudgetPlan |  | 2027 BudgetPlan |  | Projects to Consider if Addtl. Funding Available |
| Police | 2023 Police Cruiser Replacement (Qty 3) | CASH | \$ | 165,000.00 |  |  |  |  |  |  |  |  |  |
| Police | Motorola In-Car Video Systems (QTY 12) | CASH | \$ | 81,250.48 |  |  |  |  |  |  |  |  |  |
| Police | MDT replacement (Qty 11)- (conversion to Motorola CAD system) | CASH | \$ | 30,000.00 |  |  |  |  |  |  |  |  |  |
| Police | FingerPrint Machine Replacement | CASH | \$ | 22,000.00 |  |  |  |  |  |  |  |  |  |
| Police | Taser Replacement \& Five Yr Maint agreement (Inc. from 12 to 30) | CASH | \$ | 22,800.00 | \$ | 22,800.00 | \$ | 22,800.00 | \$ | 22,800.00 | \$ | 22,800.00 |  |
| Police | 2024 Police Cruiser Replacement (Qty 3) | CASH |  |  | \$ | 165,000.00 |  |  |  |  |  |  |  |
| Police | 2025 Police Cruiser Replacement (Qty 3) | CASH |  |  |  |  | \$ | 165,000.00 |  |  |  |  |  |
| Police | 2026 Police Cruiser Replacement (Qty 3) | CASH |  |  |  |  |  |  | \$ | 165,000.00 |  |  |  |
| Police | 2027 Police Cruiser Replacement (Qty 3) | CASH |  |  |  |  |  |  |  |  | \$ | 165,000.00 |  |
| Police |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Police Total |  |  | \$ | 321,050.48 | \$ | 187,800.00 | \$ | 187,800.00 | \$ | 187,800.00 | \$ | 187,800.00 | \$ |
| Fire | Pumper/Ladder "Quint" and Rescue Tools (5 YEAR CAP. LEASE \$1,007,927 | CASH | \$ | 211,610.95 | \$ | 211,610.95 | \$ | 211,610.95 |  |  |  |  |  |
| Fire | Kitchen Drain Redirect | CASH | \$ | 24,500.00 |  |  |  |  |  |  |  |  |  |
| Fire | Utility Body - Pickup Truck | CASH | \$ | 10,000.00 |  |  |  |  |  |  |  |  |  |
| Fire | Ambulance | MED TRANS FUND |  |  | \$ | 380,000.00 |  |  |  |  |  |  |  |
| Fire | Stryker Cot Pro XT (2) | CASH |  |  | \$ | 50,000.00 |  |  |  |  |  |  |  |
| Fire | LifePak (3) | CASH |  |  | \$ | 30,000.00 | \$ | 30,000.00 | \$ | 30,000.00 |  |  |  |
| Fire | Heavy Duty Pickup Truck | CASH |  |  |  |  | \$ | 68,000.00 |  |  |  |  |  |
| Fire | Ladder Truck (replace platform) | CASH |  |  |  |  |  |  |  |  |  |  | \$ 1,500,000.00 |
| Fire | Paint Job Engine | CASH |  |  |  |  |  |  |  |  |  |  | \$ 200,000.00 |
| Fire | Rear Garage Doors Replacement (QTY 3) | CASH |  |  |  |  |  |  |  |  |  |  | \$ 80,000.00 |
| Fire | Heavy Duty Pickup/Stake Body | CASH |  |  |  |  |  |  |  |  |  |  | \$ 75,000.00 |
| Fire | Garage Floor Bays | CASH |  |  |  |  |  |  |  |  |  |  | \$ 60,000.00 |
| Fire | Trench Drain Installation | CASH |  |  |  |  |  |  |  |  |  |  | \$ 28,500.00 |
| Fire | UV Glass Tint | CASH |  |  |  |  |  |  |  |  |  |  | \$ 11,600.00 |
| Fire Total |  |  | \$ | 246,110.95 | \$ | 671,610.95 | \$ | 309,610.95 | \$ | 30,000.00 | \$ | - | \$ 1,955,100.00 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Recreation | Three (3) outdoor scoreboards - Baseball fields | CASH | \$ | 20,000.00 |  |  |  |  |  |  |  |  |  |
| Recreation | Adaptive Playground Equipment | CASH | \$ | 17,000.00 |  |  |  |  |  |  |  |  |  |
| Recreation | Outdoor Pool Waterpark Features | CASH | 5 | 6,000.00 |  |  |  |  |  |  |  |  |  |
| Recreation-Programs | Hustler MDV (Utility Vehicle) | CASH |  |  | \$ | 20,000.00 |  |  |  |  |  |  |  |
| Recreation | 2024 Fitness Equipment Replacement | CASH |  |  | \$ | 15,000.00 |  |  |  |  |  |  |  |
| Recreation | 2025 Fitness Equipment Replacement | CASH |  |  |  |  | \$ | 15,000.00 |  |  |  |  |  |
| Recreation | 2026 Fitness Equipment Replacement | CASH |  |  |  |  |  |  | \$ | 15,000.00 |  |  |  |
| Recreation | 2027 Fitness Equipment Replacement | CASH |  |  |  |  |  |  |  |  | \$ | 15,000.00 |  |
| Recreation | Script Middleburg Heights signage | CASH |  |  |  |  |  |  |  |  |  |  | \$ 50,000.00 |
| Recreation | Change pool filter medium to glass | CASH |  |  |  |  |  |  |  |  |  |  | \$ 44,000.00 |
| Recreation | Community Room (A) Presentation Video Board | CASH |  |  |  |  |  |  |  |  |  |  | \$ 25,000.00 |
| Recreation | Indoor/Outdoor Movie Projection Screen | CASH |  |  |  |  |  |  |  |  |  |  | \$ 20,000.00 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Recreation Total |  |  | \$ | 43,000.00 | \$ | 35,000.00 | \$ | 15,000.00 | \$ | 15,000.00 | \$ | 15,000.00 | \$ 139,000.00 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Service | 2023 Pick-up Truck Replacement | CASH | \$ | 75,000.00 |  |  |  |  |  |  |  |  |  |
| Service | 2 Dump Bodies | CASH | \$ | 60,000.00 |  |  |  |  |  |  |  |  |  |
| Service | Zero-Turn Lawnmower | CASH | \$ | 20,000.00 |  |  |  |  |  |  |  |  |  |
| Service | Salt Truck Replacement | CASH |  |  | \$ | 195,000.00 |  |  | \$ | 195,000.00 |  |  |  |
| Service | Stump Grinding Machine | CASH |  |  |  |  |  |  | \$ | 70,000.00 |  |  |  |
| Service | Chipper | CASH |  |  |  |  | \$ | 52,000.00 |  |  |  |  |  |
| Service | 2024 Pick-up Truck Replacement | CASH |  |  | \$ | 65,000.00 |  |  |  |  |  |  |  |
| Service | Sign Shop Table Plotter | CASH |  |  | \$ | 17,000.00 |  |  |  |  |  |  |  |


| City of Middleburg Heights Capital Improvements Fund (\#401) Capital Project Plan 2023-2027 AS OF 11/16/2022 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Department | Description | SOURCE OF FUNDS | $\begin{gathered} 2023 \text { Budget } \\ \text { Plan } \\ \hline \end{gathered}$ | $\begin{aligned} & 2024 \text { Budget } \\ & \text { Plan } \end{aligned}$ | $\begin{aligned} & 2025 \text { Budget } \\ & \text { Plan } \end{aligned}$ | $2026 \text { Budget }$ | 2027 Budget Plan | Projects to Consider if Addtl. Funding Available |
| Service | 2025 Pick-up Truck Replacement | CASH |  |  | \$ 65,000.00 |  |  |  |
| Service | Tire Changing Machine | CASH |  |  | \$ 35,000.00 |  |  |  |
| Service | 2026 Pick-up Truck Replacement | CASH |  |  |  | \$ 65,000.00 |  |  |
| Service | 2027 Pick-up Truck Replacement | CASH |  |  |  |  | \$ 65,000.00 |  |
| Service | Leaf Collection Body - Hook-lift installation for Salt Truck replacements | CASH |  |  |  |  |  | \$ 100,000.00 |
| Service | Floor Scrubber | CASH |  |  |  |  |  | 50,000.00 |
| Service | Roller and Trailer | CASH |  |  |  |  |  | \$ 30,000.00 |
| Service | Tire Balancing Machine | CASH |  |  |  |  |  | 21,000.00 |
|  |  |  |  |  |  |  |  |  |
| Service Total |  |  | \$ 155,000.00 | 277,000.00 | \$ 152,000.00 | \$ 330,000.00 | 65,000.00 | \$ 201,000.00 |
|  |  |  |  |  |  |  |  |  |
| Fac. Maint - Fire Station | Flat \& Shingle Roofs | CASH | \$ 375,000.00 |  |  |  |  |  |
| Fac. Maint - Campus Improvements | Police Station Demolition | CASH | \$ 200,000.00 |  |  |  |  |  |
| Fac. Maint - City Hall | 2023 Parking Lot Repairs - Municipal Campus | CASH | \$ 50,000.00 |  |  |  |  |  |
| Fac. Maint - Campus Improvements | Fiber/Conduit Directional Boring | CASH | \$ 50,000.00 |  |  |  |  |  |
| Fac. Maint-Service Center | Truck Wash Chassis Bath/Controls | CASH | \$ 40,000.00 |  |  |  |  |  |
| Fac. Maint-Service Center | Fuel System Controller/Software | CASH | \$ 30,000.00 |  |  |  |  |  |
| Fac. Maint - City Hall | Gazebo Lighting/Painting | CASH | \$ 24,000.00 |  |  |  |  |  |
| Fac. Maint - Service Garage | NO/CO Sensor Replacement | CASH | \$ 14,000.00 |  |  |  |  |  |
| Fac. Maint-Community Center | Replace Indoor Vortex Pump | CASH | \$ 10,000.00 |  |  |  |  |  |
| Fac. Maint-Community Center | Natatorium Roof Replacement - Both Elevations | CASH |  |  | \$ 600,000.00 |  |  |  |
| Fac. Maint - City Hall | 2024 Parking Lot Repairs - Municipal Campus | CASH |  | 50,000.00 |  |  |  |  |
| Fac. Maint-Community Center | Multipurpose Gym Floor (Rubber) | CASH |  | 49,000.00 |  |  |  |  |
| Fac. Maint - City Hall | HVAC Replacement - Council Office | CASH |  | 10,000.00 |  |  |  |  |
| Fac. Maint-Community Center | Community Room Blinds Replacement | CASH |  | 10,000.00 |  |  |  |  |
| Fac. Maint-Community Center | Recoat Community Center Flat Roof | CASH |  |  |  | \$ 440,000.00 |  |  |
| Fac. Maint - City Hall | 2025 Parking Lot Repairs - Municipal Campus | CASH |  |  | \$ 50,000.00 |  |  |  |
| Fac. Maint - City Hall | HVAC Replacement - Finance Office | CASH |  |  | \$ 10,000.00 |  |  |  |
| Fac. Maint - Service Garage | Recoat Service Center Flat Roof | CASH |  |  |  |  | \$ 516,870.00 |  |
| Fac. Maint - City Hall | 2026 Parking Lot Repairs - Municipal Campus | CASH |  |  |  | \$ 50,000.00 |  |  |
| Fac. Maint - Fire Station | HVAC Replacement - Fire Watch Office | CASH |  |  |  | \$ 10,000.00 |  |  |
| Fac. Maint - City Hall | 2027 Parking Lot Repairs - Municipal Campus | CASH |  |  |  |  | \$ 50,000.00 |  |
| Fac. Maint-Community Center | Community Center Enhancements (flooring, wallcoverings, seating, etc) | CASH |  |  |  |  |  | Varies on scope |
| Fac. Maint-Community Center | Senior Center Addition | DEBT ISSUANCE |  |  |  |  |  | \$ $4,000,000.00$ |
| Fac. Maint-Middleburg Commons | Property Acquisition/Demolition and Development | CASH |  |  |  |  |  | \$ 2,000,000.00 |
| Fac. Maint - City Hall | City Hall Lobby/General Facility Upgrades | CASH |  |  |  |  |  | \$ 250,000.00 |
| Fac. Maint - City Hall | Connect City Hall to Generator | CASH |  |  |  |  |  | \$ 242,000.00 |
| Fac. Maint - Campus Improvements | Amphitheater Improvements | CASH |  |  |  |  |  | \$ 150,000.00 |
| Fac. Maint-Service Center | Brick Work (Tuck Pointing) | CASH |  |  |  |  |  | \$ 120,000.00 |
| Fac. Maint-Service Center | Dumpster Enclosure | CASH |  |  |  |  |  | \$ 80,000.00 |
| Fac. Maint-Community Center | Community Room Wallcovering Updates | CASH |  |  |  |  |  | \$ 75,000.00 |
| Fac. Maint-Community Center | Community Room Window Treatment Updates | CASH |  |  |  |  |  | \$ 60,000.00 |
| Fac. Maint - City Hall | Window Replacement | NOPEC GRANTS |  |  |  |  |  | \$ 50,000.00 |
| Fac. Maint - City Hall | Wash and Seal Masonry | CASH |  |  |  |  |  | \$ 30,000.00 |
| Fac. Maint-Community Center | Front Doors | CASH |  |  |  |  |  | \$ 30,000.00 |
| Fac. Maint - Campus Improvements | Pavilion Waterline Extension (Guesstimate) | CASH |  |  |  |  |  | \$ 25,000.00 |
| Fac. Maint-Community Center | Classroom Tile Replacement | CASH |  |  |  |  |  | \$ 23,000.00 |
| Fac. Maint-Community Center | Steam Room wall replacement | CASH |  |  |  |  |  | \$ 21,000.00 |
| Fac. Maint-Service Center | Clean Burn - Waste Oil furnace | CASH |  |  |  |  |  | \$ 20,000.00 |
| Fac. Maint-Service Center | Sprinkler Heads (above Garage Doors) | CASH |  |  |  |  |  | \$ 7,000.00 |



## Streets/Infrastructure Improvements Fund

## (\#402) <br> Capital Improvement Plan Highlights

- In addition to the income tax funding, the current plan assumes the use of $\$ 500,000$ of fund balance reserves to expand our street improvement program in 2023 beyond the cash funding available for a total of $\$ 1.3 \mathrm{M}$.
- In 2022, the City entered into $\$ 4.2 \mathrm{M}$ worth of street improvement project contracts. Of that $\$ 4.2 \mathrm{M}$, approximately $\$ 2.3 \mathrm{M}$ will be completed in 2023 as we repair Cherokee Trail, Claremont Avenue, Fairweather, and complete the asphalt work on James and Winona. This work will be in addition to the \$1.3M proposed for 2023.
- The proposed plan calls for improvements along Smith Road to create a downtown "Main Street" concept for the revitalization of the Southland Shopping District. $\$ 500,000$ is being proposed to be appropriated for development of the final engineering plans \& specs from the Streets/Infrastructure Improvements fund. The initial estimates for the project were $\$ 6.4 \mathrm{M}$, of which $\$ 2,477,327$ is being proposed to be appropriated from the Local Fiscal Recovery Fund as those ARPA grant funds were received from the Federal government and Cuyahoga County. The City also received a $\$ 280,000$ TLCI grant from NOACA for this project. Engineering is currently underway to further define the scope of the project.
- We are recommending transferring $\$ 350,000$ into the Streets/Infrastructure Improvements Fund from the General Fund to facilitate the replacement of traffic poles on Bagley Road from City Hall to Craigmere.
- The City is currently undertaking many sewer related projects that are being funded by the NEORSD and the OPWC. Timing of these projects and grant reimbursements will cause the City to have to advance funds from the General Fund as we await reimbursement from the grantors. It is probable that future advances will have to occur pending the timing of these reimbursements.



## Sanitary Sewer Fund (County)

## Capital Improvement Plan Highlights

- Each year the $\$ 2.00$ per front foot assessment generates approximately $\$ 1,000,000$ annually to be used for the maintenance and repair of the City's sanitary sewer lines.
- Each year, based on its contract with the City of Middleburg Heights, the County Sanitary Engineer's office performs routine maintenance, cleaning, and inspection services for the City. That cost estimate varies based on annual activity; however based on past history those costs are estimated at \$875,000 each year.
- The City is currently working with Mackay Engineering and R2O to identify solutions to the Indian Creek/Gerald Sanitary relief sewer projects. Grant and loan funding was provided by NEORSD and OPWC amounting to approximately $\$ 3.7 \mathrm{M}$. Current estimates for the whole project are in the $\$ 10.5 \mathrm{M}$ range.


## A)ESEOMS

- Thank you to Jason Stewart, Finance Director, City of Middleburg Heights, and to the City of Avon


## Topics

- Kinds of Debt \& Debt Limitations
- Borrowing
- Federal Tax Law Matters
-Federal Securities Law Matters

Kinds of Debt and Debt Limitations

## Kinds of Debt and Debt Limitations

-State law dictates the rules for most issuers:

- Limits kind and amount of debt that can be issued
- Places fiscal responsibility on its officials
- Protects taxpayers from unlimited debt burden
- Legislation required to authorize borrowing
- Legislation must authorize security, source of repayment and other terms


## Kinds of Debt

- General Obligations
- Bonds vs. Notes
- Lease-Purchase Financing
- Revenue (Special) Obligations


## General Obligations - Security and Sources

- Secured by Property Taxes (and all other resources of issuer)
- Voted
- Unvoted
- Full Faith and Credit
- Repayment may come from Other Available Revenues
- Municipal Income Tax
- Special Assessments for the Project Financed
- Other Nontax Revenues (Enterprise Funds)
- Exceptions
- Taxes Limited to Particular Purpose (e.g., motor vehicle fuel and license taxes)
- Pledged Utility Revenues
- Special assessments for specific projects


## Statutory Limitations - GO Debt

- Direct Debt Limitation
$\checkmark$ Based on the Assessed Value of all property in the community as listed and assessed for taxation
- Unvoted GO debt - may not exceed $512 \%$
- Voted AND unvoted GO debt - may not exceed $101 / 2 \%$
$\checkmark$ Exempt Debt - Debt not included in the direct debt limit calculation
- Self-supporting GO debt, i.e. revenues from the facilities financed are sufficient to pay applicable operating and maintenance expenses and related debt service and other requirements
- Municipal Income Tax Covenant
- Utility revenue and other non-general obligation debt
- Bonds issued in anticipation of the collection of special assessments
- Note issues in anticipation of the collection of current revenues or in anticipation of the proceeds of a specific tax levy
- Notes issued for certain emergency purposes
- Bonds issued to pay final judgments


## General Financial Statement

General financial statement s9.oge,gon Cup of itan Facilitios Bonits, Serikes 2023
1, the fiscel officer af the City of $\qquad$ Ohio, cetify that the following statements are rue and correct

1. The axx valuation of the Ciry (as shown by the tax lists and duplicates for the year
2022 , which are the linest at rhis date)...
 Of that soctal, the wat of voted and unvonet general obligation bonds and (b) Of thut soctal, the woul of voted and unvosed gencral ablig
notes -
(a) Bouds und nones issued in anticipation of the levy or collection of special assessmems (excludting the Ciry's portion). $\$$
(b) General ahligation bonds and notes that are "self-supporting

Caterar

(d) Revenue, martyzer reverne and excess condennation bands Constination (R.C. 133 ,as(B)(A)). . $\$ \quad-0$


 (h) Urbas renewal tax increment bonds issued under $s$-12
(1) Voect bonds and notes issuod for urban rodeve bopment that do . $5 \quad-0$
i) Securities evidencing thans from Stufe Capral Impravements is
(k) Federal aid securities (R.C. Chupher 139)................... S -0.
(1) Voring machione or vone tahulating equipanent notes (RC. $3506.03,3506.02$ )
(m) Other (Nontax Revemae TIF Library Other) .................... \$ 25,329,219
4. Total of nemis (s) 3(a) to (m)

S 25,329,219
5. $10-1 / 2 \%$ of tux vahation. S $\$ 2,054,219$
 averall dete limination [2(a) minus 4]
7. Debe keway (**) within 10-1/2\% limitation [ 5 mimas 6)
8. $5-1 / 2 \%$ of tax valuation
\$ 72,999,862
9. Total primcipal amoumt of unvoted boonds and notes subject so $5-1 / 2 \%$ unvosed
10. Debt keway (**) mithin $5-1 / 2 \%$ umoned deht timitation [ 8 minus 9 ].
s $8,230,781$



## Debt Limitations

## - Indirect Debt Limit ("ten-mill" limitation)

- Applies to Debt Service on Unvoted General Obligation Debt
- Constitution and Ohio Revised Code 5705.02
- Municipal charter limitation may be different
- Article XII, Section 11
- "No bonded indebtedness of the state, or any political subdivision thereof, shall be incurred or renewed unless, in the legislation under which such indebtedness is incurred or renewed, provision is made for levying and collecting annually by taxation in amounts sufficient to pay the interest on said bonds, and to provide a sinking fund for their final redemption at maturity."
- Article XII, Section 2
- "No property, taxed according to value, shall be so taxed in excess of $1 \%$ of its true value in money for all state and local purposes, but laws may be passed authorizing additional taxes to be levied outside of such limitation either when approved by at least a majority of the electors of the taxing district voting on that proposition, or when provided for by the charter of a municipal corporation."


## Supplemental Financial Statement

## Squire Patton Boggs (US) LLP

## CLEVELAND * COLUMBUS * CINCINNATI

## SUPPLEMENTAL FINANCIAL STATEMENT (UNVOTED GENERAL OBLIGATION BONDS AND NOTES)

I, County Auditor of $\qquad$ County, Ohio, certify in connection with the following proposed issue of Bonds: Issuer: City of $\qquad$ Ohio \$9,000,000 Capital Facilities Bonds, Series 2023, Dated May 2, 2023, that:

The tax rates required to produce an amount to pay the highest annual aggregate debt charges for the proposed issue and all other general obligation securities of the Issuer and the subdivisions
 assuming that all levies were to be made for those debt charges on the general tax list and duplicate, are as follows:

| Overlapping Subdivisions | Tax Valuation | Bonds and Notes Outstanding Payable from Taxes Inside 10-Mill Limitation | Present Principal Amount | Debt charges for calendar year in which they will be the highest (2028) |  | Required Tax Rate in Mills for Two Previous Columns |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | For Princip | For Interest |  |
| County | \$37,609,105,840 | (a) Special Assessment Bonds and Notes. <br> (b) All other Bonds and Notes. | $\begin{array}{r} \text { None } \\ \text { \$176,141,035 } \end{array}$ | $\begin{array}{r} \text { None } \\ \$ 17,783,011 \end{array}$ | None S2,726,957 | $\begin{aligned} & 0.0000 \\ & 0.5453 \end{aligned}$ |
| City of | \$1,327,270,230 | (a) Special Assessment Bonds and Notes. <br> (b) All other Bonds and Notes. | $\begin{array}{r} \text { None } \\ \$ 33,675,000 \end{array}$ | $\begin{array}{r} \text { None } \\ \$ 1,900,000 \end{array}$ | $\begin{array}{r} \text { None } \\ \$ 721,065 \end{array}$ | $\begin{aligned} & 0.0000 \\ & 1.9748 \end{aligned}$ |
| City School District | \$3,544,954,560 | Bonds and Notes. | \$1,334,001 | None | None | 0.0000 |
| Township (if any) | None | Bonds and Notes. | None | None | None | 0.0000 |
| Vocational SD | \$39,595,199,910 | Bonds and Notes. | \$56,905,000 | \$5,540,000 | \$943,238 | 0.1638 |
|  |  | Proposed Issue | \$9,000,000 | \$260,000 | \$322,383 | 0.4388 |
|  |  |  |  |  | Total | 0.1637 |

INSTRUCTIONS: 1. When Notes constitute the proposed issue or are otherwise included above, use the estimated debt charges for the Bonds anticipated by the Notes as deseribed in the note legislation.
. If the lssuer is a county, the information should relate to the county, and the combination of overlapping city/vilage, school district, township and other political subdivisions requiring the highest millage for debe charges inside the 10-mill limitation
3. Do not include voted bonds or notes.
. Fill in all hlanks, using the word
5. Include all required millage for debt charges even though no taxes are currently levied for those debt charges.

## Lease-Purchase Financing

## -Lease-Purchase Financing

- Types of Assets Financed: Equipment and Buildings
- If Structured Properly, Not "Debt" for State Law Purposes
- Subject to Annual Appropriation
- Can help issuers stay within debt limits
- Less Secure, Higher Borrowing Cost
- No New Tax Levied as Source of Payment
- Publicly marketed as COPs


## Revenue Obligations

-Revenue (or Special) Obligations

- Examples
- Utilities
- Income Tax or Sales Tax Supported Obligations
- Sold without voter approval
- Not subject to debt limitations
- Trust Indenture
- Coverage Covenants
- Debt Service Reserve Fund
- Additional Bonds Test


## Borrowing

## Ohio Municipal Advisory Council

http://www.ohiomac.com/Rates/GuideToMunici palDebt.pd

## Borrowing - Participants

| Underwriter <br> Investment Bankers |  |
| :--- | :--- |
| $>$ | Perform due diligence on disclosure |
| $>$ Provide financing plan assistance |  |
| $>$ | Provide rating agency \& bond |
| insurer preparation |  |
| $>$ Provide investment advice |  |
| $\underline{\text { Sales Force }- \text { Market the bonds }}$ |  |


| $\underline{\text { Issuer }}$ |
| :--- |
| $>$ Approve bond legislation |
| $>$ Assist with preparation of disclosure data |
| $>$ Develop financing plan |
| $>$ Make rating \& insurance presentations (if |
| $\quad$ applicable) |
| $>$ Make bond payments |


| $\frac{\text { Municipal }}{\underline{\text { Advisor }}}$ |
| :---: |
| $>$ Provide financing plan assistance |
| $>$ |
| Provide rating agency \& bond |
| insurer preparation |
| $>$ Provide investment advice |
|  |

[^0]
## Borrowing - Participants



## Trustee/Registrar (P\&I Payments)

> Authenticate bonds
$>$ Receive interest and principal payments from Issuer
> Make interest and principal payments to investors

| $\underline{\text { Investors }}$ |
| :---: |
| $>$ Purchase bonds |
| $>$ Receive interest and principal |
| payments from paying agent |

## MSRB Education Center

https://www.msrb.org/Education-
Center?f\%5B0\%5D=ed center format\%3Aremote video

## Bond Anticipation Notes (BANs)

General obligation bond anticipation notes, commonly referred to as "BANs", are securities issued in anticipation of the issuance of bonds and authorized as set forth in Section 133.22 ORC. Security for the payment of the debt charges on such BANs when due includes undertakings of the taxing authority of the subdivision to (i) apply the proceeds from the sale of the anticipated bonds or any renewal BANs, and any remaining proceeds of the initial BANs, to the payment of debt charges on the BANs and (ii) levy annually the same voted or unvoted tax that would have been levied if the anticipated bonds had been issued without the prior issuance of the BANs. BANs, except special assessment BANs (described below) issued under Section 133.17 ORC, may be renewed from time to time until: (i) the expiration of two hundred forty months from the date of original issue or, if a shorter period, the maximum maturity of the anticipated bonds plus five years; or (ii) the disposition of any litigation that prevents the sale or issuance of the anticipated bonds. When BANs, other than special assessment BANs, are outstanding later than the last day of December of the fifth year following the date of issuance of the original issue, (i) the period in excess of those five years must be deducted from the last permitted maturity of the bonds in anticipation of which the BANs are issued, and (ii) a portion of the principal of the BANs must be paid in annual amounts equal to the principal amount that would have been paid annually if bonds had been issued after the fifth year.

## Borrowing - Components of BANs

-Components of BANs (Municipal Securities)

- Principal or Par Amount
- Maturity Date (typically one year or less)
- Interest Payment Date (Annual)
- Interest Rate (Fixed Rate)
- Redemption Provisions


## Borrowing - Components of Bonds

-Components of Bonds (Municipal Securities)

- Principal or Par Amount
- Maturity Date
- Interest Payment Date (Semi-annual)
- Interest Rate (Fixed Rate)
- Redemption Provisions


## Borrowing - Maximum Maturity https://codes.ohio.gov/ohio-revised-code/section-133.20

- ABC Municipality is issuing $\$ 10 \mathrm{M}$ for a new Police Facility
- Cost Detail:
- Land acquisition = \$1,000,000
- Furniture, Fixtures and Equipment $=\$ 1,000,000$
- Construction of building $=\$ 8,000,000$
- Maximum Maturity Per ORC 133.20
- Land = 30 years
- $\mathrm{F}, \mathrm{F} \& E=10$ years
- Buildings = 30 years
- Calculation is as follows (Weighted Avg. Method):
- Land $=\$ 1 / \$ 10=10 \%$
$10 \% \times 30 \mathrm{yrs}$.
- $\mathrm{FF} \& \mathrm{E}=\$ 1 / \$ 10=10 \% \quad 10 \% \times 10 \mathrm{yrs}$.
- Building $=\$ 8 / \$ 10=80 \% \quad 80 \% \times 30$ yrs.
- Maximum Maturity of the Issuance approx. 27 yrs.

Federal Tax Matters

## Federal Tax Matters

- Tax Exemption Matters
- Exclusion of Interest from Gross Income for Federal Income Tax Purposes
- State Income Tax Exemption
- Qualified Tax-Exempt Obligations (QTEOs)
- \$10,000,000 per year and per issue limitation
- Attractiveness to Financial Institutions
- Deductibility of Interest Carrying Cost (in addition to exclusion of interest from gross income)
- Reimbursement of Prior Expenditures
- Declaration of Official Intent


## Federal Tax Matters

- Arbitrage and Rebate Matters
- Arbitrage is basically investing the proceeds of tax-exempt securities at a taxable yield in excess of the yield on those securities
- Municipalities, townships, counties, etc. are not taxpayers
- If issuer earns arbitrage, and cannot fit within an exception to the arbitrage rule, the bonds are "arbitrage bonds". Arbitrage bonds are taxable
- Requirement to "rebate" positive arbitrage to federal treasury, subject to exceptions
- Negative arbitrage environment for many years - changing
- Exceptions exist to yield restriction and rebate rules - mainly relating to how quickly bond proceeds are spent
- Don't issue bonds too early, and don't issue too much


## Federal Tax Matters

- New Money Issues
- Refundings
- Purposes: Reducing Interest Expense, Restructuring, and Removing Restrictive Covenant
- Refunding Bonds v. Refunded Bonds
- Kinds of Refundings:
- Current Refundings
- Pay off Refunded Bonds within 90 days of issuance of Refunding Bonds
- Advance Refundings
- Refunding securities issued more than 90 days
in advance of payment of Refunded Bonds
- Eliminated (sort of) in 2017


## Federal Securities Law <br> Matters

## Federal Securities Law Matters

- Tower Amendment
- Exception: Anti-Fraud Provisions (SEC Rule 10b-5)
- SEC Rule 15c2-12 (Primary Offering Disclosure)
- SEC Rule 15c2-12 (Continuing Disclosure)
- Annual Information Filing
- Audited Financial Statements
- Material Event Notices
- Electronic Municipal Market Access (EMMA)
- SEC's Municipal Continuing Disclosure Cooperation (MCDC) Initiative


## Theory of Public Finance of Capital Projects

- Why do communities issue debt?
$\checkmark \quad$ Costs are too high for cash payment of a project
$\checkmark \quad$ Spread the cost of a project over current and future generations
- Benefits are spread over several generations - costs should be as well
- One generation should not subsidize the next
$\checkmark \quad$ Payments should equate to useful life of assets or less
$\checkmark$ Example of public purposes for which debt is issued:
- Building schools - both for K-12 and higher educational institutions
- Public Purpose Improvements (Building, Recreation, Sewer, Energy Conservation, etc)
- Road projects - new roads and highways as well as maintenance on existing roads
- Public power projects
- Sewer \& Water and other utilities
- Economic Development


## Method of Sale - Disclosure Requirements

- Public Offering
* Negotiated sale - Requires POS and rating/credit enhancement
* Competitive sale - Requires POS and rating/credit enhancement
- Limited Offering
* Negotiated sale - POS or Limited Offering Memorandum
- Private Placement
* Negotiated sale to sophisticated institutional buyer -requires data and info similar to POS; not as comprehensive
- Bank Purchase
* Form of private placement - Negotiated sale to sophisticated institutional buyer -requires data and info similar to POS; not as comprehensive


## Underwriting Firm's Role in Debt Financing



## Summary of Deal FlowNegotiated Sale



## Timeline of Bond Sale



## The actual timeline for conducting a bond sale depends ypon the Issuers objectives, the ability to coordinate other required efforts and market forces

## Summary of Deal FlowLimited Offering/Private Placement

Actual Sale of Bonds and
Establish
Interest Rate


Negotiate
Interest Rate,
Terms and

Closing

## Summary of Deal FlowBank Purchase



## Determining the Optimal Structure



There are two components of structuring your bond issue:

Component

1. Plan of Issuance
2. Plan of Repayment

## Objectives

- Ensure availability of funds when needed
- Maximize construction period investment earnings
- Minimize/avoid arbitrage rebate
- Manage impact of tax increase
- Optimize benefits of structuring features (calls, discounts, premiums, etc.)
- Consider future capital plans


## Effective Structuring



Inputs
Variables
Output


## Bond Structures

- Serials
$\checkmark \quad$ Principal amount matures each year

- Terms
$\checkmark$ An issue of bonds that mature on the same date
$\checkmark$ Usually, issuer makes sinking fund payments until maturity date
- Premium or Discount
- Optional Redemption (callable/pre-payment)
- Rated and Non-rated
- Insurance


## Market Interest Rates and the Yield Curve

| Municipal Yield Curves as of 05/03/2023 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year | Maturity | General Obligations |  |  |  |  |  | "AAA" Coupon Range" |  |
|  |  | "AAA" | PRE-RE ${ }^{\text {l }}$ | INSURE D | "AA" | "A" | "BAA" | "LOW" | "HIGH" |
| 1 | 2024 | 3.00 | 3.10 | 3.15 | 3.03 | 3.14 | 3.49 | 5.00 | 5.00 |
| 2 | 2025 | 2.69 | 2.79 | 2.87 | 2.73 | 2.87 | 3.19 | 5.00 | 5.00 |
| 3 | 2026 | 2.50 | 2.58 | 2.68 | 2.55 | 2.69 | 3.00 | 5.00 | 5.00 |
| 4 | 2027 | 2.39 | 2.43 | 2.58 | 2.45 | 2.60 | 2.93 | 5.00 | 5.00 |
| 5 | 2028 | 2.36 | 2.40 | 2.55 | 2.44 | 2.58 | 2.95 | 5.00 | 5.00 |
| 6 | 2029 | 2.31 | 2.35 | 2.51 | 2.41 | 2.59 | 2.96 | 5.00 | 5.00 |
| 7 | 2030 | 2.28 | 2.32 | 2.51 | 2.40 | 2.59 | 3.05 | 5.00 | 5.00 |
| 8 | 2031 | 2.31 | 2.35 | 2.55 | 2.45 | 2.63 | 3.10 | 5.00 | 5.00 |
| 9 | 2032 | 2.33 | - | 2.65 | 2.48 | 2.70 | 3.18 | 5.00 | 5.00 |
| 10 | 2033 | 2.36 | - | 2.67 | 2.52 | 2.72 | 3.26 | 5.00 | 5.00 |
| 11 | 2034 | 2.40 | - | 2.73 | 2.60 | 2.83 | 3.31 | 5.00 | 5.00 |
| 12 | 2035 | 2.54 | - | 2.88 | 2.76 | 2.98 | 3.46 | 5.00 | 5.00 |
| 13 | 2036 | 2.71 | - | 3.07 | 2.95 | 3.18 | 3.64 | 5.00 | 5.00 |
| 14 | 2037 | 2.86 | - | 3.24 | 3.13 | 3.35 | 3.80 | 5.00 | 5.00 |
| 15 | 2038 | 2.95 | - | 3.35 | 3.25 | 3.46 | 3.90 | 5.00 | 5.00 |
| 16 | 2039 | 2.99 | - | 3.39 | 3.29 | 3.50 | 3.94 | 5.00 | 5.00 |
| 17 | 2040 | 3.06 | - | 3.46 | 3.36 | 3.57 | 4.01 | 5.00 | 5.00 |
| 18 | 2041 | 3.09 | - | 3.50 | 3.39 | 3.60 | 4.04 | 5.00 | 5.00 |
| 19 | 2042 | 3.12 | - | 3.55 | 3.44 | 3.65 | 4.09 | 5.00 | 5.00 |
| 20 | 2043 | 3.17 | - | 3.62 | 3.51 | 3.72 | 4.16 | 5.00 | 5.00 |
| 21 | 2044 | 3.21 | - | 3.68 | 3.57 | 3.78 | 4.22 | 5.00 | 5.00 |
| 22 | 2045 | 3.23 | - | 3.70 | 3.59 | 3.80 | 4.24 | 5.00 | 5.00 |
| 23 | 2046 | 3.28 | - | 3.75 | 3.64 | 3.85 | 4.29 | 5.00 | 5.00 |
| 24 | 2047 | 3.31 | - | 3.78 | 3.67 | 3.88 | 4.32 | 5.00 | 5.00 |
| 25 | 2048 | 3.34 | - | 3.81 | 3.71 | 3.91 | 4.35 | 5.00 | 5.00 |
| 26 | 2049 | 3.35 | - | 3.82 | 3.72 | 3.92 | 4.36 | 5.00 | 5.00 |
| 27 | 2050 | 3.36 | - | 3.83 | 3.73 | 3.93 | 4.37 | 5.00 | 5.00 |
| 28 | 2051 | 3.37 | - | 3.84 | 3.74 | 3.94 | 4.38 | 5.00 | 5.00 |
| 29 | 2052 | 3.38 | - | 3.85 | 3.75 | 3.95 | 4.39 | 5.00 | 5.00 |
| 30 | 2053 | 3.39 | - | 3.86 | 3.76 | 3.96 | 4.40 | 5.00 | 5.00 |

Source: Thomson Reuters

Municipal Yield Curves


Aaa Municipal Curves Past Five Years


- $2019-2020-2021-2022-2023$

Rates as of 5.4.2023

## Serial and Term Bonds

| Year | Maturity | General Obligations |  |  |  |  |  | "AAA" Coupon Range" |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | "AAA" | PRE-RE | INSURE D | "AA" | "A" | "BAA" | "LOW" | "HIGH" |
| 1 | 2024 | 3.00 | 3.10 | 3.15 | 3.03 | 3.14 | 3.49 | 5.00 | 5.00 |
| 2 | 2025 | 2.69 | 2.79 | 2.87 | 2.73 | 2.87 | 3.19 | 5.00 | 5.00 |
| 3 | 2026 | 2.50 | 2.58 | 2.68 | 2.55 | 2.69 | 3.00 | 5.00 | 5.00 |
| 4 | 2027 | 2.39 | 2.43 | 2.58 | 2.45 | 2.60 | 2.93 | 5.00 | 5.00 |
| 5 | 2028 | 2.36 | 2.40 | 2.55 | 2.44 | 2.58 | 2.95 | 5.00 | 5.00 |
| 6 | 2029 | 2.31 | 2.35 | 2.51 | 2.41 | 2.59 | 2.96 | 5.00 | 5.00 |
| 7 | 2030 | 2.28 | 2.32 | 2.51 | 2.40 | 2.59 | 3.05 | 5.00 | 5.00 |
| 8 | 2031 | 2.31 | 2.35 | 2.55 | 2.45 | 2.63 | 3.10 | 5.00 | 5.00 |
| 9 | 2032 | 2.33 | - | 2.65 | 2.48 | 2.70 | 3.18 | 5.00 | 5.00 |
| 10 | 2033 | 2.36 | - | 2.67 | 2.52 | 2.72 | 3.26 | 5.00 | 5.00 |
| 11 | 2034 | 2.40 | - | 2.73 | 2.60 | 2.83 | 3.31 | 5.00 | 5.00 |
| 12 | 2035 | 2.54 | - | 2.88 | 2.76 | 2.98 | 3.46 | 5.00 | 5.00 |
| 13 | 2036 | 2.71 | - | 3.07 | 2.95 | 3.18 | 3.64 | 5.00 | 5.00 |
| 14 | 2037 | 2.86 | - | 3.24 | 3.13 | 3.35 | 3.80 | 5.00 | 5.00 |
| 15 | 2038 | 2.95 | - | 3.35 | 3.25 | 3.46 | 3.90 | 5.00 | 5.00 |
| 16 | 2039 | 2.99 | - | 3.39 | 3.29 | 3.50 | 3.94 | 5.00 | 5.00 |
| 17 | 2040 | 3.06 | - | 3.46 | 3.36 | 3.57 | 4.01 | 5.00 | 5.00 |
| 18 | 2041 | 3.09 | - | 3.50 | 3.39 | 3.60 | 4.04 | 5.00 | 5.00 |
| 19 | 2042 | 3.12 | - | 3.55 | 3.44 | 3.65 | 4.09 | 5.00 | 5.00 |
| 20 | 2043 | 3.17 | - | 3.62 | 3.51 | 3.72 | 4.16 | 5.00 | 5.00 |
| 21 | 2044 | 3.21 | - | 3.68 | 3.57 | 3.78 | 4.22 | 5.00 | 5.00 |
| 22 | 2045 | 3.23 | - | 3.70 | 3.59 | 3.80 | 4.24 | 5.00 | 5.00 |
| 23 | 2046 | 3.28 | - | 3.75 | 3.64 | 3.85 | 4.29 | 5.00 | 5.00 |
| 24 | 2047 | 3.31 | - | 3.78 | 3.67 | 3.88 | 4.32 | 5.00 | 5.00 |
| 25 | 2048 | 3.34 | - | 3.81 | 3.71 | 3.91 | 4.35 | 5.00 | 5.00 |
| 26 | 2049 | 3.35 | - | 3.82 | 3.72 | 3.92 | 4.36 | 5.00 | 5.00 |
| 27 | 2050 | 3.36 | - | 3.83 | 3.73 | 3.93 | 4.37 | 5.00 | 5.00 |
| 28 | 2051 | 3.37 | - | 3.84 | 3.74 | 3.94 | 4.38 | 5.00 | 5.00 |
| 29 | 2052 | 3.38 | - | 3.85 | 3.75 | 3.95 | 4.39 | 5.00 | 5.00 |
| 30 | 2053 | 3.39 | - | 3.86 | 3.76 | 3.96 | 4.40 | 5.00 | 5.00 |

[^1]Municipal Yield Curves


## Serial and Term Bonds



[^2]
## Serial and Term Bonds

| Maturity Date | Serial Bonds | 2048 Term <br> Bond | 2052 Term <br> Bond | Total |
| :---: | :---: | :---: | :---: | :---: |
| $12 / 1 / 2023$ | $\$ 3,250,000$ | - | - | $\$ 3,250,000$ |
| $12 / 1 / 2024$ | $\$ 345,000$ | - | - | $\$ 345,000$ |
| $12 / 1 / 2025$ | $\$ 500,000$ | - | - | $\$ 500,000$ |
| $12 / 1 / 2026$ | $\$ 525,000$ | - | - | $\$ 525,000$ |
| $12 / 1 / 2027$ | $\$ 550,000$ | - | - | $\$ 550,000$ |
| $12 / 1 / 2028$ | $\$ 580,000$ | - | - | $\$ 580,000$ |
| $12 / 1 / 2029$ | $\$ 610,000$ | - | - | $\$ 610,000$ |
| $12 / 1 / 2030$ | $\$ 740,000$ | - | - | $\$ 740,000$ |
| $12 / 1 / 2031$ | $\$ 780,000$ | - | - | $\$ 780,000$ |
| $12 / 1 / 2032$ | $\$ 820,000$ | - | - | $\$ 820,000$ |
| $12 / 1 / 2033$ | $\$ 915,000$ | - | - | $\$ 915,000$ |
| $12 / 1 / 2034$ | $\$ 960,000$ | - | - | $\$ 960,000$ |
| $12 / 1 / 2035$ | $\$ 1,005,000$ | - | - | $\$ 1,005,000$ |
| $12 / 1 / 2036$ | $\$ 1,165,000$ | - | - | $\$ 1,165,000$ |
| $12 / 1 / 2037$ | $\$ 1,225,000$ | - | - | $\$ 1,225,000$ |
| $12 / 1 / 2038$ | $\$ 1,285,000$ | - | - | $\$ 1,285,000$ |
| $12 / 1 / 2039$ | $\$ 1,410,000$ | - | - | $\$ 1,410,000$ |
| $12 / 1 / 2040$ | $\$ 1,480,000$ | - | - | $\$ 1,480,000$ |
| $12 / 1 / 2041$ | $\$ 1,550,000$ | - | - | $\$ 1,550,000$ |
| $12 / 1 / 2042$ | $\$ 1,745,000$ | - | - | $\$ 1,745,000$ |
| $12 / 1 / 2043$ | $\$ 1,835,000$ | - | - | $\$ 1,835,000$ |
| $12 / 1 / 2044$ | - | $\$ 1,910,000$ | - | $\$ 1,910,000$ |
| $12 / 1 / 2045$ | - | $\$ 2,075,000$ | - | $\$ 2,075,000$ |
| $12 / 1 / 2046$ | - | $\$ 2,190,000$ | - | $\$ 2,190,000$ |
| $12 / 1 / 2047$ | - | $\$ 2,310,000$ | - | $\$ 2,310,000$ |
| $12 / 1 / 2048$ | - | $\$ 2,565,000$ | - | $\$ 2,565,000$ |
| $12 / 1 / 2049$ | - | - | $\$ 2,705,000$ | $\$ 2,705,000$ |
| $12 / 1 / 2050$ | - | - | $\$ 2,820,000$ | $\$ 2,820,000$ |
| $12 / 1 / 2051$ | - | - | $\$ 3,010,000$ | $\$ 3,010,000$ |
| $12 / 1 / 2052$ | - | - | $\$ 3,140,000$ | $\$ 3,140,000$ |
| $\$ 123,275,000$ | $\$ 11,050,000$ | $\$ 11,675,000$ | $\$ 46,000,000$ |  |


| Maturity Date | Prinipal | Coupon | Interest | Debt Service |
| :---: | :---: | :---: | :---: | :---: |
| $12 / 1 / 2023$ | $\$ 3,250,000$ | $5.000 \%$ | $\$ 1,619,470$ | $\$ 4,869,470$ |
| $12 / 1 / 2024$ | $\$ 345,000$ | $5.000 \%$ | $\$ 2,106,019$ | $\$ 2,451,019$ |
| $12 / 1 / 2025$ | $\$ 500,000$ | $5.000 \%$ | $\$ 2,088,769$ | $\$ 2,588,769$ |
| $12 / 1 / 2026$ | $\$ 525,000$ | $5.000 \%$ | $\$ 2,063,769$ | $\$ 2,588,769$ |
| $12 / 1 / 2027$ | $\$ 550,000$ | $5.000 \%$ | $\$ 2,037,519$ | $\$ 2,587,519$ |
| $12 / 1 / 2028$ | $\$ 580,000$ | $5.000 \%$ | $\$ 2,010,019$ | $\$ 2,590,019$ |
| $12 / 1 / 2029$ | $\$ 610,000$ | $5.000 \%$ | $\$ 1,981,019$ | $\$ 2,591,019$ |
| $12 / 1 / 2030$ | $\$ 740,000$ | $5.000 \%$ | $\$ 1,950,519$ | $\$ 2,690,519$ |
| $12 / 1 / 2031$ | $\$ 780,000$ | $5.000 \%$ | $\$ 1,913,519$ | $\$ 2,693,519$ |
| $12 / 1 / 2032$ | $\$ 820,000$ | $5.000 \%$ | $\$ 1,874,519$ | $\$ 2,694,519$ |
| $12 / 1 / 2033$ | $\$ 915,000$ | $5.000 \%$ | $\$ 1,833,519$ | $\$ 2,748,519$ |
| $12 / 1 / 2034$ | $\$ 960,000$ | $5.000 \%$ | $\$ 1,787,769$ | $\$ 2,747,769$ |
| $12 / 1 / 2035$ | $\$ 1,005,000$ | $5.000 \%$ | $\$ 1,739,769$ | $\$ 2,744,769$ |
| $12 / 1 / 2036$ | $\$ 1,165,000$ | $5.000 \%$ | $\$ 1,689,519$ | $\$ 2,854,519$ |
| $12 / 1 / 2037$ | $\$ 1,225,000$ | $5.000 \%$ | $\$ 1,631,269$ | $\$ 2,856,269$ |
| $12 / 1 / 2038$ | $\$ 1,285,000$ | $5.000 \%$ | $\$ 1,570,019$ | $\$ 2,855,019$ |
| $12 / 1 / 2039$ | $\$ 1,410,000$ | $5.000 \%$ | $\$ 1,505,769$ | $\$ 2,915,769$ |
| $12 / 1 / 2040$ | $\$ 1,480,000$ | $5.000 \%$ | $\$ 1,435,269$ | $\$ 2,915,269$ |
| $12 / 1 / 2041$ | $\$ 1,550,000$ | $5.000 \%$ | $\$ 1,361,269$ | $\$ 2,911,269$ |
| $12 / 1 / 2042$ | $\$ 1,745,000$ | $5.000 \%$ | $\$ 1,283,769$ | $\$ 3,028,769$ |
| $12 / 1 / 2043$ | $\$ 1,835,000$ | $4.250 \%$ | $\$ 1,196,519$ | $\$ 3,031,519$ |
| $12 / 1 / 2044$ | $\$ 1,910,000$ | $5.500 \%$ | $\$ 1,118,531$ | $\$ 3,028,531$ |
| $12 / 1 / 2045$ | $\$ 2,075,000$ | $5.500 \%$ | $\$ 1,013,481$ | $\$ 3,088,481$ |
| $12 / 1 / 2046$ | $\$ 2,190,000$ | $5.500 \%$ | $\$ 899,356$ | $\$ 3,089,356$ |
| $12 / 1 / 2047$ | $\$ 2,310,000$ | $5.500 \%$ | $\$ 778,906$ | $\$ 3,088,906$ |
| $12 / 1 / 2048$ | $\$ 2,565,000$ | $5.500 \%$ | $\$ 651,856$ | $\$ 3,216,856$ |
| $12 / 1 / 2049$ | $\$ 2,705,000$ | $4.375 \%$ | $\$ 510,781$ | $\$ 3,215,781$ |
| $12 / 1 / 2050$ | $\$ 2,820,000$ | $4.375 \%$ | $\$ 392,438$ | $\$ 3,212,438$ |
| $12 / 1 / 2051$ | $\$ 3,010,000$ | $4.375 \%$ | $\$ 269,063$ | $\$ 3,279,063$ |
| $12 / 1 / 2052$ | $\$ 3,140,000$ | $4.375 \%$ | $\$ 137,375$ | $\$ 3,277,375$ |

## Serial and Term Bonds



[^3]
## Discount and Premium Bonds

- Original Issue Discount (OID) - An amount by which the par value of a security exceeded its public offering price at the time of its original issuance. The original issue discount is amortized over the life of the security and, on a municipal security, is generally treated as tax-exempt interest.
- Original Issue Premium - The amount by which the public offering price of a security at the time of this original issuance exceeded its par value. The original issue premium is amortized over the life of the security and results in an adjustment to the basis of the security.


## Pricing of Bonds - Par, Premium and Discount

- Pricing - The process by which the issuer and underwriter(s) determine the interest rates and prices at which the new issue will be offered to the public.
- Coupon - The rate of interest the Issuer pays.
- Yield - The rate of interest the investor receives.
- Price - amount of dollars or percent of principal paid by an investor for a note or bond bond.
- Discount - Notes or Bonds sold at a price less than the par (face value) amount. In this situation the coupon is less than the yield.
- Premium - Notes or Bonds sold at a price greater than the par amount. In this situation the coupon is greater than the yield.


## Par Bond



Price is equal to $\$ 100$

Discount Bond


Price is less than $\$ 100$

## Premium Bond



Price is greater than $\$ 100$

## Pricing of Bonds - Par, Premium and Discount

| Bond Type | Maturity | Amount | Coupon | Yield | Price | Yield to <br> Maturity | Call Date | Premium <br> (Discount) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Serial Bonds | $12 / 1 / 2023$ | $\$ 3,250,000$ | $5.000 \%$ | $3.230 \%$ | 101.234 |  |  |  |
|  | $12 / 1 / 2024$ | $\$ 345,000$ | $5.000 \%$ | $3.280 \%$ | 102.838 |  | $\$ 40,105$ |  |
|  | $12 / 1 / 2025$ | $\$ 500,000$ | $5.000 \%$ | $3.230 \%$ | 104.558 |  | $\$ 9,791$ |  |
|  | $12 / 1 / 2026$ | $\$ 525,000$ | $5.000 \%$ | $3.030 \%$ | 106.866 |  | $\$ 22,790$ |  |
|  | $12 / 1 / 2027$ | $\$ 550,000$ | $5.000 \%$ | $2.970 \%$ | 108.863 |  | $\$ 36,047$ |  |
|  | $12 / 1 / 2028$ | $\$ 580,000$ | $5.000 \%$ | $2.950 \%$ | 110.702 |  | $\$ 48,747$ |  |
|  | $12 / 1 / 2029$ | $\$ 610,000$ | $5.000 \%$ | $2.930 \%$ | 112.528 |  | $\$ 62,072$ |  |
|  | $12 / 1 / 2030$ | $\$ 740,000$ | $5.000 \%$ | $2.870 \%$ | 114.64 |  | $\$ 76,421$ |  |
|  | $12 / 1 / 2031$ | $\$ 780,000$ | $5.000 \%$ | $2.940 \%$ | 115.729 |  | $\$ 108,336$ |  |
|  | $12 / 1 / 2032$ | $\$ 820,000$ | $5.000 \%$ | $2.960 \%$ | 117.108 |  | $\$ 122,686$ |  |
|  | $12 / 1 / 2033$ | $\$ 915,000$ | $5.000 \%$ | $3.010 \%$ | 116.648 | $3.156 \%$ | $12 / 1 / 2032$ | $\$ 152,329$ |
|  | $12 / 1 / 2034$ | $\$ 960,000$ | $5.000 \%$ | $3.140 \%$ | 115.464 | $3.389 \%$ | $12 / 1 / 2032$ | $\$ 148,454$ |
|  | $12 / 1 / 2035$ | $\$ 1,005,000$ | $5.000 \%$ | $3.250 \%$ | 114.472 | $3.573 \%$ | $12 / 1 / 2032$ | $\$ 145,444$ |
|  | $12 / 1 / 2036$ | $\$ 1,165,000$ | $5.000 \%$ | $3.410 \%$ | 113.048 | $3.772 \%$ | $12 / 1 / 2032$ | $\$ 152,009$ |
|  | $12 / 1 / 2037$ | $\$ 1,225,000$ | $5.000 \%$ | $3.490 \%$ | 112.344 | $3.890 \%$ | $12 / 1 / 2032$ | $\$ 151,214$ |
|  | $12 / 1 / 2038$ | $\$ 1,285,000$ | $5.000 \%$ | $3.610 \%$ | 111.298 | $4.023 \%$ | $12 / 1 / 2032$ | $\$ 145,179$ |
|  | $12 / 1 / 2039$ | $\$ 1,410,000$ | $5.000 \%$ | $3.710 \%$ | 110.435 | $4.129 \%$ | $12 / 1 / 2032$ | $\$ 147,134$ |
|  | $12 / 1 / 2040$ | $\$ 1,480,000$ | $5.000 \%$ | $3.790 \%$ | 109.75 | $4.213 \%$ | $12 / 1 / 2032$ | $\$ 144,300$ |
|  | $12 / 1 / 2041$ | $\$ 1,550,000$ | $5.000 \%$ | $3.860 \%$ | 109.156 | $4.283 \%$ | $12 / 1 / 2032$ | $\$ 141,918$ |
|  | $12 / 1 / 2042$ | $\$ 1,745,000$ | $5.000 \%$ | $3.890 \%$ | 108.902 | $4.324 \%$ | $12 / 1 / 2032$ | $\$ 155,340$ |
|  | $12 / 1 / 2043$ | $\$ 1,835,000$ | $4.250 \%$ | $4.400 \%$ | 97.969 |  | $12 / 1 / 2032$ | $(\$ 37,269)$ |
| Total Serial Bonds |  | $\$ 23,275,000$ |  |  |  |  |  | $\$ 2,113,332$ |
| Term Bonds |  |  |  |  |  |  |  |  |

## Optional Redemption/Call Option

## Redemption Features

- Callable Bonds - A bond that the issuer is permitted to redeem before the stated maturity at a specified price, sometimes at or above par, by giving notice of redemption in a manner specified in the bond contract.
$\checkmark$ Redemption-A transaction in which the issuer repays to the holder of an outstanding security the principal amount thereof (plus, in certain cases, an additional amount representing a redemption premium).
$\checkmark$ Redemption can be made under several different circumstances: at maturity of the security, as a result of the issuer exercising a right under the bond contract to repay the security prior to its scheduled maturity date (often referred to as a "call"), or as a result of the security holder's election to exercise a put or tender option privilege.
- Non-Callable Bonds - A bond that cannot be redeemed at the issuer's option before its stated maturity date.


## Callable Bonds versus Non-Callable Bonds

| Callable Bonds |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Maturity | Amount | Coupon | Yield | Price | Premium <br> (Discount) |
| $12 / 1 / 2033$ | $\$ 915,000$ | $5.000 \%$ | $3.010 \%$ | 116.648 | $\$ 152,329$ |
| $12 / 1 / 2034$ | $\$ 960,000$ | $5.000 \%$ | $3.140 \%$ | 115.464 | $\$ 148,454$ |
| $12 / 1 / 2035$ | $\$ 1,005,000$ | $5.000 \%$ | $3.250 \%$ | 114.472 | $\$ 145,444$ |
| $12 / 1 / 2036$ | $\$ 1,165,000$ | $5.000 \%$ | $3.410 \%$ | 113.048 | $\$ 152,009$ |
| $12 / 1 / 2037$ | $\$ 1,225,000$ | $5.000 \%$ | $3.490 \%$ | 112.344 | $\$ 151,214$ |
| $12 / 1 / 2038$ | $\$ 1,285,000$ | $5.000 \%$ | $3.610 \%$ | 111.298 | $\$ 145,179$ |
| $12 / 1 / 2039$ | $\$ 1,410,000$ | $5.000 \%$ | $3.710 \%$ | 110.435 | $\$ 147,134$ |
| $12 / 1 / 2040$ | $\$ 1,480,000$ | 0.05 | 0.0379 | 109.75 | $\$ 144,300$ |
| $\$ 9,445,000$ |  |  |  |  |  |
| Total Proceeds: $\$ 10,631,063$ | $\$ 1,186,063$ |  |  |  |  |


| Non-Callable Bonds |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Maturity | Amount | Coupon | Yield | Price | Premium <br> (Discount) |
| $12 / 1 / 2033$ | $\$ 915,000$ | $5.000 \%$ | $3.010 \%$ | 118.104 | $\$ 165,652$ |
| $12 / 1 / 2034$ | $\$ 960,000$ | $5.000 \%$ | $3.140 \%$ | 118.107 | $\$ 173,827$ |
| $12 / 1 / 2035$ | $\$ 1,005,000$ | $5.000 \%$ | $3.250 \%$ | 118.101 | $\$ 181,915$ |
| $12 / 1 / 2036$ | $\$ 1,165,000$ | $5.000 \%$ | $3.410 \%$ | 117.295 | $\$ 201,487$ |
| $12 / 1 / 2037$ | $\$ 1,225,000$ | $5.000 \%$ | $3.490 \%$ | 117.256 | $\$ 211,386$ |
| $12 / 1 / 2038$ | $\$ 1,285,000$ | $5.000 \%$ | $3.610 \%$ | 116.553 | $\$ 212,706$ |
| $12 / 1 / 2039$ | $\$ 1,410,000$ | $5.000 \%$ | $3.710 \%$ | 115.955 | $\$ 224,966$ |
| $12 / 1 / 2040$ | $\$ 1,480,000$ | $5.000 \%$ | $3.790 \%$ | 115.502 | $\$ 229,430$ |
| $\$ 9,445,000$ |  |  |  |  |  |
| Total Proceeds: $\$ 11,046,368$ |  |  |  |  |  |
| $\$ 1,601,368$ |  |  |  |  |  |

## Net Result of Bond Structuring

## Sources:

Bond Proceeds:
Par Amount
19,250,000.00

Premium
934,921.60

20,184,921.60

Uses:

Project Fund Deposits:
Project Fund
$19,250,000.00$
Other Fund Deposits:
Bond Retirement Fund
646,682.77
Delivery Date Expenses:
Cost of Issuance
173,250.00
Underwriter's Discount

## Refunding Options

## Issuing Taxable Debt

- Taxable bonds are exempt from federal tax law, therefore a taxable refinancing is not subject to the "one advance refunding" rule, like a tax-exempt issuance. This option would allow issuers to execute an advance refunding and secure interest savings on bonds that can only be currently refunded or were advance refunded.


## Current Refunding with Forward Option

- Using a forward option, an issuer can execute a refinancing outside of the traditional 90 day time frame for a current refunding. Under this option, an issuer would price their debt a number of months in advance, and close within 90 days of the call date of the refunding opportunity. Typically, for each month between pricing and closing, issuers will have to pay investors between 5 -10bps in extra yield.


## Current Refunding

- The tax-reform bill eliminated advance refundings, but maintained the legality of current refundings; the major distinction between the two is that current refundings occur within 90 days of a call date. Going forward, we expect to see optional redemption dates of fewer than 10 years from the original dated date.


## Option 1

Refund outstanding debt on a taxable basis. Taxable bonds are exempt from federal tax laws.

## Option 2

Execute a current refunding months before the call date, but close within 90 days of the call date.

## Option 3

Refund outstanding debt within 90 days of the call date

## Prepare Disclosure



## Issuer

- Issuer overview
- Projections
- Facilities data
- Financial outlook
- Financial Statements


## Underwriter

- Structuring information
- Continuing disclosure agreement
- Interface with County Auditor



## Bond Counsel

- Demographic info from Census \& other sources
- Description of tax base and other sources of revenue
- Debt limitation tables
- Debt tables
- Financial appendices
- Bond counsel opinion
- Interface with County Auditor
- Actual production of document
















$\rightarrow$ STIFEL

[^4]
## Credit Rating Process



## Credit Rating Process

- Inform Agency of Upcoming Sale

- Provide Necessary Information
$\checkmark$ Financial Statements, Budgets, Audits, POS
- Analyst Performs Review
- Issuer Financing Team Interaction with Analyst
$\checkmark$ Presentation or Conference Call
$\checkmark$ Follow-up Questions and Clarifications
- Credit Committee Presentation
- Rating Determination \& Issuer Credit Report


## Rating Factors

## Economy

- Demographic Profile
- Full Value Per Capita
- Largest Taxpayers
- Largest Empoyers



## Financial Performance

- Available Fund Balance Ratio
- Net Cash Ratio
- Trends?


## Leverage

- Long Term Liabilities Ratio
- Fixed-Costs Ration


## Other Considerations:

- Additional Strength in Local Resources
- Structural Scale of Operations
- Robust Financial Reporting
- Potential for Significant Change in Leverage


## Pricing and Marketing the Bonds



| Marketing |
| :---: |
| Distribute POS or OMAC <br> Report, rating report, <br> maturity structure <br> internally |
| Receive feedback from <br> underwriting / trading / <br> sales teams on structure |
| Internal distributions to |
| institutional and retail |
| sales teams |$|$| Distribute POS or OMAC <br> Report, rating reports, <br> maturity structure to <br> investors |
| :---: |
| Advertisements (if any) |


| Review overall market conditions |  |
| :---: | :---: |
|  | Review recent comparables and trading levels |
| Develop "price thoughts" |  |
| Pre-pricing call with Issuer and Underwriting Desk |  |
| Hold order period. When significant number of bonds <br> have been sold, Stifel commits to purchase all the notes <br> or bonds at proposed rates and puts the remaining in our <br> inventory. |  |
| When all participants reach agreement on final structure, <br> interest rates (coupons) and yields of the bonds, the <br> Issuer provides Verbal Award |  |
| - Then Note or Bond Purchase Agreement is executed |  |
| by the Issuer and Underwriter |  |
| - Investor orders confirmed |  |

## Pricing the Bonds



30-Year Tax-Exempt Interest Rates


Source: TM3

| /nvestor Type | Short End |  |  |  |  |  |  |  |  |  | Heart |  |  |  |  |  |  |  |  | Long End |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | N | N్N్ | d | $\begin{aligned} & \text { N N } \\ & \text { N } \end{aligned}$ | $\stackrel{\circ}{\circ}$ |  |  | 8 |  | $\stackrel{\stackrel{\rightharpoonup}{N}}{N}$ | $\mathrm{S}_{\mathrm{S}}^{\underset{\sim}{N}}$ | No | ষ্ত | $\stackrel{\substack{\mathrm{N}}}{ }$ |  | on |  | 앙 | $\overline{\mathrm{G}}$ | $\begin{gathered} \text { Nे } \\ \text { N } \end{gathered}$ |  | $\stackrel{\text { n }}{\substack{\mathrm{N}}}$ | $\stackrel{0}{\circ}$ |  | $\begin{aligned} & \text { oे } \\ & \text { N } \end{aligned}$ | $$ |  |
|  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 01 | 12 | 13 | 14 | 15 | 16 | 718 | 19 | 20 | 21 | 222 | 24 | 25 | 262 | 28 | 29 | 30 |
| Short Bond Funds |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Corporations |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Municipalities |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Individual Retail |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Professional Retail |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Bank Trust Departments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Intermediate Bond Funds |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Insurance Companies |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Bank Portfolios |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Long <br> Bond Funds |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Relative-Value Buyers |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

## Closing the Bond Issue



## Closing Activities

- Underwriter wires funds to issuer
- Issuer confirms to the underwriter that all wires are received
- Bond counsel confirms everything is in place for closing
- Underwriter and Paying Agent call DTC (Depository Trust Company) to release the bonds to investors


## Village of Orange Case Study - Fund Balance Drawdown vs Debt Issuance

## Government Finance Officers Association

BEST PRACTICES
Fund Balance Guidelines for the General Fund
Governments should establish a formal policy on the level of unrestricted fund balance that should be maintained in the general fund for GAAP and budgetary purposes.

GFOA recommends that governments establish a formal policy on the level of unrestricted fund balance that should be maintained in the general fund for GAAP and budgetary purposes. Such a guideline should be set by the appropriate policy body and articulate a framework and process for how the government would increase or decrease the level of unrestricted fund balance over a specific time period. In particular, governments should provide broad guidance in the policy for how resources will be directed to replenish fund balance should the balance fall below the level prescribed.

Appropriate Level. The adequacy of unrestricted fund balance in the general fund should take into account each government's own unique circumstances. For example, governments that may be vulnerable to natural disasters, more dependent on a volatile revenue source, or potentially subject to cuts in state aid and/or federal grants may need to maintain a higher level in the unrestricted fund balance. Articulating these risks in a fund balance policy makes it easier to explain to stakeholders the rationale for a seemingly higher than normal level of fund balance that protects taxpayers and employees from unexpected changes in financial condition.
Nevertheless, GFOA recommends, at a minimum, that general-purpose governments, regardless of size, maintain unrestricted budgetary fund balance in their general fund of no less than two months of regular general fund operating revenues or regular general fund operating expenditures. The choice of revenues or expenditures as a basis of comparison may be dictated by what is more predictable in a government's particular circumstances.

In establishing a policy governing the level of unrestricted fund balance in the general fund, a government should consider a variety of factors, including:

1. The predictability of its revenues and the volatility of its expenditures (i.e., higher levels of unrestricted fund balance may be needed if significant revenue sources are subject to unpredictable fluctuations or if operating expenditures are highly volatile);
2. Its perceived exposure to significant one-time outlays (e.g., disasters, immediate capital needs, state budget cuts);
3. The potential drain upon general fund resources from other funds, as well as, the availability of resources in other funds;
4. The potential impact on the entity's bond ratings and the corresponding increased cost of borrowed funds;
5. Commitments and assignments (i.e., governments may wish to maintain higher levels of unrestricted fund balance to compensate for any portion of unrestricted fund balance already committed or assigned by the government for a specific purpose). Governments may deem it appropriate to exclude from consideration resources that have been committed or assigned to some other purpose and focus on unassigned fund balance, rather than on unrestricted fund balance.

## Village of Orange Fund Balance Policy

This Fund Balance Policy is designed to ensure that Orange Village maintains adequate reserves in its General Fund in order to:

1. Provide sufficient cash flow for daily financial needs.
2. Offset significant economic downturns or revenue shortfalls.
3.Provide funds for unforeseen expenditures resulting from emergencies.
4.Secure and maintain investment grade bond ratings. Bond rating agencies usually recommend reserving a percentage of General Fund revenue or expenditures as a standard methodology.

This Fund Balance Policy is a guideline for the Village's administration and intended to provide general direction regarding the Village's future cash flow obligations, to minimize borrowing costs and to maintain the highest credit rating on its bonds.

GENERAL FUND RESERVES:
The Orange Village administration will, each year, recommend to the Village Council that the Village set aside, and not appropriate, a General Fund Reserve in an amount equal to at least $25 \%$ of the estimated General Fund revenues for the year.

Moody’s Investor Services - Current Ohio "Aa2" Rated Communties

| Athens, OH | Aa2 | 28.1 |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Avon, OH | Aa2 | 72.3 |  |  |
| Beavercreek, OH | Aa2 | 54.3 |  |  |
| Berea, OH | Aa2 | 33.6 |  |  |
| Bowling Green, OH | Aa2 | 33.6 |  |  |
| Broadview Heights, OH | Aa2 | 55.8 |  |  |
| Brooklyn, OH | Aa2 | 176.5 |  |  |
| Brunswick, OH | Aa2 | 184.9 |  |  |
| Centerville (Montgomery County), OH | Aa2 | 121.7 |  |  |
| Cincinnati, OH | Aa2 | 24.2 |  |  |
| Clayton, OH | Aa2 | 113.3 |  |  |
| Concord Township, OH | Aa2 | 16.8 |  |  |
| Cuyahoga Falls, OH | Aa2 | 54.4 |  |  |
| Dayton, OH | Aa2 | 39.1 |  |  |
| Delaware, OH | Aa2 | 50.8 |  |  |
| Delhi Township (Hamilton County), OH | Aa2 | 352.3 |  |  |
| Fairborn, OH | Aa2 | 45.2 |  |  |
| Fairfield Township (Butler County), OH | Aa2 | 261.3 |  |  |
| Fairview Park, OH | Aa2 | 58.5 |  |  |
| Heath, OH | Aa2 | 55.6 |  |  |
| Highland Heights, OH | Aa2 | 79.4 |  |  |
| Kent, OH | Aa2 | 137.6 |  |  |
| Lakewood, OH | Aa2 | 43.2 |  |  |
| Lebanon, OH | Aa2 | 80.5 |  |  |
| Loveland, OH | Aa2 | 131.8 |  |  |
| Maumee, OH | Aa2 | 64.4 |  |  |
| Mayfield Heights, OH | Aa2 | 63.4 |  |  |
| Miami Township (Clermont County), OH | Aa2 | 148.0 |  |  |
| Miami Township (Montgomery County), OH | Aa2 | 158.5 |  |  |
| Miamisburg, OH | Aa2 | 71.1 |  |  |
| Middleburg Heights, OH | Aa2 | 42.4 |  |  |
| North Olmsted, OH | Aa2 | 46.2 |  |  |
| North Royalton, OH | Aa2 | 42.5 |  |  |
| Oxford, OH | Aa2 | 63.0 |  |  |
| Pickerington, OH | Aa2 | 116.5 |  |  |
| Reynoldsburg, OH | Aa2 | 77.5 |  |  |
| Rocky River, OH | Aa2 | 39.2 |  |  |
| Sharonville, OH | Aa2 | 81.3 |  |  |
| Springfield Township (Hamilton County), OH | Aa2 | 142.1 |  |  |
| Stow, OH | Aa2 | 45.9 |  |  |
| Sycamore Township (Hamilton County), OH | Aa2 | 117.1 |  |  |
| Sylvania, OH | Aa2 | 25.7 |  |  |
| Tallmadge, OH | Aa2 | 65.4 |  |  |
| Tipp City, OH | Aa2 | 104.3 |  |  |
| Twinsburg, OH | Aa2 | 57.1 |  |  |
| Vandalia, OH | Aa2 | 106.2 |  |  |
| Violet Township (Fairfield County), OH | Aa2 | 82.0 |  |  |
| Willoughby, OH | Aa2 | 48.0 | 85\% | average |
|  |  |  | 63\% | median |

Orange General Fund YEB (excluding Agency) vs Revenue
Years 2016-2022 (actual) 2023-2025 (est)


## Table of Orange Fund Balance (Actual and Projected)

|  |  |  |  |
| ---: | ---: | ---: | ---: |
| Year |  |  |  |

## Voted Bond Millage Scenarios



## - KEY RESPONSIBILITIES OF THE

## - FINANCIAL ADVISOR

- (All Methods of Sale)
- Assists in evaluating capital funding alternatives and developing a financing plan.
- Assists with obtaining required authorizations, including referenda
- Provides advice on method of sale (where appropriate)
- Develops RFP for financing team
- Evaluates proposal submissions
- Recommends timing of bond sale
- Identifies tasks, responsibilities, and dates for completing activities leading up to bond sale
- Designs debt structure
- Provides advice on approach to ratings and assists with rating presentation
- Evaluates use of and obtains bids for credit enhancement (if appropriate)
- Assists in producing and reviewing documents, including preliminary and final official statements
- Conducts pre-marketing of issue (competitive sale)
- Evaluates bids, including accuracy of TIC calculation, and recommends award (competitive sale)
- Reviews pricing and allocation of bonds (negotiated sale)
- Assists with closing arrangements
- Provides advice on investment of bond proceeds (if appropriate)
- Provides advice related to compliance with arbitrage regulations


## - KEY RESPONSIBILITIES OF THE <br> SENIOR MANAGING UNDERWRITER

- (Negotiated Sale)
- Recommends timing of bond sale
- Identifies tasks, responsibilities, and dates for completing activities leading up to bond sale
- Designs debt structure
- Provides advice on approach to ratings and assists with rating presentation
- Evaluates use of and obtains bids for credit enhancement (if appropriate)
- Assists in producing and reviewing documents, including preliminary and final official statements
- Conducts pre-marketing of issue
- Prepares preliminary pricing analysis prior to planned sale date
- Distributes preliminary and final official statements
- Coordinates syndicate activities in pricing and allocating bonds
- Purchases bonds from issuer for sale to final investors
- Assists with closing arrangements
- Completes sales report including designations and allotments


## Thank You

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[^0]:    Bond Counsel (Legal Opinion
    > Prepare bond resolution/ordinance
    > Provide Official Statement/disclosure preparation assistance
    > Prepare various deal related legal documents
    > Provide legal opinion to investors

[^1]:    Source: Thomson Reuters

[^2]:    *Hypothetical Example

[^3]:    Hypothetical Illustration

[^4]:    

