



NAVIGATING THE MUNICIPAL SECURITIES MARKET

Information and Resources For Municipal Officials
Thinking About Raising Money Through
A Municipal Bond Issuance





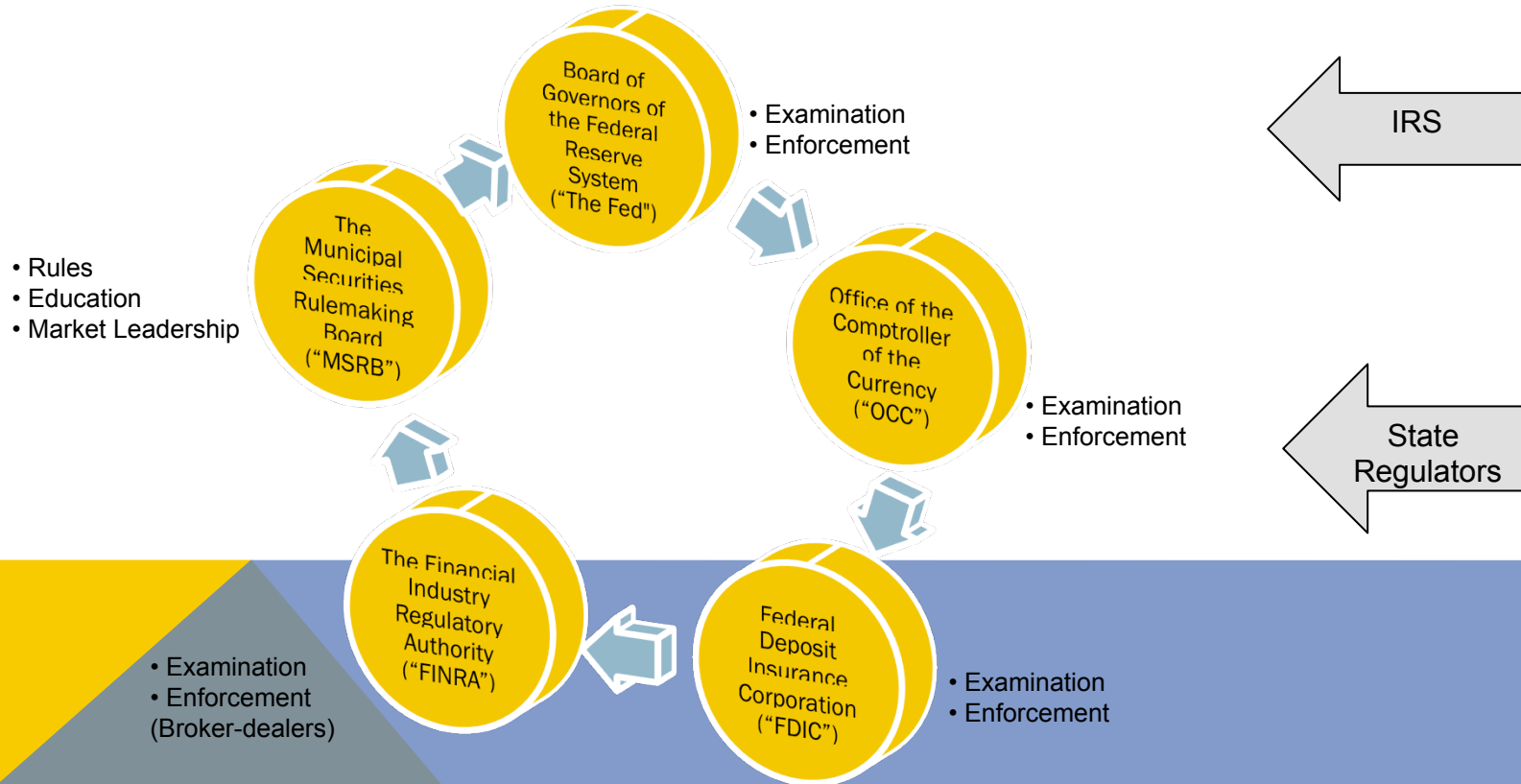
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WHO WE ARE: MUNICIPAL SECURITIES MARKET REGULATORS



- Rules
- Industry oversight
- Enforcement



Securities Act of 1933

- Primary Market Regulation
- Section 17(a) Anti-fraud

Securities Exchange Act of 1934

- Establishes the SEC
- Secondary Market Regulation
- Section 10(b) Anti-fraud
- Rule 10b-5
- Section 15B Municipal Securities
- Rule 15c2-12

Securities Acts Amendments of 1975

- Establishes the Municipal Securities Rulemaking Board (“MSRB”)

Tower Amendment

- Prohibits the SEC and MSRB from requiring issuers to register offerings and prohibits the MSRB from requiring issuer filings

Dodd-Frank Act

- Expands the SEC and MSRB’s jurisdiction and mission

WHY ARE WE HERE TODAY?

To Bridge The Gap Between Officials In Municipalities That Infrequently Access The Municipal Bond Markets And to Provide Them With The Information They Need To Know Before Entering Into the Bond Market.

We will cover:

- Options for entering the bond market
- Putting together your financial team
- How to avoid fraud and abuse
- Best practices

RESULTS OF FRAUDULENT BOND OFFERINGS

In recent years, the SEC has pursued a number of municipal securities enforcement actions. These enforcement actions have exposed the following consequences of fraudulent bond offerings:

- Inaccuracies in the primary disclosure document accompanying the issuer's offering of a bond caused a municipality to raise taxes on its citizens;
- A fraudulent bond offering led to an uncompleted public works project;
- Failure to disclose to investors changes in the scope of a project led to debt payments that strained the budget of a small municipality; and
- The failure of a municipal advisor to disclose a conflict of interest with the underwriters caused a municipality to enter into a bond offering that may not have been in its best interest.

OUR PROPOSED SOLUTION

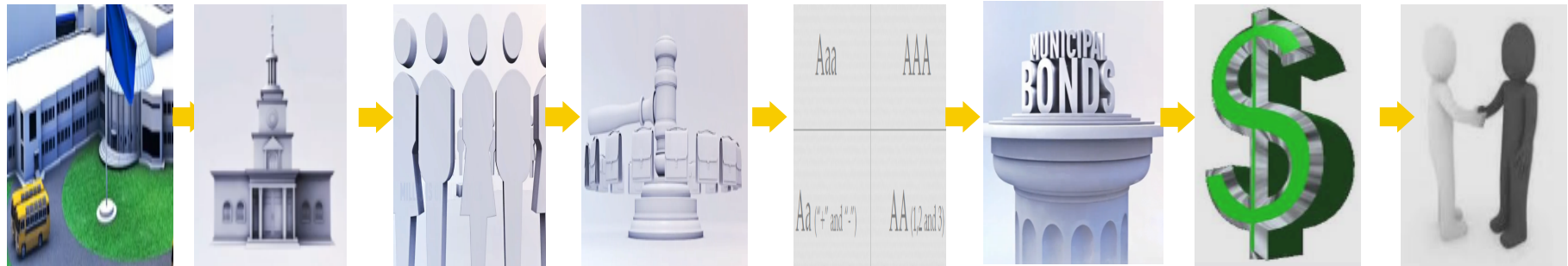
To minimize the fraud and abuse of municipal officials in municipal securities transactions by equipping them with: the basic municipal securities information they need to understand before entering into a bond transaction; information regarding the municipal securities educational materials and resources that are available to them; and the materials they can use to research and evaluate their municipal securities transaction team before entering in a bond transition.



**OVERVIEW OF THE MUNICIPAL
SECURITIES MARKET AND THE PROCESS
OF RAISING CAPITAL**

U.S. SECURITIES AND EXCHANGE COMMISSION

OVERVIEW OF THE BOND ISSUANCE PROCESS



Identify the capital project need

Obtain approval from the governing body or citizens if necessary

Assemble the financing team

Develop a legal and finance structure

Obtain a securities rating (if desired)

Market the securities to investors

Price the securities

Close the securities

WHAT IS THE MUNICIPAL SECURITIES MARKET?

Municipal Securities Market: The market through which municipalities issue bonds and investors buy bonds.

- The market consists of a **primary market**, where issuers sell securities for the first time, and a **secondary market**, where existing securities that have already been issued in a public or private offering are sold and bought among investors or traders, usually on a securities exchange, or over-the-counter.
- First time issuers operate solely in the primary market, thus the focus of this PowerPoint presentation.

WHAT IS A MUNICIPAL BOND?

A **municipal bond** is a type of debt security issued by or on behalf of a state or its political subdivision, or an agency or instrumentality of a state, its political subdivision, or a municipal corporation.

- A security is a financial instrument that represents either equity (ownership in a corporation) or debt (a loan to a corporation or governmental entity).
- Investors loan money to the governmental entity.
- The governmental entity pays the principal to the investor plus interest.

THERE ARE TWO GENERAL TYPES OF MUNICIPAL BONDS

General Obligation Bonds ("GO Bonds")

- Typically backed by full faith and credit and taxing powers of governmental entity
 - Local - Property taxes
 - States - Income and sales
- More diverse credit structure
- Requires taxing authority
- Voter approval
 - Unlimited Tax – backed by full faith and credit
 - Limited Tax – only specific taxes are pledged
- Finances capital improvements
- Typically treated as unsecured credit in bankruptcy proceedings

Revenue Bonds

- Backed by specific revenue stream or revenues generated by a project
- Matches sources of payment for bonds to the project financed
- Users pay cost of project and financing
- Variety of revenues could be pledged to pay debt service
- Covenants could limit bonding capacity
- Debt service coverage requirements
- Typically treated as secured credit in bankruptcy proceedings

WHY ISSUE A MUNICIPAL BOND?

States and local governments issue *debt* to raise funds which are generally used to finance public projects



Yankee Stadium Parking Structure



Children's Mercy Hospital



BWI Airport

This includes:

Land

Buildings

Improvements

Easements

Equipment

Vehicles

Library Books

Machinery

Any physical public betterment or improvement, the acquisition of property of a permanent nature, or the purchase of equipment* and includes:

- ✓ Cost of any preliminary plans, studies and surveys
- ✓ Cost of any professional fees, printing, engraving, document production, publication notices, taking title, bond insurance, and interest during construction
- ✓ Reimbursement for any such costs

*District of Columbia Home Rule Act, §103

WHY ARE MUNICIPAL BONDS ATTRACTIVE TO INVESTORS?

Interest on municipal securities is generally excluded from the gross income of the holder for federal income tax purposes

Income tax laws of most states also exempt interest on the securities of issuers within those states

A state may also exempt interest paid by another state's municipal securities

Some municipal securities may be taxable and in some cases an alternative minimum tax (AMT) may apply to some bonds for some taxpayers

- The AMT attempts to ensure that individuals and corporations that benefit from certain exclusions pay at least a minimum amount of tax.*

*Tax Topic 556 – Alternative Minimum Tax, <http://www.irs.gov/taxtopics/tc556.html>

TAX EXEMPTION

Value to the investor: A tax-free investment may result in the same income as a higher-yield taxable investment (*if* all else is equal, such as risk of default)

Value to the municipality: Enables the municipality to borrow at a lower cost than if its bonds were taxable

POTENTIAL RISKS FOR INVESTORS AND MUNICIPALITIES

Legislative Risk

- The risk that a change in the tax code could affect the value of taxable or tax-exempt interest income

Default Risk

- The risk that the municipality will be unable to make interest or principal payments as they become due

Call Risk

- The risk that a callable bond may be redeemed by the issuer prior to maturity

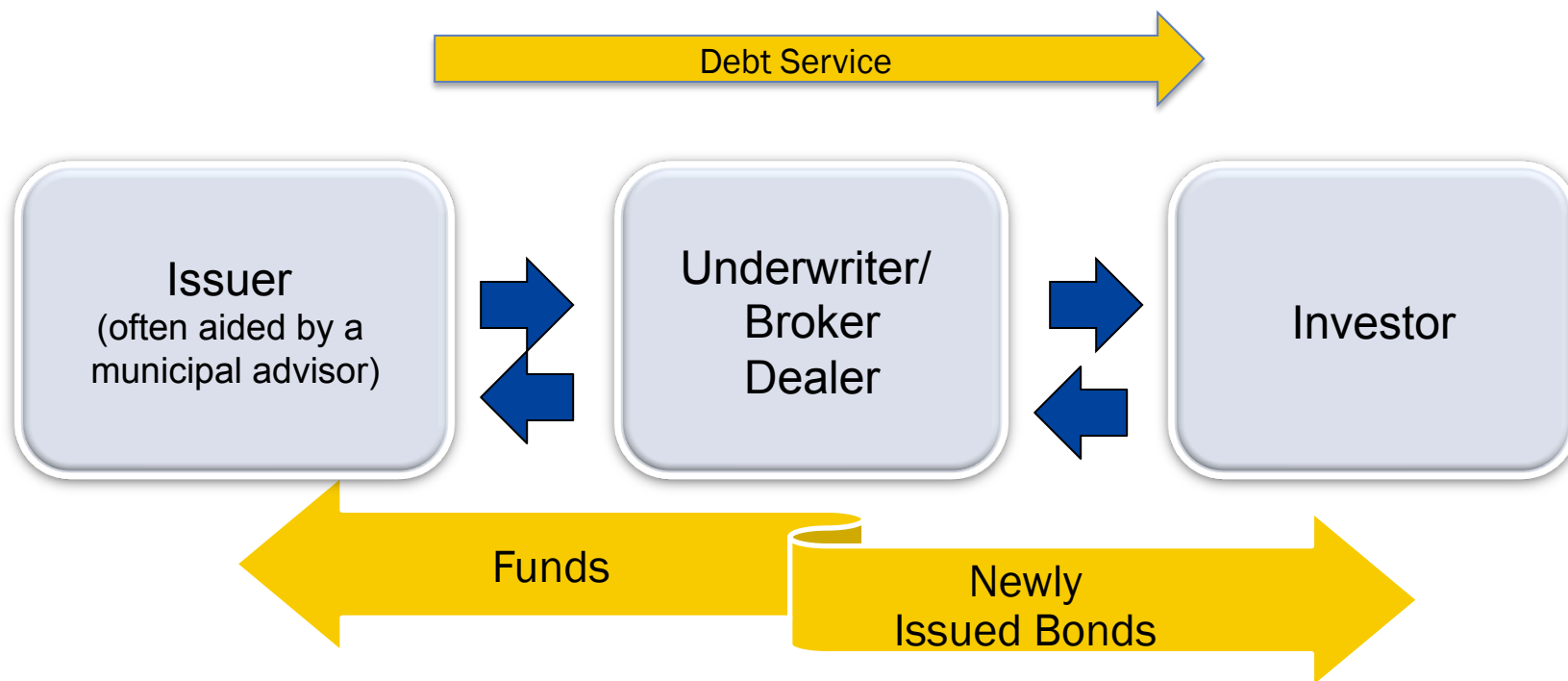
Interest Rate Risk

- The risk of interest rate fluctuations

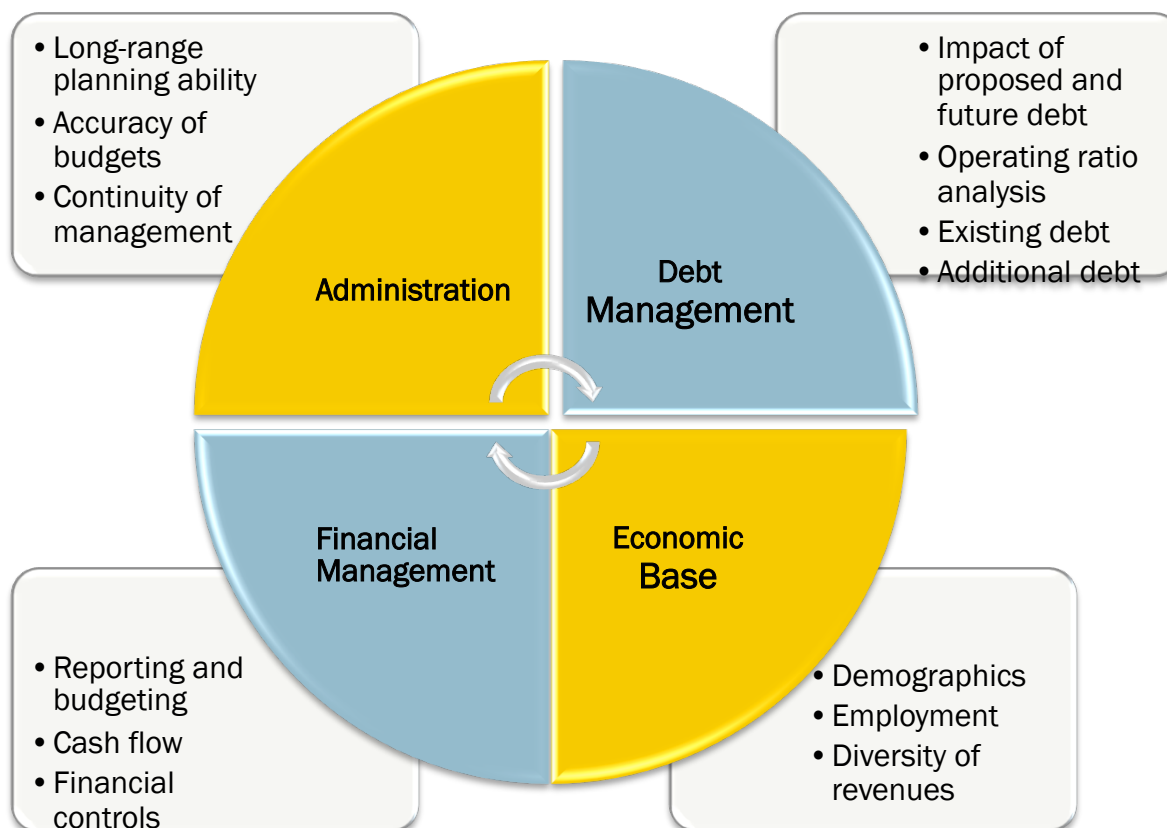
Liquidity Risk

- The risk that there may not be a significant market for the purchase and sale of the bond

THE MECHANICS OF MUNICIPAL DEBT OFFERING



CONSIDERATIONS – ASSESSING ABILITY AND WILLINGNESS TO PAY

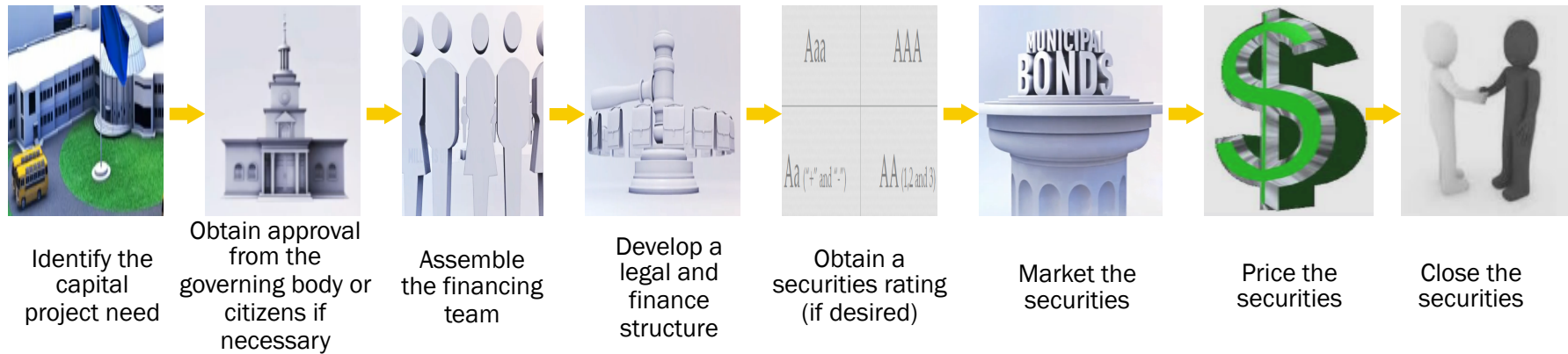




THE OFFERING PROCESS

U.S. SECURITIES AND EXCHANGE COMMISSION

THE BOND OFFERING PROCESS – STRUCTURING THE BOND DEAL



Structuring the Deal

THE FINANCING TEAM

Underwriter

**Trustee/
Paying Agent**

**Underwriter's
Counsel**

**Municipal
Advisor**

Issuer

Bond Counsel

**Credit
Enhancers**

Rating Agencies

**Feasibility
Consultant**

THE FINANCING TEAM

Issuer (The Municipality)

- A state, territory, political subdivision, municipality or governmental agency or authority that raises funds through the sale of municipal securities.
- Sets and implements debt management policy.
- Defines financing requirements.
- Selects and manages the financing team.

Municipal Advisor

- Provides advice to or on behalf of municipal entities or obligated persons on the issuance of municipal securities or municipal financial products.
 - May also be a person that undertakes a solicitation of a municipal entity.

Bond Counsel

- Represents the legal interest of bond holders.
- Drafts the governing documents and provides tax-exempt bond opinion.

UNDERWRITER/ BROKER-DEALER

Underwriter/ Broker-Dealer

- Municipal securities dealer that purchases municipal securities from the issuer and sells them to investors (or may act as placement agent places securities with investors).
- A municipal securities offering may be underwritten by a sole underwriter or a syndicate

Syndicate

- A group of underwriters formed to purchase a new issue of municipal securities from the issuer and offer it for resale to the general public
- Organized for the purposes of:
 - sharing the risks of underwriting the issue
 - obtaining sufficient capital to purchase an issue
 - broadening the distribution channels of the issue to the investing public
- Composed of a senior manager and co-managers

UNDERWRITER / BROKER-DEALER COMPENSATION – GROSS SPREAD

In the primary market, underwriters are paid by the issuer out of the proceeds of the bond sale. This compensation is called the gross spread which has three distinct components.



Compensation payable to the senior manager for structuring the issue and managing the syndicate

Compensation payable to the selling firms

Compensation payable to the manager for out-of-pocket expenses such as postage, travel, etc.

THE FINANCING TEAM – OTHER PARTICIPANTS

Underwriter's Counsel

- Represents the underwriters in a negotiated issue, may prepare the official statement.
- Conducts due diligence on the issuer's offering documents.

Disclosure Counsel

- Advises as to required disclosures in a municipal securities issuance.

Trustee

- Acts in a fiduciary role for the benefit of security holders in enforcing the terms of the trust indenture.
- Transmits the principal and interest from the issuer to the security holders.

THE FINANCING TEAM – OTHER PARTICIPANTS

Feasibility Consultant

- Writes the feasibility report prepared for revenue bond sales.
- The feasibility report is a report or study detailing the economic practicality of and the need for a proposed program, service or project. It frequently analyzes the market or demand for the program, project or service being considered, historical revenues and expenditures for the same or comparable facilities, and, based upon assumptions, makes forecasts or projections of financial performance or other operating statistics. The feasibility study may include a user or other rate analysis to provide an estimate of revenues that will be generated for the purpose of substantiating that debt service can be met from pledged revenues. In addition, the feasibility study may provide details of the physical, operating, economic or engineering aspects of the proposed project, including estimates of or assumptions regarding construction costs, completion dates and drawdown schedules.*

Rating Agencies

- Assign and periodically update ratings, which are opinions about the credit quality of an issue and the ability and willingness of an issuer to meet its financial obligations.

Credit Enhancers

-

*See Municipal Securities Rulemaking Board, MSRB Glossary, available at <http://www.MSRB.org/Glossary.aspx>

FIVE QUESTIONS TO ASK YOUR MUNICIPAL ADVISOR

- (1) What professional licenses/accreditations do your employees hold, if any (e.g., CPA, JD, Series 7, Series 24, Series 50- required for Municipal Advisors as of September 12, 2017 pursuant to MSRB Rule G-3)?
- (2) What other educational and/or industry training do your representatives and principals have that has provided them with the skills to provide municipal advisory services to my municipality?
- (3) What types of services has your firm provided and currently provides to its municipal entity and obligated person clients (e.g. Preparing an RFP? Continuing disclosure work? Helping issuers and obligated person determine the method of sale - competitive versus negotiated? Remarketing services?)?
- (4) What type of transactions has your firm participated in as a municipal advisor (e.g. general obligation bonds, land-secured bond issuances, hospital/health care bond deals, conduit borrower deals, etc.)?
- (5) Has your firm and/or any affiliated persons of entities of your firm been involved in any threatened, pending or settled complaints, litigation or arbitrations, including an out of court or informal settlement?

PUTTING TOGETHER THE FINANCING TEAM: CONSIDERATIONS

Experience and market reputation (e.g. reputation with other municipalities)

Familiarity with region and type of desired financing structure

Firm representatives assigned to transaction team

Availability

Any previous or current criminal and/or civil securities history

Fees / Compensation (e.g. contingent, hourly)

Minority Business Enterprise/Women's Business Enterprise ("MBE/WBE") Participation

Established relationships with other members of transaction team

FINANCING TEAM: ADDITIONAL CONSIDERATIONS WHEN STRUCTURING THE DEAL

Members of the deal team work together to establish a plan of finance for the bond transaction

- Types of securities to be issued
- Principal amount of the offering
- Coupon and interest rate features
- Debt service schedule
- Redemption features
- Ratings
- Credit enhancements
- Priority provisions
- Tax status
- Maturity structure



**RESEARCHING FINANCIAL
PROFESSIONALS AND
UNDERSTANDING INVESTMENT
PRODUCTS**

U.S. SECURITIES AND EXCHANGE COMMISSION

OUTSIDE OF A BOND TRANSACTION, IF SELECTING A BROKER DEALER OR INVESTMENT ADVISER FOR INVESTMENT PURPOSES

It is generally illegal for someone to offer investments without being registered

Ask and Check:

- ASK if they are licensed to sell the investment and if the product is registered.
- CHECK that they are licensed and the product is registered.

Check Out your Investment Professional!

Underwriters/Broker-Dealers register with FINRA and/or the SEC:

Investment advisers register with states or the SEC:

Municipal Advisors register with the MSRB and the SEC:

- Check to see if they are all registered and their disciplinary history.

RESEARCH YOUR FINANCIAL PROFESSIONALS

Professional or Product Type	Check	URL and Phone
Broker-Dealers and Municipal Securities Dealers	MSRB Registration Status	http://www.msrb.org/BDRRegistrants.aspx
Municipal Advisor Firms and Their Associated Series 50 Qualified Representatives	MSRB Registration Status	http://www.msrb.org/MARRegistrants.aspx
Municipal Advisor Firms and Their Associated Representatives	Series 50 Professional Credentials	http://www.msrb.org/MARRegistrants.aspx

CHECK OUT YOUR FINANCING TEAM

Professional or Product Type	Check	URL and Phone
Broker-Dealer	Professional Background and Complaint History	https://brokercheck.finra.org/
Municipal Advisor	Background	https://www.sec.gov/edgar/searchedgar/companysearch.html
Bank Dealer	Federal Deposit Insurance Corporation	https://www.fdic.gov/
	Federal Reserve System	https://www.federalreserve.gov/
	Office of the Comptroller of the Currency	https://www.occ.treas.gov/

HOW TO FILE A MUNICIPAL MARKET COMPLAINT

The MSRB protects investors, state and local governments and other municipal entities, and the public interest by promoting a fair and efficient municipal securities market. MSRB rules govern the professional conduct of brokers, dealers, municipal securities dealers and municipal advisors. Complaints about these financial professionals may be directed to the regulatory authorities listed below (please see link) or to the MSRB, which will direct the complaint to the appropriate authority. Call or email the MSRB at 202-838-1330 or complaints@msrb.org

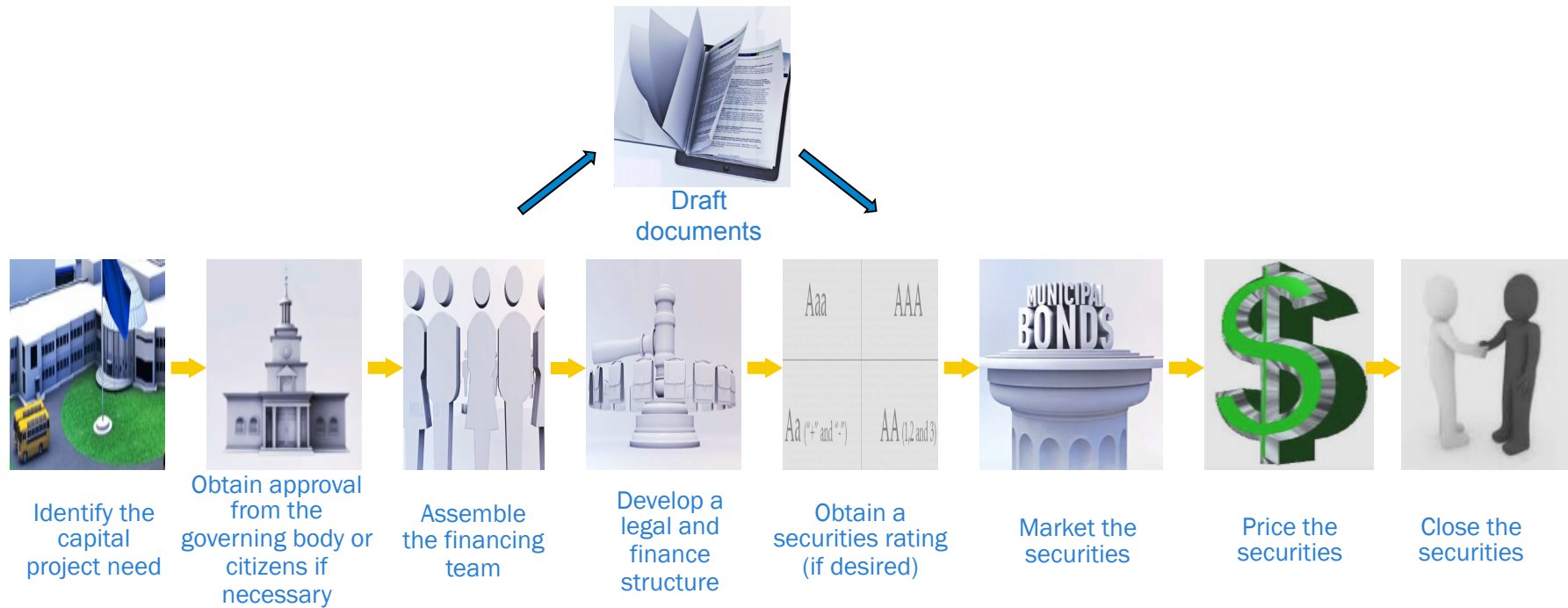
<http://www.msrb.org/Rules-and-Interpretations/File-a-Complaint.aspx>



DRAFTING THE DOCUMENTS

U.S. SECURITIES AND EXCHANGE COMMISSION

THE OFFERING PROCESS – DRAFTING THE DEAL DOCUMENTS



THE DEAL DOCUMENTS:

Fixed Rate Offering Documents

- Preliminary Official Statement
 - Financial Statements
 - Feasibility Study
- Official Statement
- Bond Purchase Agreement (“BPA”) or Contract of Purchase
- Blue Sky Survey

Basic Legal Documents

- Trust Indenture
- Bond Resolution authorizing the financing
- Tax Equity and Fiscal Responsibility Act of 1982 (“TEFRA”) Approval Certificate, if applicable
- Loan Agreement, if applicable
- Continuing Disclosure Agreement
- Tax Certificate
- Request to authenticate and deliver bonds
- IRS Form 8038
- Legal Opinions
 - Bond Counsel
 - Underwriter’s Counsel

Variable Rate Offering Documents

- Remarketing Agreement
- Letter of Credit
- Stand-by Purchase Agreement
- Reimbursement Agreement
- Official Statement

CASE STUDY: STATE OF FLORIDA BOARD OF GOVERNORS

PRELIMINARY OFFICIAL STATEMENT DATED SEPTEMBER 7, 2012	
<small>This document is "deemed final" by the Issuer as of its date for purposes of, and except for certain omissions permitted by, SEC Rule 15c2-12(b)(1).</small>	
New Issue - Book-Entry Only	This Official Statement has been prepared by the Division of Bond Finance to provide information about the 2012A Bonds. Selected information is presented on this cover page for the convenience of the reader. <i>To make an informed decision, a prospective investor should read this Official Statement in its entirety.</i> Unless otherwise indicated, capitalized terms have the meanings given in Appendix A.
	\$8,095,000* STATE OF FLORIDA Board of Governors University of Central Florida Parking Facility Revenue Bonds, Series 2012A
	Dated: Date of Delivery Due: July 1, as shown on the inside front cover
Bond Ratings	— Fitch Ratings — Moody's Investors Service — Standard & Poor's Ratings Services
Tax Status	In the opinion of Bond Counsel, interest on the 2012A Bonds will be excluded from gross income for federal income tax purposes and will not be an item of tax preference for purposes of the federal alternative minimum tax imposed on individuals and corporations. However, interest on the 2012A Bonds will be taken into account in determining adjusted current earnings for purposes of computing the alternative minimum tax on corporations. The 2012A Bonds and the income thereon are not subject to taxation under the laws of the State of Florida, except estate taxes and taxes under Chapter 220, Florida Statutes, as amended. See "TAX MATTERS" herein for a description of other tax consequences to holders of the 2012A Bonds.
Redemption	The 2012A Bonds maturing on and after July 1, 2023, are subject to optional redemption as provided herein. Certain of the 2012A Bonds may be subject to mandatory redemption, contingent upon the exercise of the Term Bond option.
Security	The 2012A Bonds will be secured by and payable from the Pledged Revenues. The Pledged Revenues consist of the Parking System Revenues after deducting the Administrative Expenses, the Current Expenses and the Rebate Amount, if any. The 2012A Bonds are not secured by the full faith and credit of the State of Florida or the University.
Lien Priority	The lien of the 2012A Bonds on the Pledged Revenues is a first lien on such revenues and will be on a parity with the Outstanding Bonds and any Additional Parity Bonds. The aggregate principal amount of Bonds which are expected to be Outstanding subsequent to the issuance of the 2012A Bonds is \$44,145,000*.
Additional Parity Bonds	Additional Parity Bonds payable on a parity with the 2012A Bonds and the Outstanding Bonds may be issued if the average Pledged Revenues for the two immediately preceding Fiscal Years, as adjusted, are at least 120% of the Maximum Annual Debt Service. This description of the requirements for the issuance of the Additional Parity Bonds is subject to the terms and conditions of the Official Statement.
Purpose	
Interest	
Record	

Tax-exempt

Bonds may be redeemed

Principal amount of the offering

Revenue bonds

Preliminary Official Statement

CASE STUDY: STATE OF FLORIDA BOARD OF GOVERNORS (CONT.)

MATURITY STRUCTURE

<u>Initial CUSIP[®]</u>	<u>Due Date</u>	<u>Principal Amount*</u>	<u>Interest Rate</u>	<u>Price or Yield</u>	<u>First Optional Redemption Date and Price</u>
	July 1, 2013	\$240,000			-
	July 1, 2014	325,000			-
	July 1, 2015	330,000			-
	July 1, 2016	335,000			-
	July 1, 2017	345,000			-
	July 1, 2018	350,000			-
	July 1, 2019	360,000			-
	July 1, 2020	365,000			-
	July 1, 2021	380,000			-
	July 1, 2022	390,000			-
	July 1, 2023**	400,000			July 1, 2022 @ 100%
	July 1, 2024**	410,000			July 1, 2022 @ 100
	July 1, 2025**	425,000			July 1, 2022 @ 100
	July 1, 2026**	440,000			July 1, 2022 @ 100
	July 1, 2027**	455,000			July 1, 2022 @ 100
	July 1, 2028**	475,000			July 1, 2022 @ 100
	July 1, 2029**	490,000			July 1, 2022 @ 100
	July 1, 2030**	505,000			July 1, 2022 @ 100
	July 1, 2031**	525,000			July 1, 2022 @ 100
	July 1, 2032**	550,000			July 1, 2022 @ 100

Preliminary Official Statement

Serial bonds

THE OFFICIAL STATEMENT CONTAINS THE KEY INFORMATION REGARDING THE OFFERING AND THE MUNICIPAL SECURITIES

The Official Statement, also referred to as the offering memorandum or private placement memorandum, is the document used by the underwriter and syndicate to sell bonds to buyers

- Terms of bonds
- Source of payment for the bonds
- Purpose of the bond issue
- Sources and uses of bond proceeds and other money
- Summary of important terms of the legal documents for the bond issue
- Continuing Disclosure Agreement

Final official statement for the State of Florida Board of Governors revenue bond issuance

New Issue - Book-Entry Only
 This Official Statement has been prepared by the Division of Bond Finance to provide information about the 2012A Bonds. Selected information is presented on this cover page for the convenience of the reader. To make an informed decision, a prospective investor should read the Official Statement in its entirety. Unless otherwise indicated, capitalized terms have the meanings given in Appendix A.

\$7,860,000
 STATE OF FLORIDA
 Board of Governors
 University of Central Florida
 Parking Facility Revenue Bonds, Series 2012A

Dated: Date of Delivery Due: July 1, as shown on the inside front cover

Bond Ratings	AA- Fitch Ratings Aa3 Moody's Investors Service Aa+ Standard & Poor's Ratings Services
Tax Status	In the opinion of Bond Counsel, interest on the 2012A Bonds will be excluded from gross income for federal income tax purposes and will not be an item of tax preference for purposes of the federal alternative minimum tax imposed on individuals and corporations. However, interest on the 2012A Bonds will be taken into account in determining adjusted current earnings for purposes of computing the alternative minimum tax on corporations. The 2012A Bonds and the income thereon are not subject to taxation under the laws of the State of Florida, except estate taxes and taxes under Chapter 220, Florida Statutes, as amended. See "TAX MATTERS" herein for a description of other tax consequences to holders of the 2012A Bonds.
Redemption	The 2012A Bonds maturing on and after July 1, 2023, are subject to optional redemption as provided herein.
Security	The 2012A Bonds will be secured by and payable from the Pledged Revenues. The Pledged Revenues consist of the Parking System Revenues after deducting the Administrative Expenses, the Current Expenses and the Refuse Amount, if any. The 2012A Bonds are not secured by the full faith and credit of the State of Florida or the University.
Liens Priority	The lien of the 2012A Bonds on the Pledged Revenues is a first lien on such revenues and will be on a parity with the Outstanding Bonds and any Additional Parity Bonds. The aggregate principal amount of Bonds which will be Outstanding subsequent to the issuance of the 2012A Bonds is \$43,910,000.
Additional Parity Bonds	Additional Parity Bonds payable on a parity with the 2012A Bonds and the Outstanding Bonds may be issued if the average Pledged Revenues for the two immediately preceding Fiscal Years, as adjusted, are at least 120% of the Maximum Annual Debt Service. This description of the requirements for the issuance of the Additional Parity Bonds is only a summary of the complete requirements. See "SECURITY FOR THE 2012A BONDS - Additional Parity Bonds" herein for more complete information.
Purpose	Proceeds will be used to finance a portion of the 2012A Project and to pay costs of issuance.
Interest Payment Dates	January 1 and July 1, commencing January 1, 2013.
Record Dates	December 15 and June 15.
Form Denomination	The 2012A Bonds will initially be registered in the name of Cede & Co., as nominee of The Depository Trust Company, New York, New York ("DTC"). Individual purchases will be made in book-entry form only through DTC's Participants (defined herein) in denominations of \$1,000 and integral multiples thereof. Purchasers of the 2012A Bonds will not receive physical delivery of the 2012A Bonds. See "DESCRIPTION OF THE 2012A BONDS" herein.
Closing/Settlement	It is anticipated that the 2012A Bonds will be available for delivery through the facilities of DTC in New York, New York on October 16, 2012.
Bond Registrar/ Paying Agent	U.S. Bank Trust National Association, New York, New York.
Bond Counsel	Bryan Miller Olive P.A., Tallahassee, Florida.
Issuer Contact	Division of Bond Finance, (850) 488-4782, bond@sbafra.com
Maturity Structure	The 2012A Bonds will mature on the dates and bear interest at the rates set forth on the inside front cover.

September 20, 2012

FUNDAMENTAL ELEMENTS OF A BOND

Maturity: the date the principal amount becomes due and payable

Principal Amount: Par amount that must be paid at maturity

The coupon: bond interest rate

Yield: the annual rate of return on the investment

Price: the amount paid for a bond, usually expressed as a percentage of par

MATURITY DATES, PRINCIPAL AMOUNTS, INTEREST RATES, PRICES AND YIELDS

Income Tax Secured Revenue Refunding Bonds
Series 2010A
(Tax-Exempt)

Year (December 1)	Principal Amount	Interest Rate	Yield	Price	CUSIP*
2017	\$ 5,370,000	3.000%	2.500%	103.473	25477GDS1
2017	13,290,000	5.000%	2.500%	117.374	25477GEH4
2018	3,315,000	3.500%	2.770%	105.597	25477GDT9
2018	30,485,000	5.000%	2.770%	117.102	25477GEJ0
2019	3,395,000	4.000%	2.950%	108.784	25477GDU6
2019	31,560,000	5.000%	2.950%	117.153	25477GEK7
2020	15,505,000	4.000%	3.120%	107.939	25477GDV4
2020	21,695,000	5.000%	3.120%	116.964	25477GEL5
2021	39,250,000	5.000%	3.270%	114.877	25477GDW2
2022	1,750,000	3.625%	3.420%	101.746	25477GEM3
2022	38,975,000	5.000%	3.420%	113.485	25477GDX0
2023	42,860,000	5.000%	3.570%	112.114	25477GDY8
2024	47,305,000	5.000%	3.680%	111.121	25477GDZ5
2025	49,260,000	5.000%	3.780%	110.227	25477GEA9
2026	50,645,000	5.000%	3.880%	109.342	25477GEB7
2027	53,530,000	5.000%	3.980%	108.465	25477GEC5
2028	85,805,000	5.000%	4.060%	107.770	25477GED3
2029	70,855,000	5.000%	4.140%	107.081	25477GEE1
2030	47,985,000	5.000%	4.190%	106.652	25477GEF8
2031	41,465,000	5.000%	4.270%	105.971	25477GEG6

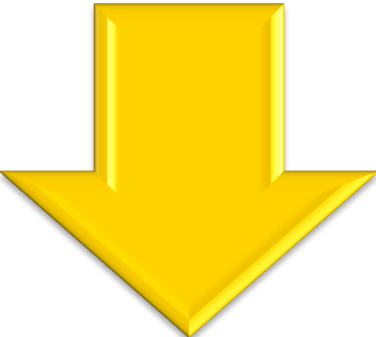
* Price or yield to first par call date of June 1, 2020.

Income Tax Secured Revenue Bonds
Series 2010B
(Federally Taxable)

Year (December 1)	Principal Amount	Interest Rate	Yield	Price	CUSIP
2017	\$14,040,000	4.053%	4.053%	100%	25477GEN1

PRICE AND YIELD

As interest rates rise, price of a bond decreases



Yield

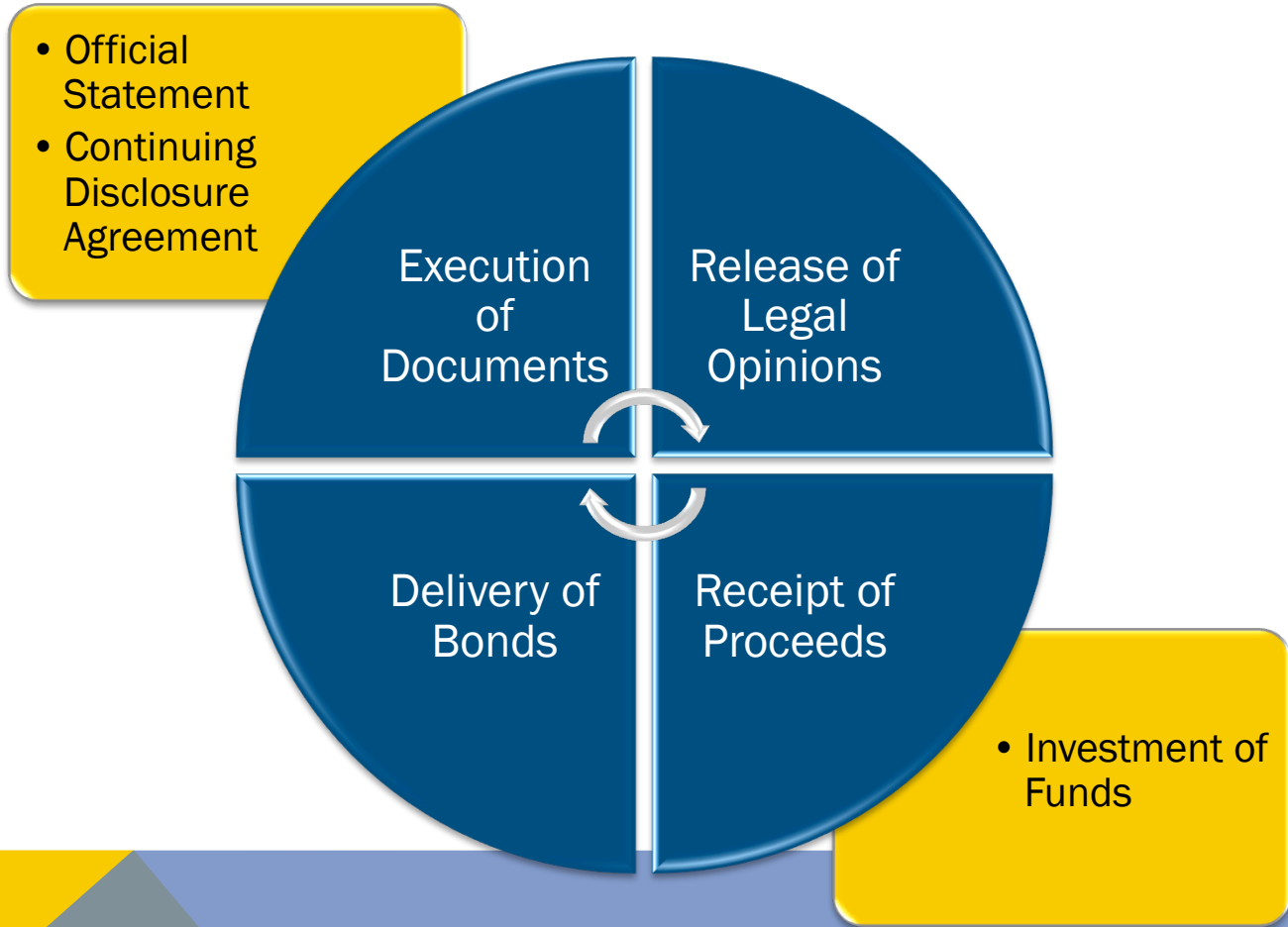
As interest rates decrease, price of a bond increases



Price



CLOSING



CONTINUING DISCLOSURE

SEC Rule 15c2-12 requires underwriters/broker-dealers:

- to receive and review an issuer’s “deemed” final official statement prior to bidding, purchasing, offering or selling the issuer’s securities
- to disseminate preliminary and final official statements prepared by issuers of most primary offerings of municipal securities
- to determine that an issuer or obligated person has entered into a Continuing Disclosure Agreement to provide continuing disclosures to the MSRB’s EMMA® website
 - event disclosures
 - annual financial and operating data

The background features a large yellow trapezoidal shape on the right side. On the left, there are two overlapping triangles: a blue one on top and a grey one on the bottom, both pointing towards the right. The text 'WEBSITE AND INFORMATION' is written in a bold, black, sans-serif font, rotated 45 degrees counter-clockwise, and positioned across the white space between the blue and grey triangles and the yellow shape.

WEBSITE AND INFORMATION

U.S. SECURITIES AND EXCHANGE COMMISSION

DESCRIPTION OF WEBSITE

Navigating the Municipal Securities Market Website: <https://www.sec.gov/munied>

Contains information and resources for municipal officials that are thinking about raising money through a bond issuance:

- Introduction to the Municipal Bond Market
- Where can Municipal Officials Obtain Information About Municipal Bonds?
- Protecting Your Municipality
- Research Your Financial Professionals
- What Are Some of the Risks Utilizing Municipal Bonds for Capital?
- What Other Factors Should You Consider Before Utilizing Municipal Bonds?

RESOURCES

The SEC's Office of Municipal Securities (OMS)- <https://www.sec.gov/municipal>

The Municipal Securities Rulemaking Board (MSRB) - <http://www.msrb.org/>

The Financial Industry Regulatory Authority (FINRA)- <http://www.finra.org/>

Government Finance Officers Association (GFOA)- <http://gfoa.org/>

National Association of Municipal Advisors (NAMA)- <http://www.municipaladvisors.org/>

Securities Industry and Financial Markets Association (SIFMA)- <http://www.sifma.org/>

National Association of Bond Lawyers (NABL)- <https://www.nabl.org/>

National Association of Municipal Analysts (NFMA)- <http://www.nfma.org/>

Bond Dealers of America (BDA)- <https://www.bdamerica.org/>

REPORTING FRAUD OR ABUSE TO THE U.S. SECURITIES AND EXCHANGE COMMISSION

SEC's Tips, Complaints and Referrals:

<https://denebleo.sec.gov/TCRExternal/disclaimer.xhtml>

SEC's Online Investor Complaint Form

<https://www.sec.gov/oiea/Complaint.html>