



PMATM

Oregon CUSD #220 Proposal

to provide Municipal Advisor Services

Prepared by

PMA Securities, LLC
2135 City Gate Lane, 7th Floor
Naperville, IL 60563
630-657-6400

September 25, 2020



PMA™

T 630 657 6400
2135 City Gate Lane, 7th Fl. Naperville, IL 60563 pmanetwork.com

September 25, 2020

Dr. Thomas Mahoney | Superintendent
Oregon Community Unit School District #220
206 S. 10th Street
Oregon, Illinois 61061

Dear Dr. Mahoney:

PMA Securities, LLC (“PMA”) would like to thank you for the opportunity to present our statement of qualifications to provide municipal advisory services to Oregon Community Unit School District #220 (the “District”). PMA is a Midwest firm, *headquartered in Illinois*, and our public finance professionals have the expertise and dedication required to meet the District’s financing needs. As a firm well-rooted in the Illinois market, we place a high priority on our client-focused customer service that will help guide the District through the financing process.

PMA Staff Experience and Ranking – PMA’s senior staff has extensive experience providing comprehensive financing assistance and, debt structuring strategies, and execution. Our track record speaks for itself as *PMA was ranked the number one financial advisor for the 13th year in a row to Illinois K-12 districts for the 12-month period ending June 30, 2020¹*. In fact, our success over the years has spurred continued growth in the Illinois market, which has led us to open an office in Fairview Heights, allowing PMA to better serve Illinois issuers, and school districts in particular, throughout the entire state. Below is a table illustrating PMA’s #1 ranking for financial advisor services provided to K-12 districts in Illinois.

K-12 Financial Advisor	Amount (US\$ mil)	Rank	Number of Issues
PMA Securities LLC	637.5	1	49
Acacia Financial Group Inc	193.6	2	5
Public Alternative Advisors	174.5	3*	2
PFM Financial Advisors LLC	174.5	3*	2
Raymond James	147.4	5	5
Stern Brothers & Co	80.4	6	2
Speer Financial Inc	59.0	7	5
Kings Financial Consulting Inc	19.0	8	6
Meristem Advisors LLC	13.0	9	1
Crystal Financial Consultants Inc	9.6	10	2
Stifel Nicolaus & Co Inc	1.9	11	1
Kane McKenna Capital Inc	1.7	12	1

* Indicates a tie

¹Source: Thomson Reuters. Based on the par amount and number of issues advised upon for Illinois K-12 districts during the 12-month period ending June 30, 2020. Includes Financial Advisors on negotiated and competitive sales. Does not include Chicago Board of Education. Please note that past performance does not indicate future results.

PMA's Competitive Advantage – PMA's suite of financial products and services gives us a broad and unique perspective of bond transactions in Illinois. Because of our holistic approach, PMA analyzes the District's debt profile in the context of its operational and capital position to ensure decisions are not made in a vacuum and that the District considers both the present and future effects of its debt decisions. In our proposal you will see the comprehensive approach with which we provide our services to the District and we will work collaboratively with the District administrators to determine the most appropriate structure that meets the District's financing objectives.

As Dr. Mahoney may recall, PMA was recently asked to justify the execution of one of our transactions compared to that of one of our competitors. Just as we provided a thorough and analytical explanation for this unique occurrence, we are confident that our thoughtful and comprehensive approach will provide the District with all the necessary information to make informed decisions regarding its proposed bond issue. To this end, **as Exhibit A**, we include a sample call date analysis completed for one of our school district clients that our competitors do not typically consider. This is one indication of the level of PMA's analytical skillset that is unmatched in the Illinois market.

Furthermore, we have an identified RFP process to evaluate underwriter proposals and recommend the underwriter that will best serve the District at the lowest cost. This process is described in greater detail in the body of this proposal.

Last, it is worth noting that another PMA advantage is that the preparation of the Official Statement is included in our scope of services and, therefore, in our proposed fee. Many of our competitors outsource this service to a third party for which the District will incur a larger disclosure counsel fee.

PMA's Role as a Fiduciary – In July of 2014, the Securities and Exchange Commission ("SEC") effected a new level of standards for municipal advisors. These standards clarified how various parties may interact with municipal bond issuing entities in regard to the development of a financing plan as well as the issuance of the debt instruments themselves. PMA is registered as a municipal advisor with both the SEC and the Municipal Securities Rulemaking Board ("MSRB"). This registration requires PMA to serve as a fiduciary maintaining a high level of integrity, commitment, and performance to assure all debt transactions serve the greater good of the City. PMA is also a registered broker-dealer but **does not underwrite any bond transactions**. This dual registration subjects PMA to a higher level of both compliance and regulation than a traditional independent advisor. This heightened examination of our policies and procedures from multiple regulatory agencies can assure our clients that they are receiving thoroughly independent advice as well as the best level of service possible, as required.

PMA commits to provide services in conformity with the specifications contained in this proposal. We look forward to the opportunity to discuss our credentials with you and welcome the opportunity for an interview.

Most Sincerely,



Andrew Kim
Director, Public Finance
PMA Securities, LLC



Robert E. Lewis III
Senior Vice President, Managing Director
PMA Securities, LLC

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1. Biographies and PMA Advantages

Staffing

Resumes of PMA's personnel to be assigned to the District are below. Each person is registered as a Municipal Advisor Representative.

Municipal Advisor Personnel

The skills of our public finance team include efficient project management, knowledge of the credit considerations of bond analysts, investment of bond proceeds and knowledge of the idiosyncrasies of the Illinois bond market. **Andrew Kim will be primarily responsible for performing the municipal advisory services for the District, and he will be the primary contact concerning this RFP.** Robert Lewis will serve as an additional advisor and contact for the District. Either Andrew or Bob will be available for all District-related meetings. In the extreme case that both are not available, another qualified employee will represent PMA at any meeting requested by the District. PMA's team of quantitative analysts will provide the municipal bond issuance, pricing, and structuring advice. In addition, our portfolio advisors are available to assist in the planning of short-term borrowings, investment management of bond proceeds including arbitrage rebate reporting, and operating cash flow management.

Role	Location	Number of Employees
Senior Vice President / Managing Director	Naperville (2), Milwaukee (1)	3
Vice President	Albertville (1), Naperville (1)	1
Director	Albertville (1), Fairview Heights (1), Milwaukee (2), Naperville (1)	5
Analyst	Naperville (1)	1
Senior Associate	Naperville (2)	2
Associate	Naperville (1), Milwaukee (1), Albertville (1)	5
Coordinator	Naperville (1)	1

Lead Financial Advisor



Andrew Kim

Director, Public Finance

Phone: 630.657.6449 | Fax: 630.718.8701

Email: akim@pmanetwork.com

Andrew Kim joined PMA in 2015. He has been in the public finance industry since 2009, having started his career at a financial advisory firm before moving on to an underwriting broker-dealer and then to PMA. While at his prior firms, his primary responsibilities included providing quantitative and qualitative research, financial analysis, and client support for local government and non-profit clients.

At PMA, Mr. Kim is responsible for expanding PMA's Public Finance footprint among units of government in the northern region of the State of Illinois. In this capacity, he provides financial advisory services to Ridgeland School District #122, Newark School District #66, and numerous other school, municipal, park, and library units of government.

Mr. Kim has a Bachelor of Arts in economics from Northwestern University and a Master of Public Policy from the University of Chicago. He holds FINRA Series 7 and Series 63 licenses as well as MSRB's Municipal Series 50 license. Mr. Kim is a member of the Illinois Association of School Business Officials (IASBO), Illinois Government Finance Officers Association (IGFOA), the Illinois Association of Park Districts (IAPD), and the Illinois Library Association (ILA). He has presented at various professional associations, including at the IGFOA, ILA, and IAPD annual conferences, as well as at PMA's annual finance seminars.

Key Personnel Involved



Robert E. Lewis III

Senior Vice President | Managing Director

Phone: 630.657.6445 | Fax: 630.718.8701

Email: rlewis@pmanetwork.com

Robert Lewis joined PMA in 2006 and is responsible for managing the Public Finance department of PMA Securities, LLC, which includes monitoring PMA's due diligence and documentation process, compliance with industry rules and regulations and internal procedures, and review of PMA's municipal security transactions. He also provides financial advisory services to municipal, park district, library, school district, and community college clientele. Prior to joining PMA, he served as Vice President at a regional investment banking firm for nearly nine years, focusing on municipal bond issues in the States of Illinois and Michigan.

Mr. Lewis graduated Summa Cum Laude from Northern Illinois University with a Bachelor of Science Degree in Political Science in 1993. In 1996 he received his Master of Arts Degree in Economics from Northern Illinois University. He worked as an instructor in the Economics Department at Northern Illinois University where he taught the principles of macroeconomics and microeconomics. He is a frequent speaker at conferences for the Illinois Association of School Business Officials, Illinois Government Finance Officers Association, and the Illinois Community College Finance Officers

Association in addition to other conferences. Furthermore, Mr. Lewis participated at the FINRA 2019 National Conference as a panelist on the Municipal Securities: Origination, Sales and Trading (Fixed Income Track) presentation along with key personnel at FINRA and the SEC. Mr. Lewis is registered as a Municipal Advisor Representative and Principal, and a Municipal Securities Representative and Principal. He holds Series 50, 52, 53, 54, and 63 securities licenses.

At PMA he provides financial advisory services to Rochelle 212, Rochelle 231, Harlem 122, Hononegah 207, Rockton 140, Prairie Hills 133, South Beloit 320, Genoa Kingston 424 (deal in process), Somonauk 432 and Meridian 223.

Quantitative Analysts

The responsibilities of the quantitative analysts include debt structuring and analysis, as well as assisting with the preparation of rating presentations, Official Statements and pricing books. PMA's analysts have worked on hundreds of Illinois municipal financings.



Jennifer Currier

Vice President | Senior Quantitative Analyst
Phone: 630.657.6443 | Fax: 630.718.8701
Email: jcurrier@pmanetwork.com

Jennifer Currier joined PMA in 2007 as an analyst after interning at the firm in 2006. In addition to her core duties as senior analyst, she also leads our team of analysts and support staff, and assists the advisors with providing financial advisory services to several Illinois issuers. Ms. Currier earned her Bachelor of Science degree in finance from the University of Illinois at Urbana-Champaign and her M.B.A. from Northern Illinois University. She holds Series 7, 50, and 63 securities licenses and is a member of the Illinois Association of School Business Officials as well as the Illinois Government Finance Officers Association. Ms. Currier presented on the importance of thorough disclosure in the preliminary official statement at IASBO annual conferences and has presented at PMA's bond symposiums and finance seminars.



Jasen Pinkerton

Senior Quantitative Analyst
Phone: 630.657.6442 | Fax: 630.718.8701
Email: jpinkerton@pmanetwork.com

Jasen Pinkerton started at PMA in 2015 after interning in the public finance department of Ramirez & Co., Inc. in 2014. As an analyst, Mr. Pinkerton works alongside the lead advisor to develop financial models that meet client objectives. His expertise includes debt structuring, market research and analysis, and economic updates. In addition to his day-to-day responsibilities, Mr. Pinkerton coordinates PMA's refunding analysis by monitoring client's outstanding callable bonds for potential savings. Mr. Pinkerton earned a Bachelor of Arts degree in economics from Northwestern University. He holds Series 50, 52, and 63 securities licenses.

PMA Advantages

Based on the District's needs and market conditions, PMA will provide recommendations to the District for the structuring, pricing, and delivery of the bonds.

Value-added Services

PMA provides value-added services in a number of ways. Specifically, there are four qualities embodied by PMA that stand out against our competitors: our client-focused customer service, our transaction expertise, our quantitative analytical skillset, and our comprehensive approach to our clients' debt portfolio.

Client-Focused Customer Service

As municipal advisor, PMA serves as the District's advocate, striving to bring about the best possible outcome for the District. As demonstrated throughout the proposal, PMA is committed to providing the District with quality customer service, which includes our accessibility, our communication with our clients and our commitment to excellence.

Our customer service includes placing a high priority on accessibility. We are aware that if you cannot reach us, we cannot provide you what you need. We strive not only to be accurate and thorough in our advice, but prompt and responsive to the requests that may arise on a bond financing, which often has a number of moving parts. This accessibility applies equally to the District Board as it does to the administration. From our Naperville headquarters, PMA is committed to attending Board meetings, when requested, to educate the Board and the community. If the lead advisor is unable to attend a particular Board meeting, one of our other senior advisors will be sure to attend, a commitment we can make because of the depth and breadth of our team.

Our customer service also includes keeping our clients informed of the ever-changing municipal bond market. Our access to various publications and media outlets, as well as numerous underwriting desks that have incentive to work cooperatively with PMA, keep us abreast of the many factors influencing the economy, interest rates, and investor dynamics. Furthermore, one of the main responsibilities of our Senior Public Finance Associate – Disclosure and Regulatory Coordinator is to remain informed of the various regulatory changes that impact the decisions we recommend to our issuer clients. Whether it is in regard to market dynamics or regulatory changes, PMA is equipped to keep the District aware of the myriad of factors that will impact its bond sale.

Our commitment to customer service is reflected in our commitment to excellence. We have a streamlined process to the bond issue established over the 15-year life of our department that includes everything from:

- ▶ The analytical approach of our senior advisors and our quantitative analysts;
- ▶ The preparation of the official statement and the rating presentation;
- ▶ The execution of the bond sale itself; and
- ▶ Continued updates on the District's outstanding debt service in the years after the bonds close.

Transaction Expertise

PMA's transaction expertise instills confidence in our clients that we can be a trusted advisor. In fact, our ranking as the #1 financial advisor to Illinois K-12 districts for the last 13 years¹ would not be possible without excellent execution every time we advise our clients.

Analytical Skillset

PMA's analytical skillset is distinguished by our approach to couponing in the determination of a bond structure. Like many public finance firms, PMA takes into account a callable premium bond's yield-to-maturity during the pricing of a bond, which is, in part, determined by the call date. However, many public finance firms do not consider the future refunding opportunity that is either captured or forsaken by both the couponing and the call date on the premium bond. We will make our recommendation based on the impact of the coupon and the call date, as well as the yield-to-call, to the overall debt service paid by the District. This includes the debt service leading up to the call date, but it also includes the debt service after a proposed call date assuming that the bonds could be refunded. We necessarily need to make certain assumptions regarding the future interest rate environment and the shape of the yield curve, but providing this type of analysis equips our issuer clients with the additional information needed to make the structuring decisions they face. See [Exhibit A](#) for a sample of PMA's coupon and call date analysis conducted for Hinsdale Township High School District #86.

Furthermore, our issuer clients have access to our firm-wide analytical perspective that provides updates on the municipal bond market, as well as the fixed-income and equity markets. Insight into these other markets offers a holistic perspective on the factors that impact not only the municipal bond market, but the specific bond issue(s) for the District.

Comprehensive Approach to Debt Portfolio

When we consider a proposed financing, we do not look at the financing in a vacuum. Instead, we consider both the existing debt and any potential financings that the District may be considering. This comprehensive approach balances the objective of providing the lowest cost of financing with the financial flexibility that is needed to meet certain revenue constraints.

Services to be Provided

PMA's team will offer independent financial advice, recommend strategies for the District to secure its various funding streams and ultimately oversee the entire financing process. If selected to serve as municipal advisor, PMA is prepared to provide the District the following services:

Developing the Plan of Finance

- ▶ Debt analysis including the impact of refunding opportunities and the long-term impact on the debt service levy or coverage
- ▶ Develop a financial plan and prepare the proposed financing schedules
- ▶ Evaluate legal approaches in conjunction with the District's staff and legal counsel for various financing structures
- ▶ Propose appropriate financing methods to accomplish the District's objectives
- ▶ Analyze and present the pros and cons of the proposed financing options

¹Source: Thomson Reuters. Based on the par amount and number of issues advised upon for Illinois K-12 districts during the 12-month period ending June 30, 2020. Includes Financial Advisors on negotiated and competitive sales. Does not include Chicago Board of Education. Please note that past performance does not indicate future results.

- ▶ Review existing commitments to determine their potential impacts on the proposed financings
- ▶ Recommend the appropriate structures to the District's financing team
- ▶ Work with the District's bond counsel and other financing team members to recommend the specific terms and conditions of the debt issue
- ▶ Review documents prepared by the District's legal counsel
- ▶ Evaluate projected cash flow from any revenue sources that may constitute security for any obligation incurred
- ▶ Advise the District's financing team on areas of industry-specific knowledge that affects the financing and marketing of the proposed debt

Building the Financing Team

- ▶ Spearheading the RFP process to select the underwriter, bond counsel, disclosure counsel, paying agent and registrar, as requested
- ▶ In particular, the RFP process for underwriter includes the following:
 - A quantitative measure of the underwriter fee and the indicative interest rates
 - Analysis of recent underwritings similar to the District's proposed financing that indicate the proposed interest rates can be reasonably expected
 - Analysis of other qualitative ideas and/or recommendations that might benefit the proposed financing
- ▶ This analysis is summarized and provided in our recommendation for underwriter selection.

Preparing the Financing Schedule

- ▶ Determine a date of sale for the borrowing(s) after giving particular consideration to the calendar of other municipal offerings
- ▶ Consider the impact of scheduled government economic announcements known to affect the market
- ▶ Prepare a timetable for the working group to follow to ensure that all of the necessary steps in the financing process occur in a timely manner
- ▶ Prepare market analysis and advise the District based on market analysis and the District's needs

Meeting Attendance

- ▶ Prepare and deliver presentations to facilitate thorough understanding of the selected financings by the Board and community
- ▶ Prior to any sale, assist the District at information meetings, when necessary

Method of Sale

- ▶ Draw on our experience to recommend the optimal method of sale
- ▶ Assist in managing the sale process regardless of the method of sale
- ▶ Assist in pre-marketing and advertising the sale
- ▶ Advise the District in evaluating and selecting the underwriter(s) that most appropriately address the District's needs, if a negotiated sale is selected (for more detail, please see above section titled "Building the Financing Team")
- ▶ Advise on pricing levels during a negotiated sale
- ▶ Review of post-sale trading, if a negotiated sale is elected
- ▶ Recommend a platform for a competitive sale

Official Statement Drafting and Review

- ▶ Gather demographic and financial data
- ▶ Assist the District in ascertaining material facts and circumstances with regard to the proposed financing
- ▶ Prepare POS and OS documents
- ▶ Coordinate review with working group
- ▶ Input recommended edits from working group
- ▶ Electronically distribute POS and OS
- ▶ Please note that this service is included in PMA's proposed fee; many of our competitors outsource this service to a third party for which the District will incur a larger disclosure counsel fee

Credit Rating

- ▶ Schedule the rating call or meeting with the rating agency
- ▶ Coordinate the preparation and presentation of information to the rating agencies
- ▶ Prepare credit profiles
- ▶ Rehearse the rating presentation with the District's Finance Director
- ▶ Attend the rating presentation to add input or guidance

Closing the Issue

- ▶ Assist with closing document completion
- ▶ Prepare a closing memorandum for the working group
- ▶ Confirm all funds have been received on the closing date

Ongoing Services

- ▶ Rating surveillance preparation
- ▶ Debt summary and debt book updates
- ▶ Refunding/defeasance analysis for all bond issues
- ▶ Educational presentations to the District's governing body, community and/or staff
- ▶ Review paying agent/DTC invoices for accuracy
- ▶ Remind the District of filings related to tax credit bonds and the need to approve abatement resolutions
- ▶ Assist with filing debt related documents with other government entities, such as the State
- ▶ Assistance with some items of post-issuance compliance per the rules of the IRS and the SEC

Limitations on Services

PMA Securities, LLC is a registered broker-dealer; however, we do not underwrite municipal bonds in public offerings. If selected as the District's municipal advisor, **neither PMA nor any of its subsidiaries, affiliates or principals will underwrite the District's debt, or submit a bid or proposal to purchase bonds from the District**, either directly or through participation in a syndicate or other means, during the term of the firm's financial advisor arrangement with the District.

2. Fee Proposal

Fees for the issuance of bonds.

Regardless of the method of sale, PMA proposes the following fee structure per issue for both general obligation and revenue bond issues for the length of our engagement:

Public Offering Price of Issue	Proposed MA Fee
Up to \$10 million	\$5,000 plus \$1.50/\$1,000 bond
Above \$10 million	\$2.00/\$1,000 bond up to \$60,000 max
For a \$15,000,000 financing, PMA's anticipated fee will be \$30,000	

The above fees include word processing time, travel and mileage, reimbursable expenses, and communication charges of PMA if such expenses are related to a debt financing.

Customary fees and expenses incident to a bond sale are payable by the District. These fees and expenses can include, depending upon the final structure, underwriter, bond counsel, local counsel (if included), disclosure counsel (if selected), auction agent (if necessary), rating agency fees, and trustee/paying agency fees.

3. Commitment to select underwriter via RFP

Commitment

PMA commits to using an RFP process to select the underwriter. Furthermore, PMA will provide the District's administration and Board a formal, written recommendation for the underwriter selection that will outline the reasons for our recommendation. See "Services to be Provided – Building the Financing Team" for more information.

We will also defer to the Board for the final decision regarding selection of the underwriter and for all decisions related to the proposed bond issue.

4. Last two years of work done for schools in the Northwest Division

Please see below for a list of transactions for which PMA provided financial advisory services to school districts and community colleges in the northwest division of the State of Illinois since January 2018.

Issuer	Name of Securities Offering	County	Closing Date	Par Amount
Fieldcrest CUSD #6	TBD	Marshall	2020	TBD *
Genoa-Kingston CUSD #424	TBD	DeKalb	2020	TBD *
Eastland CUSD #308	GO School Bonds, Series 2020	Carroll	09/14/20	\$5,220,000
Somonauk CUSD #432	GO Bonds, Series 2020	Dekalb	08/31/20	\$822,000
Belvidere C.U.S.D. #100	Taxable GO Refunding School Bonds, Series 2020	Boone	06/23/20	\$26,180,000
Rock Island School District #41	GO School Bonds (Alternate Revenue Source), Series 2020	Rock Island	06/10/20	\$17,000,000
Sycamore CUSD 427	2019 Educational Purpose Tax Anticipation Warrants	Dekalb	04/15/20	\$3,000,000
County of Winnebago SD 320	GO Lim Tax Refunding Bonds, Series 2020A	Winnebago	03/10/20	\$350,000
County of Winnebago SD 320	GO School Refunding Bonds, Series 2020B	Winnebago	03/10/20	\$335,000
Harlem Consolidated Sd 122	GO Lim Tax School Bonds, Series 2020	Winnebago	03/03/20	\$2,115,000
Highland Community College	GO Community College Bonds, Series 2020	STEPHENSON	02/25/20	\$4,950,000
Scales Mound Community Unit S. D. #211	FA Fee - Advised District on Debt Certificates 1/06/2020	Jodavie	01/06/20	N/A
Sycamore CUSD 427	GO Lim Tax School Refunding Bonds, Series 2019A	Dekalb	12/19/19	\$9,800,000
Sycamore CUSD 427	GO School Refunding Bonds, Series 2019B	Dekalb	12/19/19	\$7,200,000
Sycamore CUSD 427	Taxable GO School Refunding Bonds, Series 2019C	Dekalb	12/19/19	\$11,230,000
Hinckley-Big Rock C.U.S.D. #429	GO Lim Tax School Refunding Bonds, Series 2019	Dekalb	11/13/19	\$1,970,000
Highland Community College	GO Community College Bonds, Series 2019	STEPHENSON	11/04/19	\$1,930,000
Highland Community College	Debt Certificates, Series 2019A	STEPHENSON	11/04/19	\$5,350,000
Hiawatha C.U.S.D. #426	GO Refunding School Bonds, Series 2019	Dekalb	10/03/19	\$5,085,000
Rochelle CCSD 231	GO Refunding Debt Certificates, Series 2019	Ogle	09/18/19	\$1,915,000
Sycamore CUSD 427	2018 Educational Purpose Tax Anticipation Warrants	Dekalb	04/15/19	\$5,000,000
Sycamore CUSD 427	GO Lim Refunding School Bonds, Series 2018	Dekalb	12/06/18	\$3,360,000
Hinckley-Big Rock C.U.S.D. #429	GO Refunding School Bonds, Series 2018	Dekalb	12/04/18	\$3,215,000
Somonauk CUSD #432	GO School Bonds, Series 2018	Dekalb	11/06/18	\$3,660,000
Sauk Valley Community College	GO Community College Bonds, Series 2018C	Whiteside, et al	10/17/18	\$5,175,000
Sauk Valley Community College	GO Debt Certificates (Limited Tax), Series 2018A	Whiteside, et al	06/26/18	\$2,500,000
Sauk Valley Community College	GO Debt Certificates (Limited Tax), Series 2018B	Whiteside, et al	06/26/18	\$2,525,000
Rochelle CCSD 231	GO School Bonds, Series 2018	Ogle	05/30/18	\$1,000,000
Sycamore CUSD 427	2017 Educational Purpose Tax Anticipation Warrants	Dekalb	03/22/18	\$5,000,000
Harlem Consolidated Sd 122	GO Limited School Bonds, Series 2018	Winnebago	03/01/18	\$2,055,000
Hononegah CHSD 207	GO School Bonds, Series 2018A	Winnebago	03/01/18	\$9,335,000
Hononegah CHSD 207	Taxable GO School Bonds, Series 2018B	Winnebago	03/01/18	\$1,425,000
Rockton School District #140	GO Lim Refunding School Bonds, Series 2018	Winnebago	02/14/18	\$1,200,000

*Currently in process

Please also note that PMA has provided financial advisory services to the additional following school districts in the northwest division prior to the last two years:

Issuer	County	Most Recent Transaction	Par Amount
East Moline School District #37	Rock Island	2017	\$8,825,000
Prairie Hill Community Consolidated School District #133	Winnebago	2017	\$9,175,000
Rock Valley Community College District #511	Winnebago	2017	\$21,730,000
Meridian Community Unit School District #223	Ogle	2016	\$11,095,000
Forrestville Valley Community Unit School District #221	Ogle	2015	\$4,770,000
Rochelle Township High School District #212	Ogle	2015	\$8,685,000



PMA™

Exhibit A

Hinsdale Township High School District #86
Call Option Analysis

Minimum Coupon Analysis w/ Hypothetical Refunding

			Hypothetical Pricing 3% Coupons			Hypothetical Pricing 4% Coupons					Hypothetical Pricing 5% Coupons				
Year	Maturity	Principal Schedule	Coupon	YTC	YTM	Coupon	YTC	YTC Change from 3%	YTM	YTM Change from 3%	Coupon	YTC	YTC Change from 3%	YTM	YTM Change from 3%
1	01/15/20	\$ -													
2	01/15/21	-													
3	01/15/22	1,000,000	5.000	1.600	1.600	5.000	1.600		1.600		5.000	1.600		1.600	
4	01/15/23	1,000,000	5.000	1.660	1.660	5.000	1.660		1.660		5.000	1.660		1.660	
5	01/15/24	1,000,000	5.000	1.720	1.720	5.000	1.720		1.720		5.000	1.720		1.720	
6	01/15/25	1,000,000	5.000	1.750	1.750	5.000	1.750		1.750		5.000	1.750		1.750	
7	01/15/26	1,500,000	5.000	1.840	1.840	5.000	1.840		1.840		5.000	1.840		1.840	
8	01/15/27	1,750,000	5.000	1.880	1.880	5.000	1.880		1.880		5.000	1.880		1.880	
9	01/15/28	2,000,000	5.000	2.000	2.000	5.000	2.000		2.000		5.000	2.000		2.000	
10	01/15/29	3,225,000	3.000	2.120	2.202	4.000	2.050	-0.070	2.223	0.022	5.000	1.950	-0.170	2.211	0.009
11	01/15/30	3,530,000	3.000	2.290	2.409	4.000	2.120	-0.170	2.422	0.013	5.000	2.020	-0.270	2.480	0.071
12	01/15/31	3,855,000	3.000	2.460	2.584	4.000	2.200	-0.260	2.596	0.012	5.000	2.100	-0.360	2.713	0.129
13	01/15/32	4,195,000	3.000	2.580	2.698	4.000	2.280	-0.300	2.743	0.045	5.000	2.180	-0.400	2.910	0.212
14	01/15/33	4,555,000	3.000	2.670	2.777	4.000	2.400	-0.270	2.898	0.121	5.000	2.300	-0.370	3.107	0.330
15	01/15/34	4,935,000	3.000	2.740	2.834	4.000	2.450	-0.290	2.989	0.155	5.000	2.350	-0.390	3.234	0.400
16	01/15/35	5,340,000	3.000	2.820	2.891	4.000	2.520	-0.300	3.081	0.190	5.000	2.420	-0.400	3.358	0.467
17	01/15/36	5,770,000	3.000	2.870	2.925	4.000	2.570	-0.300	3.151	0.226	5.000	2.470	-0.400	3.456	0.531
18	01/15/37	6,220,000	3.000	2.910	2.950	4.000	2.610	-0.300	3.209	0.258	5.000	2.510	-0.400	3.538	0.588
19	01/15/38	6,480,000	3.000	2.950	2.974	4.000	2.650	-0.300	3.260	0.287	5.000	2.550	-0.400	3.612	0.638
20	01/15/39	6,750,000	3.000	3.000	3.000	4.000	2.700	-0.300	3.313	0.313	5.000	2.600	-0.400	3.684	0.684
		\$ 64,105,000													

Hypothetical Debt Service Amortization Schedules:

Year	FY	Debt Service Payments At Issuance	Debt Service to Call	Debt Service Post 2028 Current Refunding (1)	Total Net Debt Service	Debt Service Payments At Issuance	Debt Service to Call	Debt Service Post 2028 Current Refunding (1)	Total Net Debt Service	Year-to-Year Debt Service Difference vs. 3%	Debt Service Payments At Issuance	Debt Service to Call	Debt Service Post 2028 Current Refunding (1)	Total Net Debt Service	Year-to-Year Debt Service Difference vs. 3%
1	01/15/20	\$ -	\$ -	-	\$ -	\$ -	\$ -	-	\$ -	\$ -	\$ -	\$ -	-	\$ -	\$ -
2	01/15/21	4,414,900	4,414,900	-	4,414,900	4,417,275	4,417,275	-	4,417,275	2,375	4,416,000	4,416,000	-	4,416,000	1,100
3	01/15/22	3,718,100	3,718,100	-	3,718,100	3,715,100	3,715,100	-	3,715,100	(3,000)	3,714,000	3,714,000	-	3,714,000	(4,100)
4	01/15/23	3,659,600	3,659,600	-	3,659,600	3,663,850	3,663,850	-	3,663,850	4,250	3,665,500	3,665,500	-	3,665,500	5,900
5	01/15/24	3,620,350	3,620,350	-	3,620,350	3,617,350	3,617,350	-	3,617,350	(3,000)	3,617,500	3,617,500	-	3,617,500	(2,850)
6	01/15/25	3,569,350	3,569,350	-	3,569,350	3,570,350	3,570,350	-	3,570,350	1,000	3,570,000	3,570,000	-	3,570,000	650
7	01/15/26	4,012,100	4,012,100	-	4,012,100	4,012,850	4,012,850	-	4,012,850	750	4,008,000	4,008,000	-	4,008,000	(4,100)
8	01/15/27	4,178,850	4,178,850	-	4,178,850	4,180,350	4,180,350	-	4,180,350	1,500	4,182,250	4,182,250	-	4,182,250	3,400
9	01/15/28	4,337,100	4,337,100	-	4,337,100	4,340,350	4,340,350	-	4,340,350	3,250	4,339,750	4,339,750	-	4,339,750	2,650
10	01/15/29	5,021,600	-	4,768,212	4,768,212	5,187,600	-	4,609,800	4,609,800	(158,412)	5,440,750	-	4,528,386	4,528,386	(239,827)
11	01/15/30	5,173,850	-	4,917,600	4,917,600	5,343,200	-	4,765,400	4,765,400	(152,200)	5,602,500	-	4,692,200	4,692,200	(225,400)
12	01/15/31	5,328,450	-	5,073,200	5,073,200	5,507,600	-	4,930,400	4,930,400	(142,800)	5,774,000	-	4,859,600	4,859,600	(213,600)
13	01/15/32	5,490,100	-	5,237,600	5,237,600	5,675,000	-	5,094,000	5,094,000	(143,600)	5,949,000	-	5,035,600	5,035,600	(202,000)
14	01/15/33	5,653,350	-	5,400,000	5,400,000	5,839,800	-	5,260,800	5,260,800	(139,200)	6,126,500	-	5,214,400	5,214,400	(185,600)
15	01/15/34	5,822,900	-	5,570,000	5,570,000	6,016,600	-	5,435,200	5,435,200	(134,800)	6,310,500	-	5,400,400	5,400,400	(169,600)
16	01/15/35	5,998,300	-	5,741,800	5,741,800	6,199,400	-	5,621,400	5,621,400	(120,400)	6,499,750	-	5,587,800	5,587,800	(154,000)
17	01/15/36	6,179,100	-	5,924,800	5,924,800	6,387,400	-	5,808,400	5,808,400	(116,400)	6,698,000	-	5,786,000	5,786,000	(138,800)
18	01/15/37	6,364,850	-	6,113,000	6,113,000	6,579,800	-	6,000,600	6,000,600	(112,400)	6,898,750	-	5,989,000	5,989,000	(124,000)
19	01/15/38	6,360,100	-	6,105,600	6,105,600	6,575,800	-	5,997,200	5,997,200	(108,400)	6,895,750	-	5,981,000	5,981,000	(124,600)
20	01/15/39	6,360,250	-	6,104,800	6,104,800	6,567,600	-	5,990,400	5,990,400	(114,400)	6,888,000	-	5,974,800	5,974,800	(130,000)
		\$ 95,263,200	\$ 31,510,350	\$ 60,956,612	\$ 92,466,962	\$ 97,397,275	\$ 31,517,475	\$ 59,513,600	\$ 91,031,075	\$ (1,435,887)	\$ 100,596,500	\$ 31,513,000	\$ 59,049,186	\$ 90,562,186	\$ (1,904,777)

All Inclusive Cost (%): 2.82%

Marginal Improv. from 3% (\$):

Marginal Improv. 4% - 5% Coupon (\$):

Present Value Difference Total Net DS (\$):

3.00%

\$ 1,435,887

3.29%

\$ 1,904,777

\$ 468,889

\$ (985,722)

\$ (1,321,017)

Callable Principal (\$): \$ 55,830,000

Hypothetical PV Savings (\$): \$ 2,442,584

Hypothetical PV Savings (%): 4.38%

Break-even to Match 3%: -

\$ 54,095,000

\$ 5,592,881

10.34%

1.17%

\$ 53,195,000

\$ 8,828,774

16.60%

1.30%

(1) Hypothetical refunding analysis assumes hypothetical 4% scale above.

(2) Does not factor in any subsequent call of the 2028 current refundings.

Call Option Analysis

Call Date Option A: 01/15/28

Call Date Option B: 01/15/27

Call Date Option C: 01/15/26

Year	Maturity	Baseline			Coupon	YTC	YTM	Coupon	YTC	YTM	Coupon	YTC	YTM
		Principal											
1	01/15/20	\$ -											
2	01/15/21	-											
3	01/15/22	1,000,000			5.000	1.600	1.600	5.000	1.600	1.600	5.000	1.600	1.600
4	01/15/23	1,000,000			5.000	1.660	1.660	5.000	1.660	1.660	5.000	1.660	1.660
5	01/15/24	1,000,000			5.000	1.720	1.720	5.000	1.720	1.720	5.000	1.720	1.720
6	01/15/25	1,000,000			5.000	1.750	1.750	5.000	1.750	1.750	5.000	1.750	1.750
7	01/15/26	1,500,000			5.000	1.840	1.840	5.000	1.840	1.840	5.000	1.840	1.840
8	01/15/27	1,750,000			5.000	1.880	1.880	5.000	1.880	1.880	4.000	1.830	2.084
9	01/15/28	2,000,000			5.000	2.000	2.000	4.000	1.950	2.158	4.000	1.900	2.333
10	01/15/29	3,225,000			4.000	2.050	2.223	4.000	2.000	2.362	4.000	1.950	2.517
11	01/15/30	3,530,000			4.000	2.120	2.422	4.000	2.070	2.544	4.000	2.020	2.681
12	01/15/31	3,855,000			4.000	2.200	2.596	4.000	2.150	2.703	4.000	2.100	2.823
13	01/15/32	4,195,000			4.000	2.280	2.743	4.000	2.230	2.837	4.000	2.180	2.944
14	01/15/33	4,555,000			4.000	2.400	2.898	4.000	2.350	2.979	4.000	2.300	3.071
15	01/15/34	4,935,000			4.000	2.450	2.989	4.000	2.400	3.062	4.000	2.350	3.145
16	01/15/35	5,340,000			4.000	2.520	3.081	4.000	2.470	3.146	4.000	2.420	3.221
17	01/15/36	5,770,000			4.000	2.570	3.151	4.000	2.520	3.210	4.000	2.470	3.279
18	01/15/37	6,220,000			4.000	2.610	3.209	4.000	2.560	3.263	4.000	2.510	3.326
19	01/15/38	6,480,000			4.000	2.650	3.260	4.000	2.600	3.310	4.000	2.550	3.369
20	01/15/39	6,750,000			4.000	2.700	3.313	4.000	2.650	3.358	4.000	2.600	3.412
		<u>\$ 64,105,000</u>											

Estimated Debt Service at Issuance (1):

Year	FY	Option A			Callable Principal Remaining	Option B			Callable Principal Remaining	Option C			Callable Principal Remaining
		Option A	Principal			Option B	Principal			Option C	Principal		
1	2020	\$ -	\$ -			\$ -	\$ -			\$ -	\$ -		
2	2021	3,903,300	-			3,911,175	-			3,926,025	-		
3	2022	3,632,200	1,030,000			3,657,450	1,050,000			3,692,350	1,075,000		
4	2023	3,585,700	1,035,000			3,609,950	1,055,000			3,643,600	1,080,000		
5	2024	3,533,950	1,035,000			3,562,200	1,060,000			3,594,600	1,085,000		
6	2025	3,487,200	1,040,000			3,514,200	1,065,000			3,545,350	1,090,000		
7	2026	3,920,200	1,525,000			3,950,950	1,555,000			3,985,850	1,585,000		58,040,000
8	2027	4,083,950	1,765,000			4,118,200	1,800,000	55,705,000		4,156,600	1,835,000		56,205,000
9	2028	4,240,700	2,010,000	53,255,000		4,273,200	2,045,000	53,660,000		4,313,200	2,065,000		54,140,000
10	2029	5,320,200	3,190,000			5,361,400	3,215,000			5,405,600	3,240,000		
11	2030	5,477,600	3,475,000			5,522,800	3,505,000			5,571,000	3,535,000		
12	2031	5,648,600	3,785,000			5,687,600	3,810,000			5,739,600	3,845,000		
13	2032	5,817,200	4,105,000			5,860,200	4,135,000			5,910,800	4,170,000		
14	2033	5,988,000	4,440,000			6,034,800	4,475,000			6,089,000	4,515,000		
15	2034	6,170,400	4,800,000			6,215,800	4,835,000			6,273,400	4,880,000		
16	2035	6,353,400	5,175,000			6,402,400	5,215,000			6,463,200	5,265,000		
17	2036	6,551,400	5,580,000			6,598,800	5,620,000			6,657,600	5,670,000		
18	2037	6,743,200	5,995,000			6,799,000	6,045,000			6,860,800	6,100,000		
19	2038	6,743,400	6,235,000			6,792,200	6,280,000			6,851,800	6,335,000		
20	2039	6,734,000	6,475,000			6,786,000	6,525,000			6,848,400	6,585,000		

Debt Service Paid through 1/15/26:	\$ 22,062,550												
Debt Service Paid through 1/15/27:	\$ 26,146,500		\$ 26,324,125		\$ 26,544,375	\$ 720,250	= Marginal Cost vs. B						
Debt Service Paid through 1/15/28:	\$ 30,387,200		\$ 30,597,325	\$ 615,125	= Marginal Cost vs. A	\$ 30,857,575	\$ 1,355,375	= Marginal Cost vs. A					
Debt Service Paid through Maturity:	<u>\$ 97,934,600</u>		<u>\$ 98,658,325</u>	<u>\$ 723,725</u>	= Cost of Call Option B	<u>\$ 99,528,775</u>	<u>\$ 1,594,175</u>	= Cost of Call Option C					

(1) Assumes current market rates at the time of analysis.

NOTE: Other benefits of a call option not quantified above may include the following:

- a) If securities are not callable within 10.5 years of the issuance date and there is a change in use of the original project financed, the issuer would not be able to defease the securities to the call date as a
- b) Issuer may have a need for bonds to be eligible for a tax-exempt refunding/restructuring at a certain time in the future to manage overall debt structure. The cost of the restructuring will depend upon the amount necessary to accomplish the purpose, eligibility for tax-exempt status, and short-term investment rates.
- c) Ability to redeem bonds with cash at the call date versus a defeasance escrow.