

How Baird Can Serve Your School District?

Benefits of utilizing Baird, a firm providing comprehensive services to meet Minnesota Schools' financing needs.

Municipal Advisor Underwriter

Creating strategic, cost-effective and comprehensive solutions utilizing expertise and real-time municipal market data

Financial Management

- Capital improvement planning
- Referendum coordination
- Tax impact evaluation
- Debt monitoring & refunding analysis
- Consolidation/reorganization services

Debt Issuance Planning

- Financing alternatives
- Market analysis
- Debt structuring options
- Credit rating consultation
- Document and disclosure guidance

Municipal Bond Market Access

- National sales force
- Diverse investors
- Active in all types of fixed-income securities
- Dedicated purchaser of cash flow notes

Ongoing Business Solutions

- Multi-year budget planning
- Operating cash flow analysis
- Community presentations
- Truth in Taxation
- Parcel Specific Website Tax Impact Calculator

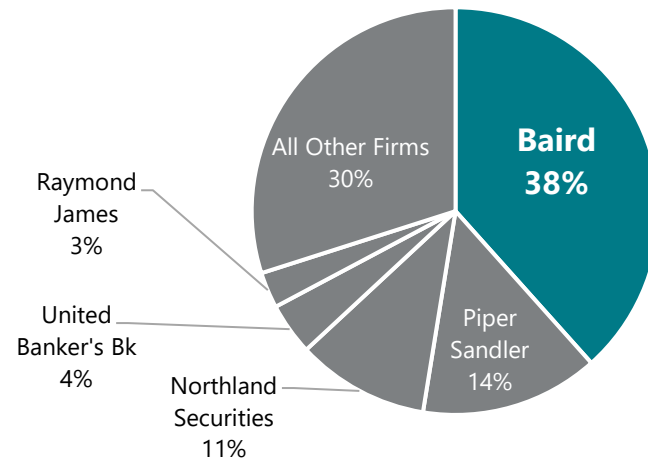
Baird's Minnesota School Finance team has completed 430+ financings totaling \$5.0 billion for nearly 200 different districts across the state since March of 2014.

- Certificates of Participation
- G.O. Facilities Maintenance Bonds
- G.O. Tax Abatement Bonds
- G.O. School Building Bonds
- G.O. Capital Facilities Bonds
- G.O. Alternative Facilities Bonds
- G.O. Aid Anticipation Certificates Indebtedness
- G.O. OPEB Refunding Bonds
- G.O. Refunding and Crossover Refunding Bonds

TOP MINNESOTA K-12 LEAD MANAGING UNDERWRITERS

March 1, 2014 – February 28, 2021

By # of Issues



A Strong and Trusted Partner to Municipal Issuers

PUBLIC FINANCE TEAM

Nearly **100** Public Finance professionals in **20 offices** in **13** states, one of the largest teams outside of Wall Street.

During the past 10 years, Baird has served municipal issuers in all **50 states** as well as Washington D.C.

Four underwriting desks with dedicated negotiated and competitive underwriting teams.

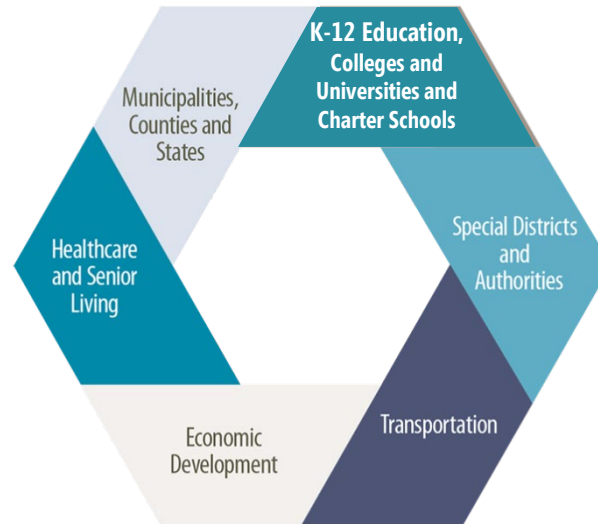
130+ sales and trading professionals to assist in new and secondary market distribution.

Backed by a deep bench of resources, which includes a national quantitative analytic and support banking team.

Tenured team of economic, fixed income, municipal and credit strategists and analysts providing insight in today's market.

SENIOR BANKING EXPERTISE

Baird's senior banking team offers broad sector knowledge and experience in advisory, underwriting and placement agent services.



LEADER AMONG UNDERWRITING FIRMS

No.1 municipal underwriter in the nation

Annually from 2009 – 2020 by number of issues*

- Executing 800-1,200 bond offerings a year, Baird underwrites more issues than any other firm.*
- Robust team, wide and diverse investor network, effective marketing and distribution process and efficient pricing execution allows us to serve multiple sectors in nearly every state and create optimal pricing results.

*Source: Ipreo MuniAnalytics as of December 31, 2020. Does not include Private Placements or Notes. Robert W. Baird & Co. Incorporated is providing this information to you for discussion purposes. The materials do not contemplate or relate to a future issuance of municipal securities. Baird is not recommending that you take any action, and this information is not intended to be regarded as "advice" within the meaning of Section 15B of the Securities Exchange Act of 1934 or the rules thereunder.