



pfm

Minnesota Practice

An Industry Leader

PFM is a national leader in providing independent financial advice as well as investment advisory and management and budget consulting services to local, state, and regional government, and non-profit clients. We help our clients meet their financial challenges with a broad array of services. We have helped our clients access capital, develop financial plans and address major policy issues by providing them with expertise in every major area of public finance, including healthcare, education, transportation, water, public power, retirement finance and economic development.

A National Presence with Local Experience

Drawing on a tradition of many years of experience in the State, our professionals continue to provide innovative solutions to municipal financings. With office locations in Minneapolis as well as across the U.S., we are able to bring our considerable national resources to bear while combining them with very specialized knowledge and experience focused on the needs and preferences of our clients in the Midwest. Our financial advisory team is a leader in public finance and has been ranked as the top financial advisory firm in the nation for the past 23 years by Refinitiv for both number of transactions and total dollar amount.

We serve only one interest: that of our clients, and no one else. PFM has a comprehensive approach to public finance, making us an industry leader in providing sound, independent financial advisory services to local and state governments as well as to institutional borrowers and investors. We believe our national reputation and consistent growth, to assisting more than \$69 billion in total issuance for the full year overall as of December 31, 2020, reflect our clients' recognition of our capabilities and the value we add.

Whom We Serve

The primary focus of the Minneapolis practice is working with state and local governmental entities in various aspects of governmental finance. Our financial services include:

- Financial, capital program and debt planning
- Debt issuance and pricing
- Strategic municipal consulting
- Retirement finance strategy

Simply put, our services seek to save money and help increase the value of your assets.



Why an Independent Financial Advisor?

An independent financial advisor is a fiduciary with responsibility to act solely on your behalf and represents your interests and advises you in the fast changing areas of debt and fiscal management.

Our financial advisory team is conducted through registered municipal advisors with the SEC and the MSRB. For more than forty years, we have served as a fiduciary to our clients, consistent with the spirit of the new regulations long before required to do so.

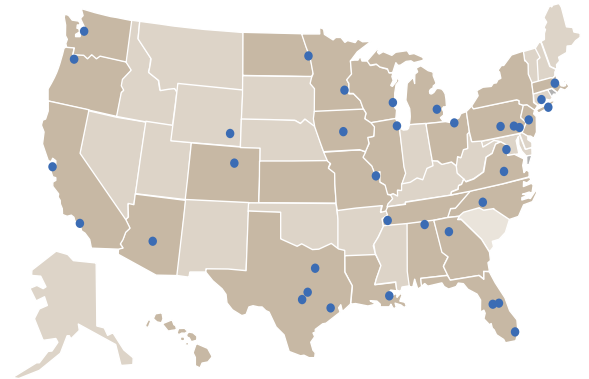
What Can PFM Do for You?

Among the many complicated questions that an independent financial advisor can help you examine and resolve are the following:

- How should your capital needs be funded?
- What type of sale should you use to issue debt?
- What type of debt should you issue?
- What is the most favorable issue structure?
- Should you obtain a credit rating?

A Host of Advantages

PFM combines the advantages of a national firm possessing special sector expertise with a professional presence in locations all across the country, staffed by experienced individuals who are familiar with the distinct needs of clients in their region.



Our Team

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