



PMATM

Moving Minnesota Communities Forward

We're here to help your community thrive. For over 35 years, public entities like yours have turned to PMA as a trusted partner and integral component of their long-term financial success. With billions of dollars invested annually, PMA provides over 3,200 public entities with a diverse lineup of customized financial solutions through a team of highly experienced professionals and some of the most innovative technology available. Having earned a reputation in the public sector for developing financial solutions that work. We provide financial services to over half of all public school districts in Minnesota.



Kent Johnson
Senior Vice President,
Director-Minnesota Office
612.509.2560
kjohnson@pmanetwork.com



Steve Pumper
Vice President,
Minnesota Office
612.509.2565
spumper@pmanetwork.com



Michael Hart
Director,
Public Finance
612.509.2569
mhart@pmanetwork.com

Local Government Investment Pools

- Pool administration, transfer agency and accounting services¹
- Online account access and reporting via PMA GPS™¹
- Marketing services²
- Distribution services²

Fixed Rate Investment Products

- Certificates of Deposit¹
- Government securities²
- Municipal securities²
- Term series pools²
- DTC eligible CDs²

Value-added Services

- Cash Flow Management (CFLO)¹
- Bond Proceeds Management Program (BPM)²
- Financial advisory services²

¹Services provided through PMA Financial Network, LLC, a financial services company

²Services provided through PMA Securities, LLC, registered broker-dealer and municipal advisor (member FINRA and SIPC)



Financial Strategies for Stronger Communities.™

Securities, public finance services and institutional brokerage services are offered through PMA Securities, LLC. PMA Securities, LLC is a broker-dealer and municipal advisor registered with the SEC and MSRB, and is a member of FINRA and SIPC. PMA Asset Management, LLC, an SEC registered investment advisor, provides investment advisory services to local government investment pools. All other products and services are provided by PMA Financial Network, LLC. PMA Financial Network, LLC, PMA Securities, LLC and PMA Asset Management, LLC (collectively "PMA") are under common ownership. Securities and public finance services offered through PMA Securities, LLC are available in CA, CO, FL, IL, IN, IA, MI, MN, MO, NE, OH, OK, PA, SD, TX and WI. This document is not an offer of services available in any state other than those listed above, has been prepared for informational and educational purposes and does not constitute a solicitation to purchase or sell securities, which may be done only after client suitability is reviewed and determined. All investments mentioned herein may have varying levels of risk, and may not be suitable for every investor. PMA and its employees do not offer tax or legal advice. Individuals and organizations should consult with their own tax and/or legal advisors before making any tax or legal related investment decisions. Additional information available upon request. ©2020 PMA Financial Network, LLC. All rights reserved. For Institutional Use Only

Investments

Relationships with experienced institutional trading partners and an extensive network of more than 1,000 local and national financial institutions provide statute compliant fixed income opportunities, including FDIC Insured CDs, Collateralized CDs, U.S. Government Agency Investments and U.S. T-Bills and Notes. This gives PMA a competitive advantage and allows for an innovative bidding process that helps secure the best rates on investments, saving time and resources. Clients receive a single consolidated monthly report for all of the entity's Fixed Rate account investments and LGIP pool activity.

Cash Flow Analysis

PMA's cash flow modeling service helps public entities understand when they may experience times of excess cash or cash shortfalls throughout the year. This allows for clients to improve their financial management by planning well in advance of cash shortfalls to adjust expenditures or borrow through short term borrowing to fill gaps. An accurate cash flow model also allows a public entity to intelligently build an investment schedule that provides for higher investment returns on operating funds. This service is free for PMA's investment clients.

Bond Proceeds Management Program

PMA's Bond Proceeds Management Program assists clients with investment, arbitrage and reporting. This program helps establish a reliable and sufficient flow of funds, maximize earnings through an asset-liability matching investment schedule, cover expenses, comply with IRS arbitrage regulations and save administrative time. Each public entity has a single contact for all of its investment needs.

Public Finance

PMA has earned a reputation in the public sector for developing financial solutions that work. We provide comprehensive long-range financial planning for capital needs, straightforward solutions and ongoing client support. With a deep understanding of local, state and federal statutes for the issuance of debt, PMA is registered as a municipal securities dealer and a municipal advisor with the Securities and Exchange Commission (SEC) and the Municipal Securities Rulemaking Board (MSRB).

Referendum Assistance

The PMA team has broad experience guiding schools districts in Minnesota through the referendum process for both capital and operating levy referendums. Our tools include a parcel by parcel specific online tax calculator. Our service goes beyond preparing a tax impact page; we help collect and present information so that a district can effectively communicate its financial story. Our experience and care with the presentation of important information will help guide your district in a referendum process.