

BAIRD

Public Finance

A TRUSTED PARTNER TO SCHOOL DISTRICTS ACROSS WISCONSIN

Baird's School Business Solutions team has helped school districts across Wisconsin plan for and meet their budgeting and financing needs. Whether your district serves tens of thousands of students or a few hundred, we have the people, services and solutions to keep your district on firm financial footing and planning for the future.

BENEFITS OF WORKING WITH BAIRD

- A collaborative relationship with a team of experienced school business professionals
- The personal expertise of longtime school administrators
- Forecasting and referendum planning tools your district can use right away
- On-site training, support and guidance
- Stand-in business office services
- Advanced guidance and solutions to benefit new and seasoned business officials alike
- Conferences and workshops held throughout the state on topics that impact your bottom line
- A financial services firm founded in Wisconsin and committed to your success



As part of Baird's nationally recognized Public Finance team, our team members work with school districts large and small to create strategic budgeting solutions that are smart, forward-looking and tailored to your needs.

“Our relationship with our clients isn't just business – it's personal. We learn your issues and concerns. We then take a comprehensive review of your finances and where you need to be. Together, we create solutions that make sense for your students and strengthen your short- and long-term financial goals.”

ABOUT BAIRD

Serving Municipal Entities for More Than 100 Years

Baird was founded in 1919 with the merger of two fixed income desks that had served local Wisconsin governments. We've grown since then, expanding our capabilities into wealth management, capital markets, asset management and private equity, and now have more than 200 locations in the United States, Europe and Asia. But while much has changed, our commitment to excellence and belief that integrity is irreplaceable remain. Our focus is on how to achieve great outcomes for our municipal, individual, institutional and corporate clients.

INDEPENDENT

Independent, privately held and associate-owned, with a steadfast client focus.

100 BEST x19

For 19 years in a row, Baird has been recognized as one of the *Fortune* 100 Best Companies to Work For®

BALANCED

Five complementary businesses balance our sources of revenue and broaden our capabilities for clients, enabling us to continue to invest across our businesses.

\$415 BILLION IN CLIENT ASSETS

The trust our clients place in us to provide them with expert advice is our truest measure of success.¹

NO. 1 IN OVERALL RESEARCH QUALITY

Ranked No.1 for overall quality in sales, corporate access and research among small-/mid-cap research advisory firms by Greenwich Associates.²

While many financial services firms are restructuring and downsizing, we continue to build wisely for the future.

ABOUT BAIRD PUBLIC FINANCE

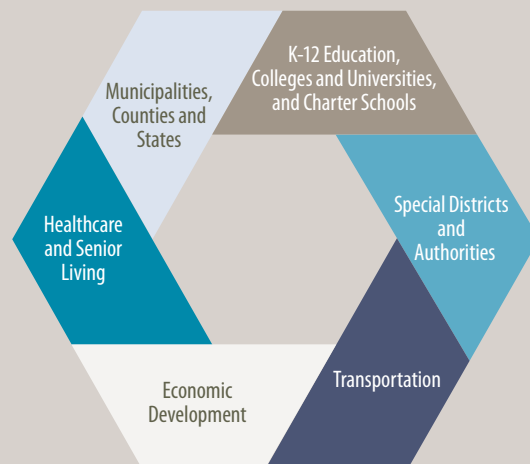
Baird is one of the few fixed income firms in the country able to bring a broad platform of advisory, underwriting, placement agent and consulting services to our clients' unique needs. Leveraging our full-service capabilities with a commitment to providing thoughtful, tailored financial advice, Baird is ranked among the top public finance firms both regionally and nationwide.

NEARLY 50 STATES

During the past 10 years, Baird has served municipal issuers in nearly 50 states and Washington, D.C.*

NO. 1

13 Consecutive Years. Baird has been ranked the country's No. 1 municipal underwriter.³



MEET THE SCHOOL BUSINESS SOLUTIONS TEAM



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¹As of December 31, 2021.

²Greenwich Associates' 2021 surveys of North American Equity Investors. Surveys conducted with 95 small-cap and mid-cap fund managers, 138 generalist portfolio managers and 236 traders. Rankings for qualitative metrics based on leading research firms in surveys.

³According to Ipreo MuniAnalytics from 2009 to 2021. Does not include private placements or notes.

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Baird Difference