12 fixed income professionals including 8 public finance professionals

60+ professionals across the State including 34 retail advisors

No. 1 lead managing underwriter by number of K-12 Minnesota issues¹

No. 1 underwriter for issues $100, $50, $20 and $10 million or less by number of issues - Nationally, Midwest and Minnesota¹

$4.9 Billion in funding for Minnesota K-12 issuers since March 2014¹

Services Provided:
- Capital Needs Planning
- Debt Structuring, Issuance and Management
- Refinancing Outstanding Bonds/Loans
- Market Access through Nationally Ranked Underwriting Desk¹
- Credit Rating Assistance and Strategy Development
- Bond Election Tax Impact Assistance
- Continuing Disclosure Filing Assistance

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Discover the Baird Difference

ABOUT BAIRD
Founded in 1919 in Milwaukee, Wisconsin, Baird is an independent and employee-owned firm with more than 200 locations and affiliates in the United States, Europe and Asia. In addition to businesses in public finance and fixed income sales and trading, we offer private wealth management and asset management services across the country, and are a premier investment banking, private equity sales and trading partner to corporations and institutional clients. Leveraging our deep expertise and the belief that integrity is irreplaceable, we focus 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
One of the Fortune 100 Best Companies to Work For, 18 years in a row.

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

$355 BILLION IN CLIENT ASSETS
The trust our clients place in us to provide them with expert advice is our truest measure of success.

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 since 2017.

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, bond placement and consulting services to our clients’ unique needs. Leveraging our full-service approach, Baird is ranked among the top public finance firms both regionally and nationwide.

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

NO. 1
Baird has been ranked the country’s No. 1 municipal underwriter for 12 consecutive years.

Employee-Owned Firm with Capital to Support and Commit to Municipal Business

More than 4,500 associates & nearly 200 offices in the United States, Europe and Asia

5 Complementary Business Units:

- Fixed Income Capital Markets
- Principal Investments
- Private Wealth Management
- Investment Banking
- Asset Management

Trusted with more than $355 billion in client assets across all business units

1 Source: Ipreo MuniAnalytics from March 1, 2014 – August 30, 2021.
2 Source: Ipreo MuniAnalytics as of June 30, 2021. Does not include private placements or notes.
3 According to Ipreo MuniAnalytics from 2009–2021. Does not include private placements or notes.
4 As of June 30, 2021.

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