





























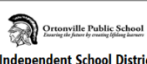


# Baird Public Finance

## Minnesota K-12 Experience

BAIRD

 <p>Independent School District 2159 (Buffalo Lake-Hector-Stewart) <i>Placement Agent</i> \$590,000 August 2021</p>	 <p>Independent School District 775 (Kerkhoven-Murdock-Sunburg) <i>Senior Manager</i> \$950,000 August 2021</p>	 <p>Independent School District No. 709 (Duluth) <i>Sole Manager</i> \$31,497,602 July 2021</p>	 <p>Independent School District No. 284 (Wayzata) <i>Sole Manager</i> \$132,865,000 June 2021</p>	 <p>Independent School District 600 (Fisher Public Schools) <i>Placement Agent</i> \$250,000 May 2021</p>
 <p>Independent School District No. 276 (Minnetonka) <i>Sole Manager</i> \$2,725,000 May 2021</p>	 <p>Independent School District No. 276 (Minnetonka) <i>Sole Manager</i> \$770,000 May 2021</p>	 <p>Independent School District No. 276 (Minnetonka) <i>Senior Manager</i> \$6,230,000 May 2021</p>	 <p>Independent School District No. 831 (Forest Lake) <i>Senior Manager</i> \$6,820,000 May 2021</p>	 <p>Independent School District No. 625 Saint Paul <i>Senior Manager</i> \$8,425,000 May 2021</p>
 <p>Independent School District No. 625 Saint Paul <i>Senior Manager</i> \$15,000,000 May 2021</p>	 <p>Independent School District No. 625 Saint Paul <i>Senior Manager</i> \$25,850,000 May 2021</p>	 <p>Independent School District No. 834 (Stillwater) <i>Senior Manager</i> \$6,670,000 May 2021</p>	 <p>Independent School District No. 273 (Edina) <i>Senior Manager</i> \$10,585,000 May 2021</p>	 <p>Independent School District No. 696 (Ely) <i>Senior Manager</i> \$2,685,000 April 2021</p>
 <p>Independent School District No. 276 (Minnetonka) <i>Sole Manager</i> \$2,200,000 April 2021</p>	 <p>Independent School District No. 701 (Hibbing) <i>Sole Manager</i> \$9,355,000 March 2021</p>	 <p>Tri-City United Independent School District No. 2905 <i>Sole Manager</i> \$21,595,000 February 2021</p>	 <p>Independent School District No. 282 (St. Anthony-New Brighton) <i>Sole Manager</i> \$3,260,000 February 2021</p>	 <p>Independent School District No. 276 (Minnetonka) <i>Sole Manager</i> \$2,495,000 February 2021</p>
 <p>Independent School District No. 173 (Mountain Lake Public Schools) <i>Sole Manager</i> \$10,645,000 February 2021</p>	 <p>Independent School District No. 709 (Duluth) <i>Sole Manager</i> \$5,070,000 February 2021</p>	 <p>Independent School District No. 709 (Duluth) <i>Sole Manager</i> \$18,385,000 February 2021</p>	 <p>Independent School District No. 727 (Big Lake) <i>Senior Manager</i> \$7,975,000 January 2021</p>	 <p>Independent School District No. 279 (Osseo Area Schools) <i>Senior Manager</i> \$8,715,000 January 2021</p>
 <p>Independent School District No. 238 (Mabel-Canton) <i>Senior Manager</i> \$6,610,000 January 2021</p>	 <p>Independent School District No. 858 (St. Charles) <i>Senior Manager</i> \$965,000 January 2021</p>	 <p>Independent School District No. 595 (East Grand Forks) <i>Senior Manager</i> \$7,740,000 January 2021</p>	 <p>Independent School District No. 276 (Minnetonka) <i>Sole Manager</i> \$19,855,000 January 2021</p>	 <p>Independent School District No. 4 (McGregor) <i>Sole Manager</i> \$4,355,000 January 2021</p>
 <p>Independent School District No. 162 (Bagley) <i>Sole Manager</i> \$3,840,000 December 2020</p>	 <p>Independent School District No. 162 (Bagley) <i>Sole Manager</i> \$4,520,000 December 2020</p>	 <p>Hawley Independent School District No. 150 <i>Sole Manager</i> \$7,070,000 December 2020</p>	 <p>Independent School District No. 2769 (Morris Area Schools) <i>Sole Manager</i> \$8,765,000 December 2020</p>	 <p>Independent School District No. 656 (Faribault) <i>Senior Manager</i> \$3,820,000 November 2020</p>
 <p>Independent School District No. 4 (McGregor) <i>Sole Manager</i> \$9,600,000 November 2020</p>	 <p>Independent School District No. 2903 (Ortonville Public Schools) <i>Sole Manager</i> \$2,725,000 November 2020</p>	 <p>Grand Meadow Independent School District No. 495 <i>Senior Manager</i> \$3,520,000 November 2020</p>	 <p>Independent School District No. 507 (Nicollet) <i>Sole Manager</i> \$4,031,142 November 2020</p>	 <p>Independent School District No. 716 (Belle Plaine) <i>Sole Manager</i> \$10,910,000 October 2020</p>

## BAIRD IN MINNESOTA



- 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 issues<sup>1</sup>
- No. 1 underwriter for issues \$100, \$50, \$20 and \$10 million or less by number of issues - Nationally, Midwest and Minnesota<sup>1</sup>
- \$4.9 Billion in funding for Minnesota K-12 issuers since March 2014<sup>1</sup>

### Services Provided:

- Capital Needs Planning
- Debt Structuring, Issuance and Management
- Refinancing Outstanding Bonds/Loans
- Market Access through Nationally Ranked Underwriting Desk<sup>1</sup>
- Credit Rating Assistance and Strategy Development
- Bond Election Tax Impact Assistance
- Continuing Disclosure Filing Assistance

## MINNESOTA K-12 TEAM

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# Discover the Baird Difference

BAIRD

## 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

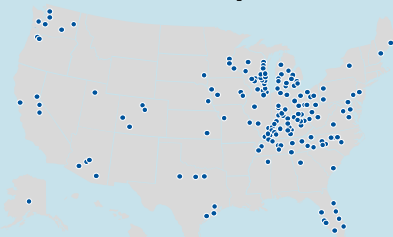
The trust our clients place in us to provide them with expert advice is our truest measure of success.<sup>3</sup>

### 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.<sup>4</sup>

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

## 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:



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

## 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.<sup>1</sup>

### NO. 1

Baird has been ranked the country's No. 1 municipal underwriter for 12 consecutive years.<sup>2</sup>

<sup>1</sup> Source: Ipreo MuniAnalytics from March 1, 2014 – August 30, 2021.

<sup>2</sup> Source: Ipreo MuniAnalytics as of June 30, 2021. Does not include private placements or notes.

<sup>3</sup> According to Ipreo MuniAnalytics from 2009–2021. Does not include private placements or notes.

<sup>4</sup> As of June 30, 2021.

<sup>5</sup> Greenwich 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.

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