

Memorandum

To: Dr. James Franchini, Superintendent
From: Michael Ouimet, Assistant Superintendent for Business
Date: Financial Advisory Services 2020
Re: Financial Advisor

Using the RFP process, I solicited proposals for Financial Advisor services for the upcoming capital project through advertisement and direct solicitation. We received only one proposal for these services, that proposal being submitted by our current financial advisor, Fiscal Advisors & Marketing, Inc.

Fiscal Advisors has been trusted partner of the District for over ten years, providing thorough financial analysis and guidance over that time. Fiscal Advisors has assisted the District with multiple advanced bond refunding activities which have resulted in substantial savings in interested cost.

Fiscal Advisors is a highly regarded governmental financial services provider, as is demonstrated by their school district references and by our own experiences work with their municipal advisory staff. Fiscal Advisors has been instrumental in assisting the District in obtaining the most beneficial & appropriate bond rating during the rating process. The District's current Moody's A1 rating has been a critical component in obtaining the lowest possible market place interest rates when issuing debt instruments.

Based on this information, I am pleased to recommend to the Board, approval of Fiscal Advisors & Marketing, Inc., as the District's Financial Advisor for the duration of the upcoming capital project and for all ongoing Continuing Disclosure requirements associated with currently outstanding debt issuances and future debt issuances associated with the upcoming capital project as required by the Securities and Exchange Commission.

Please place this recommendation on the October 19, 2020 Board of Education agenda. Please do not hesitate to contact me if you have any questions regarding this recommendation.