The Fundamentals of Public Finance

Overview of Seminar & Introduction to PFM

October 7, 2025

Presented by:
Dan Kozloff
Ciara Simmons
Lee Davidow

PFM

1735 Market Street
42nd Floor
Philadelphia, PA 19103

pfm.com
215-567-6100

Welcome & Introductions

Dan Kozloff

Managing Director, Philadelphia

Training Seminar Facilitator, Instructor

kozloffd@pfm.com

Lee Davidow

Senior Managing Consultant, Philadelphia

Training Seminar Facilitator, Instructor

davidowl@pfm.com

Ciara Simmons

Senior Associate, Philadelphia

Training Seminar Facilitator

simmonsc@pfm.com

Purpose of the Seminar

Education

- Increase knowledge and comfort level with public finance.

Information

- How can PFM serve you better?

Perspective

- Where to focus and when?

Networking

- Best practice sharing and development of peer network.

What We Do

FINANCIAL MODELING

powered by Synario™

FINANCIAL ADVISORY

transaction management & bond pricing | credit strategies | capital planning

ALTERNATIVE FINANCE

public private partnerships & economic development | developer selection & negotiation | asset & real estate portfolio analysis & monetization | environmental finance | tax credit & incentive policies

CONSULTING

fiscal planning & budgeting | organizational efficiency & effectiveness | policy & program analysis | workforce strategy & negotiation support

SPECIALIZED SERVICES

derivatives advisory | treasury management consulting | retirement finance

INVESTOR RELATIONS

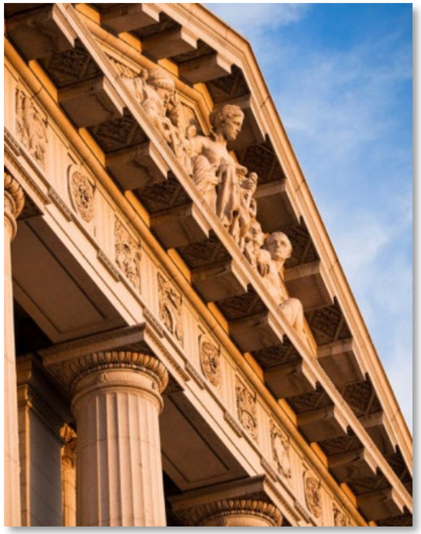
investor intelligence & outreach | analytics | customized dashboards

Financial Advisory Services

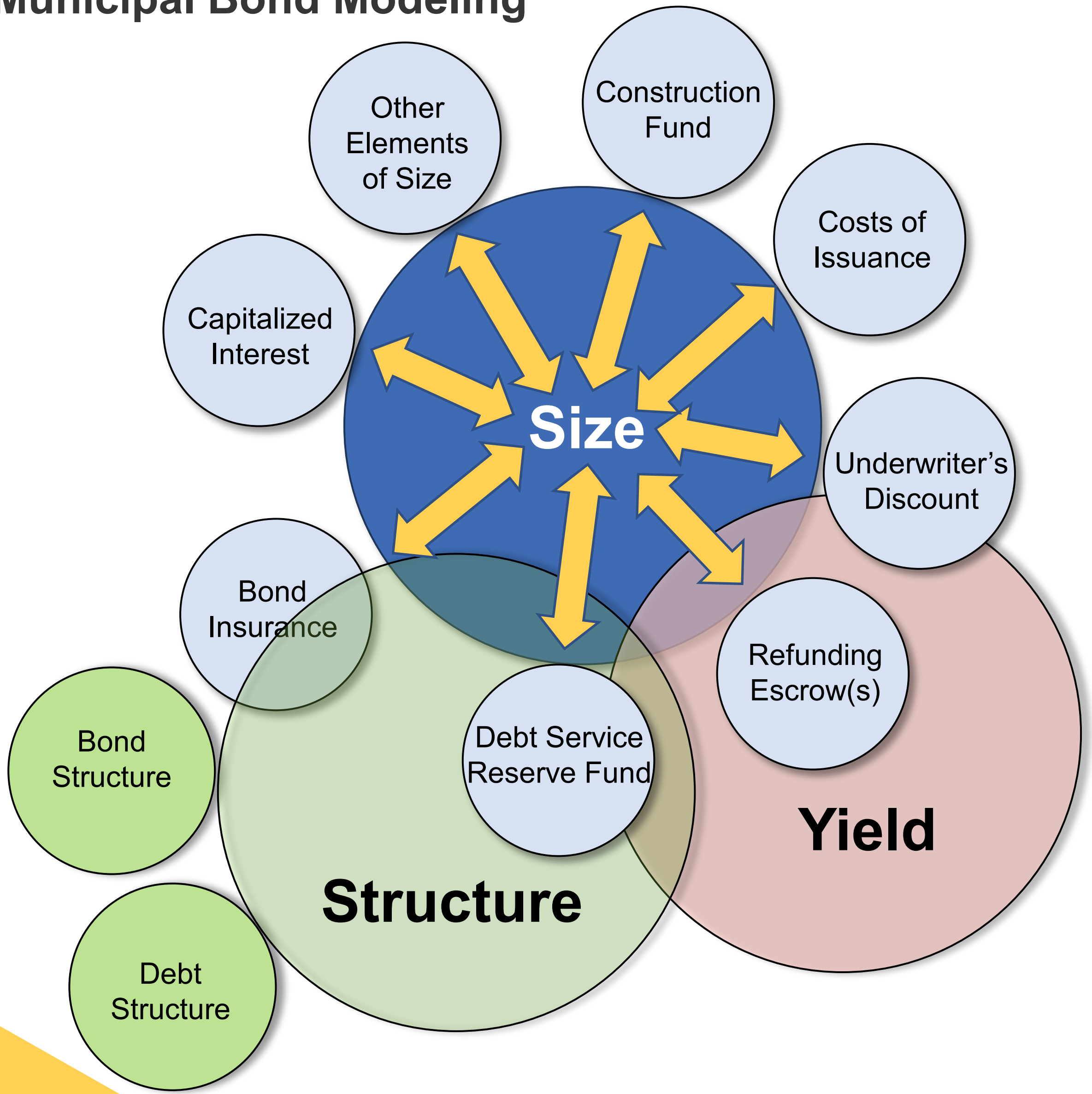
DEBT & SWAP PORTFOLIO MANAGEMENT	Debt Structure Financing Alternatives/Terms | Dedicated Bond Pricing Group | Swap Monitoring & Risk Management
PUBLIC PRIVATE PARTNERSHIPS	Feasibility & Valuation Analysis | Procurement Process Management | Evaluation of Financing Alternatives | Transaction Management
CREDIT STRATEGY	Direct Relationships with Rating Agencies | Constant Communication | Development of Direct Investor Relations Strategies
SPECIALIZED SERVICES	Economic Development | Airports & Seaports | Higher Education | Healthcare | Housing | Transportation | Energy | Schools | General Governments | Water & Wastewater
QUANTITATIVE STRATEGIES	Capital Financing | Strategic Planning | Budgeting | Cash Flow Forecasting

Debt Issuance Considerations

- How to finance a capital project?
  - Why not save up funds over time and build project in future; or
  - "Pay-as-you-go"
- Why issue debt?
- How to issue debt?
  - How much to issue
    - Gross fund vs. Net fund
  - How to find lenders
  - How to repay loan
    - How long?
    - What structure?
  - How to document the loan?
  - What should the loan cost (pricing)?
- The PFM value proposition



The Tao of Municipal Bond Modeling



Management and Budget Consulting

PFM's Management and Budget Consulting (MBC) team, part of PFM Group Consulting LLC, works with governments and nonprofit institutions on actionable initiatives to advance toward structural and sustainable financial health

MBC has a demonstrated track record of over more than 25 years of using quantitative tools, benchmarking and best practices evaluations, organizational and policy review, and state-of-the-art financial modeling to translate analysis into action

Our team targets the issues that impact government performance

- MBC clients include governments ranging from those in fiscal distress to those with strong financial positions
- MBC applies approaches that move public sector agencies along the continuum toward financial and programmatic excellence
- Key services include:
  - Long-range financial plans
  - Turnaround strategies
  - Collective bargaining and arbitration analytics
  - Pension and OPEB finance
  - Tax policy and incentives evaluation
  - Agency and program reviews
  - Criminal justice and safety finance
  - Human services fiscal improvement
  - Budget stress tests and recession readiness
  - National and State Resource Networks

Diverse Array of MBC Services

- MBC clients include governments ranging from those in fiscal distress to those with strong financial positions.
- MBC works with our clients to strengthen finances, improve operating performance, and increase capacity to deliver services effectively.
- MBC applies approaches that move public sector agencies along the continuum toward financial and programmatic excellence.

Public Private Partnerships/ Economic Development	Health and Human Services Management	Workforce Consulting	Organizational Improvement	Fiscal Recovery and Budgeting
Pre-transaction Analysis (in coordination with the PFM P3 team) Revenue Enhancement Analyses Project Gap Analysis	Fiscal and Operational Improvement Federal Revenue Maximization Strengthened Management Controls and Quality Assurance	Labor Negotiation and Interest Arbitration Support Retirement Finance Overtime Control Compensation Studies Labor Costing Model Living Wage Cost Analysis	State Agencies Municipal Operations Federal Agencies Criminal Justice Funding Reorganizations, Staffing, and Shared Services Capital Program Implementation Program Evaluation and Impact Analysis	Turnarounds and Fiscal Oversight Multi-Year Financial Plans Budgeting for Outcomes Financial Policies and Best Practices Tax Policy Fee and Cost Recovery Studies

MBC's Center for Budget Equity & Innovation

- The Center for Budget Equity & Innovation (CBEI) is committed to seeing all residents represented in government policy, budget and decision-making
- Local governments in particular carry an enormous burden and opportunity to impact the lives of residents and stakeholders. Without a clear perspective on equity, elected officials and administrators may overlook disparities and miss opportunities to apply resources effectively
- Through CBEI's analytical, financial and critical thinking approach to equity, the Center takes a comprehensive approach. For each project CBEI considers the specific concerns of its public sector clients
- CBEI's goal is for its equity work to support its clients as they address institutional and structural barriers, evaluate burdens, benefits, and outcomes, and create solutions that promote fairness and belonging in their communities

Center for Budget Equity & Innovation Service Areas

Equitable Budgeting Practices	Approaches to Equitable Recovery
Equity-Based Financial Planning	Integrating Equity in Government Operations & Policy
Community Engagement	Evaluation of Equity Needs and Opportunities
Equitable Investment Strategies	Equity Impact Analysis

Financial Modeling Powered by Synario

STRATEGIC FORECASTING & MULTI-YEAR PLANNING

Financial Modeling powered by Synario focuses exclusively on developing and delivering best-in-class financial modeling technology and services to public and private markets. Synario's flexible financial modeling platform is designed to produce dynamic, multi-year financial projections to facilitate strategic planning.

- **Delivered in the Cloud**. No hardware or software to maintain
- **Built for Collaboration**. Version control issues completely eliminated
- **Easy to Implement**. Average time to go live is two weeks
- **Best Practice Approach**. Leverages PFM's long history helping local governments solve budget and finance challenges

Logistics & Timeline

Introduction to Virtual Program — October 7

Individual Topical Courses — October 8 – November 14

- CPE certificates issued after the completion of the seminar
  - Must attend **<u>entire</u>** webinar and answer **<u>all</u>** polling questions to receive CPE credit – no partial credit will be provided
  - Complete the survey
- Please allow 6 weeks to receive CPE certificate
- Attend via MS Teams (recommended to join from desktop or laptop computer)
  - Time allotted for Q&A during each course; submit throughout using chat
    - We will do our best to get to all questions but have a lot of material to cover!
- Surveys sent via email to attendees after course is completed.
  - **<u>Surveys will close on Friday, November 21st.</u>**
  - Please provide your feedback! We are always seeking to make improvements for future sessions.
- Course materials will be made available on the registration site.

Sample Email

PFM's Fundamentals of Public Finance Seminar (Spring 2024) - Introduction to the Virtual Seminar Session

CS Ciara Simmons

To: Ciara Simmons

Reply Reply all Forward

Thu 4/4/2024 10:26 AM

Presenter Bios - Fall 23.pdf
459 KB

Hello,

Thank you for registering for this course! Below is some helpful information.

Logistics:
As a secondary confirmation, this email contains the link to join this course. Some additional instructions are attached for your review.

As a reminder, all courses will be held via Microsoft Teams. You do not need to download Microsoft Teams to participate—you can simply run a temporary application through your browser. *When you join a course, you will remain in the virtual lobby until it is time for the course to begin*. You will be muted upon entering the session and you do not need to be on camera. Please join the session using your **first and last name** so that we can issue CPE credits to the correct individuals who meet the requirements.

Course:
The presentation for **Introduction to the Virtual Seminar** and the presenter bios are attached. You may view the course description and other info relevant to seminar courses and CPE field of study on our website **here**. Additional info about the seminar can be found on our website here.

Timing: *4/7 at 3:00 – 4:00pm (ET)*

Link to join the session: Click here to join the session

Poll Question: These questions will only be available during its specific answer time.
Question #1: https://forms.office.com/r/X1PyMqTrFy

You will be emailed a link to a **survey** following this course. Please feel free to share your feedback.

If you have any questions, please reach out. Thank you!

Thanks,

Sample Poll Question:
From which region are you joining us today?

- Northeast
- Midwest
- South
- West

Course Schedule

Session	Date	Start (ET)	End (ET)
Introduction to the Virtual Program	10/7/2025	1:00 PM	2:00 PM
Finance Basics – Time Value of Money & the Yield Curve	10/8/2025	1:00 PM	2:03 PM
Municipal Bond Basics	10/9/2025	2:00 PM	3:30 PM
The Basics of Refunding Bonds	10/14/2025	2:00 PM	4:10 PM
The Importance of Investor Relations	10/15/2025	2:00 PM	3:00 PM
PFM Solutions – Synario	10/16/2025	2:00 PM	3:00 PM
Challenges and Opportunities of Utilizing SLGS and Introduction to Cash Optimization	10/17/2025	2:00 PM	3:00 PM
Swap Introduction, Applications and Monitoring	10/21/2025	2:00 PM	4:10 PM
Tax Reform – Municipal Market Update	10/22/2025	1:00 PM	2:00 PM
Bond Pricing	10/23/2025	2:00 PM	4:10 PM
Retirement Finance	10/28/2025	1:30 PM	2:30 PM
Alternative Project Delivery & P3's	10/29/2025	2:00 PM	3:00 PM
Economic Development and Tax Policy	10/30/2025	2:00 PM	3:00 PM
Diversity, Equity, Inclusion & Belonging ("DEIB") at PFM and Public Finance Considerations	11/5/2025	2:00 PM	3:00 PM
Escrow Optimization with an Inverted Yield Curve	11/7/2025	2:00 PM	3:00 PM
Treasury Management Update	11/12/2025	2:00 PM	3:00 PM
Municipal Advisory Regulations & Contracts Overview	11/13/2025	2:00 PM	3:00 PM
The Impact of Higher Interest Rates and Arbitrage Rebate Considerations on Bond Proceeds Investments Strategies	11/14/2025	2:00 PM	3:00 PM

Questions?

pfm

Disclosures

ABOUT PFM

PFM is the marketing name for a group of affiliated companies providing a range of services. All services are provided through separate agreements with each company. This material is for general information purposes only and is not intended to provide specific advice or a specific recommendation. PFM does not provide tax, legal or accounting advice.

Financial advisory services are provided by PFM Financial Advisors LLC, a registered municipal advisor with the Securities and Exchange Commission (SEC) and the Municipal Securities Rulemaking Board (MSRB) under the Dodd-Frank Act of 2010.

Swap advisory services are provided by PFM Swap Advisors LLC which is registered as a municipal advisor with both the MSRB and SEC under the Dodd-Frank Act of 2010, and as a commodity trading advisor with the Commodity Futures Trading Commission. Additional applicable regulatory information is available upon request.

Consulting services are provided through PFM Group Consulting LLC. PFM's financial modeling platform for strategic forecasting is provided through PFM Solutions LLC.

For more information regarding PFM's services or entities, please visitwww.pfm.com.

Special disclaimer regarding the research and forecasts included in today's presentation: This research and any forecasts are based on current public information, as of the date of this presentation (or as of such date as may be specified in the presentation), that we consider reliable, but we do not represent it as accurate or complete, and it should not be relied on as such. The information, opinions, estimates and forecasts contained herein are also as of the date hereof and are subject to change without prior notification.

Case studies are provided for information purposes only and do not constitute specific advice or a recommendation. Opinions, results, and data presented are not indicative of future performance. Actual results may vary. Inclusion on this list does not represent endorsement of PFM's services.