

Retirement Finance:

The changing landscape for finance officials

May 7, 2024

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Poll Question #1



Poll Question:

• Question: What is the approximate average funded status of pension plans? **60%**

70%

80%

90%



Framing the Public Policy Issue Regarding Retirement

Total FY2019 net pension liabilities of the 50 states: \$741 billion (Standard and Poor's – August 2020)

FY2019 Total with more conservative discount rate assumptions: \$1.48 trillion (Moody's – September 2020)

Ten thousand baby boomers will retire or reach age 65 each day until 2033 (Kiplinger)

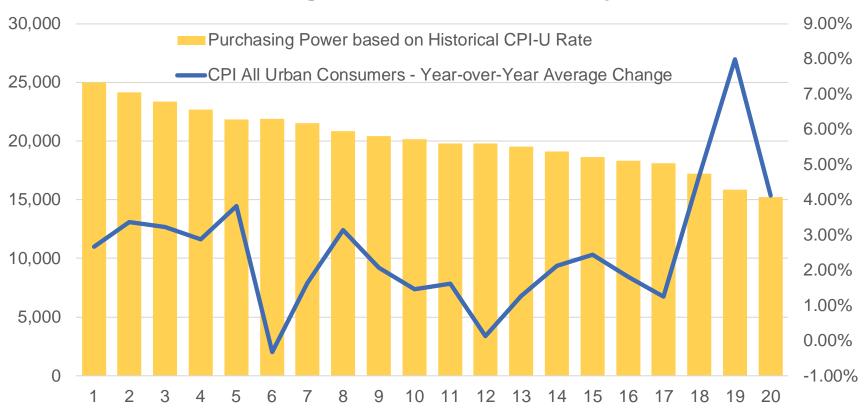
In Q2 of 2020, 28% of individuals believe they will be financially ready to retire (Lincoln Financial Consumer Retirement Index)

According to the Public Fund Survey sponsored by NASRA, the ratio of active employees to annuitants has declined from 2.43 in 2002 to 1.26 in 2021



Inflation and Pension Benefit Purchasing Power

Purchasing Power of \$25,000 over 20 years

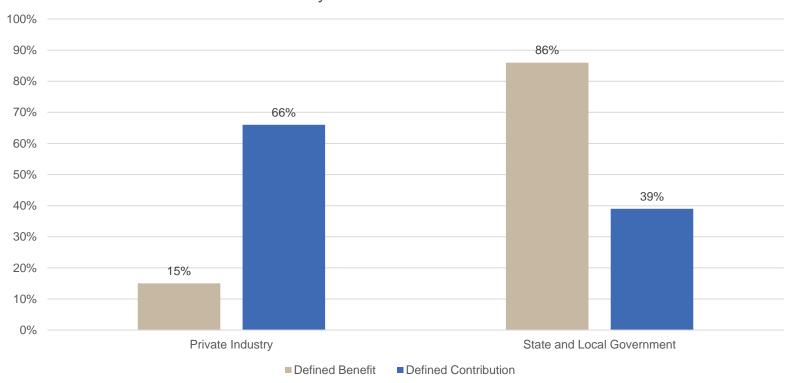


Source: Federal Reserve Bank of St. Louis, FRED



Pensions by Sector: Divergence

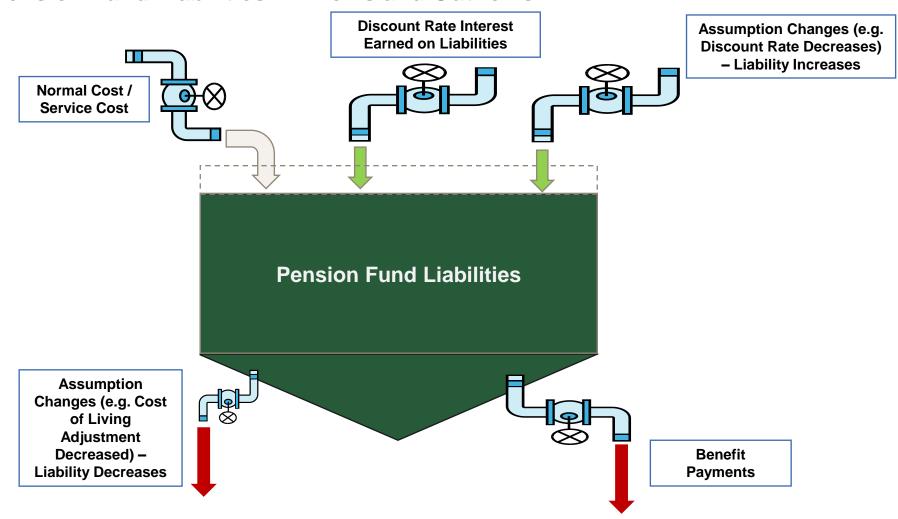
Access to Retiree Benefits
Private Industry vs. State and Local Government



Source: Bureau of Labor Statistics Employee Benefits Survey, March 2023



Pension Fund Liabilities - Inflows and Outflows



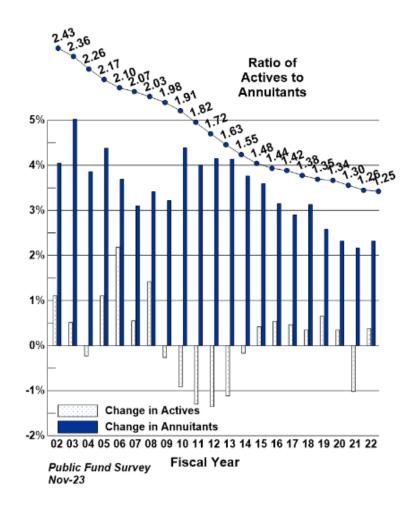


Pension Fund Assets – Inflows and Outflows Investment Earnings / Losses **Employer Employee** Contributions **Contributions** Full Funding (100%) **Current Funding (<100%) Pension Fund Assets Expenses Benefit Payments**



The Ratio of Actives to Annuitants Continues to Decline

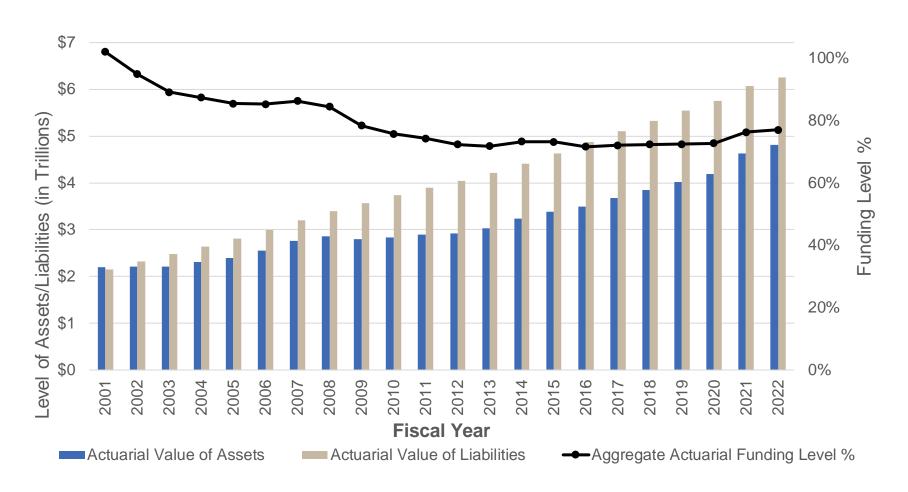
- As the amount of public retirees increase relative to active workers, the burden of retirement funding, and catching up for under-funded plans becomes steeper and more costly.
- This dynamic can and does have a direct impact on budgets and prioritization of other initiatives.



Source: Public Fund Survey, National Association of State Retirement Administrators, October 2022; Public Plans Database



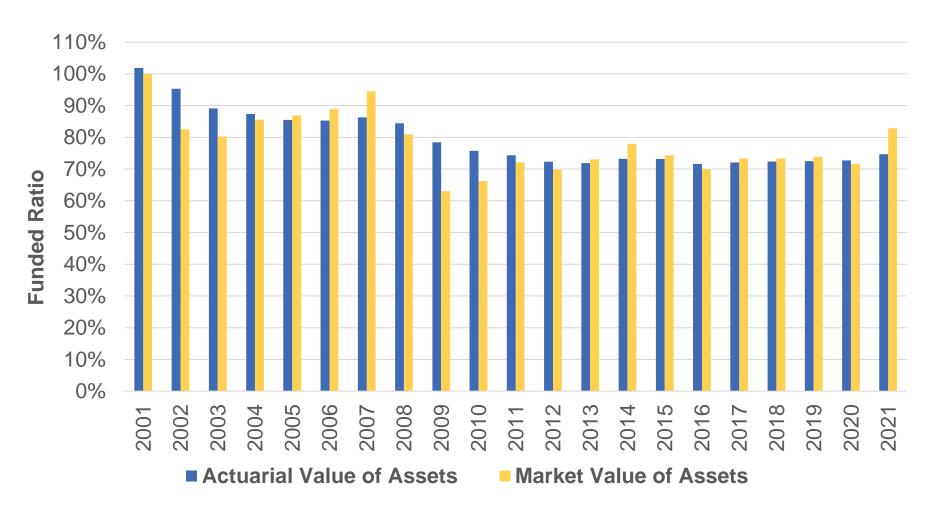
Liabilities Grow Ever Higher



Source: Public Plans Database



Different Funding Perspectives



Source: Public Plans Database



Poll Question # 2



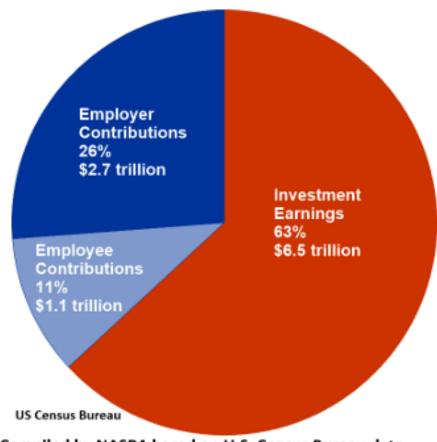
Poll Question:

 Question: The ratio of active employees to annuitants is remaining at a flat and consistent level.

- True
- False



Public Pension Sources of Revenue, 1993-2022

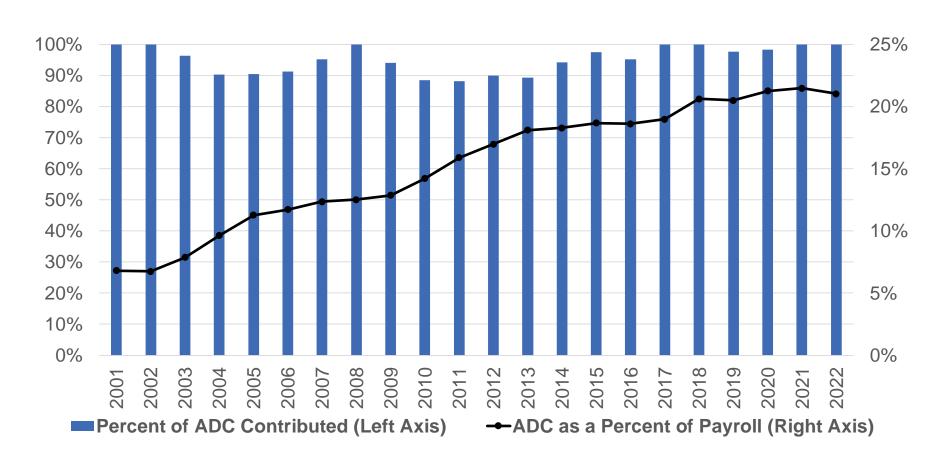


Compiled by NASRA based on U.S. Census Bureau data

Source: NASRA Issue Brief: Public Pension Plan Investment Return Assumptions, National Association of State Retirement Administrators, March 2024



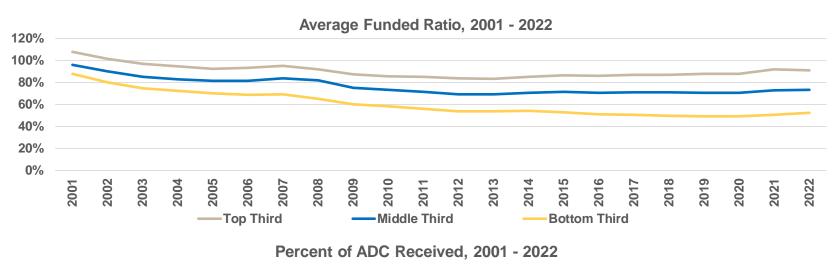
Pension Contributions Through the Years

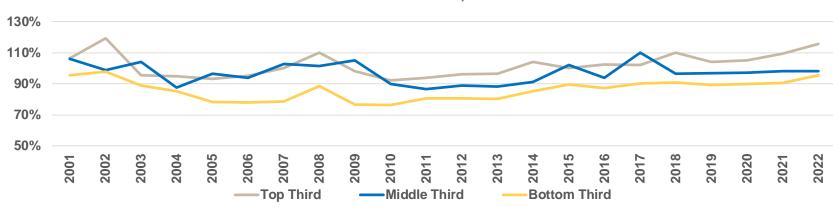


Source: Public Plans Database



Average Funded Ratios and Annual Contributions Received for State and Local Governments





Source: Public Plans Database



Poll Question #3



Poll Question:

- Question: Employer contributions generate the most revenue for a pension / OPEB plan.
- True
- False

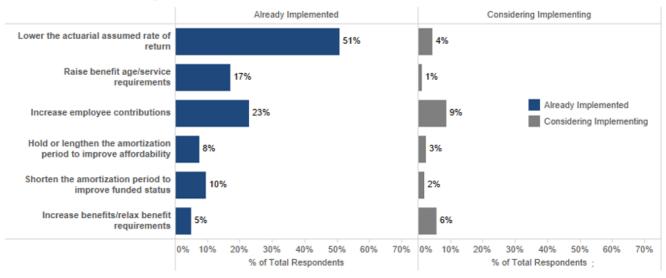


Retirement Plan Trends

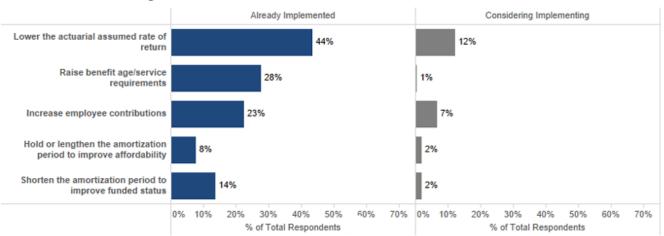


Trends in State and Local Government Retirement Plan Adjustments

2023 Retirement Plan Changes



2022 Retirement Plan Changes

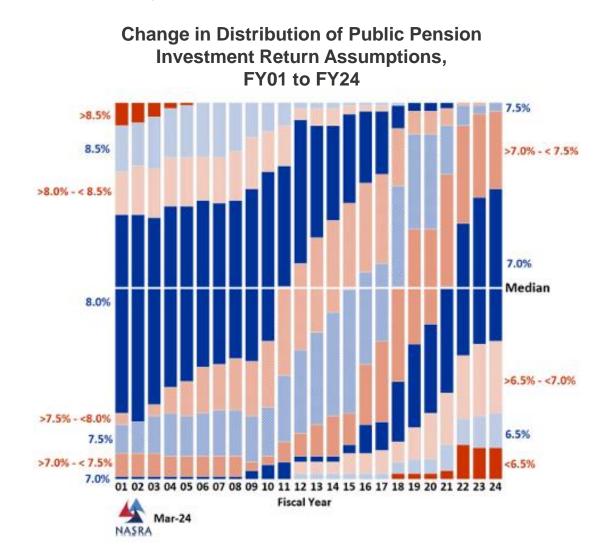




Investment Return Assumptions Used By Public Plans

- Public plans continue to de-risk their plans by reducing the investment return assumption/ discount rate
- Many plans used outstanding investment returns in 2021 to lower IRR assumptions in 2022
 - The 2024 NASRA median of 7.0% was down from 8.0% in 2010
 - The average of 6.91% in 2024 is down from 7.95% in 2007

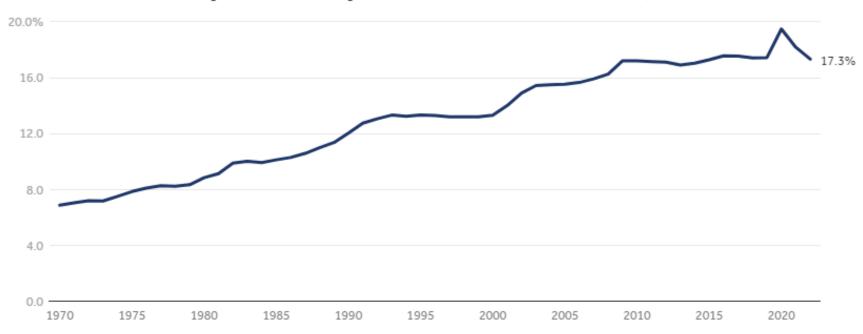
Source: NASRA Issue Brief: Public Pension Plan Investment Return Assumptions, National Association of State Retirement Administrators, March 2024





OPEB/ Medical Cost Trends

Total national health expenditures as a percent of Gross Domestic Product, 1970-2022

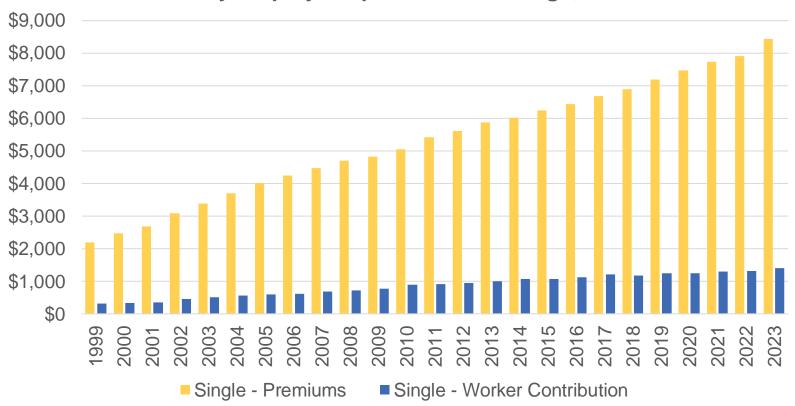


Source: Kaiser Family Foundation analysis of National Health Expenditure (NHE) data from Centers for Medicare and Medicaid Services, Office of the Actuary, National Health Statistics Group, December 2022



Premiums increasing, worker contributions remaining flat

Premiums and Worker Contributions Among Workers Covered by Employer-Sponsored Coverage, 1999-2023



Source: KFF and Kaiser/HRET Annual Surveys of Employer-Sponsored Health Benefits



Poll Question # 4



Poll Question:

 Question: What is the approximate median assumed rate of return for pension plans? **6.50%**

6.75%

7.00%

7.25%



Tools for Addressing the Challenge



What Are the Tools?

Consistent Budgetary Funding

- Establish/Update a Funding Policy
- Fund the ADEC
- Rate Stabilization Fund

Manage Benefit Liabilities

- Plan Design Reform
- Participant and Benefit Segmentation
- Evaluate Exchanges

Risk Management

- Risk Sharing
- Risk Transfer

Build Fund Assets

- Dedicated Taxes
- Asset Monetization
- Pension Obligation/OPEB Bonds



Funding Policy

- A funding policy must be established with specific objectives.
 - √Lay out a plan to fund pensions
 - ✓ Provide guidance in making annual budget decisions
 - Demonstrate affordable financial management practices to taxpayers
 - ✓ Reassure bond rating agencies
 - ✓ Assure employees how pensions will be funded
- Sustainability through policy implementation.
 - Have a pension funding policy that is based on an actuarially determined contribution
 - ✓ Build funding discipline into the policy to ensure that promised benefits can be paid
 - Maintain intergenerational equity so that the cost of employee benefits is paid by the generation of taxpayers who receive services
 - Make employer cost a consistent percentage of its current and projected payroll
 - Require clear reporting to show how and when pension plans will be fully funded



Approved: December 11, 2014 Revised: March 25, 2021

Funding Policy of the Wisconsin Retirement System

The Wisconsin Retirement System (WRS) is a public trust established under state law as a governmental tax-qualified retirement plan. The funds of the trust can only be used for pension purposes. The WRS is a defined benefit plan, created to aid public employees in protecting themselves and their beneficiaries against the financial hardships of old age, disability, death, illness, and accident. The WRS provides retirement, disability, and death benefits to employees of the State of Wisconsin and employees of local government employers who elect to participate, and Milwaukee Public School District teachers. Employees of the City of Milwaukee and Milwaukee County do not participate in the WRS.

FINANCIAL OBJECTIVE

The main financial objective of the WRS is to fully fund the long-term cost of benefits provided by statute, through disciplined and timely accumulation of sufficient assets to deliver earned benefits on a continuing basis.

FUNDING GUIDELINES

This funding policy seeks to balance three main objectives:

- Contribution Adequacy Contributions and current plan assets must be sufficient to provide for all benefits expected to be paid to members and their beneficiaries when due.
- Contribution Stability and Predictability Contribution volatility must be controlled to the extent reasonably possible, consistent with other policy goals.
- Inter-Generational Equity Costs of benefits should be paid for by the generation that receives the benefits.

FUNDING METHODS AND PRINCIPLES

The following methods and principles, most of which are stipulated by statute, will be used to implement this policy:

 <u>Actuarial Cost Method</u> – [Wis. Stat. § 40.05(2)(b)]. Normal cost¹ for the WRS is calculated using the *frozen initial liability* method, modified to adjust the normal cost by the amortization of the Experience Amortization Reserve (EAR)².



Actuarial Assumptions*

	Annual Budget Impact (Short-Term)		Plan Funded Ratio	
	Cost ¹	Risk/Volatility ²	Short-Term Impact ³	Long-Term Impact ⁴
No actuarial or funding changes	\leftrightarrow	\leftrightarrow	\leftrightarrow	
Actuarial Assumptions (all else being eq	ıual)			
• Level Dollar Cost ⁵	1	•	1	\leftrightarrow
Reduce UAAL Amortization Period	1	•	1	1
Reduce the Discount Rate	1	•	•	\leftrightarrow
Reduce Asset Smoothing Period	\leftrightarrow	1	\leftrightarrow	\leftrightarrow
Reduce Wage Inflation ⁶	1	•	1	1

- 1 budget cost represents comprehensive governmental cost;
- 2 risk/volatility represents potential annual budget variability introduced by change
- 3 short-term represents likely change to pension funded status over 1 3 years;
- 4 long-term represents likely change to pension funded status over more than 20 years
- 5 assumes current cost method is level % of payroll
- 6 assumes level % of payroll cost method

^{*} For Illustrative Purposes Only - Actuarial assumption changes should be viewed within the comprehensive perspective of the plan, and reviewed based on calculations provided by your actuary.



Funding and Other Changes

	Annual Budget Impact (Short-Term)		Plan Funded Ratio Impact	
	Cost ¹	Risk/Volatility ²	Short-Term ³	Long-Term ⁴
Funding Practices (all else being equal)				
Fund ADEC (if current level of funding is less)	1	•	1	1
Additional Funding Plan ⁵	1	\leftrightarrow	1	1
Pension Obligation Bond	+	1	1	\leftrightarrow
Other Changes (all else being equal)				
New Tiers ⁶	\leftrightarrow	•	\leftrightarrow	1
 Investment Risk Sharing⁷ 	\leftrightarrow	+	\leftrightarrow	\leftrightarrow

- 1 budget cost represents comprehensive governmental cost;
- 2 risk/volatility represents potential annual budget variability introduced by change
- 3 short-term represents likely change to pension funded status over 1 3 years;
- 4 long-term represents likely change to pension funded status over more than 20 years
- 5 additional funding plan could be one-time or planned from cash reserves, dedicated tax or other extra-budgetary measure
- 6 new tiers would represent lower benefits at a given age/service or longer benefit qualification period
- 7 investment risk sharing would introduce programmatic sharing of losses and, potentially, gains amongst all stakeholders



Poll Question #5



Poll Question:

 Question: Lowering the assumed rate of return will decrease the amount an employer and/or employee needs to contribute to the fund.

- True
- False

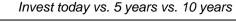
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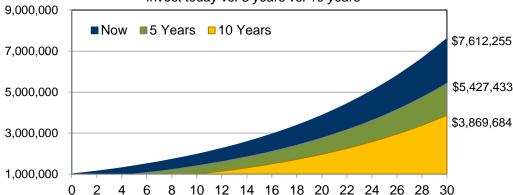


Why Fund OPEB?

- Earn a higher rate of return than cash more efficient use of resources
- Reduce the unfunded liability that will be reported on the balance sheet following GASB 74/75 by:
 - Dedicating assets to decrease Net **OPEB Liability**
 - Allowing application of the higher discount rate to some portion of the liability
- Offset the 5%+ growth in costs of the medical benefits by investing in longterm assets
- The cost of the benefit is funded when earned, instead of passed to future taxpayers/ ratepayers

Growth of Initial \$1 million Investment*





*Example represents growth of original deposit at an annual earnings rate of 7%, which is an average long-term rate of return for a balanced fixed-income and equity portfolio; assumes no redemptions of funds.

Model returns may not reflect material economic or market factors.

Returns are shown before any fees.

Do not assume that the recommendations made in the future will be profitable or will equal the performance cited.



Asset Monetization as a Funding Strategy

Many governments own significant assets that provide a stable and long-term source of cash-flows. Governments
may sell or lease these assets to match long-term cash-flows with the long-term liabilities associated with
retirement systems

Pittsburgh, PA rejected a bid of \$453 million for a 50-year lease on parking revenues to fund its pension deficit. Instead, it sought to accomplish the same purpose by transferring the yearly parking revenue directly to the pension system. While the economics of this were similar, no changes were made to the pension system's benefits, and the funded ratio is falling.

Allentown, PA leased its water utility for 50 years to a public authority in return for \$211.3 million, of which \$160 million was used to reduce the unfunded pension liability. Future rate increases were limited and there was no initial cost to taxpayers. As a result, Standard & Poor's revised Allentown's ratings outlook from stable to positive.

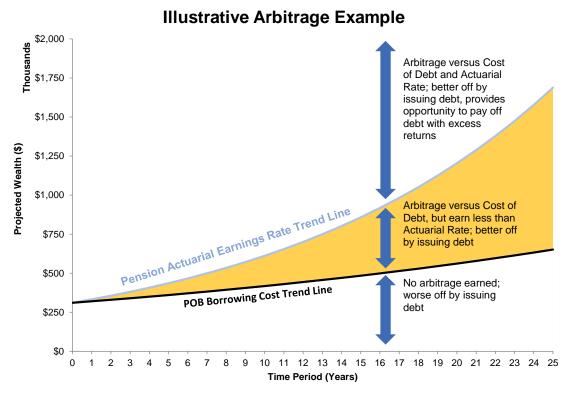
Scranton, PA sold its wastewater system to Pennsylvania American Water for \$195 million. The net proceeds of the transaction were utilized to pay off debt and a deposit to the pension system, which was roughly 25% funded in aggregate at 12/31/14. The City's Recovery Coordinator has recommended an exit within the next three years from the state's fiscally distressed status, which has been in place since 1992.





What is a Pension Obligation Bond?

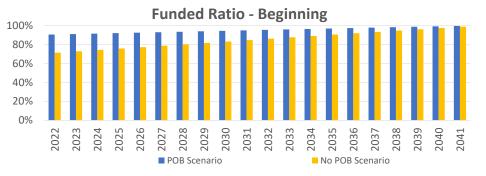
- Issuers of Pension Obligation Bonds ("POBs") issue debt in the taxable fixed rate markets and deposit the proceeds into their pension system
- POBs are a risk-bearing arbitrage strategy between the cost of financing and the long-term return on investment
 - Investment rates that are greater than borrowing costs will achieve net savings to the pension obligation
 - Where net pension savings are achieved, there can be budgetary relief and funding improvements
 - POB proceeds should be invested in asset classes that can generate an arbitrage balanced against the risk/return trade-off
- POBs replace a 'soft liability' with a 'hard liability'



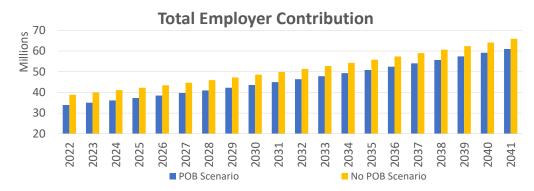


Generating Savings with POB

 A POB issuance may create budgetary cash flow savings by reducing the unfunded liabilities associated with a plan, and then replacing the UAAL amortization payments associated with those now funded liabilities with lower levels of debt service









POB Strategy Risks

- Failing to achieve the target rate could create additional costs that reduce, or exceed anticipated budgetary savings
 - If the pension system earns less over the life of the bonds than the interest paid on the POBs, then the issuance of the POBs become a net cost
 - Market timing greatly impacts the long-term economics of a POB
 - Investment losses soon after a POB issuance could contribute to a new unfunded liability and could require many years of future gains in order to reach a "breakeven" threshold
- Trading a soft cost (i.e., annual pension contribution requirement) for a hard cost (i.e., debt)
 - Actuarial assumptions and contribution policies have some flexibility which can be adjusted over time to better fit overall general budgetary needs
 - The issuer will no longer have the flexibility they once had to decide how to amortize the portion of the unfunded actuarial accrued liability (UAAL) that is funded via the POB as that will now have been converted to mandatory debt service requirements
- Improved financial health of the pension fund may possibly result in pressure to increase benefits



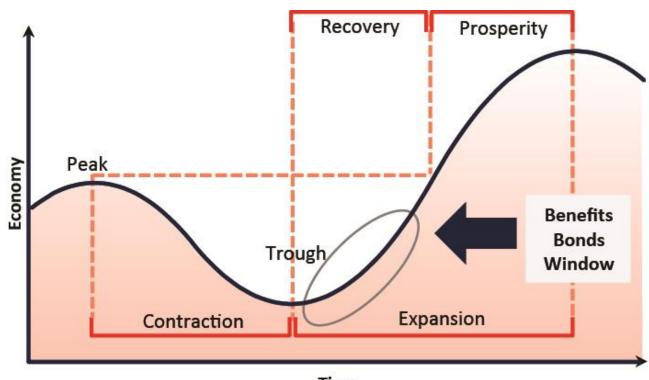
Considerations and Questions to Ask for POB Strategy Development

- What is the appropriate target funded ratio, and how will that impact the size of the POB?
 - If POB issuance is sizeable, consider multi-tranche approach
- What is the proper pension funding policy such that the client is in a better position to contribute 100% of Actuarially Determined Employer Cost (ADEC)?
 - Contributing 100% reduces the probability of compounding future losses through poor funding discipline
- Should adjustment to existing plan policies be implemented to enhance future sustainability of the plan? Examples of policy updates include:
 - COLAs will only be made if they are included fully in the actuarially determined employer contribution (ADEC)
 - No retroactive benefits will be provided unless fully funded up front
 - No new prospective benefits will be provided while the POB is outstanding
- Should a POB trust be created within or alongside the pension trust to hold and invest the POB assets?
- Should an investment policy be adopted that directs the specific investment of POB proceeds? Examples of policy include:
 - Fully invest proceeds in equities (or equivalents) for at least 10 years
 - If proceeds are managed in a pension stabilization trust, then the proceeds should be transitioned to the main corpus of the pension in a disciplined contribution pattern over the remaining life of the POB



What is the Pension Obligation Bond Window?

- The period of time an issuer of benefits bonds can most reasonably expect to invest bond proceeds in the stock market without witnessing lower stock prices in the subsequent economic recession
 - Measured from the bottom of the stock market (which typically corresponds to the trough of an economic business cycle) until the stock market 'breakeven' level with the subsequent stock market bottom
 - Theoretically, the period in which the risk of subsequent cycle loss is < 50%
 - Quantifiable only in hindsight.
 - No one can ever predict in realtime when there is a bottom



Time



Investment of POB Proceeds

- Consider investing proceeds of a POB issuance differently than other retirement system assets
 - Typical pension plan investment strategies have asset allocation targets that include equities, fixed income, and other asset classes
 - Issuers may consider
 investment strategies for
 POB proceeds that are
 different than the typical
 asset allocation strategies of
 the plan, with heavier
 weighting applied to assets
 with greater potential for
 increased long-term returns.
 - Over a 20-year history, equity asset classes have typically out-performed fixed income classes, on a relative basis.

Annual Returns for Key Indices Ranked in Order of Performance (2004–2023)

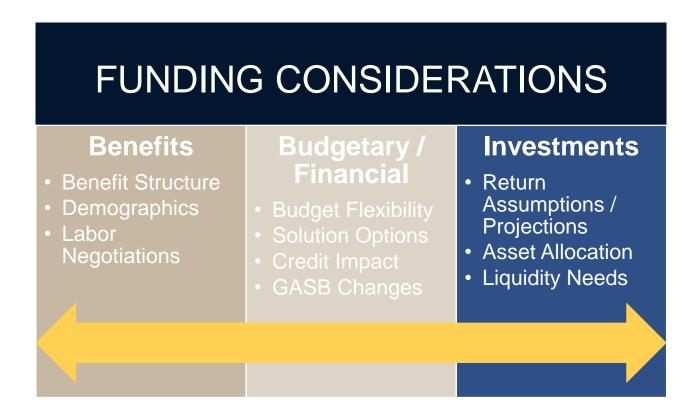
2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Real	Emerging	Real	Emerging	U.S.	Emerging	Small	U.S.	Real	Small	Real	Large	Small	Emerging	Cash	Large	Small	Large	Cash	Large
Estate	Market	Estate	Market	Fixed	Market	Сар	Fixed	Estate	Сар	Estate	Сар	Сар	Market	Equivalent	Сар	Сар	Сар	Equivalent	Сар
07.000/	Equity	40.400/	Equity	Income	Equity	Equity	Income	07 700/	Equity 38.82%	45.000/	Equity	Equity 21.31%	Equity	4.070/	Equity	Equity	Equity 28.71%	4.400/	Equity
37.96%	34.00%	42.12%	39.38%	5.24%	78.51%	26.85%	7.84% High Yield	27.73%		15.02%	1.38% U.S.	High Yield	37.28%	1.87% U.S.	31.49%	19.96%		1.46%	26.29%
Emerging Market	Real Estate	Emerging Market	Developed ex-U.S.	Global ex-U.S.	High Yield	Real Estate	High Yield	Emerging Market	Large Cap	Large Cap	U.S. Fixed	High Yield	Developed ex-U.S.	U.S. Fixed	Small Cap	Large Cap	Real Estate	High Yield	Developed ex-U.S.
Equity	LSIAIC	Equity	Equity	Fixed		LSIAIC		Equity	Equity	Equity	Income		Equity	Income	Equity	Equity	Lotate		Equity
25.55%	15.35%	32.17%	12.44%	4.39%	58.21%	19.63%	4.98%	18.23%	32.39%	13.69%	0.55%	17.13%	24.21%	0.01%	25.52%	18.40%	26.09%	-11.19%	17.94%
Developed	Developed	Developed	Global	Cash	Real	Emerging	Global	Developed	Developed	U.S.	Cash	Large	Large	High Yield	Developed	Emerging	Small		Small
ex-U.S.	ex-U.S.	ex-U.S.	ex-U.S.	Equivalent	Estate	Market	ex-U.S.	ex-U.S.	ex-U.S.	Fixed	Equivalent	Сар	Сар		ex-U.S.	Market	Сар	Fixed	Сар
Equity	Equity	Equity	Fixed			Equity	Fixed	Equity	Equity	Income		Equity	Equity		Equity	Equity	Equity	Income	Equity
20.38%	14.47%	25.71%	11.03%	2.06%	37.13%	18.88%	4.36%	16.41%	21.02%	5.97%	0.05%	11.96%	21.83%	-2.08%	22.49%	18.31%	14.82%	-13.01%	16.93%
Small Cap	Large Cap	Small Cap	U.S. Fixed	High Yield	Developed ex-U.S.	High Yield	Large Cap	Small Cap	High Yield	Small Cap	Real Estate	Emerging Market	Small Cap	Global ex-U.S.	Real Estate	Global ex-U.S.	ex-U.S.	Developed ex-U.S.	High Yield
Equity	Equity	Equity	Income		Equity		Equity	Equity		Equity	Lotate	Equity	Equity	Fixed	Lotate	Fixed	Equity	Equity	
18.33%	4.91%	18.37%	6.97%	-26.16%	33.67%	15.12%	2.11%	16.35%	7.44%	4.89%	-0.79%	11.19%	14.65%	-2.15%	21.91%	10.11%	12.62%	-14.29%	13.44%
Global	Small	Large	Large	Small	Small	Large	Cash	Large	Real	High Yield	Developed	Real	Global	Large	Emerging	Developed	High Yield	Large	Emerging
ex-U.S.	Cap	Сар	Сар	Cap	Сар	Cap	Equivalent	Сар	Estate		ex-U.S.	Estate	ex-U.S.	Сар	Market	ex-U.S.		Сар	Market
Fixed	Equity	Equity	Equity	Equity	Equity	Equity	0.400/	Equity	0.070/	0.450/	Equity	4.000/	Fixed	Equity	Equity	Equity	E 000/	Equity	Equity
12.54%	4.55%	15.79%	5.49%	-33.79%	27.17%	15.06%	0.10%	16.00%	3.67%	2.45%	-3.04%	4.06%	10.51%	-4.38%	18.44%	7.59%	5.28%	-18.11%	9.83%
High Yield	Cash Equivalent	High Yield	Cash Equivalent	Large Cap	Large Cap	Developed ex-U.S.	Small Cap	High Yield	Cash Equivalent	Cash	Small Cap	Developed ex-U.S.	Real Estate	Real Estate	High Yield	U.S. Fixed	Cash Equivalent	Global ex-U.S.	Real Estate
	Equivalent		Equivalent	Equity	Equity	Equity	Equity		Equivalent	Equivalent	Equity	Equity	Estate	Estate		Income	Equivalent	Fixed	Estate
11.13%	3.07%	11.85%	5.00%	-37.00%	26.47%	8.95%	-4.18%	15.81%	0.07%	0.03%	-4.41%	2.75%	10.36%	-5.63%	14.32%	7.51%	0.05%	-18.70%	9.67%
Large	High Yield	Global	High Yield	Developed	Global	U.S.	Real	U.S.	U.S.	Emerging	High Yield	U.S.	High Yield	Small		High Yield		Emerging	Global
Cap		ex-U.S.		ex-U.S.	ex-U.S.	Fixed	Estate	Fixed	Fixed	Market		Fixed		Cap	Fixed		Fixed	Market	ex-U.S.
Equity	0.740/	Fixed	4.0704	Equity	Fixed	Income	0.4007	Income	Income	Equity		Income	= ====	Equity	Income	=	Income	Equity	Fixed
10.88%	2.74%	8.16%	1.87%	-43.56%	7.53%	6.54%	-6.46%	4.21%	-2.02%	-2.19%	-4.47%	2.65%	7.50%	-11.01%	8.72%	7.11%	-1.54%	-20.09%	5.72%
U.S. Fixed	U.S. Fixed	Cash Equivalent	Small Cap	Real Estate	U.S. Fixed	Global ex-U.S.	Developed ex-U.S.	Global ex-U.S.	Emerging Market	Global ex-U.S.	Global ex-U.S.	Global ex-U.S.	U.S. Fixed	Developed ex-U.S.	Global ex-U.S.	Cash Equivalent	Emerging Market	Small Cap	U.S. Fixed
Income	Income	Equivalent	Equity	Estate	Income	Fixed	Equity	Fixed	Equity	Fixed	Fixed	Fixed	Income	Equity	Fixed	Equivalent	Equity	Equity	Income
4.34%	2.43%	4.85%	-1.57%	-48.21%	5.93%	4.95%	-12.21%	4.09%	-2.60%	-3.09%	-6.02%	1.49%	3.54%	-14.09%	5.09%	0.67%	-2.54%	-20.44%	5.53%
Cash	Global		Real	Emerging	Cash	Cash	Emerging	Cash	Global	Developed	Emerging	Cash	Cash	Emerging	Cash	Real	Global	Real	Cash
Equivalent	ex-U.S.	Fixed	Estate	Market	Equivalent	Equivalent	Market	Equivalent	ex-U.S.	ex-U.S.	Market	Equivalent	Equivalent	Market	Equivalent	Estate	ex-U.S.	Estate	Equivalent
	Fixed	Income		Equity			Equity		Fixed	Equity	Equity			Equity			Fixed		
1.33%	-8.65%	4.33%	-7.39%	-53.33%	0.21%	0.13%	-18.42%	0.11%	-3.08%	-4.32%	-14.92%	0.33%	0.86%	-14.57%	2.28%	-9.04%	-7.05%	-25.10%	5.01%

*Source: Callan Institute, 2024



The Three Prongs of Retirement Funding

● To be effective and sustainable, a funding strategy must be considered across three primary areas.





Poll Question #6



Poll Question:

Question: Pension Obligation
 Bonds or OPEB Obligation
 Bonds are a riskless arbitrage
 strategy that will solve your
 pension troubles.

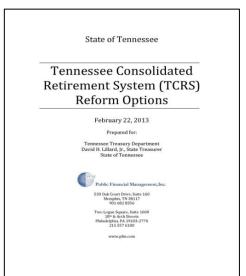
- True
- False

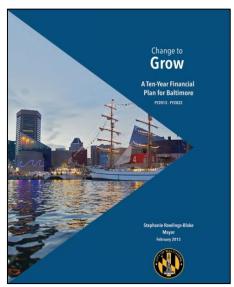


Other Considerations for Pension Reform

- Evaluating costs in the context of balance sheets, budgets, and long-range fiscal capacity
- Considering opportunities for system redesign and legislative support
- Utilizing joint labor-management working groups to achieve benefits redesign and funding alternatives
- Other Post-Employment Benefit (OPEB) evaluation and policy development









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Improved funding

- · Dedicated sales tax revenue
- Negotiated increases to employee contributions

Shift in funding policy

- Revenue recognition policy
- Additional contribution(s) above Minimum Municipal Obligation

Liability reduction

 "Stacked hybrid" approach for non-uniformed employees (\$65,000 cap)

Reduced risk

- · Revised actuarial assumptions
- · Modified investment approach
- · Continually lowered assumed rate of return

Stakeholder engagement

Intergovernmental working groups





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Thank you!

