



# Baird's Commitment to School Financing Solutions

With more than 70 professionals, our public finance team provides a broad knowledge base analyzing all possible options to meet our client's objectives and deliver results catered to their financial short and long-term goals. As an employee-owned and fully independent investment banking firm, we are unique to our competitors in that we have a vested interest in our clients' success.

#### Funding solutions

- General obligation bonds
- Alternative Funding sources
- Refinancing Opportunities

#### Ongoing services

- Debt Monitoring
- Budget Forecasting
- Credit rating analysis
- Election planning assistance

No. 1 Municipal Underwriter by transactions in the following areas\*:

**Total number**

**Par Amount \$100 million or less**

**Number of K-12 issues**

**Par amount of Bank qualified**



Private Wealth Management   Capital Markets   Private Equity   Asset Management

**Public Finance**

\*Source: IPERO MuniAnalytics as of March 31, 2013.

## How Baird can make the difference for you

We're ready and willing to use our own capital to support you, as demonstrated by the volume of deals we've underwritten.\*

We have purchased more issues than any other firm annually since 2009.\*

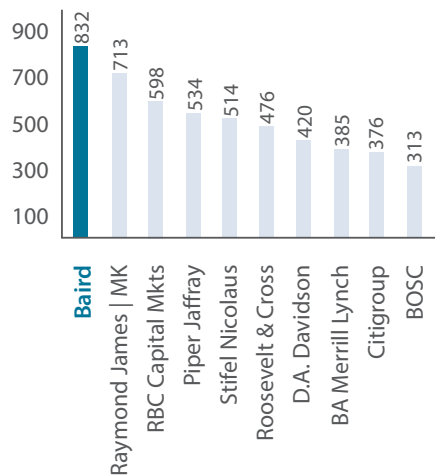
We can sell tax-exempt and taxable fixed income securities through our nationwide network of more than 700 retail brokers and 140 institutional sales and trading professionals.

- Extensive coverage of middle market investors
- Four underwriting desks located across the county
- Institutional sales team members average 15 years in the municipal market

We remain committed to the municipal securities market and continue to grow, having added eight new Public Finance offices in just the last three years.

## Baird Public Finance 2012 Recognition

2012 by number of issues as lead managing underwriter



## Contact Baird

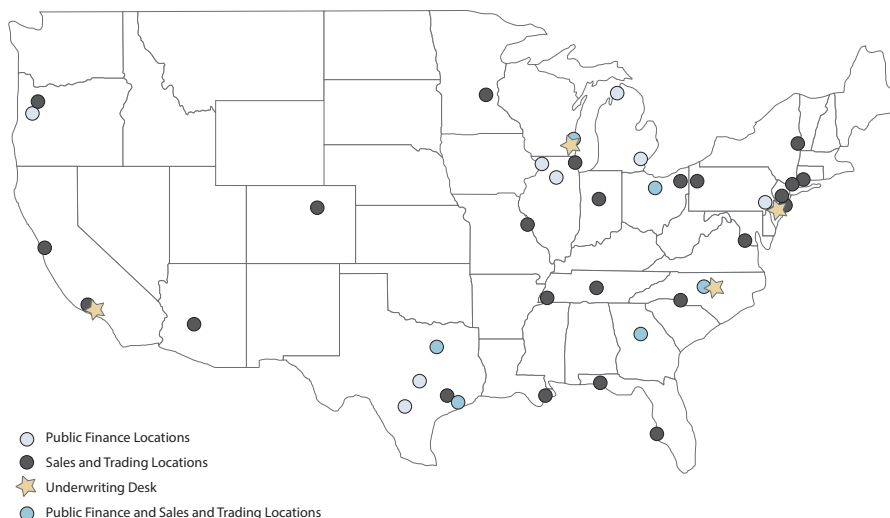
[rwbaird.com/publicfinance](http://rwbaird.com/publicfinance)  
800-792-2473 ext. 3827

## Deal of the Year

Underwriter or Financial Advisor to Deal of the Year 2012, 2011, 2009, 2007 and 2005 by *The Bond Buyer*

## Baird's Fixed Income Capital Markets

Baird's Fixed Income Capital Markets Public Finance and Sales and Trading professionals are located in 35 offices including four underwriting desks strategically placed across country.



Accounts under management for all 50 states



Private Wealth Management   Capital Markets   Private Equity   Asset Management

**Public Finance**

\*Sourced by SDC Thomson for competitive and negotiated issues as of January 4, 2013.  
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