

## Oakland Unified School District

- Summary of District Financial Performance Since 2009
- 2017 Refunding Results

Community Schools, Thriving Students

| Role | Name |
| :--- | :--- |
| District: | Oakland Unified School District |
| Underwriter: | Siebert Cisneros Shank \& Co., LLC |
| Underwriter's Counsel: | Curls Bartling P.C. |
| Municipal Advisor: | KNN Public Finance, LLC |
| Bond/Disclosure Counsel: | Orrick, Herrington \& Sutcliffe LLP |
| Paying Agent: | US Bank |

- Presenters
- Gary Hall, Partner \& Head of Investment Banking, Siebert Cisneros Shank \& Co., L.L.C.
- Blake Boehm, Director, KNN Public Finance, LLC
- Over the past several years the District has captured major value for its constituents and taxpayers through sound financial management
- Since 2009, the District's cost of financing has declined by 170 basis points, from $4.91 \%$ to $3.21 \%$
- Over the same time period the District has saved taxpayers over $\$ 130$ million by refunding over $\$ 672$ million of its debt and taking advantage of historically low interest rates
- In present value terms, taxpayer savings total over \$109 million, or $16.3 \%$ of refunded par
- To produce these cost savings, the District proactively communicated its story to investors via over 60 meetings
- These meetings resulted in significant demand for the District's bonds as evidenced by investors submitting over 143 orders totaling over $\$ 3.0$ billion of par since 2015
- In 2016, the District capped its significant improvement in financial performance by earning underlying bond ratings in the "Aa" and "AAA" ratings category for the first time since the District went into state receivership in 2003
- Prior to 2016, the District issued non-rated bonds and bonds rated one level above the "junk" bond rating category


## Over Time the District has Significantly Lowered its Borrowing Costs

- Since 2009, the District's interest costs have declined significantly (as represented by an interest rate spread in basis points to the MMD AAA GO Index on the day of sale)
- The table to the right compares the District's interest rate spreads for its bonds with similar structures sold between 2009 and 2017
- In 2009, for example, the District issued bonds with an 8year maturity at an interest rate spread of 219 basis points
- However, in last month's financing, the District issued similarly structured bonds with an 8 -year maturity at an interest rate spread of 9 basis points
- Represents an improvement of 210 basis points

OUSD Improvements in Credit Spreads Since 2009

| Series | 2009A | 2012A | 2013 | 2015A | 2016A | 2017C |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Ratings | Not Rated | Not Rated | Not Rated | Not Rated | Aa3/AA-/AAAAa3/AA-/AAA |  |
| Sale Date | $7 / 29 / 2009$ | $3 / 6 / 2012$ | $9 / 4 / 2013$ | $8 / 5 / 2015$ | $8 / 3 / 2016$ | $5 / 11 / 2017$ |
| Maturity |  |  |  |  |  |  |


| 1 |  | 96 | 75 |  | 3 | -2 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2 |  | 145 | 101 |  | 2 | -1 |
| 3 |  | 159 | 121 |  | 5 | 0 |
| 4 |  | 171 | 134 |  | 6 | 0 |
| 5 | 209 |  | 148 | 95 | 8 | 0 |
| 6 | 212 |  |  | 97 | 9 | 3 |
| 7 | 211 |  |  | 99 | 12 | 6 |
| 8 | 219 |  |  | 103 | 15 | 9 |
| 9 | 216 |  |  | 108 | 17 | 13 |
| 10 |  | 214 |  | 113 | 20 | 17 |
| 11 |  |  |  | 115 | 25 | 24 |
| 12 |  |  |  | 115 | 27 | 26 |
| 13 |  |  |  | 115 | 28 | 27 |
| 14 |  |  |  | 115 | 28 | 28 |
| 15 |  |  |  | 115 | 28 | 28 |
| 16 |  |  |  | 115 |  | 28 |
| 17 |  |  |  | 115 |  | 28 |
| 18 |  |  |  | 114 |  | 28 |
| 19 |  |  |  | 111 |  | 28 |
| 20 |  |  |  | 110 |  | 28 |
| 21 |  |  |  |  |  | 28 |
| 22 |  |  |  |  |  |  |
| 23 |  |  |  |  |  |  |
| 24 |  |  |  |  |  |  |
| 25 |  |  |  | 107 |  |  | Source: Siebert Cisneros Shank

- Both rating agencies and investors have stated that the District's strong financial stewardship has been critical to their assessment of the District's credit
$\checkmark$ Maintaining a general fund balance greater than 2\%
$\checkmark$ Improving financial performance despite fluctuations in annual state funding
$\checkmark$ Consistent financial results that are under budget
$\checkmark$ Management and the board's willingness to make difficult decisions in order to balance the budget and control costs
$\checkmark$ Limited intra year financial surprises
$\checkmark$ Establishing and maintaining financial policies and best practices


## Strong Financial Performance Culminated in \$60 Million of Taxpayer Savings in 2017

- On May $11^{\text {th }}$ the District generated approximately $\$ 60$ million of taxpayer savings via refundings of its $\$ 301$ million callable Series 2007, 2009B, 2012A, and 2013 bonds
- Present value savings total $\$ 50$ million, or $17 \%$ of refunded par
- Compared to the kick-off meeting in February 2017, present value savings increased by $\$ 1.8$ million
- The District maintained its high credit ratings of "AAA" from Fitch, "Aa3" from Moody's, and "AA-" from S\&P
- 28 new investors submitted orders for the 2017 refunding bonds and 5 existing investors participated
- In conjunction with the District's 2015 and 2016 refundings, the District has now produced over $\$ 130$ million of savings for taxpayers


Underwriter's Discount Components

|  | $\mathbf{\$ / B o n d}$ | Total |
| :--- | ---: | ---: |
| CDIAC | $\$ 0.01$ | $\$ 3,000.00$ |
| DAC 15c2-12 | 0.00 | $1,000.00$ |
| DTC | 0.00 | 800.00 |
| Dalcomp Bookrunning | 0.09 | $26,948.81$ |
| Dalnet Wire System | 0.00 | 135.00 |
| Electronic Order Entry | 0.00 | 500.00 |
| Avia Investor Presentation | 0.00 | 150.00 |
| CUSIP Fee | 0.01 | $1,773.00$ |
| Day Loan | 0.03 | $9,162.66$ |
| Underwriter's Counsel | 0.17 | $50,000.00$ |
| Out-of-Pocket | 0.03 | $8,000.00$ |
| Takedown | 4.50 | $\mathbf{1 , 3 2 1 , 0 2 0 . 0 0}$ |
| Total | $\mathbf{\$ 4 . 8 5}$ | $\mathbf{\$ 1 , 4 2 2 , 4 8 9 . 4 7}$ |

## APPENDIX: PRICING COMPARABLES

OUSD Tax-Exempt Pricing Comparables

| Sale D | Date | 5/11/2017 |  |  |  |  | Sale Date |  | 5/10/2017 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Issuer |  | Sacramento City Unified School District |  |  |  |  | Issuer |  | Lodi Unified School District |  |  |  |  |
| Description |  | General Obligation Bonds, 2017 Series E |  |  |  |  | Description |  | General Obligation Bonds, Series 2017 |  |  |  |  |
| Par Amount |  | \$112,000,000 |  |  |  |  | Par Amount |  | \$80,000,000 |  |  |  |  |
| Rating |  | Aa 3/NR/AAA |  |  |  |  | Rating |  | Aa 3/NR/AAA |  |  |  |  |
| Insurance |  | None |  |  |  |  | Insurance |  | None |  |  |  |  |
| Call Feature |  | 10-year Par Call |  |  |  |  | Call Feature |  | 10-Year Par Call |  |  |  |  |
| Year | Maturity | Principal (\$000's) | Principal (\$000's) | Coupon | Yield | Spread <br> (bp) | Year | Maturity | Principal ( $\$ 000$ 's) <br> (\$000's) | Principal (\$000's) (\$000's) | Coupon | Yield | Spread <br> (bp) |
| 1 | 8/1/18 | 14,500 |  | 3.00\% | 0.88\% | 2 | 1 | 8/1/18 | 9,045 |  | 3.00\% | 0.89\% | 3 |
| 2 | 8/1/19 | 4,200 |  | 4.00\% | 0.99\% | 0 | 2 | 8/1/19 | 8,565 |  | 4.00\% | 1.01\% | 2 |
| 3 | 8/1/20 | 1,765 |  | 4.00\% | 1.12\% | 1 | 3 | 8/1/20 | 7,230 |  | 5.00\% | 1.13\% | 2 |
| 4 | 8/1/21 | 1,830 |  | 4.00\% | 1.28\% | 3 | 4 | 8/1/21 |  |  |  |  |  |
| 5 | 8/1/22 | 1,910 |  | 4.00\% | 1.43\% | 2 | 5 | 8/1/22 |  |  |  |  |  |
| 6 | 8/1/23 | 1,980 |  | 5.00\% | 1.60\% | 5 | 6 | 8/1/23 |  |  |  |  |  |
| 7 | 8/1/24 | 2,080 |  | 5.00\% | 1.78\% | 9 | 7 | 8/1/24 |  |  |  |  |  |
| 8 | 8/1/25 | 2,185 |  | 5.00\% | 2.00\% | 11 | 8 | 8/1/25 |  |  |  |  |  |
| 9 | 8/1/26 | 2,300 |  | 5.00\% | 2.17\% | 12 | 9 | 8/1/26 | 1,400 |  | 2.75\% | 2.28\% | 22 |
| 10 | 8/1/27 | 2,410 |  | 5.00\% | 2.33\% | 17 | 10 | 8/1/27 | 1,570 |  | 5.00\% | 2.39\% | 22 |
| 11 | 8/1/28 | 2,535 |  | 5.00\% | 2.50\% | 24 | 11 | 8/1/28 | 1,785 |  | 5.00\% | 2.51\% | 24 |
| 12 | 8/1/29 | 2,655 |  | 5.00\% | 2.63\% | 26 | 12 | 8/1/29 | 2,020 |  | 5.00\% | 2.66\% | 29 |
| 13 | 8/1/30 | 2,790 |  | 4.00\% | 3.01\% | 55 | 13 | 8/1/30 | 2,265 |  | 5.00\% | 2.79\% | 33 |
| 14 | 8/1/31 | 2,905 |  | 4.00\% | 3.14\% | 60 | 14 | 8/1/31 | 2,530 |  | 5.00\% | 2.87\% | 33 |
| 15 | 8/1/32 |  |  |  |  |  | 15 | 8/1/32 | 2,815 |  | 5.00\% | 2.94\% | 33 |
| 16 | 8/1/33 | 3,020 | 3,140 | 4.00\% | 3.26\%/3.33\% | 58/65 | 16 | 8/1/33 | 3,120 |  | 5.00\% | 3.01\% | 33 |
| 17 | 8/1/34 | 3,265 |  | 4.00\% | 3.41\% | 67 | 17 | 8/1/34 | 3,440 |  | 5.00\% | 3.07\% | 33 |
| 18 | 8/1/35 | 3,400 |  | 4.00\% | 3.50\% | 70 | 18 | 8/1/35 | 3,790 |  | 4.00\% | 3.57\% | 77 |
| 19 | 8/1/36 | 3,535 |  | 4.00\% | 3.54\% | 70 | 19 | 8/1/36 | 4,120 |  | 4.00\% | 3.61\% | 77 |
| 20 | 8/1/37 |  |  |  |  |  | 20 | 8/1/37 | 4,470 |  | 4.00\% | 3.65\% | 77 |
| 21 | 8/1/38 |  |  |  |  |  | 21 | 8/1/38 |  |  |  |  |  |
| 22 | 8/1/39 |  |  |  |  |  | 22 | 8/1/39 |  |  |  |  |  |
| 23 | 8/1/40 |  |  |  |  |  | 23 | 8/1/40 |  |  |  |  |  |
| 24 | 8/1/41 |  |  |  |  |  | 24 | 8/1/41 | 21,835 |  | 4.00\% | 3.73\% | 78 |
| 25 | 8/1/42 | 24,370 |  | 4.00\% | 3.71\% | 75 | 25 | 8/1/42 |  |  |  |  |  |
| 26 | 8/1/43 |  |  |  |  |  | 26 | 8/1/43 |  |  |  |  |  |
| 27 | 8/1/44 |  |  |  |  |  | 27 | 8/1/44 |  |  |  |  |  |
| 28 | 8/1/45 |  |  |  |  |  | 28 | 8/1/45 |  |  |  |  |  |
| 29 | 8/1/46 |  |  |  |  |  | 29 | 8/1/46 |  |  |  |  |  |
| 30 | 8/1/47 | 25,225 |  | 4.00\% | 3.76\% | 75 | 30 | 8/1/47 |  |  |  |  |  |

OUSD Tax－Exempt Pricing Comparables（Continued）

| Sale Date |  | 5／4／2017 |  |  |  |  | Sale Date |  | 4／26／2017 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Issuer |  | Riverside Unified School District |  |  |  |  | Issuer |  | Palmdale School District |  |  |  |  |
| Description |  | General Obligation Bonds，（Election of 2016），Series A |  |  |  |  | Description |  | General Obligation Bonds，Series 2017A\＆B |  |  |  |  |
| Par Amount |  | \＄100，000，000 |  |  |  |  | Par Amount |  | \＄53，850，000 |  |  |  |  |
| Rating |  | Aa2／AA－／NR |  |  |  |  | Rating |  | Aa3／NR／AAA |  |  |  |  |
| Insura | nce | None |  |  |  |  | Insurance |  | None |  |  |  |  |
| Call Feature |  | 10－year Par Call |  |  |  |  | Call Feature |  | 10－year Par Call |  |  |  |  |
| Year | Maturity | Principal (\$000's) | Principal (\$000's) | Coupon | Yield | Spread （bp） | Year | Maturity | Principal (\$000's) | Principal (\$000's) | Coupon | Yield | Spread （bp） |
| 1 | 8／1／18 | 13，555 |  | 3．00\％ | 0．88\％ | －2 | 1 | 8／1／18 | 2，505 | 1，430 | 2\％／4\％ | 0．96\％ | 5 |
| 2 | 8／1／19 | 14，100 |  | 5．00\％ | 1．00\％ | －2 | 2 | 8／1／19 | 1，575 | 150 | 2\％／4\％ | 1．07\％ | 5 |
| 3 | 8／1／20 | 3，000 |  | 5．00\％ | 1．12\％ | －2 | 3 | 8／1／20 |  | 105 | 2．00\％ | 1．26\％ | 10 |
| 4 | 8／1／21 | 2，710 |  | 5．00\％ | 1．28\％ | －1 | 4 | 8／1／21 |  | 195 | 4．00\％ | 1．43\％ | 12 |
| 5 | 8／1／22 | 3，075 |  | 5．00\％ | 1．41\％ | －3 | 5 | 8／1／22 |  | 290 | 4．00\％ | 1．62\％ | 15 |
| 6 | 8／1／23 | 3，470 |  | 5．00\％ | 1．56\％ | －2 | 6 | 8／1／23 |  | 390 | 4．00\％ | 1．75\％ | 15 |
| 7 | 8／1／24 | 3，890 |  | 5．00\％ | 1．77\％ | 3 | 7 | 8／1／24 |  | 500 | 4．00\％ | 1．95\％ | 20 |
| 8 | 8／1／25 | 2，095 |  | 5．00\％ | 1．95\％ | 2 | 8 | 8／1／25 |  | 615 | 5．00\％ | 2．18\％ | 25 |
| 9 | 8／1／26 | 2，380 |  | 5．00\％ | 2．13\％ | 7 | 9 | 8／1／26 |  | 475 | 5．00\％ | 2．33\％ | 27 |
| 10 | 8／1／27 | 1，470 |  | 5．00\％ | 2．28\％ | 12 | 10 | 8／1／27 |  | 525 | 5．00\％ | 2．45\％ | 30 |
| 11 | 8／1／28 | 1，695 |  | 5．00\％ | 2．46\％ | 20 | 11 | 8／1／28 | 450 | 570 | 5．00\％ | 2．55\％ | 30 |
| 12 | 8／1／29 | 1，930 |  | 3．00\％ | 2．91\％ | 55 | 12 | 8／1／29 | 520 | 625 | 5．00\％ | 2．70\％ | 35 |
| 13 | 8／1／30 | 2，145 |  | 3．25\％ | 3．09\％ | 65 | 13 | 8／1／30 | 590 | 675 | 3．00\％ | 3．18\％ | 75 |
| 14 | 8／1／31 | 2，375 |  | 3．50\％ | 3．22\％ | 70 | 14 | 8／1／31 | 660 | 720 | 3．00\％ | 3．31\％ | 80 |
| 15 | 8／1／32 | 2，635 |  | 4．00\％ | 3．24\％ | 65 | 15 | 8／1／32 | 725 | 760 | 3\％／3．25\％ | 3．44\％ | 85 |
| 16 | 8／1／33 | 2，915 |  | 4．00\％ | 3．36\％ | 70 | 16 | 8／1／33 | 800 | 810 | 3．25\％ | 3．51\％ | 85 |
| 17 | 8／1／34 | 3，215 |  | 4．00\％ | 3．45\％ | 72 | 17 | 8／1／34 | 880 | 855 | 4．00\％ | 3．53\％ | 80 |
| 18 | 8／1／35 | 3，535 |  | 5．00\％ | 3．04\％ | 25 | 18 | 8／1／35 | 970 | 910 | 4．00\％ | 3．59\％ | 80 |
| 19 | 8／1／36 | 3，910 |  | 5．00\％ | 3．08\％ | 25 | 19 | 8／1／36 | 1，060 | 970 | 4．00\％ | 3．63\％ | 80 |
| 20 | 8／1／37 | 4，315 |  | 5．00\％ | 3．12\％ | 25 | 20 | 8／1／37 | 1，160 | 1，030 | 4．00\％ | 3．66\％ | 80 |
| 21 | 8／1／38 |  |  |  |  |  | 21 | 8／1／38 |  |  |  |  |  |
| 22 | 8／1／39 |  |  |  |  |  | 22 | 8／1／39 |  |  |  |  |  |
| 23 | 8／1／40 |  |  |  |  |  | 23 | 8／1／40 |  |  |  |  |  |
| 24 | 8／1／41 | 21，585 |  | 4．00\％ | 3．66\％ | 70 | 24 | 8／1／41 |  |  |  |  |  |
| 25 | 8／1／42 |  |  |  |  |  | 25 | 8／1／42 | 7，695 | 6，265 | 5．25\％ | 3．25\％ | 30 |
| 26 | 8／1／43 |  |  |  |  |  | 26 | 8／1／43 |  |  |  |  |  |
| 27 | 8／1／44 |  |  |  |  |  | 27 | 8／1／44 |  |  |  |  |  |
| 28 | 8／1／45 |  |  |  |  |  | 28 | 8／1／45 |  |  |  |  |  |
| 29 | 8／1／46 |  |  |  |  |  | 29 | 8／1／46 | 8，910 | 6，485 | 3．75\％／4\％ | 3．84\％／3．25\％ | 96／85 |
| 30 | 8／1／47 |  |  |  |  |  | 30 | 8／1／47 |  |  |  |  |  |

OUSD Tax－Exempt Pricing Comparables（Continued）


Spreads based on interpolated AAA MMD as of one day prior to pricing．

OUSD Tax-Exempt Pricing Comparables (Continued)

| Sale D |  | 4/5/2017 |  |  |  |  | Sale Date |  | 3/21/2017 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Issuer |  | Chico Unified School District |  |  |  |  | Issuer |  | Santa Barbara Unified School District |  |  |  |  |
| Description |  | General Obligation Bonds, Series A-2 |  |  |  |  | Description |  | General Obligation Bonds, Series A |  |  |  |  |
| Par Am | ount | \$25,000,000 |  |  |  |  | Par Am | mount | \$50,000,000 |  |  |  |  |
| Rating |  | Aa3/NR/NR |  |  |  |  | Rating |  | Aa2/AA-/NR |  |  |  |  |
| Insura | nce | None |  |  |  |  | Insurance |  | None |  |  |  |  |
| Call Feature |  | 10-year Par Call |  |  |  |  | Call Feature |  | 10-year Par Call |  |  |  |  |
| Year | Maturity | Principal (\$000's) | Principal (\$000's) | Coupon | Yield | Spread (bp) | Year | Maturity | Principal (\$000's) | Principal (\$000's) | Coupon | Yield | Spread (bp) |
| 1 | 8/1/18 | 640 |  | 3.00\% | 0.96\% | 4 | 1 | 8/1/18 | 5,060 |  | 4.00\% | 0.89\% | -5 |
| 2 | 8/1/19 | 440 |  | 3.00\% | 1.10\% | 2 | 2 | 8/1/19 | 4,970 |  | 4.00\% | 1.09\% | -5 |
| 3 | 8/1/20 | 520 |  | 4.00\% | 1.31\% | 6 | 3 | 8/1/20 | 180 |  | 4.00\% | 1.30\% | -5 |
| 4 | 8/1/21 | 475 |  | 4.00\% | 1.49\% | 8 | 4 | 8/1/21 | 270 |  | 4.00\% | 1.49\% | -3 |
| 5 | 8/1/22 | 500 |  | 4.00\% | 1.70\% | 9 | 5 | 8/1/22 | 370 |  | 4.00\% | 1.70\% | -3 |
| 6 | 8/1/23 | 545 |  | 4.00\% | 1.91\% | 14 | 6 | 8/1/23 | 470 |  | 4.00\% | 1.89\% | -2 |
| 7 | 8/1/24 | 605 |  | 4.00\% | 2.13\% | 22 | 7 | 8/1/24 | 585 |  | 4.00\% | 2.07\% | 0 |
| 8 | 8/1/25 | 670 |  | 4.00\% | 2.29\% | 25 | 8 | 8/1/25 | 700 |  | 5.00\% | 2.23\% | 2 |
| 9 | 8/1/26 | 735 |  | 4.00\% | 2.43\% | 28 | 9 | 8/1/26 | 830 |  | 5.00\% | 2.37\% | 5 |
| 10 | 8/1/27 | 810 |  | 4.00\% | 2.54\% | 30 | 10 | 8/1/27 | 970 |  | 5.00\% | 2.48\% | 8 |
| 11 | 8/1/28 | 885 |  | 4.00\% | 2.78\% | 45 | 11 | 8/1/28 | 1,125 |  | 5.00\% | 2.60\% | 11 |
| 12 | 8/1/29 | 970 |  | 4.00\% | 2.97\% | 55 | 12 | 8/1/29 | 1,290 |  | 5.00\% | 2.74\% | 16 |
| 13 | 8/1/30 | 1,055 |  | 3.00\% | 3.20\% | 70 | 13 | 8/1/30 | 1,465 |  | 5.00\% | 2.83\% | 18 |
| 14 | 8/1/31 | 1,135 |  | 3.125\% | 3.33\% | 75 | 14 | 8/1/31 | 1,655 |  | 5.00\% | 2.91\% | 18 |
| 15 | 8/1/32 | 1,220 |  | 3.25\% | 3.46\% | 80 | 15 | 8/1/32 | 1,860 |  | 5.00\% | 2.97\% | 16 |
| 16 | 8/1/33 | 1,315 |  | 3.375\% | 3.52\% | 80 | 16 | 8/1/33 | 2,075 |  | 5.00\% | 3.04\% | 16 |
| 17 | 8/1/34 | 1,410 |  | 4.00\% | 3.58\% | 80 | 17 | 8/1/34 | 2,310 |  | 5.00\% | 3.10\% | 16 |
| 18 | 8/1/35 | 1,520 |  | 4.00\% | 3.63\% | 80 | 18 | 8/1/35 | 2,565 |  | 5.00\% | 3.15\% | 16 |
| 19 | 8/1/36 | 1,640 |  | 4.00\% | 3.67\% | 80 | 19 | 8/1/36 | 2,835 |  | 4.00\% | 3.63\% | 60 |
| 20 | 8/1/37 | 1,760 |  | 4.00\% | 3.69\% | 80 | 20 | 8/1/37 | 3,095 |  | 4.00\% | 3.65\% | 60 |
| 21 | 8/1/38 |  |  |  |  |  | 21 | 8/1/38 |  |  |  |  |  |
| 22 | 8/1/39 |  |  |  |  |  | 22 | 8/1/39 |  |  |  |  |  |
| 23 | 8/1/40 | 6,150 |  | 4.00\% | 3.79\% | 85 | 23 | 8/1/40 |  |  |  |  |  |
| 24 | 8/1/41 |  |  |  |  |  | 24 | 8/1/41 | 15,320 |  | 4.00\% | 3.75\% | 65 |
| 25 | 8/1/42 |  |  |  |  |  | 25 | 8/1/42 |  |  |  |  |  |
| 26 | 8/1/43 |  |  |  |  |  | 26 | 8/1/43 |  |  |  |  |  |
| 27 | 8/1/44 |  |  |  |  |  | 27 | 8/1/44 |  |  |  |  |  |
| 28 | 8/1/45 |  |  |  |  |  | 28 | 8/1/45 |  |  |  |  |  |
| 29 | 8/1/46 |  |  |  |  |  | 29 | 8/1/46 |  |  |  |  |  |
| 30 | 8/1/47 |  |  |  |  |  | 30 | 8/1/47 |  |  |  |  |  |

OUSD Tax-Exempt Pricing Comparables (Continued)

| Sale Date |  | 3/7/2017 |  |  |  |  | Sale Date |  | 2/23/2017 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Issuer |  | Castro Valley Unified School District |  |  |  |  | Issuer |  | San Juan Unified School District |  |  |  |  |
| Description |  | General Obligation Bonds, Election of 2016, Series 2017A |  |  |  |  | Description |  | General Obligation Bonds Election of 2012, Series 2017 |  |  |  |  |
| Par Amount |  | \$53,000,000 |  |  |  |  | Par Amount |  | \$70,000,000 |  |  |  |  |
| Rating |  | Aa2/AA-/NR |  |  |  |  | Rating |  | Aa2/NR/NR |  |  |  |  |
| Insurance |  | None |  |  |  |  | Insurance |  | None |  |  |  |  |
| Call Feature |  | 9-year Par Call |  |  |  |  | Call Feature |  | 10-year Par Call |  |  |  |  |
| Year | Maturity | Principal (\$000's) | Principal (\$000's) | Coupon | Yield | Spread (bp) | Year | Maturity | Principal (\$000's) | Principal (\$000's) | Coupon | Yield | Spread (bp) |
| 1 | 8/1/18 | 4,355 |  | 2.00\% | 0.87\% | -1 | 1 | 8/1/18 | 13,575 |  | 2.00\% | 0.95\% | 3 |
| 2 | 8/1/19 | 2,560 |  | 4.00\% | 1.09\% | 1 | 2 | 8/1/19 | 15,365 |  | 2.00\% | 1.12\% | 3 |
| 3 | 8/1/20 |  |  |  |  |  | 3 | 8/1/20 | 4,055 |  | 2.50\% | 1.34\% | 8 |
| 4 | 8/1/21 |  |  |  |  |  | 4 | 8/1/21 | 4,155 |  | 3.00\% | 1.52\% | 9 |
| 5 | 8/1/22 |  |  |  |  |  | 5 | 8/1/22 | 4,280 |  | 3.00\% | 1.74\% | 12 |
| 6 | 8/1/23 |  |  |  |  |  | 6 | 8/1/23 | 4,410 |  | 3.00\% | 1.95\% | 12 |
| 7 | 8/1/24 |  |  |  |  |  | 7 | 8/1/24 | 4,540 |  | 3.00\% | 2.17\% | 15 |
| 8 | 8/1/25 |  |  |  |  |  | 8 | 8/1/25 | 4,680 |  | 3.00\% | 2.38\% | 20 |
| 9 | 8/1/26 |  |  |  |  |  | 9 | 8/1/26 | 4,820 |  | 3.00\% | 2.56\% | 25 |
| 10 | 8/1/27 |  |  |  |  |  | 10 | 8/1/27 | 4,960 |  | 4.00\% | 2.68\% | 28 |
| 11 | 8/1/28 | 630 |  | 4.00\% | 2.82\% | 29 | 11 | 8/1/28 | 5,160 |  | 4.00\% | 2.83\% | 35 |
| 12 | 8/1/29 | 745 |  | 5.00\% | 2.90\% | 29 | 12 | 8/1/29 |  |  |  |  |  |
| 13 | 8/1/30 | 865 |  | 5.00\% | 2.97\% | 29 | 13 | 8/1/30 |  |  |  |  |  |
| 14 | 8/1/31 | 995 |  | 5.00\% | 3.04\% | 29 | 14 | 8/1/31 |  |  |  |  |  |
| 15 | 8/1/32 | 1,130 |  | 5.00\% | 3.12\% | 29 | 15 | 8/1/32 |  |  |  |  |  |
| 16 | 8/1/33 | 1,280 |  | 5.00\% | 3.22\% | 32 | 16 | 8/1/33 |  |  |  |  |  |
| 17 | 8/1/34 | 1,435 |  | 5.00\% | 3.28\% | 32 | 17 | 8/1/34 |  |  |  |  |  |
| 18 | 8/1/35 | 1,605 |  | 4.00\% | 3.71\% | 70 | 18 | 8/1/35 |  |  |  |  |  |
| 19 | 8/1/36 | 1,770 |  | 4.00\% | 3.75\% | 70 | 19 | 8/1/36 |  |  |  |  |  |
| 20 | 8/1/37 | 1,945 |  | 4.00\% | 3.78\% | 70 | 20 | 8/1/37 |  |  |  |  |  |
| 21 | 8/1/38 |  |  |  |  |  | 21 | 8/1/38 |  |  |  |  |  |
| 22 | 8/1/39 |  |  |  |  |  | 22 | 8/1/39 |  |  |  |  |  |
| 23 | 8/1/40 |  |  |  |  |  | 23 | 8/1/40 |  |  |  |  |  |
| 24 | 8/1/41 | 9,880 |  | 5.00\% | 3.43\% | 31 | 24 | 8/1/41 |  |  |  |  |  |
| 25 | 8/1/42 |  |  |  |  |  | 25 | 8/1/42 |  |  |  |  |  |
| 26 | 8/1/43 |  |  |  |  |  | 26 | 8/1/43 |  |  |  |  |  |
| 27 | 8/1/44 |  |  |  |  |  | 27 | 8/1/44 |  |  |  |  |  |
| 28 | 8/1/45 |  |  |  |  |  | 28 | 8/1/45 |  |  |  |  |  |
| 29 | 8/1/46 | 19,405 |  | 4.00\% | 3.92\% | 75 | 29 | 8/1/46 |  |  |  |  |  |
| 30 | 8/1/47 |  |  |  |  |  | 30 | 8/1/47 |  |  |  |  |  |

OUSD Tax-Exempt Pricing Comparables (Continued)

| Sale Date |  | 1/31/2017 |  |  |  |  | Sale Date |  | 1/12/2017 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Issuer |  | 1/13/2017 |  |  |  |  | Issuer |  | Jurupa Unified School District |  |  |  |  |
| Description |  | Roseville Joint Union High School District |  |  |  |  | Description |  | General Obligation Bonds, 2014 Election, 2017 Series B |  |  |  |  |
| Par Amount |  | \$50,000,000 |  |  |  |  | Par Amount |  | \$65,640,000 |  |  |  |  |
| Rating |  | Aa2/AA-/NR |  |  |  |  | Rating |  | Aa3/NR/AAA |  |  |  |  |
| Insura | nce | None |  |  |  |  | Insurance |  | None |  |  |  |  |
| Call Feature |  | 10-year Par Call |  |  |  |  | Call Feature |  | 10-year Par Call |  |  |  |  |
| Year | Maturity | Principal (\$000's) | Principal (\$000's) | Coupon | Yield | Spread (bp) | Year | Maturity | Principal (\$000's) | Principal (\$000's) | Coupon | Yield | Spread (bp) |
| 1 | 8/1/18 | 3,405 |  | 4.00\% | 0.97\% | -2 | 1 | 8/1/18 | 4,000 |  | 5.00\% | 1.00\% | -3 |
| 2 | 8/1/19 | 2,100 |  | 5.00\% | 1.18\% | -2 | 2 | 8/1/19 | 3,455 |  | 5.00\% | 1.24\% | 0 |
| 3 | 8/1/20 | 2,355 |  | 5.00\% | 1.36\% | -3 | 3 | 8/1/20 |  |  |  |  |  |
| 4 | 8/1/21 |  |  |  |  |  | 4 | 8/1/21 |  |  |  |  |  |
| 5 | 8/1/22 |  |  |  |  |  | 5 | 8/1/22 |  |  |  |  |  |
| 6 | 8/1/23 |  |  |  |  |  | 6 | 8/1/23 |  |  |  |  |  |
| 7 | 8/1/24 |  |  |  |  |  | 7 | 8/1/24 |  |  |  |  |  |
| 8 | 8/1/25 |  |  |  |  |  | 8 | 8/1/25 |  |  |  |  |  |
| 9 | 8/1/26 |  |  |  |  |  | 9 | 8/1/26 |  |  |  |  |  |
| 10 | 8/1/27 | 645 |  | 5.00\% | 2.67\% | 30 | 10 | 8/1/27 |  |  |  |  |  |
| 11 | 8/1/28 | 760 |  | 5.00\% | 2.76\% | 30 | 11 | 8/1/28 | 1,270 |  | 5.00\% | 2.62\% | 32 |
| 12 | 8/1/29 | 885 |  | 4.00\% | 2.92\% | 38 | 12 | 8/1/29 | 1,605 |  | 5.00\% | 2.70\% | 32 |
| 13 | 8/1/30 | 1,015 |  | 5.00\% | 2.89\% | 28 | 13 | 8/1/30 | 1,930 |  | 5.00\% | 2.75\% | 32 |
| 14 | 8/1/31 | 1,160 |  | 5.00\% | 2.97\% | 28 | 14 | 8/1/31 | 2,250 |  | 5.00\% | 2.82\% | 32 |
| 15 | 8/1/32 | 1,315 |  | 5.00\% | 3.03\% | 28 | 15 | 8/1/32 | 2,545 |  | 5.00\% | 2.88\% | 32 |
| 16 | 8/1/33 | 1,485 |  | 5.00\% | 3.11\% | 30 | 16 | 8/1/33 | 2,820 |  | 5.00\% | 2.94\% | 32 |
| 17 | 8/1/34 | 1,665 |  | 5.00\% | 3.17\% | 30 | 17 | 8/1/34 | 3,205 |  | 5.00\% | 3.00\% | 32 |
| 18 | 8/1/35 | 1,855 |  | 5.00\% | 3.22\% | 30 | 18 | 8/1/35 | 3,730 |  | 5.00\% | 3.05\% | 32 |
| 19 | 8/1/36 | 2,065 |  | 5.00\% | 3.26\% | 30 | 19 | 8/1/36 | 4,250 |  | 5.00\% | 3.09\% | 32 |
| 20 | 8/1/37 | 2,280 |  | 4.00\% | 3.77\% | 78 | 20 | 8/1/37 | 4,760 |  | 5.00\% | 3.12\% | 32 |
| 21 | 8/1/38 | 2,495 |  | 4.00\% | 3.78\% | 78 | 21 | 8/1/38 |  |  |  |  |  |
| 22 | 8/1/39 |  |  |  |  |  | 22 | 8/1/39 |  |  |  |  |  |
| 23 | 8/1/40 |  |  |  |  |  | 23 | 8/1/40 |  |  |  |  |  |
| 24 | 8/1/41 |  |  |  |  |  | 24 | 8/1/41 | 29,820 |  | 5.00\% | 3.68\% | 82 |
| 25 | 8/1/42 |  |  |  |  |  | 25 | 8/1/42 |  |  |  |  |  |
| 26 | 8/1/43 |  |  |  |  |  | 26 | 8/1/43 |  |  |  |  |  |
| 27 | 8/1/44 |  |  |  |  |  | 27 | 8/1/44 |  |  |  |  |  |
| 28 | 8/1/45 | 24,515 |  | 4.00\% | 3.86\% | 80 | 28 | 8/1/45 |  |  |  |  |  |
| 29 | 8/1/46 |  |  |  |  |  | 29 | 8/1/46 |  |  |  |  |  |
| 30 | 8/1/47 |  |  |  |  |  | 30 | 8/1/47 |  |  |  |  |  |


| Sale Date |  | 1/5/2017 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Issuer |  | Gilroy Unified School District |  |  |  |  |
| Description |  | General Obligation Bonds, Election of 2016, Series 2017 |  |  |  |  |
| Par Amount |  | \$60,000,000 |  |  |  |  |
| Rating |  | Aa3/NR/AAA |  |  |  |  |
| Insurance |  | None |  |  |  |  |
| Call Feature |  | 9-Year Par Call |  |  |  |  |
| Year | Maturity | $\begin{aligned} & \text { Principal } \\ & \text { (\$000's) } \end{aligned}$ | $\begin{aligned} & \text { Principal } \\ & \text { (\$000's) } \end{aligned}$ | Coupon | Yield | Spread <br> (bp) |
| 1 | 8/1/18 | 3,600 |  | 3.00\% | 1.19\% | 17 |
| 2 | 8/1/19 |  |  |  |  |  |
| 3 | 8/1/20 |  |  |  |  |  |
| 4 | 8/1/21 |  |  |  |  |  |
| 5 | 8/1/22 |  |  |  |  |  |
| 6 | 8/1/23 |  |  |  |  |  |
| 7 | 8/1/24 |  |  |  |  |  |
| 8 | 8/1/25 |  |  |  |  |  |
| 9 | 8/1/26 |  |  |  |  |  |
| 10 | 8/1/27 |  |  |  |  |  |
| 11 | 8/1/28 |  |  |  |  |  |
| 12 | 8/1/29 | 740 |  | 5.00\% | 2.87\% | 39 |
| 13 | 8/1/30 | 900 |  | 5.00\% | 2.91\% | 37 |
| 14 | 8/1/31 | 1,070 |  | 5.00\% | 2.97\% | 36 |
| 15 | 8/1/32 | 1,255 |  | 5.00\% | 3.03\% | 36 |
| 16 | 8/1/33 | 1,455 |  | 4.00\% | 3.51\% | 78 |
| 17 | 8/1/34 | 1,655 |  | 3.50\% | 3.70\% | 91 |
| 18 | 8/1/35 | 1,925 |  | 4.00\% | 3.64\% | 80 |
| 19 | 8/1/36 | 2,300 |  | 4.00\% | 3.66\% | 79 |
| 20 | 8/1/37 | 2,550 |  | 4.00\% | 3.70\% | 80 |
| 21 | 8/1/38 |  |  |  |  |  |
| 22 | 8/1/39 |  |  |  |  |  |
| 23 | 8/1/40 |  |  |  |  |  |
| 24 | 8/1/41 | 13,065 |  | 4.00\% | 3.79\% | 82 |
| 25 | 8/1/42 |  |  |  |  |  |
| 26 | 8/1/43 |  |  |  |  |  |
| 27 | 8/1/44 |  |  |  |  |  |
| 28 | 8/1/45 |  |  |  |  |  |
| 29 | 8/1/46 | 24,255 |  | 4.00\% | 3.84\% | 82 |
| 30 | 8/1/47 |  |  |  |  |  |

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