

# **Baldwin County Commission**



## **Baldwin County Commission Regular Meeting Agenda**

**Tuesday, January 7, 2020  
8:30 AM**

Baldwin County Administration Building  
County Commission Chambers  
322 Courthouse Square  
Bay Minette, Alabama 36507

District 1 – Commissioner James E. Ball  
District 2 – Commissioner Joe Davis, III  
District 3 – Commissioner Billie Jo Underwood  
District 4 – Commissioner Charles F. Gruber

Wayne A. Dyess, County Administrator

Public hearings commence at 8:30 AM.

All individuals wishing to speak must fill out a speaking request form. Speakers are asked to limit comments to 3 minutes. Groups are asked to select a spokesperson to speak on behalf of the group with time allotted to the spokesperson being limited to 5 minutes.

All supporting documentation for the agenda can be viewed in the File ID link of each item. Revisions to agenda items or supporting documentation made after the initial publication are denoted by an asterisk.

The public may submit comments or questions to the County Commissioners by email or by telephone at 251.937.0264.

James E. Ball, Dist. 1 - jeb.ball@baldwincountyal.com  
Joe Davis, III, Dist. 2 - joe.davis@baldwincountyal.gov  
Billie Jo Underwood, Dist. 3 - bunderwood@baldwincountyal.gov  
Charles F. Gruber, Dist. 4 - cgruber@baldwincountyal.gov

## **A WELCOME, INVOCATION AND PLEDGE OF ALLEGIANCE**

Welcome by Billie Jo Underwood, Chairman  
Invocation by Dr. Paul Matthews, Jubilee Baptist Church, Daphne, AL  
Pledge of Allegiance

## **ADOPTION OF MINUTES**

December 17, 2019, Regular Meeting

## **B CONSENT**

### **BA ADMINISTRATION**

- BA1** Alabama Department of Economic and Community Affairs (ADECA) - Alabama Counts 2020 Census Grant Agreement for 2020 Census Outreach for Baldwin County [20-0411](#)
- BA2** Alabama Department of Senior Services/Senior Community Service Employment Program Host Agency Agreement and South Alabama Regional Planning Commission South Alabama RSVP Program [20-0489](#)
- BA3** Baldwin County Animal Control Advisory Board - Board Appointment(s) [20-0473](#)
- BA4** Baldwin County Commission District No. 4 Planning (Zoning) District Board of Adjustment (Greater South Baldwin County Area) - Board Resignation [20-0460](#)

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**BA5** Resolution #2020-050 of the Baldwin County Commission - Amending and Reconfirming the "Divisional Resolution of the Baldwin County Commission" [20-0350](#)

**BE BUDGET/PURCHASING**

**BE1** Competitive Bid #WG20-15 - Provision of Roadway Pipe for the Baldwin County Commission [20-0378](#)

**BE2** Competitive Bid #WG20-06 - Provision of Crushed Aggregates for the Baldwin County Commission [20-0456](#)

**BQ PERSONNEL**

**BQ1** Highway Department (Construction Engineering) - Employment of One (1) Engineering Technician I Position [20-0478](#)

**BQ2** Highway Department (Foley) - Personnel Changes [20-0477](#)

**BQ3** Juvenile Detention Center - Employment of One (1) Part-Time Detention Technician Position [20-0479](#)

**BQ4** Parks Department - Promotion of Employee into Mechanic I Position [20-0480](#)

**BQ5** Probate Office - Position Changes [20-0481](#)

**BQ6** Solid Waste Department - Personnel Changes [20-0476](#)

**C PRESENTATIONS**

**D PUBLIC HEARINGS**

**DA ADMINISTRATION**

**DA1** Case No. LV-19004 - Alcohol License Application for Riverside Properties, LLC d/b/a Riverside Grocery [20-0393](#)

**E COMMITTEE REPORTS**

**EA FINANCE/ADMINISTRATION DIVISION**

**EA1** Payment of Bills [20-0482](#)

**EA2** Notification of Interim Payments Approved by Clerk/Treasurer as Allowed Under Policy 8.1 [20-0483](#)

**EB ROAD AND BRIDGE DIVISION**

**F ELECTED OFFICIAL REQUESTS**

**G OTHER STAFF RECOMMENDATIONS**

**GA ADMINISTRATION**

**GA1** \*Resolution #2020-049 and Correspondence to the Office of United States Trade Representative Related Tariffs on Aircraft Parts and Components to Airbus [20-0484](#)

**GE BUDGET/PURCHASING**

**GE1** Selection of a Bond Underwriter for General Obligation Warrants Funding (Jail Expansion) for the Baldwin County Commission [20-0462](#)

**H COMMISSIONER REQUESTS**

**I ADDENDA**

**J ADMINISTRATIVE REPORT**

**K COUNTY ATTORNEY'S REPORT**

**L ANNOUNCEMENTS**

**M PUBLIC COMMENTS**

**N PRESS QUESTIONS**

**O COMMISSIONER COMMENTS**

**P ADJOURNMENT**



# Baldwin County Commission

## Agenda Action Form

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**File #:** 20-0411, **Version:** 1

**Item #:** BA1

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**Meeting Type:** BCC Regular Meeting

**Meeting Date:** 1/7/2020

**Item Status:** New

**From:** Sherry-Lea Bloodworth Botop, PIO/CEM

**Submitted by:** Sherry-Lea Bloodworth Botop, PIO/CEM

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### ITEM TITLE

Alabama Department of Economic and Community Affairs (ADECA) - Alabama Counts 2020 Census Grant Agreement for 2020 Census Outreach for Baldwin County

### STAFF RECOMMENDATION

Approve Grant Agreement Number: AL-CG-20-006 between the Baldwin County Commission and Alabama Department of Economic and Community Affairs in the amount of \$20,000 for the Baldwin County 2020 Census Outreach project. The agreement is effective on January 1, 2020 and will expire June 20, 2020.

### BACKGROUND INFORMATION

**Previous Commission action/date:** October 15, 2019

**Background:** On October 15, 2019 the Commission took the following action to confirm, ratify, and approve the submission of the Alabama Counts 2020 Census Grant Program application and the execution of related documents to Alabama Department of Economic and Community Affairs (ADEDA), requesting grant funds in the amount of \$20,000 with up to \$20,000 match of either cash or in-kind services. This grant application is in partnership with the Baldwin County Economic Development Alliance (BCEDA) and will be for 2020 Census outreach activities and materials for Baldwin County.

At this time staff has received the grant agreement from ADECA and is requesting commission approval to accept the funds.

### FINANCIAL IMPACT

**Total cost of recommendation:** Incoming revenue \$20,000.

**Budget line item(s) to be used:** N/A

**If this is not a budgeted expenditure, does the recommendation create a need for funding?** N/A

**LEGAL IMPACT**

**Is legal review necessary for this staff recommendation and related documents?**

County Attorney will review before prior to commission approval.

Reviewed/approved by: N/A

Additional comments: N/A

**ADVERTISING REQUIREMENTS**

**Is advertising required for this recommendation?** N/A

**If the proof of publication affidavit is not attached, list the reason:** N/A

**FOLLOW UP IMPLEMENTATION**

**For time-sensitive follow up, select deadline date for follow up:** N/A

**Individual(s) responsible for follow up:** Sherry-Lea Bloodworth Botop, Administration Staff and Wanda Gaultney.

**Action required (list contact persons/addresses if documents are to be mailed or emailed):**

Administration staff will have Chairman Underwood sign the agreement and mail to:

Director Kenneth W. Boswell  
ADECA  
Post Office Box 5690  
Montgomery, Alabama 36103-5690

Cc: Sherry-Lea Bloodworth Botop  
Wayne Dyess  
Ron Cink  
Christie Davis  
Lee Lawson  
Tanner Jones

**Additional instructions/notes:** Sherry-Lea Bloodworth Botop will follow-up with budget purchasing and finance departments. Sherry-Lea Bloodworth Botop will keep finance updated.

OFFICE OF THE GOVERNOR

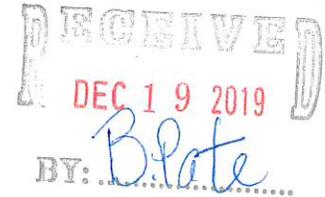
**KAY IVEY**  
GOVERNOR



**STATE OF ALABAMA**

4BCC  
WD  
RC  
ALABAMA DEPARTMENT OF ECONOMIC  
AND COMMUNITY AFFAIRS SLB  
CD  
**KENNETH W. BOSWELL**  
DIRECTOR

Mr. Charles F. Gruber, Chairman  
Baldwin County Commission  
Baldwin County Administration Bldg  
312 Courthouse Square, Suite 12  
Bay Minette, Alabama 36507



Dear Mr. Gruber:

RE: Project Number: AL-CG-20-006  
\$20,000

It is my pleasure to confirm the above-referenced funds appropriated by the Alabama Education Trust Fund. Enclosed, please find two copies of the Grant Agreement for the referenced project. Please sign both copies and return one original to ADECA, attention Evelyn Terry.

To ensure the grant is implemented in a timely manner and in compliance with applicable rules, please make note of the following:

1. Based on the amount awarded, please provide an itemized list of cost estimates and projected timeline.
2. For Non-Profits, unless already provided, please provide a copy of your 501(c)(3) approval letter from the IRS.
3. Please provide an E-Verification Memorandum of Understanding (MOU) completed at [www.dhs.gov/E-Verify](http://www.dhs.gov/E-Verify).
4. Please complete and submit an *ORIGINAL* of the Certificate of Compliance with the Beason-Hammon Alabama Taxpayer and Citizen Protection Act. (Act 2011-535, as amended by Act 2012-491) (Form enclosed).
5. Unless already provided, please provide a completed Form W-9 (Form enclosed).

Mr. Charles F. Gruber, Chairman  
Page 2  
December 9, 2019

6. If not already registered, please complete Registration with STAARS at the following website: <https://procurement.staars.alabama.gov>.
7. The project will be subject to State and Local bid laws and may be subject to monitoring by ADECA staff and an audit by the State Examiners.
8. Please submit a Request for Funds Form (Form enclosed) when requesting payment of funds. All "request for payment" must identify items for which funds are requested. Please allow 10-14 days to process payments.
9. A final report will be due within 30 days after completion of the project and must include copies of invoices and cancelled checks. ADECA will proceed to close the grant upon receipt of final report and verification of grant activities.
10. All financial, procurement, and programmatic records must be retained for a period of six years from the date of ADECA's close-out letter.

ADECA will provide guidance at a later date for the disposition of property acquired with census grant funds. We wish you success in implementing this grant. Please contact Evelyn Terry of our staff at (334)353-5360 if you have any questions or need assistance.

Sincerely,



Kenneth W. Boswell  
Director

KWB:SAO:emt  
Enclosures

GRANT AGREEMENT

This Grant Agreement is entered into by and between the Alabama Department of Economic and Community Affairs (hereinafter called the "Department") and the **Baldwin County Commission**, (hereinafter called the "Subrecipient").

1. PURPOSE: The purpose of this grant is to increase awareness of the 2020 Census in hard-to-count Alabama Communities.
2. FUNDING AND COMPENSATION: This project is awarded **\$20,000**. Payment will be made upon submission of a "payment request". Department reserves the right to withhold payments or reduce grant in the absence of appropriate expenditure rate. Payment is subject to change if proration of the State General Fund is declared.

Department, at its discretion, may cancel any warrant issued to Subrecipient pursuant to this agreement and not cashed by Subrecipient within forty-five days of the issue date of the warrant. **Payment requests must be received on or before June 30, 2020. Any funds not requested by June 30, 2020, will not be paid.**

Payments made by Department under the terms of this Agreement shall not constitute final approval of documents submitted or procedures used in formulating requests for payment.

3. GRANT PERIOD: This Agreement is effective as of **January 1, 2020**, and unless authorized in writing by the Department Director will end **June 30, 2020**.
4. AMENDMENTS: The Department or the Subrecipient may, from time to time, request amendment to various provisions of this Grant Agreement. Such amendments, which are mutually agreed upon by the Department and the Subrecipient, must be incorporated as written amendments to this Grant Agreement and approved by all signatory authorities prior to implementation.
5. REPORTING: Within 30 days after the final expenditure of funds, the Subrecipient must provide a final report documenting full expenditures and grant accomplishments. Any unexpended funds must be remitted to the Department with the final report.
6. TERMINATION: The following provisions apply to termination under this grant agreement, whether termination by the Department or by the Subrecipient.

The performance of work under this agreement may be terminated in whole or in part for the following circumstances:

**Termination for Convenience.** This agreement may be terminated by either party with thirty (30) days written notice. Said notice shall specify the reasons for requesting such termination. If the Department determines that continuation of the work will serve no useful public purpose, this Agreement may be terminated by the Department and the Subrecipient shall be entitled to necessary expenses incurred through the date of termination or the date services are last provided, whichever occurs first.

**Termination for Cause.** If, through any cause, the Subrecipient shall fail to fulfill in a timely manner its obligations under this Agreement, or if the Subrecipient shall violate any of the covenants, agreements or stipulations of this Agreement, and such failure or violation is not corrected within fifteen (15) days after such notice is given by the Department to the Subrecipient, the Department shall thereupon have the right to immediately terminate or suspend this Agreement by giving written notice to the Subrecipient of such termination or suspension and specifying the effective date thereof.

In the event of termination, for either convenience or cause, all property, finished or unfinished documents, data, studies, surveys, drawings, maps, models, photographs, computer tapes, computer programs, and reports prepared by the Subrecipient under this Agreement shall, at the option of the Department, and if in accordance with applicable State and Federal regulations, become the property of the Department. The Subrecipient shall be entitled to receive just and equitable compensation for any satisfactory work completed on such documents and other materials.

Notwithstanding the above, the Subrecipient shall not be relieved of liability to the Department for damages sustained by the Department by virtue of any breach of the Agreement by the Subrecipient and the Department may withhold any payments to the Subrecipient for the purpose of setoff until such time as the exact amount of damages due the Department from the Subrecipient is determined.

7. **DEBARMENT AND SUSPENSION:** The Subrecipient is prohibited from using any contractor or subcontractor that has been debarred, suspended, or otherwise excluded from participation in federal assistance programs (Executive Orders 12549 and 12689).

The Subrecipient shall require participants in lower tier covered transactions to include the certification on Government-wide Debarment and Suspension (Non-Procurement) for it and its principals in any proposal submitted in connection with such lower tier covered transactions (See Code of Federal Regulations, 2 CFR Part 180.300). The Excluded Parties List System is available for access from the System of Award Management website at <https://www.SAM.gov>.

The Subrecipient certifies, by entering into this Agreement, that neither it nor its principals nor any of its subcontractors are presently debarred, suspended, proposed from debarment, declared ineligible, or voluntarily excluded from entering into this Agreement by any federal agency or by any department, agency, or political subdivision of the State. The term "principal" for purposes of this Agreement means an officer, director, owner, partner, key employee, or other person with primary management or supervisory responsibilities, or a person who has a critical influence on or substantive control over the operations of the Recipient.

The Subrecipient certifies that it has verified the suspension and debarment status for all subcontractors receiving funds under this Agreement and shall be solely responsible for any recoupments or penalties that might arise from non-compliance. Subrecipients shall immediately notify the Department if any subcontractor becomes debarred or suspended, and shall, at the Department's request, take all steps required by the Department to terminate its contractual relationship with the sub-contractor for work to be performed under this Agreement.

8. NOT TO CONSTITUTE A DEBT OF THE STATE: It is agreed that the terms and commitments contained herein shall not be constituted as a debt of the State of Alabama in violation of Article 11, Section 213 of the Constitution of Alabama, 1901, as amended by Amendment No. 26.
9. CONFLICTING PROVISION: If any provision of this Agreement shall contravene any statute or Constitutional provision or amendment, either now in effect or which may, during the course of this Agreement, be enacted, then that conflicting provision in the Agreement shall be deemed null and void.
10. IMMUNITY AND DISPUTE RESOLUTION. The parties to this agreement recognize and acknowledge that ADECA is an instrumentality of the State of Alabama, and as such, is immune from suit pursuant to Article I, Section 14, Constitution of Alabama 1901. It is further acknowledged and agreed that none of the provisions and conditions of this Agreement shall be deemed to be or construed to be a waiver by ADECA of such Constitutional Immunity.

In the event of any dispute between the parties, senior officials of both parties shall meet and engage in a good faith attempt to resolve the dispute. Should that effort fail and the dispute involves the payment of money, a party's sole remedy is the filing of a claim with the Board of Adjustment of the State of Alabama.

For any and all other disputes arising under the terms of this agreement which are not resolved by negotiation, the parties agree to utilize appropriate forms of non-binding alternative dispute resolution including, but not limited to, mediation.

Such dispute resolution shall occur in Montgomery, Alabama, utilizing where appropriate, mediators selected from the roster of mediators maintained by the Center for Dispute Resolution of the Alabama State Bar.

11. DISCLAIMER: ADECA specifically denies liability for any claim arising out of any act or omission by any person or agency receiving funds from ADECA whether by contract, grant, loan, or by any other means.

No Subrecipient, Contractor, or agency performing services under any agreement, contract, grant or any other understanding, oral or written, other than an actual employee of ADECA, shall be considered an agent or employee of the State of Alabama or ADECA or any division thereof. The State of Alabama, ADECA, and their agents and employees assume no liability to any Subrecipient, contractor or agency, or any third party, for any damages to property, both real and personal, or personal injuries, including death, arising out of or in any way connected with the acts or omissions of any Subrecipient, contractor or agency, or any other person.

12. ACCESS TO RECORDS: The Director of the Department, the Comptroller General of the United States (if Federal funds), the Chief Examiner of Public Accounts, or any of their duly authorized representatives shall have the right of access to any pertinent books, documents, papers, and records of the Subrecipient for the purpose of making audits, financial reviews, examinations, excerpts and transcripts. This right also includes timely and reasonable access to Subrecipient personnel for the purpose of interview and discussion related to such agreement. This right of access is not limited to the required retention period, but shall last as long as the records are retained.

13. ASSIGNABILITY: The Subrecipient shall not assign any interest in this Agreement, and shall not transfer any interest in the same (whether by assignment or novation) without the prior written consent of the Department thereto. Provided, however, that claims for money due, or to become due to the Subrecipient from the Department under this Agreement may be assigned to a bank, a trust company, or other financial institution through a valid court order and without such approval. Notice of such assignment or transfer shall be furnished promptly to the Department.

14. CONTINGENCY CLAUSE: It is expressly understood and mutually agreed that any Department commitment of funds herein shall be contingent upon receipt and availability by the Department of funds under the program for which this Grant Agreement is made. If this agreement involves Federal funds, the amount of this Grant Agreement will be adjusted by the amount of any federal recessions and/or deferrals. Payments made by the Department under the terms of this Agreement shall not constitute final approval of documents submitted by the Subrecipient or of procedures used in formulating requests for payment to the Subrecipient. Funds appropriated and obligated to this award are available for reimbursement of costs until the end of the performance period set forth in the Grant Agreement.

15. CONFLICT OF INTEREST: A conflict of interest, real or apparent, will arise when any of the following has a financial or other interest in the firm or organization selected for award: (1) the individual, (2) any member of the individual's immediate family, (3) the individual's partner, or (4) an organization which employs or is about to employ any of the above. The Subrecipient certifies by signing this agreement that no person under its employ or control who presently performs functions, duties, or responsibilities in connection with the Department of grant-funded projects or programs has any personal and/or financial interest, direct or indirect, in this agreement nor will the Subrecipient hire any person having such conflicting interest. The Subrecipient further certifies that it will maintain a written code of standards governing the performance of persons engaged in the award and administration of contracts and subgrants.
16. AUDIT REQUIREMENTS: All Subrecipients of federal funds must follow the Audit requirements identified in the Office of Management and Budget Uniform Administrative Requirements, 2 CFR Part 200, Subpart F – Audit Requirements. Additionally, if any Subrecipient receives more than \$500,000, collectively, in State General Fund appropriations in their fiscal year, from ADECA, they must have an audit in accordance with Government Auditing Standards (the Yellow Book) and Generally Accepted Auditing Standards established by the AICPA.

Nothing contained in this agreement shall be construed to mean that ADECA cannot utilize its auditors regarding limited scope audits of various ADECA funds. Audits of this nature shall be planned and carried out in such a way as to avoid duplication or not to exceed the audit coverage limits as stated in the Uniform Administrative Requirements.

Copies of all required audits must be submitted to:

Alabama Department of Economic and Community Affairs (ADECA)  
ATTENTION: Chief Audit Executive  
401 Adams Avenue  
P.O. Box 5690  
Montgomery, Alabama 36103-5690

And an additional copy to:  
Alabama Department of Examiners of Public Accounts  
ATTENTION: Audit Report Repository  
P. O. Box 302251  
Montgomery, Alabama 36130-2251

All entities that have a single audit must submit the reporting package and data collection form to the Federal Audit Clearinghouse in accordance with 2 CFR Part 200, Subpart F §200.512.

17. AUDIT EXCEPTIONS/UNRESOLVED QUESTIONED COSTS/OUTSTANDING DEBTS: The Subrecipient certifies by signing this agreement that it does not have any unresolved audit exceptions, unresolved questioned costs or finding of fiscal inadequacy as a result of project monitoring. It further certifies that no money is owed to any division of ADECA or to the Federal government under any program where it has not arranged a repayment plan.

18. SUSPENSION OF PAYMENTS: Payments under this Agreement may be suspended in the event that there is an outstanding audit exception under any program administered by any division of ADECA, or in the event there is an amount owing to any division of ADECA, or an amount owing to the Federal government under any program administered by any division of ADECA that is not received in a reasonable and timely manner.

Should the Subrecipient incur an unresolved audit exception or have unresolved questioned costs or finding of inadequacy as a result of any project monitoring by any division of ADECA, then ADECA shall not enter into any other contract, agreement, grant, etc., with said Subrecipient until the audit exception or questioned cost or finding of fiscal inadequacy has been resolved.

ADECA shall not enter into another contract, agreement, grant, etc., with any individual, agency, company, or government under any program administered by any division of ADECA that has not arranged a repayment schedule.

19. COMPLIANCE WITH FEDERAL, STATE AND LOCAL LAWS: In addition to the provisions provided herein, the Subrecipient shall be responsible for complying with any and all other applicable laws, ordinances, codes and regulations of the Federal, State and local governments, including, but not limited to, the Alabama Competitive Bid Law (§ 41-16-1 *et seq*, Code of Alabama 1975), the Alabama Public Works Law (§ 39-1-1 *et seq*, Code of Alabama 1975), any State permitting requirements, the Alabama Open Meetings Act (§ 36-25a-1 *et seq*, Code of Alabama 1975), and the Beason-Hammon Alabama Taxpayer and Citizen Protection Act (§ 31-13-1, *et seq*, Code of Alabama 1975).

For all contracts governed by the Alabama Public Works Law (§ 39-1-1 *et seq*, Code of Alabama 1975) or the Alabama Competitive Bid Law (§ 41-16-1 *et seq*, Code of Alabama 1975), the following shall apply: In compliance with Act 2016-312, the contractor hereby certifies that it is not currently engaged in, and will not engage in, the boycott of a person or an entity based in or doing business with a jurisdiction with which this state can enjoy open trade. By signing this grant, the parties affirm, for the duration of the agreement, that they will not violate federal immigration law or knowingly employ, hire for employment, or continue to employ an unauthorized alien within the State of Alabama. Furthermore, a contracting party found to be in violation of this provision shall be deemed in breach of the agreement and shall be responsible for all damages resulting therefrom.

20. NONDISCRIMINATION: The Subrecipient shall be and is prohibited from discriminating based on race, color, religion, sex, age, handicap, or national origin.

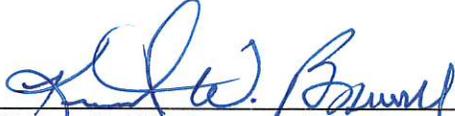
IN WITNESS WHEREOF, The Department and the Subrecipient have executed this Grant Agreement as evidenced by their signatures below:

ADECA

Subrecipient:

**Alabama Department of Economic  
and Community Affairs**

**Baldwin County Commission**

  
Kenneth W. Boswell, Director

Chairman

12/12/19

(Date)

(Date)

ATTEST:

  
(Name)

ATTEST:

(Name)

Administrative Support Assistant I  
(Title)

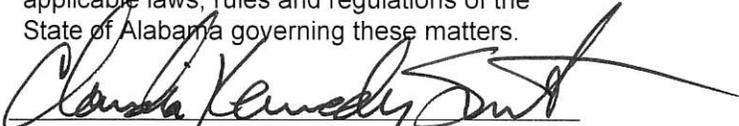
(Title)

12 Dec 2019

(Date)

(Date)

This contract/grant has been reviewed for content, legal form, and complies with all applicable laws, rules and regulations of the State of Alabama governing these matters.

  
Claudia Kennedy Smith  
General Counsel for ADECA

State of \_\_\_\_\_ )

County of \_\_\_\_\_ )

**CERTIFICATE OF COMPLIANCE WITH THE BEASON-HAMMON ALABAMA TAXPAYER AND CITIZEN PROTECTION ACT (ACT 2011-535, as amended by Act 2012-491)**

DATE: \_\_\_\_\_

RE Contract/Grant/Incentive (describe by number or subject):

\_\_\_\_\_ by and between  
\_\_\_\_\_ (Contractor/Grantee) and  
\_\_\_\_\_ (State Agency, Department or Public Entity)

The undersigned hereby certifies to the State of Alabama as follows:

1. The undersigned holds the position of \_\_\_\_\_ with the Contractor/Grantee named above, and is authorized to provide representations set out in this Certificate as the official and binding act of that entity, and has knowledge of the provisions of THE BEASON-HAMMON ALABAMA TAXPAYER AND CITIZEN PROTECTION ACT (ACT 2011-535 of the Alabama Legislature, as amended by Act 2012-491) which is described herein as "the Act".
2. Using the following definitions from Section 3 of the Act, select and initial either (a) or (b), below, to describe the Contractor/Grantee's business structure.

**BUSINESS ENTITY.** Any person or group of persons employing one or more persons performing or engaging in any activity, enterprise, profession, or occupation for gain, benefit, advantage, or livelihood, whether for profit or not for profit. "Business entity" shall include, but not be limited to the following:

- a. Self-employed individuals, business entities filing articles of incorporation, partnerships, limited partnerships, limited liability companies, foreign corporations, foreign limited partnerships, foreign limited liability companies authorized to transact business in this state, business trusts, and any business entity that registers with the Secretary of State.
- b. Any business entity that possesses a business license, permit, certificate, approval, registration, charter, or similar form of authorization issued by the state, any business entity that is exempt by law from obtaining such a business license, and any business entity that is operating unlawfully without a business license.

**EMPLOYER.** Any person, firm, corporation, partnership, joint stock association, agent, manager, representative, foreman, or other person having control or custody of any employment, place of employment, or of any employee, including any person or entity employing any person for hire within the State of Alabama, including a public employer. This term shall not include the occupant of a household contracting with another person to perform casual domestic labor within the household.

\_\_\_\_\_(a)The Contractor/Grantee is a business entity or employer as those terms are defined in Section 3 of the Act.

\_\_\_\_\_(b)The Contractor/Grantee is not a business entity or employer as those terms are defined in Section 3 of the Act.

3. As of the date of this Certificate, Contractor/Grantee does not knowingly employ an unauthorized alien within the State of Alabama and hereafter it will not knowingly employ, hire for employment, or continue to employ an unauthorized alien within the State of Alabama;
4. Contractor/Grantee is enrolled in E-Verify unless it is not eligible to enroll because of the rules of that program or other factors beyond its control.

Certified this \_\_\_\_\_ day of \_\_\_\_\_ 20\_\_\_\_\_.

\_\_\_\_\_  
Name of Contractor/Grantee/Recipient

By: \_\_\_\_\_

Its \_\_\_\_\_

The above Certification was signed in my presence by the person whose name appears above, on

this \_\_\_\_\_ day of \_\_\_\_\_ 20\_\_\_\_\_.

WITNESS: \_\_\_\_\_

\_\_\_\_\_  
Printed Name of Witness



# TRANSFER TO YOUR LETTERHEAD

## REQUEST FOR PAYMENT

TO: Alabama Dept. of Economic & Community Affairs  
Attn: State Grants  
P. O. Box 5690  
Montgomery, AL 36103

FROM: \_\_\_\_\_  
(Entity name)  
\_\_\_\_\_  
(Street or PO box)  
\_\_\_\_\_  
(City, State, Zip)

DATE: \_\_\_\_\_

GRANT #: \_\_\_\_\_

REQUEST #: \_\_\_\_\_

AMOUNT  
REQUESTED: \_\_\_\_\_

I certify that this Request for Payment has been drawn in accordance with the terms and conditions of the referenced grant/contract/agreement cited above and that the amount requested will be used for the purpose(s) specified in said grant/contract/agreement.

\_\_\_\_\_  
AUTHORIZED SIGNATURE (as specified in grant/contract/agreement)

\_\_\_\_\_  
DATE

### FOR ADECA USE ONLY

|         | Original | Concur | Concur | Concur | Concur |
|---------|----------|--------|--------|--------|--------|
| Initial |          |        |        |        |        |
| Date    |          |        |        |        |        |

Voucher #: \_\_\_\_\_

Date: \_\_\_\_\_

By: \_\_\_\_\_



State of Alabama

Disclosure Statement

(Required by Act 2001-955)

ENTITY COMPLETING FORM

Agreement Number

ADDRESS

CITY, STATE, ZIP

TELEPHONE NUMBER

( )

STATE AGENCY/DEPARTMENT THAT WILL RECEIVE GOODS, SERVICES, OR IS RESPONSIBLE FOR GRANT AWARD

ADDRESS

CITY, STATE, ZIP

TELEPHONE NUMBER

( )

This form is provided with:

Contract

Proposal

Request for Proposal

Invitation to Bid

Grant Proposal

Have you or any of your partners, divisions, or any related business units previously performed work or provided goods to any State Agency/Department in the current or last fiscal year?

Yes

No

If yes, identify below the State Agency/Department that received the goods or services, the type(s) of good or services previously provided, and the amount received for the provision of such goods or services.

Have you or any of your partners, divisions, or any related business units previously applied and received any grants from any State Agency/Department in the current or last fiscal year?

Yes

No

If yes, identify the State Agency/Department that awarded the grant, the date such grant was awarded, and the amount of the grant.

1. List below the name(s) and address(es) of all public officials/public employees with whom you, members of your immediate family, or any of your employees have a family relationship and who may directly personally benefit financially from the proposed transaction. Identify the State Department/Agency for which the public officials/public employees work. (Attach additional sheets if necessary.)

2. List below the name(s) and address(es) of all family members of public officials/public employees with whom you, members of your immediate family, or any of your employees have a family relationship and who may directly personally benefit financially from the proposed transaction. Identify the public officials/public employees and State Department/Agency for which the public officials/public employees work. (Attach additional sheets if necessary.)

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If you identified individuals in items one and/or two above, describe in detail below the direct financial benefit to be gained by the public officials, public employees, and/or their family members as the result of the contract, proposal, request for proposal, invitation to bid, or grant proposal. (Attach additional sheets if necessary.)

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Describe in detail below any indirect financial benefits to be gained by any public official, public employee, and/or family members of the public official or public employee as the result of the contract, proposal, request for proposal, invitation to bid, or grant proposal. (Attach additional sheets if necessary.)

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List below the name(s) and address(es) of all paid consultants and/or lobbyists utilized to obtain the contract, proposal, request for proposal, invitation to bid, or grant proposal:

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***By signing below, I certify under oath and penalty of perjury that all statements on or attached to this form are true and correct to the best of my knowledge. I further understand that a civil penalty of ten percent (10%) of the amount of the transaction, not to exceed \$10,000.00, is applied for knowingly providing incorrect or misleading information.***

\_\_\_\_\_  
Signature Date

\_\_\_\_\_  
Notary's Signature Date Date Notary Expires

*Act 2001-995 requires the disclosure statement to be completed and filed with all proposals, bids, contracts, or grant proposals to the State of Alabama in excess of \$5,000.*

OFFICE OF THE GOVERNOR

**KAY IVEY**  
GOVERNOR



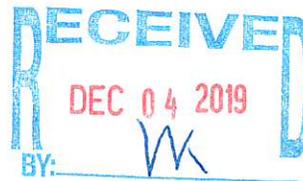
STATE OF ALABAMA

ALABAMA DEPARTMENT OF ECONOMIC  
AND COMMUNITY AFFAIRS

**KENNETH W. BOSWELL**  
DIRECTOR

4BCC  
WD  
RC  
SLBP  
Z. Hood

December 2, 2019



Mr. Charles F. Gruber, Chairman  
Baldwin County Commission  
Baldwin County Administration Bldg  
312 Courthouse Square, Suite 112  
Bay Minette, Alabama 36507

Dear Mr. Gruber:

RE: **Census Grant -- \$20,000**  
Marketing/Printed Materials

I am pleased to provide you with this letter that certifies approval of the above grant which will be funded by the Alabama Education Trust Fund. This grant will be administered by the Alabama Department of Economic and Community Affairs (ADECA). You will soon receive notification from ADECA advising how to proceed with the grant.

I commend you on your efforts to improve census participation by the residents of your community and wish you every success in implementing the program. Thank you for your interest and cooperation with this project.

Sincerely,

Handwritten signature of Kay Ivey in black ink.

Kay Ivey  
Governor

KI:KWB:emt



# Baldwin County Commission

## Agenda Action Form

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**File #:** 20-0489, **Version:** 1

**Item #:** BA2

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**Meeting Type:** BCC Regular Meeting

**Meeting Date:** 1/7/2020

**Item Status:** New

**From:** Wayne Dyess, County Administrator; Sherry-Lea Bloodworth Botop, PIO/Community Engagement Mgr.

**Submitted by:** Sherry-Lea Botop, PIO/Community Engagement Mgr.

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### ITEM TITLE

Alabama Department of Senior Services/Senior Community Service Employment Program Host Agency Agreement and South Alabama Regional Planning Commission South Alabama RSVP Program

### STAFF RECOMMENDATION

Approve the authorize the Chairman to execute the following two documents:

- 1) Alabama Department of Senior Services (ADSS), Senior Community Service Employment Program (SCSEP) Agreement between the Baldwin County Commission and South Alabama Regional Planning Commission (SARPC) for the provision of two Information Attendant (IA) positions to the Baldwin County Commission. The Commission's contribution for the program will be \$1,150.00 per Senior Aide per contract year. The term of this agreement shall commence on July 1, 2019 and shall terminate on June 30, 2020.
- 2) Memorandum of Understanding between the Baldwin County Commission and South Alabama RSVP (Retired Senior Volunteer Program) for the provision of volunteer information attendant staff for the Baldwin County Commission. The term of this MOU shall commence on the date of full execution and renew annually until cancelled by either party.

### BACKGROUND INFORMATION

**Previous Commission action/date:** n/a

**Background:** The Senior Community Service Employment Program (SCSEP) provides training and experience for older workers. SCSEP pays wages and places qualified seniors in positions with government or non-profit agencies.

The Alabama Department of Senior Services/Senior Community Service Employment Program Host Agency Agreement will provide two Information Attendant (IA) positions to the Baldwin County Commission. The IAs will play a key role as ambassadors and disseminators of information for

Baldwin County.

One IA will be based in the lobby of the Fairhope Satellite Courthouse and one IA will be based in the lobby of the Central Annex. Primarily, the IA serves to welcome, greet, direct, and attend to visitors' basic inquiries related to the location and hours of offices in Baldwin County is to provide information to the public about services.

SARPC asks host agencies to contribute \$1,150.00 per Senior Aide per contract year to be used as a match for this Department of Labor grant through the SCSEP program.

The RSVP South Alabama Regional Planning Commission (SARPC) & Retired Senior Volunteer Program (RSVP), one of the largest volunteer networks in the nation for people ages 55 & over, will provide RSVP volunteers for the County which will be scheduled to cover hours not covered by SCSEP.

### **FINANCIAL IMPACT**

**Total cost of recommendation:** \$1,150.00 per senior aide for a total of \$2,300.00. ADD Equipment costs. One reception desk for the Fairhope Satellite Courthouse @ \$736.75

**Budget line item(s) to be used:** 51992/51994

**If this is not a budgeted expenditure, does the recommendation create a need for funding?**  
N/A

### **LEGAL IMPACT**

**Is legal review necessary for this staff recommendation and related documents?**  
Needs legal review.

**Reviewed/approved by:** N/A

**Additional comments:** N/A

### **ADVERTISING REQUIREMENTS**

**Is advertising required for this recommendation?** N/A

**If the proof of publication affidavit is not attached, list the reason:** N/A

### **FOLLOW UP IMPLEMENTATION**

**For time-sensitive follow up, select deadline date for follow up:** N/A

**Individual(s) responsible for follow up:** Administration - Send agreement for signatures and

oversee office furniture details; CIS/Brian Peacock for equipment

**Action required (list contact persons/addresses if documents are to be mailed or emailed):**

Mail Agreement and MOU to:

Terri L. Pringle, Director  
Employment and Economic Development Services  
Post Office Box 1665  
Mobile, Alabama 36602

cc:

Sherry-Lea Bloodworth Botop  
Brian Peacock

FYI:  
Keri Green  
Michelle Howard

**Additional instructions/notes:** N/A



## ADSS SCSEP Host Agency Agreement

To comply with the requirements of the Alabama Department of Senior Services (ADSS), Senior Community Service Employment Program (SCSEP), operated under Title V of the Older Americans Act, this Agreement is voluntarily entered into by: **Baldwin County Commission** hereinafter referred to as the Host Agency, and **SOUTH ALABAMA REGIONAL PLANNING COMMISSION**, hereinafter referred to as the Sponsor Agency.

1. The Sponsor Agency agrees to recruit, enroll, and assign a participant to the Host Agency for the purpose of engaging in productive community service employment. The Sponsor Agency will provide to the Host Agency a detailed written training plan in the participant's Individual Employment Plan (IEP) and Community Service Assignment Description, which will include skills to be attained and timelines for achieving the goal. The Community Service Assignment Description must specify the nature of the assignment, the hours each participant will train, specific duties and tasks to be performed.

2. The Host Agency agrees to provide a safe work site for each participant, to provide adequate orientation and training necessary to perform assigned duties in accordance with a written community service assignment description from the Sponsor Agency, and, to the extent possible, to provide additional training as opportunities occur and to treat each participant as though they are a regular member of the Host Agency staff.

3. The Host Agency agrees to consider each participant for regular employment, either full-time or part-time, when vacancies occur in the Host Agency staff or when new positions are created but makes no assurance or guaranty of employment. The Host Agency will also recommend suitable training for unsubsidized placement of the participant.

4. The Host Agency understands that the length of time that a participant may remain in the same assignment will be determined in their IEP. The Host Agency understands that the Sponsor Agency may reassign any participant at any time that reassignment will increase the participant's opportunities for training or unsubsidized employment, or will otherwise serve the best interests of the participant.

5. The Host Agency agrees that no other national Title V project sponsor will be provided a community service assignment while this Agreement is in effect.

6. The Host Agency agrees to abide by the hours and work schedules mutually agreed to for each participant and to provide time sheets, periodic performance evaluations, and other documents which may reasonably be required. In addition, the Host Agency agrees and understands that each participant will be required to attend periodic SCSEP meetings during regular working hours.

7. The Host Agency agrees that the community service assignments for any participant are to be similar to "in demand" or "growth industries" private sector jobs, such as health care; child day care; education; or green jobs. However, these assignments not result in the displacement of currently employed workers; or in a reduction in non-overtime hours of work, wages, or benefits; will not impair any existing contract for service or result in the substitution of the wages of the participant for other funds in connection with work which otherwise would be performed; will not be a substitution for any existing federally assisted job; and will not be a position which is the same as or substantially the same as that occupied by any other person who is on lay-off or absent due to labor disputes. Further, the Host Agency agrees that it will not discriminate against a participant on the grounds of race, color, age, religion, sex, national origin, age, or disability.

8. Host Agency supervisor's meetings will be held annually to acquaint all concerned with the SCSEP goals and objectives. The Host Agency agrees to send a representative to a host agency supervisor's meeting. The Host Agency agrees to participate in the DOL Customer Satisfaction Survey if solicited.

9. The Host Agency agrees to provide documentation of any in-kind contributions. Further, it is understood by the Host Agency and the Sponsor Agency that any contribution, whether cash or in-kind, by the Host Agency is purely voluntary and is not a condition for the assignment of any participant.

10. The Host Agency certifies by this Agreement that it is a governmental agency or is a non-profit agency which is currently certified as a Section 501(c)(3) organization under the Internal Revenue Code. In addition, the Host Agency will provide its Federal Employer Identification Number (FEIN). Further, if the Host Agency is certified as a Section 501(c)(3) agency, a copy of that certification is attached or is on file with the Sponsor Agency and is still in effect. The Host Agency agrees to inform the Sponsor Agency immediately if the Section 501(c)(3) certification is revoked.

11. The Sponsor Agency hereby agrees to indemnify, defend and hold the Host Agency, its elected officials, officers, agents, and employees, harmless from and against any and all claims, costs, expenses, losses and liabilities, including reasonable attorneys' fees and expense suffered, paid or incurred by the Host Agency arising out of or by virtue of this Agreement, the participant's participation pursuant to this Agreement or the Host Agency's actions or omissions related to this Agreement, including any injury or damage to property or to person, including death; and those resulting from the Sponsor Agency's failure to pay any bills, invoices, costs, wages, taxes, or other charges owed by it to a participant or another. The foregoing indemnification

obligation shall not apply to any claims, liabilities or expenses arising from intentional acts or intentional misrepresentations of the Host Agency. These indemnification obligations shall survive the expiration of or termination of this Agreement.

12. The Sponsor Agency agrees to be responsible for all administrative and fiscal controls of the SCSEP and for paying wages and providing fringe benefits to each participant. The Host Agency does not provide Workers' Compensation insurance for participants.

13. Miscellaneous.

a. Amendment. This Agreement may not be amended except upon written agreement between the parties.

b. Law, Venue and Jurisdiction. All the provisions of this Agreement shall be governed, construed by and administered in accordance with the laws of the State of Alabama. The parties agree that any legal action brought to enforce the terms of this Agreement shall be instituted and maintained only in the Circuit Court of Baldwin County, Alabama.

c. Severability. All the terms, provisions, and conditions of this Agreement shall be deemed to be severable in nature. If for any reason the provisions hereof are held to be invalid or unenforceable by a court of competent jurisdiction, then to the extent that such provisions are valid and enforceable, such court shall construe and interpret this Agreement to provide for maximum validity and enforceability.

This Agreement is in effect from **July 1, 2019 - June 30, 2020**

**Signed — Host Agency**

Host Agency: \_\_\_\_\_

Representative Name: \_\_\_\_\_

Representative Signature: \_\_\_\_\_

Host Agency Title: \_\_\_\_\_

Host Agency Supervisor: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_ Date: \_\_\_\_\_

**Signed— SCSEP SPONSOR AGENCY**

SCSEP Sponsor: SOUTH ALABAMA REGIONAL PLANNING COMMISSION

Representative Name: Terri L. Pringle

Representative Signature: \_\_\_\_\_

Title: Director, Employment and Economic Development Services

Address: 110 Beauregard Street, Mobile, Alabama 36602  
P.O. Box 1665, Mobile, 36633

Phone: 251-652-0585

Fax: 251-433-0148

Email: [tpringle@sarpc.org](mailto:tpringle@sarpc.org)

Date: 10/17/19

## Definition of Host Agency Status

(Check one)

This host agency is a government agency. FEIN \_\_\_\_\_ (Required by USDOL).

This host agency is a certified non-profit agency under Section 501 (c)(3) of the United States Internal Revenue Code. FEIN \_\_\_\_\_ (Required by USDOL).

\_\_\_\_\_ 501 (c) (3) documentation is attached.

\_\_\_\_\_ 501(c) (3) documentation is already on file with the sponsor.



## MEMORANDUM OF UNDERSTANDING (MOU)

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### VOLUNTEER INFORMATION

ATTENDANT: Baldwin County Commission

ADDRESS: Fairhope Satellite Courthouse  
Robertsdale Central Annex

This memorandum contains an outline of necessary provisions applicable to both the South Alabama Regional Planning Commission South Alabama RSVP program and the Baldwin County Commission Volunteer Information Attendant Station:

**A. The Volunteer Station will:**

1. Designate a coordinator to serve as liaison with RSVP office.  
Coordinator Names: Michelle Howard (Fairhope), Keri Green (Robertsdale)
2. Religious/Political Activities: The Volunteer Station will not request or assign RSVP volunteers to conduct or engage in religious, sectarian or political activities.
3. Displacement of Employees: The Volunteer Station will not assign RSVP volunteers to any assignment which would displace employed workers or impair existing contracts for services.
4. Maintain an RSVP file with a copy of this agreement and copies of volunteer position description for each RSVP volunteer.
5. Assure and instruct volunteer(s) about health and safety procedures for this station.
6. In consultation with RSVP staff, make investigation and reports regarding accidents and injuries involving any RSVP volunteer(s).
7. Provide adequate orientation, in-service instruction, or special training for the volunteer(s).
8. Furnish volunteer(s) with any material required for an assignment.
9. Collect and validate volunteer(s) signed time sheet by the end of each month.
10. Have the right to request removal of a volunteer(s) from service.

11. Provide some kind of support for the volunteer(s).
  - a. Recognition (cards, awards, parties, luncheons, etc.)
  - b. Special Parking Area
  - c. Meal
  - d. Other

B. The Retired and Senior Volunteer Program will:

1. Provide necessary information to Volunteer Station staff prior to placement of volunteer(s) and at other times as the need arises.
2. Review acceptability/accessibility of volunteer(s) assignments and refer interested volunteer(s) to Volunteer Station.
3. Furnish time sheets for recording volunteer(s) hours.
4. Furnish copies of volunteer position description to Volunteer Station and RSVP file.
5. Furnish adequate accident, public and excess automobile liability insurance coverage as required by program policy.
6. Regularly confer with Volunteer Station to assess progress and needs of the program and volunteer(s).
7. Withdraw volunteer(s) from Volunteer Station upon volunteer(s), Volunteer Station or program request.
8. Understand this Memorandum of Understanding is good for one year from date on this form and may be automatically renewed or cancelled upon notice of either party..

C. Special Provisions

1. This memorandum may be amended at any time by the parties.
  2. A signed copy of the Memorandum of Understanding will be supplied to the appropriate office.
  3. Neither volunteer(s) nor beneficiaries served will be discriminated against on the basis of handicap regarding employment or volunteer service practices, building/site access for program or the work station programs or activities. No one will be denied opportunities on the basis of sex, color, race, creed, national origin, religious persuasion, marital status or political belief.
-

By signing this MOU, the Volunteer Station Representative certifies that the Volunteer Station is a:

\_\_\_public non-profit organization, \_\_\_private non-profit organization, or \_\_\_proprietary health care agency

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Volunteer Station Representative  
Billie Jo Underwood, Chairman, Baldwin County Commission

Date

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RSVP Project Director or Volunteer Coordinator

Date



# Baldwin County Commission

## Agenda Action Form

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**File #:** 20-0473, **Version:** 1

**Item #:** BA3

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**Meeting Type:** BCC Regular Meeting

**Meeting Date:** 1/7/2020

**Item Status:** New

**From:** Commissioner Joe Davis III, District 2

**Submitted by:** Michelle Howard, Commission Executive Assistant

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### ITEM TITLE

Baldwin County Animal Control Advisory Board - Board Appointment(s)

### STAFF RECOMMENDATION

Related to the Baldwin County Animal Control Advisory Board, take the following actions:

- 1) Accept the resignation of Ms. Cathy Gray, effective September 24, 2019, and thank her for her service on the board; and
- 2) Appoint Mr. John Richard Sute as a member of the board (as District II Commissioner's designee) to fill the vacant place seat formerly held by Ms. Cathy Gray for a pro-rata reduced four (4) year term, said term to commence on January 7, 2020, and expire on February 7, 2023.

### BACKGROUND INFORMATION

**Previous Commission action/date:** July 16, 2019 - Last BCC appointment to the board.

**Background:** The Baldwin County Animal Control Advisory Board was established by the Baldwin County Commission at its August 1, 2017, regular meeting by the adoption of Resolution #2017-122. The Board serves only in an advisory capacity to make advisory recommendations to the Commission.

All eleven (11) Members of the Board shall be appointed by the Baldwin County Commission.

Board members shall serve for a term which shall end on the first Tuesday in February following each regular election of the Commission, with each member serving until his or her successor is appointed by the Commission.

Any Board member may be removed by the Commission at any time, with or without cause, at its discretion.

The Board shall be composed of the following:

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Eight (8) members designated by the Baldwin County Commission, with each Commissioner to recommend two (2) members; One (1) member designated by the Baldwin County Sheriff; One (1) member designated by the Baldwin County District Attorney; and One (1) practicing veterinarian licensed by the Alabama State Board of Veterinary Medical Examiners, designated by the Baldwin County Commission.

Qualifications for Board members:

1. Be a qualified elector (i.e. registered voter) in Baldwin County; and
2. Be a resident of Baldwin County.

Staff has verified Mr. Sute meets the qualifications to be appointed to the board.

### FINANCIAL IMPACT

Total cost of recommendation: N/A

Budget line item(s) to be used: N/A

If this is not a budgeted expenditure, does the recommendation create a need for funding? N/A

### LEGAL IMPACT

Is legal review necessary for this staff recommendation and related documents?  
N/A

Reviewed/approved by: N/A

Additional comments: N/A

### ADVERTISING REQUIREMENTS

Is advertising required for this recommendation? N/A

If the proof of publication affidavit is not attached, list the reason: N/A

### FOLLOW UP IMPLEMENTATION

For time-sensitive follow up, select deadline date for follow up: N/A

Individual(s) responsible for follow up: Administration - Appointment letters to:

Appointment letter to:

Mr. John Richard Sute  
10275 County Road 64  
Daphne, Alabama 36526

Thank you letter to:

Ms. Cathy Gray  
7183 Saluda Boulevard  
Spanish Fort, Alabama 36527

cc: Wayne Dyess  
Christie Davis  
Kim Peacock

**Action required (list contact persons/addresses if documents are to be mailed or emailed):** N/A

**Additional instructions/notes:** N/A

**From:** Cathy Gray [<mailto:catrgray@gmail.com>]  
**Sent:** Tuesday, September 24, 2019 3:04 PM  
**To:** Christie Davis <[CDavis@baldwincountyal.gov](mailto:CDavis@baldwincountyal.gov)>  
**Subject:** Re: FW: <EXTERNAL> Re: Advisory Board Meeting

Christy,

Hi, thanks for your reply. I regretfully would like to resign. I thank you for the opportunity to be on the board and you have a great team.

Thanks,

Cathy Gray

# BALDWIN COUNTY ANIMAL CONTROL ADVISORY BOARD

**Baldwin County Animal Control Center  
15050 County Road 49 North, Summerdale, Alabama 36580  
Gina Jones, Baldwin County Humane Officer  
Tel: (251) 972-6834 Email: gina.jones@baldwincounty.al.gov**

**Board Information:**

Board established by the Baldwin County Commission (BCC) at its regular meeting of August 1, 2017, by adoption of Resolution #2017-122. The Board serves only in an advisory capacity to make advisory recommendations to the BCC.

Eleven (11) member board, all members shall be appointed by the BCC.

Each member shall be a qualified elector in and resident of Baldwin County, Alabama.

Board members shall serve for a term which shall end on the first Tuesday in February following each regular election of the Commission, with each member serving until their successor is appointed by the BCC.

Any Board member may be removed by the BCC at any time, with or without cause, in its discretion.

The Board shall be composed of the following:

Eight (8) members designated by the BCC, with each Commissioner to recommend two (2) members; and

One (1) member designated by the Baldwin County Sheriff; and

One (1) member designated by the Baldwin County District Attorney; and

One (1) practicing veterinarian licensed by the Alabama State Board of Veterinary Medical Examiners designated by the BCC.

| DESIGNATED BY        | MEMBERS   | APPOINTED/REAPPOINTED   | TERM OF OFFICE | EXPIRATION DATE |
|----------------------|---|---|----------------|-----------------|
| Dist. 1 Commissioner | Kim Gantt<br>601 Hilton Avenue<br>Bay Minette, AL 36507   | Re-appointed 04/16/2019 for a pro-rata reduced term to continue from 02/05/2019   | Term of BCC    | 02/07/2023      |
| Dist. 1 Commissioner | Joseph Palmer, DVM<br>Post Office Box 576<br>Bay Minette, AL 36507  | Re-appointed 04/16/2019 for a pro-rata reduced term to continue from 02/05/2019   | Term of BCC    | 02/07/2023      |
| Dist. 2 Commissioner | Kathy Gray<br>7183 Saluda Boulevard<br>Spanish Fort, AL 36527   | Appointed 04/16/2019 for a pro-rata reduced term to replace Beverly Allen<br><br>04/16/2019 Thanked Beverly Allen for her prior service                 | Term of BCC    | 02/07/2023      |
| Dist. 2 Commissioner | David Campbell, DVM<br>c/o Central Baldwin<br>Veterinary Hospital<br>23355 Pet Drive<br>Robertsdale, AL 36567 | Appointed 04/16/2019 for a pro-rata reduced term to replace Dusty Feller<br><br>04/16/2019 Thanked Dusty Feller for his prior service                   | Term of BCC    | 02/07/2023      |
| Dist. 3 Commissioner | Tom Hayden<br>16358 Tempest Drive<br>Foley, AL 36535  | Appointed 04/16/2019 for a pro-rata reduced term to replace Beth Taylor<br><br>04/16/2019 Thanked Beth Taylor for her prior service                     | Term of BCC    | 02/07/2023      |
| Dist. 3 Commissioner | Shannon Hesse<br>19246 Fairfax Drive<br>Fairhope, AL 36532  | Appointed 04/16/2019 for a pro-rata reduced term to replace Jennifer M. Blanchard<br><br>04/16/2019 Thanked Jennifer M. Blanchard for her prior service | Term of BCC    | 02/07/2023      |

## BALDWIN COUNTY ANIMAL CONTROL ADVISORY BOARD – Cont.

| DESIGNATED BY                                     | MEMBERS  | APPOINTED/REAPPOINTED   | TERM OF OFFICE | EXPIRATION DATE |
|---|--|---|----------------|-----------------|
| Dist. 4 Commissioner                              | Jan Brereton<br>8064 Bayview Drive<br>Foley, AL 36535                                    | Re-appointed 04/16/2019 for a pro-rata reduced term to continue from 02/05/2019   | Term of BCC    | 02/07/2023      |
| Dist. 4 Commissioner                              | Mike Graham<br>559 South Section Street<br>Fairhope, AL 36532                            | Appointed 04/16/2019 for a pro-rata reduced term to replace Abby Pruet<br><br>04/16/2019 Thanked Abby Pruet for her prior service | Term of BCC    | 02/07/2023      |
| BC Sheriff  | Derek Boone<br>274 Ogden Court<br>Foley, AL 36535  | Re-appointed 04/16/2019 for a pro-rata reduced term to continue from 02/05/2019   | Term of BCC    | 02/07/2023      |
| BC District Attorney                              | Amy Jernigan Parlier<br>21786 County Road 87<br>Robertsdale, AL 36567                    | Appointed 07/16/2019 for a pro-rata reduced term to replace Lauren Ollinger   | 4 Years        | 02/07/2023      |
| At Large Appointment<br>(Practicing Veterinarian) | Dr. Babette Dixon<br>c/o Colony Animal Clinic<br>359 Morphy Avenue<br>Fairhope, AL 36532 | Re-appointed 04/16/2019 for a pro-rata reduced term to continue from 02/05/2019   | Term of BCC    | 02/07/2023      |

REVISED: 07/16/2019 met



# Baldwin County Commission

## Agenda Action Form

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**File #:** 20-0460, **Version:** 1

**Item #:** BA4

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**Meeting Type:** BCC Regular Meeting

**Meeting Date:** 1/7/2020

**Item Status:** New

**From:** Wayne Dyess, County Administrator; Linda Lee, Planner

**Submitted by:** Tawanda Gulley, Administrative Support Specialist

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### ITEM TITLE

Baldwin County Commission District No. 4 Planning (Zoning) District Board of Adjustment (Greater South Baldwin County Area) - Board Resignation

### STAFF RECOMMENDATION

Related to the Baldwin County Commission District No. 4 Planning (Zoning) District Board of Adjustment (Greater South Baldwin County Area), take the following action:

1) Accept the resignation of Ms. JoAnn Bodree, effective December 10, 2019, and thank her for her former civic service as a regular member (Planning District 29 designee) of the board.

### BACKGROUND INFORMATION

**Previous Commission action/date:** November 5, 2019 - Last BCC action.

**Background:** Section 45-2-261 through Section 45-2-261.28 of the Code of Alabama 1975 (Baldwin County's enabling planning and zoning local legislation), sets forth, among other numerous things, the background on, and authority of, Board(s) of Adjustment. The last amendments to the aforementioned law were adopted by the Alabama Legislature through Act No. 2017-719 during the 2010 Regular Session of the Alabama Legislature.

The appointment processes related to the Boards of Adjustment as set forth in the aforementioned Alabama law are as follows:

**Establishment:** "The Baldwin County Commission shall provide for the appointment of boards of adjustment...[to,] ...in appropriate cases and subject to appropriate conditions and safeguards... make special exceptions to the terms of the ordinances and regulations..."

**Number/Geographic Boundaries:** "Four district boards of adjustment shall be appointed by the Baldwin County Commission with the same boundaries as the county commission districts as currently provided for by law..."

**Jurisdiction:** “If a planning district is in more than one commission district, the board of adjustment for the planning district shall be the board of adjustment for the county commission district which contains the greatest part of the planning district.”

**Composition:** “Each board of adjustment shall consist of not less than three and not more than the same number of regular members as the number of planning districts within the jurisdiction of a board of adjustment.”

“The board of adjustment for each county commission district shall be composed of at least one member from each planning district and shall reflect as nearly as practical the diversity of land use in the commission district.”

**Qualifications:** “Each member of a board of adjustment shall be qualified elector of a planning district within the territory of the respective board of adjustment.”

“Not more than one member of a board of adjustment shall be directly engaged in real estate sales, development, or construction or a directly related field.”

**Terms of Office: (Regular Members)** “Each regular member shall be appointed for a term of three years in such manner to serve staggered terms. A regular member shall continue service until a successor is duly appointed.”

(Alternate Members) “In addition to the regular members provided for in this section, one alternate member for each regular member shall be appointed to serve on each board of adjustment only in the absence of the regular member for the place for which he or she was appointed an alternate and while serving shall have and exercise authority if a regular member. The alternate member shall have the same qualifications as a regular member and shall serve for a term concurrent with the regular member for the district.”

**Removal:** “Members of each board of adjustment may be removed for cause by the Baldwin County Commission upon written chargers and after a public hearing.”

**Vacancies:** “Vacancies shall be filled for the unexpired term of any member whose term becomes vacant.”

**Initial Appointment:** “The initial appointment of members of boards of adjustment and the alternates provided by Act 2006-609 shall be from nominations by the boards of adjustment of the local planning districts on April 26, 2006.”

This requirement only applies to the initial appointment of the boards of adjustment. After the terms expire, the Baldwin County Commission may appoint persons meeting the appropriate qualifications.

## **FINANCIAL IMPACT**

**Total cost of recommendation: N/A**

**Budget line item(s) to be used: N/A**

**If this is not a budgeted expenditure, does the recommendation create a need for funding?  
N/A**

**LEGAL IMPACT**

**Is legal review necessary for this staff recommendation and related documents?  
N/A**

**Reviewed/approved by: N/A**

**Additional comments: N/A**

**ADVERTISING REQUIREMENTS**

**Is advertising required for this recommendation? N/A**

**If the proof of publication affidavit is not attached, list the reason: N/A**

**FOLLOW UP IMPLEMENTATION**

**For time-sensitive follow up, select deadline date for follow up: N/A**

**Individual(s) responsible for follow up: Administration**

**Action required (list contact persons/addresses if documents are to be mailed or emailed):  
Send correspondence to:**

Ms. JoAnn Bodree  
9613 Soldiers Creek Road  
Lillian, Alabama 36549

cc: Linda Lee  
Vince Jackson

**Additional instructions/notes: N/A**

## **Tawanda Gulley**

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**From:** Linda Lee  
**Sent:** Monday, December 16, 2019 10:42 AM  
**To:** Tawanda Gulley  
**Cc:** Anu Gary; Monica English; Victoria Key; Miranda N. McKinnon; Barbara Pate  
**Subject:** BCC #4 BOA Thank You  
**Attachments:** JoAnn Bodree Resignation Email.pdf

Please place the item below on the next available agenda for consideration.

### **Planning District 29**

**Please send a thank you letter to JoAnn Bodree – resignation email attached**

JoAnn Bodree  
9613 Soldiers Creek Road  
Lillian, AL 36549

Thank you,

*Linda Lee*

Planner  
Baldwin County Planning & Zoning Dept.  
201 East Section Avenue  
Foley, AL 36535  
Tel: (251) 972-8523  
Fax: (251) 972-8520  
E-mail: [llee@baldwincountyal.gov](mailto:llee@baldwincountyal.gov)

**From:** [Joann Bodree](#)  
**To:** [Linda Lee](#)  
**Subject:** <EXTERNAL> December meeting  
**Date:** Tuesday, December 10, 2019 1:59:26 PM

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Linda,

I will not be able to attend the meeting as my son is having Mohs surgery and I will have to go with him and drive home. Also I will not be attending meetings any more after the first of the year. I have decided to devote all of my volunteer time to reading at school and working with RIF. Thank you  
Joann Bodree

Sent from my iPhone

**BALDWIN COUNTY COMMISSION DISTRICT #4 PLANNING (ZONING) DISTRICT  
BOARD OF ADJUSTMENT  
[Greater South Baldwin County Area]**

General Board Information:

Appointed by Baldwin County Commission.

Board of Adjustment shall consist of not less than three Regular members (and three corresponding Alternate members) and not more than the same number of Regular members (and corresponding number of Alternate members) as the number of zoned Planning Districts within the jurisdiction of the Board of Adjustment. *Note: as of June 23, 2006, as amended on November 21, 2006, the jurisdiction of this Board of Adjustment includes Planning Districts 20, 21, 22, 23, 24, 25, 27, 29, 30, 32 and 33; however, as of June 23, 2006, as amended on November 21, 2006, and of said aforementioned Planning Districts, only the following are zoned Planning Districts at this time: 20, 21, 22, 23, 24, 25, 29, 30, 32 and 33.*

At least one Regular member (and corresponding Alternate member) shall be from each Planning District within the jurisdiction of the Board of Adjustment.

Term of each Regular member (and corresponding Alternate member) is three (3) years with each respective term of office corresponding exactly for each Planning District representative (i.e. each corresponding Planning District Regular and Alternate member has the exact same term of office). *Note: Upon the initial appointment of members at the June 20, 2006, regular meeting, many membership slots on this Board of Adjustment were staggered as required by Act No. 2006-609.*

All members must be qualified electors of their respective Planning Districts within the territory of the Board of Adjustment and shall reflect as nearly as practical the diversity of land use in County Commission District No. 4.

No more than one (1) member of the Board of Adjustment shall be directly engaged in real estate sales, development or construction or a directly related field.

Statutory Authority - Act No. 91-719, as amended by Act No. 93-668, as amended by Act No. 98-665, as amended by Act No. 2006-609, as amended by Act No. 2010-719.

| <b>PLANNING DISTRICT</b>                             | <b>MEMBERS</b>  | <b>APPOINTED/REAPPOINTED</b>  | <b>TERM OF OFFICE</b> | <b>EXP. DATE</b> |
|--|---|---|-----------------------|------------------|
| <b>REGULAR</b><br>Planning District 20<br>Designee   | Samuel Sterling Mitchell, III<br>Post Office Box 533<br>Magnolia Springs, AL 36555<br><br>REGISTERED VOTER<br>NOT INVOLVED IN REAL ESTATE, DEVELOPMENT<br>OR CONSTRUCTION | Reappointed 10/16/2018 as regular member, said term continuing from 06/20/2018  | 3 years               | 06/20/2021       |
| <b>ALTERNATE</b><br>Planning District 20<br>Designee | <b>VACANT</b>   | Vacant due to the appointment of Samuel Sterling Mitchell, III, as a regular member on 03/01/2016   | 3 years               | 06/20/2015       |
| <b>REGULAR</b><br>Planning District 21<br>Designee   | James Koeppen<br>17158 Cold Mill Loop<br>Foley, AL 36535<br><br>REGISTERED VOTER<br>NOT INVOLVED IN REAL ESTATE, DEVELOPMENT<br>OR CONSTRUCTION                           | Appointed 10/16/2018 as a regular member to the place seat formerly held by Janet M. Lipscomb for a pro-rata reduced term<br><br>10/16/2018 Accepted the resignation of Janet M. Lipscomb as a regular member and thanked her for her prior civic service | 3 years               | 02/17/2021       |
| <b>ALTERNATE</b><br>Planning District 21<br>Designee | Michael G. Swansburg<br>Post Office Box 711 (Mailing Address)<br>Foley, AL 36536<br><br>REGISTERED VOTER<br>NOT INVOLVED IN REAL ESTATE, DEVELOPMENT<br>OR CONSTRUCTION   | Appointed 11/05/2019 to fill the vacant place-seat formerly held by James Edward Sullivan, Jr. for a pro-rata reduced term  | 3 years               | 02/17/2021       |

**BALDWIN COUNTY COMMISSION DISTRICT #4 PLANNING (ZONING) DISTRICT  
BOARD OF ADJUSTMENT – Cont.**

| <b>PLANNING DISTRICT</b>                                | <b>MEMBERS</b>   | <b>APPOINTED/REAPPOINTED</b>  | <b>TERM OF OFFICE</b> | <b>EXP. DATE</b> |
|---|--|---|-----------------------|------------------|
| <b>REGULAR</b><br>Planning<br>District 22<br>Designee   | <b>VACANT</b>  | 06/19/2018 Accepted the resignation of Van McCamish and thanked him for his prior civic service                                       | 3 years               | 06/20/2018       |
| <b>ALTERNATE</b><br>Planning<br>District 22<br>Designee | Jack Danley<br>26188 Chatelaine Road<br>Elberta, AL 36530<br><br>REGISTERED VOTER<br>NOT INVOLVED IN REAL ESTATE, DEVELOPMENT<br>OR CONSTRUCTION           | Appointed 03/01/2016 to fill the place seat formerly held by Van McCamish for a pro-rata reduced term                                 | 3 years               | 06/20/2018       |
| <b>REGULAR</b><br>Planning<br>District 23<br>Designee   | Robert E. Broseus<br>1876 Princess Lane<br>Lillian, AL 36549<br><br>REGISTERED VOTER<br>NOT INVOLVED IN REAL ESTATE, DEVELOPMENT<br>OR CONSTRUCTION        | Reappointed 07/16/2019 term continuing from 06/20/2019  | 3 years               | 06/20/2022       |
| <b>ALTERNATE</b><br>Planning<br>District 23<br>Designee | <b>VACANT</b>  | Vacant due to James H. Compton's term expiring 06/20/2013   | 3 years               | 06/20/2013       |
| <b>REGULAR</b><br>Planning<br>District 24<br>Designee   | Stuart Paul Arnold<br>P.O. Box 399<br>Orange Beach, AL 36561<br><br>REGISTERED VOTER<br>NOT INVOLVED IN REAL ESTATE, DEVELOPMENT<br>OR CONSTRUCTION        | Reappointed 10/16/2018 as a regular member, term continuing from 06/20/2018   | 3 years               | 06/20/2021       |
| <b>ALTERNATE</b><br>Planning<br>District 24<br>Designee | Theron I. V. Mashburn<br>30730 River Road<br>Orange Beach, AL 36561<br><br>REGISTERED VOTER<br>NOT INVOLVED IN REAL ESTATE, DEVELOPMENT<br>OR CONSTRUCTION | Reappointed 10/16/2018 as an alternate member (term to coincide with the term of Stuart Paul Arnold), term continuing from 06/20/2018 | 3 years               | 06/20/2021       |
| <b>REGULAR</b><br>Planning<br>District 25<br>Designee   | Ernest Church<br>5601 State Highway 180 #4<br>Gulf Shores, AL 36542<br><br>REGISTERED VOTER<br>NOT INVOLVED IN REAL ESTATE, DEVELOPMENT<br>OR CONSTRUCTION | Reappointed 10/03/2017 for a pro-rata reduced term  | 3 years               | 06/20/2020       |
| <b>ALTERNATE</b><br>Planning<br>District 25<br>Designee | Vicki Matranga<br>402 Veterans Road<br>Gulf Shores, AL 36542<br><br>REGISTERED VOTER<br>NOT INVOLVED IN REAL ESTATE, DEVELOPMENT<br>OR CONSTRUCTION        | Reappointed 10/03/2017 for a pro-rata reduced term  | 3 years               | 06/20/2020       |

**BALDWIN COUNTY COMMISSION DISTRICT #4 PLANNING (ZONING) DISTRICT  
BOARD OF ADJUSTMENT – Cont.**

| <b>PLANNING DISTRICT</b>                                | <b>MEMBERS</b>  | <b>APPOINTED/REAPPOINTED</b>  | <b>TERM OF OFFICE</b> | <b>EXP. DATE</b> |
|---|---|---|-----------------------|------------------|
| <b>REGULAR</b><br>Planning<br>District 29<br>Designee   | JoAnne Bodree<br>9613 Soldiers Creek Road<br>Lillian, AL 36549<br><br>REGISTERED VOTER AT 8393 HIGHWAY 91   | Reappointed 10/03/2017 for a pro-rata reduced term  | 3 years               | 06/20/2020       |
| <b>ALTERNATE</b><br>Planning<br>District 29<br>Designee | <b>VACANT</b>   | 07/16/2019, removed the name of Hugh William Helms from the board   | 3 years               | 06/20/2020       |
| <b>REGULAR</b><br>Planning<br>District 30<br>Designee   | <b>VACANT</b>   | 10/01/2019, Accepted the resignation of Onva Younnie Veal, effective August 4, 2019, and thanked her for her prior civic service          | 3 years               | 06/20/2020       |
| <b>ALTERNATE</b><br>Planning<br>District 30<br>Designee | Harold M. Stephens<br>9408 Clarke Ridge Road<br>Foley, AL 36535<br><br>REGISTERED VOTER<br>NOT INVOLVED IN REAL ESTATE, DEVELOPMENT<br>OR CONSTRUCTION      | Reappointed 10/03/2017 for a pro-rata reduced term  | 3 years               | 06/20/2020       |
| <b>REGULAR</b><br>Planning<br>District 32<br>Designee   | Johanna W. Moloney<br>6587 County Road 95 South<br>Elberta, AL 36530<br><br>REGISTERED VOTER<br>NOT INVOLVED IN REAL ESTATE, DEVELOPMENT<br>OR CONSTRUCTION | Reappointed 07/16/2019 term continuing from 06/20/2019  | 3 years               | 06/20/2022       |
| <b>ALTERNATE</b><br>Planning<br>District 32<br>Designee | <b>VACANT</b>   | Vacant due to Johanna W. Moloney being appointed as Regular Member on 09/03/2013  | 3 years               | 06/20/2013       |
| <b>REGULAR</b><br>Planning<br>District 33<br>Designee   | <b>VACANT</b>   | 10/01/2019, Accepted the resignation of John Paul Hilderbrandt, effective September 13, 2019, and thanked him for his prior civic service | 3 years               | 06/20/2022       |
| <b>ALTERNATE</b><br>Planning<br>District 33<br>Designee | <b>VACANT</b>   | Accepted the resignation of Arthur Stallings 09/03/2013   | 3 years               | 06/20/2013       |

\*The original members of the Baldwin County Commission District No. 4 Planning (Zoning) District Board of Adjustment were formally appointed during the June 20, 2006, BCC Meeting.

\*During the June 20, 2006, BCC Meeting, the Commission also acknowledged for the record of the official minutes that, by operation of Act No. 2006-609 and on April 26, 2006, the individual Planning Zoning) District Boards of Adjustment for Planning (Zoning) Districts 20, 22, 23, 24, 25, 29, 30, 32 and 33, stand dissolved.

**REVISED: 11/05/2019 met**



# Baldwin County Commission

## Agenda Action Form

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**File #:** 20-0350, **Version:** 1

**Item #:** BA5

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**Meeting Type:** BCC Regular Meeting

**Meeting Date:** 1/7/2020

**Item Status:** New

**From:** Wayne Dyess, County Administrator

**Submitted by:** Anu Gary, Administrative Services Manager

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### **ITEM TITLE**

Resolution #2020-050 of the Baldwin County Commission - Amending and Reconfirming the "Divisional Resolution of the Baldwin County Commission"

### **STAFF RECOMMENDATION**

Take the following actions:

- 1) Adopt Resolution #2020-050 (Divisional Resolution of the Baldwin County Commission), which amends Resolution #2019-084 of the Baldwin County Commission, said amendment related to cancelling the Baldwin County Commission Department Head meetings; and
- 2) Reconfirm the "Divisional Resolution of the Baldwin County Commission," codified as Resolution #2020-050 of the Baldwin County Commission which effected certain procedural requirements and prescribed other permitted duties as enumerated at Act No. 239 (1931), as amended, and other applicable law.

### **BACKGROUND INFORMATION**

#### **Previous Commission action/date:**

November 14, 2018 - Resolution #2019-001 was adopted during the Baldwin County Commission's first Regular (Organizational) Meeting for the 2018-2022 Term.

January 2, 2019 - Due to scrivener's error in the "Divisional Resolution of the Baldwin County Commission," codified as Resolution #2019-001 of the Baldwin County Commission, which was adopted November 14, 2018, corrected certain dates (month/year) in the rotation schedule listed for the Baldwin County Commission Work Session meetings; and Reconfirmed the "Divisional Resolution of the Baldwin County Commission," codified as Resolution #2019-001 of the Baldwin County Commission which effected certain procedural requirements and prescribed other permitted duties as enumerated at Act No. 239 (1931), as amended, and other applicable law.

May 7, 2019 - Adopted Resolution #2019-084 (Divisional Resolution of the Baldwin County

Commission), which amends Resolution #2019-001 of the Baldwin County Commission, said amendment related to revising the location where the Baldwin County Commission Road and Bridge Division meetings shall be held.

**Background:** The "Divisional Resolution of the Baldwin County Commission" provides for certain designations of Baldwin County Commissioner duties and other procedural requirements found in Alabama law (whether Baldwin County local law or general Alabama law).

This request is for the Baldwin County Commission to amend the Divisional Resolution (Resolution #2019-084), said amendment cancelling the Baldwin County Commission Department Head meetings; and in addition, reconfirming the instrument known as the "Divisional Resolution" is to recognize the applicable 1931 Baldwin County local law which established the Baldwin County Commission as it envisioned the annual designation of the four "Divisions" (i.e. Chairman and Purchasing Division, Road and Bridge Division, Finance and Taxation Division and Industrial and Civic Division) to be made in January of each year; therefore, the "Divisional Resolution" is placed on the agenda each January to reconfirm said designations.

**FINANCIAL IMPACT**

**Total cost of recommendation:** N/A

**Budget line item(s) to be used:** N/A

**If this is not a budgeted expenditure, does the recommendation create a need for funding?**  
N/A

**LEGAL IMPACT**

**Is legal review necessary for this staff recommendation and related documents?**  
N/A

**Reviewed/approved by:** N/A

**Additional comments:** N/A

**ADVERTISING REQUIREMENTS**

**Is advertising required for this recommendation?** N/A

**If the proof of publication affidavit is not attached, list the reason:** N/A

**FOLLOW UP IMPLEMENTATION**

**For time-sensitive follow up, select deadline date for follow up:** N/A

**Individual(s) responsible for follow up:**

1) Administration (Tawanda Gulley):

Send Public Notice to Media/BCC Contacts

Upload Notice to county website

Post Notices at courthouse and facilities

Update Legistar calendar/Insite online meetings calendar (remove meetings)

Update Upload Log

Update 4BCC Outlook Calendar (remove meetings, send cancellation notice)

Email Facility Coordinator (Lisa Sangster) for meeting room

2) Upload fully executed Resolution to BCAP (Monica English)

3) Revised 2020 BCC Meetings Notice (Miranda McKinnon)

Send Public Notice to Media/BCC Contacts

Upload Notice to county website

Post Notices at courthouse and facilities

**Action required (list contact persons/addresses if documents are to be mailed or emailed):**

N/A

**Additional instructions/notes:** N/A

STATE OF ALABAMA     )  
COUNTY OF BALDWIN    )

**RESOLUTION #2020-050  
OF THE  
BALDWIN COUNTY COMMISSION**

**AMENDING RESOLUTION #2019-084 OF THE BALDWIN COUNTY COMMISSION (ADOPTED AT THE MAY 7, 2019, REGULAR MEETING), SAID AMENMENT RELATED TO CANCELLING THE BALDWIN COUNTY COMMISSION DEPARTMENT HEAD MEETINGS.**

WHEREAS, at this time, the Baldwin County Commission desires to update the Divisional Resolution of the Baldwin County Commission to cancel certain meetings; now therefore BE IT RESOLVED, BY THE BALDWIN COUNTY COMMISSION, IN REGULAR SESSION ASSEMBLED, that:

1) We hereby amend Resolution #2019-084 thereby repealing with deletions delineated by being ~~STRUCK THROUGH~~ and inclusions delineated by being UNDERLINED, as follows:

STATE OF ALABAMA     )  
COUNTY OF BALDWIN    )

**RESOLUTION #2019-084  
OF THE  
BALDWIN COUNTY COMMISSION**

**AMENDING RESOLUTION #2019-001 OF THE BALDWIN COUNTY COMMISSION (ADOPTED AT THE NOVEMBER 14, 2018, REGULAR MEETING), SAID AMENMENT RELATED TO REVISING THE LOCATION WHERE THE BALDWIN COUNTY COMMISSION ROAD AND BRIDGE DIVISION MEETINGS SHALL BE HELD.**

WHEREAS, at this time, the Baldwin County Commission desires to update the Divisional Resolution of the Baldwin County Commission to revise the location of certain Meetings; now therefore BE IT RESOLVED, BY THE BALDWIN COUNTY COMMISSION, IN REGULAR SESSION ASSEMBLED, that:

1) We hereby amend Resolution #2019-001 thereby repealing with deletions delineated by being ~~STRUCK THROUGH~~ and inclusions delineated by being UNDERLINED, as follows:

STATE OF ALABAMA     )  
COUNTY OF BALDWIN    )

**RESOLUTION #2019-001  
OF THE  
BALDWIN COUNTY COMMISSION**

**ENACTING AN INSTRUMENT TO BE COMMONLY KNOWN AS THE  
"DIVISIONAL RESOLUTION OF THE BALDWIN COUNTY COMMISSION" TO  
AUTHORIZE CERTAIN PROCEDURAL REQUIREMENTS AND PRESCRIBE  
OTHER PERMITTED AND AUTHORIZED DUTIES, AS ENUMERATED AT ACT NO.  
239 (1931), AS AMENDED, AND OTHER APPLICABLE LAW.**

KNOW ALL MEN BY THESE PRESENTS THAT WHEREAS, the Baldwin County Commission was established by a 1931 Act of the Legislature of Alabama, as amended by said Legislature of Alabama from time-to-time in subsequent years thereafter, which, collectively, are commonly referred to as Act No. 239, [Local Acts Alabama, 1931, p. 100] as amended [hereinafter referred to as "Act No. 239 (1931), as amended"]; and

WHEREAS, in addition to the duties, powers, jurisdiction, authority and privileges set forth in Act No. 239 (1931), as amended, the Baldwin County Commission exercises other additional authority as provided by the Constitution of Alabama 1901, General Laws of the State of Alabama and applicable Baldwin County Local Laws; and

WHEREAS, pursuant to §11-3-1 (e) of the Code of Alabama 1975, the Baldwin County Commission is required to meet on the Wednesday following the election and tabulation of provisional ballots pursuant to §17-10A-2 of the Code of Alabama 1975 of any one of its members whose term commences at 12:00 a.m. on the second Wednesday following the general election at which he or she is elected; and

WHEREAS, in Baldwin County, Alabama, during the November 6, 2018, General Election, County Commissioners were elected to compose the Baldwin County Commission requiring said honorable county governing body to convene as required by the aforementioned Alabama law; and

WHEREAS, on this date, November 14, 2018, during the regular meeting required by the aforementioned Alabama law, the Baldwin County Commission, respecting Act No. 239 (1931), as amended, coupled with the decision of the Supreme Court of the State of Alabama as found at *State ex rel. Whetstone v. Baldwin County*, 686 So.2d 220 (Ala.1996) and §45-2-72.01 of the Code of Alabama 1975 hereby adopts this instrument in order to authorize certain procedural requirements, and prescribe other permitted and authorized duties, as enumerated at Act No. 239 (1931), as amended, and other applicable law; now therefore

BE IT RESOLVED, BY THE BALDWIN COUNTY COMMISSION, IN REGULAR SESSION ASSEMBLED, that, pursuant to Section 7 of Act No. 239 (1931), as amended, and for the convenience and efficiency in the exercise and execution of the duties, powers, jurisdiction, authority and privileges, as enumerated in Act No. 239 (1931), as amended, the Baldwin County Commission is required to provide for the "Divisions," of the Baldwin County Commission, as follows:

FIRST DIVISION  
**Chairman and Purchasing Division Commissioner**

SECOND DIVISION  
**Road and Bridge Division Commissioner**

THIRD DIVISION

**Finance and Taxation Division Commissioner**

**FOURTH DIVISION**

**Industrial and Civic Division Commissioner**

FURTHER, BE IT RESOLVED, that, pursuant to Section 8 of Act No. 239 (1931), as amended, the duties required of each "Division," of the Baldwin County Commission, are as follows:

|  |
|--|
| <b>FIRST DIVISION</b>                                |
| <b>Chairman and Purchasing Division Commissioner</b> |

- (a) Shall be the presiding officer of the Baldwin County Commission; and
- (b) Shall sign the minutes of the proceedings of the Baldwin County Commission; and
- (c) Shall sign all warrants drawn on the County Treasury and all orders drawn on funds or disbursements of the County, except as otherwise directed by the Baldwin County Commission; and
- (d) Shall be such Office's duty to prepare the order of business and obtain information for the sessions of the Baldwin County Commission and see that all orders thereof are properly executed, except as otherwise directed by the Baldwin County Commission; and
- (e) Shall act as the Purchasing Agent for the County and all purchases for and on behalf of Baldwin County and the Baldwin County Commission or by any Division or employee of the Baldwin County Commission, and all purchases by and for any office, officer or employee of Baldwin County, except those under the jurisdiction of and acting as for the Baldwin County Board of Education and paid out of school funds, shall be made through the Chairman and Purchasing Commissioner; and
- (f) Such Office is directed and required to use all proper care in purchasing to the best interest of Baldwin County; and
- (g) Shall perform such services only under the direction and control of the entire Baldwin County Commission and in the manner directed by the Baldwin County Commission; and
- (h) In addition thereto, such Office shall perform all duties and have all rights, powers, jurisdiction, authority and privileges that may be granted to and required of the Chairman and Purchasing Division Commissioner by the Baldwin County Commission, and all duties, powers, jurisdiction, authority and privileges that are now or may hereafter be granted to and required by the presiding officer of the Courts of County Commissioners, Boards of Revenue, or other governing bodies of the Counties by the General Laws of the State of Alabama, except as otherwise provided in this act; and
- (i) Shall give bond in the sum of \$5,000 payable to Baldwin County, conditioned upon the faithful performance of such Office's duties with

lawful sureties, to be approved by the Judge of Probate of Baldwin County; and

- (j) Shall, upon requisition from any officer, Division or employee of Baldwin County, issue a purchase order for equipment, supplies and materials necessary and proper for the functioning of the county business, and attend the purchase of the same; and
- (k) At each meeting of the Baldwin County Commission, such Office shall have available for the Baldwin County Commission the details of all purchases made since the previous meeting, show the articles purchased, from who purchased, the price paid therefor, the quantity purchased, for what office, officer for Division the same was purchased, and the object for which said purchase was made and the requisition therefor to the end that the Baldwin County Commission as a whole and individually shall at all times be fully advised as to the expenditures made since the last preceding meeting.

|  |
|--|
| <b>SECOND DIVISION</b>                       |
| <b>Road and Bridge Division Commissioner</b> |

- (a) Shall have jurisdiction over the location, construction, maintenance and repair of the roads and bridges in Baldwin County under the jurisdiction of the Baldwin County Commission; and
- (b) Shall render all necessary and proper assistance to the State Highway Department in its operation in Baldwin County; and
- (c) Shall make requisition upon the Chairman and Purchasing Division Commissioner for all necessary and proper purchases of supplies, material, and equipment for the location, construction, maintenance and repair of the roads, provided, however, it shall not be necessary for such Office to make requisition for repair parts and for minor equipment before purchasing the same when the same is needed for immediate use, nor shall it be necessary for such Office to make requisition for authority to have minor repairs made on County road equipment and machinery, when to make such requisition would cause unnecessary and expensive delay; and
- (d) Shall budget the funds available for road location, construction, maintenance, and repair and allocate the fair and reasonable amount of such funds to the location, maintenance and repair and shall maintain necessary and proper labor and technical employees and proper equipment within the funds available for the proper location, construction, repair and maintenance of the roads and bridges in every section of Baldwin County, and such Office shall report to the Baldwin County Commission such budget and allocation of the funds, equipment, labors and employees, so that the Baldwin County Commission may pass upon the same and make such recommendations, changes and directions as it shall deem to the interest of Baldwin County.

THIRD DIVISION

**Finance and Taxation Division Commissioner**

- (a) Shall be charged with the duty of acquiring all necessary and proper information for the Baldwin County Commission as to the financial condition of Baldwin County, and at each meeting have available for the Baldwin County Commission a complete statement showing all funds available and for what purpose created, all claims against Baldwin County and on which fund the same are chargeable, and shall from time to time prepare a general budget for Baldwin County so as to fairly and equitably allocate and apportion the funds of Baldwin County to its several services and shall from time to time determine the probable expenditures and the probable income of Baldwin County from all available sources; and
- (b) Shall gather all necessary and proper information as to the assessed valuation of property in Baldwin County; and
- (c) Shall in the exercise and discharge of such Office's duties report to the Baldwin County Commission at each meeting his actions and make recommendations relating to Baldwin County's finances to the end that Baldwin County's expenditures shall not exceed its income.

FOURTH DIVISION

**Industrial and Civic Division Commissioner**

- (a) Shall make a survey of the resources of Baldwin County and have the same available for the Baldwin County Commission from time to time, to the end that the agricultural, mineral, timber, water, labor and all other resources of Baldwin County shall be fully developed; and
- (b) Shall cooperate with the Department of Public Health, the Department of Public Welfare, the Agricultural Experiment Station, the Agricultural Extension Work Services, and the Federal and State Reforestation Services, as well as with all other services for the promotion of all its resources and render to them all proper assistance in their respective spheres of operation, and keep the Baldwin County Commission advised as to the activities and needs of the several departments and services; and
- (c) Shall cooperate with the several municipalities and communities in Baldwin County in the development of such communities and municipalities, and keep the Baldwin County Commission advised as to such Offices' activities relative thereto.

FURTHER, BE IT RESOLVED, that, as authorized at Section 11-3-20 of the Code of Alabama 1975 and pursuant to Section 7 of Act No. 239 (1931), as amended, and for the convenience and efficiency in the exercise and execution of the duties, powers, jurisdiction, authority and privileges, as enumerated in Act No. 239 (1931), as amended, the Baldwin County Commission, further, invokes Section 11-3-20 of the Code of Alabama 1975, and said Section 7 of Act No. 239 (1931), as amended, and, collectively, authorizes and directs, as follows:

*The Chairman and Purchasing Division Commissioner shall serve as signatory for the Baldwin County Commission on all appropriate documents, such as resolutions, orders, contracts or directives as are necessary to carry out the official actions as adopted by the Baldwin County Commission in regular or special session assembled.*

FURTHER, BE IT RESOLVED, that, while Section 7 of Act No. 239 (1931), as amended, requires the Baldwin County Commission to designate its members into the aforementioned Division(s) **in January of each year**, the Baldwin County Commission, pursuant to the decision of the Supreme Court of the State of Alabama as found at *State ex rel. Whetstone v. Baldwin County*, 686 So.2d 220 (Ala.1996) and §45-2-72.01 of the Code of Alabama 1975 shall authorize the initial application of said designations on November 14, 2018, which, in fact, causes the Baldwin County Commission to invoke Section 7 of Act No. 239 (1931), as amended, which provides that said Baldwin County Commission retains the authority, **from time to time**, to change the "Division(s)" of the specific duties, powers, jurisdiction, authority and privileges within each of such "Division(s)" and, furthermore pursuant to said Section 7, preserves the authority to change, **at will**, the Commissioner from one "Division" to another, as limited by §45-2-72.01 of the Code of Alabama 1975 and, to this end, the Baldwin County Commission exercises its collective will to change the Commissioners, from one "Division" to another, to be effected per the time schedule as follows:

|  |
|--|
| <p><b>YEAR 1 - Divisional Composition of the Members of the Baldwin County Commission<br/>November 14, 2018 - November 4, 2019</b></p>         |
| <p><u>FIRST DIVISION</u><br/><b>Chairman and Purchasing Division Commissioner</b><br/>District 4 Commissioner, Charles F. Gruber CHAIR</p>     |
| <p><u>SECOND DIVISION</u><br/><b>Road and Bridge Division Commissioner</b><br/>District 1 Commissioner, James E. Ball</p>                      |
| <p><u>THIRD DIVISION</u><br/><b>Finance and Taxation Division Commissioner</b><br/>District 3 Commissioner, Billie Jo Underwood VICE CHAIR</p> |
| <p><u>FOURTH DIVISION</u><br/><b>Industrial and Civic Division Commissioner</b><br/>District 2 Commissioner, Joe Davis, III</p>                |
| <p><b>YEAR 2 - Divisional Composition of the Members of the Baldwin County Commission<br/>November 5, 2019 - November 2, 2020</b></p>          |
| <p><u>FIRST DIVISION</u><br/><b>Chairman and Purchasing Division Commissioner</b><br/>District 3 Commissioner, Billie Jo Underwood CHAIR</p>   |
| <p><u>SECOND DIVISION</u><br/><b>Road and Bridge Division Commissioner</b><br/>District 4 Commissioner, Charles F. Gruber</p>                  |
| <p><u>THIRD DIVISION</u><br/><b>Finance and Taxation Division Commissioner</b><br/>District 2 Commissioner, Joe Davis, III VICE CHAIR</p>      |

|  |
|--|
| <p><u>FOURTH DIVISION</u><br/> <b>Industrial and Civic Division Commissioner</b><br/> District 1 Commissioner, James E. Ball</p>               |
| <p><b>YEAR 3 - Divisional Composition of the Members of the Baldwin County Commission</b><br/> <b>November 3, 2020 - November 1, 2021</b></p>  |
| <p><u>FIRST DIVISION</u><br/> <b>Chairman and Purchasing Division Commissioner</b><br/> District 2 Commissioner, Joe Davis, III CHAIR</p>      |
| <p><u>SECOND DIVISION</u><br/> <b>Road and Bridge Division Commissioner</b><br/> District 3 Commissioner, Billie Jo Underwood</p>              |
| <p><u>THIRD DIVISION</u><br/> <b>Finance and Taxation Division Commissioner</b><br/> District 1 Commissioner, James E. Ball VICE CHAIR</p>     |
| <p><u>FOURTH DIVISION</u><br/> <b>Industrial and Civic Division Commissioner</b><br/> District 4 Commissioner, Charles F. Gruber</p>           |
| <p><b>YEAR 4 - Divisional Composition of the Members of the Baldwin County Commission</b><br/> <b>November 2, 2021 - November 8, 2022</b></p>  |
| <p><u>FIRST DIVISION</u><br/> <b>Chairman and Purchasing Division Commissioner</b><br/> District 1 Commissioner, James E. Ball CHAIR</p>       |
| <p><u>SECOND DIVISION</u><br/> <b>Road and Bridge Division Commissioner</b><br/> District 2 Commissioner, Joe Davis, III</p>                   |
| <p><u>THIRD DIVISION</u><br/> <b>Finance and Taxation Division Commissioner</b><br/> District 4 Commissioner, Charles F. Gruber VICE CHAIR</p> |
| <p><u>FOURTH DIVISION</u><br/> <b>Industrial and Civic Division Commissioner</b><br/> District 3 Commissioner, Billie Jo Underwood</p>         |

FURTHER, BE IT RESOLVED, that, as required by Section 11 of Act No. 239 (1931), as amended, any three of said Commissioners shall constitute a quorum for the transaction of business which is compliant to Section 11-3-7 of the Code of Alabama 1975 which requires a majority of members of the Baldwin County Commission to constitute a quorum.

FURTHER, BE IT RESOLVED, that, pursuant to, but not limited to, a decision by the honorable Supreme Court of the State of Alabama as found at *Ex parte Meeks*, 682 So.2d 423

(Ala.1996), the "Chairman and Purchasing Division Commissioner" is entitled to vote on all matters coming before the Baldwin County Commission.

FURTHER, BE IT RESOLVED, that, as required by §45-2-72.01 of the Code of Alabama 1975, the Office of "Chairman and Purchasing Division Commissioner" shall rotate in the chronological sequence as provided for in this resolution; however, notwithstanding the chronological sequence provided for by this instrument setting forth the rotation with the Office of "Chairman and Purchasing Division Commissioner" and pursuant to §45-2-72.01 of the Code of Alabama 1975 a member may decline to serve in the Office of "Chairman and Purchasing Division Commissioner" during all or part of the period of his or her rotation by the submission of a written statement to the Baldwin County Commission, and the Baldwin County Commission shall select a member to serve as chair during the rotation period of the member.

FURTHER, BE IT RESOLVED, that, as authorized at §11-3-20 of the Code of Alabama 1975 and as directed by this instrument, and, further, pursuant to Section 7 of Act No. 239 (1931), as amended, and for the convenience and efficiency in the exercise and execution of the duties, powers, jurisdiction, authority and privileges, as enumerated in Act No. 239 (1931), as amended, the Baldwin County Commission, further, invokes §11-3-20 of the Code of Alabama 1975 and Section 7 and, collectively, authorizes, directs and elects one member of Baldwin County Commission to serve, ***only in the temporary absence of the "Chairman and Purchasing Division Commissioner,"*** as "Chairman and Purchasing Division Commissioner" and at all other times shall be styled, in addition to their prescribed "Division" Commissioner duties, as "**Vice Chairman of the Baldwin County Commission**" per the following time schedule, as follows:

|  |
|--|
| <b>November 14, 2018, through November 4, 2019</b><br>District 3 Commissioner, Billie Jo Underwood |
| <b>November 5, 2019, through November 2, 2020</b><br>District 2 Commissioner, Joe Davis, III       |
| <b>November 3, 2020, through November 1, 2021</b><br>District 1 Commissioner, James E. Ball        |
| <b>November 2, 2021, through November 8, 2022</b><br>District 4 Commissioner, Charles F. Gruber    |

and, to such end, said member of the Baldwin County Commission, in the aforementioned time schedule, acting as "Chairman and Purchasing Division Commissioner" and only in the temporary absence of the "Chairman and Purchasing Division Commissioner," is authorized to exercise any and all duties related to said "Chairman and Purchasing Division Commissioner;" notwithstanding the aforementioned, said member of the Baldwin County Commission, while acting in the temporary absence of the "Chairman and Purchasing Division Commissioner" and as acting "Chairman and Purchasing Division Commissioner," shall, also, accomplish any and all duties required of such "Division" Commissioner as primarily designated by this instrument.

FURTHER, BE IT RESOLVED, that, with respect for §36-25A-1, et seq., Code of Alabama 1975 and as required by Section 11-3-8 (a), Code of Alabama 1975, the Baldwin County Commission at this first county commission meeting held pursuant to Section 11-3-1 of the Code of Alabama 1975, establishes the days of the month on which **REGULAR MEETINGS** of the Baldwin County Commission shall be held, as follows:

For the purpose of conducting the public business affairs of the Baldwin County Commission, said Baldwin County Commission shall meet, in regular session

assembled, in the County Commission Chambers, at the Baldwin County Administration Building, located at 322 Courthouse Square, at the County Seat, in Bay Minette, Alabama, on the **first and third Tuesdays of each month**, and on the Wednesday following the general election and tabulation of provisional ballots pursuant to Section 17-10A-2 of any one of its members beginning at **8:30 a.m.**

FURTHER, BE IT RESOLVED, that, as authorized at Section 11-3-8 (b), Code of Alabama 1975, the Baldwin County Commission shall exercise said Section 11-3-8 (b), Code of Alabama 1975, to convene **SPECIAL MEETINGS**, emergency or other, of the Baldwin County Commission.

FURTHER, BE IT RESOLVED, that, with respect for §36-25A-1, et seq., of the Code of Alabama 1975, the Baldwin County Commission establishes the days of the month on which **WORK SESSIONS** of the Baldwin County Commission shall be held, as follows:

For the purpose of conducting the working sessions, or what are commonly referred to as work sessions, of the Baldwin County Commission, said Baldwin County Commission shall meet, on the **second and fourth Tuesdays of each month** beginning at **8:30 a.m.**, in working session assembled at:

Baldwin County Administration Building in **Bay Minette**, Alabama  
322 Courthouse Square  
County Commission Conference Room or Meeting Chambers

November 2018  
March 2019  
July 2019  
September 2019  
March 2020  
July 2020  
September 2020  
March 2021  
July 2021  
September 2021  
March 2022  
July 2022

Baldwin County Satellite Courthouse at **Fairhope**, Alabama  
1100 Fairhope Avenue  
County Commission Conference Room

December 2018  
April 2019  
August 2019  
December 2019  
April 2020  
August 2020  
December 2020  
April 2021  
August 2021  
December 2021  
April 2022  
August 2022

Baldwin County Central Annex Building in **Robertsdale**, Alabama  
22251 Palmer Street  
Auditorium or Large Conference Room or County Commission Conference Room

January 2019  
May 2019  
November 2019  
January 2020  
May 2020  
November 2020  
January 2021  
May 2021  
November 2021  
January 2022  
May 2022  
September 2022

Baldwin County Satellite Courthouse at **Foley**, Alabama  
201 East Section Avenue  
Large Meeting Hall

February 2019  
June 2019  
October 2019  
February 2020  
June 2020  
October 2020  
February 2021  
June 2021  
October 2021  
February 2022  
June 2022  
October 2022

FURTHER, BE IT RESOLVED, that, with respect for §36-25A-1, et seq., of the Code of Alabama 1975, the Baldwin County Commission establishes the days of the month on which **ROAD AND BRIDGE DIVISION MEETINGS** of the Baldwin County Commission shall be held, as follows:

For the purpose of conducting the Road and Bridge Division meetings of the Baldwin County Commission, said Baldwin County Commission shall meet, in Road and Bridge Division session assembled, in the Auditorium at the Baldwin County Central Annex Building, located at 22251 Palmer Street, in Robertsdale, Alabama, **quarterly on the third Thursday of January, April, July, and October** beginning at **8:30 a.m.**

~~FURTHER, BE IT RESOLVED, that, with respect for §36-25A-1, et seq., of the Code of Alabama 1975, the Baldwin County Commission establishes the days and months on which **DEPARTMENT HEAD MEETINGS** of the Baldwin County Commission shall be held, as follows:~~

~~For the purpose of conducting the Department Head meetings of the Baldwin County Commission, said Baldwin County Commission shall meet, in Department Head meeting~~

~~assembled in the 3rd Floor Conference Room, at the Baldwin County Central Annex II Building, located at 22070 Highway 59, in Robertsdale, Alabama, quarterly on the second Thursday of March, June, September, and December, beginning at 8:30 a.m.~~

FURTHER, BE IT RESOLVED, that, pursuant to Section 7 of Act No. 239 (1931), as amended, and for the convenience and efficiency in the exercise and execution of the duties, powers, jurisdiction, authority and privileges, as enumerated in Act No. 239 (1931), as amended, the Baldwin County Commission, further, invokes said Section 7 and, collectively, authorizes and directs that the Baldwin County Commission shall conduct its public business affairs in regular session and special session assembled pursuant to Robert's Rules of Order, and Act No. 239, (1931), as amended, and applicable Alabama law.

FURTHER, BE IT RESOLVED, that, pursuant to the authority conveyed at Section 23-1-80, Code of Alabama 1975, the Baldwin County Commission, for the purposes of constructing and maintaining all county roads/highways, requires all county roads/highways to be constructed and maintained on the basis of the county as a unit with funds to accomplish said construction / maintenance as provided by the Baldwin County Commission.

FURTHER, BE IT RESOLVED, that pursuant to §45-2-72.01 of the Code of Alabama 1975 the Baldwin County Commission shall **adopt this instrument during the first meeting of newly-elected Baldwin County Commissioners**, said meeting required pursuant to §11-3-1 (e), Code of Alabama 1975 coupled with the decision of the Supreme Court of the State of Alabama as found at *State ex rel. Whetstone v. Baldwin County*, 686 So.2d 220 (Ala.1996), on November 14, 2018, and **reconfirm said instrument**, respecting Section 7 of Act No. 239 (1931), as amended, providing amendments if so authorized, **in January of each year** or from time to time, as set forth at Section 7 of Act No. 239 (1931), as amended, to provide for "Division" designations setting forth the "Division" Commissioners from one "Division" to another, as limited by §45-2-72.01 of the Code of Alabama 1975, as per the following time schedule with respect to §36-25A-1, et seq., Code of Alabama 1975 and §45-2-72.01 of the Code of Alabama 1975 in regular meeting assembled on the dates, chronologically prescribed as follows:

|  |
|--|
| <b>First Regular Meeting on November 14, 2018 for 2018-2022 Baldwin County Commission.</b> |
| <b>First Regular Meeting in January, 2019.</b>   |
| <b>First Regular Meeting in January, 2020.</b>   |
| <b>First Regular Meeting in January, 2021.</b>   |
| <b>First Regular Meeting in January, 2022.</b>   |

FURTHER, BE IT RESOLVED, that if any one or more of the provisions contained herein shall for any reason be held to be invalid, illegal or unenforceable in any respect, then such provision or provisions shall be deemed severable from the remaining provisions hereof, and such invalidity, illegality or unenforceability shall not affect any other provision hereof, and this instrument shall be construed as if such invalid, illegal or unenforceable provision had never been contained herein.

DONE, AS RESOLVED AND ORDERED, BY THE COUNTY COMMISSION OF BALDWIN COUNTY, ALABAMA, and under the Seal of the County Commission of Baldwin County, Alabama, on this the 14th day of November, 2018.

s/s  
\_\_\_\_\_  
CHARLES F. GRUBER  
Chairman and Purchasing Division Commissioner

ATTEST:

s/s  
\_\_\_\_\_  
RONALD J. CINK  
County Administrator/Budget Director

Note: January 2, 2019, Baldwin County Commission took action to correct scrivener's errors in the resolution (originally adopted during the Baldwin County Commission's Organizational Meeting on November 14, 2018) to certain dates on the work session meeting rotation schedule.

DONE, AS RESOLVED AND ORDERED, BY THE COUNTY COMMISSION OF BALDWIN COUNTY, ALABAMA, and under the Seal of the County Commission of Baldwin County, Alabama, on this the 7th day of May, 2019.

s/s  
\_\_\_\_\_  
CHARLES F. GRUBER  
Chairman and Purchasing Division Commissioner

ATTEST:

s/s  
\_\_\_\_\_  
WAYNE DYESS  
County Administrator

DONE, AS RESOLVED AND ORDERED, BY THE COUNTY COMMISSION OF BALDWIN COUNTY, ALABAMA, and under the Seal of the County Commission of Baldwin County, Alabama, on this the 7th day of January, 2020.

\_\_\_\_\_  
BILLIE JO UNDERWOOD  
Chairman and Purchasing Division Commissioner

ATTEST:

\_\_\_\_\_  
WAYNE DYESS  
County Administrator



# Baldwin County Commission

## Agenda Action Form

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**File #:** 20-0378, **Version:** 1

**Item #:** BE1

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**Meeting Type:** BCC Regular Meeting

**Meeting Date:** 1/7/2020

**Item Status:** New

**From:** Wanda Gautney, Purchasing/Joey Nunnally, County Engineer/Frank Lundy,

**Submitted by:** Wanda Gautney, Purchasing Director

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### **ITEM TITLE**

Competitive Bid #WG20-15 - Provision of Roadway Pipe for the Baldwin County Commission

### **STAFF RECOMMENDATION**

Take the following actions:

- 1) Approve the specifications and authorize the Purchasing Director to place a competitive bid for the Provision of Roadway Pipe; and
- 2) Further, authorize the Chairman/Purchasing Division Commissioner for the Baldwin County Commission to approve any necessary addendums or clarifications if required after the bid is advertised.

### **BACKGROUND INFORMATION**

**Previous Commission action/date:** N/A

**Background:** This is an annual bid. Recommend the Commission approve the specifications and authorize the Purchasing Director to place a competitive bid for the Provision of Roadway Pipe.

### **FINANCIAL IMPACT**

**Total cost of recommendation:** N/A

**Budget line item(s) to be used:** N/A

**If this is not a budgeted expenditure, does the recommendation create a need for funding?**

N/A

### **LEGAL IMPACT**

**Is legal review necessary for this staff recommendation and related documents?**

N/A

**Reviewed/approved by:** N/A

**Additional comments:** N/A

**ADVERTISING REQUIREMENTS**

**Is advertising required for this recommendation?** N/A

**If the proof of publication affidavit is not attached, list the reason:** N/A

**FOLLOW UP IMPLEMENTATION**

**For time-sensitive follow up, select deadline date for follow up:** 01/07/2020

**Individual(s) responsible for follow up:** Wanda Gautney, Purchasing Director

**Action required (list contact persons/addresses if documents are to be mailed or emailed):**

Wanda Gautney, Purchasing Director

**Additional instructions/notes:** N/A

BID #WG20-15 ROADWAY PIPE SPECIFICATIONS  
PIPE, CONCRETE - CIRCULAR & ARCH

Roadway and/or side drain pipe shall be in accordance with the "Latest Edition of the Alabama Department of Transportation Specifications for Highway Construction for Roads and Bridges, Section 850."

Manufacturer shall furnish test reports when requested.

Prices per linear foot shall be submitted for circular and arch shapes for standard manufactured sizes. Prices per linear foot shall also be submitted for Beveled End Sections for Circular and Arch shapes for standard.

Prices shall include all costs, including freight and delivered to various locations within Baldwin County as directed when pipe is ordered.

Bidders shall also submit prices to include all costs, excluding freight, and shall be for less than truck load quantities F.O.B. County vehicle at bidder's supply location. Specify supply location.

Prices bid shall be applicable for material to be ordered for a one (1) calendar year. Calendar year will begin the day of bid award.

Prices bid shall be per linear foot. Prices bid shall be quoted with Gaskets and POPITS, (one per lifting eye).

**Bidders to provide beveled ends as either cut or scored at no extra charge. (Typical slopes of 2:1, 3:1, 4:1, horizontal to vertical).**

**It is the intent of the Commission to award to one (1) bidder for each group/category.**

**A BID GUARANTEE OF \$500.00 WILL BE INCLUDED WITH THE BID.**

BID #WG20-15 RESPONSE FORM  
Pipe, Concrete - Circular & Arch

Date: \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

Phone Number ( ) \_\_\_\_\_

Fax Number ( ) \_\_\_\_\_

Authorized Signature \_\_\_\_\_

\_\_\_\_\_  
(please print or type Name)

Position \_\_\_\_\_

Supply Location \_\_\_\_\_

BID #WG20-15 RESPONSE FORM  
Pipe, Concrete - Circular & Arch

Please include this completed form with your list of sizes and prices bid.

| Description                 | Delivered | Picked Up |
|-----------------------------|-----------|-----------|
| 15" RCP C-3                 | _____     | _____     |
| 15" BEVELED END SECTION     | _____     | _____     |
| 18" RCP C-3                 | _____     | _____     |
| 18" BEVELED END SECTION     | _____     | _____     |
| 21" RCP C-3                 | _____     | _____     |
| 24" RCP C-3                 | _____     | _____     |
| 24" BEVELED END SECTION     | _____     | _____     |
| 27" RCP C-3                 | _____     | _____     |
| 30" RCP C-3                 | _____     | _____     |
| 30" BEVELED END SECTION     | _____     | _____     |
| 36" RCP C-3                 | _____     | _____     |
| 36" BEVELED END SECTION     | _____     | _____     |
| 42" RCP C-3                 | _____     | _____     |
| 48" RCP C-3                 | _____     | _____     |
| 54" RCP C-3                 | _____     | _____     |
| 60" RCP C-3                 | _____     | _____     |
| 66" RCP C-3                 | _____     | _____     |
| 72" RCP C-3                 | _____     | _____     |
| 84" RCP C-3                 | _____     | _____     |
| 96" RCP C-3                 | _____     | _____     |
| 18"x11" RCP C-3 ARCH        | _____     | _____     |
| 18"X11" BEVELED END SECTION | _____     | _____     |
| 22"X13" RCP C-3 ARCH        | _____     | _____     |
| 22"X13 BEVELED END SECTION  | _____     | _____     |
| 29"X18" RCP C-3 ARCH        | _____     | _____     |
| 29"x18" BEVELED END SECTION | _____     | _____     |
| 36"x23" RCP C-3 ARCH        | _____     | _____     |
| 36"X23" BEVELED END SECTION | _____     | _____     |
| 44"x27" RCP C-3 ARCH        | _____     | _____     |
| 44"X27" BEVELED END SECTION | _____     | _____     |
| 51"x31" RCP C-3 ARCH        | _____     | _____     |
| 58" X 36" RCP C-3 ARCH      | _____     | _____     |
| 65" X40" RCP C-3 ARCH       | _____     | _____     |
| 73"X45" RCP C-3 ARCH        | _____     | _____     |
| 88"X54" RCP C-3 ARCH        | _____     | _____     |

BID #WG20-15 ROADWAY PIPE SPECIFICATIONS  
HIGH DENSITY POLYETHYLENE CORRUGATED PIPE

Manufacturer shall furnish test reports upon request of the County Engineer or his designated representative.

Pipe shall include all costs, including freight, and shall be quoted per foot of pipe, delivered to Baldwin County. Each pipe shall contain one (1) coupling which will be included in the price of the pipe.

Pipe shall also be quoted excluding freight and shall be quoted per foot of pipe, picked up by Baldwin County from the supply location. Specify supply location. Each pipe will contain one (1) coupling which will be included in the price of pipe.

The use of specific names and numbers in the specifications is not intended to restrict the bidder or any seller or manufacturer's, but is solely for the purpose of indicating the type, size and quality of equipment considered best adapted to Baldwin County.

Prices bid shall be applicable for material to be ordered for a one (1) calendar year. Calendar year will begin the day of bid award.

**It is the intent of the Commission to award to one (1) bidder for each group/category.**

**A BID GUARANTEE OF \$500.00 WILL BE INCLUDED WITH THE BID.**

This specification applies to high density polyethylene corrugated pipe with an integrally formed smooth waterway. Nominal sizes for which this specification is applicable are 4-48-inch diameter. Sizes 4-36 inch (n-12) shall have a full circular cross-section, with an outer corrugated pipe wall and an essentially smooth inner wall (waterway). Corrugations for these sizes may be either annular or spiral. Sizes 42 and 48 inch (n12 HC) shall consist of an essentially smooth waterway braced circumferentially with circular ribs which are formed simultaneously with an essentially smooth outer wall. All sizes shall conform to the ASSHTO classification "Type S" (which describes pipe with a smooth waterway).

All pipe joints are to be 20 feet long unless indicated otherwise by the County Engineer or his designated representative. In the event that the pipe must be less than 20 feet then it shall be cut by the supplier at no extra charge.

Pipe manufactured for these specifications shall comply with the requirements for test methods, dimensions, and markings found in ASSHTO designation M252 and M294\*. Pipe and fittings shall be made from virgin PE compounds which conform with the requirements of cell class 324420C as defined and described in ASTM D3350.

High density corrugated polyethylene plastic pipe with an integral smooth interior wall meeting AASHTO M294 Type S.

The minimum paralleled plate stiffness values when tested in accordance with ASTM D2412 shall be as follows:

BID #WG20-15 ROADWAY PIPE SPECIFICATIONS

HDPE Pipe

| <u>DIAMETER</u> | <u>PIPE STIFFNESS</u> |
|-----------------|-----------------------|
| 4" ( 100 mm)    | 50 psi (340 kPa)      |
| 6" ( 150 mm)    | 50 psi (340 kPa)      |
| 8" ( 200 mm)    | 50 psi (340 kPa)      |
| 10" ( 250 mm)   | 50 psi (340 kPa)      |
| 12" ( 300 mm)   | 50 psi (340 kPa)      |
| 15" ( 250 mm)   | 42 psi (290 kPa)      |
| 18" ( 450 mm)   | 34 psi (240 kPa)      |
| 24" ( 600 mm)   | 34 psi (240 kPa)      |
| 30" ( 750 mm)   | 28 psi (200 kPa)      |
| 36" ( 900 mm)   | 22 psi (150 kPa)      |
| 42" (1050 mm)   | 19 psi (140 kPa)      |
| 48" (1200 mm)   | 17 psi (120 kPa)      |

The fittings shall not reduce or impair the overall integrity or function of the pipe line. Fittings may be either molded or fabricated. Common corrugated fittings include in-line joint fittings, such as couplers and reducers, and branch or complimentary assembly fittings such as tees, wyes, and end caps. These fittings may be installed by various methods, such as snap-on, screw-on, bell and spigot, and wrap around. Couplings shall provide sufficient longitudinal strength to preserve pipe alignment and prevent separation at the joints. Only fittings supplied or recommended by the pipe manufacturer shall be used. Where designated on the plans, a neoprene or rubber gasket shall be supplied.

Couplings must provide for covering at least two (2) corrugations on either side of connecting sections.

Installation of the pipe specified above shall be in accordance with ASTM recommended practice D2321 as covered elsewhere in these specifications.

BID #WG20-15 RESPONSE FORM  
 Polyethylene Pipe

Date: \_\_\_\_\_

Out of State      or      If yes,  
                   Yes      No          Registration Number

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_  
 \_\_\_\_\_

Company Rep \_\_\_\_\_

(Rep. Name Typed or Printed)

Position: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Financing through another agency beside yourself      or       
   Yes      No

If yes, must attach a copy of the financing agreement and all conditions to this response from.

\_\_\_\_\_  
 Financing Agency Authorized Signature

Please include this completed form with your list of sizes and prices bid.

| Pipe<br>Dia. Size | Delivered<br>To County | Picked Up<br>By County |
|-------------------|------------------------|------------------------|
| 4"                | \$ _____               | \$ _____               |
| 6"                | \$ _____               | \$ _____               |
| 8"                | \$ _____               | \$ _____               |
| 10"               | \$ _____               | \$ _____               |
| 12"               | \$ _____               | \$ _____               |
| 15"               | \$ _____               | \$ _____               |
| 18"               | \$ _____               | \$ _____               |
| 24"               | \$ _____               | \$ _____               |
| 30"               | \$ _____               | \$ _____               |
| 36"               | \$ _____               | \$ _____               |
| 42"               | \$ _____               | \$ _____               |
| 48"               | \$ _____               | \$ _____               |

BID #WG20-15 ROADWAY PIPE SPECIFICATIONS  
HIGH PERFORMANCE POLYPROPYLENE PIPE (PP)

Manufacturer shall furnish test reports upon request of the County Engineer or his designated representative.

Pipe shall include all costs, including freight, and shall be quoted per foot of pipe, delivered to Baldwin County.

Pipe shall also be quoted excluding freight and shall be quoted per foot of pipe, picked up by Baldwin County from the supply location. Specify supply location.

The use of specific names and numbers in the specifications is not intended to restrict the bidder or any seller or manufacturer's, but is solely for the purpose of indicating the type, size and quality of equipment considered best adapted to Baldwin County.

Prices bid shall be applicable for material to be ordered for a one (1) calendar year. Calendar year will begin the day of bid award.

**It is the intent of the Commission to award to one (1) bidder for each group/category.**

**A BID GUARANTEE OF \$500.00 WILL BE INCLUDED WITH THE BID.**

This specification applies to High Performance Polypropylene Pipe (PP) with a smooth interior and annular exterior corrugations. Nominal sizes for which this specification is applicable are 12-60-inch diameter. PP pipes shall meet the requirements of AASHTO M 330 and the latest addition of the ALDOT Standard Specifications for Highway Construction.

All pipes shall have a gasketed integral bell & spigot joint included.

All pipe joints are to be 20 feet long unless indicated otherwise by the County Engineer or his designated representative. In the event that the pipe must be less than 20 feet then it shall be cut by the supplier at no extra charge.



BID #WG20-15 ROADWAY PIPE SPECIFICATIONS

PIPE - CORRUGATED ROUND AND ARCH BITUMINOUS COATED (METAL)

Roadway and/or side drain pipe shall be in accordance with Section 850.02 of Alabama Highway Department Standard Specifications for Roads and Bridges.

Manufacturer shall furnish test reports when requested.

Prices shall be submitted for both round and arch pipe, Bituminous coated in standard manufacturer sizes plus bands.

Prices shall include all costs, including freight, and shall be for truck load quantities delivered to various locations within Baldwin County as directed when pipe is ordered. Specify total pounds per truck load.

Also, prices shall include all costs, excluding freight, and shall be for less than truck load quantities F.O.B. County vehicle at bidder's supply location. Specify supply location.

Prices bid shall be applicable for material to be ordered for a one (1) calendar year. Calendar year will begin the day of bid award.

**It is the intent of the Commission to award to one (1) bidder for each group/category.**

**A BID GUARANTEE OF \$500.00 WILL BE INCLUDED WITH THE BID.**

BID #WG20-15 RESPONSE FORM

Pipe - Corrugated Round and Arch Bituminous Coated (Metal)

Date: \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

Phone Number ( ) \_\_\_\_\_

Fax Number ( ) \_\_\_\_\_

Authorized Signature \_\_\_\_\_

\_\_\_\_\_  
(please print or type Name)

Position \_\_\_\_\_

Supply Location \_\_\_\_\_

Please include this completed form with your list of sizes and prices bid.

BID #WG20-15 ROADWAY PIPE

Pipe – Corrugated Round & Arch Bituminous Coated (Metal)  
 Bid Response

Corrugated Metal Culvert Pipe (2.66")

| Diameter | Gage | Picked up Amount | Delivered Amount |
|----------|------|------------------|------------------|
| 6"       | 16   | _____            | _____            |
| 8"       | 16   | _____            | _____            |
| 10"      | 16   | _____            | _____            |
| 12"      | 16   | _____            | _____            |
| 15"      | 16   | _____            | _____            |
| 18"      | 16   | _____            | _____            |
| 21"      | 16   | _____            | _____            |
| 24"      | 16   | _____            | _____            |
| 30"      | 16   | _____            | _____            |
| 36"      | 16   | _____            | _____            |
| 42"      | 16   | _____            | _____            |
| 48"      | 16   | _____            | _____            |
|          |      |                  |                  |
| 15"      | 14   | _____            | _____            |
| 18"      | 14   | _____            | _____            |
| 21"      | 14   | _____            | _____            |
| 24"      | 14   | _____            | _____            |
| 30"      | 14   | _____            | _____            |
| 36"      | 14   | _____            | _____            |
| 42"      | 14   | _____            | _____            |
| 48"      | 14   | _____            | _____            |
| 54"      | 14   | _____            | _____            |
|          |      |                  |                  |
| 21"      | 12   | _____            | _____            |
| 24"      | 12   | _____            | _____            |
| 30"      | 12   | _____            | _____            |
| 36"      | 12   | _____            | _____            |
| 42"      | 12   | _____            | _____            |
| 48"      | 12   | _____            | _____            |
| 54"      | 12   | _____            | _____            |
| 60"      | 12   | _____            | _____            |
| 66"      | 12   | _____            | _____            |
| 72"      | 12   | _____            | _____            |
| 78"      | 12   | _____            | _____            |
|          |      |                  |                  |
| 36"      | 10   | _____            | _____            |
| 42"      | 10   | _____            | _____            |
| 48"      | 10   | _____            | _____            |
| 54"      | 10   | _____            | _____            |
| 60"      | 10   | _____            | _____            |

|     |    |       |       |
|-----|----|-------|-------|
| 66" | 10 | _____ | _____ |
| 72" | 10 | _____ | _____ |
| 78" | 10 | _____ | _____ |
| 84" | 10 | _____ | _____ |
| 90" | 10 | _____ | _____ |
| 96" | 10 | _____ | _____ |

|     |   |       |       |
|-----|---|-------|-------|
| 48" | 8 | _____ | _____ |
| 54" | 8 | _____ | _____ |
| 60" | 8 | _____ | _____ |
| 66" | 8 | _____ | _____ |
| 72" | 8 | _____ | _____ |
| 78" | 8 | _____ | _____ |
| 84" | 8 | _____ | _____ |
| 90" | 8 | _____ | _____ |
| 96" | 8 | _____ | _____ |

| Size  | Gage | Picked up Amount | Delivered Amount |
|-------|------|------------------|------------------|
| 17x13 | 16   | _____            | _____            |
| 21x15 | 16   | _____            | _____            |
| 24x18 | 16   | _____            | _____            |
| 28x20 | 16   | _____            | _____            |
| 35x24 | 16   | _____            | _____            |
| 42x29 | 16   | _____            | _____            |
| 49x33 | 16   | _____            | _____            |
| 57x38 | 16   | _____            | _____            |

|       |    |       |       |
|-------|----|-------|-------|
| 17x13 | 14 | _____ | _____ |
| 21x15 | 14 | _____ | _____ |
| 24x18 | 14 | _____ | _____ |
| 28x20 | 14 | _____ | _____ |
| 35x24 | 14 | _____ | _____ |
| 42x29 | 14 | _____ | _____ |
| 49x33 | 14 | _____ | _____ |
| 57x38 | 14 | _____ | _____ |
| 64x43 | 14 | _____ | _____ |

|       |    |       |       |
|-------|----|-------|-------|
| 24x18 | 12 | _____ | _____ |
| 28x20 | 12 | _____ | _____ |
| 35x24 | 12 | _____ | _____ |
| 42x29 | 12 | _____ | _____ |
| 49x33 | 12 | _____ | _____ |
| 57x38 | 12 | _____ | _____ |
| 64x43 | 12 | _____ | _____ |
| 71x47 | 12 | _____ | _____ |
| 77x52 | 12 | _____ | _____ |

|       |    |       |       |
|-------|----|-------|-------|
| 42x29 | 10 | _____ | _____ |
| 49x33 | 10 | _____ | _____ |
| 57x38 | 10 | _____ | _____ |
| 64x43 | 10 | _____ | _____ |
| 71x47 | 10 | _____ | _____ |
| 77x52 | 10 | _____ | _____ |
| 83x57 | 10 | _____ | _____ |

|       |   |       |       |
|-------|---|-------|-------|
| 57x38 | 8 | _____ | _____ |
| 64x43 | 8 | _____ | _____ |
| 71x47 | 8 | _____ | _____ |
| 77x52 | 8 | _____ | _____ |
| 83x57 | 8 | _____ | _____ |

Corrugated Metal Culvert Pipe (5"x1" Corrugation)

| Diameter | Gage | Picked up Amount | Delivered Amount |
|----------|------|------------------|------------------|
| 36"      | 16   | _____            | _____            |
| 42"      | 16   | _____            | _____            |
| 48"      | 16   | _____            | _____            |
| 54"      | 16   | _____            | _____            |
| 60"      | 16   | _____            | _____            |
| 66"      | 16   | _____            | _____            |
| 72"      | 16   | _____            | _____            |
| 78"      | 16   | _____            | _____            |
| 84"      | 16   | _____            | _____            |
| 96"      | 16   | _____            | _____            |
|          |      |                  |                  |
| 36"      | 14   | _____            | _____            |
| 42"      | 14   | _____            | _____            |
| 48"      | 14   | _____            | _____            |
| 54"      | 14   | _____            | _____            |
| 60"      | 14   | _____            | _____            |
| 66"      | 14   | _____            | _____            |
| 72"      | 14   | _____            | _____            |
| 78"      | 14   | _____            | _____            |
| 84"      | 14   | _____            | _____            |
| 90"      | 14   | _____            | _____            |
| 96"      | 14   | _____            | _____            |
|          |      |                  |                  |
| 36"      | 12   | _____            | _____            |
| 42"      | 12   | _____            | _____            |
| 48"      | 12   | _____            | _____            |
| 54"      | 12   | _____            | _____            |
| 60"      | 12   | _____            | _____            |

|      |    |       |       |
|------|----|-------|-------|
| 66"  | 12 | _____ | _____ |
| 72"  | 12 | _____ | _____ |
| 78"  | 12 | _____ | _____ |
| 84"  | 12 | _____ | _____ |
| 90"  | 12 | _____ | _____ |
| 96"  | 12 | _____ | _____ |
| 102" | 12 | _____ | _____ |
| 108" | 12 | _____ | _____ |
| 114" | 12 | _____ | _____ |
| 120" | 12 | _____ | _____ |

|      |    |       |       |
|------|----|-------|-------|
| 48"  | 10 | _____ | _____ |
| 54"  | 10 | _____ | _____ |
| 60"  | 10 | _____ | _____ |
| 66"  | 10 | _____ | _____ |
| 72"  | 10 | _____ | _____ |
| 78"  | 10 | _____ | _____ |
| 84"  | 10 | _____ | _____ |
| 90"  | 10 | _____ | _____ |
| 96"  | 10 | _____ | _____ |
| 102" | 10 | _____ | _____ |
| 108" | 10 | _____ | _____ |
| 114" | 10 | _____ | _____ |
| 120" | 10 | _____ | _____ |
| 126" | 10 | _____ | _____ |
| 132" | 10 | _____ | _____ |
| 138" | 10 | _____ | _____ |
| 144" | 10 | _____ | _____ |

|      |   |       |       |
|------|---|-------|-------|
| 60"  | 8 | _____ | _____ |
| 66"  | 8 | _____ | _____ |
| 72"  | 8 | _____ | _____ |
| 78"  | 8 | _____ | _____ |
| 84"  | 8 | _____ | _____ |
| 90"  | 8 | _____ | _____ |
| 96"  | 8 | _____ | _____ |
| 102" | 8 | _____ | _____ |
| 108" | 8 | _____ | _____ |
| 114" | 8 | _____ | _____ |
| 120" | 8 | _____ | _____ |

Corrugated Metal Culvert Pipe (5"x1" Corrugation)

| Size   | Gage | Picked up Amount | Delivered Amount |
|--------|------|------------------|------------------|
| 40x31  | 16   | _____            | _____            |
| 46x36  | 16   | _____            | _____            |
| 53x41  | 16   | _____            | _____            |
| 60x46  | 16   | _____            | _____            |
| 66x51  | 16   | _____            | _____            |
| 73x55  | 16   | _____            | _____            |
| 81x59  | 16   | _____            | _____            |
| 87x63  | 16   | _____            | _____            |
| 95x64  | 16   | _____            | _____            |
| 103x71 | 16   | _____            | _____            |
| 112x75 | 16   | _____            | _____            |
|        |      |                  |                  |
| 40x31  | 14   | _____            | _____            |
| 46x36  | 14   | _____            | _____            |
| 53x41  | 14   | _____            | _____            |
| 60x46  | 14   | _____            | _____            |
| 66x51  | 14   | _____            | _____            |
| 73x55  | 14   | _____            | _____            |
| 81x59  | 14   | _____            | _____            |
| 87x63  | 14   | _____            | _____            |
| 95x64  | 14   | _____            | _____            |
| 103x71 | 14   | _____            | _____            |
| 112x75 | 14   | _____            | _____            |
|        |      |                  |                  |
| 53x41  | 12   | _____            | _____            |
| 60x46  | 12   | _____            | _____            |
| 66x51  | 12   | _____            | _____            |
| 73x55  | 12   | _____            | _____            |
| 81x59  | 12   | _____            | _____            |
| 87x63  | 12   | _____            | _____            |
| 95x64  | 12   | _____            | _____            |
| 103x71 | 12   | _____            | _____            |
| 112x75 | 12   | _____            | _____            |
| 117x79 | 12   | _____            | _____            |
| 128x83 | 12   | _____            | _____            |
| 137x87 | 12   | _____            | _____            |
| 142x91 | 12   | _____            | _____            |
|        |      |                  |                  |
| 81x59  | 10   | _____            | _____            |
| 87x63  | 10   | _____            | _____            |
| 95x64  | 10   | _____            | _____            |
| 103x71 | 10   | _____            | _____            |
| 112x75 | 10   | _____            | _____            |

|        |    |       |       |
|--------|----|-------|-------|
| 117x79 | 10 | _____ | _____ |
| 128x83 | 10 | _____ | _____ |
| 137x87 | 10 | _____ | _____ |
| 142x91 | 10 | _____ | _____ |

|        |   |       |       |
|--------|---|-------|-------|
| 66x51  | 8 | _____ | _____ |
| 73x55  | 8 | _____ | _____ |
| 81x59  | 8 | _____ | _____ |
| 87x63  | 8 | _____ | _____ |
| 95x64  | 8 | _____ | _____ |
| 103x71 | 8 | _____ | _____ |
| 112x75 | 8 | _____ | _____ |
| 117x79 | 8 | _____ | _____ |
| 128x83 | 8 | _____ | _____ |
| 137x87 | 8 | _____ | _____ |
| 142x91 | 8 | _____ | _____ |



# Baldwin County Commission

## Agenda Action Form

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**File #:** 20-0456, **Version:** 1

**Item #:** BE2

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**Meeting Type:** BCC Regular Meeting

**Meeting Date:** 1/7/2020

**Item Status:** New

**From:** Wanda Gautney, Purchasing Director

**Submitted by:** Loren B. Lucas, Assistant Purchasing Director

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### **ITEM TITLE**

Competitive Bid #WG20-06 - Provision of Crushed Aggregates for the Baldwin County Commission

### **STAFF RECOMMENDATION**

Award the bid per the attached Award Listings for each category of headings to **C.R. Pate Logging, Inc.; Graestone Aggregates, LLC; Martin Marietta; and Vulcan Materials Company**, for the Provision of Crushed Aggregates.

### **BACKGROUND INFORMATION**

#### **Previous Commission action/date:**

11/19/2019 meeting: 1) Approved the specifications and authorized the Purchasing Director to place a competitive bid for the Provision of Crushed Aggregates; and 2) Further, authorized the Chairman/Purchasing Division Commissioner for the Baldwin County Commission to approve any necessary addendums or clarifications if required after the bid is advertised.

**Background:** Bids were opened in the Purchasing Conference Room on December 6, 2019, at 1:30 P.M. Four (4) bids were received. Bids were tabulated and the award recommendations are attached for review. Award recommendations are based on supply location and transportation cost in determining the award recommendations. Award Listings attached.

### **FINANCIAL IMPACT**

**Total cost of recommendation:** Variable

**Budget line item(s) to be used:** Various Highway Budgets

**If this is not a budgeted expenditure, does the recommendation create a need for funding?**

N/A

### **LEGAL IMPACT**

**Is legal review necessary for this staff recommendation and related documents?**

N/A

**Reviewed/approved by:** N/A

**Additional comments:** N/A

**ADVERTISING REQUIREMENTS**

**Is advertising required for this recommendation?** N/A

**If the proof of publication affidavit is not attached, list the reason:** N/A

**FOLLOW UP IMPLEMENTATION**

**For time-sensitive follow up, select deadline date for follow up:** 01/07/2020

**Individual(s) responsible for follow up:** Wanda Gautney, Purchasing Director

**Action required (list contact persons/addresses if documents are to be mailed or emailed):**

Letter to Bidders

**Additional instructions/notes:** N/A

**CRUSHED AGGREGATES BID WG20-06**

**AREA 100**

**Bid Tabulation**

|                                     | C.R. Pate Logging, Inc. |          | Graestone  |          | Martin Marietta |          |              |          | Vulcan             |          |                  |          |
|-------------------------------------|-------------------------|----------|------------|----------|-----------------|----------|--------------|----------|--------------------|----------|------------------|----------|
|                                     | PICK-UP                 | DELIVERY | PICK-UP    | DELIVERY | PICK-UP         | DELIVERY | PICK-UP      | DELIVERY | PICK-UP            | DELIVERY | PICK-UP          | DELIVERY |
| Location                            | Andalusia, AL           |          | Mobile, AL |          | Saraland, AL    |          | Theodore, AL |          | Bay Bridge, Mobile |          | Blakeley, Mobile |          |
| <b>CRUSHED GRAVEL</b>               |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| ALDOT #467                          | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #5                            | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #57                           | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #78                           | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| <b>CRUSHED LIMESTONE</b>            |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| ALDOT #467                          | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #4                            | No Bid                  | No Bid   | 26.99      | 35.00    | 32.00           | 41.25    | No Bid       | No Bid   | 28.00              | 36.25    | No Bid           | No Bid   |
| ALDOT #57                           | No Bid                  | No Bid   | 26.99      | 35.00    | 32.00           | 41.25    | No Bid       | No Bid   | 28.00              | 36.25    | No Bid           | No Bid   |
| ALDOT #67                           | No Bid                  | No Bid   | No Bid     | No Bid   | 32.00           | 41.25    | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #78                           | No Bid                  | No Bid   | No Bid     | No Bid   | 32.00           | 41.25    | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #89                           | No Bid                  | No Bid   | No Bid     | No Bid   | 32.00           | 41.25    | No Bid       | No Bid   | 33.00              | 41.25    | No Bid           | No Bid   |
| ALDOT #5                            | 14.00                   | 26.50    | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| <b>CRUSHED RIP-RAP &amp; GABION</b> |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| ALDOT CLASS 1                       | 26.00                   | 38.00    | 42.00      | 50.00    | 48.00           | 58.25    | No Bid       | No Bid   | 43.00              | 52.25    | No Bid           | No Bid   |
| ALDOT CLASS 2                       | 26.00                   | 38.00    | 42.00      | 50.00    | 48.00           | 58.25    | No Bid       | No Bid   | 43.00              | 52.25    | No Bid           | No Bid   |
| ALDOT CLASS 3                       | 26.00                   | 39.50    | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | 46.00              | 55.25    | No Bid           | No Bid   |
| ALDOT 3X6 GABION STONE              | No Bid                  | No Bid   | No Bid     | No Bid   | 48.00           | 58.25    | No Bid       | No Bid   | 43.00              | 52.25    | No Bid           | No Bid   |
| <b>CRUSHED CONCRETE PROD.</b>       |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| 2" X 0 BASE                         | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| 6" x 2" COBBLES                     | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| RUBBLE RIP-RAP                      | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| <b>CRUSHED LIMESTONE BASE</b>       |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| 825-A                               | No Bid                  | No Bid   | 25.00      | 33.00    | 32.00           | 41.25    | No Bid       | No Bid   | 27.00              | 35.25    | No Bid           | No Bid   |
| 825-B                               | 14.00                   | 26.50    | 25.00      | 33.00    | 32.00           | 41.25    | 25.50        | 39.25    | No Bid             | No Bid   | 23.90            | 32.15    |
| <b>2" MINUS SCREENED LIMESTONE</b>  |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| 2" MINUS                            | 6.00                    | 18.00    | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | 19.00            | 27.25    |
| WHITE SAND - WASHED                 | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |

Low Bid Price is highlighted in yellow

Location and transportation cost to the County was used in determining the prime bidder.

**CRUSHED AGGREGATES BID WG20-06**  
**AREA 200**  
**Bid Tabulation**

|                                     | C.R. Pate Logging, Inc. |          | Graestone  |          | Martin Marietta |          |              |          | Vulcan             |          |                  |          |
|-------------------------------------|-------------------------|----------|------------|----------|-----------------|----------|--------------|----------|--------------------|----------|------------------|----------|
|                                     | PICK-UP                 | DELIVERY | PICK-UP    | DELIVERY | PICK-UP         | DELIVERY | PICK-UP      | DELIVERY | PICK-UP            | DELIVERY | PICK-UP          | DELIVERY |
| Location                            | Andalusia, AL           |          | Mobile, AL |          | Saraland, AL    |          | Theodore, AL |          | Bay Bridge, Mobile |          | Blakeley, Mobile |          |
| <b>CRUSHED GRAVEL</b>               |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| ALDOT #467                          | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #5                            | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #57                           | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #78                           | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| <b>CRUSHED LIMESTONE</b>            |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| ALDOT #467                          | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #4                            | No Bid                  | No Bid   | 26.99      | 37.00    | 32.00           | 40.50    | No Bid       | No Bid   | 28.00              | 35.25    | No Bid           | No Bid   |
| ALDOT #57                           | No Bid                  | No Bid   | 26.99      | 37.00    | 32.00           | 40.50    | No Bid       | No Bid   | 28.00              | 35.25    | No Bid           | No Bid   |
| ALDOT #67                           | No Bid                  | No Bid   | No Bid     | No Bid   | 32.00           | 40.50    | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #78                           | No Bid                  | No Bid   | No Bid     | No Bid   | 32.00           | 40.50    | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #89                           | No Bid                  | No Bid   | No Bid     | No Bid   | 32.00           | 40.50    | No Bid       | No Bid   | 33.00              | 40.25    | No Bid           | No Bid   |
| ALDOT #5                            | 14.00                   | 29.50    | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| <b>CRUSHED RIP-RAP &amp; GABION</b> |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| ALDOT CLASS 1                       | 26.00                   | 40.00    | 42.00      | 52.00    | 48.00           | 57.50    | No Bid       | No Bid   | 43.00              | 51.25    | No Bid           | No Bid   |
| ALDOT CLASS 2                       | 26.00                   | 40.00    | 42.00      | 52.00    | 48.00           | 57.50    | No Bid       | No Bid   | 43.00              | 51.25    | No Bid           | No Bid   |
| ALDOT CLASS 3                       | 26.00                   | 42.00    | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | 46.00              | 54.25    | No Bid           | No Bid   |
| ALDOT 3X6 GABION STONE              | No Bid                  | No Bid   | No Bid     | No Bid   | 48.00           | 57.50    | No Bid       | No Bid   | 43.00              | 51.25    | No Bid           | No Bid   |
| <b>CRUSHED CONCRETE PROD.</b>       |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| 2" X 0 BASE                         | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| 6" X 2" COBBLES                     | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| RUBBLE RIP-RAP                      | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| <b>CRUSHED LIMESTONE BASE</b>       |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| 825-A                               | No Bid                  | No Bid   | 25.00      | 35.00    | 32.00           | 40.50    | No Bid       | No Bid   | 27.00              | 34.25    | No Bid           | No Bid   |
| 825-B                               | 14.00                   | 28.00    | 25.00      | 35.00    | 32.00           | 40.75    | 25.50        | 36.25    | No Bid             | No Bid   | 23.90            | 31.15    |
| <b>2" MINUS SCREENED LIMESTONE</b>  |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| 2" MINUS                            | 6.00                    | 20.50    | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | 19.00            | 26.25    |
| WHITE SAND - WASHED                 | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |

Low Bid Price is highlighted in yellow

Location and transportation cost to the County was used in determining the prime bidder.

**CRUSHED AGGREGATES BID WG20-06**  
**AREA 300**  
**Bid Tabulation**

|                                     | C.R. Pate Logging, Inc. |          | Graestone  |          | Martin Marietta |          |              |          | Vulcan             |          |                  |          |
|-------------------------------------|-------------------------|----------|------------|----------|-----------------|----------|--------------|----------|--------------------|----------|------------------|----------|
|                                     | PICK-UP                 | DELIVERY | PICK-UP    | DELIVERY | PICK-UP         | DELIVERY | PICK-UP      | DELIVERY | PICK-UP            | DELIVERY | PICK-UP          | DELIVERY |
| Location                            | Andalusia, AL           |          | Mobile, AL |          | Saraland, AL    |          | Theodore, AL |          | Bay Bridge, Mobile |          | Blakeley, Mobile |          |
| <b>CRUSHED GRAVEL</b>               |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| ALDOT #467                          | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #5                            | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #57                           | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #78                           | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| <b>CRUSHED LIMESTONE</b>            |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| ALDOT #467                          | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #4                            | No Bid                  | No Bid   | 26.99      | 41.00    | 32.00           | 42.50    | No Bid       | No Bid   | 28.00              | 38.25    | No Bid           | No Bid   |
| ALDOT #57                           | No Bid                  | No Bid   | 26.99      | 41.00    | 32.00           | 42.50    | No Bid       | No Bid   | 28.00              | 38.25    | No Bid           | No Bid   |
| ALDOT #67                           | No Bid                  | No Bid   | No Bid     | No Bid   | 32.00           | 42.50    | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #78                           | No Bid                  | No Bid   | No Bid     | No Bid   | 32.00           | 42.50    | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #89                           | No Bid                  | No Bid   | No Bid     | No Bid   | 32.00           | 42.50    | No Bid       | No Bid   | 33.00              | 43.25    | No Bid           | No Bid   |
| ALDOT #5                            | 14.00                   | 30.50    | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| <b>CRUSHED RIP-RAP &amp; GABION</b> |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| ALDOT CLASS 1                       | 26.00                   | 42.00    | 42.00      | 46.00    | 48.00           | 59.75    | No Bid       | No Bid   | 43.00              | 54.25    | No Bid           | No Bid   |
| ALDOT CLASS 2                       | 26.00                   | 42.00    | 42.00      | 46.00    | 48.00           | 59.75    | No Bid       | No Bid   | 43.00              | 54.25    | No Bid           | No Bid   |
| ALDOT CLASS 3                       | 26.00                   | 44.00    | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | 46.00              | 57.25    | No Bid           | No Bid   |
| ALDOT 3X6 GABION STONE              | No Bid                  | No Bid   | No Bid     | No Bid   | 48.00           | 59.75    | No Bid       | No Bid   | 43.00              | 54.25    | No Bid           | No Bid   |
| <b>CRUSHED CONCRETE PROD.</b>       |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| 2" X 0 BASE                         | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| 6" X 2" COBBLES                     | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| RUBBLE RIP-RAP                      | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| <b>CRUSHED LIMESTONE BASE</b>       |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| 825-A                               | No Bid                  | No Bid   | 25.00      | 39.00    | 32.00           | 42.50    | No Bid       | No Bid   | 27.00              | 37.25    | No Bid           | No Bid   |
| 825-B                               | 14.00                   | 30.00    | 25.00      | 39.00    | 32.00           | 42.50    | 25.50        | 36.25    | No Bid             | No Bid   | 23.90            | 34.15    |
| <b>2" MINUS SCREENED LIMESTONE</b>  |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| 2" MINUS                            | 6.00                    | 22.50    | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | 19.00            | 29.25    |
| WHITE SAND - WASHED                 | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |

Low Bid Price is highlighted in yellow

Location and transportation cost to the County was used in determining the prime bidder.



**CRUSHED AGGREGATES BID WG20-06**

**AREA 100**

**Total Pick-Up Cost Calculations**

AREA 100 (2 of 2)

|                                      |                          |                          |               |                        |                        |             |                 |                |                        |          |          |                             |           |                     |          |
|--------------------------------------|--------------------------|--------------------------|---------------|------------------------|------------------------|-------------|-----------------|----------------|------------------------|----------|----------|-----------------------------|-----------|---------------------|----------|
| C.R. Pate Logging, Inc.<br>ANDALUSIA |                          | CRUSHED RIP-RAP & GABION | ALDOT CLASS 3 | ALDOT 3X6 GABION STONE | CRUSHED CONCRETE PROD. | 2" X 0 BASE | 6" x 2" COBBLES | RUBBLE RIP-RAP | CRUSHED LIMESTONE BASE | 825-A    | 825-B    | 2" MINUS SCREENED LIMESTONE | 2" MINUS  | WHITE SAND - WASHED |          |
|                                      | TON                      |                          | \$ 26.00      | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 14.00  | 6.00                | No Bid   |
|                                      | LABOR COST (HR)          |                          | \$ 18.24      | \$ 18.24               |                        | \$ 18.24    | \$ 18.24        | \$ 18.24       |                        | \$ 18.24 | \$ 18.24 |                             | \$ 18.24  | \$ 18.24            | \$ 18.24 |
|                                      | EQUIPMENT COST (HR)      |                          | \$ 75.50      | \$ 75.50               |                        | \$ 75.50    | \$ 75.50        | \$ 75.50       |                        | \$ 75.50 | \$ 75.50 |                             | \$ 75.50  | \$ 75.50            | \$ 75.50 |
|                                      | ROUND TRIP TO PLANT (HR) |                          | 2.50          | 2.50                   |                        | 2.50        | 2.50            | 2.50           |                        | 2.50     | 2.50     |                             | 2.50      | 2.50                | 2.50     |
|                                      | TOTAL COST (25-TONS)     |                          | \$ 884.35     | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 584.35 | \$ 384.35           | No Bid   |

|                    |                          |                          |               |                        |                        |             |                 |                |                        |          |          |                             |           |                     |          |
|--------------------|--------------------------|--------------------------|---------------|------------------------|------------------------|-------------|-----------------|----------------|------------------------|----------|----------|-----------------------------|-----------|---------------------|----------|
| Graestone - MOBILE |                          | CRUSHED RIP-RAP & GABION | ALDOT CLASS 3 | ALDOT 3X6 GABION STONE | CRUSHED CONCRETE PROD. | 2" X 0 BASE | 6" x 2" COBBLES | RUBBLE RIP-RAP | CRUSHED LIMESTONE BASE | 825-A    | 825-B    | 2" MINUS SCREENED LIMESTONE | 2" MINUS  | WHITE SAND - WASHED |          |
|                    | TON                      |                          | No Bid        | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | \$ 25.00 |                             | \$ 25.00  | No Bid              | No Bid   |
|                    | LABOR COST (HR)          |                          | \$ 18.24      | \$ 18.24               |                        | \$ 18.24    | \$ 18.24        | \$ 18.24       |                        | \$ 18.24 | \$ 18.24 |                             | \$ 18.24  | \$ 18.24            | \$ 18.24 |
|                    | EQUIPMENT COST (HR)      |                          | \$ 75.50      | \$ 75.50               |                        | \$ 75.50    | \$ 75.50        | \$ 75.50       |                        | \$ 75.50 | \$ 75.50 |                             | \$ 75.50  | \$ 75.50            | \$ 75.50 |
|                    | ROUND TRIP TO PLANT (HR) |                          | 1.75          | 1.75                   |                        | 1.75        | 1.75            | 1.75           |                        | 1.75     | 1.75     |                             | 1.75      | 1.75                | 1.75     |
|                    | TOTAL COST (25-TONS)     |                          | No Bid        | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 789.05 | \$ 789.05           | No Bid   |

|                            |                          |                          |               |                        |                        |             |                 |                |                        |          |          |                             |           |                     |          |
|----------------------------|--------------------------|--------------------------|---------------|------------------------|------------------------|-------------|-----------------|----------------|------------------------|----------|----------|-----------------------------|-----------|---------------------|----------|
| Martin Marietta - SARALAND |                          | CRUSHED RIP-RAP & GABION | ALDOT CLASS 3 | ALDOT 3X6 GABION STONE | CRUSHED CONCRETE PROD. | 2" X 0 BASE | 6" x 2" COBBLES | RUBBLE RIP-RAP | CRUSHED LIMESTONE BASE | 825-A    | 825-B    | 2" MINUS SCREENED LIMESTONE | 2" MINUS  | WHITE SAND - WASHED |          |
|                            | TON                      |                          | No Bid        | \$ 48.00               |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | \$ 32.00 |                             | \$ 32.00  | No Bid              | No Bid   |
|                            | LABOR COST (HR)          |                          | \$ 18.24      | \$ 18.24               |                        | \$ 18.24    | \$ 18.24        | \$ 18.24       |                        | \$ 18.24 | \$ 18.24 |                             | \$ 18.24  | \$ 18.24            | \$ 18.24 |
|                            | EQUIPMENT COST (HR)      |                          | \$ 75.50      | \$ 75.50               |                        | \$ 75.50    | \$ 75.50        | \$ 75.50       |                        | \$ 75.50 | \$ 75.50 |                             | \$ 75.50  | \$ 75.50            | \$ 75.50 |
|                            | ROUND TRIP TO PLANT (HR) |                          | 1.25          | 1.25                   |                        | 1.25        | 1.25            | 1.25           |                        | 1.25     | 1.25     |                             | 1.25      | 1.25                | 1.25     |
|                            | TOTAL COST (25-TONS)     |                          | No Bid        | \$ 1,317.18            |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 917.18 | \$ 917.18           | No Bid   |

|                            |                          |                          |               |                        |                        |             |                 |                |                        |          |          |                             |           |                     |          |
|----------------------------|--------------------------|--------------------------|---------------|------------------------|------------------------|-------------|-----------------|----------------|------------------------|----------|----------|-----------------------------|-----------|---------------------|----------|
| Martin Marietta - THEODORE |                          | CRUSHED RIP-RAP & GABION | ALDOT CLASS 3 | ALDOT 3X6 GABION STONE | CRUSHED CONCRETE PROD. | 2" X 0 BASE | 6" x 2" COBBLES | RUBBLE RIP-RAP | CRUSHED LIMESTONE BASE | 825-A    | 825-B    | 2" MINUS SCREENED LIMESTONE | 2" MINUS  | WHITE SAND - WASHED |          |
|                            | TON                      |                          | No Bid        | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 25.50  | No Bid              | No Bid   |
|                            | LABOR COST (HR)          |                          | \$ 18.24      | \$ 18.24               |                        | \$ 18.24    | \$ 18.24        | \$ 18.24       |                        | \$ 18.24 | \$ 18.24 |                             | \$ 18.24  | \$ 18.24            | \$ 18.24 |
|                            | EQUIPMENT COST (HR)      |                          | \$ 75.50      | \$ 75.50               |                        | \$ 75.50    | \$ 75.50        | \$ 75.50       |                        | \$ 75.50 | \$ 75.50 |                             | \$ 75.50  | \$ 75.50            | \$ 75.50 |
|                            | ROUND TRIP TO PLANT (HR) |                          | 2.00          | 2.00                   |                        | 2.00        | 2.00            | 2.00           |                        | 2.00     | 2.00     |                             | 2.00      | 2.00                | 2.00     |
|                            | TOTAL COST (25-TONS)     |                          | No Bid        | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 824.98 | No Bid              | No Bid   |

|                     |                          |                          |               |                        |                        |             |                 |                |                        |          |          |                             |           |                     |          |
|---------------------|--------------------------|--------------------------|---------------|------------------------|------------------------|-------------|-----------------|----------------|------------------------|----------|----------|-----------------------------|-----------|---------------------|----------|
| Vulcan - BAY BRIDGE |                          | CRUSHED RIP-RAP & GABION | ALDOT CLASS 3 | ALDOT 3X6 GABION STONE | CRUSHED CONCRETE PROD. | 2" X 0 BASE | 6" x 2" COBBLES | RUBBLE RIP-RAP | CRUSHED LIMESTONE BASE | 825-A    | 825-B    | 2" MINUS SCREENED LIMESTONE | 2" MINUS  | WHITE SAND - WASHED |          |
|                     | TON                      |                          | \$ 46.00      | \$ 43.00               |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | \$ 27.00 |                             | No Bid    | No Bid              | No Bid   |
|                     | LABOR COST (HR)          |                          | \$ 18.24      | \$ 18.24               |                        | \$ 18.24    | \$ 18.24        | \$ 18.24       |                        | \$ 18.24 | \$ 18.24 |                             | \$ 18.24  | \$ 18.24            | \$ 18.24 |
|                     | EQUIPMENT COST (HR)      |                          | \$ 75.50      | \$ 75.50               |                        | \$ 75.50    | \$ 75.50        | \$ 75.50       |                        | \$ 75.50 | \$ 75.50 |                             | \$ 75.50  | \$ 75.50            | \$ 75.50 |
|                     | ROUND TRIP TO PLANT (HR) |                          | 1.25          | 1.25                   |                        | 1.25        | 1.25            | 1.25           |                        | 1.25     | 1.25     |                             | 1.25      | 1.25                | 1.25     |
|                     | TOTAL COST (25-TONS)     |                          | \$ 1,267.18   | \$ 1,192.18            |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 792.18 | No Bid              | No Bid   |

|                   |                          |                          |               |                        |                        |             |                 |                |                        |          |          |                             |           |                     |          |
|-------------------|--------------------------|--------------------------|---------------|------------------------|------------------------|-------------|-----------------|----------------|------------------------|----------|----------|-----------------------------|-----------|---------------------|----------|
| Vulcan - BLAKELEY |                          | CRUSHED RIP-RAP & GABION | ALDOT CLASS 3 | ALDOT 3X6 GABION STONE | CRUSHED CONCRETE PROD. | 2" X 0 BASE | 6" x 2" COBBLES | RUBBLE RIP-RAP | CRUSHED LIMESTONE BASE | 825-A    | 825-B    | 2" MINUS SCREENED LIMESTONE | 2" MINUS  | WHITE SAND - WASHED |          |
|                   | TON                      |                          | No Bid        | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 23.90  | \$ 19.00            | No Bid   |
|                   | LABOR COST (HR)          |                          | \$ 18.24      | \$ 18.24               |                        | \$ 18.24    | \$ 18.24        | \$ 18.24       |                        | \$ 18.24 | \$ 18.24 |                             | \$ 18.24  | \$ 18.24            | \$ 18.24 |
|                   | EQUIPMENT COST (HR)      |                          | \$ 75.50      | \$ 75.50               |                        | \$ 75.50    | \$ 75.50        | \$ 75.50       |                        | \$ 75.50 | \$ 75.50 |                             | \$ 75.50  | \$ 75.50            | \$ 75.50 |
|                   | ROUND TRIP TO PLANT (HR) |                          | 1.25          | 1.25                   |                        | 1.25        | 1.25            | 1.25           |                        | 1.25     | 1.25     |                             | 1.25      | 1.25                | 1.25     |
|                   | TOTAL COST (10-TONS)     |                          | No Bid        | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 714.68 | \$ 592.18           | No Bid   |



**CRUSHED AGGREGATES BID WG20-06**

**AREA 200**

**Total Pick-Up Cost Calculations**

AREA 200 (2 of 2)

|                                      |                          |                          |               |                        |                        |             |                 |                |                        |          |          |                             |          |                     |           |
|--------------------------------------|--------------------------|--------------------------|---------------|------------------------|------------------------|-------------|-----------------|----------------|------------------------|----------|----------|-----------------------------|----------|---------------------|-----------|
| C.R. Pate Logging, Inc.<br>ANDALUSIA |                          | CRUSHED RIP-RAP & GABION | ALDOT CLASS 3 | ALDOT 3X6 GABION STONE | CRUSHED CONCRETE PROD. | 2" X 0 BASE | 6" x 2" COBBLES | RUBBLE RIP-RAP | CRUSHED LIMESTONE BASE | 825-A    | 825-B    | 2" MINUS SCREENED LIMESTONE | 2" MINUS | WHITE SAND - WASHED |           |
|                                      | TON                      |                          | \$ 26.00      | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 14.00 | \$ 6.00             | No Bid    |
|                                      | LABOR COST (HR)          |                          | \$ 18.24      | \$ 18.24               |                        | \$ 18.24    | \$ 18.24        | \$ 18.24       |                        | \$ 18.24 | \$ 18.24 |                             | \$ 18.24 | \$ 18.24            | \$ 18.24  |
|                                      | EQUIPMENT COST (HR)      |                          | \$ 75.50      | \$ 75.50               |                        | \$ 75.50    | \$ 75.50        | \$ 75.50       |                        | \$ 75.50 | \$ 75.50 |                             | \$ 75.50 | \$ 75.50            | \$ 75.50  |
|                                      | ROUND TRIP TO PLANT (HR) |                          | 4.00          | 4.00                   |                        | 4.00        | 4.00            | 4.00           |                        | 4.00     | 4.00     |                             | 4.00     | 4.00                | 4.00      |
|                                      | TOTAL COST (25-TONS)     |                          | \$ 1,024.96   | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | No Bid   | \$ 724.96           | \$ 524.96 |

|                    |                          |                          |               |                        |                        |             |                 |                |                        |          |          |                             |          |                     |           |
|--------------------|--------------------------|--------------------------|---------------|------------------------|------------------------|-------------|-----------------|----------------|------------------------|----------|----------|-----------------------------|----------|---------------------|-----------|
| Graestone - MOBILE |                          | CRUSHED RIP-RAP & GABION | ALDOT CLASS 3 | ALDOT 3X6 GABION STONE | CRUSHED CONCRETE PROD. | 2" X 0 BASE | 6" x 2" COBBLES | RUBBLE RIP-RAP | CRUSHED LIMESTONE BASE | 825-A    | 825-B    | 2" MINUS SCREENED LIMESTONE | 2" MINUS | WHITE SAND - WASHED |           |
|                    | TON                      |                          | No Bid        | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 25.00 | \$ 25.00            | No Bid    |
|                    | LABOR COST (HR)          |                          | \$ 18.24      | \$ 18.24               |                        | \$ 18.24    | \$ 18.24        | \$ 18.24       |                        | \$ 18.24 | \$ 18.24 |                             | \$ 18.24 | \$ 18.24            | \$ 18.24  |
|                    | EQUIPMENT COST (HR)      |                          | \$ 75.50      | \$ 75.50               |                        | \$ 75.50    | \$ 75.50        | \$ 75.50       |                        | \$ 75.50 | \$ 75.50 |                             | \$ 75.50 | \$ 75.50            | \$ 75.50  |
|                    | ROUND TRIP TO PLANT (HR) |                          | 1.25          | 1.25                   |                        | 1.25        | 1.25            | 1.25           |                        | 1.25     | 1.25     |                             | 1.25     | 1.25                | 1.25      |
|                    | TOTAL COST (25-TONS)     |                          | No Bid        | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | No Bid   | \$ 742.18           | \$ 742.18 |

|                            |                          |                          |               |                        |                        |             |                 |                |                        |          |          |                             |          |                     |           |
|----------------------------|--------------------------|--------------------------|---------------|------------------------|------------------------|-------------|-----------------|----------------|------------------------|----------|----------|-----------------------------|----------|---------------------|-----------|
| Martin Marietta - SARALAND |                          | CRUSHED RIP-RAP & GABION | ALDOT CLASS 3 | ALDOT 3X6 GABION STONE | CRUSHED CONCRETE PROD. | 2" X 0 BASE | 6" x 2" COBBLES | RUBBLE RIP-RAP | CRUSHED LIMESTONE BASE | 825-A    | 825-B    | 2" MINUS SCREENED LIMESTONE | 2" MINUS | WHITE SAND - WASHED |           |
|                            | TON                      |                          | No Bid        | \$ 48.00               |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 32.00 | \$ 32.00            | No Bid    |
|                            | LABOR COST (HR)          |                          | \$ 18.24      | \$ 18.24               |                        | \$ 18.24    | \$ 18.24        | \$ 18.24       |                        | \$ 18.24 | \$ 18.24 |                             | \$ 18.24 | \$ 18.24            | \$ 18.24  |
|                            | EQUIPMENT COST (HR)      |                          | \$ 75.50      | \$ 75.50               |                        | \$ 75.50    | \$ 75.50        | \$ 75.50       |                        | \$ 75.50 | \$ 75.50 |                             | \$ 75.50 | \$ 75.50            | \$ 75.50  |
|                            | ROUND TRIP TO PLANT (HR) |                          | 1.50          | 1.50                   |                        | 1.50        | 1.50            | 1.50           |                        | 1.50     | 1.50     |                             | 1.50     | 1.50                | 1.50      |
|                            | TOTAL COST (25-TONS)     |                          | No Bid        | \$ 1,340.61            |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | No Bid   | \$ 940.61           | \$ 940.61 |

|                            |                          |                          |               |                        |                        |             |                 |                |                        |          |          |                             |          |                     |           |
|----------------------------|--------------------------|--------------------------|---------------|------------------------|------------------------|-------------|-----------------|----------------|------------------------|----------|----------|-----------------------------|----------|---------------------|-----------|
| Martin Marietta - THEODORE |                          | CRUSHED RIP-RAP & GABION | ALDOT CLASS 3 | ALDOT 3X6 GABION STONE | CRUSHED CONCRETE PROD. | 2" X 0 BASE | 6" x 2" COBBLES | RUBBLE RIP-RAP | CRUSHED LIMESTONE BASE | 825-A    | 825-B    | 2" MINUS SCREENED LIMESTONE | 2" MINUS | WHITE SAND - WASHED |           |
|                            | TON                      |                          | No Bid        | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | No Bid   | 25.50               | No Bid    |
|                            | LABOR COST (HR)          |                          | \$ 18.24      | \$ 18.24               |                        | \$ 18.24    | \$ 18.24        | \$ 18.24       |                        | \$ 18.24 | \$ 18.24 |                             | \$ 18.24 | \$ 18.24            | \$ 18.24  |
|                            | EQUIPMENT COST (HR)      |                          | \$ 75.50      | \$ 75.50               |                        | \$ 75.50    | \$ 75.50        | \$ 75.50       |                        | \$ 75.50 | \$ 75.50 |                             | \$ 75.50 | \$ 75.50            | \$ 75.50  |
|                            | ROUND TRIP TO PLANT (HR) |                          | 2.00          | 2.00                   |                        | 2.00        | 2.00            | 2.00           |                        | 2.00     | 2.00     |                             | 2.00     | 2.00                | 2.00      |
|                            | TOTAL COST (25-TONS)     |                          | No Bid        | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | No Bid   | \$ 824.98           | \$ 824.98 |

|                     |                          |                          |               |                        |                        |             |                 |                |                        |          |          |                             |          |                     |          |
|---------------------|--------------------------|--------------------------|---------------|------------------------|------------------------|-------------|-----------------|----------------|------------------------|----------|----------|-----------------------------|----------|---------------------|----------|
| Vulcan - BAY BRIDGE |                          | CRUSHED RIP-RAP & GABION | ALDOT CLASS 3 | ALDOT 3X6 GABION STONE | CRUSHED CONCRETE PROD. | 2" X 0 BASE | 6" x 2" COBBLES | RUBBLE RIP-RAP | CRUSHED LIMESTONE BASE | 825-A    | 825-B    | 2" MINUS SCREENED LIMESTONE | 2" MINUS | WHITE SAND - WASHED |          |
|                     | TON                      |                          | \$ 46.00      | \$ 43.00               |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 27.00 | No Bid              | No Bid   |
|                     | LABOR COST (HR)          |                          | \$ 18.24      | \$ 18.24               |                        | \$ 18.24    | \$ 18.24        | \$ 18.24       |                        | \$ 18.24 | \$ 18.24 |                             | \$ 18.24 | \$ 18.24            | \$ 18.24 |
|                     | EQUIPMENT COST (HR)      |                          | \$ 75.50      | \$ 75.50               |                        | \$ 75.50    | \$ 75.50        | \$ 75.50       |                        | \$ 75.50 | \$ 75.50 |                             | \$ 75.50 | \$ 75.50            | \$ 75.50 |
|                     | ROUND TRIP TO PLANT (HR) |                          | 1.25          | 1.25                   |                        | 1.25        | 1.25            | 1.25           |                        | 1.25     | 1.25     |                             | 1.25     | 1.25                | 1.25     |
|                     | TOTAL COST (25-TONS)     |                          | \$ 1,267.18   | \$ 1,192.18            |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | No Bid   | \$ 792.18           | No Bid   |

|                   |                          |                          |               |                        |                        |             |                 |                |                        |          |          |                             |          |                     |           |        |
|-------------------|--------------------------|--------------------------|---------------|------------------------|------------------------|-------------|-----------------|----------------|------------------------|----------|----------|-----------------------------|----------|---------------------|-----------|--------|
| Vulcan - BLAKELEY |                          | CRUSHED RIP-RAP & GABION | ALDOT CLASS 3 | ALDOT 3X6 GABION STONE | CRUSHED CONCRETE PROD. | 2" X 0 BASE | 6" x 2" COBBLES | RUBBLE RIP-RAP | CRUSHED LIMESTONE BASE | 825-A    | 825-B    | 2" MINUS SCREENED LIMESTONE | 2" MINUS | WHITE SAND - WASHED |           |        |
|                   | TON                      |                          | No Bid        | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | No Bid   | 23.90               | 19.00     | No Bid |
|                   | LABOR COST (HR)          |                          | \$ 18.24      | \$ 18.24               |                        | \$ 18.24    | \$ 18.24        | \$ 18.24       |                        | \$ 18.24 | \$ 18.24 |                             | \$ 18.24 | \$ 18.24            | \$ 18.24  |        |
|                   | EQUIPMENT COST (HR)      |                          | \$ 75.50      | \$ 75.50               |                        | \$ 75.50    | \$ 75.50        | \$ 75.50       |                        | \$ 75.50 | \$ 75.50 |                             | \$ 75.50 | \$ 75.50            | \$ 75.50  |        |
|                   | ROUND TRIP TO PLANT (HR) |                          | 1.25          | 1.25                   |                        | 1.25        | 1.25            | 1.25           |                        | 1.25     | 1.25     |                             | 1.25     | 1.25                | 1.25      |        |
|                   | TOTAL COST (10-TONS)     |                          | No Bid        | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | No Bid   | \$ 714.68           | \$ 592.18 | No Bid |



**CRUSHED AGGREGATES BID WG20-06**

**AREA 300**

**Total Pick-Up Cost Calculations**

AREA 300 (2 of 2)

|                                      |                          |                          |               |                        |                        |             |                 |                |                        |          |          |                             |           |                     |          |
|--------------------------------------|--------------------------|--------------------------|---------------|------------------------|------------------------|-------------|-----------------|----------------|------------------------|----------|----------|-----------------------------|-----------|---------------------|----------|
| C.R. Pate Logging, Inc.<br>ANDALUSIA |                          | CRUSHED RIP-RAP & GABION | ALDOT CLASS 3 | ALDOT 3X6 GABION STONE | CRUSHED CONCRETE PROD. | 2" X 0 BASE | 6" x 2" COBBLES | RUBBLE RIP-RAP | CRUSHED LIMESTONE BASE | 825-A    | 825-B    | 2" MINUS SCREENED LIMESTONE | 2" MINUS  | WHITE SAND - WASHED |          |
|                                      | TON                      |                          | \$ 26.00      | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 14.00  | 6.00                | No Bid   |
|                                      | LABOR COST (HR)          |                          | \$ 18.24      | \$ 18.24               |                        | \$ 18.24    | \$ 18.24        | \$ 18.24       |                        | \$ 18.24 | \$ 18.24 |                             | \$ 18.24  | \$ 18.24            | \$ 18.24 |
|                                      | EQUIPMENT COST (HR)      |                          | \$ 75.50      | \$ 75.50               |                        | \$ 75.50    | \$ 75.50        | \$ 75.50       |                        | \$ 75.50 | \$ 75.50 |                             | \$ 75.50  | \$ 75.50            | \$ 75.50 |
|                                      | ROUND TRIP TO PLANT (HR) |                          | 4.25          | 4.25                   |                        | 4.25        | 4.25            | 4.25           |                        | 4.25     | 4.25     |                             | 4.25      | 4.25                | 4.25     |
|                                      | TOTAL COST (25-TONS)     |                          | \$ 1,048.40   | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 748.40 | \$ 548.40           | No Bid   |

|                    |                          |                          |               |                        |                        |             |                 |                |                        |          |          |                             |           |                     |          |
|--------------------|--------------------------|--------------------------|---------------|------------------------|------------------------|-------------|-----------------|----------------|------------------------|----------|----------|-----------------------------|-----------|---------------------|----------|
| Graestone - MOBILE |                          | CRUSHED RIP-RAP & GABION | ALDOT CLASS 3 | ALDOT 3X6 GABION STONE | CRUSHED CONCRETE PROD. | 2" X 0 BASE | 6" x 2" COBBLES | RUBBLE RIP-RAP | CRUSHED LIMESTONE BASE | 825-A    | 825-B    | 2" MINUS SCREENED LIMESTONE | 2" MINUS  | WHITE SAND - WASHED |          |
|                    | TON                      |                          | No Bid        | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | \$ 25.00 |                             | \$ 25.00  | No Bid              | No Bid   |
|                    | LABOR COST (HR)          |                          | \$ 18.24      | \$ 18.24               |                        | \$ 18.24    | \$ 18.24        | \$ 18.24       |                        | \$ 18.24 | \$ 18.24 |                             | \$ 18.24  | \$ 18.24            | \$ 18.24 |
|                    | EQUIPMENT COST (HR)      |                          | \$ 75.50      | \$ 75.50               |                        | \$ 75.50    | \$ 75.50        | \$ 75.50       |                        | \$ 75.50 | \$ 75.50 |                             | \$ 75.50  | \$ 75.50            | \$ 75.50 |
|                    | ROUND TRIP TO PLANT (HR) |                          | 2.00          | 2.00                   |                        | 2.00        | 2.00            | 2.00           |                        | 2.00     | 2.00     |                             | 2.00      | 2.00                | 2.00     |
|                    | TOTAL COST (25-TONS)     |                          | No Bid        | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 812.48 | \$ 812.48           | No Bid   |

|                            |                          |                          |               |                        |                        |             |                 |                |                        |          |          |                             |           |                     |          |
|----------------------------|--------------------------|--------------------------|---------------|------------------------|------------------------|-------------|-----------------|----------------|------------------------|----------|----------|-----------------------------|-----------|---------------------|----------|
| Martin Marietta - SARALAND |                          | CRUSHED RIP-RAP & GABION | ALDOT CLASS 3 | ALDOT 3X6 GABION STONE | CRUSHED CONCRETE PROD. | 2" X 0 BASE | 6" x 2" COBBLES | RUBBLE RIP-RAP | CRUSHED LIMESTONE BASE | 825-A    | 825-B    | 2" MINUS SCREENED LIMESTONE | 2" MINUS  | WHITE SAND - WASHED |          |
|                            | TON                      |                          | No Bid        | \$ 48.00               |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | \$ 32.00 |                             | \$ 32.00  | No Bid              | No Bid   |
|                            | LABOR COST (HR)          |                          | \$ 18.24      | \$ 18.24               |                        | \$ 18.24    | \$ 18.24        | \$ 18.24       |                        | \$ 18.24 | \$ 18.24 |                             | \$ 18.24  | \$ 18.24            | \$ 18.24 |
|                            | EQUIPMENT COST (HR)      |                          | \$ 75.50      | \$ 75.50               |                        | \$ 75.50    | \$ 75.50        | \$ 75.50       |                        | \$ 75.50 | \$ 75.50 |                             | \$ 75.50  | \$ 75.50            | \$ 75.50 |
|                            | ROUND TRIP TO PLANT (HR) |                          | 2.00          | 2.00                   |                        | 2.00        | 2.00            | 2.00           |                        | 2.00     | 2.00     |                             | 2.00      | 2.00                | 2.00     |
|                            | TOTAL COST (25-TONS)     |                          | No Bid        | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 987.48 | \$ 987.48           | No Bid   |

|                            |                          |                          |               |                        |                        |             |                 |                |                        |          |          |                             |           |                     |          |        |
|----------------------------|--------------------------|--------------------------|---------------|------------------------|------------------------|-------------|-----------------|----------------|------------------------|----------|----------|-----------------------------|-----------|---------------------|----------|--------|
| Martin Marietta - THEODORE |                          | CRUSHED RIP-RAP & GABION | ALDOT CLASS 3 | ALDOT 3X6 GABION STONE | CRUSHED CONCRETE PROD. | 2" X 0 BASE | 6" x 2" COBBLES | RUBBLE RIP-RAP | CRUSHED LIMESTONE BASE | 825-A    | 825-B    | 2" MINUS SCREENED LIMESTONE | 2" MINUS  | WHITE SAND - WASHED |          |        |
|                            | TON                      |                          | No Bid        | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 25.50  | \$ 25.50            | No Bid   | No Bid |
|                            | LABOR COST (HR)          |                          | \$ 18.24      | \$ 18.24               |                        | \$ 18.24    | \$ 18.24        | \$ 18.24       |                        | \$ 18.24 | \$ 18.24 |                             | \$ 18.24  | \$ 18.24            | \$ 18.24 |        |
|                            | EQUIPMENT COST (HR)      |                          | \$ 75.50      | \$ 75.50               |                        | \$ 75.50    | \$ 75.50        | \$ 75.50       |                        | \$ 75.50 | \$ 75.50 |                             | \$ 75.50  | \$ 75.50            | \$ 75.50 |        |
|                            | ROUND TRIP TO PLANT (HR) |                          | 2.25          | 2.25                   |                        | 2.25        | 2.25            | 2.25           |                        | 2.25     | 2.25     |                             | 2.25      | 2.25                | 2.25     |        |
|                            | TOTAL COST (25-TONS)     |                          | No Bid        | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 848.42 | \$ 848.42           | No Bid   | No Bid |

|                     |                          |                          |               |                        |                        |             |                 |                |                        |          |          |                             |           |                     |          |
|---------------------|--------------------------|--------------------------|---------------|------------------------|------------------------|-------------|-----------------|----------------|------------------------|----------|----------|-----------------------------|-----------|---------------------|----------|
| Vulcan - BAY BRIDGE |                          | CRUSHED RIP-RAP & GABION | ALDOT CLASS 3 | ALDOT 3X6 GABION STONE | CRUSHED CONCRETE PROD. | 2" X 0 BASE | 6" x 2" COBBLES | RUBBLE RIP-RAP | CRUSHED LIMESTONE BASE | 825-A    | 825-B    | 2" MINUS SCREENED LIMESTONE | 2" MINUS  | WHITE SAND - WASHED |          |
|                     | TON                      |                          | \$ 46.00      | \$ 43.00               |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | \$ 27.00 |                             | No Bid    | No Bid              | No Bid   |
|                     | LABOR COST (HR)          |                          | \$ 18.24      | \$ 18.24               |                        | \$ 18.24    | \$ 18.24        | \$ 18.24       |                        | \$ 18.24 | \$ 18.24 |                             | \$ 18.24  | \$ 18.24            | \$ 18.24 |
|                     | EQUIPMENT COST (HR)      |                          | \$ 75.50      | \$ 75.50               |                        | \$ 75.50    | \$ 75.50        | \$ 75.50       |                        | \$ 75.50 | \$ 75.50 |                             | \$ 75.50  | \$ 75.50            | \$ 75.50 |
|                     | ROUND TRIP TO PLANT (HR) |                          | 2.00          | 2.00                   |                        | 2.00        | 2.00            | 2.00           |                        | 2.00     | 2.00     |                             | 2.00      | 2.00                | 2.00     |
|                     | TOTAL COST (25-TONS)     |                          | \$ 1,337.48   | \$ 1,262.48            |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 862.48 | No Bid              | No Bid   |

|                   |                          |                          |               |                        |                        |             |                 |                |                        |          |          |                             |           |                     |          |        |
|-------------------|--------------------------|--------------------------|---------------|------------------------|------------------------|-------------|-----------------|----------------|------------------------|----------|----------|-----------------------------|-----------|---------------------|----------|--------|
| Vulcan - BLAKELEY |                          | CRUSHED RIP-RAP & GABION | ALDOT CLASS 3 | ALDOT 3X6 GABION STONE | CRUSHED CONCRETE PROD. | 2" X 0 BASE | 6" x 2" COBBLES | RUBBLE RIP-RAP | CRUSHED LIMESTONE BASE | 825-A    | 825-B    | 2" MINUS SCREENED LIMESTONE | 2" MINUS  | WHITE SAND - WASHED |          |        |
|                   | TON                      |                          | No Bid        | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 23.90  | \$ 19.00            | No Bid   | No Bid |
|                   | LABOR COST (HR)          |                          | \$ 18.24      | \$ 18.24               |                        | \$ 18.24    | \$ 18.24        | \$ 18.24       |                        | \$ 18.24 | \$ 18.24 |                             | \$ 18.24  | \$ 18.24            | \$ 18.24 |        |
|                   | EQUIPMENT COST (HR)      |                          | \$ 75.50      | \$ 75.50               |                        | \$ 75.50    | \$ 75.50        | \$ 75.50       |                        | \$ 75.50 | \$ 75.50 |                             | \$ 75.50  | \$ 75.50            | \$ 75.50 |        |
|                   | ROUND TRIP TO PLANT (HR) |                          | 2.00          | 2.00                   |                        | 2.00        | 2.00            | 2.00           |                        | 2.00     | 2.00     |                             | 2.00      | 2.00                | 2.00     |        |
|                   | TOTAL COST (10-TONS)     |                          | No Bid        | No Bid                 |                        | No Bid      | No Bid          | No Bid         |                        | No Bid   | No Bid   |                             | \$ 784.98 | \$ 662.48           | No Bid   |        |

**CRUSHED AGGREGATES BID WG20-06**  
**AREA 100**  
**Awards Listing**  
**Effective 01/07/2020 through 01/07/2021**

|                                     | C.R. Pate Logging, Inc. |          | Graestone  |          | Martin Marietta |          |              |          | Vulcan             |          |                  |          |
|-------------------------------------|-------------------------|----------|------------|----------|-----------------|----------|--------------|----------|--------------------|----------|------------------|----------|
|                                     | PICK-UP                 | DELIVERY | PICK-UP    | DELIVERY | PICK-UP         | DELIVERY | PICK-UP      | DELIVERY | PICK-UP            | DELIVERY | PICK-UP          | DELIVERY |
| Location                            | Andalusia, AL           |          | Mobile, AL |          | Saraland, AL    |          | Theodore, AL |          | Bay Bridge, Mobile |          | Blakeley, Mobile |          |
| <b>CRUSHED GRAVEL</b>               |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| ALDOT #467                          | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #5                            | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #57                           | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #78                           | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| <b>CRUSHED LIMESTONE</b>            |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| ALDOT #467                          | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #4                            | No Bid                  | No Bid   | 26.99      | 35.00    | 32.00           | 41.25    | No Bid       | No Bid   | 28.00              | 36.25    | No Bid           | No Bid   |
| ALDOT #57                           | No Bid                  | No Bid   | 26.99      | 35.00    | 32.00           | 41.25    | No Bid       | No Bid   | 28.00              | 36.25    | No Bid           | No Bid   |
| ALDOT #67                           | No Bid                  | No Bid   | No Bid     | No Bid   | 32.00           | 41.25    | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #78                           | No Bid                  | No Bid   | No Bid     | No Bid   | 32.00           | 41.25    | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #89                           | No Bid                  | No Bid   | No Bid     | No Bid   | 32.00           | 41.25    | No Bid       | No Bid   | 33.00              | 41.25    | No Bid           | No Bid   |
| ALDOT #5                            | 14.00                   | 26.50    | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| <b>CRUSHED RIP-RAP &amp; GABION</b> |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| ALDOT CLASS 1                       | 26.00                   | 38.00    | 42.00      | 50.00    | 48.00           | 58.25    | No Bid       | No Bid   | 43.00              | 52.25    | No Bid           | No Bid   |
| ALDOT CLASS 2                       | 26.00                   | 38.00    | 42.00      | 50.00    | 48.00           | 58.25    | No Bid       | No Bid   | 43.00              | 52.25    | No Bid           | No Bid   |
| ALDOT CLASS 3                       | 26.00                   | 39.50    | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | 46.00              | 55.25    | No Bid           | No Bid   |
| ALDOT 3X6 GABION STONE              | No Bid                  | No Bid   | No Bid     | No Bid   | 48.00           | 58.25    | No Bid       | No Bid   | 43.00              | 52.25    | No Bid           | No Bid   |
| <b>CRUSHED CONCRETE PROD.</b>       |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| 2" X 0 BASE                         | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| 6" x 2" COBBLES                     | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| RUBBLE RIP-RAP                      | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| <b>CRUSHED LIMESTONE BASE</b>       |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| 825-A                               | No Bid                  | No Bid   | 25.00      | 33.00    | 32.00           | 41.25    | No Bid       | No Bid   | 27.00              | 35.25    | No Bid           | No Bid   |
| 825-B                               | 14.00                   | 26.50    | 25.00      | 33.00    | 32.00           | 41.25    | 25.50        | 39.25    | No Bid             | No Bid   | 23.90            | 32.15    |
| <b>2" MINUS SCREENED LIMESTONE</b>  |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| 2" MINUS                            | 6.00                    | 18.00    | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | 19.00            | 27.25    |
| WHITE SAND - WASHED                 | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |

Low Bid Price is highlighted in yellow

Location and transportation cost to the County was used in determining the prime bidder.

**CRUSHED AGGREGATES BID WG20-06**  
**AREA 200**  
**Awards Listing**  
**Effective 01/07/2020 through 01/07/2021**

|                                     | C.R. Pate Logging, Inc. |          | Graestone  |          | Martin Marietta |          |              |          | Vulcan             |          |                  |          |
|-------------------------------------|-------------------------|----------|------------|----------|-----------------|----------|--------------|----------|--------------------|----------|------------------|----------|
|                                     | PICK-UP                 | DELIVERY | PICK-UP    | DELIVERY | PICK-UP         | DELIVERY | PICK-UP      | DELIVERY | PICK-UP            | DELIVERY | PICK-UP          | DELIVERY |
| Location                            | Andalusia, AL           |          | Mobile, AL |          | Saraland, AL    |          | Theodore, AL |          | Bay Bridge, Mobile |          | Blakeley, Mobile |          |
| <b>CRUSHED GRAVEL</b>               |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| ALDOT #467                          | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #5                            | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #57                           | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #78                           | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| <b>CRUSHED LIMESTONE</b>            |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| ALDOT #467                          | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #4                            | No Bid                  | No Bid   | 26.99      | 37.00    | 32.00           | 40.50    | No Bid       | No Bid   | 28.00              | 35.25    | No Bid           | No Bid   |
| ALDOT #57                           | No Bid                  | No Bid   | 26.99      | 37.00    | 32.00           | 40.50    | No Bid       | No Bid   | 28.00              | 35.25    | No Bid           | No Bid   |
| ALDOT #67                           | No Bid                  | No Bid   | No Bid     | No Bid   | 32.00           | 40.50    | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #78                           | No Bid                  | No Bid   | No Bid     | No Bid   | 32.00           | 40.50    | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #89                           | No Bid                  | No Bid   | No Bid     | No Bid   | 32.00           | 40.50    | No Bid       | No Bid   | 33.00              | 40.25    | No Bid           | No Bid   |
| ALDOT #5                            | 14.00                   | 29.50    | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| <b>CRUSHED RIP-RAP &amp; GABION</b> |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| ALDOT CLASS 1                       | 26.00                   | 40.00    | 42.00      | 52.00    | 48.00           | 57.50    | No Bid       | No Bid   | 43.00              | 51.25    | No Bid           | No Bid   |
| ALDOT CLASS 2                       | 26.00                   | 40.00    | 42.00      | 52.00    | 48.00           | 57.50    | No Bid       | No Bid   | 43.00              | 51.25    | No Bid           | No Bid   |
| ALDOT CLASS 3                       | 26.00                   | 42.00    | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | 46.00              | 54.25    | No Bid           | No Bid   |
| ALDOT 3X6 GABION STONE              | No Bid                  | No Bid   | No Bid     | No Bid   | 48.00           | 57.50    | No Bid       | No Bid   | 43.00              | 51.25    | No Bid           | No Bid   |
| <b>CRUSHED CONCRETE PROD.</b>       |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| 2" X 0 BASE                         | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| 6" X 2" COBBLES                     | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| RUBBLE RIP-RAP                      | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| <b>CRUSHED LIMESTONE BASE</b>       |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| 825-A                               | No Bid                  | No Bid   | 25.00      | 35.00    | 32.00           | 40.50    | No Bid       | No Bid   | 27.00              | 34.25    | No Bid           | No Bid   |
| 825-B                               | 14.00                   | 28.00    | 25.00      | 35.00    | 32.00           | 40.75    | 25.50        | 36.25    | No Bid             | No Bid   | 23.90            | 31.15    |
| <b>2" MINUS SCREENED LIMESTONE</b>  |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| 2" MINUS                            | 6.00                    | 20.50    | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | 19.00            | 26.25    |
| WHITE SAND - WASHED                 | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |

Low Bid Price is highlighted in yellow

Location and transportation cost to the County was used in determining the prime bidder.

**CRUSHED AGGREGATES BID WG20-06**  
**AREA 300**  
**Awards Listing**  
**Effective 01/07/2020 through 01/07/2021**

|                                     | C.R. Pate Logging, Inc. |          | Graestone  |          | Martin Marietta |          |              |          | Vulcan             |          |                  |          |
|-------------------------------------|-------------------------|----------|------------|----------|-----------------|----------|--------------|----------|--------------------|----------|------------------|----------|
|                                     | PICK-UP                 | DELIVERY | PICK-UP    | DELIVERY | PICK-UP         | DELIVERY | PICK-UP      | DELIVERY | PICK-UP            | DELIVERY | PICK-UP          | DELIVERY |
| Location                            | Andalusia, AL           |          | Mobile, AL |          | Saraland, AL    |          | Theodore, AL |          | Bay Bridge, Mobile |          | Blakeley, Mobile |          |
| <b>CRUSHED GRAVEL</b>               |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| ALDOT #467                          | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #5                            | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #57                           | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #78                           | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| <b>CRUSHED LIMESTONE</b>            |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| ALDOT #467                          | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #4                            | No Bid                  | No Bid   | 26.99      | 41.00    | 32.00           | 42.50    | No Bid       | No Bid   | 28.00              | 38.25    | No Bid           | No Bid   |
| ALDOT #57                           | No Bid                  | No Bid   | 26.99      | 41.00    | 32.00           | 42.50    | No Bid       | No Bid   | 28.00              | 38.25    | No Bid           | No Bid   |
| ALDOT #67                           | No Bid                  | No Bid   | No Bid     | No Bid   | 32.00           | 42.50    | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #78                           | No Bid                  | No Bid   | No Bid     | No Bid   | 32.00           | 42.50    | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| ALDOT #89                           | No Bid                  | No Bid   | No Bid     | No Bid   | 32.00           | 42.50    | No Bid       | No Bid   | 33.00              | 43.25    | No Bid           | No Bid   |
| ALDOT #5                            | 14.00                   | 30.50    | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| <b>CRUSHED RIP-RAP &amp; GABION</b> |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| ALDOT CLASS 1                       | 26.00                   | 42.00    | 42.00      | 46.00    | 48.00           | 59.75    | No Bid       | No Bid   | 43.00              | 54.25    | No Bid           | No Bid   |
| ALDOT CLASS 2                       | 26.00                   | 42.00    | 42.00      | 46.00    | 48.00           | 59.75    | No Bid       | No Bid   | 43.00              | 54.25    | No Bid           | No Bid   |
| ALDOT CLASS 3                       | 26.00                   | 44.00    | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | 46.00              | 57.25    | No Bid           | No Bid   |
| ALDOT 3X6 GABION STONE              | No Bid                  | No Bid   | No Bid     | No Bid   | 48.00           | 59.75    | No Bid       | No Bid   | 43.00              | 54.25    | No Bid           | No Bid   |
| <b>CRUSHED CONCRETE PROD.</b>       |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| 2" X 0 BASE                         | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| 6" X 2" COBBLES                     | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| RUBBLE RIP-RAP                      | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |
| <b>CRUSHED LIMESTONE BASE</b>       |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| 825-A                               | No Bid                  | No Bid   | 25.00      | 39.00    | 32.00           | 42.50    | No Bid       | No Bid   | 27.00              | 37.25    | No Bid           | No Bid   |
| 825-B                               | 14.00                   | 30.00    | 25.00      | 39.00    | 32.00           | 42.50    | 25.50        | 36.25    | No Bid             | No Bid   | 23.90            | 34.15    |
| <b>2" MINUS SCREENED LIMESTONE</b>  |                         |          |            |          |                 |          |              |          |                    |          |                  |          |
| 2" MINUS                            | 6.00                    | 22.50    | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | 19.00            | 29.25    |
| WHITE SAND - WASHED                 | No Bid                  | No Bid   | No Bid     | No Bid   | No Bid          | No Bid   | No Bid       | No Bid   | No Bid             | No Bid   | No Bid           | No Bid   |

Low Bid Price is highlighted in yellow

Location and transportation cost to the County was used in determining the prime bidder.



# Baldwin County Commission

## Agenda Action Form

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**File #:** 20-0478, **Version:** 1

**Item #:** BQ1

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**Meeting Type:** BCC Regular Meeting

**Meeting Date:** 1/7/2020

**Item Status:** New

**From:** Joey Nunnally, County Engineer

Deidra Hanak, Personnel Director

**Submitted by:** Deidra Hanak, Personnel Director

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### ITEM TITLE

Highway Department (Construction Engineering) - Employment of One (1) Engineering Technician I Position

### STAFF RECOMMENDATION

Approve the employment of Brian L. Stewart to fill the open Engineering Technician I (Construction Option) position (PID #865) grade H-03 (\$15.343 per hour / \$31,913.44 annually), with said salary due to experience, to be effective no sooner than January 13, 2020.

### BACKGROUND INFORMATION

**Previous Commission action/date:** N/A

**Background:** The Engineering Technician I position was vacated in December 2019, by the promotion of the previous employee. The County Engineer respectfully requests that the above recommendation is approved.

### FINANCIAL IMPACT

**Total cost of recommendation:** \$31,913.44 - budgeted

**Budget line item(s) to be used:** 53120.5113

**If this is not a budgeted expenditure, does the recommendation create a need for funding?**  
N/A

### LEGAL IMPACT

**Is legal review necessary for this staff recommendation and related documents?**

N/A

**Reviewed/approved by:** N/A

**Additional comments:** N/A

**ADVERTISING REQUIREMENTS**

**Is advertising required for this recommendation?** N/A

**If the proof of publication affidavit is not attached, list the reason:** N/A

**FOLLOW UP IMPLEMENTATION**

**For time-sensitive follow up, select deadline date for follow up:** N/A

**Individual(s) responsible for follow up:** Personnel - Implement Changes

**Action required (list contact persons/addresses if documents are to be mailed or emailed):**  
N/A

**Additional instructions/notes:** N/A



# Baldwin County Commission

## Agenda Action Form

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**File #:** 20-0477, **Version:** 1

**Item #:** BQ2

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**Meeting Type:** BCC Regular Meeting  
**Meeting Date:** 1/7/2020  
**Item Status:** New  
**From:** Joey Nunnally, County Engineer  
Deidra Hanak, Personnel Director  
**Submitted by:** Deidra Hanak, Personnel Director

---

### ITEM TITLE

Highway Department (Foley) - Personnel Changes

### STAFF RECOMMENDATION

Take the following actions:

- 1) Approve the employment of Leroy Jones to fill the open Laborer position (PID #5492) at a grade E-EL (\$10.781 per hour / \$22,424.48 annually); and
- 2) Approve the employment of Joseph Nelson to fill the open Laborer position (PID #5494) at a grade E-EL (\$10.781 per hour / \$22,424.48 annually); and
- 3) Approve the employment of Brandon Pierce to fill the open Laborer position (PID #5495) at a grade E-EL (\$10.781 per hour / \$22,424.48 annually).

These actions will be effective no sooner than January 13, 2020.

### BACKGROUND INFORMATION

**Previous Commission action/date:** N/A

**Background:** The Laborer positions were newly created during the Fiscal Year 2019/2020 Budget Cycle. The County Engineer respectfully requests that the above recommendations are approved.

### FINANCIAL IMPACT

**Total cost of recommendation:** \$67,273.44 - budgeted

**Budget line item(s) to be used:** 53113.5113

**If this is not a budgeted expenditure, does the recommendation create a need for funding?** N/A

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**LEGAL IMPACT**

Is legal review necessary for this staff recommendation and related documents?

N/A

Reviewed/approved by: N/A

Additional comments: N/A

**ADVERTISING REQUIREMENTS**

Is advertising required for this recommendation? N/A

If the proof of publication affidavit is not attached, list the reason: N/A

**FOLLOW UP IMPLEMENTATION**

For time-sensitive follow up, select deadline date for follow up: N/A

Individual(s) responsible for follow up: Personnel - Implement Changes

Action required (list contact persons/addresses if documents are to be mailed or emailed): N/A

Additional instructions/notes: N/A



# Baldwin County Commission

## Agenda Action Form

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**File #:** 20-0479, **Version:** 1

**Item #:** BQ3

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**Meeting Type:** BCC Regular Meeting  
**Meeting Date:** 1/7/2020  
**Item Status:** New  
**From:** Ron Ballard, JDC Director  
Deidra Hanak, Personnel Director  
**Submitted by:** Deidra Hanak, Personnel Director

---

### ITEM TITLE

Juvenile Detention Center - Employment of One (1) Part-Time Detention Technician Position

### STAFF RECOMMENDATION

Approve the employment of Hakizimana Sedrick to fill the part-time Detention Technician position (PID #PT42) at a grade H-EL (\$14.246 per hour) to be effective no sooner than January 13, 2020.

### BACKGROUND INFORMATION

**Previous Commission action/date:** N/A

**Background:** The part-time Detention Technician position was vacated in November 2019, due to the transfer of the previous employee. The Juvenile Detention Center Director respectfully requests that the above recommendation is approved.

### FINANCIAL IMPACT

**Total cost of recommendation:** \$21,482.97 - budgeted

**Budget line item(s) to be used:** 52610.5113

**If this is not a budgeted expenditure, does the recommendation create a need for funding?** N/A

### LEGAL IMPACT

**Is legal review necessary for this staff recommendation and related documents?**

N/A

**Reviewed/approved by:** N/A

**Additional comments:** N/A

**ADVERTISING REQUIREMENTS**

**Is advertising required for this recommendation?** N/A

**If the proof of publication affidavit is not attached, list the reason:** N/A

**FOLLOW UP IMPLEMENTATION**

**For time-sensitive follow up, select deadline date for follow up:** N/A

**Individual(s) responsible for follow up:** Personnel - Implement Changes

**Action required (list contact persons/addresses if documents are to be mailed or emailed):** N/A

**Additional instructions/notes:** N/A



# Baldwin County Commission

## Agenda Action Form

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**File #:** 20-0480, **Version:** 1

**Item #:** BQ4

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**Meeting Type:** BCC Regular Meeting

**Meeting Date:** 1/7/2020

**Item Status:** New

**From:** Wayne Dyess, County Administrator

Madison Steele, Horticulturist

Deidra Hanak, Personnel Director

**Submitted by:** Deidra Hanak, Personnel Director

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### ITEM TITLE

Parks Department - Promotion of Employee into Mechanic I Position

### STAFF RECOMMENDATION

Approve the promotion of David Bradford from the Landscape Technician I position (PID #4042) grade G-EL (\$12.967 per hour / \$26,971.36 annually) to fill the open Mechanic I position (PID #5524) at a grade H-EL (\$14.246 per hour / \$29,631.68 annually) to be effective no sooner than January 20, 2020.

### BACKGROUND INFORMATION

**Previous Commission action/date:** N/A

**Background:** The Mechanic I position was newly created in November 2019. The County Administrator respectfully requests that the above recommendation is approved.

### FINANCIAL IMPACT

**Total cost of recommendation:** \$29,631.68 - budgeted

**Budget line item(s) to be used:** 57200P/5113

**If this is not a budgeted expenditure, does the recommendation create a need for funding?**  
N/A

### LEGAL IMPACT

**Is legal review necessary for this staff recommendation and related documents?**

N/A

**Reviewed/approved by:** N/A

**Additional comments:** N/A

**ADVERTISING REQUIREMENTS**

**Is advertising required for this recommendation?** N/A

**If the proof of publication affidavit is not attached, list the reason:** N/A

**FOLLOW UP IMPLEMENTATION**

**For time-sensitive follow up, select deadline date for follow up:** N/A

**Individual(s) responsible for follow up:** Personnel - Implement Changes

**Action required (list contact persons/addresses if documents are to be mailed or emailed):**  
N/A

**Additional instructions/notes:** N/A



# Baldwin County Commission

## Agenda Action Form

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**File #:** 20-0481, **Version:** 1

**Item #:** BQ5

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**Meeting Type:** BCC Regular Meeting

**Meeting Date:** 1/7/2020

**Item Status:** New

**From:** Honorable Harry D'Olive, Probate Judge

Deidra Hanak, Personnel Director

**Submitted by:** Deidra Hanak, Personnel Director

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### **ITEM TITLE**

Probate Office - Position Changes

### **STAFF RECOMMENDATION**

Take the following actions:

- 1) Retitle the Deputy Chief Clerk position (PID #1094) to Chief Compliance Officer; and
- 2) Abolish the License Revenue Officer II position (PID #797) grade H (grade H range: \$29,631.68 - \$48,642.88 annually); and
- 3) Create a Recording Officer position (PID #TBD) grade G (grade G range: \$26,971.36 - \$44,231.20 annually); and
- 4) Approve the position description for Chief Compliance Officer; and
- 5) Approve the updated organizational chart for the Probate Office.

### **BACKGROUND INFORMATION**

**Previous Commission action/date:** N/A

**Background:** The License Revenue Officer II position was vacated in December 2019, due to the retirement of the previous employee. The Probate Judge respectfully requests that the above recommendations are approved.

### **FINANCIAL IMPACT**

**Total cost of recommendation:** \$11,918.40 savings (budgeted)

**Budget line item(s) to be used:** 51300.5113

**If this is not a budgeted expenditure, does the recommendation create a need for funding?**

N/A

**LEGAL IMPACT**

**Is legal review necessary for this staff recommendation and related documents?**

N/A

**Reviewed/approved by:** N/A

**Additional comments:** N/A

**ADVERTISING REQUIREMENTS**

**Is advertising required for this recommendation?** N/A

**If the proof of publication affidavit is not attached, list the reason:** N/A

**FOLLOW UP IMPLEMENTATION**

**For time-sensitive follow up, select deadline date for follow up:** N/A

**Individual(s) responsible for follow up:** Personnel - Implement Changes

**Action required (list contact persons/addresses if documents are to be mailed or emailed):**

N/A

**Additional instructions/notes:** N/A

## **POSITION DESCRIPTION**

Title: Chief Compliance Officer

Departments: Probate

Job Analysis: January 2020

Note: Statements included in this description are intended to reflect in general the duties and responsibilities of this classification and are not to be interpreted as being all inclusive. The employee may be assigned other duties that are not specifically included.

### **Relationships**

Reports to: Probate Judge

Subordinate Staff: None

Internal contacts: Members of Probate Office

External Contacts: General Public, Members of other County office, Attorneys, Members of law Enforcement offices, Members of State Department of Revenue and other offices.

Status: Classified/Exempt (EC-9)

### **Job Summary**

Prepares and maintains records for Probate Office and Probate Court. Prepares reports and correspondence. Utilizes a computer for research of state laws and accesses records in records room as needed. Performs various other tasks as required.

### **Job Domains**

1. Perform all accounting functions for the Probate offices, including the preparation of reports for daily, monthly and annual work.
2. Assist with interviewing and selection of new staff members.
3. Assist in explaining department policies and regulations to office staff as directed by the Probate Judge.
4. Maintain communication with office staff as needed.
5. All jobs assigned by the Probate Judge.

### **Knowledge, Skills, and Abilities**

(Any item with an asterisk will be taught on the job.)

1. Verbal skills to communicate effectively with office staff, attorneys and general public.

2. Math skills to perform basic mathematical operations.
3. Writing skills to clearly and neatly complete forms, reports, etc.
4. Reading skills to read and understand codes, regulations and policies.
5. \*Knowledge of county rules, policies and regulations.
6. Ability to establish and maintain effective working relationships with subordinates, supervisors, other employees, general public.
7. Ability to give clear and concise instructions to the staff.
8. Ability to supervise an office staff.
9. Ability to exercise good judgment in making decisions in accordance with department policies and procedures.
10. Ability to operate office machines such as copy machine, calculator, typewriter, P. C. and laser printers.
11. Knowledge of filing systems.
12. Knowledge of Driver License Manual, Code of Alabama, Acts of Legislature.

### **Physical Characteristics**

(In cases of physical handicap, reasonable accommodations will be made.)

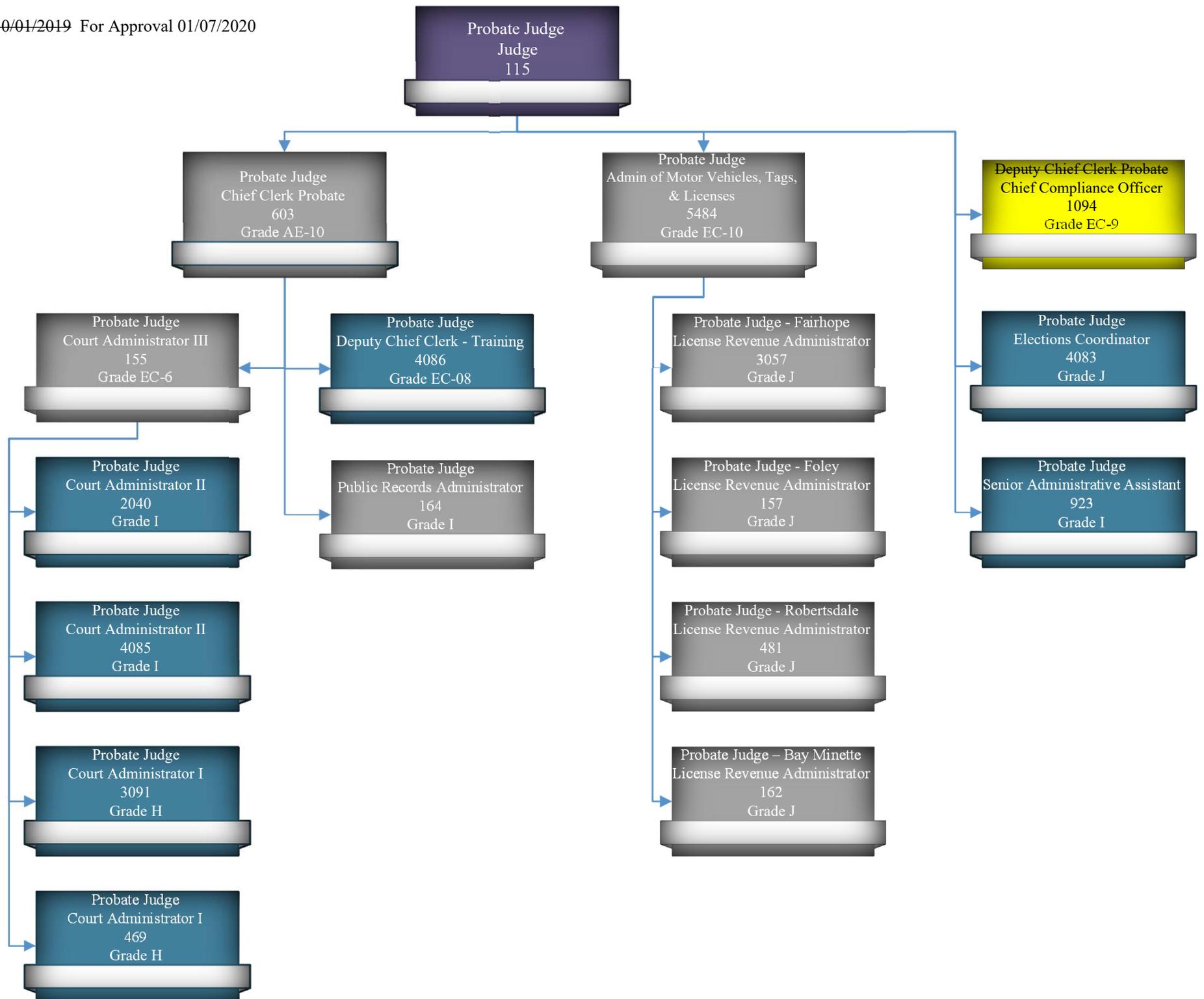
1. See well enough to read manuals and written instructions.
2. Hear well enough to respond to verbal communication and to talk on the telephone.
3. Speak well enough to answer questions in a polite and courteous manner.
4. Body movement or mobility to stand, lift, bend and move.
5. Physical tolerance to work under stress due to constant contact with the public.

### **Other Characteristics**

1. Be willing to travel to attend workshops, conferences, seminars, etc., out of town as needed.
2. Be willing to work overtime, non-standard hours or weekends to complete work within specific time period.

### **Minimum Qualifications**

1. Bachelor's Degree in Accounting or closely related field.
2. Minimum of ten (10) years related experience is desirable.







# Baldwin County Commission

## Agenda Action Form

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**File #:** 20-0476, **Version:** 1

**Item #:** BQ6

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**Meeting Type:** BCC Regular Meeting

**Meeting Date:** 1/7/2020

**Item Status:** New

**From:** Terri Graham, Development and Environmental Director

Deidra Hanak, Personnel Director

**Submitted by:** Deidra Hanak, Personnel Director

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### ITEM TITLE

Solid Waste Department - Personnel Changes

### STAFF RECOMMENDATION

Take the following actions:

- 1) Approve the promotion of Ross Presley from the Landfill Equipment Operator II position (PID #686) grade H-07 (\$16.930 per hour / \$35,214.40 annually) to fill the open Landfill Equipment Operator III position (PID #375) grade I-06 (\$18.133 per hour / \$37,716.64 annually) at the Solid Waste Transfer Station (54325) to be effective no sooner than January 20, 2020; and
- 2) Approve the promotion of Scott Conroy from the Solid Waste Driver I position (PID #5442) grade H-EL (\$14.246 per hour / \$29,631.68 annually) in Solid Waste Collections (511/54800) to fill the open Mechanic II position (PID #5272) grade J-EL (\$17.176 per hour / \$35,726.08 annually) in Solid Waste Maintenance (510/54370) to be effective no sooner than January 20, 2020; and
- 3) Approve the promotion of Anthony Nobles from the Solid Waste Driver I position (PID #5135) grade H-06 (\$16.503 per hour / \$34,326.24 annually) to fill the open Solid Waste Driver II position (PID #5394) grade I-05 (\$17.697 per hour / \$36,809.76 annually) in Solid Waste Collections (54800) to be effective no sooner than January 20, 2020; and
- 4) Approve the promotion of Christopher Rodriguez from the Solid Waste Driver I position (PID #5132) grade H-13 (\$19.649 per hour / \$40,869.92 annually) to fill the open Solid Waste Driver II position (PID #5396) grade I-12 (\$21.007 per hour / \$43,694.56 annually) in Solid Waste Collections (54800) to be effective no sooner than January 20, 2020; and
- 5) Approve the promotion of Trevor Thomas from the Solid Waste Technician position (PID #5244) grade G-EL (\$12.967 per hour / \$26,971.36 annually) to fill the open Solid Waste Driver I position (PID #5145) grade H-EL (\$14.246 per hour / \$29,631.68 annually) in Solid Waste Collections (54800) to be effective no sooner than January 20, 2020; and

6) Approve the promotion of G. Dylan Blair from the Solid Waste Technician position (PID #868) grade G-EL (\$12.967 per hour / \$26,971.36 annually) to fill the open Solid Waste Driver I position (PID #5522) grade H-EL (\$14.246 per hour / \$29,631.68 annually) in Solid Waste Collections (54800) to be effective no sooner than January 20, 2020; and

7) Approve the promotion of Sean Boyington from the Solid Waste Technician position (PID #5239) grade G-01 (\$13.287 per hour / \$27,636.96 annually) to fill the open Solid Waste Driver I position (PID #5442) grade H-EL (\$14.246 per hour / \$29,631.68 annually) in Solid Waste Collections (54800) to be effective no sooner than January 20, 2020; and

8) Approve the employment of Hannah Younce to fill the open Billing Account Specialist I position (PID #598) at a grade G-EL (\$12.967 per hour / \$26,971.36 annually) in the Solid Waste Collections Administration Department (54801) to be effective no sooner than January 13, 2020; and

9) Approve the employment of Megan Biggs to fill the open Billing Account Specialist I position (PID #5509) at a grade G-EL (\$12.967 per hour / \$26,971.36 annually) in the Solid Waste Collections Administration Department (54801) to be effective no sooner than January 13, 2020.

### **BACKGROUND INFORMATION**

**Previous Commission action/date:** N/A

**Background:** These positions were newly created during the Fiscal Year 2019/2020 Budget Cycle or vacated in November 2019, due to the promotion of the previous employees. The Development and Environmental Director respectfully requests that the above recommendations are approved.

### **FINANCIAL IMPACT**

**Total cost of recommendation:** \$296,784.80 - budgeted

**Budget line item(s) to be used:** 54800.5113, 54325.5113, 54370.5113

**If this is not a budgeted expenditure, does the recommendation create a need for funding?**  
N/A

### **LEGAL IMPACT**

**Is legal review necessary for this staff recommendation and related documents?**  
N/A

**Reviewed/approved by:** N/A

**Additional comments:** N/A

**ADVERTISING REQUIREMENTS**

**Is advertising required for this recommendation? N/A**

**If the proof of publication affidavit is not attached, list the reason: N/A**

**FOLLOW UP IMPLEMENTATION**

**For time-sensitive follow up, select deadline date for follow up: N/A**

**Individual(s) responsible for follow up: Personnel - Implement Changes**

**Action required (list contact persons/addresses if documents are to be mailed or emailed):  
N/A**

**Additional instructions/notes: N/A**



# Baldwin County Commission

## Agenda Action Form

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**File #:** 20-0393, **Version:** 1

**Item #:** DA1

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**Meeting Type:** BCC Regular Meeting

**Meeting Date:** 1/7/2020

**Item Status:** New

**From:** Wayne A. Dyess, County Administrator

**Submitted by:** Barbara Pate, Commission Executive Assistant

---

### ITEM TITLE

Case No. LV-19004 - Alcohol License Application for Riverside Properties, LLC d/b/a Riverside Grocery

### STAFF RECOMMENDATION

Consider the 050 - Retail Beer (Off Premises Only) application for Riverside Properties, LLC d/b/a Riverside Grocery, located at 72071 State Highway 59, Little River, Alabama, 36550, and approve the issuance of said license(s) by the Alabama Beverage Control (ABC) Board, if the public hearing does not reveal a legitimate reason to deny the application.

### BACKGROUND INFORMATION

**Previous Commission action/date:** N/A

**Background:** Staff has verified the applicant has a current business license, all sales tax requirements have been satisfied, Health Department approval has been obtained and the Baldwin County Sheriff's Office does not oppose the issuance of this license.

### FINANCIAL IMPACT

**Total cost of recommendation:** N/A

**Budget line item(s) to be used:** N/A

**If this is not a budgeted expenditure, does the recommendation create a need for funding?** N/A

### LEGAL IMPACT

**Is legal review necessary for this staff recommendation and related documents?**

N/A

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**Reviewed/approved by:** N/A

**Additional comments:** N/A

**ADVERTISING REQUIREMENTS**

**Is advertising required for this recommendation?** Yes, see attached.

**If the proof of publication affidavit is not attached, list the reason:** N/A

**FOLLOW UP IMPLEMENTATION**

**For time-sensitive follow up, select deadline date for follow up:** N/A

**Individual(s) responsible for follow up:**

Correspondence to:

State of Alabama ABC Board  
c/o Ms. Betty Dean  
2715 Gunter Park Drive, West  
Montgomery, Alabama 36109

Via email only: [betty.dean@abc.alabama.gov](mailto:betty.dean@abc.alabama.gov)

Cc: Jessica M. McDill, Representative of Applicant (via email only - [jmm@chasonlaw.com](mailto:jmm@chasonlaw.com))

**Action required (list contact persons/addresses if documents are to be mailed or emailed):** N/A

**Additional instructions/notes:** N/A

**Baldwin County Commission  
Location Verification Request  
Baldwin County Planning and Zoning Department**

Main Office Mailing Address  
PO Box 220, Silverhill, AL 36576  
Phone: (251) 580-1655 Fax: (251) 580-1656

Main Office Physical Address  
22070 Hwy 59, Robertsdale, AL 36567  
Phone: (251) 580-1655 Fax: (251) 580-1656

Foley Satellite Courthouse  
201 East Section Street, Foley, AL 36535  
Phone: (251) 972-8523 Fax: (251) 972-8520

| Applicant Information |                                     |        |                                       |
|-----------------------|-------------------------------------|--------|---------------------------------------|
| Name:                 | <u>Riverside Properties, L.L.C.</u> | D/B/A: | <u>Riverside Grocery</u>              |
| Mailing Address:      | <u>72071 State Highway 59</u>       |        |                                       |
| City:                 | <u>Bay Minette</u>                  | State: | <u>Alabama</u> Zip code: <u>36550</u> |
| Telephone:            | <u>(251) 862 - 5557</u>             | Fax:   | <u>(251) 862 - 5567</u> e-mail: _____ |

| <input checked="" type="checkbox"/> ABC License Application   | Site Information   |
|---|--|
| Business Name:  | <u>Riverside Properties, L.L.C., doing business as Riverside Grocery</u> |
| E-911 Address of Site:  | <u>72071 State Highway 59, Little River, Alabama 36550</u>               |
| Parcel ID Number:   | <u>05-01-09-30-0-000-016-010</u>   |
|   | <i>*parcel information must be completed</i>                             |
| Proposed Use:   | <u>Convenience Store, Continued Use</u>                                  |
| *Parcel ID number is listed on property tax receipts, or may be obtained from the Baldwin County Revenue Commission at its web site ( <a href="http://www.revcomm.co.baldwin.al.us">www.revcomm.co.baldwin.al.us</a> ) or by calling (251)937-0245. |  |

Steve P. Bradley 11-1-19  
 Signature of Applicant Date

City  County

Please be advised that this location verification is for informational purposes only. Specific uses for the zoning classification should be verified through the Baldwin County Zoning Ordinance and associated maps or through consultation with the Planning and Zoning staff at 580-1655.

| Office Use Only   |   |
|---|---|
| P&Z Verified By:  | <u>Crystal Bator</u> Date: <u>11-15-19</u>  |
| Case No. ZV -   | <u>190827</u> <input checked="" type="checkbox"/> Unzoned <input type="checkbox"/> Zoned Zoning Classification: _____ |
| <input type="checkbox"/> City Limits:   | Planning District <u>1</u>  |
| <input type="checkbox"/> Permitted Use <input type="checkbox"/> Not Permitted Use | Fire District: <u>Beat 1</u>  |
| Comments: _____   |   |

BALDWIN COUNTY COMMISSION

CONSENT FOR INSPECTION

I, Jessica M. McDill, Agent, the owner or authorized agent for the owner of the premises located at 72071 State Highway 59, Little River, AL 36550

do hereby consent to the inspection of said premises and the posting of a public notice sign, by an employee of the Baldwin County Planning Department, Baldwin County, Alabama, in conjunction with application for an alcohol license, without further notice. I understand that the public signs are the property of the Baldwin County Commission and are only to be removed by an employee of the Baldwin County Commission.

Dated this 26 day of November, 2019.

Jessica M. McDill  
Attorney In Fact  
Signature of Owner or Authorized Agent

251-937-2191  
Telephone number

# STATE OF ALABAMA

CONTROL NO.  
958343

BALDWIN COUNTY

LICENSE NO.  
2004181

ACCOUNT NO.  
10902

ISSUED TO:

RIVERSIDE GROCERY BRADLEY BETTY P  
RIVERSIDE, PROPERTIES LLC  
72071 HWY 59  
LITTLE RIVER, AL 36550

|                  |
|------------------|
| LICENSE YEAR     |
| <b>2019-2020</b> |

| DATE ISSUED |     |      |
|-------------|-----|------|
| 10          | 28  | 2019 |
| MON         | TUE | WED  |

| LICENSE TYPE         |   |
|----------------------|---|
| STORE LICENSE        | X |
| CHAIN STORE LICENSE  |   |
| OCCUPATIONAL LICENSE | X |

MINIMUM INVESTMENT

72071 HWY 59  
LITTLE RIVER, AL 36550

EXPIRES

September 30, 2020  
RENEW IN OCTOBER

RL:LF936

U76 - #958343 - T2 - P192774 - M1

| SECTION | BUSINESS TYPE  | License Amount | FEE  | PENALTY | GRATION | INTEREST | TOTAL |
|---------|--|----------------|------|---------|---------|----------|-------|
| 0153    | SANDWICH SHOPS, BARBECUE STANDS, ETC                             | 7.50           | 1.00 | 0.00    | 0.00    | 0.00     | 8.50  |
| 0072    | CIGARS, CIGARETTES, CHEROOTS, ETC - RETAILERS                    | 3.00           | 1.00 | 0.00    | 0.00    | 0.00     | 4.00  |
| 069A    | CEREAL BEVERAGES, SOFT DRINKS - RETAILERS<br>(sealed containers) | 3.75           | 1.00 | 0.00    | 0.00    | 0.00     | 4.75  |
| 158A    | SHOTGUNS, RIFLES, AMMUNITION, ETC                                | 4.50           | 1.00 | 0.00    | 0.00    | 0.00     | 5.50  |
| 315A    | STORE LICENSE  | 1.00           | 1.00 | 0.00    | 0.00    | 0.00     | 2.00  |
| 0106    | GASOLINE STATIONS AND PUMPS<br>(3 add'l pumps)                   | 15.00          | 1.00 | 0.00    | 0.00    | 0.00     | 16.00 |

TRANSFER OF LICENSE

Evidence having been produced before me that a bona fide sale of the business licensed by this certificate has been made

Kathleen D. Baxter

State Comptroller

Vernon Barnett

Commissioner of Revenue

MARKE D'OLIVE DR

Issuing Authority

Name of Purchaser

Issuing Authority

TOTAL 40.75

MAIL FEE 0.00

TOTAL WITH MAIL FEE 40.75

2020 - 2004181  
10/28/2019 01:55:08 AM  
U76 - #958343  
T2 - P192774 - M1

RIVERSIDE GROCERY BRADLEY BETTY P  
RIVERSIDE, PROPERTIES LLC  
72071 HWY 59  
LITTLE RIVER, AL 36550

# Alabama Department of Public Health



## FOOD PERMIT

**Baldwin**  
COUNTY

Limited Food  
Priority Category 2

**LF-936**  
PERMIT NUMBER

**Riverside Properties, LLC d/b/a Riverside Grocery**

BUSINESS OWNER OR AUTHORIZED AGENT  
IS HEREBY PERMITTED TO MAINTAIN AND OPERATE

**Riverside Grocery**

ESTABLISHMENT  
LOCATED AT

**72071 Highway 59**

STREET

**Little River**

CITY OR TOWN

**36550-**

ZIP

THIS PERMIT SIGNIFIES COMPLIANCE ON THE DATE OF ISSUE WITH THE  
ALABAMA DEPARTMENT OF PUBLIC HEALTH RULES FOR

**Rules for Food Service Sanitation - 420-3-22**

PURSUANT TO ALABAMA LAW (SECTION 22-20-5 CODE OF ALABAMA,  
1975) AND IS VALID UNTIL PERMIT EXPIRES, IS SUSPENDED OR REVOKED.

**10/01/19**  
Date issued

**09/30/20**  
Expiration Date

Scott Harris, M.D.  
State Health Officer

Local or District Health Official

Display for public view - not transferable

ADPH-FLP-102L-10.2017

# OFFICE OF SHERIFF

---

BALDWIN COUNTY, ALABAMA  
SHERIFF HUEY HOSS MACK

310 Hand Avenue  
Bay Minette, Alabama 36507  
(251) 937-0210  
Fax (251) 580-1687

TO: Baldwin County Commission

FROM: Anthony Lowery,  
Chief Deputy



Date: December 5, 2019

Subject: Alcoholic Beverage License  
Riverside Properties, LLC  
DBA: Riverside Grocery  
Location: 72071 State Hwy 59  
Little River, Al 36550  
Mailing: 72075 State Hwy 59 Little River, Al 36550

APPLICANT: Bette P Bradley

Based on information provided to the Baldwin County Sheriff's Office in the above referenced license application we do not oppose issuance of the license.

AL/HJ

**From:** [Barbara Pate](#)  
**To:** [Jessica M. McDill](#); [Tonya R. Harville](#)  
**Cc:** [Anu Gary](#); [Monica English](#); [Miranda N. McKinnon](#); [Tawanda Golley](#); [Barbara Pate](#); [Joe Ryan](#); [Vince Jackson](#); [Celena Boykin](#); [Betty Dean](#); [April Wallace](#)  
**Subject:** FW: Public Hearing Date for ABC License Case No. LV-19004 - Riverside Properties, LLC d/b/a Riverside Grocery  
**Date:** Monday, December 9, 2019 12:58:07 PM  
**Attachments:** [Legal Notice Gulf Coast News - 20180206 Revision.doc](#)  
**Importance:** High

---

Good Afternoon,

Here is the information regarding your advertising and Public Hearing.

Please note, due to the upcoming Holidays it's important that you contact the newspaper in timely manner to meet their Holiday Deadline Schedules.

**INSTRUCTIONS FOR ADVERTISING YOUR PUBLIC HEARING:**

1. VERIFY THAT ALL INFORMATION LISTED BELOW IS CORRECT.
2. PRINT OUT THIS EMAIL AND THE ATTACHED LEGAL NOTICE FORM.
3. FILL OUT THE FORM AND TAKE THE EMAIL AND THE COMPLETED FORMS WITH YOU TO THE GULF COAST NEWSPAPERS, LOCATED AT 901 MCKENZIE STREET, FOLEY, ALABAMA. TEL (251) 943-2151.
4. THE ADVERTISEMENT(S) MUST BE PUBLISHED AS FOLLOWS: **ONCE PER WEEK FOR THREE (3) CONSECUTIVE WEEKS PRIOR TO PUBLIC HEARING DATE**

Via Email Only: Jessica M. McDill, Applicant, [jmm@chasonlaw.com](mailto:jmm@chasonlaw.com)

|                      |  |
|----------------------|--|
| Case Number:         | LV-19004 Riverside Properties, LLC d/b/a Riverside Grocery |
| Location:            | 72071 State Highway 59, Little River, Alabama 36550        |
| License Type:        | 050 - Retail Beer (Off Premises Only)                      |
| Public Hearing Date: | January 7, 2020  |

A **Public Hearing** has been established before the Baldwin County Commission for the above referenced License Application(s) on **January 7, 2020**, at **8:30 AM** in the Chambers of the Baldwin County Administration Building, located at 322 Courthouse Square, Bay Minette, Alabama 36507.

If you have questions regarding this public hearing, please contact the Baldwin County Administration Department (Bay Minette Commission Office) at 251-937-0264.

You must obtain and provide an original proof of publication affidavit from the newspaper office to the County Commission Administration Office in Bay Minette on or before the public hearing date. A copy of the affidavit is not sufficient and could delay your application process. Please be aware that you (or an authorized representative) must appear in person for the public hearing.

If you have any questions, please feel free to contact Administration staff.

Thank you,



A DIVISION OF OPC NEWS, LLC  
PO BOX 1677 • SUMTER, SC 29150

FOLEY 251.943.2151  
The Courier – The Islander  
The Onlooker  
The Baldwin Times

LEGAL REP -  
251-345-6805

**PROOF OF PUBLICATION  
STATE OF ALABAMA • BALDWIN COUNTY**

Before me, the undersigned authority in and for said County, in said State, personally appeared April M. Perry who, by me duly sworn, deposes and says that: she is the Legal Representative of the following newspaper listed below, a newspaper of GENERAL CIRCULATION, PUBLISHED and PRINTED in Baldwin County, Alabama, and that there was published in The Courier, The Islander, The Onlooker, & or The Baldwin Times in the issue/s of:

12/18/2019, 12/25/2019, 01/01/2020

a legal notice, a copy of which is hereto attached. The sum charged by the Newspaper for said publication does not exceed the lowest classified rate paid by commercial customers for an advertisement of similar size and frequency in the same newspaper(s) in which the public notice appeared.

There are no agreements between the Newspaper and the officer or attorney charged with the duty of placing the attached legal advertising notices whereby any advantage, gain or profit accrued to said officer or attorney.

X April M. Perry  
April M. Perry, Legal Ad Representative

X Amber Kimbler  
Amber Kimbler, Notary Public  
Baldwin County, Alabama  
My commission expires April 10, 2022



AMBER KIMBLER  
My Commission Expires  
April 10, 2022

Sworn and subscribed to on 01/01/2020.

CHASON & CHASON, P.C.

Acct#: 984135

Ad#: 306992

LL: Riverside Properties, LLC (Riverside Grocery)

Amount of Ad: \$105.00

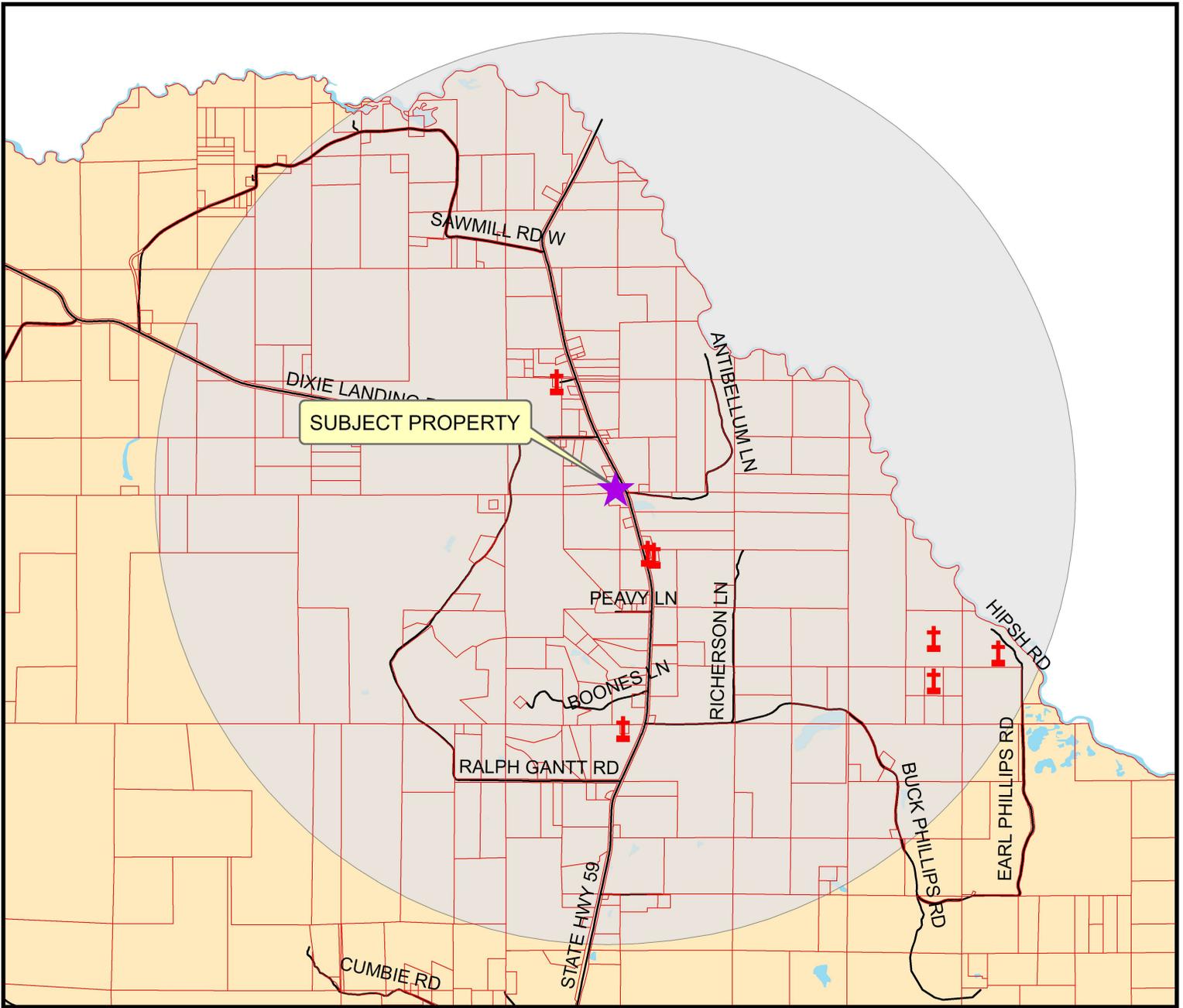
Legal File# LL: Riverside P

**NOTICE OF PENDING  
APPLICATION FOR APPROVAL  
OF ISSUANCE OF ALCOHOLIC  
BEVERAGE LICENSE**

Notice is hereby given that Bette P. Bradley has requested that the Baldwin County Commission approve the issuance of a 050 - Retail Beer (off premises only) alcoholic beverage license(s) by the Alabama Alcoholic Beverage Control (ABC) Board and that the 7th day of January, 2020 at 8:30 o'clock A.M. has been set for a public hearing thereof in the Baldwin County Commission Chambers, Baldwin County Administration Building, as located at 322 Courthouse Square, Bay Minette, Alabama 36507.

The name and exact location of the business being Riverside Properties, LLC, doing business as Riverside Grocery, located at 72071 State Highway 59, Little River, Alabama 36550.

At the public hearing, any interested person may appear at said time and place to be heard either in support of or in opposition to the granting by the Baldwin County Commission of such approval.  
December 18-25, 2019;  
January 1, 2020

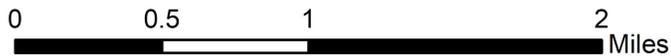


BALDWIN COUNTY COMMISSION  
PLANNING AND ZONING DEPARTMENT

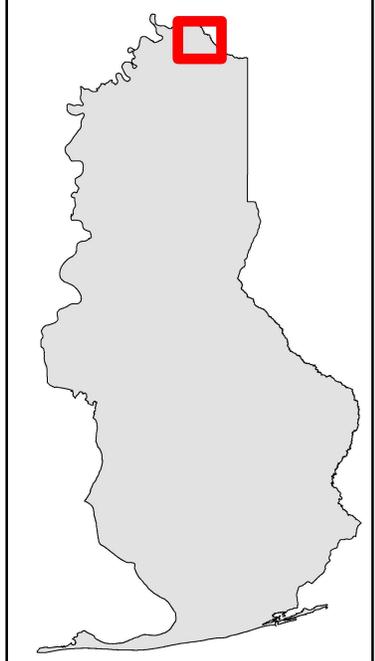


-  Place of Worship
-  School Locations
-  Parcels
-  Roads
-  2-Mile Buffer

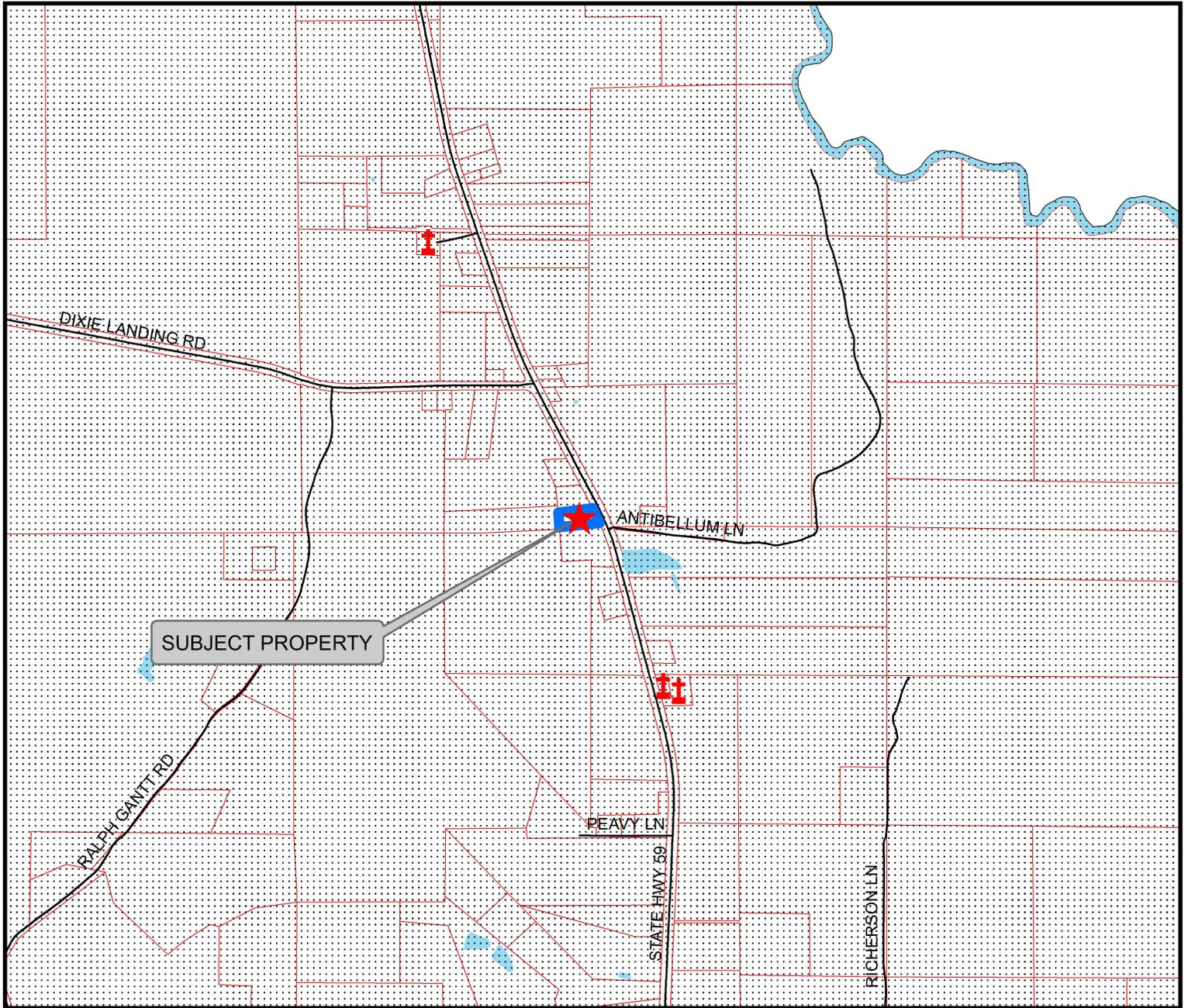
**RIVERSIDE PROPERTIES, LLC dba  
RIVERSIDE GROCERY  
72071 STATE HWY 59, LITTLE RIVER, AL  
36550  
ABC LICENSE**



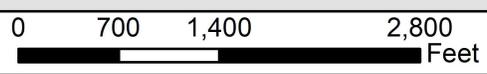
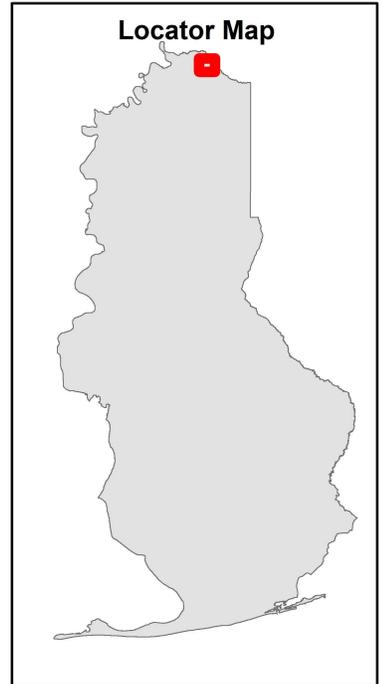
Locator Map



The information contained in this representation of digital data distributed by the Baldwin County Commission's Planning and Zoning Department is derived from a variety of public and private sources and is considered to be dependable. However, the accuracy, completeness, and currency thereof are not guaranteed. The Baldwin County Commission makes no warranties, expressed or implied, as to the accuracy, completeness, currency, reliability, or suitability of information or data contained in or generated from the County Geographic Database for any particular purpose. Additionally, the Baldwin County Commission or any agent, servant, or employee thereof assume no liability associated with the use of this data, and assume no responsibility to maintain it in any matter or form. For more information concerning this map call 251.580.1655.

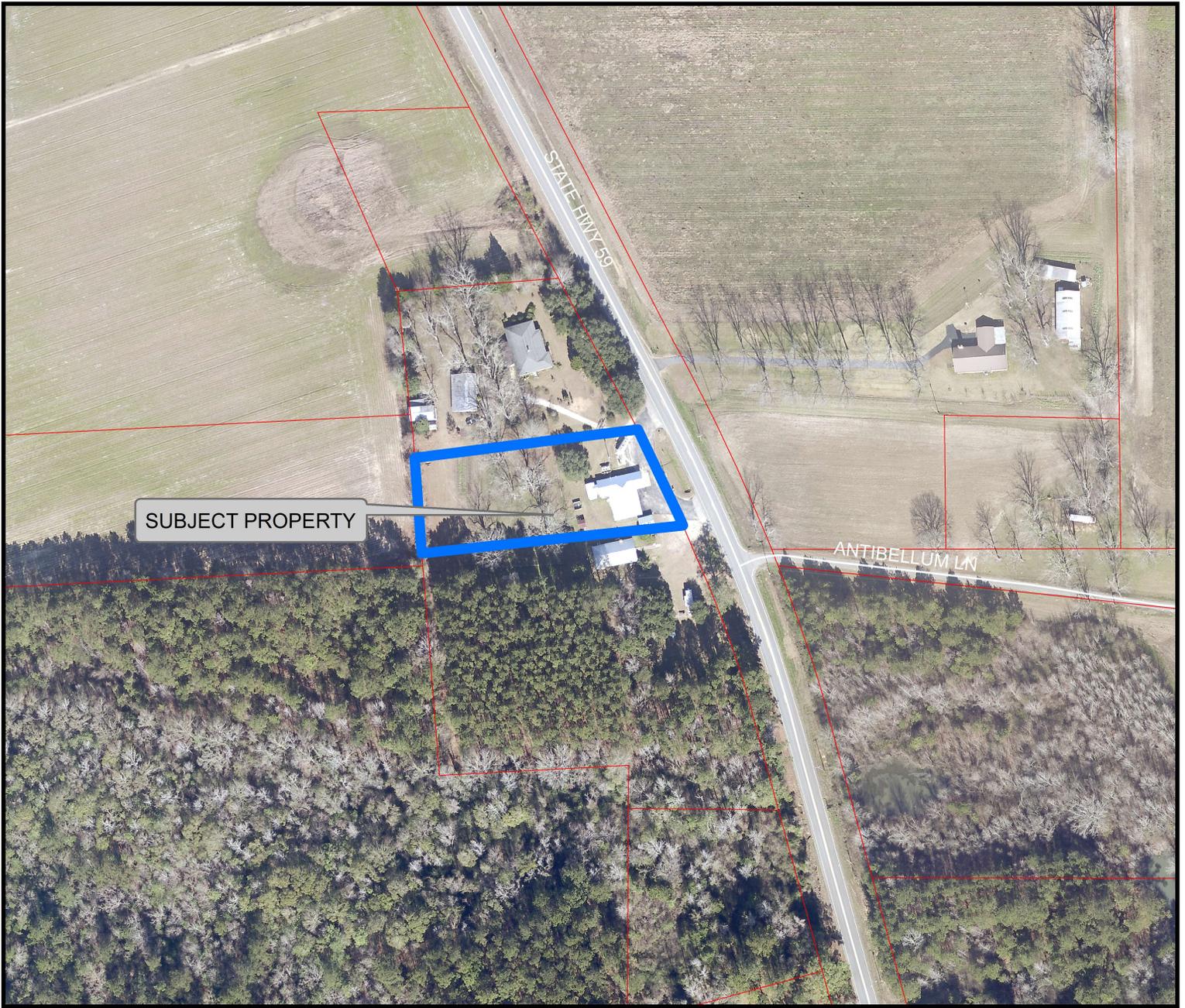


**RIVERSIDE PROPERTIES, LLC dba  
RIVERSIDE GROCERY  
72071 STATE HWY 59, LITTLE RIVER, AL  
36550  
ABC LICENSE**



|                               |   |  |
|-------------------------------|---|--|
| Place of Worship              | Rural Agricultural District (RA)                  | Residential Manufactured Housing Park District (RMH) |
| School Locations              | Conservation Resource District (CR)               | Marine Recreation District (MR)                      |
| Unincorporated Baldwin County | Residential Single Family Estate District (RSF-E) | Outdoor Recreation District (OR)                     |
| Roads                         | Residential Single Family District (RSF-1)        | Tourist Resort District (TR)                         |
| Water                         | Residential Single Family District (RSF-2)        | Professional Business District (B-1)                 |
| City Limits                   | Residential Single Family District (RSF-3)        | Neighborhood Business District (B-2)                 |
| Parcels                       | Residential Single Family District (RSF-4)        | General Business District (B-3)                      |
| Rural District (RR)           | Residential Two Family District (RTF-4)           | Major Commercial District (B-4)                      |
|                               | Residential Single Family District (RSF-6)        | Light Industrial District (M-1)                      |
|                               | Residential Two Family District (RTF-6)           | General Industrial District (M-2)                    |
|                               | Residential Multiple Family District (RMF-6)      |  |

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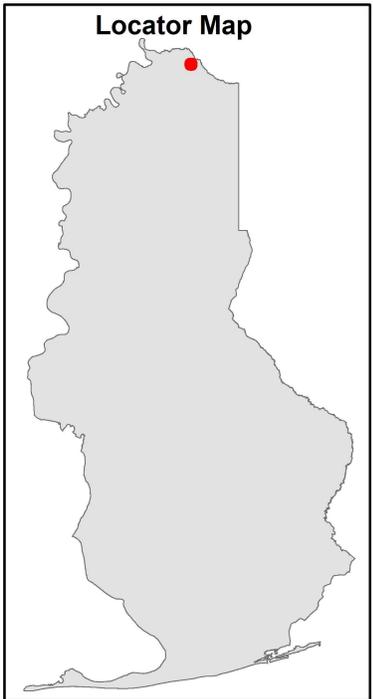
SUBJECT PROPERTY



**RIVERSIDE PROPERTIES, LLC dba RIVERSIDE GROCERY**  
**72071 STATE HWY 59, LITTLE RIVER, AL 36550**  
**ABC LICENSE**



-  Place of Worship
-  School Locations
-  Roads
-  Parcels



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ALCOHOL BEVERAGE  
LICENSE APPLIED FOR  
Case Number  
**LV-19004**  
For Information Contact  
Baldwin County Commission  
Administration Department  
(251) 937-0264

12/10/2019

**Special Power of Attorney**

I, Bette P. Bradley hereby appoint Jessica M. McDill as my attorney in fact to act in my capacity to do the following:

To sign and execute forms/documents relating to Alabama Alcoholic Beverage Control Board and the local governing body concerning Riverside Properties, L.L.C.  
*Sole proprietor/corporation/association/LLC/LLP*

The rights, powers, and authority of my attorney in fact to exercise any and all of the rights and powers herein granted shall commence and be in full force and effect on 11/1/2019, and shall remain in full force and effect until 3/1/2020 or unless specifically extended or rescinded earlier by either party.  
*(Date)*  
*(Date)*

11-1-2019  
Date

Bette P. Bradley  
Signature

BEFORE ME, the undersigned authority, on this November 1, 2019, personally appeared Bette P. Bradley to me well known to be the person described in and who signed the foregoing, and acknowledged to me that he executed the same freely and voluntarily for the uses and purposes therein expressed.

WITNESS my hand and official seal the date aforesaid.

[Signature] NOTARY PUBLIC

My Commission Expires: 10/7/2023



# Baldwin County Commission

## Agenda Action Form

---

**File #:** 20-0482, **Version:** 1

**Item #:** EA1

---

**Meeting Type:** BCC Regular Meeting

**Meeting Date:** 1/7/2020

**Item Status:** New

**From:** Cian Harrison, Clerk/Treasurer

Eva Cutsinger, Senior Accountant

**Submitted by:** Sharon Grant, Accounts Payable Supervisor

---

### ITEM TITLE

Payment of Bills

### STAFF RECOMMENDATION

Pay bills totaling \$10,782,710.44 (ten million, seven hundred eighty-two thousand, seven hundred ten dollars and forty-four cents) with the exception of those vendors Commissioners requested to be pulled, which are listed in the Baldwin County Accounts Payable Payments.

Of this amount, \$7,434,121.10 (seven million, four hundred thirty-four thousand, one hundred twenty-one dollars and ten cents) is payable to the Baldwin County Board of Education for its portion of the County Sales and Use Tax.

### BACKGROUND INFORMATION

**Previous Commission action/date:** N/A

**Background:** N/A

### FINANCIAL IMPACT

**Total cost of recommendation:** \$10,782,710.44

**Budget line item(s) to be used:** N/A

**If this is not a budgeted expenditure, does the recommendation create a need for funding?** N/A

### LEGAL IMPACT

**Is legal review necessary for this staff recommendation and related documents?**

N/A

---

Reviewed/approved by: N/A

Additional comments: N/A

ADVERTISING REQUIREMENTS

Is advertising required for this recommendation? N/A

If the proof of publication affidavit is not attached, list the reason: N/A

FOLLOW UP IMPLEMENTATION

For time-sensitive follow up, select deadline date for follow up: N/A

Individual(s) responsible for follow up: N/A

Action required (list contact persons/addresses if documents are to be mailed or emailed): N/A

Additional instructions/notes: N/A

**A/P Vendors Exceeding \$20,000**  
 Commission Meeting: January 07, 2020

| <u>Vendor Name</u>                      | <u>Amount</u>        | <u>Brief Description</u>                     |
|---|----------------------|--|
| Baldwin Co. Bd. of Education            | 6,265,898.66         | Sales Tax                                    |
|   | 1,168,222.44         | Use Tax                                      |
|   | 188,324.28           | Casual Sales Tax; Nov 2019                   |
| Baldwin Cnty District Attorney's Office | 140,000.00           | Restitution & Recovery                       |
|   | 60,000.00            | Worthless Check Fund                         |
|   | 37,645.00            | Act 2000-344; 2nd Qtr FY20                   |
|   | 35,000.00            | DA Environmental Appropriation; 2nd Qtr FY20 |
|   | 26,782.14            | Sales Tax                                    |
|   | 9,000.00             | DA Subsidy; 2nd Qtr FY20                     |
|   | 7,500.00             | Revenue; 2nd Qtr FY20                        |
|   | 108.23               | Casual Sales Tax; Nov 2019                   |
| Gulf Shores Board of Education          | 360,363.08           | Sales Tax                                    |
|   | 79,126.65            | Use Tax                                      |
|   | 13,027.97            | Casual Sales Tax; Nov 2019                   |
| Thompson Tractor Co                     | 278,182.85           | Motorgrader; Highway                         |
|   | 11,251.57            | Repairs & Maintenance                        |
| Coastal Community College               | 130,106.44           | Sales Tax                                    |
|   | 524.93               | Casual Sales Tax; Nov 2019                   |
| Baldwin Youth Services                  | 53,648.96            | Sales Tax                                    |
|   | 216.46               | Casual Sales Tax; Nov 2019                   |
| Adams Stewart Architects LLC            | 73,990.17            | Fairhope Courthouse; 2nd Floor               |
|   | 11,933.77            | Bay Minette Courthouse                       |
| Baldwin Cnty Economic Development       | 95,000.00            | 2nd Qtr FY20 Appropriation                   |
|   | 21,718.90            | Sales Tax                                    |
| Beard Equipment Co                      | 61,673.27            | Excavator; Solid Waste                       |
|   | 42,635.27            | Skid Steer; Solid Waste                      |
| Baldwin Cnty Library Cooperative        | 22,500.00            | 2nd Qtr FY20 Appropriation                   |
| Pictometry International Corp.          | 33,064.00            | License Agreement Deposit; Aerial Photos     |
| Mobile Asphalt Co LLC                   | 202,455.28           | Road Building Materials                      |
| Star Service Inc of Mobile              | 31,937.33            | A/C Units & Repairs                          |
| Election Systems & Software             | 191,930.00           | Express Vote Terminals                       |
| TSA Inc                                 | 104,336.24           | Computer Equipment                           |
| Sun Coast Builders                      | 20,155.00            | Building Repairs; Magnolia Landfill          |
| Symbol Health Solutions                 | 22,762.42            | Medical Services                             |
| J&R System Integration LLC              | 35,398.55            | Security Equipment                           |
| QCHC Inc                                | 268,065.95           | Medical Services                             |
| Stone Crosby PC                         | 29,538.28            | Legal Services                               |
| ESRI Inc                                | 83,780.27            | Renewal                                      |
| Vulcan Materials Co                     | 53,666.73            | Road Building Materials                      |
| CDW-Government Inc                      | 30,331.30            | Computer Equipment                           |
| Southdata Inc                           | 23,339.71            | Solid Waste Billing                          |
| <b>TOTAL</b>                            | <b>10,325,142.10</b> |  |

**Baldwin County Commission  
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| Vendor Summary                                | Totals       |
|---|--------------|
| 1 AARON MEDIA SERVICES                        | 3,000.00     |
| 2 ADAMS AND REESE LLP                         | 6,000.00     |
| 3 ADAMS STEWART ARCHITECTS LLC                | 85,923.94    |
| 4 AIRGAS USA, LLC                             | 1,037.01     |
| 5 AL STATE DEPT OF AGRICULTURE & INDUSTRY     | 155.00       |
| 6 AL STATE DEPT OF ENVIRONMENTAL MANAGEMENT   | 60.00        |
| 7 ALABAMA ASSN OF EMERGENCY MANAGERS-AAEM     | 300.00       |
| 8 ALABAMA ASSN OF FLOODPLAIN MANAGERS         | 150.00       |
| 9 ALABAMA ASSN OF PUBLIC PERSONNEL ADMIN      | 375.00       |
| 10 ALABAMA COASTAL RADIOLOGY                  | 777.30       |
| 11 ALABAMA CORRECTIONAL INDUSTRIES            | 7,731.00     |
| 12 ALABAMA LAW ENFORCEMENT AGENCY             | 8,685.00     |
| 13 ALL AMERICAN FAUCET PARTS                  | 918.00       |
| 14 ALLIANCE PUBLISHING GROUP                  | 850.00       |
| 16 ANDERSON, WILLIE FELISHA                   | 279.72       |
| 17 ANIMAL MEDICAL CENTER                      | 1,178.00     |
| 18 ASHBERRY LANDFILL LLC                      | 40.00        |
| 19 ASPLUNDH TREE EXPERT                       | 7,512.75     |
| 20 ASSN OF STATE FLOODPLAIN MANAGERS INC      | 165.00       |
| 21 AUTO ZONE - FOLEY                          | 106.61       |
| 22 AUTO ZONE - ROBERTSDALE                    | 28.98        |
| 23 BALDWIN ANIMAL CLINIC PC                   | 1,266.81     |
| 24 BALDWIN CNTY ASSN OF REALTORS INC          | 2,662.00     |
| 25 BALDWIN CNTY BOARD OF EDUCATION            | 7,622,445.38 |
| 26 BALDWIN CNTY ECONOMIC DEVELOPMENT ALLIANCE | 116,718.90   |
| 27 BALDWIN CNTY LIBRARY COOPERATIVE INC       | 22,500.00    |
| 28 BALDWIN CNTY SHERIFF'S OFFICE              | 2,990.00     |
| 29 BALDWIN CNTY SOLID WASTE                   | 409.23       |
| 30 BALDWIN CNTY UNITED                        | 2,500.00     |
| 31 BALDWIN EYE CLINIC                         | 162.00       |
| 32 BALDWIN LOCKSMITHING                       | 222.78       |
| 33 BALDWIN SIGNS                              | 575.00       |
| 34 BALDWIN TRACTOR                            | 850.00       |
| 35 BALDWIN TROPHIES                           | 42.00        |
| 36 BALDWIN YOUTH SERVICES                     | 53,865.42    |
| 37 BARR, JOSHUA R                             | 438.00       |
| 38 BAY MINETTE ANIMAL CLINIC                  | 1,302.00     |
| 39 BAY MINETTE LAND CO                        | 1,000.00     |
| 40 BAY SIDE RUBBER & PRODUCTS                 | 1,366.74     |
| 41 BAY UTILITY TRAILERS INC                   | 60.00        |
| 42 BEARD EQUIPMENT CO                         | 104,308.54   |
| 43 BEAUCHAMP POWER WASHING                    | 4,150.00     |
| 44 BENSON'S APPLIANCE CENTER                  | 175.00       |
| 45 BLACKHAWK TECHNOLOGY CO                    | 302.15       |
| 46 BLOSSMAN GAS                               | 70.79        |
| 47 BLUE SHEET, THE                            | 120.00       |

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| Vendor Summary                              | Totals     |
|---|------------|
| 48 BOB BARKER CO INC                        | 3,177.55   |
| 49 BONNER, SHANNA TERESE                    | 23.44      |
| 50 BOYKIN, CELENA R                         | 77.95      |
| 51 BRINK'S INCORPORATED                     | 230.62     |
| 52 BUCK, JOEI LANE                          | 386.20     |
| 53 CAMPBELL HARDWARE & SUPPLY CO            | 838.13     |
| 54 CDG ENGINEERS & ASSOCIATES               | 7,414.08   |
| 55 CDW - GOVERNMENT, INC                    | 30,331.30  |
| 56 CERTIFIED LABORATORIES                   | 144.00     |
| 57 CHANCE, TAMMY D                          | 37.12      |
| 58 CHARM-TEX INC                            | 3,191.00   |
| 59 CHILDRESS, KELLY D                       | 29.70      |
| 60 CHRISTIE STRATEGY GROUP                  | 10,500.00  |
| 61 CHUCK STEVENS AUTO INC                   | 950.52     |
| 62 CHUCK STEVENS CHEVROLET                  | 2,639.87   |
| 63 CINTAS - UNIFORMS                        | 5,482.04   |
| 64 CINTAS FIRST AID & SAFETY                | 50.59      |
| 65 CINTAS LOCATION #211                     | 5,668.75   |
| 66 CITY ELECTRIC SUPPLY                     | 109.28     |
| 67 COASTAL AL COM COLLEGE                   | 130,631.37 |
| 68 COASTAL FIRE SOLUTIONS                   | 1,042.50   |
| 69 COASTAL INDUSTRIAL SUPPLY                | 181.32     |
| 70 COASTAL OCCUPATIONAL MEDICINE            | 560.00     |
| 71 COCA COLA BOTTLING CO                    | 296.80     |
| 72 COCKRELLS BODY SHOP                      | 150.20     |
| 73 COMMUNICATIONS STORE                     | 11.99      |
| 74 COPY PRODUCTS COMPANY                    | 1,223.99   |
| 75 DADE PAPER & BAG CO                      | 5,519.53   |
| 76 DANNY'S HYDRAULICS                       | 292.98     |
| 77 DAWN WILSON STUDIOS                      | 2,200.00   |
| 78 DAY, LYNN H                              | 131.00     |
| 79 DEL CITY                                 | 302.56     |
| 80 DISTRICT ATTORNEY'S OFFICE               | 316,035.37 |
| 81 EASTERN SHORE URGENT CARE                | 140.00     |
| 82 ELECTION SYSTEMS & SOFTWARE INC          | 191,930.00 |
| 83 EQUIPMENT SALES CO                       | 726.64     |
| 84 ESRI INC                                 | 83,780.27  |
| 85 EVANS MFG                                | 2,751.60   |
| 86 EXPRESS OIL CHANGE                       | 336.49     |
| 87 FEDEX                                    | 141.74     |
| 88 FLEETPRIDE                               | 2,530.14   |
| 89 FLOYDS EXHAUST & PERFORMANCE ACCESSORIES | 4,928.00   |
| 90 FORESTRY SUPPLIERS INC                   | 216.09     |
| 91 FORM SOLUTIONS INC                       | 395.00     |
| 92 FORTILINE INC                            | 870.00     |
| 93 FRANKLIN'S STARTER & ALTERNATOR          | 248.00     |

**Baldwin County Commission  
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|     | Vendor Summary                            | Totals     |
|-----|---|------------|
| 94  | G & J'S POWER EQUIPMENT INC               | 837.36     |
| 96  | G T MICHELLI SCALES                       | 1,965.00   |
| 97  | GALL'S LLC                                | 3,901.30   |
| 98  | GANEY, BRENDA Q                           | 3,433.34   |
| 99  | GENERAL MACHINERY CO INC                  | 1,045.06   |
| 100 | GEOCON ENGINEERING & MATERIAL TESTING INC | 1,464.00   |
| 101 | GEOTECHNICAL ENGINEERING TESTING INC      | 2,545.34   |
| 102 | GILMORE SERVICES                          | 19.76      |
| 103 | GOVERNMENTJOBS.COM INC dba NEOGOV         | 11,089.32  |
| 104 | GREEN, JERRY R                            | 74.00      |
| 105 | GUARDIAN RFID                             | 15,832.87  |
| 106 | GULF CITY BODY & TRAILER WORKS, INC       | 215.77     |
| 107 | GULF COAST NEWSPAPERS                     | 1,244.52   |
| 108 | GULF COAST TRUCK & EQUIPMENT CO           | 13,026.05  |
| 109 | GULF SHORES BOARD OF EDUCATION            | 452,517.70 |
| 110 | GULF STATES DISTRIBUTORS                  | 9,585.00   |
| 111 | HENDERSON, KENDEL DYETT                   | 92.80      |
| 112 | HIGHLAND TECHNICAL SERVICES INC           | 680.00     |
| 113 | HI-LINE                                   | 1,532.14   |
| 114 | HILL'S PET NUTRITION INC                  | 715.50     |
| 115 | HOSEA O. WEAVER & SON INC                 | 15,981.88  |
| 116 | HUNT, SHARON J                            | 74.00      |
| 117 | HUNTER SECURITY INC                       | 560.00     |
| 118 | HYDRO TECHNOLOGIES INC                    | 76.00      |
| 119 | IMC HOSPITALISTS LLC                      | 738.41     |
| 120 | IMC-DIAGNOSTIC & MEDICAL CLINIC           | 115.00     |
| 121 | IMC-EMERGENCY PHYSICIANS                  | 445.00     |
| 122 | INFIRMARY OCCUPATIONAL HEALTH PC          | 1,805.00   |
| 123 | INGENUITY INC                             | 3,000.00   |
| 124 | INSIGHT SOFTWARE                          | 2,005.68   |
| 125 | J R WILBURN & ASSOCIATES INC              | 10,559.50  |
| 126 | J&R SYSTEM INTEGRATION LLC/SECURITY 101   | 35,398.55  |
| 127 | JANI KING OF MOBILE                       | 1,326.02   |
| 128 | JJPR LLC                                  | 6,625.00   |
| 129 | JONES WALKER                              | 1,591.26   |
| 130 | JUBILEE GLASS LLC                         | 370.00     |
| 131 | KAISERCOMM INC                            | 258.00     |
| 132 | KENTWOOD SPRINGS WATER                    | 64.37      |
| 133 | KINGS III OF AMERICA INC                  | 272.79     |
| 134 | KNOWINK, LLC                              | 12,200.00  |
| 135 | KUEHL, JASON T                            | 300.00     |
| 136 | LABORATORY CORP OF AMERICA                | 353.00     |
| 137 | LAMBERTH, CYNTHIA R                       | 15.66      |
| 138 | LIFEGUARD AMBULANCE SERVICE               | 852.72     |
| 139 | LOWE'S - DAPHNE                           | 697.67     |
| 140 | LOWE'S - FOLEY                            | 1,817.19   |

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| Vendor Summary                            | Totals     |
|---|------------|
| 141 LOXLEY CWC GENERAL FUND               | 5,280.00   |
| 142 MAC'S AUTOGLASS LLC                   | 980.00     |
| 143 MASON, TAMMY M                        | 415.20     |
| 144 MATHES OF ALABAMA                     | 35.08      |
| 145 MATTHEW BENDER                        | 919.84     |
| 146 MCCRORY & WILLIAMS INC                | 9,167.50   |
| 147 McGRIFF TIRE CO INC                   | 14,373.92  |
| 148 MCPHERSON OIL CO INC/DBA FUELMAN      | 2,365.02   |
| 149 MIDDLETON, CHANDRA K                  | 169.00     |
| 150 MISSISSIPPI MOSQUITO CONTROL LLC      | 14,374.00  |
| 151 MOBILE ASPHALT CO LLC                 | 202,455.28 |
| 152 MOBILE BAY FIREWOOD                   | 773.46     |
| 153 MOBILE BAY REPORTING, INC             | 150.00     |
| 154 MOBILE PRESS REGISTER                 | 557.80     |
| 155 MOYER FORD SALES INC                  | 1,810.93   |
| 156 MSC INDUSTRIAL DIRECT CO INC          | 1,036.50   |
| 157 NATIONAL ASSN OF COUNTIES             | 2,972.00   |
| 158 NEOPOST USA INC                       | 4,976.55   |
| 159 NORTH BALDWIN INFIRMARY               | 108.00     |
| 160 OEC                                   | 2,244.45   |
| 161 OFFICE OF PROSECUTION SERVICES        | 399.21     |
| 162 ONE CUT GLASS, LLC                    | 100.00     |
| 163 O'REILLY AUTO PARTS #1134             | 179.30     |
| 164 O'REILLY AUTO PARTS-FIRST CALL R'DALE | 4,835.97   |
| 165 OTIS ELEVATOR CO                      | 3,870.00   |
| 166 PAM'S EMBROIDERY & SEWING             | 792.00     |
| 167 PARTS HOUSE, THE                      | 331.17     |
| 168 PAUL, TRAVIS MD PC                    | 405.00     |
| 169 PEADEN, MINERVA                       | 40.43      |
| 170 PEDEN, SARA ELIZABETH                 | 30.16      |
| 171 PENSACOLA POOLS                       | 233.90     |
| 172 PEREGRINE SERVICES INC                | 554.78     |
| 173 PETROLEUM TRADERS CORPORATION         | 14,291.78  |
| 174 PICTOMETRY INTERNATIONAL CORP         | 33,064.00  |
| 175 PIGGLY WIGGLY - BAY MINETTE           | 297.84     |
| 176 PIGGLY WIGGLY - FOLEY                 | 950.64     |
| 177 PIGGLY WIGGLY - LOXLEY                | 1,083.45   |
| 178 PITTS & SONS WRECKER SERVICE          | 290.00     |
| 179 PLATO, HEATHER ANN                    | 24.07      |
| 180 POWELL, NORMA C                       | 18.56      |
| 181 POWER SYSTEMS OF MS                   | 6,670.00   |
| 182 PRINT SHOP, THE                       | 824.00     |
| 183 PUBLIC RISK MANAGEMENT ASSN           | 385.00     |
| 184 QCHC INC                              | 268,065.95 |
| 185 QED ENVIRONMENTAL SYSTEMS, INC        | 2,731.60   |
| 186 ROBERTSDALE AUTO PARTS INC            | 1,568.05   |

**Baldwin County Commission  
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| Vendor Summary                          | Totals     |
|---|------------|
| 187 ROBERTSDALE POWER EQUIPMENT         | 38.52      |
| 188 RUFFIN, LORI G                      | 165.00     |
| 189 SALYERS, DEANA M                    | 30.16      |
| 190 SCANNING AMERICA INC                | 6,227.18   |
| 191 SCS FIELD SERVICES                  | 6,538.00   |
| 192 SERVICEMASTER ACTION CLEANING       | 498.00     |
| 193 SHARKEY, MARIA E                    | 6.61       |
| 194 SHARP ELECTRONICS CORPORATION       | 893.39     |
| 195 SHERWIN WILLIAMS - SPANISH FORT     | 199.88     |
| 196 SHOOT, TANZIE SLEDGE                | 367.64     |
| 197 SIBLEY, JANICE ERNIECE              | 131.00     |
| 198 SILVER, VOIT & THOMPSON             | 210.50     |
| 199 SIMS, JAMES W. JR.                  | 1,800.00   |
| 200 SMITH, CHARLOTTE K                  | 231.00     |
| 201 SMITH, JODIE M                      | 56.84      |
| 202 SOUL BOWLZ                          | 1,355.12   |
| 203 SOUTH ALABAMA REGIONAL              | 13,248.11  |
| 204 SOUTH ALABAMA VENDING CO            | 66.60      |
| 205 SOUTHDATA INC                       | 23,339.71  |
| 206 SOUTHEASTERN EQUIPMENT CO           | 733.10     |
| 207 SOUTHERN TIRE MART                  | 155.90     |
| 208 STACEY, CHRISTINA M                 | 131.00     |
| 209 STAPLES CONTRACT & COMMERCIAL, INC. | 4,154.08   |
| 210 STAR SERVICE INC OF MOBILE          | 31,937.33  |
| 211 STEWART, RONALD B                   | 70.00      |
| 212 STONE CROSBY PC                     | 29,538.28  |
| 213 SUMMERTOWN METALS LLC               | 2,355.66   |
| 214 SUMMIT LANDSCAPE SUPPLY             | 387.00     |
| 215 SUN COAST BUILDERS                  | 20,155.00  |
| 216 SUNSOUTH LLC                        | 1,102.38   |
| 217 SWEAT TIRE - BAY MINETTE            | 1,448.16   |
| 218 SWEAT TIRE - ROBERTSDALE            | 838.08     |
| 219 SYMBOL HEALTH SOLUTIONS LLC         | 22,762.42  |
| 220 TAYLOR, HEATHER EMMONS              | 30.16      |
| 221 THOMPSON ENGINEERING                | 9,000.00   |
| 222 THOMPSON TRACTOR CO                 | 289,434.42 |
| 223 THOMPSON, SUSAN HUGGINS             | 30.16      |
| 224 TRACTOR & EQUIPMENT CO              | 443.48     |
| 225 TRAFFIC PARTS INC                   | 1,250.00   |
| 226 TRANE-MOBILE PARTS CENTER           | 4,541.24   |
| 227 TRIPLE "A" FIRE PROTECTION INC      | 1,590.00   |
| 228 TSA INC                             | 104,336.24 |
| 229 TWO-WAY COMMUNICATIONS INC          | 9,583.33   |
| 230 UNITED REFRIGERATION                | 44.43      |
| 231 UNIV AUBURN-GOVERNMENTAL SERVICES   | 660.00     |
| 232 UNIV NORTH ALABAMA                  | 141.00     |

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| <b>Vendor Summary</b> |                           | <b>Totals</b>        |
|-----------------------|---------------------------|----------------------|
| 233                   | USA MEDICAL CENTER        | 132.15               |
| 234                   | VICKREY, JOIE L           | 37.12                |
| 235                   | VOLKERT INC               | 14,997.53            |
| 236                   | VULCAN MATERIALS CO       | 53,666.73            |
| 237                   | VULCAN SIGNS              | 1,110.11             |
| 238                   | W W GRAINGER              | 5,746.01             |
| 239                   | WAL-MART SUPERCENTER      | 1,872.89             |
| 240                   | WALZ, BRENDA J            | 184.90               |
| 241                   | WESCO - FOLEY             | 115.15               |
| 242                   | WESCO DISTRIBUTION        | 139.52               |
| 243                   | WEST GROUP PAYMENT CENTER | 214.99               |
| 244                   | WITTICHEN SUPPLY-DAPHNE   | 102.59               |
| 245                   | WRIGHTS MOTOR PARTS INC   | 879.27               |
| 246                   | XEROX CORP                | 102.68               |
| <b>Grand Total</b>    |                           | <b>10,782,710.44</b> |

| Number | Supplier                          |                | Co    | Balance Open | Aging      |       |            |
|--------|-----------------------------------|----------------|-------|--------------|------------|-------|------------|
|        | Name                              | Phone Number   |       |              | Current    | 1 - 0 | Over 0     |
| 7093   | THOMPSON, SUSAN HUGGINS           | 251 9378785    | 00001 | 30.16        |            |       | 30.16      |
| 10007  | ALABAMA LAW ENFORCEMENT AGENCY    | 2424900        | 00001 | 7,250.00     |            |       | 7,250.00   |
| 10064  | ALABAMA CORRECTIONAL INDUSTRIES   | 2613614        | 00001 | 7,731.00     |            |       | 7,731.00   |
| 10107  | ALABAMA ASSN OF PUBLIC PERSONNEL  |                | 00001 | 375.00       |            |       | 375.00     |
| 10224  | AL STATE DEPT OF ENVIRONMENTAL    | 251 4792593FAX | 00001 | 60.00        |            |       | 60.00      |
| 14084  | BOB BARKER CO INC - PO'S          |                | 00001 | 1,713.12     | 60.00-     |       | 1,773.12   |
| 14101  | BALDWIN CNTY LIBRARY COOPERATIVE  |                | 00001 | 22,500.00    |            |       | 22,500.00  |
| 14132  | BALDWIN YOUTH SERVICES            |                | 00001 | 53,865.42    | 53,648.96  |       | 216.46     |
| 14208  | BALDWIN LOCKSMITHING              |                | 00001 | 222.78       |            |       | 222.78     |
| 14553  | BALDWIN CNTY ECONOMIC DEVELOPMENT | 9472445        | 00001 | 116,718.90   | 21,718.90  |       | 95,000.00  |
| 19009  | CAMPBELL HARDWARE & SUPPLY CO     | 51 9472291     | 00001 | 247.06       |            |       | 247.06     |
| 21127  | DISTRICT ATTORNEY'S OFFICE        |                | 00001 | 73,535.37    | 26,782.14  |       | 46,753.23  |
| 25040  | COASTAL AL COM COLLEGE (FAULKNER) |                | 00001 | 130,631.37   | 130,106.44 |       | 524.93     |
| 27022  | GULF COAST NEWSPAPERS             |                | 00001 | 1,244.52     |            |       | 1,244.52   |
| 27263  | GALL'S LLC                        | 334 649 3678   | 00001 | 3,901.30     |            |       | 3,901.30   |
| 40019  | MOYER FORD SALES INC              | 334 9431661    | 00001 | 783.61       |            |       | 783.61     |
| 40026  | NORTH BALDWIN INFIRMARY           |                | 00001 | 108.00       |            |       | 108.00     |
| 40424  | NATIONAL ASSN OF COUNTIES         | 202 9424221    | 00001 | 2,972.00     |            |       | 2,972.00   |
| 41646  | FEDEX                             |                | 00001 | 115.63       |            |       | 115.63     |
| 43003  | OEC                               | 800 759-3368   | 00001 | 2,244.45     |            |       | 2,244.45   |
| 48256  | PENSACOLA POOLS                   |                | 00001 | 233.90       |            |       | 233.90     |
| 51005  | ELECTION SYSTEMS & SOFTWARE INC   | 800 2924679    | 00001 | 191,930.00   |            |       | 191,930.00 |
| 51009  | ROBERTSDALE AUTO PARTS INC        | 334 9472882    | 00001 | 400.00       |            |       | 400.00     |
| 54037  | SOUTH ALABAMA REGIONAL            | 334 4336541    | 00001 | 4,737.60     |            |       | 4,737.60   |
| 54042  | SWEAT TIRE - ROBERTSDALE          |                | 00001 | 363.45       |            |       | 363.45     |
| 56733  | SERVICEMASTER ACTION CLEANING     | 800 943-3899   | 00001 | 498.00       |            |       | 498.00     |
| 57071  | THOMPSON TRACTOR CO               | 334 6265100    | 00001 | 737.00       |            |       | 737.00     |
| 57304  | TWO-WAY COMMUNICATIONS INC **     | 5045859200     | 00001 | 5,583.33     |            |       | 5,583.33   |
| 58288  | TRIPLE "A" FIRE PROTECTION INC    | 251 6492034    | 00001 | 1,590.00     |            |       | 1,590.00   |
| 58886  | ALL AMERICAN FAUCET PARTS         | 251 4731638    | 00001 | 918.00       |            |       | 918.00     |
| 61778  | BALDWIN CNTY UNITED               |                | 00001 | 2,500.00     |            |       | 2,500.00   |
| 62543  | HYDRO TECHNOLOGIES INC            |                | 00001 | 76.00        |            |       | 76.00      |
| 64733  | SMITH, JODIE M                    | 251 9375039    | 00001 | 56.84        |            |       | 56.84      |
| 65091  | STONE CROSBY PC **                |                | 00001 | 27,522.28    |            |       | 27,522.28  |
| 65234  | UNITED REFRIGERATION              |                | 00001 | 44.43        |            |       | 44.43      |
| 66024  | WESCO DISTRIBUTION - MOBILE       | 251 433 4567   | 00001 | 139.52       |            |       | 139.52     |
| 66029  | WEST GROUP PAYMENT CENTER**       | 612 6877000    | 00001 | 214.99       |            |       | 214.99     |
| 66057  | USA MEDICAL CENTER                |                | 00001 | 132.15       |            |       | 132.15     |
| 67555  | UNIV NORTH ALABAMA                | 256 765 4862   | 00001 | 141.00       |            |       | 141.00     |
| 75900  | HUNT, SHARON J                    | 334 9289034    | 00001 | 74.00        |            |       | 74.00      |

| Number | Supplier                           |              |              | Co    | Balance Open | Aging   |       |           |
|--------|------------------------------------|--------------|--------------|-------|--------------|---------|-------|-----------|
|        | Name                               | Phone Number |              |       |              | Current | 1 - 0 | Over 0    |
| 77649  | ESRI INC - CALIFORNIA              | CA           | 8883774575** | 00001 | 83,780.27    |         |       | 83,780.27 |
| 78158  | BENSON'S APPLIANCE CENTER          |              | 9435096      | 00001 | 175.00       |         |       | 175.00    |
| 84216  | W W GRAINGER - FOR POS             | 251          | 661-1035     | 00001 | 1,777.82     |         |       | 1,777.82  |
| 87441  | SALYERS, DEANA M                   | 251          | 9379752      | 00001 | 30.16        |         |       | 30.16     |
| 87716  | LOWE'S FOLEY - 057700034           |              | 9705307      | 00001 | 1,438.06     |         |       | 1,438.06  |
| 87767  | JANI KING OF MOBILE                | 504          | 4419700      | 00001 | 437.46       |         |       | 437.46    |
| 89762  | MOBILE PRESS REGISTER (SUBSCRI     |              |              | 00001 | 290.40       |         |       | 290.40    |
| 93809  | PLATO, HEATHER ANN                 | 251          | 725-4545     | 00001 | 24.07        |         |       | 24.07     |
| 94060  | CHUCK STEVENS AUTO INC             |              |              | 00001 | 17.89        |         |       | 17.89     |
| 98634  | MCPHERSON OIL CO INC/DBA FUELM#00  | 2398882      |              | 00001 | 1,137.66     |         |       | 1,137.66  |
| 99320  | INFIRMARY OCCUPATIONAL HEALTH#34   | 4333781      |              | 00001 | 176.00       |         |       | 176.00    |
| 99611  | SOUTH ALABAMA VENDING CO           | 251          | 3688997      | 00001 | 66.60        |         |       | 66.60     |
| 101717 | BRINK'S INCORPORATED               |              |              | 00001 | 230.62       |         |       | 230.62    |
| 102875 | CDW - GOVERNMENT, INC - PO         | 866          | 3393526      | 00001 | 26,576.04    |         |       | 26,576.04 |
| 105048 | BALDWIN CNTY SOLID WASTE           | 251          | 9888125      | 00001 | 409.23       |         |       | 409.23    |
| 105435 | CINTAS FIRST AID & SAFETY          | 251          | 4437301      | 00001 | 27.12        |         |       | 27.12     |
| 109891 | BOYKIN, CELENA R                   | 251          | 7474193      | 00001 | 77.95        |         |       | 77.95     |
| 115852 | DADE PAPER & BAG CO                | 251          | 9641500      | 00001 | 4,555.26     | 219.72- |       | 4,774.98  |
| 116898 | CHARM-TEX INC                      | 800          | 2213147/105  | 00001 | 3,191.00     |         |       | 3,191.00  |
| 118519 | WALZ, BRENDA J                     | 251          | 5804819      | 00001 | 184.90       |         |       | 184.90    |
| 121216 | PEREGRINE SERVICES INC             | 318          | 3254762      | 00001 | 554.78       |         |       | 554.78    |
| 122243 | CHANCE, TAMMY D                    | 251          | 9372317      | 00001 | 37.12        |         |       | 37.12     |
| 126181 | SILVER, VOIT & THOMPSON            |              |              | 00001 | 210.50       |         |       | 210.50    |
| 126261 | EXPRESS OIL CHANGE -ROBERTSDAE#51  | 9472606      |              | 00001 | 249.47       |         |       | 249.47    |
| 126560 | KUEHL, JASON T                     | 251          | 9288559      | 00001 | 300.00       |         |       | 300.00    |
| 126877 | O'REILLY AUTO PARTS #1134 - B'     | 251          | 5800298PH    | 00001 | 179.30       |         |       | 179.30    |
| 127597 | LABORATORY CORP OF AMERICA         |              |              | 00001 | 353.00       |         |       | 353.00    |
| 136207 | SHERWIN WILLIAMS - SPANISH FOR     |              |              | 00001 | 98.69        |         |       | 98.69     |
| 136514 | FLOYDS EXHAUST & PERFORMANCE A     | 9479631      |              | 00001 | 4,928.00     |         |       | 4,928.00  |
| 136872 | LOWE'S - DAPHNE                    |              | 6217620      | 00001 | 449.72       |         |       | 449.72    |
| 138958 | PAUL, TRAVIS MD PC                 | 251          | 5804243      | 00001 | 405.00       |         |       | 405.00    |
| 140142 | VICKREY, JOIE L                    | 251          | 6565792      | 00001 | 37.12        |         |       | 37.12     |
| 140290 | SHARKEY, MARIA E                   | 251          | 5509409      | 00001 | 6.61         |         |       | 6.61      |
| 141903 | ALABAMA ASSN OF EMERGENCY MANA     |              |              | 00001 | 300.00       |         |       | 300.00    |
| 144670 | GREEN, JERRY R                     | 251          | 6220259      | 00001 | 74.00        |         |       | 74.00     |
| 146106 | IMC-DIAGNOSTIC & MEDICAL CLINI#251 | 4351200      |              | 00001 | 115.00       |         |       | 115.00    |
| 146931 | ALABAMA ASSN OF FLOODPLAIN MAN     |              |              | 00001 | 150.00       |         |       | 150.00    |
| 147221 | DEL CITY - WISCONSIN               | 800          | 6544757      | 00001 | 302.56       |         |       | 302.56    |
| 148734 | AIRGAS USA, LLC - PO'S             |              |              | 00001 | 169.63       |         |       | 169.63    |
| 150287 | BAY MINETTE LAND CO                |              |              | 00001 | 1,000.00     |         |       | 1,000.00  |

| Number | Supplier                         |                   | Co    | Balance Open | Aging   |       |            |
|--------|----------------------------------|-------------------|-------|--------------|---------|-------|------------|
|        | Name                             | Phone Number      |       |              | Current | 1 - 0 | Over 0     |
| 152477 | J&R SYSTEM INTEGRATION LLC/SEC   | 2952760/JOHNGIB   | 00001 | 32,511.17    |         |       | 32,511.17  |
|        |                                  | SON               |       |              |         |       |            |
| 155011 | KAISERCOMM INC                   | 866 6237694       | 00001 | 258.00       |         |       | 258.00     |
| 155037 | OTIS ELEVATOR CO                 |                   | 00001 | 3,870.00     |         |       | 3,870.00   |
| 157294 | ADAMS AND REESE LLP              | 504 5813234       | 00001 | 6,000.00     |         |       | 6,000.00   |
| 158123 | TRANE-MOBILE PARTS CENTER        | 6652939           | 00001 | 4,541.24     |         |       | 4,541.24   |
| 160995 | KINGS III OF AMERICA INC         | 800 3546473       | 00001 | 272.79       | 272.79  |       |            |
| 162616 | SWEAT TIRE - BAY MINETTE         | 5808473           | 00001 | 1,366.64     |         |       | 1,366.64   |
| 164321 | JUBILEE GLASS LLC                | 7161195           | 00001 | 370.00       |         |       | 370.00     |
| 165665 | BALDWIN EYE CLINIC               |                   | 00001 | 162.00       |         |       | 162.00     |
| 165841 | FORM SOLUTIONS INC               | 6253580           | 00001 | 395.00       |         |       | 395.00     |
| 166975 | TSA INC                          | 205 7339111       | 00001 | 88,074.36    |         |       | 88,074.36  |
| 168073 | EASTERN SHORE URGENT CARE        | 800 3323958       | 00001 | 140.00       |         |       | 140.00     |
| 174713 | PAM'S EMBROIDERY & SEWING        | 251 9371393       | 00001 | 782.00       |         |       | 782.00     |
| 180302 | ASHBERRY LANDFILL LLC            | 334 493 1250      | 00001 | 40.00        |         |       | 40.00      |
| 180505 | CHUCK STEVENS CHEVROLET          | 251 937 1500      | 00001 | 2,639.87     |         |       | 2,639.87   |
| 180990 | NEOPOST USA INC                  | 203 301 3400      | 00001 | 4,976.55     |         |       | 4,976.55   |
| 180999 | PETROLEUM TRADERS CORPORATION    | 800 348-3705/1002 | 00001 | 14,291.78    |         |       | 14,291.78  |
| 181574 | O'REILLY AUTO PARTS-FIRST CALL   |                   | 00001 | 4,911.06     | 132.74- |       | 5,043.80   |
| 181787 | SHARP ELECTRONICS CORPORATION    |                   | 00001 | 713.74       |         |       | 713.74     |
| 181793 | PEDEN, SARA ELIZABETH            | 251 4548675       | 00001 | 30.16        |         |       | 30.16      |
| 181921 | ALABAMA COASTAL RADIOLOGY        | 251 460-0326      | 00001 | 777.30       |         |       | 777.30     |
| 182244 | COASTAL INDUSTRIAL SUPPLY        | 251 947 9400      | 00001 | 181.32       |         |       | 181.32     |
| 182993 | LAMBERTH, CYNTHIA R              | 251 937-5019      | 00001 | 15.66        |         |       | 15.66      |
| 183156 | ADAMS STEWART ARCHITECTS LLC     | 251 947-3864      | 00001 | 85,923.94    |         |       | 85,923.94  |
| 184294 | PRINT SHOP, THE                  | 251 937 1772      | 00001 | 351.00       |         |       | 351.00     |
| 184300 | TAYLOR, HEATHER EMMONS           | 251 423-7090      | 00001 | 30.16        |         |       | 30.16      |
| 184892 | WITTICHEN SUPPLY-DAPHNE          | 251 375 0722      | 00001 | 102.59       |         |       | 102.59     |
| 185084 | POWER SYSTEMS OF MS              | 228 818 8315      | 00001 | 6,670.00     |         |       | 6,670.00   |
| 185396 | MAC'S AUTOGLASS LLC              | 251 228 2744      | 00001 | 735.00       |         |       | 735.00     |
| 185453 | CHRISTIE STRATEGY GROUP          |                   | 00001 | 10,500.00    |         |       | 10,500.00  |
| 185594 | STAPLES CONTRACT & COMMERCIAL    | 803 333 8496      | 00001 | 1,855.13     | 285.21- |       | 2,140.34   |
| 185711 | GILMORE SERVICES                 | 850 434-1054      | 00001 | 19.76        |         |       | 19.76      |
| 185840 | GOVERNMENTJOBS.COM INC dba NEG23 | 676-6077          | 00001 | 11,089.32    |         |       | 11,089.32  |
| 186268 | LIFEGUARD AMBULANCE SERVICE      |                   | 00001 | 852.72       |         |       | 852.72     |
| 186326 | QCHC INC                         |                   | 00001 | 260,666.66   |         |       | 260,666.66 |
| 186870 | BLUE SHEET, THE                  |                   | 00001 | 120.00       |         |       | 120.00     |
| 187344 | CINTAS - UNIFORMS                |                   | 00001 | 1,750.10     |         |       | 1,750.10   |
| 187401 | KNOWINK, LLC                     | 855 765 5723      | 00001 | 12,200.00    |         |       | 12,200.00  |
| 187695 | CINTAS LOCATION #211 - PURCHAS   | 251 443 7301      | 00001 | 2,493.75     |         |       | 2,493.75   |

| Number | Supplier                       |                    | Co    | Balance Open | Aging      |       |              |
|--------|--------------------------------|--------------------|-------|--------------|------------|-------|--------------|
|        | Name                           | Phone Number       |       |              | Current    | 1 - 0 | Over 0       |
| 187960 | PUBLIC RISK MANAGEMENT ASSN    |                    | 00001 | 385.00       |            |       | 385.00       |
| 188260 | GUARDIAN RFID                  | 612 382 1355       | 00001 | 15,832.87    |            |       | 15,832.87    |
| 188897 | STAR SERVICE INC OF MOBILE     |                    | 00001 | 31,937.33    |            |       | 31,937.33    |
| 189455 | IMC HOSPITALISTS LLC           |                    | 00001 | 738.41       |            |       | 738.41       |
| 189759 | INGENUITY INC                  |                    | 00001 | 3,000.00     |            |       | 3,000.00     |
| 189781 | BONNER, SHANNA TERESE          | 251 979-1820       | 00001 | 23.44        |            |       | 23.44        |
| 190029 | IMC-EMERGENCY PHYSICIANS       |                    | 00001 | 445.00       |            |       | 445.00       |
| 190164 | BALDWIN TROPHIES               | 251 949 7335       | 00001 | 42.00        |            |       | 42.00        |
| 190748 | BARR, JOSHUA R                 | 812 406-6448       | 00001 | 438.00       |            |       | 438.00       |
| 191487 | INSIGHT SOFTWARE               |                    | 00001 | 2,005.68     |            |       | 2,005.68     |
| 191501 | BEAUCHAMP POWER WASHING        | 850 602 5320       | 00001 | 4,150.00     |            |       | 4,150.00     |
| 191531 | COASTAL FIRE SOLUTIONS         | 251 654 5147       | 00001 | 1,042.50     |            |       | 1,042.50     |
| 191600 | SUMMERTOWN METALS LLC (R)      |                    | 00001 | 2,355.66     |            |       | 2,355.66     |
| 191601 | MOBILE BAY FIREWOOD (R)        |                    | 00001 | 773.46       |            |       | 773.46       |
| 191602 | SOUL BOWLZ (R)                 |                    | 00001 | 1,355.12     |            |       | 1,355.12     |
| 191604 | JJPR LLC                       | 251 375-1297       | 00001 | 6,625.00     |            |       | 6,625.00     |
|        | General Fund                   |                    | 00001 | 1,432,496.43 | 231,831.56 |       | 1,200,664.87 |
| 51009  | ROBERTSDALE AUTO PARTS INC     | 334 9472882        | 00103 | 83.11        |            |       | 83.11        |
| 98634  | MCPHERSON OIL CO INC/DBA FUELM | 800 2398882        | 00103 | 34.52        |            |       | 34.52        |
|        | County Transportation Fund     |                    | 00103 | 117.63       |            |       | 117.63       |
| 14084  | BOB BARKER CO INC - PO'S       |                    | 00105 | 1,391.49     |            |       | 1,391.49     |
| 32419  | HUNTER SECURITY INC            | 251 6265112        | 00105 | 560.00       |            |       | 560.00       |
| 40074  | MATHES OF ALABAMA-DAPHNE       | 251 626 1908       | 00105 | 35.08        |            |       | 35.08        |
| 54037  | SOUTH ALABAMA REGIONAL         |                    | 00105 | 3,642.20     |            |       | 3,642.20     |
| 85307  | WAL-MART SUPERCENTER *         |                    | 00105 | 171.05       |            |       | 171.05       |
| 98634  | MCPHERSON OIL CO INC/DBA FUELM | 800 2398882        | 00105 | 1.61         |            |       | 1.61         |
| 99320  | INFIRMARY OCCUPATIONAL HEALTH  | 834 4333781        | 00105 | 63.00        |            |       | 63.00        |
| 136611 | BALDWIN CNTY SHERIFF'S OFFICE  | 251 9370210        | 00105 | 2,990.00     |            |       | 2,990.00     |
| 152477 | J&R SYSTEM INTEGRATION LLC/SEC | 2952760/JOHNGIBSON | 00105 | 2,887.38     |            |       | 2,887.38     |
| 166975 | TSA INC                        | 205 7339111        | 00105 | 6,296.32     |            |       | 6,296.32     |
| 186326 | QCHC INC                       |                    | 00105 | 7,399.29     | 2,600.71-  |       | 10,000.00    |
| 187695 | CINTAS LOCATION #211 - PURCHAS | 251 443 7301       | 00105 | 180.00       |            |       | 180.00       |
|        | Juvenile Detention Fac Fund    |                    | 00105 | 25,617.42    | 2,600.71-  |       | 28,218.13    |
| 54037  | SOUTH ALABAMA REGIONAL         |                    | 00106 | 964.24       |            |       | 964.24       |
| 62324  | COCKRELLS BODY SHOP - BAY MINE | 251 5800200        | 00106 | 150.20       |            |       | 150.20       |
| 98634  | MCPHERSON OIL CO INC/DBA FUELM | 800 2398882        | 00106 | .50          |            |       | .50          |
| 111510 | ALLIANCE PUBLISHING GROUP      |                    | 00106 | 850.00       |            |       | 850.00       |
| 182836 | ANDERSON, WILLIE FELISHA       | 251 978-2544       | 00106 | 279.72       |            |       | 279.72       |
| 185594 | STAPLES CONTRACT & COMMERCIAL  | 803 333 8496       | 00106 | 236.80       |            |       | 236.80       |

| Number | Supplier                       |              | Co    | Balance Open | Aging     |       |            |
|--------|--------------------------------|--------------|-------|--------------|-----------|-------|------------|
|        | Name                           | Phone Number |       |              | Current   | 1 - 0 | Over 0     |
| 188659 | AARON MEDIA SERVICES           | 251 272 0089 | 00106 | 3,000.00     |           |       | 3,000.00   |
| 190741 | DAWN WILSON STUDIOS            | 302 563 8484 | 00106 | 2,200.00     |           |       | 2,200.00   |
| 191529 | SIMS, JAMES W. JR.             | 251 459 5384 | 00106 | 1,800.00     |           |       | 1,800.00   |
|        | Baldwin Co Archives Fund       |              | 00106 | 9,481.46     |           |       | 9,481.46   |
| 14018  | BAY MINETTE ANIMAL CLINIC      | 251 9377540  | 00109 | 1,302.00     |           |       | 1,302.00   |
| 14044  | BALDWIN ANIMAL CLINIC PC       |              | 00109 | 1,266.81     |           |       | 1,266.81   |
| 54042  | SWEAT TIRE - ROBERTSDALE       |              | 00109 | 41.91        |           |       | 41.91      |
| 63116  | ANIMAL MEDICAL CENTER          |              | 00109 | 1,178.00     |           |       | 1,178.00   |
| 98634  | MCPHERSON OIL CO INC/DBA FUELM | 800 2398882  | 00109 | 15.36        |           |       | 15.36      |
| 181489 | COASTAL OCCUPATIONAL MEDICINE  |              | 00109 | 160.00       |           |       | 160.00     |
| 184294 | PRINT SHOP, THE                | 251 937 1772 | 00109 | 368.00       |           |       | 368.00     |
| 185594 | STAPLES CONTRACT & COMMERCIAL  | 803 333 8496 | 00109 | 75.76        |           |       | 75.76      |
| 187344 | CINTAS - UNIFORMS              |              | 00109 | 502.92       |           |       | 502.92     |
| 187695 | CINTAS LOCATION #211 - PURCHAS | 251 443 7301 | 00109 | 540.00       |           |       | 540.00     |
| 187808 | MISSISSIPPI MOSQUITO CONTROL L | 504 366 0084 | 00109 | 14,374.00    |           |       | 14,374.00  |
| 188391 | HILL'S PET NUTRITION INC       |              | 00109 | 715.50       |           |       | 715.50     |
|        | Animal Shelter                 |              | 00109 | 20,540.26    |           |       | 20,540.26  |
| 14006  | BLOSSMAN GAS - FOLEY           | 251 9435759  | 00111 | 70.79        |           |       | 70.79      |
| 19009  | CAMPBELL HARDWARE & SUPPLY CO  | 51 9472291   | 00111 | 270.35       |           |       | 270.35     |
| 19273  | COMMUNICATIONS STORE           |              | 00111 | 11.99        |           |       | 11.99      |
| 25048  | EQUIPMENT SALES CO             | 251 9375313  | 00111 | 726.64       | .08-      |       | 726.72     |
| 25121  | FORESTRY SUPPLIERS INC         | 601 3543565  | 00111 | 216.09       |           |       | 216.09     |
| 27287  | GEOTECHNICAL ENGINEERING TEST  | 151 666 7197 | 00111 | 2,545.34     |           |       | 2,545.34   |
| 40019  | MOYER FORD SALES INC           | 334 9431661  | 00111 | 83.30        |           |       | 83.30      |
| 40437  | MCCRORY & WILLIAMS INC         |              | 00111 | 9,167.50     |           |       | 9,167.50   |
| 40589  | MOBILE ASPHALT CO LLC          | 251 4080770  | 00111 | 169,532.47   | 1,804.07- |       | 171,336.54 |
| 48240  | PITTS & SONS WRECKER SERVICE   |              | 00111 | 290.00       |           |       | 290.00     |
| 48928  | BALDWIN SIGNS                  | 251 6260572  | 00111 | 575.00       |           |       | 575.00     |
| 51009  | ROBERTSDALE AUTO PARTS INC     | 334 9472882  | 00111 | 363.63       |           |       | 363.63     |
| 54042  | SWEAT TIRE - ROBERTSDALE       |              | 00111 | 432.72       |           |       | 432.72     |
| 54050  | BAY SIDE RUBBER & PRODUCTS     | 251 6600902  | 00111 | 271.44       |           |       | 271.44     |
| 57038  | TRACTOR & EQUIPMENT CO - MOBIL |              | 00111 | 443.48       |           |       | 443.48     |
| 57071  | THOMPSON TRACTOR CO            | 334 6265100  | 00111 | 280,711.53   |           |       | 280,711.53 |
| 64821  | DANNY'S HYDRAULICS             | 334 9701713  | 00111 | 292.98       |           |       | 292.98     |
| 65007  | VULCAN SIGNS                   | 334 9431541  | 00111 | 1,110.11     |           |       | 1,110.11   |
| 65201  | VULCAN MATERIALS CO - PO'      | 251 6256681  | 00111 | 49,627.76    | .01-      |       | 49,627.77  |
| 65824  | ASSN OF STATE FLOODPLAIN MANAG |              | 00111 | 165.00       |           |       | 165.00     |
| 66006  | WRIGHTS MOTOR PARTS INC        | 334 9372591  | 00111 | 879.27       |           |       | 879.27     |
| 66295  | VOLKERT INC **                 | 251 3421070  | 00111 | 14,997.53    |           |       | 14,997.53  |
| 82368  | TRAFFIC PARTS INC              | 800 3456329  | 00111 | 1,250.00     |           |       | 1,250.00   |

| Number | Supplier                       |                      | Co    | Balance Open | Aging     |       |            |
|--------|--------------------------------|----------------------|-------|--------------|-----------|-------|------------|
|        | Name                           | Phone Number         |       |              | Current   | 1 - 0 | Over 0     |
| 84216  | W W GRAINGER - FOR PO'S        | 251 661-1035         | 00111 | 3,437.03     |           |       | 3,437.03   |
| 87716  | LOWE'S FOLEY - 057700034       | 9705307              | 00111 | 346.87       |           |       | 346.87     |
| 87767  | JANI KING OF MOBILE            | 504 4419700          | 00111 | 888.56       |           |       | 888.56     |
| 89084  | G & J'S POWER EQUIPMENT INC    | 251 9701306          | 00111 | 837.36       |           |       | 837.36     |
| 94060  | CHUCK STEVENS AUTO INC         |                      | 00111 | 932.63       |           |       | 932.63     |
| 95071  | FLEETPRIDE - PO                | 251 4382489          | 00111 | 192.79       |           |       | 192.79     |
| 98634  | MCPHERSON OIL CO INC/DBA FUELM | 800 2398882          | 00111 | 375.98       |           |       | 375.98     |
| 99320  | INFIRMARY OCCUPATIONAL HEALTH  | 334 4333781          | 00111 | 907.00       |           |       | 907.00     |
| 102875 | CDW - GOVERNMENT, INC - PO     | 866 3393526          | 00111 | 64.40        |           |       | 64.40      |
| 105435 | CINTAS FIRST AID & SAFETY      | 251 4437301          | 00111 | 23.47        |           |       | 23.47      |
| 107086 | CITY ELECTRIC SUPPLY - C.E.S.  | 9291030              | 00111 | 49.29        |           |       | 49.29      |
| 111077 | ASPLUNDH TREE EXPERT - SAGINAW | 205 6854000          | 00111 | 7,512.75     |           |       | 7,512.75   |
| 115852 | DADE PAPER & BAG CO            | 251 9641500          | 00111 | 34.83        |           |       | 34.83      |
| 120432 | HI-LINE - FOR PURCHASE ORDERS  |                      | 00111 | 935.06       |           |       | 935.06     |
| 121355 | AUTO ZONE - FOLEY              | 9431635              | 00111 | 106.61       |           |       | 106.61     |
| 123908 | THOMPSON ENGINEERING-PO'S      |                      | 00111 | 9,000.00     |           |       | 9,000.00   |
| 126261 | EXPRESS OIL CHANGE -ROBERTSDA  | 251 9472606          | 00111 | 87.02        |           |       | 87.02      |
| 148734 | AIRGAS USA, LLC - PO'S         |                      | 00111 | 546.19       |           |       | 546.19     |
| 149690 | McGRIFF TIRE CO INC (PO'S ONL  |                      | 00111 | 4,087.43     |           |       | 4,087.43   |
| 166975 | TSA INC                        | 205 7339111          | 00111 | 2,487.92     |           |       | 2,487.92   |
| 167927 | JONES WALKER - PO'S            |                      | 00111 | 1,591.26     |           |       | 1,591.26   |
| 180354 | CERTIFIED LABORATORIES **      | 800 527 9929         | 00111 | 144.00       |           |       | 144.00     |
| 181489 | COASTAL OCCUPATIONAL MEDICINE  |                      | 00111 | 80.00        |           |       | 80.00      |
| 181821 | COPY PRODUCTS COMPANY          |                      | 00111 | 1,223.99     |           |       | 1,223.99   |
| 182059 | SUNSOUTH LLC                   | 251 943 5091         | 00111 | 1,102.38     |           |       | 1,102.38   |
| 182991 | GEOCON ENGINEERING & MATERIAL  | 251 424 0211         | 00111 | 1,464.00     |           |       | 1,464.00   |
| 184294 | PRINT SHOP, THE                | 251 937 1772         | 00111 | 80.00        |           |       | 80.00      |
| 185252 | AUTO ZONE - ROBERTSDALE BCC    |                      | 00111 | 28.98        |           |       | 28.98      |
| 185594 | STAPLES CONTRACT & COMMERCIA   | 803 333 8496         | 00111 | 234.32       |           |       | 234.32     |
| 185973 | GULF CITY BODY & TRAILER WORKS |                      | 00111 | 215.77       |           |       | 215.77     |
| 187344 | CINTAS - UNIFORMS              |                      | 00111 | 1,813.71     |           |       | 1,813.71   |
| 187695 | CINTAS LOCATION #211 - PURCHAS | 251 443 7301         | 00111 | 1,875.00     |           |       | 1,875.00   |
| 189979 | FORTILINE INC                  | 251 945 1177         | 00111 | 870.00       |           |       | 870.00     |
| 190650 | SOUTHERN TIRE MART             | 877 786 4681         | 00111 | 155.90       |           |       | 155.90     |
|        | 7 Cent Gasoline Tax Fund       |                      | 00111 | 577,767.42   | 1,804.16- |       | 579,571.58 |
| 10225  | UNIV AUBURN-GOVERNMENTAL SER   | 8444782/HALEYCT<br>R | 00120 | 660.00       |           |       | 660.00     |
| 14043  | BALDWIN CNTY ASSN OF REALTORS  |                      | 00120 | 2,662.00     |           |       | 2,662.00   |
| 21127  | DISTRICT ATTORNEY'S OFFICE     |                      | 00120 | 7,500.00     |           |       | 7,500.00   |
| 54037  | SOUTH ALABAMA REGIONAL         | 334 4336541          | 00120 | 2,667.94     |           |       | 2,667.94   |

| Number | Supplier                          |               | Co    | Balance Open | Aging   |       |           |
|--------|-----------------------------------|---------------|-------|--------------|---------|-------|-----------|
|        | Name                              | Phone Number  |       |              | Current | 1 - 0 | Over 0    |
| 98634  | MCPHERSON OIL CO INC/DBA FUELM#00 | 2398882       | 00120 | 11.82        |         |       | 11.82     |
| 162616 | SWEAT TIRE - BAY MINETTE          | 5808473       | 00120 | 81.52        |         |       | 81.52     |
| 181489 | COASTAL OCCUPATIONAL MEDICINE     |               | 00120 | 80.00        |         |       | 80.00     |
| 181888 | PICTOMETRY INTERNATIONAL CORP#85  | 486 0093      | 00120 | 33,064.00    |         |       | 33,064.00 |
| 190637 | SCANNING AMERICA INC              | 404 824 6633  | 00120 | 6,227.18     |         |       | 6,227.18  |
|        | Reappraisal Fund                  |               | 00120 | 52,954.46    |         |       | 52,954.46 |
| 85155  | CHILDRESS, KELLY D                | 251 9647787   | 00140 | 29.70        |         |       | 29.70     |
| 98634  | MCPHERSON OIL CO INC/DBA FUELM#00 | 2398882       | 00140 | 2.00         |         |       | 2.00      |
| 99320  | INFIRMARY OCCUPATIONAL HEALTH#34  | 4333781       | 00140 | 40.00        |         |       | 40.00     |
| 183951 | HENDERSON, KENDEL DYETT           | 251 978-6934  | 00140 | 92.80        |         |       | 92.80     |
| 185594 | STAPLES CONTRACT & COMMERCIAL#03  | 333 8496      | 00140 | 418.94       |         |       | 418.94    |
|        | Council on Aging Fund             |               | 00140 | 583.44       |         |       | 583.44    |
| 19009  | CAMPBELL HARDWARE & SUPPLY CO#51  | 9472291       | 00143 | 15.54        |         |       | 15.54     |
| 51009  | ROBERTSDALE AUTO PARTS INC        | 334 9472882   | 00143 | 547.39       |         |       | 547.39    |
| 54037  | SOUTH ALABAMA REGIONAL            | 334 4336541   | 00143 | 993.13       |         |       | 993.13    |
| 98634  | MCPHERSON OIL CO INC/DBA FUELM#00 | 2398882       | 00143 | 211.26       |         |       | 211.26    |
| 99320  | INFIRMARY OCCUPATIONAL HEALTH#34  | 4333781       | 00143 | 150.00       |         |       | 150.00    |
| 115852 | DADE PAPER & BAG CO               | 251 9641500   | 00143 | 125.07       |         |       | 125.07    |
| 117583 | MIDDLETON, CHANDRA K              | 251 9646967   | 00143 | 169.00       |         |       | 169.00    |
| 136207 | SHERWIN WILLIAMS - SPANISH FOR    |               | 00143 | 101.19       |         |       | 101.19    |
| 146675 | STEWART, RONALD B                 | 251 5804156   | 00143 | 70.00        |         |       | 70.00     |
| 166975 | TSA INC                           | 205 7339111   | 00143 | 402.00       |         |       | 402.00    |
| 185594 | STAPLES CONTRACT & COMMERCIAL#03  | 333 8496      | 00143 | 460.87       |         |       | 460.87    |
| 187344 | CINTAS - UNIFORMS                 |               | 00143 | 110.80       |         |       | 110.80    |
| 187695 | CINTAS LOCATION #211 - PURCHAS    | 251 443 7301  | 00143 | 140.00       |         |       | 140.00    |
| 191271 | PARTS HOUSE, THE                  | 251 471 45000 | 00143 | 331.17       |         |       | 331.17    |
|        | Section 18 Fund                   |               | 00143 | 3,827.42     |         |       | 3,827.42  |
| 19009  | CAMPBELL HARDWARE & SUPPLY CO#51  | 9472291       | 00144 | 67.57        |         |       | 67.57     |
| 51040  | ROBERTSDALE POWER EQUIPMENT       |               | 00144 | 38.52        |         |       | 38.52     |
| 70471  | SUMMIT LANDSCAPE SUPPLY           | 251 9645726   | 00144 | 387.00       |         |       | 387.00    |
| 98597  | BALDWIN TRACTOR - PURCHASES       | 9474171       | 00144 | 850.00       |         |       | 850.00    |
| 98634  | MCPHERSON OIL CO INC/DBA FUELM#00 | 2398882       | 00144 | 30.36        |         |       | 30.36     |
| 99320  | INFIRMARY OCCUPATIONAL HEALTH#34  | 4333781       | 00144 | 103.00       |         |       | 103.00    |
| 103114 | BAY UTILITY TRAILERS INC          | 251 9436683   | 00144 | 60.00        |         |       | 60.00     |
| 115852 | DADE PAPER & BAG CO               | 251 9641500   | 00144 | 508.50       |         |       | 508.50    |
| 136872 | LOWE'S - DAPHNE                   | 6217620       | 00144 | 247.95       | 6.60-   |       | 254.55    |
| 148734 | AIRGAS USA, LLC - PO'S            |               | 00144 | 321.19       |         |       | 321.19    |
| 181489 | COASTAL OCCUPATIONAL MEDICINE     |               | 00144 | 80.00        |         |       | 80.00     |
| 185594 | STAPLES CONTRACT & COMMERCIAL#03  | 333 8496      | 00144 | 758.95       |         |       | 758.95    |
| 187344 | CINTAS - UNIFORMS                 |               | 00144 | 264.52       |         |       | 264.52    |

| Number | Supplier                       |               | Co    | Balance Open | Aging   |       |        |           |
|--------|--------------------------------|---------------|-------|--------------|---------|-------|--------|-----------|
|        | Name                           | Phone Number  |       |              | Current | 1 - 0 | Over 0 |           |
| 187695 | CINTAS LOCATION #211 - PURCHAS | 251 443 7301  | 00144 | 290.00       |         |       |        | 290.00    |
|        | Parks Fund                     |               | 00144 | 4,007.56     | 6.60-   |       |        | 4,014.16  |
| 191603 | J R WILBURN & ASSOCIATES INC   |               | 00146 | 10,559.50    |         |       |        | 10,559.50 |
|        | Eastern Shore Metro Planning O |               | 00146 | 10,559.50    |         |       |        | 10,559.50 |
| 27181  | GULF STATES DISTRIBUTORS       | 800 2237869   | 00154 | 9,585.00     |         |       |        | 9,585.00  |
|        | Federal Forfeiture Fund        |               | 00154 | 9,585.00     |         |       |        | 9,585.00  |
| 32045  | HOSEA O. WEAVER & SON INC      | 251 3423025   | 00165 | 15,981.88    | 192.01- |       |        | 16,173.89 |
| 40589  | MOBILE ASPHALT CO LLC          | 251 4080770   | 00165 | 32,922.81    | 441.03- |       |        | 33,363.84 |
| 43932  | EVANS MFG                      | 251 6336008   | 00165 | 2,751.60     |         |       |        | 2,751.60  |
| 65201  | VULCAN MATERIALS CO - PO'      | 251 6256681   | 00165 | 4,038.97     |         |       |        | 4,038.97  |
|        | Gulf Mexico EnergySec Act 2006 |               | 00165 | 55,695.26    | 633.04- |       |        | 56,328.30 |
| 19009  | CAMPBELL HARDWARE & SUPPLY CO  | 51 9472291    | 00510 | 168.11       |         |       |        | 168.11    |
| 41646  | FEDEX                          |               | 00510 | 26.11        |         |       |        | 26.11     |
| 48262  | PIGGLY WIGGLY - BAY MINETTE    | 251 9377865   | 00510 | 297.84       |         |       |        | 297.84    |
| 49189  | SUN COAST BUILDERS             | 9434344       | 00510 | 20,155.00    |         |       |        | 20,155.00 |
| 51009  | ROBERTSDALE AUTO PARTS INC     | 334 9472882   | 00510 | 43.85        |         |       |        | 43.85     |
| 54050  | BAY SIDE RUBBER & PRODUCTS     | 251 6600902   | 00510 | 182.62       |         |       |        | 182.62    |
| 57071  | THOMPSON TRACTOR CO            | 334 6265100   | 00510 | 7,985.89     | 88.92-  |       |        | 8,074.81  |
| 57304  | TWO-WAY COMMUNICATIONS INC **  | 5045859200    | 00510 | 4,000.00     |         |       |        | 4,000.00  |
| 65091  | STONE CROSBY PC **             |               | 00510 | 2,016.00     |         |       |        | 2,016.00  |
| 68013  | SOUTHEASTERN EQUIPMENT CO/ PO  | 706 7984361   | 00510 | 733.10       |         |       |        | 733.10    |
| 72371  | GENERAL MACHINERY CO INC - MOB |               | 00510 | 1,045.06     |         |       |        | 1,045.06  |
| 84216  | W W GRAINGER - FOR PO'S        | 251 661-1035  | 00510 | 122.68       |         |       |        | 122.68    |
| 87716  | LOWE'S FOLEY - 057700034       | 9705307       | 00510 | 32.26        |         |       |        | 32.26     |
| 89762  | MOBILE PRESS REGISTER (SUBSCRI |               | 00510 | 267.40       |         |       |        | 267.40    |
| 91598  | POWELL, NORMA C                | 251 9645257   | 00510 | 18.56        |         |       |        | 18.56     |
| 95071  | FLEETPRIDE - PO                | 251 4382489   | 00510 | 1,218.20     |         |       |        | 1,218.20  |
| 97682  | COCA COLA BOTTLING CO-ROBERTSD |               | 00510 | 296.80       |         |       |        | 296.80    |
| 98634  | MCPHERSON OIL CO INC/DBA FUELM | 800 2398882   | 00510 | 237.36       |         |       |        | 237.36    |
| 99320  | INFIRMARY OCCUPATIONAL HEALTH  | B34 4333781   | 00510 | 183.00       |         |       |        | 183.00    |
| 102875 | CDW - GOVERNMENT, INC - PO     | 866 3393526   | 00510 | 156.26       |         |       |        | 156.26    |
| 104096 | AL STATE DEPT OF AGRICULTURE & |               | 00510 | 155.00       |         |       |        | 155.00    |
| 107086 | CITY ELECTRIC SUPPLY - C.E.S.  | 9291030       | 00510 | 59.99        |         |       |        | 59.99     |
| 107511 | CDG ENGINEERS & ASSOCIATES     | 334 2229431   | 00510 | 7,414.08     |         |       |        | 7,414.08  |
| 115852 | DADE PAPER & BAG CO            | 251 9641500   | 00510 | 295.87       |         |       |        | 295.87    |
| 120432 | HI-LINE - FOR PURCHASE ORDERS  |               | 00510 | 298.95       |         |       |        | 298.95    |
| 136354 | G T MICHELLI SCALES - PO'S     | 251 6613656PH | 00510 | 1,965.00     |         |       |        | 1,965.00  |
| 142404 | SCS FIELD SERVICES             |               | 00510 | 6,538.00     |         |       |        | 6,538.00  |
| 144784 | LOXLEY CWC GENERAL FUND        | 251 9645044   | 00510 | 5,280.00     |         |       |        | 5,280.00  |
| 147619 | QED ENVIRONMENTAL SYSTEMS, IN  | 600 624 2026  | 00510 | 2,731.60     | 226.40- |       |        | 2,958.00  |

| Number | Supplier                       |              | Co    | Balance Open | Aging     |       |            |
|--------|--------------------------------|--------------|-------|--------------|-----------|-------|------------|
|        | Name                           | Phone Number |       |              | Current   | 1 - 0 | Over 0     |
| 149690 | McGRIFF TIRE CO INC (PO'S ONL  |              | 00510 | 1,876.14     |           |       | 1,876.14   |
| 150578 | MSC INDUSTRIAL DIRECT CO INC   |              | 00510 | 516.00       |           |       | 516.00     |
| 166975 | TSA INC                        | 205 7339111  | 00510 | 7,075.64     |           |       | 7,075.64   |
| 181787 | SHARP ELECTRONICS CORPORATION  |              | 00510 | 4.42         |           |       | 4.42       |
| 182624 | FRANKLIN'S STARTER & ALTERNATO | 251 653 0067 | 00510 | 248.00       |           |       | 248.00     |
| 185302 | BLACKHAWK TECHNOLOGY CO        | 630 469 4916 | 00510 | 302.15       |           |       | 302.15     |
| 185645 | BEARD EQUIPMENT CO - MOBILE    |              | 00510 | 61,673.27    |           |       | 61,673.27  |
| 185989 | HIGHLAND TECHNICAL SERVICES IN | 205 985 4874 | 00510 | 680.00       |           |       | 680.00     |
| 186800 | PIGGLY WIGGLY FOLEY #474       | 855 584 3744 | 00510 | 950.64       |           |       | 950.64     |
| 186802 | PIGGLY WIGGLY LOXLEY #472      | 855 584 3744 | 00510 | 1,083.45     |           |       | 1,083.45   |
| 187344 | CINTAS - UNIFORMS              |              | 00510 | 735.11       |           |       | 735.11     |
| 191148 | ONE CUT GLASS, LLC             | 251 967-1171 | 00510 | 100.00       |           |       | 100.00     |
|        | Solid Waste Fund               |              | 00510 | 139,169.41   | 315.32-   |       | 139,484.73 |
| 19009  | CAMPBELL HARDWARE & SUPPLY CO  | 51 9472291   | 00511 | 69.50        |           |       | 69.50      |
| 21127  | DISTRICT ATTORNEY'S OFFICE     |              | 00511 | 35,000.00    |           |       | 35,000.00  |
| 27242  | GULF COAST TRUCK & EQUIPMENT   | 634 4762744  | 00511 | 13,026.05    |           |       | 13,026.05  |
| 40019  | MOYER FORD SALES INC           | 334 9431661  | 00511 | 944.02       |           |       | 944.02     |
| 51009  | ROBERTSDALE AUTO PARTS INC     | 334 9472882  | 00511 | 130.07       |           |       | 130.07     |
| 54050  | BAY SIDE RUBBER & PRODUCTS     | 251 6600902  | 00511 | 912.68       |           |       | 912.68     |
| 84216  | W W GRAINGER - FOR PO'S        | 251 661-1035 | 00511 | 408.48       |           |       | 408.48     |
| 95071  | FLEETPRIDE - PO                | 251 4382489  | 00511 | 1,119.15     |           |       | 1,119.15   |
| 98634  | MCPHERSON OIL CO INC/DBA FUELM | 800 2398882  | 00511 | 296.26       |           |       | 296.26     |
| 99320  | INFIRMARY OCCUPATIONAL HEALTH  | 834 4333781  | 00511 | 183.00       |           |       | 183.00     |
| 102875 | CDW - GOVERNMENT, INC - PO     | 866 3393526  | 00511 | 3,534.60     |           |       | 3,534.60   |
| 120432 | HI-LINE - FOR PURCHASE ORDERS  |              | 00511 | 298.13       |           |       | 298.13     |
| 149690 | McGRIFF TIRE CO INC (PO'S ONL  |              | 00511 | 8,410.35     | 1,150.00- |       | 9,560.35   |
| 150578 | MSC INDUSTRIAL DIRECT CO INC   |              | 00511 | 520.50       |           |       | 520.50     |
| 170536 | SOUTHDATA INC *                | 251 3437616  | 00511 | 23,339.71    |           |       | 23,339.71  |
| 181290 | WESCO - FOLEY - PO'S           | 251 424 1550 | 00511 | 115.15       | 41.90-    |       | 157.05     |
| 181489 | COASTAL OCCUPATIONAL MEDICINE  |              | 00511 | 160.00       |           |       | 160.00     |
| 181787 | SHARP ELECTRONICS CORPORATION  |              | 00511 | 175.23       |           |       | 175.23     |
| 185645 | BEARD EQUIPMENT CO - MOBILE    |              | 00511 | 42,635.27    |           |       | 42,635.27  |
| 187344 | CINTAS - UNIFORMS              |              | 00511 | 261.04       |           |       | 261.04     |
| 187695 | CINTAS LOCATION #211 - PURCHAS | 251 443 7301 | 00511 | 150.00       |           |       | 150.00     |
|        | Solid Waste Collection Fund    |              | 00511 | 131,689.19   | 1,191.90- |       | 132,881.09 |
| 10007  | ALABAMA LAW ENFORCEMENT AGEN   | 334 2424900  | 00708 | 1,435.00     |           |       | 1,435.00   |
| 14084  | BOB BARKER CO INC - PO'S       |              | 00708 | 72.94        |           |       | 72.94      |
| 98634  | MCPHERSON OIL CO INC/DBA FUELM | 800 2398882  | 00708 | 10.33        |           |       | 10.33      |
| 174713 | PAM'S EMBROIDERY & SEWING      | 251 9371393  | 00708 | 10.00        |           |       | 10.00      |
| 181574 | O'REILLY AUTO PARTS-FIRST CALL |              | 00708 | 75.09-       | 103.14-   |       | 28.05      |

| Number         | Supplier                       |              | Co    | Balance Open | Aging      |       |              |
|----------------|--------------------------------|--------------|-------|--------------|------------|-------|--------------|
|                | Name                           | Phone Number |       |              | Current    | 1 - 0 | Over 0       |
| 184294         | PRINT SHOP, THE                | 251 937 1772 | 00708 | 25.00        |            |       | 25.00        |
| 185396         | MAC'S AUTOGLASS LLC            | 251 228 2744 | 00708 | 245.00       |            |       | 245.00       |
| 185594         | STAPLES CONTRACT & COMMERCIAL  | 333 8496     | 00708 | 113.31       |            |       | 113.31       |
| 187344         | CINTAS - UNIFORMS              |              | 00708 | 43.84        |            |       | 43.84        |
|                | Community Corrections          |              | 00708 | 1,880.33     | 103.14     |       | 1,983.47     |
| 39466          | KENTWOOD SPRINGS WATER         | 18002357873  | 00740 | 64.37        |            |       | 64.37        |
| 54037          | SOUTH ALABAMA REGIONAL         | 334 4336541  | 00740 | 243.00       |            |       | 243.00       |
| 66391          | XEROX CORP                     |              | 00740 | 102.68       |            |       | 102.68       |
| 99514          | MATTHEW BENDER*                |              | 00740 | 919.84       |            |       | 919.84       |
| 116169         | GANEY, BRENDA Q                |              | 00740 | 3,433.34     |            |       | 3,433.34     |
| 181809         | RUFFIN, LORI G                 |              | 00740 | 165.00       |            |       | 165.00       |
| 182095         | MOBILE BAY REPORTING, INC      |              | 00740 | 150.00       |            |       | 150.00       |
| 185506         | SMITH, CHARLOTTE K             |              | 00740 | 231.00       |            |       | 231.00       |
|                | Law Library Fund               |              | 00740 | 5,309.23     |            |       | 5,309.23     |
| 85307          | WAL-MART SUPERCENTER *         | 251 9375558  | 00751 | 1,500.00     |            |       | 1,500.00     |
|                | BC Employee Fund               |              | 00751 | 1,500.00     |            |       | 1,500.00     |
| 43012          | OFFICE OF PROSECUTION SERVICES |              | 00760 | 399.21       |            |       | 399.21       |
|                | District Attorney Fund         |              | 00760 | 399.21       |            |       | 399.21       |
| 21127          | DISTRICT ATTORNEY'S OFFICE     |              | 00761 | 60,000.00    |            |       | 60,000.00    |
|                | Worthless Check Fund           |              | 00761 | 60,000.00    |            |       | 60,000.00    |
| 21127          | DISTRICT ATTORNEY'S OFFICE     |              | 00765 | 140,000.00   |            |       | 140,000.00   |
|                | DA Restitution Recovery Fund   |              | 00765 | 140,000.00   |            |       | 140,000.00   |
| 76902          | STACEY, CHRISTINA M            | 251 2146074  | 00779 | 131.00       |            |       | 131.00       |
| 182168         | MASON, TAMMY M                 | 251 2698935  | 00779 | 415.20       |            |       | 415.20       |
| 183151         | SHOOTS, TANZIE SLEDGE          | 251 625-2384 | 00779 | 367.64       |            |       | 367.64       |
| 184675         | SIBLEY, JANICE ERNIECE         | 251 284-6407 | 00779 | 131.00       |            |       | 131.00       |
| 184923         | BUCK, JOEI LANE                | 251 580-0033 | 00779 | 386.20       |            |       | 386.20       |
| 185294         | DAY, LYNN H                    | 251 2135418  | 00779 | 131.00       |            |       | 131.00       |
|                | MV Special Training Fund       |              | 00779 | 1,562.04     |            |       | 1,562.04     |
| 85307          | WAL-MART SUPERCENTER *         | 251 9375558  | 00780 | 201.84       |            |       | 201.84       |
|                | Donation Trust Fund            |              | 00780 | 201.84       |            |       | 201.84       |
| 182457         | PEADEN, MINERVA                |              | 00790 | 40.43        |            |       | 40.43        |
| 186451         | SYMBOL HEALTH SOLUTIONS LLC    |              | 00790 | 22,762.42    |            |       | 22,762.42    |
|                | Self Insurance Trust           |              | 00790 | 22,802.85    |            |       | 22,802.85    |
| Grand Total(s) |                                |              |       | 2,707,747.36 | 225,176.69 |       | 2,482,570.67 |

*Handwritten signature/initials*

| Document                |         |       |      | Date            | Co.       | Name                                  | Address Number             | Amounts                          |      |                     |      |            |               |                 | Tax Amount |               |               |               |
|-------------------------|---------|-------|------|-----------------|-----------|---------------------------------------|----------------------------|----------------------------------|------|---------------------|------|------------|---------------|-----------------|------------|---------------|---------------|---------------|
| Ty                      | Voucher | Co.   | Item | Payment Voucher | G/L Class | Invoice Number<br>Account Description | Remark<br>Account Number   | Payment Amount<br>Discount Taken |      | G/L<br>Distribution | LT   | PC         | PI            | Subledger /Type |            |               |               |               |
| G/L Bank Account        |         |       |      | 00018481        |           | Cash                                  | Batch Number               | 2848273                          | Type | M                   | Date | 12/30/2019 | User ID       | SGRANT          |            |               |               |               |
| PN                      | 9204946 |       |      | 1/7/2020        | 00001     | BALDWIN CNTY BOARD OF EDUCATIO        | 14116                      |                                  |      |                     |      |            |               |                 |            | 6,265,898.66- | D             |               |
| PV                      | 504309  | 00001 | 001  | 12/30/2019      |           | 12302019                              | SALES/USE TAX              |                                  |      |                     |      |            |               |                 |            |               |               |               |
|                         |         |       |      |                 |           | Cash                                  | 00018481                   |                                  |      |                     |      |            | 6,265,898.66- | AA              |            |               |               |               |
| PN                      | 9204946 |       |      | 1/7/2020        | 00001     | BALDWIN CNTY BOARD OF EDUCATIO        | 14116                      |                                  |      |                     |      |            |               |                 |            | 1,168,222.44- | D             |               |
| PV                      | 504309  | 00001 | 002  | 12/30/2019      |           | 12302019                              | SALES/USE TAX              |                                  |      |                     |      |            |               |                 |            |               |               |               |
|                         |         |       |      |                 |           | Cash                                  | 00018481                   |                                  |      |                     |      |            | 1,168,222.44- | AA              |            |               |               |               |
| PN                      | 9204946 |       |      | 1/7/2020        | 00001     | BALDWIN CNTY BOARD OF EDUCATIO        | 14116                      |                                  |      |                     |      |            |               |                 |            | 188,324.28-   | D             |               |
| PV                      | 504310  | 00001 | 001  | 12/30/2019      |           | 11302019                              | CASUAL SALES TAX; NOV 2019 |                                  |      |                     |      |            |               |                 |            |               |               |               |
|                         |         |       |      |                 |           | Cash                                  | 00018481                   |                                  |      |                     |      |            | 188,324.28-   | AA              |            |               |               |               |
| Totals for Bank Account |         |       |      |                 |           |                                       |                            |                                  |      |                     |      |            |               |                 |            | 7,622,445.38- | 7,622,445.38- |               |
| Totals for Batch        |         |       |      |                 |           |                                       |                            |                                  |      |                     |      |            |               |                 |            |               | 7,622,445.38- | 7,622,445.38- |
| User Total              |         |       |      |                 |           |                                       |                            |                                  |      |                     |      |            |               |                 |            | 7,622,445.38- | 7,622,445.38- |               |
| Grand Total             |         |       |      |                 |           |                                       |                            |                                  |      |                     |      |            |               |                 |            | 7,622,445.38- | 7,622,445.38- |               |

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| Document                |         |       |      | Date       | Co.       | Name                           | Address Number            | Amounts        |                |                  |      |             |         |                 |            |
|-------------------------|---------|-------|------|------------|-----------|--------------------------------|---------------------------|----------------|----------------|------------------|------|-------------|---------|-----------------|------------|
| Payment                 |         |       |      | Payment    | G/L Class | Invoice Number                 | Remark                    | Payment Amount | Discount Taken | G/L Distribution | LT   | PC          | PI      | Subledger /Type | Tax Amount |
| Ty                      | Voucher | Co.   | Item | Voucher    |           | Account Description            | Account Number            |                |                |                  |      |             |         |                 |            |
| G/L Bank Account        |         |       |      | 00018481   |           | Cash                           | Batch Number              | 2848274        | Type           | M                | Date | 12/30/2019  | User ID | SGRANT          |            |
| PN                      | 9204947 |       |      | 1/7/2020   | 00001     | GULF SHORES BOARD OF EDUCATION | 191392                    | 360,363.08-    |                |                  |      |             |         | D               |            |
| PV                      | 504311  | 00001 | 001  | 12/30/2019 |           | 12302019                       | SALES/USE TAX             |                |                |                  |      |             |         |                 |            |
|                         |         |       |      |            |           | Cash                           | 00018481                  |                |                |                  |      | 360,363.08- | AA      |                 |            |
| PN                      | 9204947 |       |      | 1/7/2020   | 00001     | GULF SHORES BOARD OF EDUCATION | 191392                    | 79,126.65-     |                |                  |      |             |         | D               |            |
| PV                      | 504311  | 00001 | 002  | 12/30/2019 |           | 12302019                       | SALES/USE TAX             |                |                |                  |      |             |         |                 |            |
|                         |         |       |      |            |           | Cash                           | 00018481                  |                |                |                  |      | 79,126.65-  | AA      |                 |            |
| PN                      | 9204947 |       |      | 1/7/2020   | 00001     | GULF SHORES BOARD OF EDUCATION | 191392                    | 13,027.97-     |                |                  |      |             |         | D               |            |
| PV                      | 504312  | 00001 | 001  | 12/30/2019 |           | 11302019                       | CASUAL SALES TAX; NOV '19 |                |                |                  |      |             |         |                 |            |
|                         |         |       |      |            |           | Cash                           | 00018481                  |                |                |                  |      | 13,027.97-  | AA      |                 |            |
| Totals for Bank Account |         |       |      |            |           |                                |                           | 452,517.70-    |                |                  |      | 452,517.70- |         |                 |            |
| Totals for Batch        |         |       |      |            |           |                                |                           | 452,517.70-    |                |                  |      | 452,517.70- |         |                 |            |
| User Total              |         |       |      |            |           |                                |                           | 452,517.70-    |                |                  |      | 452,517.70- |         |                 |            |
| Grand Total             |         |       |      |            |           |                                |                           | 452,517.70-    |                |                  |      | 452,517.70- |         |                 |            |

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# Baldwin County Commission

## Agenda Action Form

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**File #:** 20-0483, **Version:** 1

**Item #:** EA2

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**Meeting Type:** BCC Regular Meeting

**Meeting Date:** 1/7/2020

**Item Status:** New

**From:** Cian Harrison, Clerk/Treasurer

Eva Cutsinger, Senior Accountant

**Submitted by:** Sharon Grant, Accounts Payable Supervisor

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### ITEM TITLE

Notification of Interim Payments Approved by Clerk/Treasurer as Allowed Under Policy 8.1

### STAFF RECOMMENDATION

Make the attached interim payments made by the Clerk/Treasurer totaling \$4,018,123.83 (four million, eighteen thousand, one hundred twenty-three dollars and eighty-three cents) a part of the minutes.

### BACKGROUND INFORMATION

**Previous Commission action/date:** N/A

**Background:** N/A

### FINANCIAL IMPACT

**Total cost of recommendation:** \$4,018,123.83

**Budget line item(s) to be used:** N/A

**If this is not a budgeted expenditure, does the recommendation create a need for funding?** N/A

### LEGAL IMPACT

**Is legal review necessary for this staff recommendation and related documents?**

N/A

**Reviewed/approved by:** N/A

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**Additional comments:** N/A

**ADVERTISING REQUIREMENTS**

**Is advertising required for this recommendation?** N/A

**If the proof of publication affidavit is not attached, list the reason:** N/A

**FOLLOW UP IMPLEMENTATION**

**For time-sensitive follow up, select deadline date for follow up:** N/A

**Individual(s) responsible for follow up:** N/A

**Action required (list contact persons/addresses if documents are to be mailed or emailed):** N/A

**Additional instructions/notes:** N/A

**Baldwin County Commission  
Interim Payments  
January 7, 2020**

| Vendor Summary                            | Totals              | Brief Description         |
|---|---------------------|---------------------------|
| 1 ACCA LIABILITY SELF INSURANCE FUND      | 1,640,838.37        | Insurance                 |
| 2 AL CHILD SUPPORT PAYMENT CTR            | 2,632.22            | Payroll                   |
| 3 AL STATE DEPT OF FINANCE-CRAFT TRAINING | 2,892.00            | CICT Fees; Nov '19        |
| 4 AL STATE DEPT OF REVENUE                | 245.89              | Payroll                   |
| 5 AT&T                                    | 4,866.82            | Telephone                 |
| 6 AT&T                                    | 537.73              | Telephone                 |
| 7 AT&T MOBILITY                           | 560.28              | Telephone                 |
| 8 BALDWIN CNTY COMMISSION-BOOTS           | 5,635.00            | Payroll                   |
| 9 BALDWIN CNTY COMMISSION-DENTAL          | 12,104.00           | Payroll                   |
| 10 BALDWIN CNTY COMMISSION-HEALTH         | 63,017.50           | Payroll                   |
| 11 BALDWIN CNTY PROBATE COURT             | 3,000.00            | ROW; Hoyle Bryars Road    |
| 12 BALDWIN CNTY SHERIFF'S OFFICE          | 1,651,064.39        | Payroll                   |
| 13 BALDWIN EMC                            | 9,325.00            | Utilities                 |
| 14 BAY MINETTE POSTMASTER                 | 10,000.00           | Postage                   |
| 15 BLUE CROSS & BLUE SHIELD OF AL         | 81,436.18           | Payroll                   |
| 16 CENTURYLINK                            | 82.30               | Telephone                 |
| 17 CENTURYLINK                            | 1,715.10            | Telephone                 |
| 18 COONEY, NICHOLAS                       | 1,102.00            | Solid Waste Refund        |
| 19 DANIEL O'BRIEN                         | 1,523.51            | Payroll                   |
| 20 DEPT OF CHILDREN & FAMILY SVCS         | 193.84              | Payroll                   |
| 21 EICHER, JAZMINE                        | 78.00               | Solid Waste Refund        |
| 22 ENGLISH, MONICA SHANTA                 | 65.00               | Payroll                   |
| 23 FAIRHOPE, CITY OF                      | 7,665.65            | Utilities                 |
| 24 FLEXIBLE BENEFITS                      | 9,809.63            | Payroll                   |
| 25 FNA 2018-1 LLC                         | 54,972.98           | Land Redemption           |
| 26 FOLEY, CITY OF                         | 57.72               | Utilities                 |
| 27 GARDNER, AIMEE                         | 132.00              | Solid Waste Refund        |
| 28 GAUTNEY, WANDA FAIL                    | 710.00              | Reimbursement             |
| 29 HARBOR COMMUNICATIONS LLC              | 3,559.89            | Telephone                 |
| 30 IRS-TAX PAYMENT                        | 225,723.32          | Payroll                   |
| 31 JODY L WISE, CIRCUIT CLK               | 266.31              | Payroll                   |
| 32 JUDICIAL RETIREMENT FUND               | 907.68              | Payroll                   |
| 33 NATIONWIDE RETIREMENT SOLUTIONS        | 11,844.75           | Payroll                   |
| 34 NORTH BALDWIN UTILITIES                | 156.60              | Utilities                 |
| 35 PEIRAF DEFERRED COMPENSATION           | 1,767.00            | Payroll                   |
| 36 RELIABLE PROPERTIES LLC                | 103.31              | Land Redemption           |
| 37 RETIREMENT SYSTEMS OF AL               | 134,200.77          | Payroll                   |
| 38 REVENUE COMMISSION-TEDDY FAUST         | 363.16              | Property Taxes            |
| 39 RIVIERA UTILITIES                      | 9,839.38            | Utilities                 |
| 40 ROBERTS, FRANK S II                    | 128.00              | Solid Waste Refund        |
| 41 ROBERTSON INSURANCE AGENCY INC         | 11,249.00           | Bond Renewals & Insurance |
| 42 SOUTHERN LINC WIRELESS                 | 238.30              | Telephone                 |
| 43 US BANK CUST TOWER DB VII TRUST 2017-1 | 50,397.46           | Land Redemption           |
| 44 VERIZON WIRELESS                       | 1,115.79            | Telephone                 |
| <b>Grand Total</b>                        | <b>4,018,123.83</b> |                           |



| ..... Document .....    |         |       |      | Date       | Co.       | Name                          | Address Number      | ..... Amounts ..... |              |    |    | Tax Amount |                 |  |
|-------------------------|---------|-------|------|------------|-----------|-------------------------------|---------------------|---------------------|--------------|----|----|------------|-----------------|--|
| Payment                 |         |       |      | Payment    | G/L Class | Invoice Number                | Remark              | Payment Amount      | G/L          | LT | PC | PI         | Subledger /Type |  |
| Ty                      | Voucher | Co.   | Item | Voucher    |           | Account Description           | Account Number      | Discount Taken      | Distribution |    |    |            |                 |  |
|                         |         |       |      |            |           | Cash                          | 00018481            |                     | 4,869.72-    |    | AA |            |                 |  |
| PN                      | 9204931 |       |      | 12/12/2019 | 00708     | BALDWIN CNTY SHERIFF'S OFFICE | 10                  | 658.06-             |              |    |    | D          |                 |  |
| PV                      | 503324  | 00001 | 003  | 12/12/2019 |           | 12112019A                     | MONTH END; NOV 2019 |                     |              |    |    |            |                 |  |
|                         |         |       |      |            |           | Cash                          | 00018481            |                     | 658.06-      |    | AA |            |                 |  |
| Totals for Bank Account |         |       |      |            |           |                               |                     | 915,467.47-         | 915,467.47-  |    |    |            |                 |  |
| Totals for Batch        |         |       |      |            |           |                               |                     | 915,467.47-         | 915,467.47-  |    |    |            |                 |  |
| User Total              |         |       |      |            |           |                               |                     | 915,467.47-         | 915,467.47-  |    |    |            |                 |  |
| Grand Total             |         |       |      |            |           |                               |                     | 915,467.47-         | 915,467.47-  |    |    |            |                 |  |

| ..... Document .....      |         |       |      | Date       | Co.       | Name                          | Address Number       | ..... Amounts ..... |              |      |            |         |         |                 |            |  |
|---------------------------|---------|-------|------|------------|-----------|-------------------------------|----------------------|---------------------|--------------|------|------------|---------|---------|-----------------|------------|--|
| Payment                   |         |       |      | Payment    | G/L Class | Invoice Number                | Remark               | Payment Amount      | G/L          |      | LT         | PC      | PI      | Subledger /Type | Tax Amount |  |
| Ty                        | Voucher | Co.   | Item | Voucher    |           | Account Description           | Account Number       | Discount Taken      | Distribution |      |            |         |         |                 |            |  |
| G/L Bank Account 00018481 |         |       |      |            |           | Cash                          | Batch Number 2848008 | Type                | M            | Date | 12/12/2019 | User ID | SGRANT  |                 |            |  |
| PN                        | 9204932 |       |      | 12/12/2019 | 00001     | BALDWIN CNTY SHERIFF'S OFFICE | 10                   |                     |              |      |            |         | D       |                 |            |  |
| PV                        | 503347  | 00001 | 001  | 12/12/2019 |           | 12112019B                     |                      |                     |              |      |            |         |         |                 |            |  |
|                           |         |       |      |            |           | Cash                          | 00018481             |                     |              |      |            | 100.04- | AA      |                 |            |  |
| Totals for Bank Account   |         |       |      |            |           |                               |                      |                     |              |      |            | 100.04- | 100.04- |                 |            |  |
| Totals for Batch          |         |       |      |            |           |                               |                      |                     |              |      |            | 100.04- | 100.04- |                 |            |  |
| User Total                |         |       |      |            |           |                               |                      |                     |              |      |            | 100.04- | 100.04- |                 |            |  |
| Grand Total               |         |       |      |            |           |                               |                      |                     |              |      |            | 100.04- | 100.04- |                 |            |  |

| Number | Supplier                       |              | Co    | Balance Open | Aging   |       |            |
|--------|--------------------------------|--------------|-------|--------------|---------|-------|------------|
|        | Name                           | Phone Number |       |              | Current | 1 - 0 | Over 0     |
| 14397  | AT&T MOBILITY (WIRELESS) **    |              | 00001 | 128.29       |         |       | 128.29     |
| 19049  | FOLEY, CITY OF                 |              | 00001 | 57.72        |         |       | 57.72      |
| 27007  | CENTURYLINK (GULFTEL) **       |              | 00001 | 82.30        |         |       | 82.30      |
| 51003  | RIVIERA UTILITIES              |              | 00001 | 8,519.43     |         |       | 8,519.43   |
| 54017  | AT&T (BELLSOUTH)*              |              | 00001 | 3,948.17     |         |       | 3,948.17   |
| 61111  | CENTURYLINK(GULF TELEPHONE CO  |              | 00001 | 1,715.10     |         |       | 1,715.10   |
| 62367  | SOUTHERN LINC WIRELESS         |              | 00001 | 238.30       |         |       | 238.30     |
| 63589  | AT&T (BELLSOUTH)**             |              | 00001 | 168.75       |         |       | 168.75     |
| 155408 | HARBOR COMMUNICATIONS LLC      | 6621532      | 00001 | 3,559.89     |         |       | 3,559.89   |
|        | General Fund                   |              | 00001 | 18,417.95    |         |       | 18,417.95  |
| 14397  | AT&T MOBILITY (WIRELESS) **    |              | 00105 | 77.60        |         |       | 77.60      |
|        | Juvenile Detention Fac Fund    |              | 00105 | 77.60        |         |       | 77.60      |
| 14005  | BALDWIN EMC                    | 251 9890118  | 00109 | 2,668.00     |         |       | 2,668.00   |
|        | Animal Shelter                 |              | 00109 | 2,668.00     |         |       | 2,668.00   |
| 14005  | BALDWIN EMC                    | 251 9890118  | 00111 | 428.00       |         |       | 428.00     |
| 14397  | AT&T MOBILITY (WIRELESS) **    |              | 00111 | 36.43        |         |       | 36.43      |
| 51003  | RIVIERA UTILITIES              |              | 00111 | 130.46       |         |       | 130.46     |
| 54017  | AT&T (BELLSOUTH)*              |              | 00111 | 699.97       |         |       | 699.97     |
|        | 7 Cent Gasoline Tax Fund       |              | 00111 | 1,294.86     |         |       | 1,294.86   |
| 54017  | AT&T (BELLSOUTH)*              |              | 00140 | 218.68       |         |       | 218.68     |
|        | Council on Aging Fund          |              | 00140 | 218.68       |         |       | 218.68     |
| 51003  | RIVIERA UTILITIES              |              | 00143 | 45.00        |         |       | 45.00      |
| 152240 | VERIZON WIRELESS **            |              | 00143 | 835.70       |         |       | 835.70     |
|        | Section 18 Fund                |              | 00143 | 880.70       |         |       | 880.70     |
| 14005  | BALDWIN EMC                    | 251 9890118  | 00144 | 99.00        |         |       | 99.00      |
| 19003  | NORTH BALDWIN UTILITIES        |              | 00144 | 48.88        |         |       | 48.88      |
| 51003  | RIVIERA UTILITIES              |              | 00144 | 49.80        |         |       | 49.80      |
| 63589  | AT&T (BELLSOUTH)**             |              | 00144 | 368.98       |         |       | 368.98     |
|        | Parks Fund                     |              | 00144 | 566.66       |         |       | 566.66     |
| 14005  | BALDWIN EMC                    | 251 9890118  | 00510 | 5,279.00     |         |       | 5,279.00   |
|        | Solid Waste Fund               |              | 00510 | 5,279.00     |         |       | 5,279.00   |
| 191537 | GARDNER, AIMEE (R)             |              | 00511 | 132.00       |         |       | 132.00     |
| 191538 | EICHER, JAZMINE (R)            |              | 00511 | 78.00        |         |       | 78.00      |
| 191539 | COONEY, NICHOLAS (R)           |              | 00511 | 1,102.00     |         |       | 1,102.00   |
| 191540 | ROBERTS, FRANK S II (R)        |              | 00511 | 128.00       |         |       | 128.00     |
|        | Solid Waste Collection Fund    |              | 00511 | 1,440.00     |         |       | 1,440.00   |
| 180942 | RELIABLE PROPERTIES LLC        |              | 00725 | 103.31       |         |       | 103.31     |
| 187181 | US BANK CUST TOWER DB VII TRUS |              | 00725 | 50,397.46    |         |       | 50,397.46  |
| 189250 | FNA 2018-1 LLC                 |              | 00725 | 54,972.98    |         |       | 54,972.98  |
|        | Land Redemption Fund           |              | 00725 | 105,473.75   |         |       | 105,473.75 |

| Number         | Supplier<br>Name            | Phone Number | Co    | Aging        |         |       |            |
|----------------|-----------------------------|--------------|-------|--------------|---------|-------|------------|
|                |                             |              |       | Balance Open | Current | 1 - 0 | Over 0     |
| 14397          | AT&T MOBILITY (WIRELESS) ** |              | 00740 | 317.96       |         |       | 317.96     |
| 152240         | VERIZON WIRELESS **         |              | 00740 | 280.09       |         |       | 280.09     |
|                | Law Library Fund            |              | 00740 | 598.05       |         |       | 598.05     |
| Grand Total(s) |                             |              | 00740 | 136,915.25   |         |       | 136,915.25 |

*for*

| ..... Document .....    |         |       |      | Date     | Co.       | Name                     | Address Number | ..... Amounts ..... |              |    |      |          |                 |            |
|-------------------------|---------|-------|------|----------|-----------|--------------------------|----------------|---------------------|--------------|----|------|----------|-----------------|------------|
| Payment                 |         |       |      | Payment  | G/L Class | Invoice Number           | Remark         | Payment Amount      | G/L          | LT | PC   | PI       | Subledger /Type | Tax Amount |
| Ty                      | Voucher | Co.   | Item | Voucher  |           | Account Description      | Account Number | Discount Taken      | Distribution |    |      |          |                 |            |
| G/L Bank Account        |         |       |      | 00018481 |           | Cash                     | Batch Number   | 2848079             | Type         | M  | Date | 12/16/19 | User ID         | ECUTSINGER |
| PN                      | 9204933 |       |      | 12/16/19 | 00001     | JUDICIAL RETIREMENT FUND | 36240          |                     |              |    |      |          |                 | D          |
| T7                      | 502487  | 00001 | 001  | 12/13/19 |           | 120519950183             | JRF DEC 2019   |                     |              |    |      |          |                 |            |
|                         |         |       |      |          |           | Cash                     | 00018481       |                     |              |    |      |          | 907.68-         | AA         |
| Totals for Bank Account |         |       |      |          |           |                          |                | 907.68-             |              |    |      |          | 907.68-         |            |
| Totals for Batch        |         |       |      |          |           |                          |                | 907.68-             |              |    |      |          | 907.68-         |            |
| User Total              |         |       |      |          |           |                          |                | 907.68-             |              |    |      |          | 907.68-         |            |
| Grand Total             |         |       |      |          |           |                          |                | 907.68-             |              |    |      |          | 907.68-         |            |

| Number         | Supplier                       |              | Co    | Balance Open | Aging    |       |        |           |
|----------------|--------------------------------|--------------|-------|--------------|----------|-------|--------|-----------|
|                | Name                           | Phone Number |       |              | Current  | 1 - 0 | Over 0 |           |
| 48004          | BAY MINETTE POSTMASTER         |              | 00001 | 10,000.00    |          |       |        | 10,000.00 |
| 160750         | REVENUE COMMISSION-TEDDY FAUST |              | 00001 | 363.16       | 363.16   |       |        |           |
| 186412         | AL STATE DEPT OF FINANCE-CRAFT |              | 00001 | 2,892.00     |          |       |        | 2,892.00  |
|                | General Fund                   |              | 00001 | 13,255.16    | 363.16   |       |        | 12,892.00 |
| 3308           | GAUTNEY, WANDA FAIL            | 251 9376342  | 00751 | 710.00       | 710.00   |       |        |           |
|                | BC Employee Fund               |              | 00751 | 710.00       | 710.00   |       |        |           |
| Grand Total(s) |                                |              |       | 13,965.16    | 1,073.16 |       |        | 12,892.00 |

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| Document                |                  | Date            | Co.       | Name                                  | Address Number           | Amounts        |                |   |      | G/L          | LT      | PC         | PI | Subledger /Type | Tax Amount |
|-------------------------|------------------|-----------------|-----------|---------------------------------------|--------------------------|----------------|----------------|---|------|--------------|---------|------------|----|-----------------|------------|
| Ty                      | Payment Voucher  | Payment Voucher | G/L Class | Invoice Number<br>Account Description | Remark<br>Account Number | Payment Amount | Discount Taken |   |      | Distribution |         |            |    |                 |            |
| G/L Bank Account        |                  | 00018481        |           | Cash                                  | Batch Number             | 2848111        | Type           | M | Date | 12/17/19     | User ID | ECUTSINGER |    |                 |            |
| PN                      | 9204934          | 12/13/19        | 00001     | RETIREMENT SYSTEMS OF AL              | 51059                    |                |                |   |      | 997.50-      |         |            |    | D               |            |
| T7                      | 502491 00001 001 | 12/13/19        |           | 120519950187                          | RSA PPE 120819 BW        |                |                |   |      |              |         |            |    |                 |            |
|                         |                  |                 |           | Cash                                  | 00018481                 |                |                |   |      | 997.50-      | AA      |            |    |                 |            |
| PN                      | 9204934          | 12/13/19        | 00001     | RETIREMENT SYSTEMS OF AL              | 51059                    |                |                |   |      | 1,012.66-    |         |            |    | D               |            |
| T7                      | 502492 00001 001 | 12/13/19        |           | 120519950188                          | RSA PPE 120819 BW        |                |                |   |      |              |         |            |    |                 |            |
|                         |                  |                 |           | Cash                                  | 00018481                 |                |                |   |      | 1,012.66-    | AA      |            |    |                 |            |
| PN                      | 9204934          | 12/13/19        | 00001     | RETIREMENT SYSTEMS OF AL              | 51059                    |                |                |   |      | .01          |         |            |    | D               |            |
| PD                      | 503437 00001 001 | 12/13/19        |           | 121319                                | RSA PPE 120813 MONTHLY   |                |                |   |      |              |         |            |    |                 |            |
|                         |                  |                 |           | Cash                                  | 00018481                 |                |                |   |      | .01          | AA      |            |    |                 |            |
| Totals for Bank Account |                  |                 |           |                                       |                          | 2,010.15-      |                |   |      | 2,010.15-    |         |            |    |                 |            |
| Totals for Batch        |                  |                 |           |                                       |                          | 2,010.15-      |                |   |      | 2,010.15-    |         |            |    |                 |            |
| User Total              |                  |                 |           |                                       |                          | 2,010.15-      |                |   |      | 2,010.15-    |         |            |    |                 |            |
| Grand Total             |                  |                 |           |                                       |                          | 2,010.15-      |                |   |      | 2,010.15-    |         |            |    |                 |            |

| Document         |                    | Date     |      | Co.<br>G/L Class | Name<br>Invoice Number<br>Account Description | Address Number<br>Remark<br>Account Number | Amounts            |                                  |   |            | G/L<br>Distribution | LT PC PI Subledger /Type | Tax Amount |          |
|------------------|--------------------|----------|------|------------------|---|--|--------------------|----------------------------------|---|------------|---------------------|--------------------------|------------|----------|
| Ty               | Payment<br>Voucher | Co.      | Item |                  |   |  | Payment<br>Voucher | Payment Amount<br>Discount Taken | M | Date       |                     |                          |            | 12/17/19 |
| G/L Bank Account |                    | 00018481 |      |                  | Cash  | Batch Number                               | 2848112            | Type                             |   |            |                     |                          |            |          |
| PN               | 9204935            |          |      | 12/13/19         | 00144   | RETIREMENT SYSTEMS OF AL                   | 51059              |                                  |   |            |                     |                          |            |          |
| T7               | 502639             | 00144    | 001  | 12/13/19         |   | 12101995444100                             |                    |                                  |   | 1,017.21-  |                     |                          | D          |          |
|                  |                    |          |      |                  |   | Cash                                       | 00018481           |                                  |   |            | 1,017.21-           | AA                       |            |          |
| PN               | 9204935            |          |      | 12/13/19         | 00146   | RETIREMENT SYSTEMS OF AL                   | 51059              |                                  |   |            |                     |                          |            |          |
| T7               | 502640             | 00146    | 001  | 12/13/19         |   | 12101995444101                             |                    |                                  |   | 416.49-    |                     |                          | D          |          |
|                  |                    |          |      |                  |   | Cash                                       | 00018481           |                                  |   |            | 416.49-             | AA                       |            |          |
| PN               | 9204935            |          |      | 12/13/19         | 00510   | RETIREMENT SYSTEMS OF AL                   | 51059              |                                  |   |            |                     |                          |            |          |
| T7               | 502641             | 00510    | 001  | 12/13/19         |   | 12101995444102                             |                    |                                  |   | 6,813.24-  |                     |                          | D          |          |
|                  |                    |          |      |                  |   | Cash                                       | 00018481           |                                  |   |            | 6,813.24-           | AA                       |            |          |
| PN               | 9204935            |          |      | 12/13/19         | 00510   | RETIREMENT SYSTEMS OF AL                   | 51059              |                                  |   |            |                     |                          |            |          |
| T7               | 502642             | 00510    | 001  | 12/13/19         |   | 12101995444103                             |                    |                                  |   | 2,666.92-  |                     |                          | D          |          |
|                  |                    |          |      |                  |   | Cash                                       | 00018481           |                                  |   |            | 2,666.92-           | AA                       |            |          |
| PN               | 9204935            |          |      | 12/13/19         | 00511   | RETIREMENT SYSTEMS OF AL                   | 51059              |                                  |   |            |                     |                          |            |          |
| T7               | 502643             | 00511    | 001  | 12/13/19         |   | 12101995444104                             |                    |                                  |   | 8,321.46-  |                     |                          | D          |          |
|                  |                    |          |      |                  |   | Cash                                       | 00018481           |                                  |   |            | 8,321.46-           | AA                       |            |          |
| PN               | 9204935            |          |      | 12/13/19         | 00511   | RETIREMENT SYSTEMS OF AL                   | 51059              |                                  |   |            |                     |                          |            |          |
| T7               | 502644             | 00511    | 001  | 12/13/19         |   | 12101995444105                             |                    |                                  |   | 5,187.46-  |                     |                          | D          |          |
|                  |                    |          |      |                  |   | Cash                                       | 00018481           |                                  |   |            | 5,187.46-           | AA                       |            |          |
| PN               | 9204935            |          |      | 12/13/19         | 00740   | RETIREMENT SYSTEMS OF AL                   | 51059              |                                  |   |            |                     |                          |            |          |
| T7               | 502645             | 00740    | 001  | 12/13/19         |   | 12101995444106                             |                    |                                  |   | 59.60-     |                     |                          | D          |          |
|                  |                    |          |      |                  |   | Cash                                       | 00018481           |                                  |   |            | 59.60-              | AA                       |            |          |
| PN               | 9204935            |          |      | 12/13/19         | 00001   | RETIREMENT SYSTEMS OF AL                   | 51059              |                                  |   |            |                     |                          |            |          |
| T7               | 502887             | 00001    | 001  | 12/13/19         |   | 1210199544480                              |                    |                                  |   | 38,320.55- |                     |                          | D          |          |
|                  |                    |          |      |                  |   | Cash                                       | 00018481           |                                  |   |            | 38,320.55-          | AA                       |            |          |

| ..... Document ..... |         |       |      | Date            | Co.       | Name                                  | Address Number           | ..... Amounts .....              |                     | LT | PC | PI | Subledger /Type | Tax Amount |
|----------------------|---------|-------|------|-----------------|-----------|---------------------------------------|--------------------------|----------------------------------|---------------------|----|----|----|-----------------|------------|
| Ty                   | Voucher | Co.   | Item | Payment Voucher | G/L Class | Invoice Number<br>Account Description | Remark<br>Account Number | Payment Amount<br>Discount Taken | G/L<br>Distribution |    |    |    |                 |            |
|                      |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 38,320.55-          | AA |    |    |                 |            |
| PN                   | 9204935 |       |      | 12/13/19        | 00001     | RETIREMENT SYSTEMS OF AL              | 51059                    | 11,874.17-                       |                     |    |    |    | D               |            |
| T7                   | 502888  | 00001 | 001  | 12/13/19        |           | 1210199544481                         | RSA PPE 120819 BW        |                                  |                     |    |    |    |                 |            |
|                      |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 11,874.17-          | AA |    |    |                 |            |
| PN                   | 9204935 |       |      | 12/13/19        | 00103     | RETIREMENT SYSTEMS OF AL              | 51059                    | 172.31-                          |                     |    |    |    | D               |            |
| T7                   | 502889  | 00103 | 001  | 12/13/19        |           | 1210199544482                         | RSA PPE 120819 BW        |                                  |                     |    |    |    |                 |            |
|                      |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 172.31-             | AA |    |    |                 |            |
| PN                   | 9204935 |       |      | 12/13/19        | 00104     | RETIREMENT SYSTEMS OF AL              | 51059                    | 169.58-                          |                     |    |    |    | D               |            |
| T7                   | 502890  | 00104 | 001  | 12/13/19        |           | 1210199544483                         | RSA PPE 120819 BW        |                                  |                     |    |    |    |                 |            |
|                      |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 169.58-             | AA |    |    |                 |            |
| PN                   | 9204935 |       |      | 12/13/19        | 00104     | RETIREMENT SYSTEMS OF AL              | 51059                    | 208.80-                          |                     |    |    |    | D               |            |
| T7                   | 502891  | 00104 | 001  | 12/13/19        |           | 1210199544484                         | RSA PPE 120819 BW        |                                  |                     |    |    |    |                 |            |
|                      |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 208.80-             | AA |    |    |                 |            |
| PN                   | 9204935 |       |      | 12/13/19        | 00105     | RETIREMENT SYSTEMS OF AL              | 51059                    | 3,203.46-                        |                     |    |    |    | D               |            |
| T7                   | 502892  | 00105 | 001  | 12/13/19        |           | 1210199544485                         | RSA PPE 120819 BW        |                                  |                     |    |    |    |                 |            |
|                      |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 3,203.46-           | AA |    |    |                 |            |
| PN                   | 9204935 |       |      | 12/13/19        | 00105     | RETIREMENT SYSTEMS OF AL              | 51059                    | 967.40-                          |                     |    |    |    | D               |            |
| T7                   | 502893  | 00105 | 001  | 12/13/19        |           | 1210199544486                         | RSA PPE 120819 BW        |                                  |                     |    |    |    |                 |            |
|                      |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 967.40-             | AA |    |    |                 |            |
| PN                   | 9204935 |       |      | 12/13/19        | 00106     | RETIREMENT SYSTEMS OF AL              | 51059                    | 512.56-                          |                     |    |    |    | D               |            |
| T7                   | 502894  | 00106 | 001  | 12/13/19        |           | 1210199544487                         | RSA PPE 120819 BW        |                                  |                     |    |    |    |                 |            |
|                      |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 512.56-             | AA |    |    |                 |            |
| PN                   | 9204935 |       |      | 12/13/19        | 00106     | RETIREMENT SYSTEMS OF AL              | 51059                    | 445.45-                          |                     |    |    |    | D               |            |
| T7                   | 502895  | 00106 | 001  | 12/13/19        |           | 1210199544488                         | RSA PPE 120819 BW        |                                  |                     |    |    |    |                 |            |

| Document |         |       |      | Date            | Co.       | Name                                  | Address Number           | Amounts                          |                     | LT | PC | PI | Subledger /Type | Tax Amount |
|----------|---------|-------|------|-----------------|-----------|---------------------------------------|--------------------------|----------------------------------|---------------------|----|----|----|-----------------|------------|
| Ty       | Voucher | Co.   | Item | Payment Voucher | G/L Class | Invoice Number<br>Account Description | Remark<br>Account Number | Payment Amount<br>Discount Taken | G/L<br>Distribution |    |    |    |                 |            |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 445.45-             | AA |    |    |                 |            |
| PN       | 9204935 |       |      | 12/13/19        | 00109     | RETIREMENT SYSTEMS OF AL              | 51059                    | 473.74-                          |                     |    |    |    | D               |            |
| T7       | 502896  | 00109 | 001  | 12/13/19        |           | 1210199544489                         | RSA PPE 120819 BW        |                                  |                     |    |    |    |                 |            |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 473.74-             | AA |    |    |                 |            |
| PN       | 9204935 |       |      | 12/13/19        | 00109     | RETIREMENT SYSTEMS OF AL              | 51059                    | 1,274.96-                        |                     |    |    |    | D               |            |
| T7       | 502898  | 00109 | 001  | 12/13/19        |           | 1210199544490                         | RSA PPE 120819 BW        |                                  |                     |    |    |    |                 |            |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 1,274.96-           | AA |    |    |                 |            |
| PN       | 9204935 |       |      | 12/13/19        | 00111     | RETIREMENT SYSTEMS OF AL              | 51059                    | 20,387.00-                       |                     |    |    |    | D               |            |
| T7       | 502899  | 00111 | 001  | 12/13/19        |           | 1210199544491                         | RSA PPE 120819 BW        |                                  |                     |    |    |    |                 |            |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 20,387.00-          | AA |    |    |                 |            |
| PN       | 9204935 |       |      | 12/13/19        | 00111     | RETIREMENT SYSTEMS OF AL              | 51059                    | 10,039.47-                       |                     |    |    |    | D               |            |
| T7       | 502900  | 00111 | 001  | 12/13/19        |           | 1210199544492                         | RSA PPE 120819 BW        |                                  |                     |    |    |    |                 |            |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 10,039.47-          | AA |    |    |                 |            |
| PN       | 9204935 |       |      | 12/13/19        | 00120     | RETIREMENT SYSTEMS OF AL              | 51059                    | 6,838.86-                        |                     |    |    |    | D               |            |
| T7       | 502901  | 00120 | 001  | 12/13/19        |           | 1210199544493                         | RSA PPE 120819 BW        |                                  |                     |    |    |    |                 |            |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 6,838.86-           | AA |    |    |                 |            |
| PN       | 9204935 |       |      | 12/13/19        | 00120     | RETIREMENT SYSTEMS OF AL              | 51059                    | 2,428.26-                        |                     |    |    |    | D               |            |
| T7       | 502902  | 00120 | 001  | 12/13/19        |           | 1210199544494                         | RSA PPE 120819 BW        |                                  |                     |    |    |    |                 |            |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 2,428.26-           | AA |    |    |                 |            |
| PN       | 9204935 |       |      | 12/13/19        | 00140     | RETIREMENT SYSTEMS OF AL              | 51059                    | 1,517.82-                        |                     |    |    |    | D               |            |
| T7       | 502903  | 00140 | 001  | 12/13/19        |           | 1210199544495                         | RSA PPE 120819 BW        |                                  |                     |    |    |    |                 |            |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 1,517.82-           | AA |    |    |                 |            |
| PN       | 9204935 |       |      | 12/13/19        | 00140     | RETIREMENT SYSTEMS OF AL              | 51059                    | 187.05-                          |                     |    |    |    | D               |            |
| T7       | 502904  | 00140 | 001  | 12/13/19        |           | 1210199544496                         | RSA PPE 120819 BW        |                                  |                     |    |    |    |                 |            |

| Document Ty             | Payment |       |      | Date Payment Voucher | Co. G/L Class | Name Invoice Number Account Description | Address Number Remark Account Number | Amounts        |                | LT          | PC | PI | Subledger /Type | Tax Amount |                  |  |
|-------------------------|---------|-------|------|----------------------|---------------|---|--------------------------------------|----------------|----------------|-------------|----|----|-----------------|------------|------------------|--|
|                         | Voucher | Co.   | Item |                      |               |   |                                      | Payment Amount | Discount Taken |             |    |    |                 |            | G/L Distribution |  |
|                         |         |       |      |                      |               | Cash                                    | 00018481                             |                | 187.05-        | AA          |    |    |                 |            |                  |  |
| PN                      | 9204935 |       |      | 12/13/19             | 00143         | RETIREMENT SYSTEMS OF AL                | 51059                                | 4,058.19-      |                |             |    |    | D               |            |                  |  |
| T7                      | 502905  | 00143 | 001  | 12/13/19             |               | 1210199544497                           | RSA PPE 120819 BW                    |                |                |             |    |    |                 |            |                  |  |
|                         |         |       |      |                      |               | Cash                                    | 00018481                             |                | 4,058.19-      | AA          |    |    |                 |            |                  |  |
| PN                      | 9204935 |       |      | 12/13/19             | 00143         | RETIREMENT SYSTEMS OF AL                | 51059                                | 2,478.21-      |                |             |    |    | D               |            |                  |  |
| T7                      | 502906  | 00143 | 001  | 12/13/19             |               | 1210199544498                           | RSA PPE 120819 BW                    |                |                |             |    |    |                 |            |                  |  |
|                         |         |       |      |                      |               | Cash                                    | 00018481                             |                | 2,478.21-      | AA          |    |    |                 |            |                  |  |
| PN                      | 9204935 |       |      | 12/13/19             | 00144         | RETIREMENT SYSTEMS OF AL                | 51059                                | 2,150.65-      |                |             |    |    | D               |            |                  |  |
| T7                      | 502907  | 00144 | 001  | 12/13/19             |               | 1210199544499                           | RSA PPE 120819 BW                    |                |                |             |    |    |                 |            |                  |  |
|                         |         |       |      |                      |               | Cash                                    | 00018481                             |                | 2,150.65-      | AA          |    |    |                 |            |                  |  |
| PN                      | 9204935 |       |      | 12/13/19             | 00001         | RETIREMENT SYSTEMS OF AL                | 51059                                | .25            |                |             |    |    | D               |            |                  |  |
| PD                      | 503436  | 00001 | 001  | 12/13/19             |               | 12132019                                | RSA PPE 120819 BW ROUNDING           |                |                |             |    |    |                 |            |                  |  |
|                         |         |       |      |                      |               | Cash                                    | 00018481                             |                | .25            | AA          |    |    |                 |            |                  |  |
| Totals for Bank Account |         |       |      |                      |               |   |                                      |                | 132,190.62-    | 132,190.62- |    |    |                 |            |                  |  |
| Totals for Batch        |         |       |      |                      |               |   |                                      |                | 132,190.62-    | 132,190.62- |    |    |                 |            |                  |  |
| User Total              |         |       |      |                      |               |   |                                      |                | 132,190.62-    | 132,190.62- |    |    |                 |            |                  |  |
| Grand Total             |         |       |      |                      |               |   |                                      |                | 132,190.62-    | 132,190.62- |    |    |                 |            |                  |  |



| Document                |         |       |      | Date            | Co.       | Name                                  | Address Number           | Amounts                          |                     | LT | PC | PI | Subledger /Type | Tax Amount |
|-------------------------|---------|-------|------|-----------------|-----------|---------------------------------------|--------------------------|----------------------------------|---------------------|----|----|----|-----------------|------------|
| Ty                      | Voucher | Co.   | Item | Payment Voucher | G/L Class | Invoice Number<br>Account Description | Remark<br>Account Number | Payment Amount<br>Discount Taken | G/L<br>Distribution |    |    |    |                 |            |
|                         |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 10.00-              | AA |    |    |                 |            |
| PN                      | 9204936 |       |      | 12/13/19        | 00511     | C/O RETIREMENT SYSTEMS OF AL          | 8889                     | 50.00-                           |                     |    | D  |    |                 |            |
| T7                      | 502793  | 00511 | 001  | 12/13/19        |           | 1210199544424                         | RSA1 PPE 120819          |                                  |                     |    |    |    |                 |            |
|                         |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 50.00-              | AA |    |    |                 |            |
| Totals for Bank Account |         |       |      |                 |           |                                       |                          | 1,767.00-                        | 1,767.00-           |    |    |    |                 |            |
| Totals for Batch        |         |       |      |                 |           |                                       |                          | 1,767.00-                        | 1,767.00-           |    |    |    |                 |            |
| User Total              |         |       |      |                 |           |                                       |                          | 1,767.00-                        | 1,767.00-           |    |    |    |                 |            |
| Grand Total             |         |       |      |                 |           |                                       |                          | 1,767.00-                        | 1,767.00-           |    |    |    |                 |            |

| Document                |         |       |      | Date     | Co.       | Name                | Address Number | Amounts        |      |              |      |          |         |                 | Tax Amount |
|-------------------------|---------|-------|------|----------|-----------|---------------------|----------------|----------------|------|--------------|------|----------|---------|-----------------|------------|
| Payment                 |         |       |      | Payment  | G/L Class | Invoice Number      | Remark         | Payment Amount |      | G/L          | LT   | PC       | PI      | Subledger /Type |            |
| Ty                      | Voucher | Co.   | Item | Voucher  |           | Account Description | Account Number | Discount Taken |      | Distribution |      |          |         |                 |            |
| G/L Bank Account        |         |       |      | 00018481 |           | Cash                | Batch Number   | 2848133        | Type | M            | Date | 12/18/19 | User ID | ECUTSINGER      |            |
| PN                      | 9204937 |       |      | 12/19/19 | 00104     | IRS-TAX PAYMENT     | 54188          |                |      |              |      |          |         | D               |            |
| T7                      | 503494  | 00104 | 001  | 12/19/19 |           | 1217191541542       | 636001408      | Payroll Taxes  |      |              |      |          |         |                 |            |
|                         |         |       |      |          |           | Cash                | 00018481       |                |      |              |      |          | 358.56- | AA              |            |
| PN                      | 9204937 |       |      | 12/19/19 | 00104     | IRS-TAX PAYMENT     | 54188          |                |      |              |      |          |         | D               |            |
| T7                      | 503495  | 00104 | 001  | 12/19/19 |           | 1217191541543       | 636001408      | Payroll Taxes  |      |              |      |          |         |                 |            |
|                         |         |       |      |          |           | Cash                | 00018481       |                |      |              |      |          | 382.50- | AA              |            |
| Totals for Bank Account |         |       |      |          |           |                     |                |                |      |              |      |          | 741.06- | 741.06-         |            |
| Totals for Batch        |         |       |      |          |           |                     |                |                |      |              |      |          | 741.06- | 741.06-         |            |
| User Total              |         |       |      |          |           |                     |                |                |      |              |      |          | 741.06- | 741.06-         |            |
| Grand Total             |         |       |      |          |           |                     |                |                |      |              |      |          | 741.06- | 741.06-         |            |



| Document |                          | Date            | Co.       | Name                               | Address Number              | Amounts        |                  | LT | PC | PI | Subledger /Type | Tax Amount |
|----------|--------------------------|-----------------|-----------|------------------------------------|-----------------------------|----------------|------------------|----|----|----|-----------------|------------|
| Ty       | Payment Voucher Co. Item | Payment Voucher | G/L Class | Invoice Number Account Description | Remark Account Number       | Payment Amount | G/L Distribution |    |    |    |                 |            |
|          |                          |                 |           |                                    |                             | Discount Taken |                  |    |    |    |                 |            |
|          |                          |                 |           | Cash                               | 00018481                    |                | 180.90-          | AA |    |    |                 |            |
| PN       | 9204938                  | 12/18/2019      | 00790     | BLUE CROSS & BLUE SHIELD OF AL     | 14125                       | 3,122.18       |                  |    |    |    | D               |            |
| PV       | 503547 00790 009         | 12/18/2019      |           | 42257 998 121319                   | WEEK: 12/09/2019-12/13/2019 |                |                  |    |    |    |                 |            |
|          |                          |                 |           | Cash                               | 00018481                    |                | 3,122.18         | AA |    |    |                 |            |
| PN       | 9204938                  | 12/18/2019      | 00790     | BLUE CROSS & BLUE SHIELD OF AL     | 14125                       | 1.74-          |                  |    |    |    | D               |            |
| PV       | 503547 00790 010         | 12/18/2019      |           | 42257 998 121319                   | WEEK: 12/09/2019-12/13/2019 |                |                  |    |    |    |                 |            |
|          |                          |                 |           | Cash                               | 00018481                    |                | 1.74-            | AA |    |    |                 |            |
| PN       | 9204938                  | 12/18/2019      | 00790     | BLUE CROSS & BLUE SHIELD OF AL     | 14125                       | 1,085.66       |                  |    |    |    | D               |            |
| PV       | 503547 00790 011         | 12/18/2019      |           | 42257 998 121319                   | WEEK: 12/09/2019-12/13/2019 |                |                  |    |    |    |                 |            |
|          |                          |                 |           | Cash                               | 00018481                    |                | 1,085.66         | AA |    |    |                 |            |
| PN       | 9204939                  | 12/18/2019      | 00790     | BLUE CROSS & BLUE SHIELD OF AL     | 14125                       | 2,836.90-      |                  |    |    |    | D               |            |
| PV       | 503548 00790 001         | 12/18/2019      |           | 42257 999 121319                   | WEEK: 12/09/19-12/13/19     |                |                  |    |    |    |                 |            |
|          |                          |                 |           | Cash                               | 00018481                    |                | 2,836.90-        | AA |    |    |                 |            |
| PN       | 9204939                  | 12/18/2019      | 00790     | BLUE CROSS & BLUE SHIELD OF AL     | 14125                       | 3,760.45-      |                  |    |    |    | D               |            |
| PV       | 503548 00790 002         | 12/18/2019      |           | 42257 999 121319                   | WEEK: 12/09/19-12/13/19     |                |                  |    |    |    |                 |            |
|          |                          |                 |           | Cash                               | 00018481                    |                | 3,760.45-        | AA |    |    |                 |            |
| PN       | 9204939                  | 12/18/2019      | 00790     | BLUE CROSS & BLUE SHIELD OF AL     | 14125                       | 410.20-        |                  |    |    |    | D               |            |
| PV       | 503548 00790 003         | 12/18/2019      |           | 42257 999 121319                   | WEEK: 12/09/19-12/13/19     |                |                  |    |    |    |                 |            |
|          |                          |                 |           | Cash                               | 00018481                    |                | 410.20-          | AA |    |    |                 |            |
| PN       | 9204939                  | 12/18/2019      | 00790     | BLUE CROSS & BLUE SHIELD OF AL     | 14125                       | 840.91-        |                  |    |    |    | D               |            |
| PV       | 503548 00790 004         | 12/18/2019      |           | 42257 999 121319                   | WEEK: 12/09/19-12/13/19     |                |                  |    |    |    |                 |            |
|          |                          |                 |           | Cash                               | 00018481                    |                | 840.91-          | AA |    |    |                 |            |
| PN       | 9204939                  | 12/18/2019      | 00790     | BLUE CROSS & BLUE SHIELD OF AL     | 14125                       | 23.00          |                  |    |    |    | D               |            |
| PV       | 503548 00790 005         | 12/18/2019      |           | 42257 999 121319                   | WEEK: 12/09/19-12/13/19     |                |                  |    |    |    |                 |            |

| Document   |                  | Date            | Co.       | Name                               | Address Number          | Amounts        |                  | LT | PC | PI | Subledger /Type | Tax Amount |
|------------|------------------|-----------------|-----------|------------------------------------|-------------------------|----------------|------------------|----|----|----|-----------------|------------|
| Payment Ty | Voucher Co. Item | Payment Voucher | G/L Class | Invoice Number Account Description | Remark Account Number   | Payment Amount | G/L Distribution |    |    |    |                 |            |
|            |                  |                 |           |                                    |                         | Discount Taken |                  |    |    |    |                 |            |
|            |                  |                 |           | Cash                               | 00018481                |                | 23.00            | AA |    |    |                 |            |
| PN         | 9204939          | 12/18/2019      | 00790     | BLUE CROSS & BLUE SHIELD OF AL     | 14125                   | 115.00         |                  |    |    |    | D               |            |
| PV         | 503548 00790 006 | 12/18/2019      |           | 42257 999 121319                   | WEEK: 12/09/19-12/13/19 |                |                  |    |    |    |                 |            |
|            |                  |                 |           | Cash                               | 00018481                |                | 115.00           | AA |    |    |                 |            |
| PN         | 9204939          | 12/18/2019      | 00790     | BLUE CROSS & BLUE SHIELD OF AL     | 14125                   | 32,285.96-     |                  |    |    |    | D               |            |
| PV         | 503548 00790 007 | 12/18/2019      |           | 42257 999 121319                   | WEEK: 12/09/19-12/13/19 |                |                  |    |    |    |                 |            |
|            |                  |                 |           | Cash                               | 00018481                |                | 32,285.96-       | AA |    |    |                 |            |
| PN         | 9204939          | 12/18/2019      | 00790     | BLUE CROSS & BLUE SHIELD OF AL     | 14125                   | 2,506.05-      |                  |    |    |    | D               |            |
| PV         | 503548 00790 008 | 12/18/2019      |           | 42257 999 121319                   | WEEK: 12/09/19-12/13/19 |                |                  |    |    |    |                 |            |
|            |                  |                 |           | Cash                               | 00018481                |                | 2,506.05-        | AA |    |    |                 |            |
| PN         | 9204939          | 12/18/2019      | 00790     | BLUE CROSS & BLUE SHIELD OF AL     | 14125                   | 45.06-         |                  |    |    |    | D               |            |
| PV         | 503548 00790 009 | 12/18/2019      |           | 42257 999 121319                   | WEEK: 12/09/19-12/13/19 |                |                  |    |    |    |                 |            |
|            |                  |                 |           | Cash                               | 00018481                |                | 45.06-           | AA |    |    |                 |            |
| PN         | 9204939          | 12/18/2019      | 00790     | BLUE CROSS & BLUE SHIELD OF AL     | 14125                   | 542.70-        |                  |    |    |    | D               |            |
| PV         | 503548 00790 010 | 12/18/2019      |           | 42257 999 121319                   | WEEK: 12/09/19-12/13/19 |                |                  |    |    |    |                 |            |
|            |                  |                 |           | Cash                               | 00018481                |                | 542.70-          | AA |    |    |                 |            |
| PN         | 9204939          | 12/18/2019      | 00790     | BLUE CROSS & BLUE SHIELD OF AL     | 14125                   | 21,476.75      |                  |    |    |    | D               |            |
| PV         | 503548 00790 011 | 12/18/2019      |           | 42257 999 121319                   | WEEK: 12/09/19-12/13/19 |                |                  |    |    |    |                 |            |
|            |                  |                 |           | Cash                               | 00018481                |                | 21,476.75        | AA |    |    |                 |            |
| PN         | 9204939          | 12/18/2019      | 00790     | BLUE CROSS & BLUE SHIELD OF AL     | 14125                   | .01            |                  |    |    |    | D               |            |
| PV         | 503548 00790 012 | 12/18/2019      |           | 42257 999 121319                   | WEEK: 12/09/19-12/13/19 |                |                  |    |    |    |                 |            |
|            |                  |                 |           | Cash                               | 00018481                |                | .01              | AA |    |    |                 |            |
| PN         | 9204939          | 12/18/2019      | 00790     | BLUE CROSS & BLUE SHIELD OF AL     | 14125                   | 542.83         |                  |    |    |    | D               |            |
| PV         | 503548 00790 013 | 12/18/2019      |           | 42257 999 121319                   | WEEK: 12/09/19-12/13/19 |                |                  |    |    |    |                 |            |

| ..... Document .....    |         |       |      | Date            | Co.       | Name                                  | Address Number           | ..... Amounts .....              |                     | LT         | PC | PI | Subledger /Type | Tax Amount |
|-------------------------|---------|-------|------|-----------------|-----------|---------------------------------------|--------------------------|----------------------------------|---------------------|------------|----|----|-----------------|------------|
| Ty                      | Voucher | Co.   | Item | Payment Voucher | G/L Class | Invoice Number<br>Account Description | Remark<br>Account Number | Payment Amount<br>Discount Taken | G/L<br>Distribution |            |    |    |                 |            |
|                         |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 542.83              | AA         |    |    |                 |            |
| PN                      | 9204939 |       |      | 12/18/2019      | 00790     | BLUE CROSS & BLUE SHIELD OF AL        | 14125                    | 2,714.15                         |                     |            | D  |    |                 |            |
| PV                      | 503548  | 00790 | 014  | 12/18/2019      |           | 42257 999 121319                      | WEEK: 12/09/19-12/13/19  |                                  |                     |            |    |    |                 |            |
|                         |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 2,714.15            | AA         |    |    |                 |            |
| Totals for Bank Account |         |       |      |                 |           |                                       |                          |                                  | 31,993.14-          | 13,636.65- |    |    |                 |            |
| Totals for Batch        |         |       |      |                 |           |                                       |                          |                                  | 31,993.14-          | 13,636.65- |    |    |                 |            |
| User Total              |         |       |      |                 |           |                                       |                          |                                  | 31,993.14-          | 13,636.65- |    |    |                 |            |
| Grand Total             |         |       |      |                 |           |                                       |                          |                                  | 31,993.14-          | 13,636.65- |    |    |                 |            |

| Number | Supplier                      |              | Co    | Balance Open | Aging   |       |        |           |
|--------|-------------------------------|--------------|-------|--------------|---------|-------|--------|-----------|
|        | Name                          | Phone Number |       |              | Current | 1 - 0 | Over 0 |           |
| 19021  | FAIRHOPE, CITY OF (UTILITIES) |              | 00001 | 7,466.15     |         |       |        | 7,466.15  |
|        | General Fund                  |              | 00001 | 7,466.15     |         |       |        | 7,466.15  |
| 19021  | FAIRHOPE, CITY OF (UTILITIES) |              | 00104 | 39.91        |         |       |        | 39.91     |
|        | Legislative Del Off Fund      |              | 00104 | 39.91        |         |       |        | 39.91     |
| 14005  | BALDWIN EMC                   | 251 9890118  | 00111 | 187.00       |         |       |        | 187.00    |
| 51003  | RIVIERA UTILITIES             |              | 00111 | 1,094.69     |         |       |        | 1,094.69  |
| 148777 | BALDWIN CNTY PROBATE COURT    |              | 00111 | 3,000.00     |         |       |        | 3,000.00  |
|        | 7 Cent Gasoline Tax Fund      |              | 00111 | 4,281.69     |         |       |        | 4,281.69  |
| 14005  | BALDWIN EMC                   | 251 9890118  | 00140 | 201.00       |         |       |        | 201.00    |
| 19003  | NORTH BALDWIN UTILITIES       |              | 00140 | 17.68        |         |       |        | 17.68     |
|        | Council on Aging Fund         |              | 00140 | 218.68       |         |       |        | 218.68    |
| 19021  | FAIRHOPE, CITY OF (UTILITIES) |              | 00143 | 159.59       |         |       |        | 159.59    |
|        | Section 18 Fund               |              | 00143 | 159.59       |         |       |        | 159.59    |
| 14005  | BALDWIN EMC                   | 251 9890118  | 00144 | 99.00        |         |       |        | 99.00     |
| 19003  | NORTH BALDWIN UTILITIES       |              | 00144 | 90.04        |         |       |        | 90.04     |
|        | Parks Fund                    |              | 00144 | 189.04       |         |       |        | 189.04    |
| 14005  | BALDWIN EMC                   | 251 9890118  | 00510 | 364.00       |         |       |        | 364.00    |
|        | Solid Waste Fund              |              | 00510 | 364.00       |         |       |        | 364.00    |
|        | Grand Total(s)                |              | 00510 | 12,719.06    |         |       |        | 12,719.06 |

*Handwritten signature/initials in blue ink over the Grand Total(s) row.*

| Number         | Supplier                       |              | Co    | Balance Open | Aging   |       |              |
|----------------|--------------------------------|--------------|-------|--------------|---------|-------|--------------|
|                | Name                           | Phone Number |       |              | Current | 1 - 0 |              |
| 51029          | ROBERTSON INSURANCE AGENCY IN  | 9282163      | 00001 | 7,577.48     |         |       | 7,577.48     |
| 111464         | ACCA LIABILITY SELF INSURANCE  |              | 00001 | 1,278,631.18 |         |       | 1,278,631.18 |
|                | General Fund                   |              | 00001 | 1,286,208.66 |         |       | 1,286,208.66 |
| 111464         | ACCA LIABILITY SELF INSURANCE  |              | 00103 | 892.08       |         |       | 892.08       |
|                | County Transportation Fund     |              | 00103 | 892.08       |         |       | 892.08       |
| 111464         | ACCA LIABILITY SELF INSURANCE  |              | 00104 | 1,784.15     |         |       | 1,784.15     |
|                | Legislative Del Off Fund       |              | 00104 | 1,784.15     |         |       | 1,784.15     |
| 111464         | ACCA LIABILITY SELF INSURANCE  |              | 00105 | 16,057.39    |         |       | 16,057.39    |
|                | Juvenile Detention Fac Fund    |              | 00105 | 16,057.39    |         |       | 16,057.39    |
| 111464         | ACCA LIABILITY SELF INSURANCE  |              | 00106 | 5,660.39     |         |       | 5,660.39     |
|                | Baldwin Co Archives Fund       |              | 00106 | 5,660.39     |         |       | 5,660.39     |
| 111464         | ACCA LIABILITY SELF INSURANCE  |              | 00109 | 13,381.16    |         |       | 13,381.16    |
|                | Animal Shelter                 |              | 00109 | 13,381.16    |         |       | 13,381.16    |
| 51029          | ROBERTSON INSURANCE AGENCY IN  | 9282163      | 00111 | 764.90       |         |       | 764.90       |
| 111464         | ACCA LIABILITY SELF INSURANCE  |              | 00111 | 122,822.53   |         |       | 122,822.53   |
|                | 7 Cent Gasoline Tax Fund       |              | 00111 | 123,587.43   |         |       | 123,587.43   |
| 111464         | ACCA LIABILITY SELF INSURANCE  |              | 00120 | 38,359.33    |         |       | 38,359.33    |
|                | Reappraisal Fund               |              | 00120 | 38,359.33    |         |       | 38,359.33    |
| 51029          | ROBERTSON INSURANCE AGENCY IN  | 9282163      | 00140 | 305.96       |         |       | 305.96       |
| 111464         | ACCA LIABILITY SELF INSURANCE  |              | 00140 | 8,920.77     |         |       | 8,920.77     |
|                | Council on Aging Fund          |              | 00140 | 9,226.73     |         |       | 9,226.73     |
| 51029          | ROBERTSON INSURANCE AGENCY IN  | 9282163      | 00143 | 1,835.76     |         |       | 1,835.76     |
| 111464         | ACCA LIABILITY SELF INSURANCE  |              | 00143 | 35,683.10    |         |       | 35,683.10    |
|                | Section 18 Fund                |              | 00143 | 37,518.86    |         |       | 37,518.86    |
| 111464         | ACCA LIABILITY SELF INSURANCE  |              | 00144 | 15,165.32    |         |       | 15,165.32    |
|                | Parks Fund                     |              | 00144 | 15,165.32    |         |       | 15,165.32    |
| 111464         | ACCA LIABILITY SELF INSURANCE  |              | 00146 | 1,784.15     |         |       | 1,784.15     |
|                | Eastern Shore Metro Planning O |              | 00146 | 1,784.15     |         |       | 1,784.15     |
| 51029          | ROBERTSON INSURANCE AGENCY IN  | 9282163      | 00510 | 305.96       |         |       | 305.96       |
| 111464         | ACCA LIABILITY SELF INSURANCE  |              | 00510 | 33,898.94    |         |       | 33,898.94    |
|                | Solid Waste Fund               |              | 00510 | 34,204.90    |         |       | 34,204.90    |
| 51029          | ROBERTSON INSURANCE AGENCY IN  | 9282163      | 00511 | 458.94       |         |       | 458.94       |
| 111464         | ACCA LIABILITY SELF INSURANCE  |              | 00511 | 58,877.11    |         |       | 58,877.11    |
|                | Solid Waste Collection Fund    |              | 00511 | 59,336.05    |         |       | 59,336.05    |
| 111464         | ACCA LIABILITY SELF INSURANCE  |              | 00708 | 8,920.77     |         |       | 8,920.77     |
|                | Community Corrections          |              | 00708 | 8,920.77     |         |       | 8,920.77     |
| 8723           | ENGLISH, MONICA SHANTA         | 251 513-5735 | 00710 | 65.00        |         |       | 65.00        |
|                | Payroll Fund                   |              | 00710 | 65.00        |         |       | 65.00        |
| Grand Total(s) |                                |              | 00710 | 1,652,152.37 |         |       | 1,652,152.37 |

| Document                  |                  | Date            | Co.       | Name                               | Address Number            | Amounts        |                |                  |      | LT         | PC      | PI      | Subledger /Type | Tax Amount |
|---------------------------|------------------|-----------------|-----------|------------------------------------|---------------------------|----------------|----------------|------------------|------|------------|---------|---------|-----------------|------------|
| Payment Ty                | Voucher Co. Item | Payment Voucher | G/L Class | Invoice Number Account Description | Remark Account Number     | Payment Amount | Discount Taken | G/L Distribution |      |            |         |         |                 |            |
| G/L Bank Account 00018481 |                  |                 |           | Cash                               | Batch Number              | 2848188        | Type           | M                | Date | 12/20/2019 | User ID | RBENSON |                 |            |
| PN                        | 9204940          | 12/20/2019      | 00790     | BLUE CROSS & BLUE SHIELD OF AL     | 14125                     | 20,082.50-     |                |                  |      |            |         |         | D               |            |
| PV                        | 503596 00790 001 | 12/20/2019      |           | 42257-998 120119                   | PERIOD: 12/01/19-01/01/20 |                |                |                  |      |            |         |         |                 |            |
|                           |                  |                 |           | Cash                               | 00018481                  |                |                |                  |      | 20,082.50- |         |         | AA              |            |
| Totals for Bank Account   |                  |                 |           |                                    |                           | 20,082.50-     |                |                  |      | 20,082.50- |         |         |                 |            |
| Totals for Batch          |                  |                 |           |                                    |                           | 20,082.50-     |                |                  |      | 20,082.50- |         |         |                 |            |
| User Total                |                  |                 |           |                                    |                           | 20,082.50-     |                |                  |      | 20,082.50- |         |         |                 |            |
| Grand Total               |                  |                 |           |                                    |                           | 20,082.50-     |                |                  |      | 20,082.50- |         |         |                 |            |

| Document         |         |       |      | Date     | Co.       | Name                | Address Number | Amounts        |                  |   |      |          |            |            | Tax Amount      |   |  |
|------------------|---------|-------|------|----------|-----------|---------------------|----------------|----------------|------------------|---|------|----------|------------|------------|-----------------|---|--|
| Payment          |         |       |      | Payment  | G/L Class | Invoice Number      | Remark         | Payment Amount |                  |   |      | LT       | PC         | PI         | Subledger /Type |   |  |
| Ty               | Voucher | Co.   | Item | Voucher  |           | Account Description | Account Number | Discount Taken | G/L Distribution |   |      |          |            |            |                 |   |  |
| G/L Bank Account |         |       |      | 00018481 |           | Cash                | Batch Number   | 2848204        | Type             | M | Date | 12/26/19 | User ID    | ECUTSINGER |                 |   |  |
| PN               | 9204941 |       |      | 12/27/19 | 00001     | IRS-TAX PAYMENT     | 54188          |                |                  |   |      |          |            |            |                 | D |  |
| T7               | 503692  | 00001 | 001  | 12/27/19 |           | 122319130349107     | 636001408      | Payroll Taxes  |                  |   |      |          |            |            |                 |   |  |
|                  |         |       |      |          |           |                     | Cash           | 00018481       |                  |   |      |          | 32,013.62- | AA         |                 |   |  |
| PN               | 9204941 |       |      | 12/27/19 | 00001     | IRS-TAX PAYMENT     | 54188          |                |                  |   |      |          |            |            |                 | D |  |
| T7               | 503693  | 00001 | 001  | 12/27/19 |           | 122319130349108     | 636001408      | Payroll Taxes  |                  |   |      |          |            |            |                 |   |  |
|                  |         |       |      |          |           |                     | Cash           | 00018481       |                  |   |      |          | 57,370.40- | AA         |                 |   |  |
| PN               | 9204941 |       |      | 12/27/19 | 00103     | IRS-TAX PAYMENT     | 54188          |                |                  |   |      |          |            |            |                 | D |  |
| T7               | 503694  | 00103 | 001  | 12/27/19 |           | 122319130349109     | 636001408      | Payroll Taxes  |                  |   |      |          | 111.13-    |            |                 |   |  |
|                  |         |       |      |          |           |                     | Cash           | 00018481       |                  |   |      |          |            | 111.13-    | AA              |   |  |
| PN               | 9204941 |       |      | 12/27/19 | 00103     | IRS-TAX PAYMENT     | 54188          |                |                  |   |      |          |            |            |                 | D |  |
| T7               | 503696  | 00103 | 001  | 12/27/19 |           | 122319130349110     | 636001408      | Payroll Taxes  |                  |   |      |          |            |            |                 |   |  |
|                  |         |       |      |          |           |                     | Cash           | 00018481       |                  |   |      |          |            | 193.04-    | AA              |   |  |
| PN               | 9204941 |       |      | 12/27/19 | 00104     | IRS-TAX PAYMENT     | 54188          |                |                  |   |      |          |            |            |                 | D |  |
| T7               | 503697  | 00104 | 001  | 12/27/19 |           | 122319130349111     | 636001408      | Payroll Taxes  |                  |   |      |          |            |            |                 |   |  |
|                  |         |       |      |          |           |                     | Cash           | 00018481       |                  |   |      |          |            | 263.71-    | AA              |   |  |
| PN               | 9204941 |       |      | 12/27/19 | 00104     | IRS-TAX PAYMENT     | 54188          |                |                  |   |      |          |            |            |                 | D |  |
| T7               | 503698  | 00104 | 001  | 12/27/19 |           | 122319130349112     | 636001408      | Payroll Taxes  |                  |   |      |          |            |            |                 |   |  |
|                  |         |       |      |          |           |                     | Cash           | 00018481       |                  |   |      |          |            | 263.71-    | AA              |   |  |
| PN               | 9204941 |       |      | 12/27/19 | 00105     | IRS-TAX PAYMENT     | 54188          |                |                  |   |      |          |            |            |                 | D |  |
| T7               | 503699  | 00105 | 001  | 12/27/19 |           | 122319130349113     | 636001408      | Payroll Taxes  |                  |   |      |          |            |            |                 |   |  |
|                  |         |       |      |          |           |                     | Cash           | 00018481       |                  |   |      |          |            | 456.28-    | AA              |   |  |
| PN               | 9204941 |       |      | 12/27/19 | 00105     | IRS-TAX PAYMENT     | 54188          |                |                  |   |      |          |            |            |                 | D |  |
| T7               | 503700  | 00105 | 001  | 12/27/19 |           | 122319130349114     | 636001408      | Payroll Taxes  |                  |   |      |          |            |            |                 |   |  |
|                  |         |       |      |          |           |                     | Cash           | 00018481       |                  |   |      |          |            | 1,904.63-  | AA              |   |  |
| PN               | 9204941 |       |      | 12/27/19 | 00105     | IRS-TAX PAYMENT     | 54188          |                |                  |   |      |          |            |            |                 | D |  |
| T7               | 503700  | 00105 | 001  | 12/27/19 |           | 122319130349114     | 636001408      | Payroll Taxes  |                  |   |      |          |            |            |                 |   |  |
|                  |         |       |      |          |           |                     | Cash           | 00018481       |                  |   |      |          |            | 4,336.10-  | AA              |   |  |

| Document |         |       |      | Date            | Co.       | Name                                  | Address Number           | Amounts                          |                     | LT | PC | PI | Subledger /Type | Tax Amount |
|----------|---------|-------|------|-----------------|-----------|---------------------------------------|--------------------------|----------------------------------|---------------------|----|----|----|-----------------|------------|
| Ty       | Voucher | Co.   | Item | Payment Voucher | G/L Class | Invoice Number<br>Account Description | Remark<br>Account Number | Payment Amount<br>Discount Taken | G/L<br>Distribution |    |    |    |                 |            |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 4,336.10-           | AA |    |    |                 |            |
| PN       | 9204941 |       |      | 12/27/19        | 00106     | IRS-TAX PAYMENT                       | 54188                    | 136.45-                          |                     |    |    |    | D               |            |
| T7       | 503701  | 00106 | 001  | 12/27/19        |           | 122319130349115                       | 636001408 Payroll Taxes  |                                  |                     |    |    |    |                 |            |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 136.45-             | AA |    |    |                 |            |
| PN       | 9204941 |       |      | 12/27/19        | 00106     | IRS-TAX PAYMENT                       | 54188                    | 937.00-                          |                     |    |    |    | D               |            |
| T7       | 503702  | 00106 | 001  | 12/27/19        |           | 122319130349116                       | 636001408 Payroll Taxes  |                                  |                     |    |    |    |                 |            |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 937.00-             | AA |    |    |                 |            |
| PN       | 9204941 |       |      | 12/27/19        | 00109     | IRS-TAX PAYMENT                       | 54188                    | 962.86-                          |                     |    |    |    | D               |            |
| T7       | 503703  | 00109 | 001  | 12/27/19        |           | 122319130349117                       | 636001408 Payroll Taxes  |                                  |                     |    |    |    |                 |            |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 962.86-             | AA |    |    |                 |            |
| PN       | 9204941 |       |      | 12/27/19        | 00109     | IRS-TAX PAYMENT                       | 54188                    | 1,994.26-                        |                     |    |    |    | D               |            |
| T7       | 503704  | 00109 | 001  | 12/27/19        |           | 122319130349118                       | 636001408 Payroll Taxes  |                                  |                     |    |    |    |                 |            |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 1,994.26-           | AA |    |    |                 |            |
| PN       | 9204941 |       |      | 12/27/19        | 00111     | IRS-TAX PAYMENT                       | 54188                    | 16,718.37-                       |                     |    |    |    | D               |            |
| T7       | 503705  | 00111 | 001  | 12/27/19        |           | 122319130349119                       | 636001408 Payroll Taxes  |                                  |                     |    |    |    |                 |            |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 16,718.37-          | AA |    |    |                 |            |
| PN       | 9204941 |       |      | 12/27/19        | 00111     | IRS-TAX PAYMENT                       | 54188                    | 34,005.84-                       |                     |    |    |    | D               |            |
| T7       | 503707  | 00111 | 001  | 12/27/19        |           | 122319130349120                       | 636001408 Payroll Taxes  |                                  |                     |    |    |    |                 |            |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 34,005.84-          | AA |    |    |                 |            |
| PN       | 9204941 |       |      | 12/27/19        | 00120     | IRS-TAX PAYMENT                       | 54188                    | 4,884.86-                        |                     |    |    |    | D               |            |
| T7       | 503708  | 00120 | 001  | 12/27/19        |           | 122319130349121                       | 636001408 Payroll Taxes  |                                  |                     |    |    |    |                 |            |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 4,884.86-           | AA |    |    |                 |            |
| PN       | 9204941 |       |      | 12/27/19        | 00120     | IRS-TAX PAYMENT                       | 54188                    | 10,101.40-                       |                     |    |    |    | D               |            |
| T7       | 503709  | 00120 | 001  | 12/27/19        |           | 122319130349122                       | 636001408 Payroll Taxes  |                                  |                     |    |    |    |                 |            |

| Document |         |       |      | Date            | Co.       | Name                                  | Address Number           | Amounts                          |                     |    |    | Tax Amount |                 |  |
|----------|---------|-------|------|-----------------|-----------|---------------------------------------|--------------------------|----------------------------------|---------------------|----|----|------------|-----------------|--|
| Ty       | Voucher | Co.   | Item | Payment Voucher | G/L Class | Invoice Number<br>Account Description | Remark<br>Account Number | Payment Amount<br>Discount Taken | G/L<br>Distribution | LT | PC | PI         | Subledger /Type |  |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 10,101.40-          | AA |    |            |                 |  |
| PN       | 9204941 |       |      | 12/27/19        | 00140     | IRS-TAX PAYMENT                       | 54188                    | 798.89-                          |                     |    |    |            | D               |  |
| T7       | 503710  | 00140 | 001  | 12/27/19        |           | 122319130349123                       | 636001408 Payroll Taxes  |                                  |                     |    |    |            |                 |  |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 798.89-             | AA |    |            |                 |  |
| PN       | 9204941 |       |      | 12/27/19        | 00140     | IRS-TAX PAYMENT                       | 54188                    | 1,844.60-                        |                     |    |    |            | D               |  |
| T7       | 503711  | 00140 | 001  | 12/27/19        |           | 122319130349124                       | 636001408 Payroll Taxes  |                                  |                     |    |    |            |                 |  |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 1,844.60-           | AA |    |            |                 |  |
| PN       | 9204941 |       |      | 12/27/19        | 00143     | IRS-TAX PAYMENT                       | 54188                    | 3,112.03-                        |                     |    |    |            | D               |  |
| T7       | 503712  | 00143 | 001  | 12/27/19        |           | 122319130349125                       | 636001408 Payroll Taxes  |                                  |                     |    |    |            |                 |  |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 3,112.03-           | AA |    |            |                 |  |
| PN       | 9204941 |       |      | 12/27/19        | 00143     | IRS-TAX PAYMENT                       | 54188                    | 7,343.36-                        |                     |    |    |            | D               |  |
| T7       | 503713  | 00143 | 001  | 12/27/19        |           | 122319130349126                       | 636001408 Payroll Taxes  |                                  |                     |    |    |            |                 |  |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 7,343.36-           | AA |    |            |                 |  |
| PN       | 9204941 |       |      | 12/27/19        | 00144     | IRS-TAX PAYMENT                       | 54188                    | 1,372.53-                        |                     |    |    |            | D               |  |
| T7       | 503714  | 00144 | 001  | 12/27/19        |           | 122319130349127                       | 636001408 Payroll Taxes  |                                  |                     |    |    |            |                 |  |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 1,372.53-           | AA |    |            |                 |  |
| PN       | 9204941 |       |      | 12/27/19        | 00144     | IRS-TAX PAYMENT                       | 54188                    | 3,530.10-                        |                     |    |    |            | D               |  |
| T7       | 503715  | 00144 | 001  | 12/27/19        |           | 122319130349128                       | 636001408 Payroll Taxes  |                                  |                     |    |    |            |                 |  |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 3,530.10-           | AA |    |            |                 |  |
| PN       | 9204941 |       |      | 12/27/19        | 00146     | IRS-TAX PAYMENT                       | 54188                    | 287.92-                          |                     |    |    |            | D               |  |
| T7       | 503716  | 00146 | 001  | 12/27/19        |           | 122319130349129                       | 636001408 Payroll Taxes  |                                  |                     |    |    |            |                 |  |
|          |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 287.92-             | AA |    |            |                 |  |
| PN       | 9204941 |       |      | 12/27/19        | 00146     | IRS-TAX PAYMENT                       | 54188                    | 484.56-                          |                     |    |    |            | D               |  |
| T7       | 503718  | 00146 | 001  | 12/27/19        |           | 122319130349130                       | 636001408 Payroll Taxes  |                                  |                     |    |    |            |                 |  |

| Document                |         |       |      | Date            | Co.       | Name                                  | Address Number           | Amounts                          |                     |             |    | Tax Amount |                 |  |
|-------------------------|---------|-------|------|-----------------|-----------|---------------------------------------|--------------------------|----------------------------------|---------------------|-------------|----|------------|-----------------|--|
| Ty                      | Voucher | Co.   | Item | Payment Voucher | G/L Class | Invoice Number<br>Account Description | Remark<br>Account Number | Payment Amount<br>Discount Taken | G/L<br>Distribution | LT          | PC | PI         | Subledger /Type |  |
|                         |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 484.56-             | AA          |    |            |                 |  |
| PN                      | 9204941 |       |      | 12/27/19        | 00510     | IRS-TAX PAYMENT                       | 54188                    | 8,349.32-                        |                     |             |    |            | D               |  |
| T7                      | 503719  | 00510 | 001  | 12/27/19        |           | 122319130349131                       | 636001408 Payroll Taxes  |                                  |                     |             |    |            |                 |  |
|                         |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 8,349.32-           | AA          |    |            |                 |  |
| PN                      | 9204941 |       |      | 12/27/19        | 00510     | IRS-TAX PAYMENT                       | 54188                    | 11,473.82-                       |                     |             |    |            | D               |  |
| T7                      | 503720  | 00510 | 001  | 12/27/19        |           | 122319130349132                       | 636001408 Payroll Taxes  |                                  |                     |             |    |            |                 |  |
|                         |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 11,473.82-          | AA          |    |            |                 |  |
| PN                      | 9204941 |       |      | 12/27/19        | 00511     | IRS-TAX PAYMENT                       | 54188                    | 5,908.17-                        |                     |             |    |            | D               |  |
| T7                      | 503721  | 00511 | 001  | 12/27/19        |           | 122319130349133                       | 636001408 Payroll Taxes  |                                  |                     |             |    |            |                 |  |
|                         |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 5,908.17-           | AA          |    |            |                 |  |
| PN                      | 9204941 |       |      | 12/27/19        | 00511     | IRS-TAX PAYMENT                       | 54188                    | 13,963.40-                       |                     |             |    |            | D               |  |
| T7                      | 503722  | 00511 | 001  | 12/27/19        |           | 122319130349134                       | 636001408 Payroll Taxes  |                                  |                     |             |    |            |                 |  |
|                         |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 13,963.40-          | AA          |    |            |                 |  |
| PN                      | 9204941 |       |      | 12/27/19        | 00740     | IRS-TAX PAYMENT                       | 54188                    | 18.93-                           |                     |             |    |            | D               |  |
| T7                      | 503723  | 00740 | 001  | 12/27/19        |           | 122319130349135                       | 636001408 Payroll Taxes  |                                  |                     |             |    |            |                 |  |
|                         |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 18.93-              | AA          |    |            |                 |  |
| PN                      | 9204941 |       |      | 12/27/19        | 00740     | IRS-TAX PAYMENT                       | 54188                    | 104.68-                          |                     |             |    |            | D               |  |
| T7                      | 503724  | 00740 | 001  | 12/27/19        |           | 122319130349136                       | 636001408 Payroll Taxes  |                                  |                     |             |    |            |                 |  |
|                         |         |       |      |                 |           | Cash                                  | 00018481                 |                                  | 104.68-             | AA          |    |            |                 |  |
| Totals for Bank Account |         |       |      |                 |           |                                       |                          |                                  | 224,982.26-         | 224,982.26- |    |            |                 |  |
| Totals for Batch        |         |       |      |                 |           |                                       |                          |                                  | 224,982.26-         | 224,982.26- |    |            |                 |  |
| User Total              |         |       |      |                 |           |                                       |                          |                                  | 224,982.26-         | 224,982.26- |    |            |                 |  |

| ..... Document ..... |         |     |      | Date    | Co.       | Name                | Address Number | ..... Amounts ..... |              |    |    |    |                 |            |
|----------------------|---------|-----|------|---------|-----------|---------------------|----------------|---------------------|--------------|----|----|----|-----------------|------------|
| Payment              |         |     |      | Payment | G/L Class | Invoice Number      | Remark         | Payment Amount      | G/L          | LT | PC | PI | Subledger /Type | Tax Amount |
| Ty                   | Voucher | Co. | Item | Voucher |           | Account Description | Account Number | Discount Taken      | Distribution |    |    |    |                 |            |
| Grand Total          |         |     |      |         |           |                     |                | 224,982.26-         | 224,982.26-  |    |    |    |                 |            |

| Document                |         |       |      | Date            | Co.       | Name                                  | Address Number           | Amounts                          |      |      |             |                     |         |        | Tax Amount |                 |  |  |
|-------------------------|---------|-------|------|-----------------|-----------|---------------------------------------|--------------------------|----------------------------------|------|------|-------------|---------------------|---------|--------|------------|-----------------|--|--|
| Ty                      | Voucher | Co.   | Item | Payment Voucher | G/L Class | Invoice Number<br>Account Description | Remark<br>Account Number | Payment Amount<br>Discount Taken | M    | Date | 12/26/2019  | G/L<br>Distribution | LT      | PC     | PI         | Subledger /Type |  |  |
| G/L Bank Account        |         |       |      | 00018481        |           | Cash                                  | Batch Number             | 2848208                          | Type |      |             |                     | User ID | SGRANT |            |                 |  |  |
| PN                      | 9204942 |       |      | 12/26/2019      | 00001     | BALDWIN CNTY SHERIFF'S OFFICE         | 10                       |                                  |      |      | 212,391.29- |                     |         |        |            | D               |  |  |
| PV                      | 503928  | 00001 | 001  | 12/26/2019      |           | 12272019                              | PAYROLL; 12/27/19        |                                  |      |      |             |                     |         |        |            |                 |  |  |
|                         |         |       |      |                 |           | Cash                                  | 00018481                 |                                  |      |      |             | 212,391.29-         | AA      |        |            |                 |  |  |
| PN                      | 9204942 |       |      | 12/26/2019      | 00001     | BALDWIN CNTY SHERIFF'S OFFICE         | 10                       |                                  |      |      | 110,283.82- |                     |         |        |            | D               |  |  |
| PV                      | 503928  | 00001 | 002  | 12/26/2019      |           | 12272019                              | PAYROLL; 12/27/19        |                                  |      |      |             |                     |         |        |            |                 |  |  |
|                         |         |       |      |                 |           | Cash                                  | 00018481                 |                                  |      |      |             | 110,283.82-         | AA      |        |            |                 |  |  |
| PN                      | 9204942 |       |      | 12/26/2019      | 00708     | BALDWIN CNTY SHERIFF'S OFFICE         | 10                       |                                  |      |      | 9,599.89-   |                     |         |        |            | D               |  |  |
| PV                      | 503928  | 00001 | 003  | 12/26/2019      |           | 12272019                              | PAYROLL; 12/27/19        |                                  |      |      |             |                     |         |        |            |                 |  |  |
|                         |         |       |      |                 |           | Cash                                  | 00018481                 |                                  |      |      |             | 9,599.89-           | AA      |        |            |                 |  |  |
| PN                      | 9204942 |       |      | 12/26/2019      | 00001     | BALDWIN CNTY SHERIFF'S OFFICE         | 10                       |                                  |      |      | 251,566.55- |                     |         |        |            | D               |  |  |
| PV                      | 503928  | 00001 | 004  | 12/26/2019      |           | 12272019                              | PAYROLL; 12/27/19        |                                  |      |      |             |                     |         |        |            |                 |  |  |
|                         |         |       |      |                 |           | Cash                                  | 00018481                 |                                  |      |      |             | 251,566.55-         | AA      |        |            |                 |  |  |
| PN                      | 9204942 |       |      | 12/26/2019      | 00001     | BALDWIN CNTY SHERIFF'S OFFICE         | 10                       |                                  |      |      | 140,363.41- |                     |         |        |            | D               |  |  |
| PV                      | 503928  | 00001 | 005  | 12/26/2019      |           | 12272019                              | PAYROLL; 12/27/19        |                                  |      |      |             |                     |         |        |            |                 |  |  |
|                         |         |       |      |                 |           | Cash                                  | 00018481                 |                                  |      |      |             | 140,363.41-         | AA      |        |            |                 |  |  |
| PN                      | 9204942 |       |      | 12/26/2019      | 00708     | BALDWIN CNTY SHERIFF'S OFFICE         | 10                       |                                  |      |      | 11,291.92-  |                     |         |        |            | D               |  |  |
| PV                      | 503928  | 00001 | 006  | 12/26/2019      |           | 12272019                              | PAYROLL; 12/27/19        |                                  |      |      |             |                     |         |        |            |                 |  |  |
|                         |         |       |      |                 |           | Cash                                  | 00018481                 |                                  |      |      |             | 11,291.92-          | AA      |        |            |                 |  |  |
| Totals for Bank Account |         |       |      |                 |           |                                       |                          |                                  |      |      | 735,496.88- | 735,496.88-         |         |        |            |                 |  |  |
| Totals for Batch        |         |       |      |                 |           |                                       |                          |                                  |      |      | 735,496.88- | 735,496.88-         |         |        |            |                 |  |  |
| User Total              |         |       |      |                 |           |                                       |                          |                                  |      |      | 735,496.88- | 735,496.88-         |         |        |            |                 |  |  |

*Handwritten signature*

| Number | Supplier                       |              | Co    | Balance Open | Current   | Aging |        |
|--------|--------------------------------|--------------|-------|--------------|-----------|-------|--------|
|        | Name                           | Phone Number |       |              |           | I - 0 | Over 0 |
| 717    | FLEXIBLE BENEFITS              | 251 9370264  | 00001 | 4,786.21     | 4,786.21  |       |        |
| 40627  | NATIONWIDE RETIREMENT SOLUTION |              | 00001 | 3,452.25     | 3,452.25  |       |        |
| 94828  | ALABAMA CHILD SUPPORT PAYMENT  |              | 00001 | 347.08       | 347.08    |       |        |
| 112221 | WISE, JODY L CIRCUIT CLERK     |              | 00001 | 50.00        | 50.00     |       |        |
| 180373 | BALDWIN CNTY COMMISSION - DENT |              | 00001 | 4,342.50     | 4,342.50  |       |        |
| 184047 | O'BRIEN, DANIEL                |              | 00001 | 368.30       | 368.30    |       |        |
| 186456 | BALDWIN CNTY COMMISSION - HEAL |              | 00001 | 22,413.00    | 22,413.00 |       |        |
| 188062 | BALDWIN CNTY COMMISSION - BOOT |              | 00001 | 390.00       | 390.00    |       |        |
|        | General Fund                   |              | 00001 | 36,149.34    | 36,149.34 |       |        |
| 40627  | NATIONWIDE RETIREMENT SOLUTION |              | 00103 | 30.00        | 30.00     |       |        |
| 180373 | BALDWIN CNTY COMMISSION - DENT |              | 00103 | 34.00        | 34.00     |       |        |
| 186456 | BALDWIN CNTY COMMISSION - HEAL |              | 00103 | 191.00       | 191.00    |       |        |
|        | County Transportation Fund     |              | 00103 | 255.00       | 255.00    |       |        |
| 180373 | BALDWIN CNTY COMMISSION - DENT |              | 00104 | 23.00        | 23.00     |       |        |
| 186456 | BALDWIN CNTY COMMISSION - HEAL |              | 00104 | 114.00       | 114.00    |       |        |
|        | Legislative Del Off Fund       |              | 00104 | 137.00       | 137.00    |       |        |
| 717    | FLEXIBLE BENEFITS              | 251 9370264  | 00105 | 87.08        | 87.08     |       |        |
| 40627  | NATIONWIDE RETIREMENT SOLUTION |              | 00105 | 128.00       | 128.00    |       |        |
| 94828  | ALABAMA CHILD SUPPORT PAYMENT  |              | 00105 | 272.77       | 272.77    |       |        |
| 180373 | BALDWIN CNTY COMMISSION - DENT |              | 00105 | 417.50       | 417.50    |       |        |
| 186456 | BALDWIN CNTY COMMISSION - HEAL |              | 00105 | 2,291.50     | 2,291.50  |       |        |
| 188062 | BALDWIN CNTY COMMISSION - BOOT |              | 00105 | 92.50        | 92.50     |       |        |
|        | Juvenile Detention Fac Fund    |              | 00105 | 3,289.35     | 3,289.35  |       |        |
| 717    | FLEXIBLE BENEFITS              | 251 9370264  | 00106 | 79.17        | 79.17     |       |        |
| 180373 | BALDWIN CNTY COMMISSION - DENT |              | 00106 | 99.50        | 99.50     |       |        |
| 184047 | O'BRIEN, DANIEL                |              | 00106 | 252.92       | 252.92    |       |        |
| 186456 | BALDWIN CNTY COMMISSION - HEAL |              | 00106 | 496.00       | 496.00    |       |        |
|        | Baldwin Co Archives Fund       |              | 00106 | 927.59       | 927.59    |       |        |
| 40627  | NATIONWIDE RETIREMENT SOLUTION |              | 00109 | 40.00        | 40.00     |       |        |
| 180373 | BALDWIN CNTY COMMISSION - DENT |              | 00109 | 179.00       | 179.00    |       |        |
| 186456 | BALDWIN CNTY COMMISSION - HEAL |              | 00109 | 889.00       | 889.00    |       |        |
| 188062 | BALDWIN CNTY COMMISSION - BOOT |              | 00109 | 235.00       | 235.00    |       |        |
|        | Animal Shelter                 |              | 00109 | 1,343.00     | 1,343.00  |       |        |
| 717    | FLEXIBLE BENEFITS              | 251 9370264  | 00111 | 1,467.69     | 1,467.69  |       |        |
| 40627  | NATIONWIDE RETIREMENT SOLUTION |              | 00111 | 6,540.00     | 6,540.00  |       |        |
| 94828  | ALABAMA CHILD SUPPORT PAYMENT  |              | 00111 | 979.91       | 979.91    |       |        |
| 180373 | BALDWIN CNTY COMMISSION - DENT |              | 00111 | 2,882.50     | 2,882.50  |       |        |
| 186456 | BALDWIN CNTY COMMISSION - HEAL |              | 00111 | 16,382.00    | 16,382.00 |       |        |
| 188062 | BALDWIN CNTY COMMISSION - BOOT |              | 00111 | 3,027.50     | 3,027.50  |       |        |
| 189015 | DEPARTMENT OF CHILDREN AND FAM |              | 00111 | 193.84       | 193.84    |       |        |

| Number | Supplier                       |              | Co    | Balance Open | Current   | Aging |        |
|--------|--------------------------------|--------------|-------|--------------|-----------|-------|--------|
|        | Name                           | Phone Number |       |              |           | 1 - 0 | Over 0 |
|        | 7 Cent Gasoline Tax Fund       |              | 00111 | 31,473.44    | 31,473.44 |       |        |
| 717    | FLEXIBLE BENEFITS              | 251 9370264  | 00120 | 948.29       | 948.29    |       |        |
| 40627  | NATIONWIDE RETIREMENT SOLUTION |              | 00120 | 755.00       | 755.00    |       |        |
| 180373 | BALDWIN CNTY COMMISSION - DENT |              | 00120 | 747.50       | 747.50    |       |        |
| 184047 | O'BRIEN, DANIEL                |              | 00120 | 337.84       | 337.84    |       |        |
| 186456 | BALDWIN CNTY COMMISSION - HEAL |              | 00120 | 4,309.50     | 4,309.50  |       |        |
| 188062 | BALDWIN CNTY COMMISSION - BOOT |              | 00120 | 90.00        | 90.00     |       |        |
|        | Reappraisal Fund               |              | 00120 | 7,188.13     | 7,188.13  |       |        |
| 717    | FLEXIBLE BENEFITS              | 251 9370264  | 00140 | 237.50       | 237.50    |       |        |
| 180373 | BALDWIN CNTY COMMISSION - DENT |              | 00140 | 244.00       | 244.00    |       |        |
| 186456 | BALDWIN CNTY COMMISSION - HEAL |              | 00140 | 1,247.00     | 1,247.00  |       |        |
|        | Council on Aging Fund          |              | 00140 | 1,728.50     | 1,728.50  |       |        |
| 717    | FLEXIBLE BENEFITS              | 251 9370264  | 00143 | 647.92       | 647.92    |       |        |
| 40627  | NATIONWIDE RETIREMENT SOLUTION |              | 00143 | 350.00       | 350.00    |       |        |
| 180373 | BALDWIN CNTY COMMISSION - DENT |              | 00143 | 746.50       | 746.50    |       |        |
| 186456 | BALDWIN CNTY COMMISSION - HEAL |              | 00143 | 3,905.50     | 3,905.50  |       |        |
| 188062 | BALDWIN CNTY COMMISSION - BOOT |              | 00143 | 222.50       | 222.50    |       |        |
|        | Section 18 Fund                |              | 00143 | 5,872.42     | 5,872.42  |       |        |
| 717    | FLEXIBLE BENEFITS              | 251 9370264  | 00144 | 12.50        | 12.50     |       |        |
| 40627  | NATIONWIDE RETIREMENT SOLUTION |              | 00144 | 100.00       | 100.00    |       |        |
| 94828  | ALABAMA CHILD SUPPORT PAYMENT  |              | 00144 | 336.46       | 336.46    |       |        |
| 180373 | BALDWIN CNTY COMMISSION - DENT |              | 00144 | 346.50       | 346.50    |       |        |
| 184047 | O'BRIEN, DANIEL                |              | 00144 | 423.69       | 423.69    |       |        |
| 186456 | BALDWIN CNTY COMMISSION - HEAL |              | 00144 | 1,793.00     | 1,793.00  |       |        |
| 188062 | BALDWIN CNTY COMMISSION - BOOT |              | 00144 | 350.00       | 350.00    |       |        |
|        | Parks Fund                     |              | 00144 | 3,362.15     | 3,362.15  |       |        |
| 717    | FLEXIBLE BENEFITS              | 251 9370264  | 00146 | 62.50        | 62.50     |       |        |
| 180373 | BALDWIN CNTY COMMISSION - DENT |              | 00146 | 68.00        | 68.00     |       |        |
| 186456 | BALDWIN CNTY COMMISSION - HEAL |              | 00146 | 382.00       | 382.00    |       |        |
|        | Eastern Shore Metro Planning O |              | 00146 | 512.50       | 512.50    |       |        |
| 717    | FLEXIBLE BENEFITS              | 251 9370264  | 00510 | 715.99       | 715.99    |       |        |
| 40627  | NATIONWIDE RETIREMENT SOLUTION |              | 00510 | 144.50       | 144.50    |       |        |
| 180373 | BALDWIN CNTY COMMISSION - DENT |              | 00510 | 687.50       | 687.50    |       |        |
| 184047 | O'BRIEN, DANIEL                |              | 00510 | 140.76       | 140.76    |       |        |
| 186456 | BALDWIN CNTY COMMISSION - HEAL |              | 00510 | 2,084.50     | 2,084.50  |       |        |
| 188062 | BALDWIN CNTY COMMISSION - BOOT |              | 00510 | 415.00       | 415.00    |       |        |
|        | Solid Waste Fund               |              | 00510 | 4,188.25     | 4,188.25  |       |        |
| 717    | FLEXIBLE BENEFITS              | 251 9370264  | 00511 | 764.78       | 764.78    |       |        |
| 40627  | NATIONWIDE RETIREMENT SOLUTION |              | 00511 | 305.00       | 305.00    |       |        |
| 54555  | AL STATE DEPT OF REVENUE       | 205 2421220  | 00511 | 245.89       | 245.89    |       |        |

| Number         | Supplier                       |              | Co    | Balance Open | Current    | Aging |        |
|----------------|--------------------------------|--------------|-------|--------------|------------|-------|--------|
|                | Name                           | Phone Number |       |              |            | 1 - 0 | Over 0 |
| 94828          | ALABAMA CHILD SUPPORT PAYMENT  |              | 00511 | 696.00       | 696.00     |       |        |
| 112221         | WISE, JODY L CIRCUIT CLERK     |              | 00511 | 216.31       | 216.31     |       |        |
| 180373         | BALDWIN CNTY COMMISSION - DENT |              | 00511 | 1,286.00     | 1,286.00   |       |        |
| 186456         | BALDWIN CNTY COMMISSION - HEAL |              | 00511 | 6,519.50     | 6,519.50   |       |        |
| 188062         | BALDWIN CNTY COMMISSION - BOOT |              | 00511 | 812.50       | 812.50     |       |        |
|                | Solid Waste Collection Fund    |              | 00511 | 10,845.98    | 10,845.98  |       |        |
| Grand Total(s) |                                |              | 00511 | 107,272.65   | 107,272.65 |       |        |

| Document         |         | Date     | Co.  | Name                                  | Address Number           | Amounts                        |                |   |      | G/L        | LT         | PC         | PI | Subledger /Type | Tax Amount |
|------------------|---------|----------|------|---------------------------------------|--------------------------|--------------------------------|----------------|---|------|------------|------------|------------|----|-----------------|------------|
| Ty               | Voucher | Co.      | Item | Invoice Number<br>Account Description | Remark<br>Account Number | Payment Amount                 | Discount Taken | M | Date | 12/26/2019 | User ID    |            |    |                 |            |
| G/L Bank Account |         | 00018481 |      | Cash                                  | Batch Number             | 2848226                        |                |   |      |            |            |            |    |                 |            |
| PN               | 9204943 |          |      | 12/26/2019                            | 00790                    | BLUE CROSS & BLUE SHIELD OF AL | 14125          |   |      | 1,498.00-  |            |            |    | D               |            |
| PV               | 503932  | 00790    | 001  | 12/20/2019                            |                          | 42257 999 122019               |                |   |      |            |            |            |    |                 |            |
|                  |         |          |      |                                       |                          | WEEK: 12/16/19-12/20/19        |                |   |      |            |            |            |    |                 |            |
|                  |         |          |      |                                       |                          | Cash                           |                |   |      |            | 1,498.00-  |            | AA |                 |            |
| PN               | 9204943 |          |      | 12/26/2019                            | 00790                    | BLUE CROSS & BLUE SHIELD OF AL | 14125          |   |      | 3,906.00-  |            |            |    | D               |            |
| PV               | 503932  | 00790    | 002  | 12/20/2019                            |                          | 42257 999 122019               |                |   |      |            |            |            |    |                 |            |
|                  |         |          |      |                                       |                          | WEEK: 12/16/19-12/20/19        |                |   |      |            |            |            |    |                 |            |
|                  |         |          |      |                                       |                          | Cash                           |                |   |      |            | 3,906.00-  |            | AA |                 |            |
| PN               | 9204943 |          |      | 12/26/2019                            | 00790                    | BLUE CROSS & BLUE SHIELD OF AL | 14125          |   |      | 31.00-     |            |            |    | D               |            |
| PV               | 503932  | 00790    | 003  | 12/20/2019                            |                          | 42257 999 122019               |                |   |      |            |            |            |    |                 |            |
|                  |         |          |      |                                       |                          | WEEK: 12/16/19-12/20/19        |                |   |      |            |            |            |    |                 |            |
|                  |         |          |      |                                       |                          | Cash                           |                |   |      |            | 31.00-     |            | AA |                 |            |
| PN               | 9204943 |          |      | 12/26/2019                            | 00790                    | BLUE CROSS & BLUE SHIELD OF AL | 14125          |   |      | 652.20-    |            |            |    | D               |            |
| PV               | 503932  | 00790    | 004  | 12/20/2019                            |                          | 42257 999 122019               |                |   |      |            |            |            |    |                 |            |
|                  |         |          |      |                                       |                          | WEEK: 12/16/19-12/20/19        |                |   |      |            |            |            |    |                 |            |
|                  |         |          |      |                                       |                          | Cash                           |                |   |      |            | 652.20-    |            | AA |                 |            |
| PN               | 9204943 |          |      | 12/26/2019                            | 00790                    | BLUE CROSS & BLUE SHIELD OF AL | 14125          |   |      | 21,412.63- |            |            |    | D               |            |
| PV               | 503932  | 00790    | 005  | 12/20/2019                            |                          | 42257 999 122019               |                |   |      |            |            |            |    |                 |            |
|                  |         |          |      |                                       |                          | WEEK: 12/16/19-12/20/19        |                |   |      |            |            |            |    |                 |            |
|                  |         |          |      |                                       |                          | Cash                           |                |   |      |            | 21,412.63- |            | AA |                 |            |
| PN               | 9204943 |          |      | 12/26/2019                            | 00790                    | BLUE CROSS & BLUE SHIELD OF AL | 14125          |   |      | 1,860.71-  |            |            |    | D               |            |
| PV               | 503932  | 00790    | 006  | 12/20/2019                            |                          | 42257 999 122019               |                |   |      |            |            |            |    |                 |            |
|                  |         |          |      |                                       |                          | WEEK: 12/16/19-12/20/19        |                |   |      |            |            |            |    |                 |            |
|                  |         |          |      |                                       |                          | Cash                           |                |   |      |            | 1,860.71-  |            | AA |                 |            |
|                  |         |          |      |                                       |                          | Totals for Bank Account        |                |   |      | 29,360.54- |            | 29,360.54- |    |                 |            |
|                  |         |          |      |                                       |                          | Totals for Batch               |                |   |      | 29,360.54- |            | 29,360.54- |    |                 |            |
|                  |         |          |      |                                       |                          | User Total                     |                |   |      | 29,360.54- |            | 29,360.54- |    |                 |            |



# Baldwin County Commission

## Agenda Action Form

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**File #:** 20-0484, **Version:** 1

**Item #:** GA1

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**Meeting Type:** BCC Regular Meeting

**Meeting Date:** 1/7/2020

**Item Status:** New

**From:** Wayne Dyess, County Administrator; Sherry-Lea Bloodworth Botop, PIO/CEM

**Submitted by:** Anu Gary, Administrative Svcs. Mgr.

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### ITEM TITLE

\*Resolution #2020-049 and Correspondence to the Office of United States Trade Representative Related Tariffs on Aircraft Parts and Components to Airbus

### STAFF RECOMMENDATION

Adopt Resolution #2020-049 and authorize the Chairman to execute a letter of support from the Baldwin County Commission, on behalf of Airbus and the thousands of Alabama aerospace workers and suppliers supporting the Gulf Coast communities, asking the Office of United States Trade Representative not to consider placing tariffs on aircraft parts and components as a result of the Airbus Boeing dispute.

### BACKGROUND INFORMATION

**Previous Commission action/date:** N/A

**Background:** The Baldwin County Commission will consider the adoption of a resolution and a letter of support on behalf of Airbus against tariffs on aircraft parts and components as the impact of tariffs would be disastrous for Airbus in Mobile and other U.S. aerospace companies.

### FINANCIAL IMPACT

**Total cost of recommendation:** N/A

**Budget line item(s) to be used:** N/A

**If this is not a budgeted expenditure, does the recommendation create a need for funding?**  
N/A

### LEGAL IMPACT

**Is legal review necessary for this staff recommendation and related documents?**

N/A

**Reviewed/approved by:** N/A

**Additional comments:** N/A

**ADVERTISING REQUIREMENTS**

**Is advertising required for this recommendation?** N/A

**If the proof of publication affidavit is not attached, list the reason:** N/A

**FOLLOW UP IMPLEMENTATION**

**For time-sensitive follow up, select deadline date for follow up:** N/A

**Individual(s) responsible for follow up:** Sherry-Lea Bloodworth Botop, provide Administration with Resolution and Letter of Support. After Chairman signs documents, Admin. staff will email documents to:

4BCC  
Sherry-Lea Bloodworth Botop  
Lee Lawson, BCEDA

All follow up coordinated by Sherry-Lea Botop and Lee Lawson with BCEDA.

**Action required (list contact persons/addresses if documents are to be mailed or emailed):**  
N/A

**Additional instructions/notes:** N/A

STATE OF ALABAMA            )  
COUNTY OF BALDWIN        )

***RESOLUTION # 2020-049***

***OF THE  
BALDWIN COUNTY COMMISSION***

**RESOLUTION IN SUPPORT OF CONTINUED AEROSPACE MANUFACTURING  
GROWTH IN BALDWIN COUNTY.**

WHEREAS, the Aerospace manufacturing sector in the U.S. and Baldwin County, Alabama and the Mobile Region is creating significant employment opportunities, business growth, and manufacturing excellence, and is critical to the nation’s military and economic security; and

WHEREAS, the expanding industrial operations of Airbus located at the Brookley Industrial Complex and the supplier location of Collins Aerospace with 1,200 employees in Baldwin County, Alabama contribute actively to aerospace manufacturing growth; and

WHEREAS, Airbus has been a member of our business community for more than 15 years with three major facilities and directly employs over 1,250 engineers and production technicians; and

WHEREAS, the \$600 million Airbus A320 U.S. manufacturing facility, which opened in 2015 now produces more than four aircraft per month and has delivered over 140 aircraft to U.S. airline customers to date; and

WHEREAS, in 2019, Airbus broke ground on a \$300 million A220 U.S. manufacturing facility that will assemble the newest Airbus aircraft, the A220, for U.S. airline customers with deliveries beginning in 2020; and

WHEREAS, Airbus continues to expand its manufacturing employment footprint in the Mobile Region by hiring more than 520 production technicians in 2019, more than doubling the number of its employees in one year (with expected total employee growth of 236% between December 2019 and December 2020); and

WHEREAS, a large percentage of Airbus engineering, executive and manufacturing personnel reside in Baldwin County; and

WHEREAS, the proposed tariffs on imported aircraft components and assemblies from Europe places at risk this significant aerospace supplier, employment and residential growth in Baldwin County, Alabama; now therefore

BE IT BE RESOLVED BY THE BALDWIN COUNTY COMMISSION, IN REGULAR SESSION ASSEMBLED, that the Baldwin County Commission does hereby fully support the continued manufacturing operations of Airbus at the Brookley Industrial Complex and urges the President of the United States and the United States Trade Representative to maintain the current trade policy of not applying tariffs on imported aerospace components and assemblies from Europe, and thereby ensure the continued growth of aerospace manufacturing in the Gulf Coast.

DONE, at the County Seat, in Bay Minette, Alabama, and under the Seal of Baldwin County, Alabama, as affixed on this the 7<sup>th</sup> day of January, 2020.

---

Commissioner Billie Jo Underwood, Chairman

*ATTEST:*

---

Wayne Dyess, County Administrator



## COUNTY COMMISSION

BALDWIN COUNTY  
312 Courthouse Square, Suite 12  
BAY MINETTE, ALABAMA 36507  
(251) 937-0264  
Fax (251) 580-2500  
www.baldwincountyal.gov

MEMBERS  
DISTRICT 1. JAMES E. BALL  
2. JOE DAVIS, III  
3. BILLIE JO UNDERWOOD  
4. CHARLES F. GRUBER

January 7, 2020

The Honorable Robert Lighthizer  
U.S. Trade Representative  
Executive Office of the President  
600 17<sup>th</sup> Street, NW  
Washington, DC 20006

Dear Ambassador Lighthizer:

On behalf of the over 600 Airbus employees that call Baldwin County, Alabama home along with thousands of other citizens who work within the aerospace industry, we implore you not to place tariffs on aircraft parts and components.

Airbus has made a tremendous impact on the Baldwin County community over the past decade contributing to our position as a leader in the global aerospace industry and growing our economic development capacity. The investments Airbus has made in our region helped Baldwin County and allowed Collins Aerospace to expand to over 1,200 employees alongside additional suppliers. The livelihoods of the workers and their families will be greatly impacted by significant job loss if tariffs on aircraft parts and components are put in place.

We would like to invite you to Baldwin County to see firsthand the success of our growing aerospace community and to meet with the men and women growing our economy and helping America fly.

Sincerely,

\_\_\_\_\_  
Commissioner Billie Jo Underwood  
Chairman

\_\_\_\_\_  
Commissioner Joe Davis, III  
Vice Chairman

\_\_\_\_\_  
Commissioner James E. Ball

\_\_\_\_\_  
Commissioner Charles F. Gruber



# Baldwin County Commission

## Agenda Action Form

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**File #:** 20-0462, **Version:** 1

**Item #:** GE1

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**Meeting Type:** BCC Regular Meeting

**Meeting Date:** 1/7/2020

**Item Status:** New

**From:** Ron Cink, Budget Director

**Submitted by:** Anu Gary, Administrative Services Director

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### **ITEM TITLE**

Selection of a Bond Underwriter for General Obligation Warrants Funding (Jail Expansion) for the Baldwin County Commission

### **STAFF RECOMMENDATION**

As recommended by Stifel, the Baldwin County Commission's Financial Advisor, take the following actions:

- 1) Adopt Resolution #2020-048, which selects and confirms the appointment of one of the following four firms as the Bond Underwriter for General Obligation Warrants Funding (Jail Expansion) for the Baldwin County Commission.
- 2) Authorize staff to begin rate negotiations with the selected firm.

### **(SELECT ONLY ONE OF THE FOLLOWING OPTIONS)**

Wells Fargo

**or**

Raymond James

**or**

Piper Jaffray

**or**

Frasier Lanier

### **BACKGROUND INFORMATION**

**Previous Commission action/date:** December 3, 2019, BCC Regular Meeting - The Commission took the following actions:

*Motion by Commissioner Joe Davis, III, seconded by Commissioner James E. Ball, to, as recommended by Stifel, the Baldwin County Commission's Financial Advisor, take the following actions: 1) Adopt Resolution #2020-039, which selects and confirms the appointment of Raymond*

*James as the bond underwriter for the first issuance for the Baldwin County Commission; and 2) Authorize staff to begin rate negotiations with the selected firm of Raymond James.*

At the request of the Financial Advisors, the Request for Proposal (RFP) was issued on November 13, 2019, and due on November 22, 2019 (see recommendation from Stifel and responses to RFP attached).

**Background:** Finance Committee consisting of the Finance Chair and the Commission Chairman, in addition to the Budget Director and Clerk Treasurer, and in coordination with Stifel, will negotiate with the firm selected and a recommendation will be brought back to the Commission for rate finalization.

### **FINANCIAL IMPACT**

**Total cost of recommendation:** TBD

**Budget line item(s) to be used:** From Warrant Proceeds

**If this is not a budgeted expenditure, does the recommendation create a need for funding?**

Finance Committee consisting of the Finance Chair and the Commission Chairman, in addition to the Budget Director and Clerk Treasurer, and in coordination with Stifel, will negotiate with the firm selected and a recommendation will be brought back to the Commission for rate finalization.

### **LEGAL IMPACT**

**Is legal review necessary for this staff recommendation and related documents?**

N/A

**Reviewed/approved by:** N/A

**Additional comments:** N/A

### **ADVERTISING REQUIREMENTS**

**Is advertising required for this recommendation?** N/A

**If the proof of publication affidavit is not attached, list the reason:** N/A

### **FOLLOW UP IMPLEMENTATION**

**For time-sensitive follow up, select deadline date for follow up:** N/A

**Individual(s) responsible for follow up:** Finance Committee to negotiate rates, Ron Cink will email

the signed resolution to the selected firm.

Admin - Have resolution signed and fill out names.

**Action required (list contact persons/addresses if documents are to be mailed or emailed):**

N/A

**Additional instructions/notes:** N/A

STATE OF ALABAMA        )

COUNTY OF BALDWIN     )

**RESOLUTION NO. 2020-048  
OF THE  
BALDWIN COUNTY COMMISSION**

**BE IT RESOLVED** by the **COUNTY COMMISSION** of **BALDWIN COUNTY, ALABAMA** (the "County"), as follows:

**Section 1. Findings.** (a) The County has determined that, in order to provide funds for the funding of a new jail facility (the "Facility"), it will be necessary and in the best public interest of the County for The Public Building Authority of Baldwin County to issue its Building Revenue Warrants, Series 2020 (the "Warrants"), and for the County to pay the debt service on such Warrants through its lease payments to the Authority for the County's lease of the Facility from the Authority

(b) The County and its Financial Advisor, Stifel Nicolaus & Company, Incorporated, solicited responses from prospective underwriters for the Warrants through its Request for Statement of Qualifications: Underwriter, dated November 13, 2019. The County and the Financial Advisor have received and reviewed the received responses.

**Section 2. Appointment of Underwriter.** The County hereby confirms the appointment of \_\_\_\_\_, as Underwriter, and authorizes such Underwriter to take such action as is necessary to market the Warrants, and to sell such Warrants when, in their discretion, and upon consultation with the Authority and the County and its Financial Advisor, conditions are favorable.

**Section 3. Authorization to Sign Warrant Purchase Agreement.** Prior to the sale of the Warrants, the Authority will authorize and direct the Chairman of the Authority to execute a Warrant Purchase Agreement between the Authority and the Underwriter immediately following such sale.

**ADOPTED** this the 7<sup>th</sup> day of January, 2020.

\_\_\_\_\_  
Billie Jo Underwood, Chairman

ATTEST:

\_\_\_\_\_  
Wayne Dyess, County Administrator



## MEMORANDUM

DATE: November 25, 2019

TO: BALDWIN COUNTY COMMISSION

|                                 |                                   |
|---------------------------------|-----------------------------------|
| Billie Jo Underwood, Chairwoman | Charles F. Gruber, Commissioner   |
| James E. Ball, Commissioner     | Wayne Dyess, County Administrator |
| Joe Davis, III, Commissioner    | Ronald J. Cink, Budget Director   |

FROM: Kenneth C. Funderburk  
Reid Cavnar  
STIFEL

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Pursuant to our obligation as Financial Advisor for the Baldwin County Commission and subsequent to various meetings with County Officials, rating efforts and distribution of a Request for Qualifications for Underwriting Services in connection with a public bond sale, please allow this letter to serve as our recommendation for that service.

On behalf of Baldwin County, Alabama, Stifel distributed a Request for Qualifications (“RFQ”) to a variety of licensed registered underwriting firms active in the State of Alabama. We received responses from 4 firms: Raymond James, Piper Jaffray, Wells Fargo and Frazer Lanier. After analysis and deliberation within Stifel and a meeting with County Budget Director, Ron Cink, we recommend selection of Raymond James for the issues described in the RFQ.

All respondents are capable firms able to underwrite bonds. The following are broad category listings with respondents ranked in order, first to last.

- Net Capital Position
  - Wells Fargo - N/A (Tier 1 Capital \$146 billion)\*
  - Raymond James - \$1.0 billion
  - Piper Jaffray - \$179 million
  - Frazer Lanier - \$1 million
  
- Demonstrated willingness and ability to underwrite bonds to support/complete a sale
  - Raymond James
  - Piper Jaffray
  - Wells Fargo
  - Frazer Lanier
  
- Relative position in Alabama with respect to total par sales (2018)
  - Raymond James - \$510 million
  - Wells Fargo - \$216 million
  - Frazer Lanier - \$116 million
  - Piper Jaffray - \$90 million

*\*As a national bank registered with the SEC as a municipal securities dealer, Wells Fargo Bank, N.A. is subject to capital definitions and standards issued by the Office of the Comptroller of the Currency, rather than net capital standards of the Securities and Exchange Commission (as are most broker-dealers). As a result, net capital and excess net capital calculations are not applicable.*

➤ Relative position nationally with respect to total par sales (2018)

- Wells Fargo - \$11.1 billion
- Piper Jaffray - \$10.2 billion
- Raymond James - \$9.9 billion
- Frazer Lanier - \$174 million

➤ Size and distribution capability of municipal bond sales force

|                 | <i>Dedicated Institutional<br/>Municipal Sales People</i> | <i>Fixed Income<br/>Generalists</i> |
|-----------------|---|-------------------------------------|
| ▪ Piper Jaffray | 27  | 106                                 |
| ▪ Raymond James | 23  | 160                                 |
| ▪ Wells Fargo   | 15  | 200                                 |
| ▪ Frazer Lanier | 3   | 0                                   |

Stifel proposes negotiating an underwriting fee with the firm ultimately chosen by the Baldwin County Commission. This negotiation will include approval from Mr. Cink and the Finance Committee of the Commission. Said fee will be in keeping with national/state averages for similarly sized/rated bond issues with comparable final maturity.

Baldwin County has achieved an excellent bond rating from two national agencies, is in stellar financial condition, has developed a national reputation in tourism and economic development, and engaged a strong management team. The County deserves no less than the most aggressive bond pricing coupled with an underwriter capable of supporting a bond sale. Stifel will assure competitive pricing and monitor the sale. In our opinion, Raymond James possesses the necessary marketing and underwriting ability to perform.

We look forward to the Commission's decision and stand ready to proceed with the transaction.

**WELLS  
FARGO**

**Securities**

## Baldwin County, Alabama

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### Request for Statement of Qualifications: Underwriter

November 22, 2019



**JACKSON**

188 E. Capitol Street, Fl. 01  
Jackson, MS 39201  
Tel: (601) 503-1053



**Securities**

November 22, 2019

Mr. Ronald Cink  
Budget Director  
Baldwin County Commission  
322 Courthouse Square  
Bay Minette, AL 36507

Dear Mr. Cink:

On behalf of Wells Fargo Securities (“Wells Fargo”, the “Firm”, or “WFS”), we are pleased to submit our response to Baldwin County, Alabama’s (the “County”) solicitation for underwriting qualifications. We are confident that our banking team’s experience working with Alabama issuers, our Firm’s commitment to the County and the community it serves, our experience as senior manager on comparable financings, our quantitative expertise, our superior financial and capital position, our innovative financing strategies, and our expansive, yet balanced, institutional and Alabama retail distribution capabilities, make Wells Fargo the most qualified firm to help the County meet its financing objectives. Below are several attributes of our Firm which qualify us to serve as your Senior Manager:

- **Commitment to the State of Alabama.** Wells Fargo has extensive municipal bond sales capabilities, with the ability to access both the Alabama retail and institutional investor communities. In Alabama, we have 89 financial advisors in 11 offices across the State. In total, Wells Fargo employs over 3,000 team members in Alabama. Further, we pride ourselves on being excellent corporate citizens and support our communities. In 2018, Wells Fargo and its employees contributed more than \$3.4 million to charitable causes in Alabama and volunteered over 18,000 hours to community organizations in the State. Wells Fargo & Company is not merely a Wall Street firm looking for investment banking business in Alabama; we are a member of the community and have a vested interest in the success of the State and its issuers.
- **Demonstrated Ability to Commit Capital.** While a number of firms have a large capital base, it is more important that such firms evidence their ability to deploy capital in the municipal market on behalf of their clients. As described within our response in more detail, our Firm has demonstrated its ability to commit capital in support of our municipal clients by directly underwriting unsold balances on negotiated primary market issues. Wells Fargo & Company is a premier U.S. domiciled bank with some of the highest credit ratings of all U.S. banks (Aa1/A+/AA-) from Moody’s, S&P, and Fitch, respectively), more than 250,000 employees nationwide, the largest community banking presence in the country, the third largest U.S. bank by assets, and the third largest domestic retail distribution network. With \$159.1 billion<sup>1</sup> of total

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<sup>1</sup> Wells Fargo Bank N.A. Q2 Call Report

risk-based capital, the Firm brings significant underwriting strength and a stable capital commitment ability to the County.

- **Powerful Institutional and Retail Distribution Networks.** Wells Fargo provides a strong national distribution network with a balanced platform. Our institutional sales force consists of our 15-member Tier-1 municipal sales group that covers over 250 key national buyers with assets over \$1 billion. In addition, Wells Fargo, through its affiliate Wells Fargo Securities, LLC, has 200 middle-market sales professionals in 17 regional offices that cover more than 10,000 Tier-2 and Tier-3 investors. Our institutional sales strength is augmented by our national retail system through Wells Fargo Advisors (“WFA”), which employs 8,065 full-service financial advisors with approximately \$1.5 trillion of client assets. Through this balanced distribution approach, Wells Fargo has wide access to many sectors of the market to distribute our clients’ bond offerings, and the Firm is able to generate broader demand and more aggressive pricing for the County’s issues than firms with just a single investor segment focus.

Please let us know if you would like any additional information about our response. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Jim Perry". The signature is fluid and cursive, with a large, stylized "P" and "Y".

Jim Perry  
*Managing Director*  
Tel: (601) 503-1053  
jim.perry@wellsfargo.com

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### IMPORTANT INFORMATION & DISCLAIMER

This document and any other materials accompanying this document (collectively, the “Materials”) are provided for general informational purposes only. By accepting any Materials, the recipient acknowledges and agrees to the matters set forth below.

**Wells Fargo Securities (“WFS”) is the trade name for certain securities-related capital markets and investment banking services of Wells Fargo & Company (“WFC”) and its subsidiaries, including Wells Fargo Bank, N.A., acting through its Municipal Products Group. Municipal derivatives services are provided by Wells Fargo Bank, N.A., a swap dealer registered with the CFTC and member of the NFA. Commercial banking products and services are provided by Wells Fargo Bank, N.A. Investment banking and capital markets products and services provided by Wells Fargo Securities, are not a condition to any banking product or service.**

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These Materials are being provided to you for the purpose of working with you as an underwriter or placement agent (collectively, “underwriter”) and/or derivatives provider on the transaction(s) described in the Materials. As part of its services as underwriter, WFS may provide information concerning the structure, timing, terms, and other similar matters concerning the issue of municipal securities that WFS proposes to underwrite as described in the Materials. The Materials may also contain such information. Any such information has been, and would be, provided by WFS in the context of serving as an underwriter and not as your municipal or financial advisor. Additionally, WFBNA, as derivatives provider, and WFS, as underwriter, have financial and other interests that differ from your interests (or those of the issuer). In its capacity as underwriter, WFS’ primary role would be to purchase securities from you (or the issuer in the case of a conduit transaction) for resale to investors, or arrange for the placement of securities with investors on your behalf. Wells Fargo will not have any duties or liability to any person or entity in connection with the information being provided in the Materials.

The information provided herein is not intended to be and should not be construed as advice within the meaning of Section 15B of the Securities Exchange Act of 1934, and Wells Fargo will not be acting as your municipal advisor under the municipal advisor rules (“Muni Advisor Rules”) of the Securities and Exchange Commission (“SEC”) and the SEC’s guidance in its Registration of Municipal Advisors Frequently Asked Questions dated May 19, 2014, as supplemented (collectively, “Muni Advisor Rules”).

Please be advised that any information in the Materials regarding municipal derivatives is being provided by WFBNA as a swap dealer and that any swap offered or recommended in the Materials is being offered or recommended by WFBNA as a swap dealer. No part of the Materials is intended to be and should not be construed as an offer or recommendation of a municipal derivatives service or product by WFS, as underwriter, for purposes of Municipal Securities Rulemaking Board Rule G-17, or otherwise. You should consult with your own financial and/or municipal, legal, accounting, tax, and other advisors, as applicable, to the extent you deem appropriate. If you would like a municipal advisor that has legal fiduciary duties to you, you are certainly free to engage a municipal advisor to serve in that capacity.

Transactions referenced in the Materials which are attributed to Wells Fargo or to WFS may include transactions executed by a Wachovia Corporation or Wells Fargo & Company broker-dealer affiliate or by other municipal securities dealers and/or broker-dealers which were acquired by Wachovia Corporation or WFC.

WFS distributes municipal securities to institutional investors primarily through Wells Fargo Bank, N.A. Municipal Products Group (“WFBNA MPG”) and Wells Fargo Securities, LLC (“WFSLLC”). Distribution to middle market clients is provided primarily through WFSLLC. Retail distribution is primarily provided by Wells Fargo Advisors, which is the trade name used by Wells Fargo Clearing Services, LLC (“WFCS”) and Wells Fargo Advisors Financial Network, LLC (“WFAFN”), two non-bank separate registered broker-dealers (members FINRA and SIPC). WFSLLC, WFBNA MPG, WFCS, and WFAFN are affiliates and are each wholly owned subsidiaries of WFC.

Any municipal underwriting, commercial paper and remarketing rankings referenced herein represent combined totals for WFBNA MPG and WFSLLC. Non-municipal underwriting, commercial paper and remarketing rankings referenced herein represent totals for WFSLLC only. Source information for any ranking information not otherwise provided herein is available on request. Any rankings referencing competitive municipal

new issues for time periods prior to 2011 include issues underwritten by WFCS. Underwriting activities of WFCS are not managed or otherwise controlled by WFBNA MPG or WFSLLC.

If the Materials are being provided to you under any of the following events, the information contained in the Materials and any subsequent discussions between us, including any and all information, advice, recommendations, opinions, indicative pricing, quotations and analysis with respect to any municipal financial product or issuance of municipal securities, are provided to you in reliance upon the Swap Dealer, Bank, RFP, IRMA exemptions and underwriter exclusion, as applicable, provided under the Muni Advisor Rules. In the event the Swap Dealer, Bank, RFP, IRMA exemptions, or underwriter exclusion do not apply, the information included in the Materials are provided in reliance on the general information exclusion to advice under the Muni Advisor Rules.

In the event that you have provided us with your written representation in form and substance acceptable to WFBNA that you are represented by a “qualified independent representative” as defined in the Commodity Exchange Act (“CEA”) with respect to any municipal derivative or trading strategy involving municipal derivatives described in the Materials, we have provided you with our written disclosure that we are not acting as an advisor to you with respect to the municipal derivative or trading strategy pursuant to Section 4s(h)(4) of the CEA and the rules and regulations thereunder, and have taken certain other steps to establish the “Swap Dealer exemption” under the Muni Advisor Rules.

Any information related to a bank-purchased bond transaction (“Direct Purchase”) included in the Materials is a product offering of WFBNA or a subsidiary thereof (“Purchaser”) as purchaser / investor. WFS will not participate in any manner in any Direct Purchase transaction between you and Purchaser, and Wells Fargo employees involved with a Direct Purchase transaction are not acting on behalf of or as representatives of WFS. The information contained herein regarding Purchaser’s Direct Purchase is being provided to you by WFS only for purposes of providing financing alternatives that may be available to you from WFC and its affiliates. Information contained in this document regarding Direct Purchase is for discussion purposes only in anticipation of engaging in arm’s length commercial transactions with you in which Purchaser would be acting solely as a principal to purchase securities from you or a conduit issuer, and not as a municipal advisor, financial advisor or fiduciary to you or any other person or entity regardless of whether Purchaser, or an affiliate has or is currently acting as such on a separate transaction. Additionally, Purchaser has financial and other interests that differ from your interests. Purchaser’s sole role would be to purchase securities from you (or the conduit issuer). Any information relating to a Direct Purchase is being provided to you pursuant to and in reliance on the “Bank exemption” under the Muni Advisor Rules and the general information exclusion to advice under the Muni Advisor Rules.

In the event the Materials are being provided in connection with a RFP, the SEC exempts from the definition of municipal advisor “any person providing a response in writing or orally to a request for proposals or qualifications from a municipal entity or obligated person for services in connection with a municipal financial product or the issuance of municipal securities; provided however, that such person does not receive separate direct or indirect compensation for advice provided as part of such response” (“RFP exemption”). In such event, we have relied upon the RFP exemption, and on your distribution and execution of this RFP through a competitive process. In the event WFBNA MPG is the party providing the Materials responses to all questions, certifications, attestations, information requests, and similar in the RFP or RFQ to which this response relates are specifically limited to, in context of, and as applied to, WFBNA MPG in its capacity as a separately identifiable department of a national bank that is registered as a municipal securities dealer with the Securities and Exchange Commission, Office of the Comptroller of the Currency, and Municipal Securities Rulemaking Board; and not on behalf of Wells Fargo Bank, N.A., unless specified otherwise in our response.

In the event that you have provided us with your written representation that you are represented by an independent registered municipal advisor (an “IRMA”) within the meaning of the Muni Advisor Rules, with respect to the transaction(s) described in the Materials we have provided you with our written disclosure that we are not a municipal advisor to you and are not subject to the fiduciary duty under the Muni Advisor Rules, if applicable, and have taken certain other steps to establish the “IRMA exemption” under the Muni Advisor Rules.

In the event that you have engaged us to serve as an underwriter with respect to the municipal securities issuance described in the Materials we have provided you with our written disclosure regarding our role as an underwriter, that we are not a municipal advisor to you and are not subject to the fiduciary duty under the Muni Advisor Rules, if applicable.

If savings threshold level information is contained herein, please be advised that WFS is not recommending nor providing advice regarding which maturities should be refunded by you.

The Materials are provided for general information about the transactions described herein. The Materials do not constitute an offer to sell or a solicitation of an offer to buy, or a recommendation or commitment for any transaction involving the securities or financial products named or described herein, and are not intended as investment advice or as a confirmation of any transaction. Assumptions stated herein may or may not be valid. Externally sourced information contained in the Materials has been obtained or derived from sources we reasonably believe to be reliable, but Wells Fargo Securities and WFBNA make no representation or warranty, express or implied, with respect thereto, and do not represent or guarantee that such information is accurate or complete. Wells Fargo Securities and WFBNA do not assume or accept any liability for any loss which may result from reliance thereon. Wells Fargo Securities and/or one or more of its affiliates may provide advice or may from time to time have proprietary positions in, or trade as principal in, any securities or other financial products that may be mentioned in the Materials, or in derivatives related thereto.

Terms, rates, prices and structure in the Materials are indicative only, and should not be relied upon as the terms, rates, prices or structure on which we or anyone else would be willing to enter into, terminate or transfer any transaction with you, including without limit, the swap, bond or loan, letter of credit and/or remarketing agreement (if applicable), or relied upon for any other purpose. Actual rates and prices may be higher or lower depending on market conditions at the time of execution, and are subject to market conditions at deal time, final credit approval, agreement on deal terms and compliance to our satisfaction with all applicable legal and regulatory requirements, including without limit, onboarding, swap/securities trading relationship and transaction documentation. Any historical information provided in the Materials is for information only, and past performance may not be relied upon as a guarantee of future results. Examples in the Materials are hypothetical only and are not a prediction of future results. There are frequently sharp differences between projections or forecasts and the actual results achieved.

#### **Arm’s Length Relationship**

All transactions described in the Materials are arm’s length transactions to be negotiated by each party acting in its own best interests. The price and other terms of any transaction will be individually negotiated, and there is no assurance that they will represent the best price or terms available to you from us or other sources. Whether they are executable, indicative or illustrative, you should assume that any price we offer,

quote or otherwise provide to you for entering into, transferring or terminating a transaction with WFBNA is strictly a WFBNA price and should not be considered a “market price” offered by anyone else in the relevant market. In this regard, please note that when we offer you an executable price for a swap with WFBNA, CFTC Rule §23.431 requires that we also disclose to you the “mid-market mark” of the swap in order for you to assess the material incentives and conflicts of interest we may have in connection with the swap. Information about the mid-market mark and other material disclosures regarding swaps can be found at [www.wellsfargo.com/swapdisclosures](http://www.wellsfargo.com/swapdisclosures). The decision whether you should enter into any transaction upon mutually agreed terms rests solely with you. Before entering into any transaction described in the Materials, you should consider whether it is appropriate for you in light of your objectives, experience, financial and operational resources, legal capacity and authority, and other relevant circumstances, and you should conduct a thorough and independent evaluation of the financial, tax, accounting, legal and regulatory characteristics, consequences, costs and risks of the transaction in light of your particular circumstances, based upon the advice of your own financial, legal, tax, accounting, and other professional advisors. Neither we nor any of our affiliates will be providing any such advice in connection with any such transaction, and neither we nor they will be acting as your agent, broker, financial advisor, municipal advisor, or fiduciary in connection with any such transaction, whether or not we or they may otherwise be engaged to act in such capacity in connection with other products or services.

#### **LIBOR Discontinuation Risk**

On July 27, 2017, the Chief Executive of the United Kingdom Financial Conduct Authority, which regulates the London Interbank Offered Rate (“LIBOR”), announced that it intends to stop persuading or compelling banks to submit rates for the calculation of LIBOR to the administrator of LIBOR after 2021. The announcement indicates that the continuation of LIBOR on the current basis cannot and will not be guaranteed after 2021. It is impossible to predict whether and to what extent banks will continue to provide LIBOR submissions to the administrator of LIBOR or whether any additional reforms to LIBOR may be enacted in the United Kingdom or elsewhere. While global regulators and financial services industry market participants, including the Alternative Reference Rates Committee in the United States, have been working on developing alternative reference rates (“ARR”) for LIBOR and other interbank offered rates, there is no guarantee that ARR will be developed or widely used by market participants by the end of 2021, that any ARRs developed will be suitable for each transaction as a substitute or successor for LIBOR, that the composition or characteristics of ARRs will be similar to those of LIBOR, or that ARRs will be the economic equivalent of the rate used in your LIBOR-based swap or financing transactions. Therefore, if LIBOR is discontinued during the term of your swap, your payments would be calculated differently and could be higher or more volatile than expected. These risks and others are discussed in greater detail at the IBOR Alternative Reference Rates disclosure at: [www.wellsfargo.com/swapdisclosures](http://www.wellsfargo.com/swapdisclosures).

#### **Risks to Consider**

While certain transactions described in the Materials may be used for hedging purposes to reduce or eliminate certain risks associated with your assets or liabilities, the effectiveness of hedging may depend upon holding these transactions to maturity and not reducing or disposing of all or any portion of the asset or liability during the term of the hedge. If a swap transaction is terminated early, or if you reduce or dispose of all or a portion of the underlying asset or liability before the transaction matures (such as prepaying a floating rate loan you hedge with a swap), then depending on the nature of the transaction, its characteristics and your position in it (e.g., buyer, seller, counterparty, etc.), you may incur a substantial loss or you may receive little or no hedging benefit from any upfront or periodic payments or exchanges or any other costs incurred in purchasing, selling, acquiring, maintaining or disposing of the transaction. You may also incur a substantial loss if you enter into a swap transaction in anticipation of hedging an asset or liability that does not materialize. You should understand that significant potential amounts could become payable by you for modifying a swap transaction, terminating it early or transferring your position in the transaction to another person or entity, or in connection with the exercise of any option or other rights under the transaction or governing documents, depending upon then existing market conditions. You should also consider that prepaying your loan or disposing of an asset or other liability does not relieve you of your obligations under a swap transaction, which may be terminated early only in accordance with the terms of the swap trading relationship documentation (such as an ISDA Master Agreement) or other transaction documents, or otherwise by mutual agreement. Such termination may require payment by you of an early termination amount, which amount may be substantial. Whether you use a swap transaction for hedging or another purpose, you should satisfy yourself that you understand these and other risks relative to the benefits you are seeking to achieve and that the transaction and risks are suitable for you. These risks are discussed in greater detail in disclosures provided to you through the following website: [www.wellsfargo.com/swapdisclosures](http://www.wellsfargo.com/swapdisclosures)

#### **Independent Obligation**

To the extent any swap transaction described in the Materials may be used to hedge against increases in the interest expense of a loan or other financing, the swap transaction would be a separate and independent obligation and would not be contingent on whether or not any loan or other financing closes, is outstanding, or is repaid, in whole or in part, at any time, subject to any contractual requirement to terminate and settle the transaction early upon prepayment of the loan or financing or for other financing-related events. In addition, if you provide any existing or future collateral or other credit support to secure the transaction and any loan or other financing, then you would be entitled to the release of such collateral or credit support only if certain conditions contained in the related collateral agreement or credit support document are completely satisfied for both the transaction and any such loan or financing, or we otherwise reach agreement with you on alternative collateral, credit support or other arrangements.

#### **Unmatched Terms & Conventions**

If the principal amount or duration of a loan or financing differs from that of a transaction used to hedge such loan or financing, you may be exposed to risk of loss from such over-hedging or under-hedging. If any other economic terms or characteristics of a loan or financing differ from those of the related hedge, then in addition to any losses that you could incur from such differences, the hedge may create unanticipated accounting exposure or tax liability for you. To the extent fair value accounting applies to the hedge, you may have to reflect unrealized gains and losses (i.e., the so-called “mark-to-market” value of the hedge) over the life of the hedge on your balance sheet and/or income statement. If hedge accounting applies, any ineffectiveness in the hedge resulting from such differences may likewise need to be taken into account and reflected in your financial results. These swap valuation considerations may also be important to you for tax purposes, including any tax laws that may require unrealized gains or losses on swaps to be taken into account in determining your income tax liability.

Conventions used in the loan or other financing and swap markets may differ, and we are under no obligation to ensure that any swap we offer is a perfect hedge for your financing even if we provide you with both products. For example, if the method for determining a loan’s floating rate differs from that for a swap’s floating rate, the loan floating rate payments could diverge from those of the swap. Such divergence may occur by convention or as the result of contractual differences, such as in the definition of or the reset timing (e.g., 1-month or 3-month) for

the London Interbank Offered Rate (LIBOR), the dates or times at which LIBOR is set, the number of days in the payment periods, any applicable fallback floating rate, or the floating rate rounding convention.

#### **Negative Interest Rates**

Express wording in swap transactions is required to place a 0% floor on LIBOR or other floating benchmark rate of the swap transaction, and no such 0% floor is included in an interest rate swap or other swap transaction unless mutually agreed between the parties as reflected in the swap confirmation. Absent such floor, if a Floating Amount is negative under an interest rate swap, the Floating Rate Payer does not make such payment. Instead, the Fixed Rate Payer pays the absolute value of the negative Floating Amount in addition to the Fixed Amount. See §6.4 of the 2006 ISDA Definitions, as amended. If you wish to acquire a swap with a 0% floor, this may increase the price of your swap as reflected in a higher Fixed Rate. For further information on negative interest rates, including their effect on swaps and the loans they are hedging, see Negative Interest Rates at: [www.wellsfargo.com/swapdisclosures](http://www.wellsfargo.com/swapdisclosures).

#### **Projections, Forecasts & Other Data**

Although the information contained herein is derived from a source that WFBNA considers reliable, WFBNA does not guarantee the accuracy, reliability or completeness of this information and makes no representation or warranty, express or implied, with respect thereto. This information is provided as of the date(s) indicated, is subject to change without notice, does not constitute trading or investment advice or research, and has not been prepared in accordance with any laws or regulations designed to promote the independence of research. Historical data, past trends and past performance do not reflect or guarantee future results. Financial projections and economic forecasts are based on hypothetical assumptions about uncertain future market conditions and events and therefore should not be relied upon in connection with any asset, liability, transaction or otherwise, including any decision whether or when to invest or hedge or to acquire or dispose of any asset, liability or transaction. Projections or forecasts may not materialize, and reliance thereon could result in substantial losses. It is impossible to predict whether, when or to what extent rates, values and other economic factors will rise or fall, and there could be sharp differences between projections or forecasts and actual results. WFBNA makes no representation or warranty that actual results will conform to any projection or forecast and is not responsible for any loss or damage arising out of any reliance on or use of such information.

#### **Applicability of Certain Regulations**

WFBNA is a “swap dealer” as defined in the Commodity Exchange Act (“CEA”), and one or more transactions described in the Materials are “swaps” as defined in the CEA and regulations of the Commodity Futures Trading Commission (“CFTC”) or “security based swaps” as defined in the CEA and the Securities Exchange Act of 1934 and regulations of the U.S. Securities and Exchange Commission (“SEC”). From time to time, we may furnish you with certain information or request that you furnish us with certain information or representations or take other action we consider necessary or appropriate to comply with applicable legal or regulatory requirements, including the requirement that, in order to enter into a swap with us, you must be an Eligible Contract Participant (as defined in 17 C.F.R. §1.3(m)). Nothing herein or in the Materials constitutes legal advice or purports to be a complete statement of regulations applicable to swaps, matters which you should address with your own legal advisors. For purposes of CFTC Regulations 1.71 and 23.605, please note that the Materials are a “solicitation” of a swap and not a “research report” as defined therein. To the extent the Materials include a scenario analysis, such inclusion shall not supersede your right under CFTC Regulation 23.431(b) to request and consult in the design of a scenario analysis. Nothing in the Materials should be construed as a recommendation or opinion with respect to any swap or trading strategy involving a swap for purposes of CFTC Regulations Part 23 or the CEA. The Materials do not take into account your particular investment objectives, financial condition or needs and are not intended to serve as a basis for entering into a swap or to suggest, through opinion, recommendation, or otherwise, that you should enter into a particular swap or trading strategy involving a swap. You should consult with your own advisors for opinions on whether to enter into any swap or trading strategy involving a swap.

In certain cases, the transactions described in the Materials may be subject to regulations that have not yet been proposed, adopted in final form or become effective, and some or all of such regulations may have a direct or indirect impact on the substantive terms set forth hereunder. Accordingly, the parties acknowledge partial and/or incomplete information with respect to the requirements of such regulations, but acknowledge that to the extent any term contemplated hereunder is in violation of or subject to any current or future regulation, as amended from time to time, we reserve the right to amend the terms contemplated hereby or cease to offer the transaction described herein.

#### **Wells Fargo as a Counterparty**

Transactions described in the Materials are not bank deposits or FDIC insured, may expose you to the credit risk of WFBNA and therefore involve risk of loss to you apart from the market risk associated with the underlying rate, price or other economic measure on which the transaction is based. Financial information WFBNA is available at: [https://www.wellsfargo.com/invest\\_relations/investor\\_relations](https://www.wellsfargo.com/invest_relations/investor_relations)

#### **Additional Information**

In addition to the information furnished above, you should not enter into any swap transaction described in the Materials without reviewing and understanding our “Disclosure of Material Information for Swaps” and accompanying documents available to you at: [www.wellsfargo.com/swapdisclosures](http://www.wellsfargo.com/swapdisclosures)

#### **Updating the Materials**

We reserve the right to amend, supplement or replace the Materials at any time, and your use of the Materials constitutes your agreement to update the Materials with any such amendments, supplements or replacements we furnish you.

#### **Confidentiality**

The information in the Materials is confidential and may not be disclosed by you to anyone without our written consent, other than to your advisors, and judicial or other governmental authorities or regulators having jurisdiction over you (including, without limitation, federal, state or local tax authorities). Notwithstanding anything to the contrary contained in the Materials, all persons may disclose to any and all persons, without limitations of any kind, the U.S. federal, state or local tax treatment or tax structure of any transaction, any fact that may be relevant to understanding the U.S. federal, state or local tax treatment or tax structure of any transaction, and all materials of any kind (including opinions or other tax analyses) relating to such U.S. federal, state or local tax treatment or tax structure, other than the name of the parties or any other person named herein, or information that would permit identification of the parties or such other persons, and any pricing terms or nonpublic business or financial information that is unrelated to the U.S. federal, state or local tax treatment or tax structure of the transaction to the taxpayer and is not relevant to understanding the U.S. federal, state or local tax treatment or tax structure of the transaction to the taxpayer.

#### **Limitation of Liability**

In no event shall Wells Fargo be liable to you or any third party for any direct or indirect, special, incidental, or consequential damages, losses, liabilities, costs or expenses arising directly or indirectly out of or in connection with the Materials.

Wells Fargo does not provide tax advice. Any tax statement herein regarding US federal tax is not intended or written to be used, and cannot be used, by any taxpayer for the purpose of avoiding any penalties. Any such statement herein was written to support the marketing or promotion of a transaction or matter to which the statement relates. Each taxpayer should seek advice based on the taxpayer's particular circumstances from an independent tax advisor.

If you have any questions or concerns about the disclosures presented herein, you should make those questions or concerns known immediately to Wells Fargo.

**4Q19**

## 1. Describe the firm's net capital position and its underwriting ability and willingness to underwriter bonds.

While a number of firms have a large capital base, it is far more important that such firms evidence their ability to deploy capital in the municipal market on behalf of their clients. As one of the premier U.S. domiciled banks, Wells Fargo Bank, N.A. (“WFBNA”) maintains the capital strength and financial stability necessary to support the County’s transactions, both in the primary and secondary markets. WFBNA is the legal entity that provides municipal securities underwriting services for Wells Fargo & Company. **As a national bank registered with the SEC as a municipal securities dealer, Wells Fargo Bank, N.A. is subject to capital definitions and standards issued by the Office of the Comptroller of the Currency, rather than net capital standards of the Securities and Exchange Commission (as are most broker-dealers).** As a result, **net capital and excess net capital calculations are not applicable.**

WFBNA is, however, subject to capital regulations prescribed by the Office of the Comptroller of the Currency (“OCC”), which is the regulatory authority for national banks. **The following table provides a summary of WFBNA’s robust capital position and financial capacity.**

| Capital Position of Wells Fargo Bank, N.A. |                  |                  |                  |                   |
|--|------------------|------------------|------------------|-------------------|
|  | FY 2016          | FY 2017          | FY 2018          | 2Q 2019           |
| Tier 1 Capital                             | \$132.27 Billion | \$143.34 Billion | \$142.68 Billion | \$ 146.51 Billion |
| Total Risk-Based Capital                   | 145.71 Billion   | 156.70 Billion   | 155.56 Billion   | 159.09 Billion    |
| Total Equity Capital                       | 155.83 Billion   | 166.60 Billion   | 165.24 Billion   | 169.08 Billion    |
| Net Capital                                | N/A              | N/A              | N/A              | N/A               |
| Excess Net Capital                         | N/A              | N/A              | N/A              | N/A               |

Source: Call Reports for Wells Fargo Bank, N.A.

**Utilizing an underwriter with a strong balance sheet and a history of using it to support its issuing clients is important in the current volatile market.** This puts issuers in a position of strength, since investors know the underwriter may purchase any unsold balances, as opposed to increasing spreads. Below, we highlight select notable capital commitments made in recent years.

| Select Wells Fargo Capital Commitments |                                  |            |              |       |
|--|----------------------------------|------------|--------------|-------|
| Date                                   | Issuer                           | Par (\$mm) | Underwritten |       |
|  |                                  |            | (\$mm)       | (%)   |
| 11/14/2019                             | Las Vegas-McCarran Int Airport   | 369.05     | 110.00       | 29.81 |
| 09/12/2019                             | Grapevine-Colleyville ISD        | 53.35      | 8.32         | 15.60 |
| 05/20/2019                             | Hidalgo County, Texas            | 45.44      | 11.30        | 25.12 |
| 05/15/2019                             | Texas Water Development Board    | 200.80     | 11.42        | 5.69  |
| 04/03/2019                             | Florida Municipal Loan Council   | 16.50      | 13.55        | 82.12 |
| 03/26/2019                             | Arizona Transportation Board     | 62.47      | 4.13         | 6.51  |
| 02/13/2019                             | New Mexico Finance Authority     | 37.15      | 30.35        | 82.25 |
| 01/24/2019                             | Canyon ISD, Texas                | 92.36      | 15.10        | 16.34 |
| 01/14/2019                             | Cumberland County Muni Authority | 19.54      | 1.56         | 7.90  |
| 12/11/2018                             | Washoe County, Nevada            | 188.23     | 82.20        | 45.80 |
| 11/04/2018                             | Prisma Health                    | 586.53     | 28.80        | 4.90  |
| 10/17/2018                             | Cypress-Fairbanks ISD, Texas     | 187.26     | 31.05        | 16.60 |
| 08/08/2018                             | Mount St. Mary’s University      | 40.74      | 7.54         | 18.50 |
| 08/02/2018                             | Killeen ISD, Texas               | 269.78     | 43.46        | 16.20 |

|            |                                    |        |        |       |
|------------|------------------------------------|--------|--------|-------|
| 08/02/2018 | Lamar CISD, Texas                  | 289.26 | 20.00  | 6.91  |
| 05/03/2018 | New York University                | 592.59 | 22.69  | 4.00  |
| 04/03/2018 | Little Elm ISD, Texas              | 135.16 | 19.10  | 14.13 |
| 01/30/2018 | Hampton Roads Trans Commission     | 500.00 | 188.34 | 37.67 |
| 01/11/2018 | Anaheim Housing & Pub Imp          | 46.42  | 8.86   | 19.08 |
| 12/14/2017 | Conroe ISD, Texas                  | 174.44 | 50.00  | 28.66 |
| 11/21/2017 | Commonwealth Trans Board, Virginia | 483.00 | 117.81 | 24.35 |
| 11/01/2017 | Guilford County, North Carolina    | 179.79 | 32.49  | 17.88 |
| 06/28/2017 | Dixie State University, Utah       | 19.72  | 13.91  | 71.21 |
| 06/15/2017 | St. Lucie County, Florida          | 46.87  | 30.36  | 62.11 |
| 04/26/2017 | Port Authority of NY & NJ          | 554.73 | 16.40  | 2.96  |
| 03/29/2017 | Union Elementary School            | 29.28  | 21.65  | 72.17 |
| 01/05/2017 | University of Pittsburgh           | 512.48 | 17.50  | 3.41  |

Source: Wells Fargo Securities, Wells Fargo Bank N.A. Call Report.

**2. Discuss your proposed transaction team which would be assigned to serve as underwriter to the County. Be specific regarding the person(s) who would have primary and/or day-to-day responsibility for directing your firm's efforts. Provide a resume for each individual assigned to the County's service including their title, address, phone, and e-mail.**

The lead investment banking professional and day-to-day contact assigned to the County's future financings will **Jim Perry**, *Managing Director*, and Head of the Southern Region for Wells Fargo Public Finance. **Walker McQuage**, *Managing Director*, will lead underwriting efforts, and to support the investment banking team, **Arseni Sutton**, *Analyst*, will provide analytical and transaction support. Brief resumes for the core WFS banking and underwriting team for Baldwin County are found below.

### Investment Banking Professionals

**JIM PERRY, Managing Director**  
**188 E. Capitol Street, Fl.01**  
**Jackson, MS 39201**

**Tel: (601) 503-1053**

**jim.perry@wellsfargo.com**

*Role/Responsibilities: Lead Banker and Day-To-Day Contact for the County.*

Mr. Perry joined Wells Fargo in July 2018, is the Head of the Southern Region for the Firm's Public Finance Department and is co-head of the National Municipal Structured Finance group. He is based in Jackson, Mississippi. With more than 11 years of public finance experience, Mr. Perry has led the structuring and execution of tax-exempt, taxable, Build America, and tax credit bond senior managed financings for issuers across the Southern United States and has been a lead banker for more than \$15 billion of senior managed municipal financings.

Mr. Perry has been the lead banker for numerous financings for state and local government entities in Alabama and throughout the United States. At his previous firm, Mr. Perry was the lead banker for numerous senior managed financings in the State of Alabama, for issuers such as the Alabama Public School and College Authority, the Alabama Incentives Financing Authority, the Alabama Economic Damages Settlement Authority, the Alabama Federal Aid Highway Finance Authority, and the Decatur City (AL) Board of Education. He has led the rating agency and investor education processes for numerous new or restructured credits including the Texas Department of

Transportation's Grand Parkway Transportation Corporation, the State of Mississippi's inaugural leveraging of gaming tax revenues, financings for the Alabama Department of Transportation, the Virginia Port Authority, the Louisiana Citizens Property Insurance Corporation, the first leveraging of Gulf of Mexico Energy Security Act revenues (for Cameron Parish, Louisiana), and the only executed leveraging of settlement revenues from the 2010 Deepwater Horizon/BP oil spill (for the State of Alabama).

His project finance experience includes the first privately financed high speed U.S. passenger rail project in more than 100 years; a midstream oil transportation, terminal and storage project; and a commercial and demolition waste landfill.

Prior to joining Wells Fargo, Mr. Perry was the Head of the Southern Region and co-head of the P3 Group for Morgan Stanley. He served as Deputy Chief of Staff and Policy Director for former Mississippi Governor Haley Barbour, where his responsibilities included development of the State budget and issues related to the State Bond Commission. He is the former Legislative Director for then-Congressman Roger Wicker.

Mr. Perry received a bachelor's degree in economics and government from the University of Virginia. He holds FINRA Series 7, 24, 53, 63, and 79 securities registrations.

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**ARSENI SUTTON, Analyst**  
**30 Hudson Yards, 62<sup>nd</sup> Floor**  
**New York, NY 10001**

**Tel: (212) 214-2861**

**[arseni.sutton@wellsfargo.com](mailto:arseni.sutton@wellsfargo.com)**

*Role/Responsibilities: Quantitative and transactional support related to the County's bond financings.*

Mr. Sutton joined Wells Fargo in 2019. As part of the Southern Region, Arseni provides transactional and quantitative support as well as financial and market analysis. Mr. Sutton graduated with a Bachelor of Science in Business Administration from the University of California, Berkeley and maintains Series 52 and 63 securities registrations.

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**Underwriting, Sales & Trading Professional**

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**WALKER MCQUAGE, Managing Director**  
**550 South Tryon Street, 4th Floor**  
**Charlotte, NC 28202**

**Tel: (704) 410-4082**

**[walker.mcquage@wellsfargo.com](mailto:walker.mcquage@wellsfargo.com)**

*Role/Responsibilities: Head of the underwriting desk and will serve as lead underwriter on any of the Authority's transactions.*

Mr. McQuage is responsible for and coordinates the marketing, distribution, and underwriting of all fixed rate municipal transactions managed by Wells Fargo institutional trading, sales, and underwriting operations. Mr. McQuage has over 20 years of underwriting experience (16 years of which at Wells Fargo) with general obligation, revenue, taxable, and corporate municipals, as well as prior experience in the financial futures markets. He specializes in Southeastern credits, and since 2009, he has worked on over 3,300 transactions totaling almost \$600 billion in par amount.

Mr. McQuage holds a Bachelor of Science degree in Finance from the University of South Carolina, and holds FINRA Series 3, 7, 53, and 63 licenses.

### 3. Provide number of full-time employees dedicated to municipal bond sales

Wells Fargo's Public Finance Department is part of the Municipal Products Group and operates in 17 offices nationwide. In total, the Firm's Municipal Products Group employs 155 individuals<sup>1</sup>, including:

- **Investment Banking.** Comprising 92 individuals working with local and state governments, transportation, housing, public power, water, student loan, healthcare, education and not-for-profit organizations. In 2018, WFS was ranked 7<sup>th</sup> on negotiated transactions, senior managing 182 issues totaling approximately \$10.9 billion of par amount<sup>2</sup>. In addition to our dedicated public power and Alabama-region bankers, our investment banking team also includes:
  - *Credit Strategies and Investor Marketing:* Consists of six professionals across banking and trading that assist in the development, management, and ongoing analysis of issuer credits and investor marketing.
  - *Quantitative Analytics:* Includes five professionals specializing in quantitative and market analytics.
- **Underwriting / Institutional Sales<sup>1</sup>.** Comprising 15 professionals specializing in the marketing and underwriting of primary bond issues in the long-term and short-term markets. Wells Fargo's institutional investor base includes the 250 key national buyers of municipal securities among the Firm's 425-institutional account base as well as a significant number of Tier-2 and Tier-3 institutional accounts.
- **Middle Market and Retail Sales<sup>1</sup>.** Comprising 200 professionals who specialize in middle market buyers, covering over 10,000 accounts out of 17 offices nationally. Covering retail clients, Wells Fargo's Advisors has 13,968 advisors who have direct access to retail buyers across the nation. In Alabama, there are 89 advisors in 11 offices across the State.

**Trading<sup>1</sup>.** Comprising 18 traders who specialize in the trading of long and short-term securities. This group is also a very active participant in the secondary market and maintains substantial positions in various types of municipal bonds.

**Retail Sales.** Wells Fargo ranks as the one of the largest national retail brokerage networks in the country, managing over 7.1 million active accounts with nearly \$1.5 trillion in total client assets<sup>3</sup>.

| Wells Fargo's National Retail Presence |               |           |       |               |          |       |               |          |       |               |          |       |               |          |              |            |              |
|--|---------------|-----------|-------|---------------|----------|-------|---------------|----------|-------|---------------|----------|-------|---------------|----------|--------------|------------|--------------|
| State                                  | Total Offices | Team Mem  | State | Total Offices | Team Mem | State | Total Offices | Team Mem | State | Total Offices | Team Mem | State | Total Offices | Team Mem |              |            |              |
| AK                                     | 1             | 10        | FL    | 40            | 568      | LA    | 11            | 79       | NC    | 41            | 333      | OK    | 9             | 73       | VA           | 27         | 271          |
| <b>AL</b>                              | <b>11</b>     | <b>89</b> | GA    | 20            | 167      | MA    | 12            | 172      | ND    | 3             | 9        | OR    | 10            | 77       | VT           | 4          | 24           |
| AR                                     | 12            | 71        | HI    | 1             | 29       | MD    | 9             | 131      | NE    | 7             | 47       | PA    | 37            | 378      | WA           | 9          | 143          |
| AZ                                     | 13            | 151       | IA    | 11            | 55       | ME    | 3             | 26       | NH    | 3             | 26       | RI    | 2             | 22       | WI           | 18         | 123          |
| CA                                     | 58            | 1,022     | ID    | 4             | 30       | MI    | 25            | 236      | NJ    | 20            | 395      | SC    | 15            | 95       | WV           | 7          | 51           |
| CO                                     | 13            | 142       | IL    | 33            | 414      | MN    | 5             | 67       | NM    | 4             | 33       | SD    | 4             | 21       | WY           | 2          | 5            |
| CT                                     | 9             | 149       | IN    | 10            | 128      | MO    | 15            | 193      | NV    | 5             | 58       | TN    | 8             | 97       |              |            |              |
| DC                                     | 2             | 58        | KS    | 12            | 93       | MS    | 8             | 44       | NY    | 35            | 676      | TX    | 49            | 519      |              |            |              |
| DE                                     | 2             | 26        | KY    | 7             | 72       | MT    | 2             | 10       | OH    | 30            | 284      | UT    | 5             | 73       | <b>Total</b> | <b>703</b> | <b>8,065</b> |

Source: Wells Fargo internal data, as of December 31, 2018.

<sup>1</sup> WFBNA MPG as of June 1, 2019

<sup>2</sup> Thomson Reuters SDC, as of December 31, 2018

<sup>3</sup> Wells Fargo Internal Data, as of December 31, 2018

**4. Does your firm maintain a public finance office or a retail and/or brokerage office in the State of Alabama? If so, please provide the address and phone number for this office and primary contact person.**

Wells Fargo maintains a strong retail presence in the State of Alabama. Although Wells Fargo does not maintain a public finance office in the State, our team includes bankers specifically dedicated to covering Alabama issuers. The primary contact for person for the State, along with our presence within it, is detailed in the tables below.

| Wells Fargo’s Alabama Presence |                     |
|--------------------------------|---------------------|
| Branch                         | Number of Locations |
| Banks                          | 114                 |
| Mortgage                       | 2                   |
| Wells Fargo Advisors           | 11                  |
| <b>Total</b>                   | <b>127</b>          |

Source: Wells Fargo internal data, as of December 31, 2018

| Wells Fargo’s Alabama Public Finance Contact  |
|---|
| Jim Perry<br><i>Managing Director, Head of Southern Region<br/> &amp; Co-Head of National Structured Finance</i><br>188 E. Capitol Street, Fl. 01<br>Jackson, MS 39201<br>Tel: (601) 503-1053 |

**5. Provide no more than three case studies which describe the experience of your assigned professionals with general obligation and public building authority transactions.**

Below, we have provided three case studies of innovative structuring and/or marketing techniques that WFS has used to enhance the marketability of long-term obligations. These case studies include a general obligation financing, for which the lead banker (Mr. Perry) is the banker who would work on a Baldwin County, financing; an example of a recent senior managed county GO financing of a size similar to the one contemplated by Baldwin County (executed by the group managed by Mr. Perry); and a public building authority financing (which demonstrates our underwriters’ and sales force’s familiarity with such credits).

**Case Study No. 1**

**\$52,720,000**

**City of Conroe, Texas**

*Limited Tax Refunding Bonds, Series 2019  
Certificates of Obligation, Series 2019A  
Certificates of Obligation, Series 2019B  
Sale Date: November 14, 2019 | Role: Senior Manager*

On November 14, 2019, WFS served as Senior Managing Underwriter for the City of Conroe’s issuance of its \$9.1 million Series 2019 Limited Tax Refunding Bonds, its \$23.7 million Series 2019A Certificates of Obligation, and its \$19.9 million Series 2019B Certificates of Obligation. The Series 2019 Bonds were a general obligation of the City, and the proceeds were used to refund a portion of the City’s outstanding debt. The 2019A Certificates were secured by a dual-pledge of ad valorem taxes and excess revenues from the City’s water and sewer system. The proceeds for this issue were used to fund numerous the construction and rehabilitation of roadways, railroad crossings, traffic signals, and public buildings in the City. The 2019B Certificates were likewise backed by a dual-pledge of ad valorem taxes and excess water and sewer revenues, and its proceeds were used for the improvements and renovations of the City’s water and sewer system.

During the week of the City’s pricing, trade talks continued to dominate headlines and influence investor sentiment. In Congressional testimony, Fed Chair Powell flagged slowing global growth and trade disputes as “ongoing risks,” but reiterated his confidence in the Fed’s monetary policy



after rates were cut 75bps during the calendar year. Municipal supply saw \$12.6 billion priced during the week and was generally well-received by investors, despite heavy sector issuance.

The Series 2019 Bonds were structured as serials out 12 years, while the Series 2019A and 2019B Certificates were both structured as serials out 20 years. All three series were subject to a 10-year par call. At the start of the order period, the Series 2019 Bonds opened at +21bps MMD in 5year, +34bps MMD in 10year, and +38bps MMD in 12year. Similarly, the Series 2019A and 2019B Certificates opened at +21bps MMD in 5year and +34bps MMD in 10year, but extended to +90bps MMD in 20year. At the end of the order period, the Series 2019, 2019A, and 2019B issuances saw respective subscription levels of 1.5x, 5.0x, and 3.5x. A strong response by investors on the long-dated maturities drove spreads tighter by 1-7bps tighter across 9year through 19year for all three issues. Spreads ended at: +21bps MMD in 5year, +32bps MMD in 10year, +35bps MMD in 12year, and +90bps MMD in 20year. The book for Series 2019, 2019A, and 2019B issuances ended 2.0x, 5.0x, and 3.6x subscribed, respectively, with bond funds and bank portfolios representing the largest blocs of investors.

### Case Study No. 2

**\$235,840,000**

#### State of Mississippi

*Taxable General Obligation Bonds, Series 2019C*

Sale Date: September 26, 2019 | Role: Senior Manager

On September 26, 2019, WFS served as Senior Managing Underwriter for the State of Mississippi's issuance of its \$235.8 million Series 2019C Taxable General Obligation Bonds. The bonds were secured by the full faith and credit of the State, and the proceeds were used for various capital improvements across the State, as well as to finance economic development projects.

At the time of pricing, politics and turmoil in Washington dominated market sentiment, overshadowing much of the week's economic reports. House Speaker Pelosi announced a formal impeachment inquiry of President Trump after a whistleblower complaint regarding his phone call with the Ukrainian President earlier this summer. Investors took a flight to safety and sent both risk assets and treasury yields lower week-over-week. Municipal supply this week totaled \$8.6 billion and was easily digested regardless of market volatility.

This taxable GO transaction was structured as serials out 13 years and subject to a 10-year par call. The transaction launched on the tighter side of guidance in the 3year through 13year, leaving 1-2years unchanged. Final spreads were: +37.5bps UST in 5year, +57.5 UST in 10year, and +90bps UST in 13year for a premium coupon. The overall book ended 1.9x subscribed with insurance companies, bonds funds, and bank portfolios being the largest investors.

### Case Study No. 3

**\$39,205,000**

#### Idaho State Building Authority

*State Building Refunding Revenue Bonds, Series 2019A*

Sale Date: November 20, 2019 | Role: Senior Manager

Wells Fargo was appointed in 2017 as sole senior manager to assist the State of Idaho in issuing \$90 million of taxable bonds to finance the construction of two next generation technology facilities known as the Idaho Cybercore Integration Center and the Idaho Collaborative Computing Center. The facilities were financed through the issuance of taxable lease revenue bonds. The

State will lease the facilities to the State Board of Education who will sublease the facilities to the Idaho National Laboratories. A Collaboration Agreement, signed between Idaho National Laboratories and the State Board of Education, will allow Idaho's public colleges and universities to utilize these facilities to further research in the area of cyber security control systems including advanced high performance computation and modeling/simulation. Wells Fargo priced the bonds in April, 2018 and a ribbon-cutting occurred in Sept. 2019. Following the successful pricing of the Series 2018 Bonds, the Building Authority awarded Wells Fargo a sole senior managed appointment to finance a \$35 million new Skilled Nursing Facility that the State Legislature had mandated be built to replace an aging facility in Blackfoot, ID. While working on the financing of the Nursing Facility, Wells Fargo introduced a refunding opportunity to the Building Authority for an outstanding series of variable rate bonds that had been issued previously for Prison Facilities that were hedged with an interest rate swap. Wells Fargo executed a fixed rate refunding of the variable rate prison bonds simultaneously with the issue for the Skilled Nursing Facility and assisted the Authority in unwinding an associated interest rate swap that generated a combined interest rate savings upon execution. Lastly, Wells Fargo presented a taxable advance refunding opportunity to the Building Authority earlier this year and was awarded sole senior manager (the Firm's third consecutive senior managed appointment) to advance refund approximately \$40mm outstanding lease revenue bonds that had been issued previously to finance a State office building in downtown Boise, ID. The Authority welcomed the opportunity to not only generate savings from the taxable refunding but also to convert the bonds to taxable securities to eliminate certain private use issues that were causing problems with the ability to lease existing space in the facility to non-exempt businesses. The financing priced in November 2019 and generated over \$8.2 million of cash flow savings, or nearly 9% PV Savings.

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**6. Discuss any pending or threatened investigations or litigation by any private or public entity or any lapse or other deficiency in insurance coverage or professional licensure which may impact your firm's ability to serve as underwriter.**

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Wells Fargo Bank N.A. ("WFBNA") is a subsidiary of Wells Fargo & Company ("WFC"), a corporation organized under the laws of Delaware. WFC's principal office is located in San Francisco, California. As with any large diversified financial services company of its size in the highly-regulated banking and securities field, Wells Fargo Bank, N.A. and Wells Fargo & Company are subject to receiving inquiries and subpoenas from regulators and law enforcement from time to time, as well as being subject to civil litigation. Wells Fargo responds regularly to inquiries and investigations by governmental entities and, as a highly regulated diversified financial institution has in the past entered into settlements of some of those investigations, including those specified below. Except as indicated below, none have resulted in any material restrictions on Wells Fargo's ability to operate its businesses, and none are or have been material to the operation of the businesses.

Wells Fargo Bank, NA Municipal Products Group ("WFBNA MPG"), the party responding to this RFP, is a separately identifiable department of WFBNA and is registered with the Securities and Exchange Commission as a municipal securities dealer, authorized to provide underwriting and investment banking services in connection with municipal securities.

Below is a summary of (i) certain resolved regulatory matters related to WFBNA MPG and WFBNA that are related to municipal securities and (ii) certain matters relating to actions involving municipal entities.

During the fourth quarter of 2011, WFBNA entered into a settlement with various regulators regarding municipal derivatives contracts. Please see the Legal Actions section of WFC's 2011 Annual Report for additional information regarding the municipal derivatives bid practices settlement with the Office of the Comptroller of the Currency, Securities and Exchange Commission, the U.S. Internal Revenue Service, U.S. Department of Justice and a group of state Attorneys General. See press release dated December 8, 2011 at <https://www.sec.gov/litigation/litreleases/2011/lr22183.htm>.

WFBNA has paid municipal fines in connection with a small number of houses for alleged violations of local housing ordinances, some of which are characterized as misdemeanors.

During the third quarter of 2016, WFBNA entered into settlement agreements with the City of Los Angeles, the Consumer Financial Protection Bureau and the Office of the Comptroller of the Currency regarding certain sales practices. See press release dated September 8, 2016 at [https://www.wellsfargo.com/about/press/2016/sales-practices-agreements\\_0908.content](https://www.wellsfargo.com/about/press/2016/sales-practices-agreements_0908.content) (the "2016 Settlement"). WFC entered into a consent order with the Board of Governors of the Federal Reserve System on February 2, 2018, relating to our governance oversight, and compliance and operational risk management program, which relates to prior issues including the 2016 Settlement, and such consent order placed certain limitations on WFC's growth, as described therein. See press release dated February 2, 2018 at <https://newsroom.wf.com/press-release/corporate-and-financial/wells-fargo-commits-satisfying-consent-order-federal>

Following the announcement of the 2016 Settlement discussed above, certain state and local governmental bodies and municipal entities have temporarily suspended or removed WFBNA MPG as underwriter from certain of such issuers' municipal underwritings.

On February 2, 2016, WFBNA MPG entered into an agreement with the SEC resulting from a self-report submitted to the SEC by WFBNA MPG pursuant to the SEC's Municipalities Continuing Disclosure Cooperation Initiative ("MCDC") (see <https://www.sec.gov/litigation/admin/2016/33-10028.pdf>).

On December 26, 2018, WFC was served with a Complaint for a qui tam action pending in San Francisco County, California. State of California, ex rel., Edelweiss Fund, LLC v. JP Morgan Chase & Co., et al., Case No. CGC-14-540777. The California qui tam action alleges Wells Fargo and twelve other remarketing agents conspired to inflate the interest rates on certain tax-exempt bonds issued by public entities called variable rate demand obligations issued by the State of California or its political subdivisions. On February 20, 2019, the City of Philadelphia filed a putative class action against WFBNA and related entities, along with six other banks and their related entities. The City of Philadelphia v. Bank of America Corporation, et al., No. 1:19-cv-01608, U.S.D.C., S.D.N.Y. The plaintiff alleges that the defendants conspired to inflate the interest rates on certain tax-exempt bonds issued by public entities called variable rate demand obligations from February 1, 2008 to June 30, 2016. On March 25, 2019, the City of Baltimore filed a similar putative class action complaint against WFBNA and related entities, along with nine other banks and related entities. Mayor and City Council of Baltimore v. Bank of America Corporation, et al., No. 1:19-cv-02667, U.S.D.C., S.D.N.Y. The City of Baltimore's allegations are substantially similar to the allegations in the City of Philadelphia case. The Philadelphia and Baltimore cases were consolidated and an amended consolidated complaint was filed on May 31, 2019, naming WFBNA and related entities, along with seven other banks and related entities. On or about August 21, 2019, another qui tam action was unsealed in Mercer County, New Jersey. State of New Jersey, ex rel., Edelweiss Fund, LLC v. JP Morgan Chase & Co., et al., Docket No. L.

885-15. The New Jersey qui tam action names Wells Fargo & Co. and four other financial institutions as defendants. The allegations in the New Jersey qui tam action are substantially similar to the California qui tam action.

WFBNA was named as a defendant in an antitrust case filed in the U.S. District Court for the Middle District of Louisiana on October 21, 2019, by the City of Baton Rouge/East Baton Rouge Parish, Consolidated Parish Employees Retirement System and Police Guaranty Fund. No. 3:19-cv-00725. The plaintiffs allege that WFBNA and 11 other defendants colluded to keep the bid-offer spreads artificially wide in secondary market trading for Government Sponsored Enterprise bonds, including those issued by Fannie Mae, Freddie Mac, and Federal Home Loan Banks.

Please be further advised of the following:

On February 2, 2018, WFC entered into a consent order with the Board of Governors of the Federal Reserve System, relating to governance oversight and the company's compliance and operational risk management program. This consent order does not relate to new matters, but rather to prior issues including the 2016 sales practices matter. For additional information, see the press release at <https://newsroom.wf.com/press-release/corporate-and-financial/wells-fargo-commits-satisfying-consent-order-federal>

In April 2018, WFC entered into consent orders with the Consumer Financial Protection Bureau and the Office of the Comptroller of the Currency that address matters relating to WFC's compliance risk management program and issues regarding certain interest rate-lock extensions on home mortgages and collateral protection insurance placed on certain auto loans. For additional information, see the press release at <https://newsroom.wf.com/press-release/corporate-and-financial/wells-fargo-enters-consent-orders-occ-and-cfpb>

In August 2018, WFC announced that it entered into an agreement with the U.S. Department of Justice (DOJ) to resolve a previously disclosed investigation by the DOJ regarding claims related to certain 2005–07 residential mortgage-backed securities activities. For additional information, see the press release at <https://newsroom.wf.com/press-release/consumer-lending/wells-fargo-reaches-agreement-doj-resolve-legacy-rmbs-claims>

On December 28, 2018, WFC entered into a settlement with all 50 state Attorneys General and the District of Columbia regarding previously disclosed retail sales practices, auto collateral protection insurance ("CPI") and Guaranteed Asset/Auto Protection ("GAP"), and mortgage interest rate lock matters. See press release dated December 28, 2018 at <https://newsroom.wf.com/press-release/community-banking-and-small-business/wells-fargo-reaches-agreement-state-attorneys>.

In addition, hyperlinks to Wells Fargo & Company's public filings are provided below for disclosure regarding other litigation and regulatory matters related to Wells Fargo & Company and its subsidiaries.

Copies of the (i) Legal Proceedings sections from Wells Fargo & Company recent public filings and (ii) certain of Wells Fargo & Company's regulatory filings are available via the internet link below:

[https://www.wellsfargo.com/invest\\_relations/filings](https://www.wellsfargo.com/invest_relations/filings)

Wells Fargo & Company Annual Report Link:

[https://www.wellsfargo.com/invest\\_relations/annual](https://www.wellsfargo.com/invest_relations/annual)

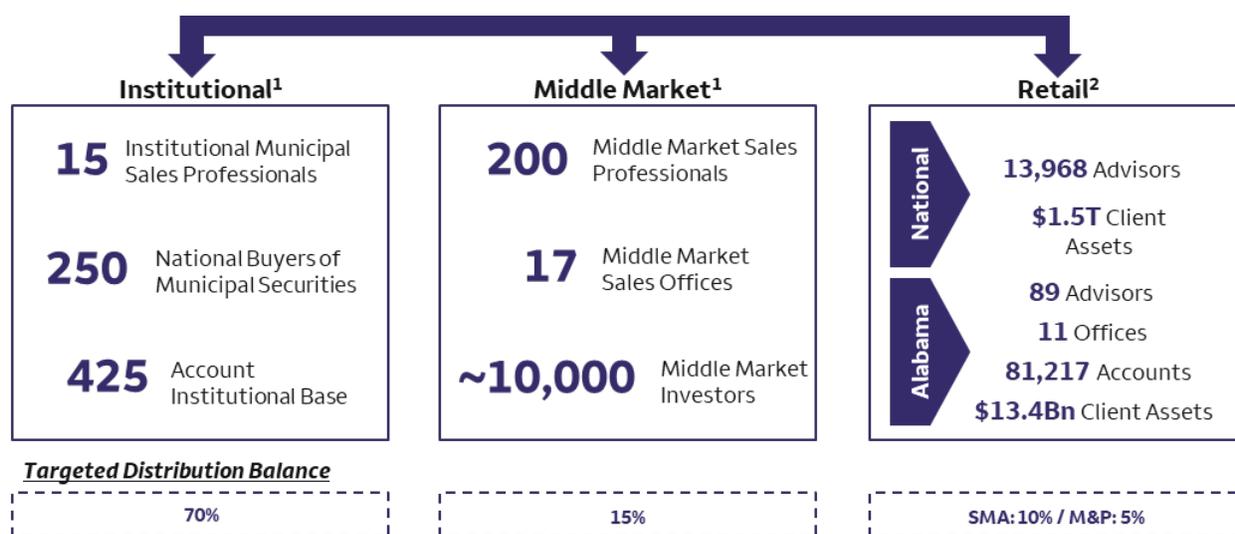
**7. Has any municipal finance professional or associated person within your firm made or directed any political contributions, provided things of value, or provided financial advice to the extent it would be disqualified, under current laws, rules, and regulations, from acting as underwriter of the bonds?**

To the best of our knowledge and based on reasonable due diligence, we are not aware that any municipal finance professional or associated person within WFBNA MPG made or directed any political contributions, provided things of value, or provided financial advice to the extent WFBNA MPG would be disqualified, under current laws, rules, and regulations, from acting as underwriter of the bonds. Gifts, entertainment and political contributions provided to any Baldwin County employees are subject to the compliance pre-clearance process (i.e., Global Pre-clearance System) of WFBNA MPG which is administered to the best of our knowledge in accordance with applicable laws and regulations.

**8. Please provide any other information the County should consider when assessing your firm’s ability to serve as underwriter.**

As it relates to municipal underwritings, Wells Fargo and its predecessors have been underwriting municipal bonds for over 40 years. Through acquisitions and a focused dedication to the municipal market, the Firm has grown in size and stature to our current position as one of the most active underwriters of municipal bonds in the United States. Since the start of 2013, Wells Fargo has served as senior or sole managing underwriter on 1,834 bond issues nationally with an aggregate par amount of more than \$143.8 billion.<sup>3</sup>

**Distribution Capabilities.** Wells Fargo will utilize its diverse distribution network to distribute the County’s bond offerings to three different tax-exempt (and taxable, if applicable) investor groups: institutional, middle market, and retail.



Sources: Wells Fargo Internal Database, December 31, 2018. <sup>1</sup>Services provided by WFS. <sup>2</sup>Services provided by WFA.

Among Wells Fargo’s differentiating factors is an ability to reach middle market investors. Our middle-market distribution channel represents a sales force of approximately 200 professionals located around the country, which cover around 10,000 “Tier 2” and “Tier 3” investors (e.g., small

<sup>3</sup> Thomson Reuters SDC. Represents negotiated and competitive issues; January 1, 2013 – November 20, 2019 (true economics to book runner).

corporations, insurance companies, trust departments, specialty funds, regional banks, and local money managers). Many of these sales professionals work in the same locations as our institutional and syndicate teams, leading to effective collaboration. Additionally, Will Illingworth, Vice President in Municipal Syndicate, has a special focus on connecting with middle market sales professionals on all Wells Fargo transactions.

These accounts are less price-sensitive than the typical institutional investors due to their smaller size and their general “buy-and-hold” nature. More importantly, these accounts are generally not covered by all investment banks as Wells Fargo has grown these relationships from its legacy regional banking coverage; thus, many of these relationships are considered exclusive to Wells Fargo. Additionally, our Firm has a three-person middle market specialist team on the trading desk that is dedicated to providing liquidity to these buyers. This coverage gives these investors the confidence to participate in transactions where Wells Fargo is serving as a senior manager because they trust that they will be allocated bonds after doing their credit work and that there will be a secondary market for the bonds after the sale, if needed.

Our focus on this market enables us to secure priority orders from these accounts, which are often overlooked or not covered by most underwriters. As a Senior Manager, we will be able to best utilize this distribution channel on behalf of the County. As noted in the nearby graphic, we have been able to bring new investors to credits for which we senior managed, as we did for Birdville ISD, UMBA, and Carnegie Mellon.

|                       |  |  |                 |             |                        |
|-----------------------|--|--|-----------------|-------------|------------------------|
| <b>Middle Markets</b> | <b>Who Are They?</b>   | <b>Why Do They Matter?</b>   |                 |             |                        |
|                       | Corporations, insurance companies, trust departments, specialty funds, local money managers, non-profits and governments | <ul style="list-style-type: none"> <li>Less price sensitive vs. institutional</li> <li>Buy-and-hold strategy</li> <li>Higher interest in the 11-20 year range relative to institutional and retail investors</li> <li>Diversifies investor base</li> </ul> | <b>Client</b>   | <b>Deal</b> | <b># New Investors</b> |
|                       |  |  | Birdville ISD   | 2019        | 1                      |
|                       |  |  | UMBA            | 2019-1      | 30                     |
|                       |  |  | Carnegie Mellon | 2019A       | 16                     |

Source: Wells Fargo Internal Database, December 31, 2018. Wells Fargo Senior Managed Transactions

The table below highlights select transactions on which Wells Fargo served as co-manager, yet secured priority orders and allotments, increasing demand for our clients’ bonds, which further demonstrates our strength in reaching investors that are not covered by other underwriters.

| Sale Date | Issuer   | Par Amt* |           | Orders (\$000) |         |         | Allots (\$000s) |
|-----------|--|----------|-----------|----------------|---------|---------|-----------------|
|           |  | (\$000s) | Liability | Priority       | Total   | Orders  |                 |
| 9/10/2019 | Mississippi Home Corporation                       | 65,325   | 15.00%    | 5,000          | 47,130  | 72.15%  | 1,820           |
| 8/22/2019 | City of Houston                                    | 493,315  | 16.00%    | 15,000         | 167,680 | 33.99%  | 21,410          |
| 8/22/2019 | City of Charlotte                                  | 58,750   | 50.00%    | 10,000         | 42,230  | 71.88%  | 8,300           |
| 8/12/2019 | City of Odessa                                     | 81,000   | 20.00%    | 15,300         | 32,770  | 40.46%  | 1,220           |
| 7/24/2019 | Vermont Edu. and Health Buildings Financing Agency | 49,840   | 25.00%    | 35,680         | 35,705  | 71.64%  | 3,600           |
| 7/10/2019 | New York City Municipal Water Finance Authority    | 450,000  | 3.00%     | 10,000         | 55,880  | 12.42%  | 2,130           |
| 7/10/2019 | New Caney Independent School District              | 59,230   | 25.00%    | 8,000          | 23,000  | 38.83%  | 2,250           |
| 6/26/2019 | North Carolina Medical Care Commission             | 306,985  | 7.50%     | 8,350          | 33,350  | 10.86%  | 4,500           |
| 5/15/2019 | Allegheny County Hospital Development Authority    | 726,650  | 10.00%    | 6,600          | 98,050  | 13.49%  | 595             |
| 4/24/2019 | Connecticut Housing Finance Authority              | 86,995   | 2.00%     | 5,000          | 23,095  | 26.55%  | 10              |
| 3/27/2019 | State of Oregon                                    | 56,235   | 5.00%     | 21,740         | 56,395  | 100.28% | 4,650           |
| 3/06/2019 | State of Oregon                                    | 100,610  | 5.00%     | 16,770         | 37,190  | 36.96%  | 1,500           |
| 2/13/2019 | State of Oregon                                    | 466,355  | 2.50%     | 20,000         | 20,350  | 4.36%   | 3,150           |
| 1/23/2019 | Lake Travis Independent School District            | 92,705   | 15.00%    | 6,720          | 22,950  | 24.76%  | 6,720           |
| 1/17/2019 | Salado Independent School District                 | 46,180   | 20.00%    | 7,990          | 18,390  | 39.82%  | 7,890           |
| 1/15/2019 | Birdville Independent School District              | 157,635  | 17.50%    | 10,400         | 42,765  | 27.13%  | 8,770           |

# BALDWIN COUNTY, ALABAMA



## RESPONSE TO REQUEST FOR PROPOSALS

DUE DATE: NOVEMBER 22, 2019

# RAYMOND JAMES®

Matt Adams  
2900 Highway 280  
Birmingham, Alabama 35223  
(205) 802-4275  
Matt.Adams@RaymondJames.com

Tim James  
7460 Halcyon Pointe Drive  
Montgomery, Alabama 36117  
(334) 213 4110  
Tim.James@RaymondJames.com

Brad Green  
2900 Highway 280  
Birmingham, Alabama 35223  
(205) 802-4274  
Brad.Green@RaymondJames.com

# RAYMOND JAMES®

November 22, 2019

Ronald Cink  
Budget Director  
Baldwin County, AL  
322 Courthouse Square  
Bay Minette, AL 36507  
[rcink@baldwincountyal.gov](mailto:rcink@baldwincountyal.gov)

Reid Cavnar  
Managing Director  
Stifel  
2660 Eastchase Lane, Suite 400  
Montgomery, AL 36117  
[cavnarr@stifel.com](mailto:cavnarr@stifel.com)

Ken Funderburk  
Managing Director  
Stifel  
2660 Eastchase Lane, Suite 400  
Montgomery, AL 36117  
[funderburkk@stifel.com](mailto:funderburkk@stifel.com)

Dear Mr. Cink, Mr. Cavnar, and Mr. Funderburk,

On behalf of Raymond James & Associates, Inc. (“Raymond James”) or (the “Firm”), we are pleased to submit our response to Baldwin County’s (the “County”) Request for Proposals for Underwriting Services.

Our experience, capital base, and our ability to distribute bonds/warrants gives us a unique advantage against the firms that we compete against.

Our firm is extremely familiar with serving issuers in Alabama (the “State”). Over the last 10 years we are the largest underwriter of Alabama debt (underwriting 272 transactions with a par of over \$6 billion). We have senior managed over \$426 million in Alabama general obligation credits since the beginning of 2017, which is the largest of any underwriter in Alabama and accounts for about 19% of the general obligation bond issuance in the State during that time. Also, as a Firm, we have extensive experience structuring and bringing lease/appropriation transactions to market. Since 2017, Raymond James has served in some underwriting capacity on 116 such transactions for a total par amount of over \$14 billion. We believe our exposure to lease/appropriation credits provides us with an added advantage in developing a marketing plan for the proposed issue that would educate prospective investors on Baldwin County’s robust underlying credit strength in order to attract the broadest base of investors possible to the transaction.

Raymond James currently has nearly \$6.5 billion in equity capital, including over \$1 billion in excess net capital. This financial strength allows our firm to underwrite bonds. It is one thing to have the ability and quite another to have the willingness to use the capital for the benefit of our clients. In Appendix A, you will find a listing of recent underwritings where Raymond James has used its capital to support the issuance process by underwriting balances of bonds. We will aggressively price and support the County’s debt by committing capital to the transaction as needed with the goal of achieving the lowest interest rate possible for the County.

In addition, our sales force is tailor made to cover each segment of potential investors in the County’s warrants. Raymond James covers the largest institutional investors with 23 dedicated municipal group salesmen. 160 fixed income generalists cover smaller institutions, Alabama banks, insurance companies and other lower tier investors. Our 8,239 retail advisors with over \$667 billion in assets under management cover retail investors, which account for about 44% of municipal bonds investors.

Finally, our Fairhope and Orange Beach offices, which employ 6 associates, give us a local presence in Baldwin County and provide us with a vested interest in making sure that the County’s financings are executed in a flawless manner.

Thank you very much for the opportunity to respond to this RFP. We look forward to serving the County by developing and executing creative financing ideas to help you accomplish your goals.

Respectfully submitted,



**Matt Adams**  
Managing Director  
(205) 802-4275



**Tim James**  
Senior Vice President  
(334) 213-4110



**Brad Green**  
Senior Vice President  
(205) 802-4274

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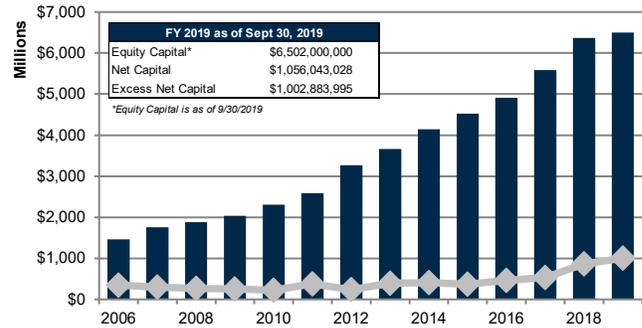
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Appendix A: Alabama Bonds Underwritten

Appendix B: Resumes

**1. Describe the firm’s net capital position and its underwriting ability and willingness to underwrite bonds.**

**Underwriting Capacity.** Raymond James remains well-capitalized and continues to grow with approximately \$6.5 billion in equity capital. As public finance and municipal bond underwriting make up a significant portion of Raymond James’ business, we have the ability to allocate a large portion of our excess net capital towards these practices. Our excess net capital is \$1.0 billion, allowing us to underwrite an estimated \$14.3 billion in municipal bonds at any one time. This strong capital base allows the Firm to be an aggressive underwriter and enables us to effectively serve clients like the County.



**Willingness to Underwrite.** Our willingness to prudently commit capital toward the underwriting of transactions in unfavorable market conditions is a testament to our dedication to public finance clients and the municipal bond industry. We have underwritten bonds on several issues over the past couple of years. A summary of these transactions can be found in Appendix A.

Our process concerning our decision of whether to underwrite bonds begins with going to market with spreads and a coupon structure that we believe represent a fair price for a particular issue when incorporating a multitude of criteria including credit quality, block sizes, competing supply, market tone, syndicate price views, and preliminary conversations with investors. If short term movements in the market cause demand to move away materially from the levels where we initially set the pricing, we are willing to take down the bonds to ensure a fair price for our clients.

**Examples of Raymond James’ Capital Commitment in Alabama.** Raymond James consistently puts its commitment to municipal clients to the test by standing ready to prudently commit its capital on every deal it underwrites, no matter the size. As a leading municipal investment banking firm, Raymond James has been in the position of senior managing numerous transactions where our liability was significant. To the extent that there are a reasonable amount of unsold bonds at the end of the order period, our underwriting desk makes an underwriting commitment to ensure a successful pricing. Raymond James’ underwriting and investment banking team will make every effort possible to fully communicate to the County and the other members of the underwriting team the status of the bond sale and any potential decisions regarding underwriting unsold balances. In the table below, we provide a sampling of issues where Raymond James has recently committed capital to underwrite unsold balances for numerous transactions in the state of Alabama. A full list of transactions that have occurred in Alabama since 2015 where the Firm has underwritten bonds is included in Appendix A.

| Sale Date | Issuer                                       | State | Par Amount (\$000) | Amount Underwritten (\$000) | % of Par Underwritten |
|-----------|--|-------|--------------------|-----------------------------|-----------------------|
| 10/29/19  | City of Jacksonville, AL                     | AL    | 10,975             | 1,745                       | 16%                   |
| 05/01/19  | Scottsboro                                   | AL    | 4,170              | 760                         | 18%                   |
| 01/08/19  | County Board of Education of Cherokee County | AL    | 15,055             | 1,755                       | 12%                   |
| 11/08/18  | City of Saraland                             | AL    | 10,335             | 1,195                       | 12%                   |
| 10/25/18  | City of Boaz                                 | AL    | 2,035              | 650                         | 32%                   |
| 10/10/18  | Tarrant City Board of Education              | AL    | 2,215              | 350                         | 16%                   |
| 07/17/18  | Birmingham Jefferson Civic Center Authority  | AL    | 48,805             | 13,800                      | 28%                   |
| 05/15/18  | Fort Payne                                   | AL    | 44,200             | 7,570                       | 17%                   |
| 04/03/18  | Jasper Waterworks and Sewer Board, Inc.      | AL    | 10,615             | 1,265                       | 12%                   |
| 03/22/18  | Tarrant City Board of Education              | AL    | 4,180              | 425                         | 10%                   |
| 01/17/18  | City of Heflin                               | AL    | 2,130              | 490                         | 23%                   |

2. Discuss your proposed transaction team which would be assigned to serve as underwriter to the County. Be specific regarding the person(s) who would have primary and/or day-to-day responsibility for directing your firm’s efforts. Provide a resume for each individual assigned to the County’s service including their title, address, phone, and e-mail.

**Financing Team.** In order to provide the County with our firm’s full commitment and the highest level of service possible, Raymond James uses a team approach in our public finance engagements. Our finance team consists of bankers, underwriters and professionals that have expertise in different aspects of debt financing. In Alabama specifically, the team assigned to the County’s financings has senior managed more transactions when measured by par amount than any other underwriter over the past 10 years. This demonstrates that our team based structure has consistently proven to be the most effective in meeting our clients’ needs and providing them with the maximum access to the full range of talents and expertise available from Raymond James.

| Raymond James          | Title                 | Role                      | Address                              | Location             | Experience | Phone        | Email           |
|------------------------|-----------------------|---------------------------|--------------------------------------|----------------------|------------|--------------|-----------------|
| <b>Banking Team</b>    |                       |                           |                                      |                      |            |              |                 |
| Matt Adams             | Managing Director     | Lead Banker               | 2900 Highway 280, Suite 100          | Birmingham, AL 35223 | 17 Years   | 205.802.4275 | matt.adams      |
| Tim James              | Senior Vice President | Supporting Banker         | 7460 Halcyon Pointe Drive            | Montgomery, AL       | 7 Years    | 334.213.4110 | tim.james       |
| Kent Boyd              | Senior Vice President | Quantitative Analyst      | 2900 Highway 280, Suite 100          | Birmingham, AL 35223 | 30 Years   | 205.874.4367 | kent.boyd       |
| Brad Green             | Senior Vice President | Supporting Banker         | 2900 Highway 280, Suite 100          | Birmingham, AL 35223 | 10 Years   | 205.802.4274 | brad.green      |
| <b>Underwriting</b>    |                       |                           |                                      |                      |            |              |                 |
| Jock Wright            | Managing Director     | Large Issuer Underwriting | 535 Madison Ave., Suite 1000         | New York, NY 10022   | 25 Years   | 212.909.4047 | jock.wright     |
| Stephen Scott          | Managing Director     | Alabama Underwriting      | 3050 Peachtree Road, N.W., Suite 702 | Atlanta, GA 30305    | 35 Years   | 404.240.6811 | stephen.scott   |
| <b>Credit Research</b> |                       |                           |                                      |                      |            |              |                 |
| Lindsay Wilhelm        | Senior Vice President | Credit Research           | 535 Madison Ave., Suite 1000         | New York, NY 10022   | 8 Years    | 212.909.4042 | lindsay.wilhelm |

**Matt Adams** will be the individual at Raymond James with primary responsibility for the execution of the transaction and will coordinate Raymond James’ resources to complete the proposed financing in a timely and effective manner. Mr. Adams has the experience necessary to lead successful underwritings for the County. In recent years, he has served as lead banker on several successful large deals in Alabama including a \$338 million Jefferson County transaction, a \$256 million Birmingham-Jefferson Civic Center transaction, and a \$69 million City of Mobile transaction. In addition, Mr. Adams serves as financial advisor to several Alabama issuers including the University of Alabama and also served as underwriter for the University’s only Public Building Authority transaction. This provides additional knowledge and insight into how to best serve the County in the role of underwriter on its proposed financings. Located in Birmingham, Mr. Adams can make himself available with short notice and intends to make the County’s financings a top priority. **Tim James** will provide banking support services and will utilize his experience serving issuers in the County to advise on the specifics of transaction. **Kent Boyd** will provide deal oversight and analytical support. **Brad Green** will provide back-up banking and analytical support for the transactions. All members of the Raymond James’ team will be deeply involved in the financing and will make themselves available for meetings and conference calls. We will ensure that all resources necessary to execute the transactions will be made available to the County.

Additionally, the banking group is supported by a team of underwriters and specialists with a wide range of experience and expertise. **Jock Wright**, one of our large issue underwriting specialists, will manage the marketing, sale, and pricing of the warrant issues and has the ability to commit our Firm’s capital. Mr. Wright has underwritten the majority of the Firm’s large senior managed credits. Mr. Wright will be joined in the underwriting efforts by **Steve Scott**. Mr. Scott has been Raymond James’ primary underwriter for Alabama issues for over 15 years, and has developed a deep understanding of the intricacies of Alabama’s credits and retail investors. Our underwriting team looks forward to applying the knowledge they have gained in their extensive experience to providing the County with the lowest attainable cost of borrowing.

Lindsay Wilhelm, a former ratings analyst, will provide insightful desk-based credit analysis and be available to speak with prospective investors as needed. She will also assist in determining the appropriate approach to various credit features and to the rating agencies. To the extent needed, other individuals within Raymond James will also be available to the County’s financing team.

A brief bio and contact information for each member of the deal team can be found in **Appendix B**.



**4. Does your firm maintain a public finance office or a retail and/or brokerage office in the State of Alabama? If so, please provide the address and phone number for this office and primary contact person.**

**Alabama Presence.** The state of Alabama is vital to Raymond James’ public finance practice, and our dedication to Alabama is reflective of that.

In 2018, the 305 individuals that the Firm employs in Alabama had a combined payroll of approximately \$44 million. These employees work at 44 offices located in 26 cities across the state. The cities of Montgomery and Birmingham are home to two of the Firm’s public finance locations (depicted on the map to the right).

Our public finance offices’ centralized locations allow us cover all regions of the State. The firm is heavily invested in the State as our clients in Alabama make up a significant portion of both our public finance and combined Firm’s business. Therefore, it’s essential that we continue to maintain and develop our relationships with various issuers across Alabama. In order to effectively accomplish this, it’s important that we are able to meet in person with our current and prospective clients on short notice, and broad based presence in the State allows us to do so. Contact information for Matt Adams, our primary point of contact in the State can be found in the business card below. If additional office address and phone number information is necessary, please let us know, and we’d be happy to provide it.



|                                     |  |
|-------------------------------------|--|
| <b>MATT ADAMS</b>                   |  |
| Managing Director<br>Public Finance |  |
| <b>RAYMOND JAMES®</b>               |  |
| T 205.802.4275                      | 2900 Highway 280, Suite 100<br>Birmingham, AL 35223<br>matt.adams@raymondjames.com<br><a href="http://www.raymondjames.com">www.raymondjames.com</a> |

Finally, as increased issuance starts to lead to investor saturation, especially among larger Tier 1 buyers, we continue to place an increased reliance on our local retail network as a medium for placing bonds/warrants in the hands of retail investors and smaller, local institutional firms. In the State, we manage over 76,000 retail accounts with a total assets under management of over \$15 billion. Several of these accounts are based in the Baldwin County area. These investor’s funds are managed by our advisors based in the Fairhope and Orange Beach offices in the County. This local investor base makes for a receptive market to focus our initial marketing efforts in order to cultivate competition in our pricings. Having one of the largest retail presences in the State serves as a differentiating factor among our competitors, and has allowed us to continue to effectively execute transactions in the State as the tide of issuance begins to rise in this ongoing low rate environment.

**5. Provide no more than three (3) case studies which describe the experience of your assigned professionals with general obligation and public building authority transactions.**

The members assigned to the financing team for the County’s proposed transactions have experience serving an array of issuers of various credit types, we feel confident that we can leverage this experience to achieve successful execution on both of the County’s proposed issues. In addition, the Firm as a whole has served as senior manager on several lease/appropriation secured credits. Our underwriters’ and sales teams are familiar with distributing issues of this security type, and over the years have established relationships with investor accounts that are likely to participate in these offerings. On the following pages, we have provided 3 case studies, 2 are for recent general obligation issues that we have senior managed in the State, while the last one is a lease/appropriation issue. We believe these case studies highlight the breadth of our experience and our ability to lead both of the County’s proposed issues.



**Mobile County, Alabama  
General Obligation Warrants  
\$17,220,000 Series 2019**

On March 20, 2019, Raymond James served as senior manager for Mobile County, Alabama’s General Obligation Warrants, Series 2019. Raymond James has extensive experience serving as underwriter for issuers located in Mobile County, having served as senior manager on a total of 46 transactions for a total par amount of over \$1 billion for these issuers. Mobile County itself is also a long term client of the Firms. Previously, Raymond James has senior managed the County’s Series 2002A, Series 2002B, Series 2012A, Series 2012B, Series 2012C, Series 2014A, Series 2014B, Series 2015, and Series 2017. In order to maintain this longstanding relationship, the Firm provided regular updates on refinancing opportunities as well as trends in the overall municipal market.

In January, the County and its financial advisor distributed a request for proposals for underwriting services for the purpose of obtaining an underwriter to bring its proposed new money warrants to market. The warrants were to be issued in order to provide funds for various capital projects that were a part of the County’s overall long-term capital improvement plan. The firm highlighted our long tenure of serving the County and successfully bringing both its issues as well as other similar G.O. issues in the state to market to win the RFP.

The transactional process was expedited as the issuer and financial advisor were eager to lock in the low cost of borrowing offered by the municipal market that had been trending lower in recent months. Raymond James was given about a month to review offering documents, advise on the structuring of the transaction, and develop a marketing plan to attract a broad base of buyers to the underwriting.

Leading up to pricing, the financing team ensured an early posting of the POS, which allowed investors to familiarize themselves with the transaction well before pricing day. In addition, our sales team made targeted calls to investors who had participated in the County’s previous offerings in order to generate initial traction for the offering. Based on these interactions, the Firm was able to convince the County’s financial advisor to allow the incorporation of sub 5% coupons on the short end of the structure in an attempt to appeal to smaller institutional investors.

On the day of pricing, the Firm’s underwriting desk went to market with an aggressive scale that was based on comparable transactions as well as how the County’s debt was trading in the secondary market. Due to the Firm’s efforts and an accommodative market, a strong and diverse investor base consisting of 26 different buyers including Alabama retail, investment managers, bank/trusts, and pension funds across the maturity spectrum participated in the financing, resulting in a total of \$62,235,000 orders which equated to an oversubscription of 3.6x. The large oversubscription allowed the Firm to lower the client’s cost of borrowing by up to 6 bps in oversubscribed maturities.



**\$138,175,000**

**Jefferson County, AL**

**\$111,360,000 General Obligation Refunding Warrants, Series 2018-A**

**\$26,815,000 General Obligation Refunding Warrants (Delayed Delivery), Series 2018-B**

### **Background**

On the southern extension of the Appalachian Mountains, Jefferson County (pop. 660,367) is Alabama's most populous county and the principal center of finance, trade, manufacturing, transportation, health care and education in the State. Originally based on steel production, the area's economy has diversified as healthcare, banking and professional services emerged to become leading industries. Heavy industry also continues to be a key ingredient with Mercedes-Benz, Honda and Hyundai all operating major automotive assembly facilities within an 85-mile radius of the County, plus several automotive suppliers in the area.

The County emerged from Chapter 9 bankruptcy on December 3, 2013.

### **Transaction**

The Series 2018 Warrants refunded certain general obligation debt issued in 2003, 2004, and 2013 as well as lease payments under a 2006 agreement with The Jefferson County Public Building Authority. The Series 2018-A Warrants closed May 31, 2018, and the Series 2018-B warrants were sold for delayed delivery on September 17, 2018, to fall within 90 days of the December 3 call date on the refunded 2013 debt. Raymond James (book) was Co-Senior with Stifel on the transaction. Citigroup, Securities Capital, Piper and Drexel were co-managers. PRAG (New York) and Terminus were co-financial advisors. The 2018 Warrants were rated "AA-" by S&P and Fitch and "A3" by Moody's.

The Warrants experienced strong investor demand during the order period. The County was seeking to sell \$138 million of debt. The Warrants offered did not contain any new money for the County, nor did they extend the final maturity of debt being refunded. Overall the County received \$809 million in orders for the Warrants from many different types of investors including retail investors, separately managed accounts, institutional money managers, bond funds, insurance companies and hedge funds.

### **Results**

The Series 2018-A Warrants carried a True Interest Cost ("TIC") of 2.60% and the Series 2018-B Warrants carried a TIC of 2.49%. The strong demand allowed the County to lower the TIC on the combined 2018 Warrants to 2.59% during the pricing period. The Jefferson County Commission saved \$14.24 million or \$12.35 million on a present value basis in interest costs by refunding existing debt of the County at a lower interest cost.

Together with the Limited Obligation Refunding Warrants, Series 2017, the two transactions represent a significant financial improvement and an important step towards achieving the County Commission's goals for Jefferson County.



**\$100,460,000**

**The Public Educational Building Authority of the City of Tuscaloosa  
Student Housing Revenue Bonds**

**Ridgecrest Student Housing, LLC University of Alabama Ridgecrest Residential Project),  
Series 2008**

The financing team served as senior manager on the Public Educational Building Authority of the City of Tuscaloosa's Student Housing Revenue Bonds, Series 2008 in December of 2008. The bonds were issued to provide funds for the construction and furnishing of a 1,593 student housing facility to provide accommodations for the University of Alabama's burgeoning student body. The new facility was named the Ridgecrest Residential Community. The community is comprised of two separate housing communities: the Ridgecrest North Community (629 beds) and the Ridgecrest South Community (960 beds & a 950 car parking garage).

The University's previous student housing projects had been funded by bond issues that were secured by the University's general revenues. However, the University's general revenues are finite. In order to optimize the usage of the University's resources, the financing team proposed a unique structure that would allow the Ridgecrest Student Housing Project to be self-sustaining, removing the need for the University to commit its general revenues to the project, helping to maintain the University's borrowing capacity for academic and athletically oriented projects that would likely have a more substantial impact on the overall educational experience that the University seeks to provide its students.

The structure consisted of the establishment of the Public Education Building Authority of the City of Tuscaloosa (PEBA) as a conduit issuer for the sole purpose of serving as a conduit issuer for bonds to finance projects to be used by the University of Alabama. The PEBA and Ridgecrest Student Housing, LLC entered into an agreement whereby the LLC would make lease payments in an amount great enough to pay the principal and interest on the bonds. The lease payments were made from revenues generated through room rentals to students.

What made the structure relatively unique was the fact that the University itself agreed to manage the student housing facilities for a small management fee, allowing the new Ridgecrest community to be operated in the same manner as all existing, University owned student housing facilities. This level of involvement helped to ensure an A- rating from S&P, an attractive rating relative to other similar student housing financings. This creative structure allowed the project to be completed at a reasonable all-in-borrowing cost.

The Series 2008 Bonds were issued in a time of great uncertainty. Fixed income markets were in turmoil. The "great recession" was beginning and many events rocked the financial markets during 2008. Consumer confidence fell to its lowest point since 1980, the auction rate market collapsed, over a one month period the variable rate market saw rate spikes to approximately 8%, and credit spreads (the interest rate percentage above the market an investor demands at different credit levels) widened to the highest point in recent history. Some of the world's largest financial firms collapsed. The result was that a number of offerings were pulled or failed to be marketed in late 2008.

Though the market environment was volatile, financing team was able to achieve a very successful pricing for the PEBA's issue. In total, the firm was able to generate over \$107 million orders on the \$100 million financing. The orders themselves came from a diverse set of investors. Of the orders Morgan Keegan brought to the transaction, nearly 48% were placed by retail investors. This was a direct result of Morgan Keegan and the University's aggressive premarketing efforts that consisted of reaching out to alumni, a presentation by Dr. Robert Witt to retail brokers in the state, and mass newspaper and email advertising through the University Alumni association.

We're confident that the substantial retail participation in the transaction, coupled with the broad base of small to midsize institutional accounts that placed orders, led to an attractive cost of borrowing relative to what could have been achieved by any competing firm.

**Alabama Public Building Authority Experience.** Members of the financing team have additional experience structuring lease revenue transactions for issuers in Alabama. The tombstones below provide a sampling of these issues. We're confident that through the expertise in lease/appropriation transactions the financing team has garnered through the management of these and other issues, we'll be able to provide value added ideas and advice on the structuring specifics of the County's proposed PBA issue.

**Lease/Appropriation Experience in Alabama**

|   |  |  |
|---|--|--|
| <br><b>\$128,020,000</b><br><b>Alabama Public School and College Authority</b><br><br><b>Capital Improvement Refunding Bonds Series 2015A, B, C</b><br><br><b>Senior Manager</b> | <br><b>\$6,550,000</b><br><b>St. Clair County Public Building Authority</b><br><br><b>Revenue Warrants (DHR Building Project) Series 2012A</b><br><br><b>Sole Manager</b> | <br><b>HUNTSVILLE</b><br>The Star of Alabama<br><br><b>\$86,415,000</b><br><b>The Public Building Authority of the City of Huntsville, AL</b><br><br><b>Lease Revenue Capital Improvement Refunding Bonds, Series 2007</b><br><br><b>Senior Manager</b> |
|---|--|--|

**6. Discuss any pending or threatened investigations or litigation by any private or public entity or any lapse or other deficiency in insurance coverage or professional licensure which may impact your firm's ability to serve as underwriter.**

In the normal course of business, Raymond James is subject to routine regulatory investigations. Raymond James cooperates fully with all regulatory requests. For a discussion of resolved disciplinary matters involving Raymond James and Morgan Keegan we would direct your attention to the Form BD, copies of which will be provided upon request. For a discussion of material regulatory investigations and litigation, please refer to Raymond James' website at [https://raymondjames.com/publicfinance/rfp\\_pass\\_login.asp](https://raymondjames.com/publicfinance/rfp_pass_login.asp) with the password of PublicFinance. To the best of our knowledge, there are no regulatory matters or litigation pending that would jeopardize our Firm's ability to perform the requested services contemplated in this RFP.

**7. Has any municipal finance professional or associated person within your firm made or directed any political contributions, provided things of value, or provided financial advice to the extent it would be disqualified, under current laws, rules, and regulations, from acting as underwriter of the bonds?**

To our knowledge, no political contributions, gifts, or financial advice that would disqualify the Firm from serving as underwriter on the prospective warrants have been provided.

**8. Please provide any other information the County should consider when assessing your firm's ability to serve as underwriter.**

Some of the factors we believe differentiate the Firm from our competitors are our value added marketing and distribution strategies, our long term commitment to serving issuers in the state of Alabama, and our array of experience underwriting various types of lease appropriation transactions across the country. These factors are discussed in additional detail in the paragraphs that follow.

**Value Added Marketing & Distribution.** Simply put, the better Raymond James can distribute the County’s warrants, the lower the interest rate the County will achieve on its debt offering. Raymond James has a comprehensive distribution network that sells bonds/warrants to all sizes and classes of investors. The Firm differentiates itself from other top tier firms by focusing on retail and middle market institutional investors in our primary market distribution strategy. The typical bulge bracket distribution strategy focuses strictly on the largest market participants, preventing issuers from benefiting from the increased competition for warrants that can be generated by a broader marketing effort.

Raymond James’ strategy best suits issuers like the County by providing access to the primary market for those middle market investors who may prefer a more advantageous coupon structure or be willing to accept a lower yield in the primary market since they are used to buying warrants that have been marked up in the secondary market by various intermediaries. These investors are often buy-and-hold investors, which helps the County in knowing its warrants are not going to be flipped at the end of the underwriting period.

Successful outreach to retail investors and middle market accounts can also attract additional institutional accounts to the sale, or induce these investors to purchase the County’s debt at more competitive rates. As proof of the success of this strategy, we have provided the table below showing that Raymond James-led syndicates provide significantly more distribution to investors. The table below shows the average number of institutional accounts allotted bonds by deal size, and it proves that our unique marketing and sales strategy provides significant benefit to our clients. By expanding the universe of available buyers, Raymond James can help the County realize the best value for its pricing.

| Par Amount              | Raymond James*   | Competitor Firms ** |
|-------------------------|------------------|---------------------|
|                         | Avg # Inst Accts | Avg # Inst Accts    |
| >\$100M                 | 42.6             | 37.3                |
| >\$75M                  | 32.1             | 21.3                |
| >\$50M                  | 28.3             | 19.7                |
| >\$25M                  | 22.3             | 15.8                |
| >\$10M                  | 15.5             | 11.5                |
| Under \$10M             | 9.4              | 7.6                 |
| <b>Overall Averages</b> | <b>24.39</b>     | <b>19.43</b>        |

\*RJ info based on Allotment information from IPREO of RJ-Led syndicate deals from 2015-2017  
 \*\* Competitor info based on 255 Groupnet settlement letters (2016-Jan2018 where RJ was co-manager)

Following our establishment of interest among retail and middle market investors, Raymond James also targets larger institutions that have a high probability of participating in the offering. In order to find these institutions, we primarily focus on top holders of similar credit types. The tables below page illustrate the top 20 bondholders of Alabama lease/appropriation debt with ratings greater than Aa3/AA- as well as top holders of Alabama general obligation debt.

| Top 20 Holders of<br>AL Lease/Appropriation Bonds |                       | Top 20 Holders of<br>AL General Obligation Debt |                |
|---|-----------------------|---|----------------|
| Firm  | Amount<br>(in \$000s) | Firm  | (in<br>\$000s) |
| Franklin Resources                                | 29,205                | Vanguard Group                                  | 259,899        |
| Invesco LTD                                       | 25,790                | Blackrock                                       | 125,857        |
| Oppenheimer Holdings Inc.                         | 20,000                | Wells Fargo & Company                           | 122,885        |
| Federated Investors Inc.                          | 15,250                | Fmr Llc   | 94,750         |
| Jpmorgan Chase & Co.                              | 10,765                | Capital Group Companies Inc                     | 83,595         |
| Legg Mason  | 10,390                | Tennessee Farmers Group                         | 54,215         |
| Bank Of Montreal                                  | 9,650                 | Invesco Ltd                                     | 43,116         |
| Tennessee Farmers Group                           | 5,100                 | Jpmorgan Chase & Co                             | 40,938         |
| Securian Asset Management Inc.                    | 4,455                 | Berkshire Hathaway Inc                          | 38,946         |
| New York Life Group                               | 3,650                 | Securian Asset Management Inc                   | 37,055         |
| Charles Schwab Corporation                        | 3,040                 | Franklin Resources                              | 35,315         |
| Dupree Investment Advisers                        | 2,625                 | Northern Trust Corporation                      | 32,424         |
| Transamerica Investment Services                  | 2,010                 | Auto Owners Group                               | 30,175         |
| Goldman Sachs Group Inc.                          | 1,955                 | Alliance Bernstein                              | 28,530         |
| Allstate Investments LLC                          | 1,950                 | Berkley Dean & Co Inc                           | 26,555         |
| First Trust                                       | 1,725                 | State Farm Mutual Auto Insurance                | 26,138         |
| Sun Life Financial Inc.                           | 1,665                 | State Street Corp                               | 24,148         |
| Ambac Assurance Corp.                             | 1,533                 | Allstate Investments Llc                        | 23,825         |
| Blackrock   | 1,485                 | Tiaa-Cref                                       | 23,796         |
| Disciplined Growth Investors LLC.                 | 1,175                 | Dimensional Fund Advisors Lp                    | 22,785         |

Source: eMAXX as of November 19, 2019

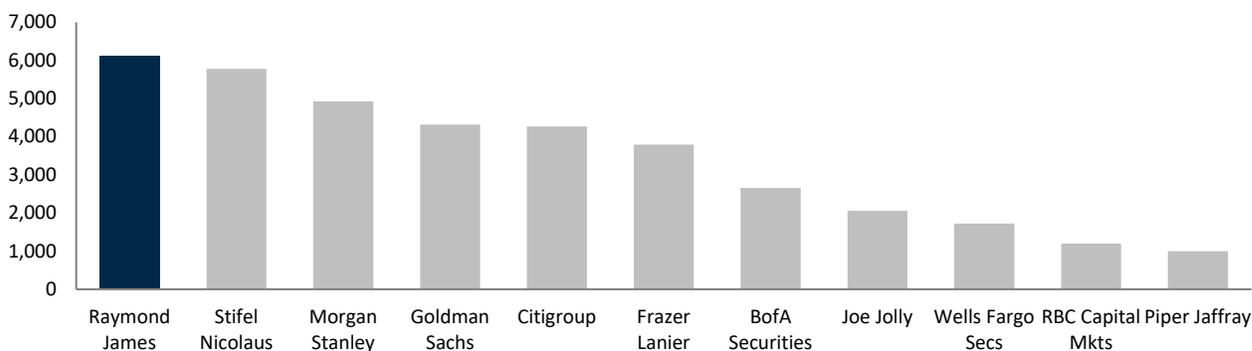
The charts on the previous page highlight in blue those investors that are found in both categories. As underwriter, we would look to “return to the well” and target these investors that have shown previous interest in the offerings of issuer’s like the County. Further, we would look to expand the base of buyers by attracting investors who are not presently active purchasers of lease/appropriation or general obligation debt in Alabama in order to foster competition among investors of various sizes for the opportunity to purchase the County’s proposed warrant issues. We believe this strategy to be the most effective approach in lowering the cost of funds for our clients.

**Alabama Specific Expertise.** Raymond James has completed 16 senior managed, negotiated transactions in Alabama over the last 12 months totaling a par amount of over \$243 million. Please note, these transactions do not include transactions where Raymond James served as financial advisor or as co-manager.

| Sale Date | Issuer                                | State | Amount (\$ mils) | Lead Manager  |
|-----------|---------------------------------------|-------|------------------|---------------|
| 10/30/19  | City of Irondale                      | AL    | 12.670           | Raymond James |
| 10/29/19  | City of Jacksonville                  | AL    | 10.975           | Raymond James |
| 10/23/19  | Oneonta BOE                           | AL    | 7.905            | Raymond James |
| 10/17/19  | Centreville Water Works               | AL    | 3.045            | Raymond James |
| 10/16/19  | City of Scottsboro                    | AL    | 5.265            | Raymond James |
| 07/25/19  | Douglas Water Authority               | AL    | 9.885            | Raymond James |
| 05/22/19  | UAB Medicine Finance Authority        | AL    | 103.385          | Raymond James |
| 05/01/19  | Scottsboro Indus Dev Board            | AL    | 2.470            | Raymond James |
| 05/01/19  | City of Scottsboro                    | AL    | 4.200            | Raymond James |
| 03/20/19  | Mobile County                         | AL    | 17.220           | Raymond James |
| 03/12/19  | DeKalb County Board of Education      | AL    | 7.490            | Raymond James |
| 01/31/19  | Northeast Alabama Water, Sewer & Fire | AL    | 6.410            | Raymond James |
| 01/23/19  | Stevenson Utilities Board             | AL    | 2.995            | Raymond James |
| 01/16/19  | City of Chelsea                       | AL    | 9.250            | Raymond James |
| 01/08/19  | Cherokee County BOE                   | AL    | 15.060           | Raymond James |
| 11/29/18  | City of Mobile                        | AL    | 24.350           | Raymond James |

A longer view of our history in Alabama shows the depth of our experience in the state. From 2009 to present, Raymond James lead all underwriters in par amount senior managed in Alabama. During this ten year period, Raymond James senior managed 272 Alabama bond issues for a total par value of over \$6.1 billion, proving our commitment to providing Alabama issuers with the highest level of service. The chart below shows the top eleven firms by par amount in Alabama over the last ten years.

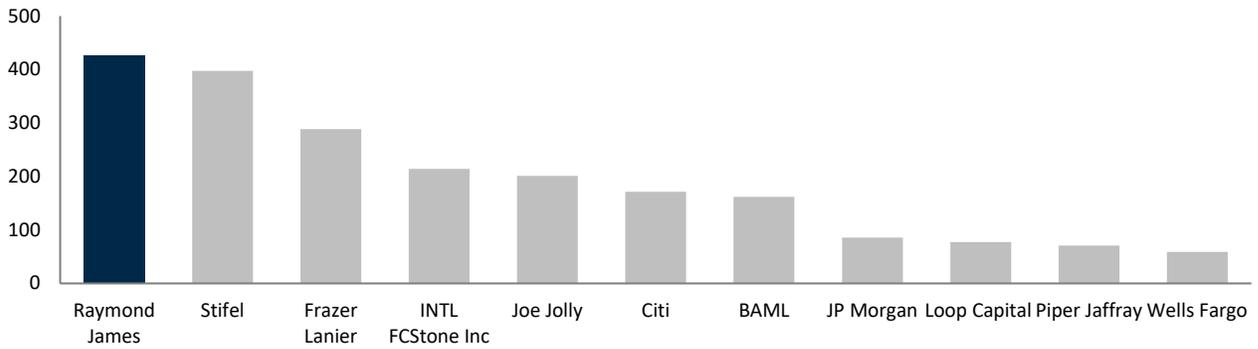
Alabama Par Amount Underwritten Since 2009



**General Obligation Focus in Alabama.** From 2017 to present, we have senior managed 21 general obligation transactions in Alabama for a total par of about \$425 million. **In aggregate, we senior managed nearly 19% of the total par amount of general obligation transactions issued in the State since the beginning of 2017, making us the top underwriter of general obligation credits in Alabama over that time horizon.** Because of this exposure, we are extremely familiar with the legal environment and the credit issues of general obligation

financings in the State. This provides Raymond James with an added advantage when quarterbacking these types of issues.

Alabama General Obligation Par Amount Underwritten Since 2017



**Firmwide Lease/Appropriation Experience.** As a firm, Raymond James has extensive experience bringing lease/appropriation backed credits to market. Since 2016, the Firm has served in some underwriting capacity on 155 lease/appropriation secured issues for a total combined par amount of nearly \$19 billion. This experience has allowed us to develop

| Raymond James Lease/Approp. Underwriting Experience (2016-Present) |             |                      |             |                      |             |                      |
|--|-------------|----------------------|-------------|----------------------|-------------|----------------------|
| Senior   |             | Co-Managed           |             | Combined             |             |                      |
| Year   | # of Issues | Par Amount (\$ mils) | # of Issues | Par Amount (\$ mils) | # of Issues | Par Amount (\$ mils) |
| 2019*  | 19          | 465                  | 15          | 2,103                | 34          | 2,567                |
| 2018   | 22          | 1,092                | 14          | 4,323                | 36          | 5,414                |
| 2017   | 18          | 948                  | 28          | 5,501                | 46          | 6,449                |
| 2016   | 14          | 562                  | 25          | 3,853                | 39          | 4,415                |
| <b>Total</b>   | <b>73</b>   | <b>\$ 3,067</b>      | <b>82</b>   | <b>\$ 15,779</b>     | <b>155</b>  | <b>\$ 18,846</b>     |

procedures for managing each step of the transactional process for this credit type. First, we would coordinate with the financial advisor to ensure that the structure of the financing optimizes the amount of proceeds the County can obtain given its budgetary restrictions. Second, we would lean on our exposure to lease/appropriation issues in our assistance in the drafting and reviewing of the legal documents. Third, we would work with our internal credit team as well as the financial advisor to prepare a rating presentation that highlights the County’s stellar credit quality. We have several templates of previous lease/appropriation rating presentations at our disposal that we can tailor to communicate the County’s specific credit merits in order to accomplish this goal. Lastly, bonds issued to finance correctional facilities or jails are often penalized by investors due to the negative connotation of the bond’s intended purpose. As a part of our marketing strategy, we would look to decouple the warrants intended purpose from the strength of the issue’s underlying credit by preparing an investor presentation and modifying language in the offering documents if the County so chooses. The tombstones below provide a sampling of our Firm’s recent lease/appropriation experience.

Raymond James Senior Managed Lease/Appropriation Experience

|   |  |  |  |  |
|---|--|--|--|--|
|  <p><b>\$20,915,000</b><br/>Maryland Stadium Authority<br/>Ocean City Convention Facility<br/>Expansion<br/>Lease Revenue Bonds<br/>Series 2019C</p> |  <p><b>\$10,575,000</b><br/>The Industrial Development<br/>Authority of City of Tucson<br/>Tax-Exempt Lease Revenue<br/>Refunding Bonds<br/>Series 2019</p> |  <p><b>\$20,000,000</b><br/>The Boulder Municipal Property<br/>Authority<br/>Taxable COPs<br/>Series 2019</p>   |  <p><b>\$20,000,000</b><br/>Rhode Island Health and<br/>Educational Building Corporation<br/>Providence Public Schools<br/>Revenue Bonds Financing<br/>Program Revenue Bonds<br/>Series 2019A</p> |  <p><b>\$55,000,000</b><br/>Maryland Stadium Authority<br/>Sports Facilities<br/>Lease Revenue Bonds<br/>Series 2019A,B</p> |
|  <p><b>\$65,435,000</b><br/>City of Syracuse Industrial<br/>Development Agency<br/>School Facility Revenue Bonds<br/>Series 2019A</p>                |  <p><b>\$17,060,000</b><br/>Nevada County Finance<br/>Authority<br/>County Operations Center Lease<br/>Revenue Bonds<br/>Series 2019</p>                    |  <p><b>\$51,285,000</b><br/>State of Ohio (Treasurer of State)<br/>Capital Facilities Lease-<br/>Appropriation<br/>Refunding Bonds<br/>(Adult Correctional Facilities)<br/>Series 2019A</p> |  <p><b>\$170,000,000</b><br/>State of Ohio (Treasurer of State)<br/>Capital Facilities Lease-<br/>Appropriation<br/>Bonds<br/>Series 2018A,B</p>  |  <p><b>\$50,510,000</b><br/>Maine Governmental Facilities<br/>Authority<br/>Lease Rental Revenue Bonds<br/>Series 2018A</p> |

## DISCLAIMER

The information contained herein is solely intended to facilitate discussion of potentially applicable financing applications and is not intended to be a specific buy/sell recommendation, nor is it an official confirmation of terms. Any terms discussed herein are preliminary until confirmed in a definitive written agreement. While we believe that the outlined financial structure or marketing strategy is the best approach under the current market conditions, the market conditions at the time any proposed transaction is structured or sold may be different, which may require a different approach.

The analysis or information presented herein is based upon hypothetical projections and/or past performance that have certain limitations. No representation is made that it is accurate or complete or that any results indicated will be achieved. In no way is past performance indicative of future results. Changes to any prices, levels, or assumptions contained herein may have a material impact on results. Any estimates or assumptions contained herein represent our best judgment as of the date indicated and are subject to change without notice. Examples are merely representative and are not meant to be all-inclusive.

Raymond James shall have no liability, contingent or otherwise, to the recipient hereof or to any third party, or any responsibility whatsoever, for the accuracy, correctness, timeliness, reliability or completeness of the data or formulae provided herein or for the performance of or any other aspect of the materials, structures and strategies presented herein. Raymond James is neither acting as your financial advisor nor Municipal Advisor (as defined in Section 15B of the Exchange Act of 1934, as amended), and expressly disclaims any fiduciary duty to you in connection with the subject matter of this Proposal.

Municipal Securities Rulemaking Board ("MSRB") Rule G-17 requires that we make the following disclosure to you at the earliest stages of our relationship, as underwriter, with respect to an issue of municipal securities: the underwriter's primary role is to purchase securities with a view to distribution in an arm's-length commercial transaction with the issuer and it has financial and other interests that differ from those of the issuer.

Raymond James does not provide accounting, tax or legal advice; however, you should be aware that any proposed transaction could have accounting, tax, legal or other implications that should be discussed with your advisors and/or legal counsel.

Raymond James and affiliates, and officers, directors and employees thereof, including individuals who may be involved in the preparation or presentation of this material, may from time to time have positions in, and buy or sell, the securities, derivatives (including options) or other financial products of entities mentioned herein. In addition, Raymond James or affiliates thereof may have served as an underwriter or placement agent with respect to a public or private offering of securities by one or more of the entities referenced herein.

This Proposal is not a binding commitment, obligation, or undertaking of Raymond James. No obligation or liability with respect to any issuance or purchase of any Bonds or other securities described herein shall exist, nor shall any representations be deemed made, nor any reliance on any communications regarding the subject matter hereof be reasonable or justified unless and until (1) all necessary Raymond James, rating agency or other third party approvals, as applicable, shall have been obtained, including, without limitation, any required Raymond James senior management and credit committee approvals, (2) all of the terms and conditions of the documents pertaining to the subject transaction are agreed to by the parties thereto as evidenced by the execution and delivery of all such documents by all such parties, and (3) all conditions hereafter established by Raymond James for closing of the transaction have been satisfied in our sole discretion. Until execution

and delivery of all such definitive agreements, all parties shall have the absolute right to amend this Proposal and/or terminate all negotiations for any reason without liability therefor.

## APPENDIX A



### Alabama Bonds Underwritten

**Baldwin County, Alabama**

| Sale Date | Issuer  | State | Par Amount<br>(\$000) | Amount<br>Underwritten (\$000) | % of Par<br>Underwritten |
|-----------|---|-------|-----------------------|--------------------------------|--------------------------|
| 10/30/19  | City of Irondale  | AL    | 12,670                | 475                            | 4%                       |
| 10/29/19  | City of Jacksonville, AL                                  | AL    | 10,975                | 1,745                          | 16%                      |
| 10/23/19  | Oneonta City Board of Education                           | AL    | 7,905                 | 190                            | 2%                       |
| 07/25/19  | Douglas Water Authority                                   | AL    | 9,885                 | 935                            | 9%                       |
| 05/01/19  | Scottsboro  | AL    | 4,170                 | 760                            | 18%                      |
| 03/20/19  | Mobile County   | AL    | 17,220                |                                | 0%                       |
| 03/12/19  | DeKalb County Board of Education                          | AL    | 7,490                 | 570                            | 8%                       |
| 01/30/19  | Northeast Alabama Water, Sewer & Fire Protection District | AL    | 6,405                 | 340                            | 5%                       |
| 01/15/19  | City of Chelsea   | AL    | 9,250                 | 590                            | 6%                       |
| 01/08/19  | County Board of Education of Cherokee County              | AL    | 15,055                | 1,755                          | 12%                      |
| 11/08/18  | City of Saraland  | AL    | 10,335                | 1,195                          | 12%                      |
| 11/06/18  | Talladega County Board of Education                       | AL    | 10,280                | 610                            | 6%                       |
| 10/25/18  | City of Boaz  | AL    | 2,035                 | 650                            | 32%                      |
| 10/10/18  | Tarrant City Board of Education                           | AL    | 2,215                 | 350                            | 16%                      |
| 07/17/18  | Birmingham Jefferson Civic Center Authority               | AL    | 48,805                | 13,800                         | 28%                      |
| 07/17/18  | Birmingham Jefferson Civic Center Authority               | AL    | 17,810                | 915                            | 5%                       |
| 07/17/18  | Birmingham Jefferson Civic Center Authority               | AL    | 79,570                | 1,335                          | 2%                       |
| 05/22/18  | City of Boaz  | AL    | 12,275                | 1,150                          | 9%                       |
| 05/15/18  | Fort Payne  | AL    | 44,200                | 7,570                          | 17%                      |
| 04/03/18  | Jasper Waterworks and Sewer Board, Inc.                   | AL    | 10,615                | 1,265                          | 12%                      |
| 03/22/18  | Tarrant City Board of Education                           | AL    | 4,180                 | 425                            | 10%                      |
| 02/15/18  | Troy University   | AL    | 25,000                | 1,210                          | 5%                       |
| 02/07/18  | Board of Education of Blount County                       | AL    | 14,245                | 1,160                          | 8%                       |
| 01/30/18  | Northeast Morgan County Water and Sewer Authority         | AL    | 5,765                 | 255                            | 4%                       |
| 01/17/18  | City of Heflin  | AL    | 2,130                 | 490                            | 23%                      |
| 12/05/17  | City of Margaret  | AL    | 2,830                 | 295                            | 10%                      |
| 11/15/17  | City of Mobile  | AL    | 57,705                | 1,350                          | 2%                       |
| 09/26/17  | Northeast Alabama Water, Sewer & Fire Protection District | AL    | 5,160                 | 905                            | 18%                      |
| 09/13/17  | Talladega County Board of Education                       | AL    | 19,765                | 2,290                          | 12%                      |
| 08/30/17  | Talladega   | AL    | 1,320                 | 265                            | 20%                      |
| 08/29/17  | City of Pell  | AL    | 8,045                 | 100                            | 1%                       |
| 08/24/17  | County Board of Education of Cherokee County              | AL    | 14,570                | 6,000                          | 41%                      |
| 08/17/17  | Opelika Utilities Board                                   | AL    | 23,380                | 1,425                          | 6%                       |
| 06/06/17  | Pine Bluff Water Authority                                | AL    | 1,650                 | 810                            | 49%                      |
| 06/01/17  | University of South Alabama                               | AL    | 38,105                | 695                            | 2%                       |
| 05/23/17  | City of Jasper  | AL    | 10,980                | 1,460                          | 13%                      |
| 05/11/17  | Opelika Utilities Board                                   | AL    | 27,265                | 900                            | 3%                       |
| 04/24/17  | Talladega   | AL    | 3,120                 | 715                            | 23%                      |
| 04/19/17  | UAB Health System   | AL    | 180,355               | 1,750                          | 1%                       |
| 04/05/17  | Talladega County Board of Education                       | AL    | 19,965                | 830                            | 4%                       |
| 03/01/17  | City of Tarrant   | AL    | 1,880                 | 620                            | 33%                      |
| 02/14/17  | St Clair County Board of Education                        | AL    | 5,060                 | 445                            | 9%                       |
| 01/25/17  | City of Mobile  | AL    | 69,040                | 6,720                          | 10%                      |
| 01/11/17  | DeKalb County Emergency Communications District           | AL    | 6,215                 | 2,025                          | 33%                      |
| 12/15/16  | The Electric Power Board of the City of Scottsboro        | AL    | 7,685                 | 1,045                          | 14%                      |
| 12/13/16  | Dale County Board of Education                            | AL    | 11,485                | 1,850                          | 16%                      |
| 11/17/16  | City of Huntsville  | AL    | 10,425                | 610                            | 6%                       |
| 10/19/16  | UAB Health System   | AL    | 302,530               | 7,500                          | 2%                       |
| 09/14/16  | City of Lincoln, Alabama                                  | AL    | 1,110                 | 730                            | 66%                      |
| 09/14/16  | City of Lincoln, Alabama                                  | AL    | 6,685                 | 315                            | 5%                       |
| 06/28/16  | Northeast Morgan County Water and Sewer Authority         | AL    | 6,250                 | 1,525                          | 24%                      |
| 06/15/16  | Marshall County   | AL    | 11,890                |                                | 0%                       |
| 06/09/16  | Scottsboro  | AL    | 2,760                 | 655                            | 24%                      |
| 05/25/16  | Walnut Hill Water Authority                               | AL    | 4,510                 | 950                            | 21%                      |
| 04/27/16  | Randolph County Health Care Authority                     | AL    | 21,160                | 3,140                          | 15%                      |
| 04/20/16  | County Board of Education of Shelby County                | AL    | 36,700                | 500                            | 1%                       |
| 04/05/16  | Talladega County Emergency Management Communication D     | AL    | 2,680                 | 100                            | 4%                       |
| 03/22/16  | Talladega County Board of Education                       | AL    | 12,465                | 1,635                          | 13%                      |
| 03/16/16  | DeKalb-Jackson Cooperative District                       | AL    | 19,545                | 3,690                          | 19%                      |

**Baldwin County, Alabama**

| Sale Date | Issuer  | State | Par Amount<br>(\$000) | Amount<br>Underwritten (\$000) | % of Par<br>Underwritten |
|-----------|---|-------|-----------------------|--------------------------------|--------------------------|
| 03/09/16  | Fort Payne  | AL    | 7,395                 | 560                            | 8%                       |
| 02/17/16  | Calhoun County Board of Education                         | AL    | 51,410                | 6,110                          | 12%                      |
| 02/04/16  | Satsuma City Board of Education                           | AL    | 1,900                 | 180                            | 9%                       |
| 01/27/16  | Gordo   | AL    | 2,505                 | 775                            | 31%                      |
| 01/20/16  | Northeast Alabama Water, Sewer & Fire Protection District | AL    | 9,995                 | 605                            | 6%                       |
| 12/09/15  | Mountain Brook City Board of Education                    | AL    | 4,650                 | 200                            | 4%                       |
| 10/30/15  | Cleburne County   | AL    | 5,940                 | 170                            | 3%                       |
| 10/20/15  | City of Irondale  | AL    | 21,025                | 2,155                          | 10%                      |
| 10/20/15  | City of Irondale  | AL    | 3,915                 | 1,215                          | 31%                      |
| 09/22/15  | St. Clair County  | AL    | 9,860                 | 1,040                          | 11%                      |
| 09/16/15  | St Clair County Board of Education                        | AL    | 9,815                 | 55                             | 1%                       |
| 09/03/15  | City of Rainsville  | AL    | 1,500                 | 510                            | 34%                      |
| 08/13/15  | Satsuma City Board of Education                           | AL    | 2,940                 | 1,660                          | 56%                      |
| 08/12/15  | Lawrence County Board of Education                        | AL    | 10,985                | 2,330                          | 21%                      |
| 08/06/15  | City of Jasper  | AL    | 4,780                 | 160                            | 3%                       |
| 07/29/15  | City of Moulton   | AL    | 2,305                 | 930                            | 40%                      |
| 07/16/15  | DCH Health Care Authority                                 | AL    | 28,095                | 4,615                          | 16%                      |
| 07/10/15  | City of Odenville   | AL    | 2,210                 | 355                            | 16%                      |
| 05/19/15  | Mulga   | AL    | 5,595                 | 150                            | 3%                       |
| 05/06/15  | City of Pell  | AL    | 26,400                | 5,890                          | 22%                      |
| 04/16/15  | Alabama Public School and College Authority               | AL    | 128,020               | 19,315                         | 15%                      |
| 04/08/15  | Odenville Utilities Board                                 | AL    | 6,150                 | 845                            | 14%                      |
| 03/31/15  | City of Huntsville  | AL    | 8,185                 | 5,180                          | 63%                      |
| 03/30/15  | Birmingham Water Works and Sewer Board                    | AL    | 175,965               | 12,945                         | 7%                       |
| 03/19/15  | Talladega   | AL    | 2,760                 | 85                             | 3%                       |
| 03/19/15  | Talladega   | AL    | 4,700                 | 950                            | 20%                      |
| 02/26/15  | The Utilities Board of the City of Cullman                | AL    | 42,110                | 1,980                          | 5%                       |
| 02/10/15  | Cherokee County   | AL    | 4,130                 | 750                            | 18%                      |
| 01/22/15  | Northeast Alabama Water, Sewer & Fire Protection District | AL    | 5,655                 | 615                            | 11%                      |
| 01/14/15  | Baldwin County Board of Education                         | AL    | 83,500                | 650                            | 1%                       |
| 01/08/15  | Springville   | AL    | 3,495                 | 2,050                          | 59%                      |

## APPENDIX B



### Resumes

**Banking Team**

**MATT ADAMS**  
 Managing Director  
 Public Finance

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**RAYMOND JAMES®**

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T 205.802.4275      2900 Highway 280, Suite 100  
 Birmingham, AL 35223  
 matt.adams@raymondjames.com  
[www.raymondjames.com](http://www.raymondjames.com)

**Matt Adams, Managing Director** – Mr. Adams is Managing Director of the Alabama Public Finance Group at Raymond James. Mr. Adams joined the company in 2002 as a public finance analyst. In his current role Mr. Adams works to raise capital for various clients through the bond market through an underwriting or municipal advisor role. Over the last 16 years Mr. Adams has extensive experience with Alabama issuers in a variety of financings including serving as Book-Running Manager to Jefferson County on its recent Series 2017 \$339 million Limited Obligation

offering and to the City of Mobile on its Series 2017 A&B \$69 million General Obligation issue. In addition, he has senior managed issues in excess of \$100 million for various Alabama issuers including the state of Alabama, the Alabama Public School & College Authority, the University of Alabama, the City of Birmingham, Birmingham Water, the City of Huntsville and Huntsville Utilities. He has served as municipal advisor to Jefferson County BOE on public offerings and private placements in excess of \$175 million. He has served as municipal advisor to the University of Alabama since 2004, where he oversees their capital improvement plan and assisted the University in issuing over \$1.2 billion.

Mr. Adams is a native of Jasper, Alabama and a product of their public school system. He graduated cum laude from Union University with a BSBA in Economics and Finance. He also graduated with a Master’s in Business Administration from Vanderbilt University.

**KENT BOYD**  
 Senior Vice President  
 Public Finance

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**RAYMOND JAMES®**

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T 205-874-4367      2900 Highway 280, Suite 100  
 Birmingham, AL 35223  
 kent.boyd@raymondjames.com  
[www.raymondjames.com](http://www.raymondjames.com)

**Kent Boyd, Senior Vice President** – Mr. Boyd joined Raymond James in 2007 as the senior quantitative analyst in the Birmingham office. Crafting public finance solutions since 1984, he helps issuers achieve financial goals by matching needs and constraints with investor preferences and market opportunities. Mr. Boyd draws on over 30 years of public finance experience including escrow verification, arbitrage rebate, financial advisory, and investment banking. In this time he has closed over \$20,000,000,000 in transactions, including general

obligation, tax pledge, annual appropriation, and revenue financings; fixed, variable and synthetic fixed rates; tax-exempt, taxable, AMT and bank-qualified; SIFMA, LIBOR and hybrid swaps and swaptions; regular and forward delivery transactions; new money, current and advance refundings. Mr. Boyd entered escrow verification in 1984, where he soon became a primary resource for sorting out intricate transactions and Federal tax questions. While most verifiers strictly ‘checked the numbers’, Mr. Boyd actively advocated for borrowers, improving multiple issuer outcomes by \$50,000 or more, and on other occasions identifying and resolving legal pitfalls before they could become fatal. Mr. Boyd joined a financial advisory firm in 1995 and a regional underwriter in 2001, where he assisted clients with the state’s first Tax Increment Financing; employing a little-used tax rule to save \$1,000,000 in rebate liability; monetizing a \$300 million municipal utility to fund school improvements; a bond call model to save ratepayers \$2,000,000 per year; and a successful lobbying effort to preserve state tax-exemption for a municipal SPE. Well known for his analytical skills, Mr. Boyd has also provided leadership and support on substantive tax-exempt matters to three former Presidents of the National Association of Bond Lawyers and the former Chairman of the ABA’s Tax-Exempt Subcommittee. Mr. Boyd holds a B.S. in management from the Georgia Institute of Technology.

**BRAD GREEN**  
Senior Vice President  
Public Finance

**RAYMOND JAMES®**

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T 205.802.4274      2900 Highway 280, Suite 100  
Birmingham, AL 35223  
Brad.green@raymondjames.com  
[www.raymondjames.com](http://www.raymondjames.com)

**Brad Green, Vice President**– Mr. Green is a Vice President in the Birmingham Public Finance Group at Raymond James. Mr. Green has been with the company since 2009 and assists clients throughout the entire process of issuing bonds. He helps in the preparation of financial models and projections that are specially designed for each engagement, monitors the refunding potential of existing issues and assists in the closing of bond transactions. Mr. Green received his B.S. in Finance from the College of Commerce and Business Administration at The University of Alabama where he graduated Magna Cum Laude.

**Underwriting**

**JOCK WRIGHT**  
Managing Director  
Public Finance

**RAYMOND JAMES®**

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T 212.909.4047      535 Madison Avenue, Suite 1000  
New York, New York  
jock.wright@raymondjames.com  
[www.raymondjames.com](http://www.raymondjames.com)

**Jock Wright, Managing Director** – Mr. Wright is a Managing Director on the municipal underwriting desk of Raymond James’ Fixed Income Banking Department. He joined Raymond James in 2006 after 10 years with State Street Bank in Boston where he served as head of municipal trading and underwriting. With 20 years of municipal industry experience, Mr. Wright serves as one of the Firm’s primary underwriters of tax-exempt debt and has long-running experience underwriting some of the firm’s largest issues. Over the past several

years, Mr. Wright has underwritten every tax-exempt, Alabama transaction with a par amount greater than \$25 million that Raymond James has brought to market. Mr. Wright holds a B.S. in Finance from Babson College and maintains NASD Series 7 and Series 63 licenses.

**STEPHEN SCOTT**  
Managing Director  
Public Finance

**RAYMOND JAMES®**

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T 404.240.6811      3050 Peachtree Road, N.W., Suite 702  
Atlanta, Georgia 30305  
stephen.scott@raymondjames.com  
[www.raymondjames.com](http://www.raymondjames.com)

**Steve Scott, Managing Director** – Joined Raymond James in April 2012 following the firm’s acquisition of Morgan Keegan. Mr. Scott began his career in the finance industry in 1982 with J.C. Bradford & Co. in Nashville, Tennessee. His 35-year career as an underwriter provides our clients with one of the most respected and experienced underwriters in the industry. Mr. Scott manages Raymond James’ regional trading and municipal bond desk in Atlanta, Georgia. He is responsible for providing secondary market

trading and underwriting support for five states – the Carolinas, Georgia, Florida, and Alabama. As manager of the region, he is responsible for the pricing and distribution of new issues. Mr. Scott is a graduate of Clemson University, where he earned a Bachelor of Science degree. He currently holds the Series 7, Series 52, Series 53, and Series 63 licenses.

**Credit Research**

**LINDSAY WILHELM**  
Senior Vice President  
Public Finance

**RAYMOND JAMES®**

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T 212.909.4042      535 Madison Avenue, 10<sup>th</sup> Floor  
New York, New York 10022  
lindsay.wilhelm@raymondjames.com  
[www.raymondjames.com](http://www.raymondjames.com)

**Lindsay Wilhelm, Senior Vice President** – Joined Raymond James in 2015 as a Senior Vice President in the firm’s Municipal Credit Group. Prior to Raymond James, Ms. Wilhelm was a Director at Standard & Poor’s in their U.S. Public Finance group where she covered local government credits (and was the primary credit analyst for New York City), including several issuers throughout South Carolina. She also has experience in the public sector, with the New York City

Economic Development Corp., and in tax consulting with Ernst & Young LLP in Chicago. Ms. Wilhelm holds a B.B.A with a concentration in Accounting and Finance from the Stephen M. Ross School of Business at the University of Michigan - Ann Arbor, and a M.P.P. from the University of Chicago's Harris School. She currently holds Series 52 and Series 63 securities licenses

# BALDWIN COUNTY, ALABAMA



## RESPONSE TO REQUEST FOR STATEMENT OF QUALIFICATIONS UNDERWRITING SERVICES

## PROPOSED GENERAL OBLIGATION WARRANTS SERIES 2019

**Piper Jaffray**

**Walter D. Lewis**  
**Managing Director**  
(205) 414-7511  
walter.d.lewis@pjc.com

November 22, 2019

Mr. Ronald Cink  
County Administrator  
Baldwin County, Alabama  
322 Courthouse Square  
Bay Minette, Alabama 36507  
[rcink@baldwincounty.al.gov](mailto:rcink@baldwincounty.al.gov)

Mr. Reid Cavnar  
STIFEL  
2660 Eastchase Lane  
Suite 400  
Montgomery, Alabama 36117  
[CavnarR@stifel.com](mailto:CavnarR@stifel.com)

Mr. Ken Funderburk  
STIFEL  
2660 Eastchase Lane  
Suite 400  
Montgomery, Alabama 36117  
[FunderburkK@stifel.com](mailto:FunderburkK@stifel.com)

Dear Mr. Cink, Mr. Cavnar and Mr. Funderburk:

On behalf of Piper Jaffray & Co., thank you for the opportunity to respond to Baldwin County's (the "County") request for qualifications for bond underwriting services for the County's upcoming General Obligation Warrants Issue and the Public Building Authority Revenue Warrants ("the Warrants" or "the Issue").

Piper Jaffray & Co. is a regionally-based full service investment banking firm that has been providing financial services to a wide variety of clients since 1895. Piper Jaffray prides itself on offering its Alabama clients local financing expertise supported by a national platform. Providing investment banking services to municipal issuers has been an important part of Piper Jaffray's business and is a major focus for the firm's future. Below are some of the key advantages of working with Piper Jaffray.

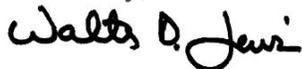
- ◆ **Regional Firm with strong Public Finance focus and commitment** – Piper Jaffray has a unique position among underwriting firms – we are a large, well established and well capitalized regional firm. In 2018, Piper Jaffray ranked #2 nationally by number of issues in negotiated underwritings and private placements while serving as Senior/Sole Manager on 438 transactions totaling \$11.7 billion in par amount. From 2014 to 2018, Piper Jaffray served as Senior or Sole Managing underwriter on 4,048 transactions for a total par amount of over \$85 billion. This extensive experience demonstrates our ability to reach a wide buyer based and achieve the lowest cost of capital for the County.
- ◆ **Local Presence and Expertise** – Piper Jaffray is committed to serving issuers throughout the state of Alabama. Walter Lewis, the proposed Lead Banker, has 26 years of experience serving issuers in the state and is supported by an experienced banking analytical team in Memphis, Tennessee. Since 2013, Piper Jaffray has served as Underwriter or Placement Agent on 61 transactions for a total par amount of \$2.6 billion in Alabama, 47 of which were as Senior/Sole Manager for a par amount of \$1 Billion. **Additionally, since starting in Alabama Public Finance in 1992 and prior to joining Piper Jaffray, Walter Lewis served as Investment Banker on over \$18 billion in financings in Alabama.**
- ◆ **Extensive Distribution Capabilities** – The banking team is supported by a top caliber underwriting, sales, and distribution team which stretches from California to Minneapolis to the Southeast to New York City. Piper Jaffray's fixed income sales effort

is structured to provide comprehensive coverage of every tier of municipal investor. The firm's 139-person institutional sales force enables Piper Jaffray to provide the County access to virtually every investor sector including Alabama retail buyers, major institutional buyers of Alabama municipal bonds and small/medium sized institutional investors.

- ◆ **Direct Placement Experience & Capabilities** – Piper Jaffray is one of only a few investment banks with a Loan Placement Group focused exclusively on direct placements maintaining relationships with a national network of over 2,000 banks/lenders. Since 2012, Piper Jaffray has completed over 1,000 private placements for a total par amount of \$13.3 billion; in 2018 alone Piper successfully executed 122 private placement transactions totaling \$1.04 billion. We are one of only a handful of “super-regional” firms that boasts capabilities and expertise on par with national firms.
- ◆ **Strong Continuing Commitment to Municipal Finance** –Piper Jaffray has committed to growing its municipal effort while many of its competitors have been forced to scale back or exit the municipal market completely. The firm has added 35 bankers, 82 salespersons and 16 underwriter/traders and opened new municipal offices around the country, including **Alabama**, since 2011. Public Finance and municipal underwriting have historically represented 30% of our firm's staffing resources. Our organizational structure ensures that all levels of management are committed to providing the staff and financial resources needed to effectively serve our clients, including committing capital to underwrite bonds. In October of 2015 Piper acquired BMO Capital Markets GKST, Inc., a broker dealer subsidiary of BMO Financial Group. This acquisition further strengthens and adds scale to Piper's fixed income sales and trading business by adding approximately 40 personnel to our middle market sales staff.

For the reasons described above, we feel that Piper Jaffray is uniquely positioned and completely capable of assisting the County in accessing the lowest cost of financing with the best structure possible in the marketplace. We look forward to the opportunity to serve the County as Underwriter on its upcoming transaction. If we can provide additional information or assistance, please do not hesitate to contact us.

Sincerely,



Walter D. Lewis  
Managing Director  
205.414.7511

[Walter.D.Lewis@pjc.com](mailto:Walter.D.Lewis@pjc.com)

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### Appendices

- A. PJC Alabama Underwriting Experience
- B. PJC Select General Obligation Underwriting Experience



## I. Capital Position and Willingness to Underwrite

**Describe the firm’s net capital position and its underwriting ability and willingness to underwrite bonds.**

### Piper Jaffray Capital Position

Piper Jaffray has no debt in its capital structure. The firm’s uncommitted excess net capital as of September 30, 2019 was \$178 million. Our underwriting desk has standing authority to take down \$100 million worth of bonds in a single transaction and may commit more on a per-transaction basis with management approval. Additionally, our theoretical limitation on underwriting liability is \$2.55 billion. Detailed capital numbers are in the table below.

|                                       | 9/30/2019     | 9/30/2018     | 12/31/2017    |
|---------------------------------------|---------------|---------------|---------------|
| <b>Total Capital</b>                  | \$696,741,000 | \$700,211,000 | \$693,332,000 |
| <b>Equity Capital</b>                 | 696,741,000   | 700,211,000   | 693,332,000   |
| <b>Net Capital</b>                    | 179,887,000   | 199,000,000   | 137,617,000   |
| <b>Uncommitted Excess Net Capital</b> | 178,887,000   | 198,000,000   | 136,617,000   |

Source: Piper Jaffray, September 30, 2019

### Piper Jaffray Willingness to Commit Capital

Piper Jaffray utilizes a significant amount of its capital for the municipal business. Unlike banks and Wall Street firms with a wide variety of business lines that are capital-dependent, our only focus is on three business lines: fixed income, equity capital markets and asset management. Piper Jaffray has significant underwriting capacity for municipal issues. Piper maintains average daily inventory of approximately \$500 million of long-term municipal bonds. We consistently use our capital to assure that our clients’ transactions are fairly priced and to deliver the lowest possible cost of capital. Below is a summary of Piper’s demonstrated willingness to underwrite unsold balances to support its clients’ transactions.

| Year         | # of Transactions | Par Amount        | Underwriting Commitment | % Underwritten |
|--------------|-------------------|-------------------|-------------------------|----------------|
| 2019 Totals: | 540               | \$11,125,008,307  | \$ 932,242,637          | 8.38%          |
| 2018 Totals: | 427               | \$11,811,368,693  | \$1,400,847,834         | 11.86%         |
| 2017 Totals: | 541               | \$14,493,333,989  | \$1,455,669,000         | 10.04%         |
| 2016 Totals: | 722               | \$17,050,407, 517 | \$2,099,057,786         | 12.31%         |
| 2015 Totals: | 692               | \$13,684,201,361  | \$1,973,570,395         | 14.42%         |



## II. Piper Jaffray Financing Team

**Discuss your proposed transaction team which would be assigned to serve as underwriter to the County. Be specific regarding the person(s) who would have primary and/or day-to-day responsibility for directing your firm’s efforts. Provide a resume for each individual assigned to the County’s service including their title, address, phone, and e-mail.**

### Professionals

Piper Jaffray brings a variety of individuals with significant experience in various sectors of the municipal finance industry. The proposed project team will be led by Walter Lewis as lead banker, who will manage the transaction and will interface with County regarding events related to the transaction. Mr. Lewis has 26 years of experience and is responsible for over \$18 billion in financings for Alabama issuers. Mr. Lewis will be supported by Jonathan McCoy and Mary Kathryn Phillips out of Piper Jaffray’s Memphis office. Stephen Cavalier, the Head of Municipal Trading at Piper Jaffray, will lead the underwriting and sales effort at time of pricing for Piper Jaffray. Mr. Cavalier will be available as needed. Each individual and other personnel as necessary will be made available to the County over the course of the transaction. A brief description of each persons role, more detailed resumes, and professional certifications are included below.

| PROJECT TEAM   |   | Available          |
|--|---|--------------------|
| <b>Walter Lewis</b><br><i>Managing Director</i><br>(205) 414-7511<br><a href="mailto:walter.d.lewis@pjc.com">walter.d.lewis@pjc.com</a><br>2100 Southbridge Pkwy, Suite 650<br>Birmingham, AL 35209          | <b>Project Manager, 26 Years of Experience</b> <ul style="list-style-type: none"> <li>▪ Coordinate all Piper Jaffray resources</li> <li>▪ Develop/implement financing plan</li> <li>▪ Negotiate terms of the financing</li> <li>▪ Rating/ credit enhancement presentations</li> </ul>           | <b>Daily Basis</b> |
| <b>Jonathan McCoy</b><br><i>Vice President</i><br>(901) 302-1643<br><a href="mailto:jonathan.b.mccoy@pjc.com">jonathan.b.mccoy@pjc.com</a><br>3400 Player’s Club Pkwy, Ste. 150<br>Memphis, TN 38125         | <b>Quantitative Analysis, 9 Years of Experience</b> <ul style="list-style-type: none"> <li>▪ Banking and Analytical expertise</li> <li>▪ Provide banking advice on financing plan</li> <li>▪ Assist with Transaction Execution</li> <li>▪ Quantitative and credit analytical support</li> </ul> | <b>Daily Basis</b> |
| <b>Mary Kathryn Phillips</b><br><i>Analyst</i><br>(901) 302-1647<br><a href="mailto:mary.k.phillips@pjc.com">mary.k.phillips@pjc.com</a><br>3400 Player’s Club Pkwy, Suite 150<br>Memphis, TN 38125          | <b>Quantitative Analysis, 9 Years of Experience</b> <ul style="list-style-type: none"> <li>▪ Banking and Analytical expertise</li> <li>▪ Provide banking advice on financing plan</li> <li>▪ Assist with Transaction Execution</li> <li>▪ Quantitative and credit analytical support</li> </ul> | <b>Daily Basis</b> |
| <b>Stephen Cavalier</b><br><i>Managing Director</i><br>(612) 303-8235<br><a href="mailto:stephen.a.cavalier@pjc.com">stephen.a.cavalier@pjc.com</a><br>800 Nicollet Mall, Ste. 1000<br>Minneapolis, MN 55402 | <b>Lead Underwriter, 27 Years of Experience</b> <ul style="list-style-type: none"> <li>▪ General transaction processing assistance</li> <li>▪ Develop/implement financing plan</li> <li>• Transaction Execution support</li> </ul>  | <b>As Needed</b>   |



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**Walter Lewis – Managing Director, Alabama Public Finance:** Walter D. Lewis joined Piper Jaffray in 2015 as Managing Director in Public Finance in Alabama. After playing football at the University of Alabama and a 2 year stint in the NFL, Mr. Lewis entered the securities industry in 1992 with the Public Finance department of Compass Bank. While at Compass Bank he developed his technical skill in structuring municipal financings in approximately 33 transactions totaling over \$500 Million. In 1996, Mr. Lewis joined Gardner Michael Capital, Inc. as a Senior Vice President responsible for marketing and public finance activities in Mississippi, Florida, and Alabama. Since that point, he has managed over \$17 Billion in municipal underwritings. While at Benchmark Securities from 2012 to 2015, LLC, Mr. Lewis was responsible for \$220,775,000 in sole managed transactions and \$270,220,000 in co-managed transactions. Since joining Piper Jaffray as Managing Director, Mr. Lewis has served as lead banker on 36 Senior/ Sole Managed transactions for a total par amount of \$550,500,000 and as Lead Banker for Piper on 15 Co-Managed transactions for a total par amount of \$1.7 billion. Mr. Lewis has a B.S in Electrical Engineering from the University of Alabama and holds a Municipal Advisor Series 50 License, Municipal Securities Principal Series 53 License, and a Uniform Securities Agent Series 63 License.

**Jonathan McCoy – Vice President:** Mr. McCoy, a Mobile native, joined Piper Jaffray in 2011 and heads the Southeast’s analytics. He provides banking and senior analytical support for an array of clients including states, cities, counties, school districts and other local government issuers. His experience includes debt structure and refunding analysis, cash flow modeling, financial analysis of local governments, project finance and interest rate derivative analysis. Prior to joining Piper, Mr. McCoy gained 2 years’ experience as an analyst in public finance. Mr. McCoy has a Bachelor of Arts degree in Business and Economics from Rhodes College. He holds a General Securities Registered Representatives Series 7 License and Uniform Securities Agent Series 63 License.

**Mary Phillips - Analyst:** Mary Kathryn Phillips is an investment banking analyst in the Memphis, Tennessee office and has been with Piper Jaffray & Co. since June 2017. Phillips’s responsibilities include financial modeling and refunding analysis, market research, bond sale preparation and pricing, as well as other support functions for the Southeast’s senior bankers. Phillips graduated cum laude from the University of Mississippi in May 2017 with a Bachelor of Science degree in Integrated Marketing and Communications and Business Administration.

**Stephen Cavalier – Managing Director/ Head of Municipal Underwriting and Trading:** Mr. Cavalier is a Managing Director of Municipal Underwriting and Trading based in Minneapolis, MN. He is currently a senior underwriter for both negotiated and competitive issues. Mr. Cavalier has over twenty years of experience in the municipal markets. Mr. Cavalier has served as an institutional trader and underwriter throughout his career which began at Gruntal & Co. in San Francisco, CA. He moved to Kemper Securities as a Regional Manager in 1992 and proceeded to join Seattle Northwest Securities as a Senior Institutional Trader before coming to Piper Jaffray in 2003. He graduated from Santa Clara University in 1987 with a BSC in Finance.



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### III. Municipal Bond Sales - Employees

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#### **Provide number of full-time employees dedicated to municipal bond sales.**

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Piper Jaffray maintains a sales force of 106 full time individuals plus 28 traders and 9 underwriters in 22 different offices. Below is a more detailed description of our underwriting, distribution, and sales capabilities.

#### **UNDERWRITING DISTRIBUTION OVERVIEW**

- One of the nation’s largest institutional sales forces, covering large, mid-market and small institutions;
- A comprehensive retail distribution network including deep relationships of asset managers and registered investment advisors; and
- The capital and willingness to underwrite unsold balances.

Piper Jaffray’s marketing and sales approach for every transaction we underwrite is to place bonds in the hands of investors at the lowest interest cost. Obtaining the lowest interest rates for our clients is a function of identifying the active buyers of each type of security and maturity offered to target the widest universe of investors possible. Piper Jaffray’s industry leading national distribution network reaches both institutional and retail accounts across the country, ensuring the County’s financings are effectively marketed to a deep investor audience and our underwriters are able to price bonds aggressively and achieve the lowest cost of financing.

Piper Jaffray consistently ranks as one of the nation’s leading municipal underwriters in terms of number of issues brought to market, having senior managed over 4,048 municipal bond offerings from 2014 - 2018 representing more than \$85 billion in par value. Our regionally based team of 9 underwriters, with desks in Minneapolis, New York, Portland and San Francisco, are in the market every day participating in transactions from under \$1 million to over \$1 billion, both negotiated and competitive, in every market sector. As a result, Piper Jaffray is able to provide our issuer clients up-to-the moment, regionally and sector focused, insight to market trends. In addition to our extensive underwriting capabilities, the firm maintains trading desks in Baltimore, Charlotte, Chicago, El Segundo, Lincoln, Milwaukee, Minneapolis, New York, Red Bank and Seattle staffed with a total of 28 traders. Our geographically oriented trading desks provide excellent access to the primary and secondary bond market within the regions we serve. The traders are responsible for assuring that we have an adequate supply of bonds to meet the needs of our investor clients as well as maintaining a secondary market for the bonds of each of our issuing clients.

As Piper Jaffray prices over 400 new long-term issues each year and perennially ranks in the top ten underwriters nationally based on the number of issues sole or senior managed, it is essential to have an effective distribution system and be able to adapt to the rapid changes that occur in the market. Piper Jaffray focusses a significant amount of resources on our sales



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orientation and distribution capabilities by doing the following:

- Maintaining deep relationships with traditional buyers;
- Continually expanding coverage of alternative buyers;
- Enhancing our focus on mid-tier money managers and high net worth wrap accounts for retail investors.

## **INSTITUTIONAL INVESTOR SALES CAPABILITY**

Piper Jaffray’s underwriting effort is supported by a 106 member institutional sales force, one of the largest in the industry, located in 22 offices across the U.S., including Minneapolis, Chicago, New York, San Francisco, Kansas City, Denver and St. Louis. Such broad regional coverage allows us to develop deep relationships with accounts unsurpassed by other industry firms. We believe our presence in regional markets is one way we broaden the investor base for the District’s bonds, and is a key competitive advantage of working with Piper Jaffray.

Another competitive advantage of working with Piper Jaffray is our ability to broaden the investor base by reaching not only Tier 1 institutions, but Tier 2 and Tier 3 institutions as well. Piper Jaffray’s dedicated staff of 27 salespeople provides extensive coverage of the top 250 Tier I institutional investors, the largest most recognizable firms that manage multi-billions of dollars in assets. These accounts typically focus on liquidity, more familiar names and larger block sizes (\$1+ million per maturity) and are commonly the focal point of our larger competitors. As Tier 1 accounts often provide anchor orders to help distribute larger transactions, our strong relationships and daily interaction with these buyers ensure maximum exposure for each transaction we underwrite.

While Piper Jaffray recognizes the importance of Tier 1 investors to a transaction, we believe it is equally important to stimulate demand from the more than 3,000 Tier 2 and Tier 3 investors in order to provide balanced distribution and broaden demand to achieve the lowest borrowing cost for the District. Piper Jaffray maintains a complimentary 85 member sales team focused on building strong relationships with Tier 2 and Tier 3 institutional investors, as well as smaller regional institutional investors, community banks, and money management firms serving individual investors (“professional retail”). Piper Jaffray’s middle market sales focus provides a distinct marketing advantage over other members of the underwriting syndicate because the size of our sales force and its deep footprint throughout the U.S. allows us to reach investors not given the same attention by other firms.



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## Sales

The fixed income sales team consists of 106 sales people in 22 locations who specialize in selling municipal bonds to large, national institutional investors. This sales group covers Tier I institutions (defined by Wall Street as top 100 accounts), investment funds of all types, insurance companies, large banks and trust departments, and money managers. The institutional ability of Piper Jaffray to distribute municipal bonds is unsurpassed within our region and exceeds many national firms. Our sales force is among the nation's largest and provides us with the capability to sell a wide variety of taxable and other specialized fixed-income products, in addition to our traditional municipal bond business.

## Trading

Piper Jaffray has 28 traders located in Baltimore, Charlotte, Chicago, El Segundo, Lincoln, Milwaukee, Minneapolis, New York, Red Bank, and Seattle. In 2018, these traders completed 411 negotiated and competitive sole or senior managed municipal bond issues (*Source: Thomson Reuters*). Our traders are committed to making a primary and secondary market in as many municipal securities as possible, including both larger, rated issues and smaller, unrated issues. The traders are responsible for assuring an adequate supply of bonds to meet the needs of our institutional sales forces and our investor clients. The fixed income services group carries an average fixed income daily bond inventory of approximately \$400 million in long- and short-term municipal bonds. This capital commitment to the secondary market varies due to changes to economic conditions and/or investor demand.

## Private Placement Desk

Piper Jaffray also maintains a private placement desk with 2 dedicated placement sales people who manage relationships with over 200 banks and investors interested in private placements and syndicated loans. Our placement team maintains daily communications with these investors, developing extensive knowledge of their criteria and portfolio holdings and providing issuer clients up-to-date knowledge of market conditions. Piper Jaffray's Private Placement team has handled over 1,000 private placements raising over \$13.3 billion in capital since 2012.

## RETAIL DISTRIBUTION EFFORT

Although Piper Jaffray's sales force does not include traditional retail brokers dedicated to individual investors, we do have five sales professionals that cover 2,000 high net worth retail accounts, as well as a dedicated team to cover "professional retail" accounts. To complement our in-house capability, Piper Jaffray maintains a retail redistribution agreement with Charles Schwab & Co., the largest retail firm in the U.S, with an in-house sales force covering 2,000 high net worth individuals through 1,300 Financial Consultants, 7,500 Registered Investment Advisors and \$1.55 trillion in assets under management. As Piper Jaffray's client, you will have



access to Charles Schwab’s network of retail investors. In our view there are 2 types of “retail” investors in the current market environment:

- **“Direct retail”**: individual investors acting through individual brokers that purchase bonds in lots from roughly \$10m to \$500m. Direct Retail investors make up between 1 and 5% of the investor base in today’s municipal market and Direct Retail orders generally do not influence the pricing of a large transaction.
- **“Professional retail”**: institutions acting on behalf of individuals that purchase bonds in lots ranging from \$100m to \$2mm+ (SMA’s, Trust Departments, Private Client Services) Examples include Nuveen SMA, Eaton Vance SMA, Northern Trust, and Franklin PCS. For the right credit, the inclusion of professional retail can be influential in the pricing of a transaction.

### PROFESSIONAL RETAIL SALES CAPABILITY

Recent advancements in technology have changed how bonds are delivered to the end investor. Increased use of privately managed accounts, sometimes called “wrap accounts”, and reduced compensation for retail brokers led to a reduction in bonds sold directly to individual investors by retail brokers in the primary market. Conversely, money flows into bank/trust portfolios, professional money managers and registered investment advisors – all of whom manage funds on behalf of retail investors – have grown substantially. This investor base, often referred to as “professional retail” is a key component of Piper Jaffray’s Tier 1, Tier 2 and Tier 3 coverage described above. Piper Jaffray has a dedicated sales liaison to these accounts reflecting a concerted effort to enhance our coverage of professional retail investors in response to the increasing shift of retail funds. Piper Jaffray focuses heavily on retail wrap accounts and professional money management firms, and some of our most active professional retail accounts are listed below.

|                               |                                 |                                   |
|-------------------------------|---------------------------------|-----------------------------------|
| Boston Company                | Eaton Vance                     | Northern Trust                    |
| Breckenridge Capital Advisors | Franklin PCS                    | Nuveen Asset Management           |
| Buckingham Asset Management   | Goldman Asset Management        | Pimco                             |
| Charles Fish Investments      | J.P. Morgan Investment/Advisors | Payden & Rygel Investment Counsel |
| Columbia Management           | Lord Abbett                     | Wasmer Schroeder & Company Inc.   |
| Dodge & Cox                   | Merrill PPG, Merrill Wrap       | Wells Fargo Private               |

**Additional Retail Distribution Channels:** Piper Jaffray utilizes a wide range of online trading platforms, or Electronic Trading Networks (ETNs), to help market and trade municipal securities in the retail market. We utilize BondDesk Group, MuniCenter, Trade Web, Knight Trading and Bloomberg Trade Book to reach over 100,000 retail brokers. With these platforms, a retail broker can view the inventory of dozens of brokerage firms, not just the firm for which they work. These ETNs create the greatest amount of exposure and demand for a bond issue.



### IV. Alabama Office & Underwriting Experience



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**Does your firm maintain a public finance office or a retail and/or brokerage office in the State of Alabama? If so, please provide the address and phone number for this office and primary contact person.**

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Yes, Piper Jaffray is committed to serving issuers throughout the State of Alabama and maintains a local office at 2100 Southbridge Pkwy, Suite 650, Birmingham, AL 35209. Walter Lewis is the primary contact person at (205) 414-7511 or [walter.d.lewis@pjc.com](mailto:walter.d.lewis@pjc.com).



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## V. Experience – GO & Public Building Authority Case Studies

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**Provide no more than three (3) case studies which describe the experience of your assigned professionals with general obligation and public building authority transactions.**

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Since January 2013, Piper Jaffray has served as underwriter or placement agent on 61 transactions in the State of Alabama with a total par amount of over \$2.6 Billion. This experience includes 47 senior or sole managed transactions (total par amount of \$1 Billion). This also includes serving as Co-Manager on 14 transactions. (total par amount of \$1.6 Billion). A complete list of Piper’s Alabama experience since January 2013 is in Appendix A. Piper is intimately familiar with the buyers of Alabama municipal bonds and has the experience to provide the lowest cost of capital and solid execution.

**City of Tuscaloosa Series 2016-B General Obligation Warrant (\$32,750,000)** - Piper Jaffray served as Placement Agent for the City of Tuscaloosa on its \$32,750,000 Series 2016-B General Obligation Warrant, a refunding which generated approximately \$3.3 million in net present value savings or 12% of the par refunded. Prior to marketing and subsequently placing the Warrant, Piper Jaffray as underwriter guided the City through the entire process of preparing the warrants for sale. Piper assisted the City in preparation of financing documents and an official statement as well as the facilitation of two rating agency presentations and discussions.

After the national election on November 8th, 2016 bond markets were in disarray and the equity markets rallied as market participants digested the unexpected results and their potential impact on economic and business conditions for the future. As investors poured into equities, bond prices began to fall and interest rates increased dramatically over the course of several weeks. Throughout the weeks of extreme volatility, deals that did price were characterized by wide credit spreads at the onset of pricing and were subject to swings of 5 to 10 bps pricing adjustments based on buyer participation. Underwriters were forced to start cheap and tighten where possible after marketing.

During the initial period of the market volatility described above, the City’s pricing changed drastically due to the unexpected 2016 election results and the estimated savings deteriorated overnight. Prior to pricing the public offering, Piper Jaffray changed gears and was able to find a direct lender who provided a competitive rate and allowed the City to achieve significant refunding savings in line with expectations prior to the market shift. This flexibility and expertise demonstrates Piper Jaffray’s ability and commitment to serve its underwriting and placement clients to achieve the optimal financing terms available.

**Shelby County Public Building Authority Series 2019 Building Revenue Warrants (DHR Project) (\$4,895,000)** – Piper Jaffray served as Underwriter for the Shelby County Public Building Authority on its \$4,895,000 Building Revenue Warrants (DHR Project) in May 2019. The Warrants were issued to fund the construction of an office and administration building for the Shelby County branch of the Alabama Department of Human Resources. The project cost of about \$5.1 million included the construction of the building, as well as new equipment and installation costs and the costs of various professional services.



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Piper Jaffray received \$6,890,000 in orders for the \$4,895,000 issue and achieved an all in true interest rate of 3.147%. Piper Jaffray worked with the State Department of Human Resources and the local members of the Public Building Authority, along with the other deal team members, to complete the financing successfully.

**City of Gadsden, Alabama Series 2017 General Obligation Warrants (\$20,615,000)** – Piper Jaffray served as Underwriter for the City of Gadsden, Alabama’s issuance of its Series 2017 General Obligation Warrants in November 2017. The City issued the Warrants in order to fund various improvements throughout the City. The Warrants were structured to wrap around the City’s existing debt service and keep the term short within 2030.

The City was interested in exploring shorter call features to provide additional flexibility and Piper Jaffray was able to assist the City in valuing the difference between a 7 year call and a 10 year call. The City ultimately chose to issue the Warrants with a 10 year call, but the City retained the option right up until pricing day to make that choice. Additionally, in order to generate the maximum amount of interest in the Warrants, Piper Jaffray structured certain maturities with bifurcated coupons (2% and 5%) and (3% and 5%). This allowed the City to achieve the lowest interest cost available in the market at the time of pricing of 2.82%.



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## VI. Litigation

**Discuss any pending or threatened investigations or litigation by any private or public entity or any lapse or other deficiency in insurance coverage or professional licensure which may impact your firm’s ability to serve as underwriter.**

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No members of the assigned team are the subject of any litigation, investigations or any enforcement or disciplinary actions or any pending controversies or other situations which would damage such person’s or the firm’s professional standing. Piper Jaffray has no reason to believe that current and past regulatory matters or litigation will affect in any way Piper's ability to provide any of the services contemplated by this Request for Qualifications.

## VII. Political Contributions

**Has any municipal finance professional or associated person within your firm made or directed any political contributions, provided things of value, or provided financial advice to the extent it would be disqualified, under current laws, rules, and regulations, from acting as underwriter of the bonds?**

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None of the municipal finance professionals or associated people from Piper Jaffray have directed any political contributions, provided things of value or provided financial advice to the extent it would be disqualify us from underwriting the bonds.

## VIII. Additional Information

**Please provide any other information the County should consider when assessing your firm’s ability to serve as underwriter.**

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Piper Jaffray is uniquely suited to serve the County as Sole Book-Running Manager for the Warrants. If not chosen as Sole Manager, we would be honored to serve the County in a capacity determined by the County. Piper Jaffray is a leading middle market investment bank with a vast amount of expertise in Public Finance both nationally, in the Southeast, and in the State of Alabama specifically. Piper Jaffray’s banking team is composed of seasoned investments bankers with local expertise supported by a national underwriting platform. Piper is nimble and specialized enough to tailor its services to the needs of its local clients while simultaneously providing the capital base and national distribution network necessary to sole manage large and small transactions across a variety of credit types and geographic sectors.

We have provided below a summary of Piper Jaffray’s experience on General Obligation issues and Public Building Authority or conduit issuer transactions.

### National General Obligation and Local Authority Underwriting Experience

Since January 2016, Piper Jaffray has served as Underwriter on 2,207 General Obligation transactions for a total par amount of \$101 Billion including private placements, negotiated offerings, or competitive offerings. This experience includes 1,590 transactions as Senior or Sole Manager with a total par amount of \$47.8 Billion and 437 transactions as Co-Manager for a total par amount of \$53.2 Billion. Of the total 2,027 deals, 1,453 were negotiated



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offerings. Lastly, since 2016 Piper Jaffray has served as Underwriter on 436 transactions with a total par amount of \$22.9 Billion for issues that were Local Authority's, like the Public Building Authority of Baldwin County

A complete list of Piper Jaffray's General Obligation experience since January 2016 can be found in Appendix B. This extensive sampling of our underwriting experience demonstrates that we have the market penetration and experience to underwrite the County's warrants, reach a broad range of investors, and achieve the lowest cost of capital available in the marketplace.

### **Additional Piper Jaffray Case Study – Washington South Correctional Entity Facility Public Development Authority, \$50,385,000 Refunding Bonds, Series 2019**

The South Correctional Entity ("SCORE") Facility Public Development Authority was formed for the purpose of issuing bonds to finance the South Correctional Entity Facility located in southern King County, WA and operated by SCORE, a governmental administrative agency formed via an interlocal agreement. The facility has a capacity to hold 802 inmates.

Piper Jaffray served as Sole Managing Underwriter for the Authority on its issuance of the 2019 Refunding Bonds which refunded all of the outstanding 2009 bonds. SCORE's bonds are secured by the full faith and credit pledge of each of the owner cities, all of which are rated in the "AA" category by both Moody's and S&P – hence SCORE's rating of Aa2/AA+.

The bonds priced during the week of November 11 which marked one of the largest weekly issuances this year. Piper initially marketed the bonds with considerably aggressive rates compared to similar pricings around the same time despite the heavy issuance. Notwithstanding the strong underlying full faith and credit of the owner cities, Piper's marketing feedback revealed a negative sentiment in the market around jail/correctional credits. Despite those factors, Piper Jaffray offered to purchase the bonds at yields which generated \$11.1 million in NPV Savings (or 15.5% of the par refunded) by taking 54% of the bonds into inventory at the agreed upon remarketed levels. The financing resulted in a True Interest Cost of 2.68%.

This transaction demonstrates Piper Jaffray's ability to market bonds for conduit issuers in any market environment and also use our capital to achieve successful results for our clients.

# Appendix A

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**PJC Alabama Underwriting Experience Since January 2013**

| Sale Date  | Amount      | Issuer                                    | Description   | Role   | Sale Type    |
|------------|-------------|---|---|--------|--------------|
| 11/5/2019  | 336,380,000 | Birmingham Water Works Board              | Series 2019 Senior Water Revenue Bonds                        | Senior | Negotiated   |
| 10/2/2019  | 2,940,000   | Pickens County Water Authority            | Series 2019 Water Revenue Refunding Bonds                     | Sole   | Negotiated   |
| 5/16/2019  | 9,515,000   | City of Daphne                            | Series 2019 General Obligation Warrants                       | Sole   | Negotiated   |
| 5/15/2019  | 4,895,000   | Shelby County PBA                         | Series 2019 Building Revenue Warrants                         | Sole   | Negotiated   |
| 12/27/2018 | 3,470,000   | Bullock County PBA                        | Series 2018 Building Revenue Warrants                         | Sole   | Negotiated   |
| 12/27/2018 | 5,500,000   | Etowah Sports Complex Authority           | Series 2018 Special Tax Bonds                                 | Sole   | Priv. Place. |
| 10/24/2018 | 86,815,000  | Birmingham Water Works Board              | Senior Water Revenue Bonds, Series 2018                       | Senior | Negotiated   |
| 8/1/2018   | 4,590,000   | Electric Board of Guntersville            | Electric Revenue Bond, Series 2018                            | Sole   | Priv. Place. |
| 5/23/2018  | 26,815,000  | Jefferson County                          | Series 2018-B GO Warrants                                     | Co-Mgr | Negotiated   |
| 5/23/2018  | 111,360,000 | Jefferson County                          | Series 2018-A GO Warrants                                     | Co-Mgr | Negotiated   |
| 12/19/2017 | 675,000     | City of Center Point                      | Series 2017-B General Obligation Warrants (Federally Taxable) | Sole   | Negotiated   |
| 12/19/2017 | 1,430,000   | City of Center Point                      | Series 2017-A General Obligation Warrants                     | Sole   | Negotiated   |
| 12/19/2017 | 27,455,000  | City of Bessemer                          | Series 2017 Water Revenue Warrants                            | Sole   | Negotiated   |
| 12/18/2017 | 30,610,000  | Gadsden Water Works & Sewer Board         | Series 2017 Water & Sewer Revenue Bonds                       | Sole   | Negotiated   |
| 12/12/2017 | 37,465,000  | Mobile County                             | Series 2017 General Obligation Warrants                       | Co-Mgr | Negotiated   |
| 11/21/2017 | 20,615,000  | City of Gadsden                           | Series 2017-B General Obligation Warrants                     | Sole   | Negotiated   |
| 10/26/2017 | 48,710,000  | Bessemer GUSC                             | Series 2017 Water Supply Revenue Bonds                        | Sole   | Negotiated   |
| 9/13/2017  | 12,195,000  | City of Sylacauga                         | Series 2107-A and 2017-B GO Warrants                          | Sole   | Negotiated   |
| 8/2/2017   | 2,445,000   | City of Brewton                           | Series 2017A General Obligation Warrants (Taxable)            | Sole   | Negotiated   |
| 8/2/2017   | 685,000     | City of Brewton                           | Series 2017B General Obligation Gas Revenue Warrants          | Sole   | Negotiated   |
| 7/13/2017  | 338,925,000 | Jefferson County                          | Series 2017 Limited Obligation Warrants                       | Co-Mgr | Negotiated   |
| 6/20/2017  | 556,620,000 | AL Federal Aid Highway Fin. Auth.         | Series 2017-A and 2017-B Special Obligation Rev. Bonds        | Co-Mgr | Negotiated   |
| 2/22/2017  | 6,505,000   | Russell County Public Building Authority  | Series 2017 Revenue Warrants                                  | Sole   | Priv. Place. |
| 12/22/2016 | 32,750,000  | City of Tuscaloosa                        | Series 2016 General Obligation Warrant                        | Sole   | Priv. Place. |
| 12/13/2016 | 152,130,000 | Tuscaloosa City Board of Education        | Series 2016 School Tax Warrants                               | Senior | Negotiated   |
| 12/12/2016 | 735,000     | City of East Brewton                      | General Obligation Warrants                                   | Sole   | Negotiated   |
| 11/15/2016 | 236,395,000 | AL Federal Aid Highway Fin. Auth.         | Series 2016-A Special Obligation Revenue Bonds                | Co-Mgr | Negotiated   |
| 11/9/2016  | 2,275,000   | Brewton Water Works Board                 | Series 2016 Water Revenue Bonds                               | Sole   | Negotiated   |
| 10/19/2016 | 15,000      | City of Brewton                           | General Obligation Warrants, Series 2016-B                    | Sole   | Negotiated   |
| 10/19/2016 | 5,640,000   | City of Brewton                           | General Obligation Warrants, Series 2016-A                    | Sole   | Negotiated   |
| 9/14/2016  | 1,525,000   | Town of Butler                            | General Obligation Warrants                                   | Sole   | Negotiated   |
| 8/12/2016  | 8,515,000   | City of Clanton                           | Series 2016 General Obligation Warrants                       | Sole   | Negotiated   |
| 6/28/2016  | 68,615,000  | City of Hoover                            | Series 2016 General Obligation Warrants                       | Co-Mgr | Negotiated   |
| 6/21/2016  | 6,795,000   | Ozark Utilities Board                     | Series 2016 Water and Sewer Revenue Bonds                     | Sole   | Negotiated   |
| 5/19/2016  | 1,965,000   | City of Jemison                           | Series 2016-A Water and Sewer Revenue Warrants                | Sole   | Negotiated   |
| 5/19/2016  | 1,690,000   | City of Jemison Public Building Authority | Series 2016-B Revenue Bonds                                   | Sole   | Negotiated   |
| 5/17/2016  | 6,745,000   | Blount County Water Authority             | Series 2016 Water Revenue Bonds                               | Sole   | Negotiated   |
| 3/7/2016   | 6,640,000   | Cullman County                            | Series 2016 Water Revenue Warrants                            | Sole   | Negotiated   |
| 1/28/2016  | 16,940,000  | City of Cullman                           | Series 2016 General Obligation Warrants                       | Sole   | Negotiated   |
| 12/10/2015 | 280,000     | Conecuh County Public Building Authority  | Series 2015-A Revenue Warrants                                | Sole   | Negotiated   |
| 12/10/2015 | 6,270,000   | Conecuh County Public Building Authority  | Series 2015-B Revenue Warrants                                | Sole   | Negotiated   |
| 9/23/2015  | 26,285,000  | County of Mobile                          | General Obligation Warrants, Series 2015                      | Co-Mgr | Negotiated   |
| 9/2/2015   | 8,320,000   | Cullman County                            | Water Revenue Warrants, Series 2015                           | Sole   | Negotiated   |
| 7/20/2015  | 17,550,000  | City of Sylacauga                         | General Obligation Warrants Series 2015                       | Sole   | Negotiated   |
| 7/8/2015   | 12,730,000  | AltaPointe Health Systems, Inc.           | Tobacco Tax Revenue Bonds, Series 2015-A                      | Sole   | Negotiated   |
| 4/30/2015  | 7,090,000   | Dekalb-Cherokee Counties Gas District     | Gas Rev Bonds, Series 2015-A                                  | Sole   | Negotiated   |
| 4/15/2015  | 270,000     | Conecuh County                            | Taxable GO Refunding Warrants 2015-B                          | Sole   | Negotiated   |
| 4/15/2015  | 1,930,000   | Conecuh County                            | GO Refunding Warrants 2015-A                                  | Sole   | Negotiated   |
| 3/30/2015  | 75,760,000  | Birmingham Water Works Board              | Water Revenue Bonds, Series 2015-B                            | Co-Mgr | Negotiated   |
| 3/30/2015  | 100,205,000 | Birmingham Water Works Board              | Water Revenue Refunding Bonds, Series 2015-A                  | Co-Mgr | Negotiated   |
| 2/26/2015  | 42,110,000  | Utilities Board of the City of Cullman    | Water Rev Bonds (Duck River Reservoir Project), Series 2015   | Senior | Negotiated   |
| 2/9/2015   | 9,260,000   | City of Fultondale                        | GO Ref Warrants, Series 2015                                  | Sole   | Negotiated   |
| 10/22/2014 | 44,980,000  | City of Birmingham                        | GO Ref Bonds, Series 2014A-A                                  | Co-Mgr | Negotiated   |
| 10/22/2014 | 40,610,000  | City of Birmingham                        | GO Ref Warrants, Series 2014-B                                | Co-Mgr | Negotiated   |
| 6/25/2014  | 7,510,000   | City of Gadsden                           | GO School Warrants, Series 2014-B                             | Senior | Negotiated   |
| 6/25/2014  | 2,105,000   | City of Gadsden                           | GO Warrants, Series 2014-C                                    | Senior | Negotiated   |
| 2/26/2014  | 9,850,000   | Cullman Board of Education                | Special Tax School Warrants, Tax-Exempt Series 2014-A         | Co-Mgr | Negotiated   |
| 2/26/2014  | 2,700,000   | Cullman Board of Education                | Special Tax School Warrants, Taxable Series 2014-B            | Co-Mgr | Negotiated   |
| 9/11/2013  | 34,680,000  | Mobile Co Communications District         | Capital Imp Rev Bonds (E-911 Equipment Financing) Series 2013 | Sole   | Priv. Place. |
| 1/29/2013  | 1,635,000   | Gas Board of the City of Fultondale       | Gas Rev Ref Bonds, Series 2013A                               | Sole   | Priv. Place. |
| 1/29/2013  | 1,750,000   | Gas Board of the City of Fultondale       | Taxable Gas Rev Ref Bonds, Series 2013B                       | Sole   | Priv. Place. |

# Appendix B

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Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                            | State | Description                              | Security Type | Bid Type | Piper Role |
|-----------|-----------------|-----------------------------------|-------|--|---------------|----------|------------|
| 11/20/19  | 317             | Oregon                            | OR    | Series 2019 B Hway User Tax Sub Lien     | GO            | NEG      | CO-MGR     |
| 11/20/19  | 289             | Oregon                            | OR    | Series 2019 A Hway User Tax Sub Lien     | GO            | NEG      | CO-MGR     |
| 11/20/19  | 23              | Allegheny Co (Gateway) SD         | PA    | General Obligation Bonds                 | GO            | NEG      | SOLE       |
| 11/20/19  | 163             | Wyandotte (Kansas) USD #500       | KS    | GO Refunding Bonds                       | GO            | NEG      | SOLE       |
| 11/19/19  | 7               | Beatrice City-Nebraska            | NE    | Series 2019 Sales Tx & GO Fire Station   | GO            | NEG      | SOLE       |
| 11/15/19  | 3               | Dakota City-Nebraska              | NE    | Series 2019 GO Various Purpose Bonds     | GO            | NEG      | SOLE       |
| 11/15/19  | 41              | Kendall Co (Boerne) ISD           | TX    | Series 2019 Refunding Bonds              | GO            | NEG      | CO-MGR     |
| 11/15/19  | 34              | Santa Clarita Comm College Dt     | CA    | 2019 Series GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 11/14/19  |                 | Elgin City-Nebraska               | NE    | Series 2019 GO Various Purpose Bonds     | GO            | NEG      | SOLE       |
| 11/14/19  |                 | Friend City-Nebraska              | NE    | Series 2019 Hway Alloc Fund Pledge Ref   | GO            | NEG      | SOLE       |
| 11/14/19  | 113             | Solano Comm College Dt            | CA    | 2019 Series GO Refunding Bonds           | GO            | NEG      | LEAD       |
| 11/13/19  | 1               | Columbus-Kansas                   | KS    | Series 2019 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 11/13/19  | 1               | Dorchester Village-Nebraska       | NE    | Series 2019 GO Water Refunding Bonds     | GO            | NEG      | SOLE       |
| 11/07/19  | 30              | Lane Co (Bethel) SD #52           | OR    | Series 2019 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 11/06/19  | 26              | King Co (Highline) SD #401        | WA    | Series 2019 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 11/06/19  | 1               | Osmond City-Nebraska              | NE    | Series 2019 GO Swimming Pool Bonds       | GO            | NEG      | SOLE       |
| 11/05/19  | 4               | Lubbock Co (Lubbock-Cooper) ISD   | TX    | Series 2019 A Unlimited Tax Refunding    | GO            | NEG      | CO-MGR     |
| 11/05/19  | 4               | Titus Co-Texas                    | TX    | Series 2019 Refunding Bonds              | GO            | NEG      | CO-MGR     |
| 11/05/19  | 30              | Titus Co-Texas                    | TX    | Series 2019 Refunding Bonds              | GO            | NEG      | CO-MGR     |
| 11/01/19  | 1               | Hickman Rural Fire Protect Dt     | NE    | Series 2019 B Fire Station and Refunding | GO            | NEG      | SOLE       |
| 11/01/19  | 10              | Leavensworth Co (Tonganoxie) #464 | KS    | Series 2019 B GO Refunding Bonds         | GO            | PVT      | SOLE       |
| 11/01/19  | 4               | Cloud Co (Concordia) UFSD #333    | KS    | Series 2019 GO Refunding Bonds           | GO            | PVT      | SOLE       |
| 10/31/19  | 95              | Denton Co (Northwest) ISD         | TX    | Series 2019 Unltd Tax Refunding Bonds    | GO            | NEG      | CO-MGR     |
| 10/31/19  |                 | Ponca Hills Fire Dt #9            | NE    | Series 2019 Ltd Oblig Fire Equipment     | GO            | NEG      | SOLE       |
| 10/30/19  | 5               | Plum Borough-Pennsylvania         | PA    | Series B of 2019 General Obligation      | GO            | NEG      | SOLE       |
| 10/30/19  | 20              | Plum Borough-Pennsylvania         | PA    | Series A of 2019 General Obligation      | GO            | NEG      | SOLE       |
| 10/30/19  | 45              | Collin Co (Prosper) ISD           | TX    | Series 2019 A School Building Bonds      | GO            | NEG      | LEAD       |
| 10/30/19  | 12              | Chambers Co (Barbers Hill) ISD    | TX    | Series 2019 School Building Bonds        | GO            | NEG      | LEAD       |
| 10/29/19  | 60              | Chambers Co (Barbers Hill) ISD    | TX    | Series 2019 Refunding Bonds              | GO            | NEG      | CO-MGR     |
| 10/29/19  | 91              | King Co (Northshore) SD #417      | WA    | Series 2019 GO Unlimited Tax Bonds       | GO            | NEG      | SOLE       |
| 10/29/19  | 8               | Verrado Western Overlay CFD       | AZ    | Series 2019 GO Refunding Bonds           | GO            | PVT      | SOLE       |
| 10/25/19  | 3               | Falls City-Nebraska               | NE    | Series 2019 GO Water Bonds               | GO            | NEG      | SOLE       |
| 10/25/19  | 140             | Riverside Comm College Dt         | CA    | 2019 & Series F GO & Refunding Bonds     | GO            | NEG      | SOLE       |
| 10/23/19  | 6               | Johnson (Warrensburg) SD #R-6     | MO    | Series 2019 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 10/23/19  | 7               | Seward Co-Nebraska                | NE    | Series 2019 Limited Tax GO Refunding     | GO            | NEG      | SOLE       |
| 10/22/19  | 180             | Sonoma Co Junior College Dt       | CA    | Series B General Obligation Bonds        | GO            | NEG      | LEAD       |
| 10/22/19  | 125             | University of Kansas Hosp Auth    | KS    | Series 2019 B Health Facilities Revenue  | GO            | NEG      | LEAD       |
| 10/22/19  | 353             | Harris Co (Cypress-Fairbanks) ISD | TX    | Series 2019 A Unltd Tax School Building  | GO            | NEG      | CO-MGR     |
| 10/22/19  | 81              | Sonoma Co Junior College Dt       | CA    | 2019 Series GO Refunding Bonds           | GO            | NEG      | LEAD       |
| 10/18/19  | 12              | Bell Co (Killeen) ISD             | TX    | Series 2019 Refunding Bonds              | GO            | NEG      | SOLE       |
| 10/17/19  | 20              | Saline Co (Crete) PSD #0002       | NE    | Series 2019 B GO Refunding Bonds         | GO            | NEG      | SOLE       |
| 10/17/19  | 9               | Saline Co (Crete) PSD #0002       | NE    | Series 2019 A GO Refunding Bonds         | GO            | NEG      | SOLE       |
| 10/17/19  | 67              | Montgomery Co (Conroe) ISD        | TX    | Series 2019 Refunding Bonds              | GO            | NEG      | LEAD       |
| 10/17/19  | 17              | Montgomery Co (New Caney) ISD     | TX    | Series 2019 Unltd Tax Refunding Bonds    | GO            | NEG      | CO-MGR     |
| 10/17/19  | 4               | Plymouth Town-Connecticut         | CT    | Issue of 2019 GO Refunding Bonds         | GO            | NEG      | SOLE       |
| 10/16/19  | 7               | Bradford Co (Athens) ASD          | PA    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 10/11/19  | 8               | Interboro SD Authority            | PA    | Series of 2019 General Obligation Bonds  | GO            | NEG      | SOLE       |
| 10/11/19  | 1               | Douglas Co Sanit & Imp Dt #573    | NE    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 10/10/19  | 9               | Bethel Park Municipal Authority   | PA    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 10/10/19  | 12              | Oxford Town-Connecticut           | CT    | Issue of 2019 Ser A&B GO & Refunding     | GO            | NEG      | SOLE       |
| 10/10/19  | 10              | Oxford Town-Connecticut           | CT    | Issue of 2019 Ser C GO Refunding Bonds   | GO            | NEG      | SOLE       |
| 10/09/19  | 5               | Collin Co (Anna) ISD              | TX    | Series 2019 A Refunding Bonds            | GO            | NEG      | SOLE       |
| 10/08/19  | 12              | Neosho Co (Chanute) USD #413      | KS    | Series 2019 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 10/08/19  | 176             | Oregon                            | OR    | 2019 Series L,P,Q General Obligation     | GO            | NEG      | CO-MGR     |
| 10/08/19  | 191             | Oregon                            | OR    | 2019 Series K,M,N,O General Obligation   | GO            | NEG      | CO-MGR     |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                                    | State | Description                                 | Security Type | Bid Type | Piper Role |
|-----------|-----------------|---|-------|---|---------------|----------|------------|
| 10/08/19  | 67              | Long Beach Comm College Dt                | CA    | 2019 Series H GO Refunding Bonds            | GO            | NEG      | LEAD       |
| 10/08/19  | 130             | Long Beach Comm College Dt                | CA    | 2019 Series C General Obligation Bonds      | GO            | NEG      | LEAD       |
| 10/04/19  | 13              | Blair Co (Spring Cove) SD                 | PA    | Series A & B of 2019 GO Refunding Bonds     | GO            | NEG      | SOLE       |
| 10/04/19  | 3               | Somerset Co (Meyersdale) ASD              | PA    | Series 2019 General Obligation Bonds        | GO            | NEG      | SOLE       |
| 10/03/19  | 36              | Imperial Community College Dt             | CA    | 2019 Series GO Refunding Bonds              | GO            | NEG      | SOLE       |
| 10/02/19  | 3               | Sedgwick Co (Maize) USD #266              | KS    | Series 2019-B General Obligation Bonds      | GO            | NEG      | SOLE       |
| 10/02/19  | 108             | Sedgwick Co (Maize) USD #266              | KS    | Series 2019-A General Obligation Bonds      | GO            | NEG      | SOLE       |
| 10/02/19  | 4               | Buffalo Co (Pleasanton) SD #105           | NE    | Series 2019 GO Refunding Bonds              | GO            | NEG      | SOLE       |
| 10/01/19  | 5               | Dickinson (Abilene) USD #435              | KS    | Series 2019 GO Refunding Bonds              | GO            | NEG      | SOLE       |
| 10/01/19  | 1               | Hartington Rural Fire Protection Dt       | NE    | Series 2019 Ltd Oblig Fire Station Ref      | GO            | NEG      | SOLE       |
| 09/27/19  | 52              | Leavensworth Co (Tonganoxie) #464         | KS    | Series 2019-A GO Refunding &                | GO            | NEG      | SOLE       |
| 09/26/19  | 2               | Fairview City-Oregon                      | OR    | Series 2019 B Full Faith & Credit Fin Notes | GO            | PVT      | SOLE       |
| 09/26/19  | 2               | Connecticut Regional SD #10               | CT    | Series 2019 GO Refunding Bonds              | GO            | NEG      | SOLE       |
| 09/26/19  | 6               | Neosho Co (Erie) USD #101                 | KS    | Series 2019 GO Refunding Bonds              | GO            | NEG      | SOLE       |
| 09/25/19  | 10              | Butler Co (Augusta) USD #402              | KS    | Series 2019 GO Refunding Bonds              | GO            | NEG      | SOLE       |
| 09/25/19  | 2               | Cedar Co-Nebraska                         | NE    | Series 2019 Highway Alloc Fund Pledge       | GO            | NEG      | SOLE       |
| 09/25/19  | 1               | Lyman Village-Nebraska                    | NE    | Series 2019 GO Water Refunding Bonds        | GO            | NEG      | SOLE       |
| 09/24/19  | 40              | Collin Co (Melissa) ISD                   | TX    | Series 2019 Unltd Tax School Building       | GO            | NEG      | CO-MGR     |
| 09/24/19  | 15              | Sedgwick Co (Valley Ctr) USD #262         | KS    | Series 2019 GO Refunding Bonds              | GO            | NEG      | SOLE       |
| 09/24/19  | 3               | Williamsburg City-Iowa                    | IA    | Series 2019 GO Refunding Bonds              | GO            | NEG      | SOLE       |
| 09/20/19  | 8               | Marley Park Comm Facs Dt                  | AZ    | Series 2019 General Obligation Bonds        | GO            | NEG      | SOLE       |
| 09/19/19  | 6               | West Mifflin Boro-Pennsylvania            | PA    | Series of 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 09/18/19  | 1               | Otoe Co (Palmyra) SD #501                 | NE    | Series 2019 Ltd Tax Obligation School       | GO            | NEG      | SOLE       |
| 09/18/19  | 2               | Saguao Springs CFD                        | AZ    | Series 2019 General Obligation Bonds        | GO            | NEG      | SOLE       |
| 09/18/19  | 29              | Skagit Co Public Hospital Dt #1           | WA    | Series 2019 Unltd Tax GO Bonds              | GO            | PVT      | SOLE       |
| 09/17/19  | 35              | Harris Co (Deer Park) ISD                 | TX    | Series 2019 School Building Bonds           | GO            | NEG      | LEAD       |
| 09/17/19  | 1               | Polk Co (Dallas) SD #2                    | OR    | Series 2019                                 | GO            | PVT      | SOLE       |
| 09/17/19  | 18              | Cabrillo Comm College Dt                  | CA    | 2019 Series B GO Refunding Bonds            | GO            | NEG      | SOLE       |
| 09/17/19  | 41              | Cabrillo Comm College Dt                  | CA    | 2019 Series A GO Refunding Bonds            | GO            | NEG      | SOLE       |
| 09/13/19  | 2               | Central Cass Co Fire Protect Dt           | MO    | Series 2019 General Obligation Bonds        | GO            | PVT      | SOLE       |
| 09/13/19  | 11              | Dickinson Co (Herington) SD #487          | KS    | Series 2019 GO Refunding Bonds              | GO            | NEG      | SOLE       |
| 09/12/19  | 5               | Clark Co (Camas) SD #117                  | WA    | Series 2019 Ltd General Obligation Bonds    | GO            | PVT      | SOLE       |
| 09/12/19  | 35              | Multnomah Co (Parkrose) SD #3             | OR    | Series 2019 GO Refunding Bonds              | GO            | NEG      | SOLE       |
| 09/12/19  | 104             | Fresno Co USD                             | CA    | 2019 Series GO Refunding Bonds              | GO            | NEG      | CO-MGR     |
| 09/11/19  | 5               | Hillsboro City-Kansas                     | KS    | Series B 2019 GO Refunding Bonds            | GO            | NEG      | SOLE       |
| 09/11/19  | 25              | Maricopa Co (Creighton) ESD #14           | AZ    | Series B (2019) School Improvement          | GO            | NEG      | SOLE       |
| 09/11/19  | 85              | Dallas Co (Mesquite) ISD                  | TX    | Series 2019 School Building Bonds           | GO            | NEG      | CO-MGR     |
| 09/11/19  | 2               | Henry Co (Winfield-Mt Union) CSD          | IA    | Series 2019 GO School Capital Loan          | GO            | PVT      | SOLE       |
| 09/10/19  | 6               | Arnolds Park City-Iowa                    | IA    | Series 2019 GO Capital Loan Notes           | GO            | NEG      | SOLE       |
| 09/10/19  | 55              | Austin City-Texas                         | TX    | Series 2019 Pub Imp Bonds & Certs of        | GO            | NEG      | CO-MGR     |
| 09/10/19  | 177             | Austin City-Texas                         | TX    | Series 2019 Pub Imp & Ref & Certs of        | GO            | NEG      | CO-MGR     |
| 09/10/19  | 69              | San Jose-Evergreen Comm Coll Dt           | CA    | 2019 Series GO Refunding Bonds              | GO            | NEG      | SOLE       |
| 09/06/19  | 8               | Snyder Co (Selinsgrove) ASD               | PA    | Series C of 2019 General Obligation         | GO            | NEG      | SOLE       |
| 09/06/19  | 1               | Kenesaw Village-Nebraska                  | NE    | Series 2019 GO Paving Bonds                 | GO            | NEG      | SOLE       |
| 09/05/19  | 8               | Leavenworth Co (Basehor-Linwood) USD #458 | KS    | Series 2019 GO Refunding Bonds              | GO            | PVT      | SOLE       |
| 09/05/19  | 98              | Ohlone Community College Dt               | CA    | 2019 Series GO Refunding Bonds              | GO            | NEG      | SOLE       |
| 09/05/19  | 82              | California                                | CA    | Various Purpose GO Bonds                    | GO            | NEG      | CO-MGR     |
| 09/05/19  | 2324            | California                                | CA    | Various Purpose GO & Ref Bonds              | GO            | NEG      | CO-MGR     |
| 08/29/19  | 2               | Briscoe Co (Silverton) ISD                | TX    | Series 2019 Unltd Tax School Building       | GO            | NEG      | SOLE       |
| 08/29/19  | 11              | Corcoran Hospital Dt                      | CA    | Series 2019 GO Refunding Bonds              | GO            | PVT      | SOLE       |
| 08/28/19  | 93              | Indiana Co (Armstrong) SD                 | PA    | Series A & B of 2019 GO Refunding Bonds     | GO            | NEG      | SOLE       |
| 08/28/19  | 1               | Grant Co (Dayville) SD #16J               | OR    | Series 2019 General Obligation Bonds        | GO            | PVT      | SOLE       |
| 08/28/19  | 2               | Orland Park Village-Illinois              | IL    | Series 2019 GO Refunding Bonds              | GO            | PVT      | SOLE       |
| 08/28/19  | 4               | West Sacramento City-California           | CA    | Series 2019 Special Tax Bonds               | GO            | NEG      | SOLE       |
| 08/27/19  | 2               | Shasta Co (Black Butte) UESD              | CA    | Series 2019 B General Obligation Bonds      | GO            | NEG      | SOLE       |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                               | State | Description                              | Security Type | Bid Type | Piper Role |
|-----------|-----------------|--------------------------------------|-------|--|---------------|----------|------------|
| 08/22/19  | 5               | Ohio Twp-Pennsylvania                | PA    | Series of 2019 GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 08/21/19  | 57              | Rancho-Santiago Comm College Dt      | CA    | 2019 Series C General Obligation Bonds   | GO            | NEG      | SOLE       |
| 08/20/19  | 5               | Clackamas Co (West Linn) SD #3JT     | OR    | Series 2019 General Obligation Bonds     | GO            | PVT      | SOLE       |
| 08/19/19  | 70              | Jefferson Co (Nederland) ISD         | TX    | Series 2019 Untd Tx School Building      | GO            | NEG      | CO-MGR     |
| 08/16/19  | 12              | Derby City-Connecticut               | CT    | Issue of 2019 Ser B General Obligation   | GO            | NEG      | SOLE       |
| 08/16/19  | 11              | Derby City-Connecticut               | CT    | Issue of 2019 Ser A General Obligation   | GO            | NEG      | SOLE       |
| 08/15/19  | 3               | Northeast Bradford SD                | PA    | Series of 2019 General Obligation Bonds  | GO            | NEG      | SOLE       |
| 08/15/19  | 7               | Snyder Co (Selinsgrove) ASD          | PA    | Series A & B of 2019 General Obligation  | GO            | NEG      | SOLE       |
| 08/15/19  | 2               | Clackamas Co (Oregon City) SD #62    | OR    | Series 2019 Full Faith and Credit        | GO            | PVT      | SOLE       |
| 08/14/19  | 4               | Whatcom Co (Mount Baker) SD #507     | WA    | Serues 2019 Ltd General Obligation       | GO            | PVT      | SOLE       |
| 08/14/19  | 63              | Alameda USD                          | CA    | Series C General Obligation Bonds        | GO            | NEG      | CO-MGR     |
| 08/14/19  | 3               | Williamsburg City-Iowa               | IA    | Series 2019 GO Corporate Purpose Bonds   | GO            | NEG      | SOLE       |
| 08/13/19  | 34              | Collin Co (Community) ISD            | TX    | Series 2019 School Building Bonds        | GO            | NEG      | CO-MGR     |
| 08/13/19  | 18              | Yamhill Co (Dayton) SD #8            | OR    | Series 2019 GO & Refunding Bonds         | GO            | NEG      | SOLE       |
| 08/08/19  | 9               | Douglas(Winston-Dillard)Sd 116       | OR    | Series 2019 B General Obligation Bonds   | GO            | NEG      | SOLE       |
| 08/08/19  | 7               | Douglas(Winston-Dillard)Sd 116       | OR    | Series 2019 A GO Deferred Interest Bonds | GO            | NEG      | SOLE       |
| 08/08/19  | 1               | Fairfield City-Iowa                  | IA    | Series 2019 GO Capital Loan Notes        | GO            | PVT      | SOLE       |
| 08/07/19  | 3               | Maricopa Co (Fowler) ESD #45         | AZ    | Series D 2019 School Improvement Bonds   | GO            | NEG      | SOLE       |
| 08/07/19  | 98              | Honolulu City & Co-Hawaii            | HI    | Series 2019 I & J General Obligation     | GO            | NEG      | CO-MGR     |
| 08/07/19  | 176             | Honolulu City & Co-Hawaii            | HI    | Series 2019 E General Obligation Bonds   | GO            | NEG      | CO-MGR     |
| 08/07/19  | 265             | Honolulu City & Co-Hawaii            | HI    | Series 2019 C D& G General Obligation    | GO            | NEG      | CO-MGR     |
| 08/07/19  | 85              | Santa Clarita Comm College Dt        | CA    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 08/06/19  | 109             | Galveston Co (Clear Creek) ISD       | TX    | Series 2019 Unltd Tax School Building    | GO            | NEG      | LEAD       |
| 08/06/19  | 4               | Lake Co (North Lake) SD #14          | OR    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 08/01/19  | 73              | Bexar Co (Southwest) ISD             | TX    | Series 2019 Unltd Tax School Building    | GO            | NEG      | CO-MGR     |
| 08/01/19  | 17              | East Lyme Town-Connecticut           | CT    | Issue of 2019 General Obligation Bonds   | GO            | NEG      | SOLE       |
| 08/01/19  | 25              | Tahoe Forest Hospital Dt             | CA    | 2019 Series GO Refunding Bonds           | GO            | NEG      | CO-MGR     |
| 07/31/19  | 13              | Elwood Village-Illinois              | IL    | Series 2019 B GO Refunding Bonds         | GO            | NEG      | SOLE       |
| 07/31/19  | 2               | Elwood Village-Illinois              | IL    | Series 2019 A GO Refunding Bonds         | GO            | NEG      | SOLE       |
| 07/31/19  | 29              | Collin Co (McKinney) ISD             | TX    | Series 2019 School Building & Refunding  | GO            | NEG      | LEAD       |
| 07/30/19  | 4               | Imperial Co (El Centro) ESD          | CA    | Series B General Obligation Bonds        | GO            | NEG      | SOLE       |
| 07/30/19  | 178             | Bexar Co (Northside) ISD             | TX    | Series 2019 A Unltd Tax Refunding Bond   | GO            | NEG      | CO-MGR     |
| 07/30/19  | 18              | Linn Co (Santiam Canyon) SD #129J    | OR    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 07/25/19  | 56              | Bell Co (Killeen) ISD                | TX    | Series 2019 Unltd Tax School Building    | GO            | NEG      | CO-MGR     |
| 07/25/19  | 59              | Bell Co (Killeen) ISD                | TX    | Series 2019 Unltd Tax School Building    | GO            | NEG      | CO-MGR     |
| 07/25/19  | 36              | Collin Co (Celina) ISD               | TX    | Series 2019 Unltd Tax School Building    | GO            | NEG      | LEAD       |
| 07/24/19  | 7               | Lycoming Co (Muncy) SD               | PA    | Series of 2019 General Obligation Bonds  | GO            | NEG      | SOLE       |
| 07/24/19  | 13              | Washington Co (Charleroi) ASD        | PA    | Series of 2019 GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 07/24/19  | 153             | Clark Co (Vancouver) SD #37          | WA    | Series 2019 General Obligation Bonds     | GO            | NEG      | LEAD       |
| 07/23/19  | 4               | Coraopolis Borough-Pennsylvania      | PA    | Series of 2019 General Obligation Bonds  | GO            | NEG      | SOLE       |
| 07/23/19  | 23              | Collin Co (Blue Ridge) ISD           | TX    | Series 2019 School Building Bonds        | GO            | NEG      | LEAD       |
| 07/17/19  | 32              | Guadalupe Co (Seguin) ISD            | TX    | Series 2019 Unltd Tax School Building    | GO            | NEG      | CO-MGR     |
| 07/16/19  | 60              | Harris Co (Goose Creek) CISD         | TX    | Series 2019 A Unltd Tx School Building   | GO            | NEG      | CO-MGR     |
| 07/16/19  | 27              | Flower Mound Town-Texas              | TX    | Series 2019 Certificates of Obligation   | GO            | NEG      | LEAD       |
| 07/16/19  | 6               | White Salmon Valley SD #405-17       | WA    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 07/10/19  | 5               | Darien-Woodridge Fire Prot Dt        | IL    | Series 2019 Ref Fire Protection Notes    | GO            | PVT      | SOLE       |
| 07/10/19  | 1               | Lake Winnebago City-Missouri         | MO    | Series 2019 General Obligation Bonds     | GO            | PVT      | SOLE       |
| 07/10/19  | 59              | Montgomery Co (New Caney) ISD        | TX    | Series 2019 Unltd Tax School Building    | GO            | NEG      | CO-MGR     |
| 07/10/19  | 5               | Whatcom Co (Blaine) SD #503          | WA    | Series 2019 Limited GO Bonds             | GO            | PVT      | SOLE       |
| 07/09/19  | 37              | Denton Co (Lewisville) ISD           | TX    | Series 2019 Unltd Tax School Building    | GO            | NEG      | LEAD       |
| 07/09/19  | 72              | Denton Co (Lewisville) ISD           | TX    | Series 2019 Unltd Tax School Building    | GO            | NEG      | LEAD       |
| 06/28/19  | 5               | Iowa Co (Williamsburg) CSD           | IA    | Series 2019 GO School Capital Loan       | GO            | PVT      | SOLE       |
| 06/27/19  | 3               | Penn Hills Municipality-Pennsylvania | PA    | Series B of 2019 GO Refunding Bonds      | GO            | NEG      | SOLE       |
| 06/27/19  | 4               | Penn Hills Municipality-Pennsylvania | PA    | Series A of 2019 GO Refunding Bonds      | GO            | NEG      | SOLE       |
| 06/27/19  | 72              | King Co (Issaquah) SD #411           | WA    | Series 2019 Unltd Tax GO Bonds           | GO            | NEG      | SOLE       |

## Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                                | State | Description                              | Security Type | Bid Type | Piper Role |
|-----------|-----------------|---------------------------------------|-------|--|---------------|----------|------------|
| 06/26/19  | 13              | Roseville City-California             | CA    | Series 2019 Special Tax Bonds            | GO            | NEG      | SOLE       |
| 06/25/19  | 14              | Ada Co (Boise City) ISD               | ID    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 06/25/19  | 50              | Ada Co (Boise City) ISD               | ID    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 06/24/19  | 48              | Titus Co (Mount Pleasant) ISD         | TX    | Series 2019 Unltd Tax School Building    | GO            | NEG      | CO-MGR     |
| 06/20/19  | 34              | Rockwall Co (Royse) ISD               | TX    | Series 2019 Unltd Tax School Building    | GO            | NEG      | CO-MGR     |
| 06/20/19  | 7               | North Kingstown Town-Rhode Island     | RI    | 2019 Series A General Obligation Bonds   | GO            | NEG      | SOLE       |
| 06/19/19  | 31              | Williamson Co (Liberty Hill) ISD      | TX    | Series 2019 Refunding Bonds              | GO            | NEG      | LEAD       |
| 06/18/19  | 18              | Brazoria Co (Pearland) ISD            | TX    | Series 2019 A School Building Bonds      | GO            | NEG      | LEAD       |
| 06/18/19  | 9               | South Windsor Town-Connecticut        | CT    | Issuer of 2019 Ser B GO Refunding Bonds  | GO            | NEG      | SOLE       |
| 06/13/19  | 47              | District of Columbia Hsg Fin Agy      | DC    | Series 2019 A MultiFamAssitedLiving Prog | GO            | PVT      | SOLE       |
| 06/13/19  | 191             | Fort Bend Co (Katy) ISD               | TX    | Series 2019 Unltd Tax Sch Bldg Bonds     | GO            | NEG      | LEAD       |
| 06/13/19  | 25              | Orange Co (Placentia-Yorba Linda) USD | CA    | 2019 Series General Obligation Ref Bonds | GO            | NEG      | SOLE       |
| 06/12/19  | 3               | Newport Twp Fire Protection Dt        | IL    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 06/12/19  | 124             | Pierce Co (Bethel) SD #403            | WA    | Series 2019 General Obligation Bonds     | GO            | NEG      | LEAD       |
| 06/07/19  | 5               | Los Angeles Co (Redondo Beach) USD    | CA    | Series D General Obligation Bonds        | GO            | NEG      | SOLE       |
| 06/07/19  | 5               | Allegheny Co (Wilkinsburg Boro) SD    | PA    | Series B of 2019 General Obligation      | GO            | NEG      | SOLE       |
| 06/07/19  | 12              | Los Angeles Co (Redondo Beach) USD    | CA    | 2020 Series GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 06/05/19  | 4               | Tigard-Tualatin SD #23J               | OR    | Series 2019 B GO Refunding Bonds         | GO            | NEG      | LEAD       |
| 06/05/19  | 90              | Tigard-Tualatin SD #23J               | OR    | Series 2019 A General Obligation Bonds   | GO            | NEG      | LEAD       |
| 06/05/19  | 5               | Lafayette-Oregon                      | OR    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 06/05/19  | 4               | Riley Co (Manhattan) USD #383         | KS    | Series 2019 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 06/04/19  | 2               | Tama Co (GMG) CSD                     | IA    | Series 2019 GO School Refunding Bonds    | GO            | NEG      | SOLE       |
| 05/31/19  | 24              | Wisconsin Hlth & Ed Fac Auth (WHEFA)  | WI    | Series 2019 Revenue Bonds                | GO            | PVT      | SOLE       |
| 05/30/19  | 45              | Maricopa Co (Phoenix) UHSD #210       | AZ    | Series B 2019 School Improvement Bonds   | GO            | NEG      | LEAD       |
| 05/29/19  | 150             | North Orange Co Comm College Dt       | CA    | Series B General Obligation Bonds        | GO            | NEG      | CO-MGR     |
| 05/24/19  | 55              | Canyon Co (Vallivue) SD #139          | ID    | Series 2019 A & B GO Sales Tax Guaranty  | GO            | NEG      | SOLE       |
| 05/23/19  | 5               | Bradford Co (Sayre) ASD               | PA    | Series of 2019 General Obligation Notes  | GO            | NEG      | SOLE       |
| 05/23/19  | 46              | Maricopa Co (Deer Valley) USD #97     | AZ    | Series E 2019 School Improvement Bonds   | GO            | NEG      | LEAD       |
| 05/22/19  | 8               | Allegheny Co (Wilkinsburg Boro) SD    | PA    | Series A of 2019 General Obligation      | GO            | NEG      | SOLE       |
| 05/22/19  | 63              | Snohomish Co (Everett) SD #2          | WA    | Series 2019 GO & Refunding Bonds         | GO            | NEG      | CO-MGR     |
| 05/21/19  | 70              | Denton Co (Argyle) ISD                | TX    | Series 2019 Unltd Tax School Building    | GO            | NEG      | CO-MGR     |
| 05/21/19  | 23              | Upshur Co (Gilmer) ISD                | TX    | Series 2019 Unltd Tax School Bldg Bonds  | GO            | NEG      | CO-MGR     |
| 05/16/19  | 10              | Bradford Co (Troy) ASD                | PA    | Series of 2019 General Obligation Bonds  | GO            | NEG      | SOLE       |
| 05/16/19  | 10              | Daphne City-Alabama                   | AL    | Series 2019 GO Ref & Improvement         | GO            | NEG      | SOLE       |
| 05/15/19  | 13              | Allegheny Co (Shaler) ASD             | PA    | Series of 2019 General Obligation Bonds  | GO            | NEG      | SOLE       |
| 05/15/19  | 10              | Collin Co (Richardson) ISD            | TX    | Series 2019 Unltd Tax School Building    | GO            | NEG      | CO-MGR     |
| 05/15/19  | 107             | Collin Co (Richardson) ISD            | TX    | Series 2019 Unltd Tax School Building    | GO            | NEG      | CO-MGR     |
| 05/15/19  | 16              | Kootenai Co (Post Falls) SD #273      | ID    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 05/14/19  | 11              | Solano Co (Dixon) USD                 | CA    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 05/10/19  | 8               | Wayne Co (Western Wayne) SD           | PA    | Series of 2019 General Obligation Bonds  | GO            | NEG      | SOLE       |
| 05/09/19  | 2               | Woodburn City-Oregon                  | OR    | Series 2019 Full Faith&Credit Fin Agree  | GO            | PVT      | SOLE       |
| 05/08/19  | 27              | Stanislaus Co (Modesto) ESD           | CA    | Series A General Obligation Bonds        | GO            | NEG      | CO-MGR     |
| 05/08/19  | 8               | Williamson Co (Leander) ISD           | TX    | Series 2019 C School Building Bonds      | GO            | NEG      | CO-MGR     |
| 05/08/19  | 77              | Williamson Co (Leander) ISD           | TX    | Series 2019 C School Building Bonds      | GO            | NEG      | CO-MGR     |
| 05/07/19  | 9               | Fresno Co (Kerman) USD                | CA    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 05/03/19  | 13              | Douglas Co (Eastmont) SD #206         | WA    | Series 2019 Ltd General Obligation Bonds | GO            | NEG      | SOLE       |
| 05/03/19  | 65              | Lower Kennebec Region Sch Unit #1     | ME    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 05/01/19  | 9               | Bradford Co (Wyalusing) ASD           | PA    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 05/01/19  | 135             | El Paso Co (Socorro) ISD              | TX    | Series 2019 School Building Bonds        | GO            | NEG      | LEAD       |
| 05/01/19  | 71              | Pierce Co (Peninsula) SD #401         | WA    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 04/30/19  | 1               | Alton City-Iowa                       | IA    | Series 2019 Capital Loan Notes           | GO            | PVT      | SOLE       |
| 04/30/19  | 20              | Iowa Finance Authority                | IA    | 2019 Series C Single Family Mortgage     | GO            | NEG      | CO-MGR     |
| 04/29/19  | 92              | Denton Co (Northwest) ISD             | TX    | Series 2019 Unltd Tax School Building    | GO            | NEG      | CO-MGR     |
| 04/25/19  | 76              | Dallas Co (Coppell) ISD               | TX    | Series 2019 School Building Bonds        | GO            | NEG      | CO-MGR     |
| 04/25/19  | 11              | Johnson Co (Joshua) ISD               | TX    | Series 2019 Unlimited Tax Refunding      | GO            | NEG      | CO-MGR     |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                                 | State | Description                              | Security Type | Bid Type | Piper Role |
|-----------|-----------------|--|-------|--|---------------|----------|------------|
| 04/25/19  | 27              | Round Rock City-Texas                  | TX    | Series 2019 Comb Tax & Ltd Rev Certs of  | GO            | NEG      | CO-MGR     |
| 04/25/19  | 14              | Yakima Co (Sunnyside) SD #201          | WA    | Series 2019 Unlimited Tax GO BONds       | GO            | NEG      | SOLE       |
| 04/24/19  | 7               | North Fayette Twp-Pennsylvania         | PA    | Series of 2019 GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 04/24/19  | 44              | Carrollton City-Texas                  | TX    | Series 2019 GO Improvement & Ref         | GO            | NEG      | LEAD       |
| 04/24/19  | 265             | Collin Co (Frisco) ISD                 | TX    | Series 2019 Unit Tx School Bldg & Ref    | GO            | NEG      | CO-MGR     |
| 04/24/19  | 239             | University of Connecticut              | CT    | 2019 & Ref Series A General Obligation   | GO            | NEG      | LEAD       |
| 04/23/19  | 20              | University of Minnesota Regents        | MN    | Series 2019 C General Obligation Bonds   | GO            | NEG      | CO-MGR     |
| 04/23/19  | 132             | Fort Bend ISD                          | TX    | Series 2019 B Unlimited Tax Refunding    | GO            | NEG      | CO-MGR     |
| 04/23/19  | 155             | University of Minnesota Regents        | MN    | Series 2019 A & B GO & Refunding Bonds   | GO            | NEG      | CO-MGR     |
| 04/23/19  | 21              | Dallas Co (Coppell) ISD                | TX    | Series 2019 A Unlimited Tax Refunding    | GO            | NEG      | CO-MGR     |
| 04/23/19  | 7               | Collin Co (Prosper) ISD                | TX    | Series 2019 Unlimited Tax Refunding      | GO            | NEG      | SOLE       |
| 04/22/19  | 4               | Collin Co (Anna) ISD                   | TX    | Series 2019 Unlimited Tax Refunding      | GO            | NEG      | SOLE       |
| 04/22/19  | 20              | Temple City-Texas                      | TX    | Series 2019 GO Refunding Bonds           | GO            | NEG      | LEAD       |
| 04/18/19  | 10              | Berks Co (Conrad Weiser) ASD           | PA    | Series of 2019 General Obligation Bonds  | GO            | NEG      | SOLE       |
| 04/17/19  | 22              | Mississippi Development Bank           | MS    | Series 2019 Special Obligation BONds     | GO            | NEG      | LEAD       |
| 04/16/19  | 56              | Maricopa Co (Mesa) USD #4              | AZ    | Series A (2019) School Improvement       | GO            | NEG      | CO-MGR     |
| 04/16/19  | 4               | Tehama Co (Red Bluff) UHSD             | CA    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 04/11/19  | 2024            | California                             | CA    | Various Purpose GO & Ref Bonds           | GO            | NEG      | CO-MGR     |
| 04/09/19  | 18              | Multnomah Co (Gresham-Barlow) SD #10JT | OR    | Series 2019 B General Obligation Bonds   | GO            | NEG      | SOLE       |
| 04/09/19  | 32              | Multnomah Co (Gresham-Barlow) SD #10JT | OR    | Series 2019 A GO Deferred Interest Bonds | GO            | NEG      | SOLE       |
| 04/09/19  | 9               | Douglas Co (Reedsport) SD #105         | OR    | Series 2019 GO Refunding Bonds           | GO            | PVT      | SOLE       |
| 04/05/19  | 9               | Hutto City-Texas                       | TX    | Series 2019 B General Obligation Bonds   | GO            | NEG      | LEAD       |
| 04/05/19  | 15              | Hutto City-Texas                       | TX    | Series 2019 A General Obligation Bonds   | GO            | NEG      | LEAD       |
| 04/02/19  | 11              | Gavilan Jt Community College Dt        | CA    | Series A-1 General Obligation Bonds      | GO            | NEG      | SOLE       |
| 04/02/19  | 27              | Gavilan Jt Community College Dt        | CA    | Series A General Obligation Bonds        | GO            | NEG      | SOLE       |
| 04/02/19  | 3               | Pleasant Prairie Vlg-Wisconsin         | WI    | Series 2019 GO promissory Notes          | GO            | NEG      | SOLE       |
| 04/02/19  | 6               | Pleasant Prairie Vlg-Wisconsin         | WI    | Series 2019 GO Promissory Notes          | GO            | NEG      | SOLE       |
| 04/02/19  | 8               | Pleasant Prairie Vlg-Wisconsin         | WI    | Series 2019 GO Promissory Notes          | GO            | NEG      | SOLE       |
| 04/01/19  | 5               | Burlington City-Iowa                   | IA    | Series 2019 A GO Corporate Purpose       | GO            | NEG      | SOLE       |
| 03/29/19  | 96              | Connecticut                            | CT    | 2019 Series A-7 General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 03/29/19  | 8               | Connecticut                            | CT    | 2019 Series A-6 General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 03/29/19  | 15              | Connecticut                            | CT    | 2019 Series A-5 General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 03/29/19  | 153             | Connecticut                            | CT    | 2019 Series A-5 General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 03/29/19  | 2               | Connecticut                            | CT    | 2019 Series A-4 General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 03/29/19  | 33              | Connecticut                            | CT    | 2019 Series A-4 General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 03/29/19  | 68              | Connecticut                            | CT    | 2019 Series A-3 General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 03/29/19  | 317             | Connecticut                            | CT    | 2019 Series A-3 General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 03/29/19  | 7               | Connecticut                            | CT    | 2019 Series A-2 General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 03/29/19  | 95              | Connecticut                            | CT    | 2019 Series A-2 General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 03/29/19  | 49              | Connecticut                            | CT    | 2019 Series A-1 General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 03/29/19  | 159             | Connecticut                            | CT    | 2019 Series A-1 General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 03/28/19  | 39              | Ohlone Community College Dt            | CA    | Series D General Obligation Bonds        | GO            | NEG      | SOLE       |
| 03/28/19  | 5               | Wyandotte Co (Turner) USD #202         | KS    | Series 2019-B General Obligation Bonds   | GO            | NEG      | SOLE       |
| 03/28/19  | 44              | Wyandotte Co (Turner) USD #202         | KS    | Series 2019-A General Obligation Bonds   | GO            | NEG      | SOLE       |
| 03/28/19  | 273             | Travis Co-Texas                        | TX    | Series 2019 A Certificates of Obligation | GO            | NEG      | CO-MGR     |
| 03/28/19  | 12              | Clinton Town-Connecticut               | CT    | Issue of 2019 GO Refunding Bonds         | GO            | NEG      | SOLE       |
| 03/27/19  | 8               | Los Angeles Co (Paramount) USD         | CA    | Series 2019 B GO Capital Appreciation    | GO            | NEG      | CO-MGR     |
| 03/27/19  | 22              | Los Angeles Co (Paramount) USD         | CA    | Series 2019 B General Obligation Bonds   | GO            | NEG      | CO-MGR     |
| 03/26/19  | 49              | Travis Co (Pflugerville) ISD           | TX    | Series 2019 B Unltd Tax School Building  | GO            | NEG      | CO-MGR     |
| 03/26/19  | 38              | Travis Co (Pflugerville) ISD           | TX    | Series 2019 A Unltd Tax School Building  | GO            | NEG      | CO-MGR     |
| 03/26/19  | 137             | Travis Co (Pflugerville) ISD           | TX    | Series 2019 A Unltd Tax School Building  | GO            | NEG      | CO-MGR     |
| 03/26/19  | 150             | West Valley-Mission Comm Coll Dt       | CA    | Series 2019 A General Obligation Bonds   | GO            | NEG      | CO-MGR     |
| 03/21/19  | 9               | Allegheny Co (Keystone Oaks) SD        | PA    | Series A & B of 2019 GO Refunding Bonds  | GO            | NEG      | SOLE       |
| 03/20/19  | 3               | Ventura Co (Moorpark) USD              | CA    | 20149 Series E General Obligation Bonds  | GO            | PVT      | SOLE       |
| 03/19/19  | 10              | San Mateo Co (Portola Valley) SD       | CA    | Series 2019 A General Obligation Bonds   | GO            | NEG      | SOLE       |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                             | State | Description                                 | Security Type | Bid Type | Piper Role |
|-----------|-----------------|------------------------------------|-------|---|---------------|----------|------------|
| 03/19/19  | 176             | Collin Co (Prosper) ISD            | TX    | Series 2019 Unltd Tax School Building       | GO            | NEG      | LEAD       |
| 03/19/19  | 3               | San Mateo Co (Portola Valley) SD   | CA    | 2020 Series GO Refunding Bonds              | GO            | NEG      | SOLE       |
| 03/15/19  | 6               | Redmond City-Oregon                | OR    | Series 2019 C Full Faith & Credit Bonds     | GO            | NEG      | SOLE       |
| 03/15/19  | 3               | Redmond City-Oregon                | OR    | Series 2019 B-2 Full Faith & Credit Bonds   | GO            | NEG      | SOLE       |
| 03/15/19  | 31              | Redmond City-Oregon                | OR    | Series 2019 A & B-1 Full Faith & Credit Ref | GO            | NEG      | SOLE       |
| 03/15/19  | 1               | New London City-Connecticut        | CT    | Issue of 2019 General Obligation Bonds      | GO            | NEG      | SOLE       |
| 03/15/19  | 15              | New London City-Connecticut        | CT    | Issue of 2019 General Obligation Bonds      | GO            | NEG      | SOLE       |
| 03/11/19  | 6               | Kankakee Co Comm Coll Dt #520      | IL    | Series 2019 Debt Certificates               | GO            | PVT      | SOLE       |
| 03/08/19  | 9               | Maricopa Co (Pendergast) ESD #92   | AZ    | Series C (2018) School Improvement          | GO            | NEG      | SOLE       |
| 03/07/19  | 38              | Minnesota Housing Fin Agency       | MN    | 2019 Series C Residential Hsg Finance       | GO            | NEG      | CO-MGR     |
| 03/07/19  | 98              | Minnesota Housing Fin Agency       | MN    | 2019 Series B Residential Hsg Finance       | GO            | NEG      | CO-MGR     |
| 03/07/19  | 8               | Minnesota Housing Fin Agency       | MN    | 2019 Series A Residential Hsg Finance       | GO            | NEG      | CO-MGR     |
| 03/05/19  | 171             | Brazoria Co (Alvin) ISD            | TX    | Series 2019 Unltd Tax Schoolhouse & Ref     | GO            | NEG      | CO-MGR     |
| 02/28/19  | 57              | Chester Co-Pennsylvania            | PA    | Series of 2019 General Obligation Bonds     | GO            | NEG      | LEAD       |
| 02/27/19  | 27              | Williamson Co (Franklin) SSD       | TN    | Series 2019 Ltd Tax School Improvement      | GO            | NEG      | SOLE       |
| 02/26/19  | 53              | Alameda Co (San Leandro) USD       | CA    | Series B-C General Obligation Bonds         | GO            | NEG      | SOLE       |
| 02/26/19  | 3               | York Center Fire Protection Dt     | IL    | Series 2019 General Obligation Bonds        | GO            | PVT      | SOLE       |
| 02/22/19  | 20              | Clatsop Co-Oregon                  | OR    | Series 2019 General Obligation Bonds        | GO            | NEG      | SOLE       |
| 02/18/19  | 1               | Itasca Park Dt                     | IL    | Series 2019 B Debt Certificates             | GO            | PVT      | SOLE       |
| 02/18/19  | 2               | Itasca Park Dt                     | IL    | Series 2019 A GO Limited Tax Park Bonds     | GO            | PVT      | SOLE       |
| 02/15/19  | 2               | Illinois Comm College Dt #518      | IL    | Series 2019 B GO Refunding Comm Coll        | GO            | PVT      | SOLE       |
| 02/15/19  | 1               | Illinois Comm College Dt #518      | IL    | Series 2019 A GO Refunding Bonds            | GO            | NEG      | SOLE       |
| 02/14/19  | 80              | Sierra Joint Comm College Dt       | CA    | Series A General Obligation Bonds           | GO            | NEG      | SOLE       |
| 02/14/19  | 1               | Canyon Co (Middleton) SD #134      | ID    | Series 2019 General Obligation Bonds        | GO            | PVT      | SOLE       |
| 02/14/19  | 9               | Northbrook Park Dt                 | IL    | Series 2019 GO Limited Tax Park Bonds       | GO            | NEG      | SOLE       |
| 02/13/19  | 4               | Wasco Co (Dufur) SD #29            | OR    | Series 2019 General Obligation Bonds        | GO            | NEG      | SOLE       |
| 02/13/19  | 20              | Oregon                             | OR    | 2019 Series C General Obligation Bonds      | GO            | NEG      | CO-MGR     |
| 02/13/19  | 40              | Oregon                             | OR    | 2019 Series B General Obligation Bonds      | GO            | NEG      | CO-MGR     |
| 02/13/19  | 466             | Oregon                             | OR    | 2019 Series A & D General Obligation        | GO            | NEG      | CO-MGR     |
| 02/12/19  | 13              | Marion Co (Woodburn) SD #103       | OR    | Series 2019 Full Faith & Credit & Ref Oblig | GO            | NEG      | SOLE       |
| 02/08/19  | 4               | Greater Round Lake Fire Protect Dt | IL    | Series 2019 General Obligation Bonds        | GO            | NEG      | SOLE       |
| 02/07/19  | 2               | Marion Co (Woodburn) SD #103       | OR    | Series 2019 General Obligation Bonds        | GO            | NEG      | SOLE       |
| 02/07/19  | 30              | Minnesota Housing Fin Agency       | MN    | 2019 Series B Homeownership Finance         | GO            | NEG      | CO-MGR     |
| 02/07/19  | 36              | Minnesota Housing Fin Agency       | MN    | 2019 Series A Homeownership Finance         | GO            | NEG      | CO-MGR     |
| 02/06/19  | 143             | San Jacinto Comm College Dt        | TX    | Series 2019 A & B Ltd Tax GO Building &     | GO            | NEG      | CO-MGR     |
| 02/06/19  | 75              | Brazoria Co (Pearland) ISD         | TX    | Series 2019 Unltd Tax School Building       | GO            | NEG      | LEAD       |
| 02/05/19  | 5               | Kenosha City-Wisconsin             | WI    | Series 2019 A GO Promissory Notes           | GO            | NEG      | SOLE       |
| 02/05/19  | 12              | Bolingbrook Park Dt                | IL    | Series 2019 B GO Parks Bonds                | GO            | NEG      | SOLE       |
| 02/05/19  | 2               | Bolingbrook Park Dt                | IL    | Series 2019 A GO Parks Bonds                | GO            | NEG      | SOLE       |
| 02/05/19  | 34              | Kenosha City-Wisconsin             | WI    | Series 2019 A GO Promissory Notes           | GO            | NEG      | SOLE       |
| 02/05/19  | 9               | Kenosha City-Wisconsin             | WI    | Series 2019 GO Refunding Bonds              | GO            | NEG      | SOLE       |
| 01/31/19  | 4               | Bridgeport City-Connecticut        | CT    | 2019 Series B General Obligation Bonds      | GO            | NEG      | CO-MGR     |
| 01/31/19  | 34              | Bridgeport City-Connecticut        | CT    | 2019 Series A General Obligation Bonds      | GO            | NEG      | CO-MGR     |
| 01/30/19  | 21              | Warrenton-Hammond SD #30           | OR    | Series 2019 B General Obligation Bonds      | GO            | NEG      | SOLE       |
| 01/30/19  | 17              | Warrenton-Hammond SD #30           | OR    | Series 2019 A General Obligation Bonds      | GO            | NEG      | SOLE       |
| 01/30/19  | 241             | El Paso ISD                        | TX    | Series 2019 Unlimited Tax School Bldg       | GO            | NEG      | CO-MGR     |
| 01/29/19  | 98              | Harris Co (Spring) ISD             | TX    | Series 2019 Unlimited Tax School Bldg       | GO            | NEG      | CO-MGR     |
| 01/24/19  | 70              | Marin Comm College Dt              | CA    | Series B General Obligation Bonds           | GO            | NEG      | SOLE       |
| 01/24/19  | 98              | Marin Comm College Dt              | CA    | Series 2019 B-1 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 01/24/19  | 33              | Galveston City-Texas               | TX    | Series 2019 Comb Tax & Rev Certs of         | GO            | NEG      | CO-MGR     |
| 01/24/19  | 49              | Kerr Co (Kerrville) ISD            | TX    | Series 2019 Unltd Tax School Building       | GO            | NEG      | CO-MGR     |
| 01/23/19  | 4               | Merced Co (Loma Prieta) JUESD      | CA    | Series A General Obligation Bonds           | GO            | NEG      | SOLE       |
| 01/23/19  | 250             | Honolulu City & Co-Hawaii          | HI    | Series 2019 A & B General Obligation        | GO            | NEG      | CO-MGR     |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                                | State | Description                              | Security Type | Bid Type | Piper Role |
|-----------|-----------------|---------------------------------------|-------|--|---------------|----------|------------|
| 01/23/19  | 18              | Clatsop Co (Astoria) SD #1C           | OR    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 01/23/19  | 52              | Clatsop Co (Astoria) SD #1C           | OR    | Series 2019 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 01/23/19  | 68              | Dallas ISD                            | TX    | Series 2019 Unlimited Tax Refunding      | GO            | NEG      | CO-MGR     |
| 01/22/19  | 5               | Pflugerville City-Texas               | TX    | Series 2019 Ltd Tx & Comb Tx & Ltd Rev   | GO            | NEG      | CO-MGR     |
| 01/22/19  | 19              | Pflugerville City-Texas               | TX    | Series 2019 Ltd Tx & Comb Tx & Ltd Rev   | GO            | NEG      | CO-MGR     |
| 01/17/19  | 48              | Maricopa Co (Tempe) ESD #3            | AZ    | Series B (2019) School Improvement       | GO            | NEG      | SOLE       |
| 01/17/19  | 46              | Bell Co (Salado) ISD                  | TX    | Series 2019 Unlimited Tax School Bldg    | GO            | NEG      | CO-MGR     |
| 01/17/19  | 260             | Harris Co (Cypress-Fairbanks) ISD     | TX    | Series 2019 Unlimited Tax Refunding      | GO            | NEG      | CO-MGR     |
| 01/17/19  | 21              | Woodland City-California              | CA    | Series 2019 Special Tax Bonds            | GO            | NEG      | SOLE       |
| 01/16/19  | 1               | North Central Educ Svc Dt #171        | WA    | Series 2019 Limited Tax GO Bonds         | GO            | PVT      | SOLE       |
| 01/16/19  | 8               | Sangamon (Rochester) CUSD #3A         | IL    | Series 2019 GO School Refunding Bonds    | GO            | PVT      | SOLE       |
| 01/15/19  | 21              | Tarrant Co (Birdville) ISD            | TX    | Series 2019 Unlimited Tax School Bldg    | GO            | NEG      | CO-MGR     |
| 01/15/19  | 136             | Tarrant Co (Birdville) ISD            | TX    | Series 2019 Unlimited Tax School Bldg    | GO            | NEG      | CO-MGR     |
| 01/15/19  | 93              | Williamson Co (Liberty Hill) ISD      | TX    | Series 2019 Unltd Tax School Building    | GO            | NEG      | CO-MGR     |
| 01/10/19  | 22              | Maricopa Co (Madison) ESD #38         | AZ    | Series C 2019 School Improvement Bonds   | GO            | NEG      | SOLE       |
| 12/21/18  | 9               | Coralville City-Iowa                  | IA    | Series 2018 K General Obligation Bonds   | GO            | PVT      | SOLE       |
| 12/21/18  | 7               | Coralville City-Iowa                  | IA    | Series 2018 J General Obligation Bonds   | GO            | PVT      | SOLE       |
| 12/21/18  | 11              | Coralville City-Iowa                  | IA    | Series 2018 I General Obligation Bonds   | GO            | PVT      | SOLE       |
| 12/21/18  | 12              | Coralville City-Iowa                  | IA    | Series 2018 F-2 General Obligation Bonds | GO            | PVT      | SOLE       |
| 12/21/18  | 3               | Coralville City-Iowa                  | IA    | Series 2018 F-1 General Obligation Bonds | GO            | PVT      | SOLE       |
| 12/20/18  | 10              | Wheeling City-West Virginia           | WV    | Series 2018 Comb Wtrwrks & Sewerage      | GO            | PVT      | SOLE       |
| 12/19/18  | 36              | Grays Harbor Co Pub Hosp Dt #2        | WA    | Series 2018 Limited Tax GO & Refunding   | GO            | NEG      | SOLE       |
| 12/19/18  | 1               | Lake Bluff Park Dt                    | IL    | Series 2018 Refunding Debt Certificates  | GO            | PVT      | SOLE       |
| 12/14/18  | 4               | Coralville City-Iowa                  | IA    | Annual Appro GO Lease Purch COPs         | GO            | PVT      | SOLE       |
| 12/13/18  | 25              | Coralville City-Iowa                  | IA    | Series 2018 E GO Annual Appropriation    | GO            | NEG      | SOLE       |
| 12/13/18  | 6               | Grays Co (Hoquiam) SD #28             | WA    | Series 2018 Unlimited Tax GO Bonds       | GO            | NEG      | SOLE       |
| 12/12/18  | 7               | Lewis Co (Toledo) SD #237             | WA    | Series 2018 Unlimited Tax GO Bonds       | GO            | NEG      | SOLE       |
| 12/12/18  | 40              | Montana Board of Housing              | MT    | 2019 Series A Single Family Program      | GO            | NEG      | CO-MGR     |
| 12/11/18  | 7               | Clackamas Co (Oregon City) SD #62     | OR    | Series 2018 C GO & Refunding Bonds       | GO            | NEG      | SOLE       |
| 12/11/18  | 128             | Clackamas Co (Oregon City) SD #62     | OR    | Series 2018 B GO & Refunding Bonds       | GO            | NEG      | SOLE       |
| 12/11/18  | 22              | Clackamas Co (Oregon City) SD #62     | OR    | Series 2018 A GO & Refunding Bonds       | GO            | NEG      | SOLE       |
| 12/06/18  | 53              | Maricopa Co (Paradise Valley) USD #69 | AZ    | Series D (2018) School Improvement       | GO            | NEG      | SOLE       |
| 12/06/18  | 8               | Tillamook Co-Oregon                   | OR    | Series 2018 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 12/04/18  | 110             | Clackamas (No Clackamas) SD #12       | OR    | Series 2018 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 11/29/18  | 3               | Arlington Heights Park Dt             | IL    | Series 2018 B Ref Debt Certificates      | GO            | PVT      | SOLE       |
| 11/29/18  | 36              | Oregon Education Dt                   | OR    | Series 2018 Full Faith & Credit Pension  | GO            | NEG      | SOLE       |
| 11/29/18  | 1               | Reno Co-Kansas                        | KS    | Series 2018 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 11/28/18  | 1               | Riley Co (Manhattan) USD #383         | KS    | Series 2018 B General Obligation Bonds   | GO            | NEG      | SOLE       |
| 11/28/18  | 130             | Riley Co (Manhattan) USD #383         | KS    | Series 2018 A General Obligation Bonds   | GO            | NEG      | SOLE       |
| 11/28/18  | 95              | Snohomish (Stanwood) SD #401          | WA    | Series 2018 Unlimited Tax GO Bonds       | GO            | NEG      | SOLE       |
| 11/28/18  | 7               | Weston Town-Connecticut               | CT    | Issue of 2018 Ser B GO Refunding Bonds   | GO            | NEG      | SOLE       |
| 11/28/18  | 3               | Weston Town-Connecticut               | CT    | Issue of 2018 Ser A GO Refunding Bonds   | GO            | NEG      | SOLE       |
| 11/27/18  | 102             | King Co Public Hospital Dt #1         | WA    | Series 2018 Ltd Tax GO & Refunding       | GO            | NEG      | SOLE       |
| 11/20/18  | 1               | Niles Park Dt                         | IL    | Series 2018 GO Ltd Park Bonds            | GO            | PVT      | SOLE       |
| 11/15/18  | 7               | Hampton Twp-Pennsylvania              | PA    | Series of 2018 General Obligation Bonds  | GO            | NEG      | SOLE       |
| 11/15/18  | 5               | Arlington Heights Park Dt             | IL    | Series 2018 A GO Limited Tax Park Bonds  | GO            | NEG      | SOLE       |
| 11/15/18  | 3               | Bear Lake Co-Idaho                    | ID    | Series 2018 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 11/15/18  | 4               | Dundee Twp Park Dt                    | IL    | Series 2018 GO Alt Rev Source Ref Pk     | GO            | PVT      | SOLE       |
| 11/14/18  | 2               | Ohio Twp-Pennsylvania                 | PA    | Series of 2018 General Obligation Bonds  | GO            | NEG      | SOLE       |
| 11/14/18  | 1               | Iowa Central Comm College             | IA    | Series 2018-2 GO Plant Fund Capital Loan | GO            | NEG      | SOLE       |
| 11/14/18  | 3               | Hinckley-Big Rock CUSD #429           | IL    | Series 2018 GO Refunding School Bonds    | GO            | PVT      | SOLE       |
| 11/12/18  | 2               | Addison Park Dt                       | IL    | Series 2018 GO Ltd Tax Park Bonds        | GO            | PVT      | SOLE       |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                                    | State | Description                             | Security Type | Bid Type | Piper Role |
|-----------|-----------------|---|-------|---|---------------|----------|------------|
| 11/09/18  | 2               | Johnson Co (Spring Hill) USD #230         | KS    | Series 2018-B GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 11/09/18  | 72              | Johnson Co (Spring Hill) USD #230         | KS    | Series 2018 A General Obligation Bonds  | GO            | NEG      | SOLE       |
| 11/08/18  | 3               | Fairview City-Oregon                      | OR    | Series 2018 Full Faith & Credit Fin     | GO            | PVT      | SOLE       |
| 11/08/18  | 52              | Leavenworth Co (Basehor-Linwood) USD #458 | KS    | Series 2018 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 11/06/18  | 5               | Canyon Co (Parma) Sd 137                  | ID    | Series 2018 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 11/06/18  | 1               | Pleasant Prairie Vlg-Wisconsin            | WI    | Series 2018 GO Promissory Notes         | GO            | NEG      | SOLE       |
| 11/06/18  | 172             | Portland Community College Dt             | OR    | Series 2018 Full Faith & Credit Pension | GO            | NEG      | SOLE       |
| 11/01/18  | 8               | Everett Public Facilities Dt              | WA    | Series 2018 B Limited GO Refunding      | GO            | NEG      | SOLE       |
| 11/01/18  | 12              | Everett Public Facilities Dt              | WA    | Series 2018 A Limited GO Refunding      | GO            | NEG      | SOLE       |
| 10/31/18  | 10              | Naperville Park Dt                        | IL    | Series 2018 B GO Limited Tax Park Bonds | GO            | NEG      | SOLE       |
| 10/31/18  | 1               | Naperville Park Dt                        | IL    | Series 2018 A GO Limited Tax Park Bonds | GO            | NEG      | SOLE       |
| 10/31/18  | 2               | Wilmette Park Dt                          | IL    | Series 2018 A GO Limited Park Bonds     | GO            | PVT      | SOLE       |
| 10/31/18  | 15              | Rockwall ISD                              | TX    | Series 2018 Unltd Tax School Building   | GO            | NEG      | CO-MGR     |
| 10/31/18  | 27              | Rockwall ISD                              | TX    | Series 2018 Unltd Tax School Building   | GO            | NEG      | CO-MGR     |
| 10/30/18  | 1               | Yuba Co (Marysville) JUSD                 | CA    | Series 2018 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 10/30/18  | 12              | Yuba Co (Marysville) JUSD                 | CA    | Series 2018 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 10/30/18  | 9               | Galveston Co (Santa Fe) ISD               | TX    | Series 2018 Unlimited Tax Refunding     | GO            | NEG      | CO-MGR     |
| 10/25/18  | 16              | North Strabane Twp-Pennsylvania           | PA    | Series of 2018 General Obligation Bonds | GO            | NEG      | SOLE       |
| 10/24/18  | 1               | Johnson Co Fire Protection Dt             | MO    | Series 2018 General Obligation Bonds    | GO            | PVT      | SOLE       |
| 10/24/18  | 59              | King Co (Highline) SD #401                | WA    | Series 2018 Unlimited Tax GO Bonds      | GO            | NEG      | SOLE       |
| 10/23/18  | 6               | Johnson (Warrensburg) SD #R-6             | MO    | Series 2018 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 10/18/18  | 189             | Mississippi                               | MS    | Series 2018 A General Obligation Bonds  | GO            | NEG      | LEAD       |
| 10/18/18  | 26              | Chambers Co (Barbers Hill) ISD            | TX    | Series 2018 Unlimited Tax Refunding     | GO            | NEG      | SOLE       |
| 10/17/18  | 5               | Jefferson Co-Illinois                     | IL    | Series 2018 GO Alt Rev Source Ref Bonds | GO            | PVT      | SOLE       |
| 10/16/18  | 4               | Kenosha City-Wisconsin                    | WI    | Series 2018 C GO Promissory Notes       | GO            | NEG      | SOLE       |
| 10/16/18  | 5               | Kenosha City-Wisconsin                    | WI    | Series 2018 GO Promissory Notes         | GO            | NEG      | SOLE       |
| 10/11/18  | 422             | Maricopa Co Spec Health Care Dt           | AZ    | Series C 2018 General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 10/11/18  | 5               | Fresno Co (Kerman) USD                    | CA    | Series 2018 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 10/11/18  | 45              | Grant Co (Moses Lake) SD #161             | WA    | Series 2018 Unlimited Tax GO Bonds      | GO            | NEG      | SOLE       |
| 10/11/18  | 72              | King Co (Kent) SD #415                    | WA    | Series 2018 General Obligation Bonds    | GO            | NEG      | LEAD       |
| 10/03/18  | 110             | Clark Co (Vancouver) SD #37               | WA    | Series 2018 Unlimited Tax GO Bonds      | GO            | NEG      | LEAD       |
| 10/02/18  | 1               | Woodridge Park Dt                         | IL    | Series 2018 Limited Park Bonds          | GO            | PVT      | SOLE       |
| 10/01/18  | 1               | Lockport Twp Park Dt                      | IL    | Series 2018 GO Limited Tax Park Bonds   | GO            | PVT      | SOLE       |
| 09/28/18  | 6               | North Kingstown Town-Rhode Island         | RI    | 2018 Series A GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 09/26/18  | 35              | Collin Co (Melissa) ISD                   | TX    | Series 2018 Unltd Tax School Building   | GO            | NEG      | LEAD       |
| 09/25/18  | 6               | McHenry Co (Huntley) CSD #158             | IL    | Series 2018 GO Refunding School Bonds   | GO            | NEG      | SOLE       |
| 09/21/18  | 5               | Denton Co (Pilot Point) ISD               | TX    | Series 2018 Unlimited Tax Refunding     | GO            | NEG      | SOLE       |
| 09/21/18  | 31              | King Co (Tukwila) SD #406                 | WA    | Series 2018 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 09/18/18  | 4               | Ludlow Town-Massachusetts                 | MA    | Series of 2018 Unltd Tax GO Muni Purp   | GO            | NEG      | SOLE       |
| 09/18/18  | 1               | Thornton Village-Illinois                 | IL    | Series 2018 GO Refunding Bonds          | GO            | PVT      | SOLE       |
| 09/18/18  | 34              | Pasadena City-Texas                       | TX    | Series 2018 Comb Tax & Revenue Certs    | GO            | NEG      | CO-MGR     |
| 09/14/18  | 2               | South Hutchinson City-Kansas              | KS    | Series 2018 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 09/13/18  | 2               | Highpointe Park Metropolitan Dt           | CO    | Series 2018 GO Refunding & Improvement  | GO            | PVT      | SOLE       |
| 09/11/18  | 86              | Oklahoma City Economic Dev Trust          | OK    | Series 2018 Annual Appropriation Bonds  | GO            | NEG      | CO-MGR     |
| 09/10/18  | 46              | Snohomish Co (Everett) SD #2              | WA    | Series 2018 Unlimited Tax GO Bonds      | GO            | NEG      | CO-MGR     |
| 09/06/18  | 56              | Riverside Co (Moreno Valley) USD          | CA    | Series B General Obligation Bonds       | GO            | NEG      | SOLE       |
| 09/05/18  | 10              | Madison (Newman Grove) CSD #13            | NE    | Series 2018 GO School Building Bonds    | GO            | NEG      | SOLE       |
| 09/04/18  | 1               | Rockwall Co (Royse) ISD                   | TX    | Series 2018 Unlimited Tax School Bldg   | GO            | NEG      | CO-MGR     |
| 09/04/18  | 24              | Rockwall Co (Royse) ISD                   | TX    | Series 2018 Unlimited Tax School Bldg   | GO            | NEG      | CO-MGR     |
| 08/30/18  | 7               | North Lincoln Fire & Rescue Dt #1         | OR    | Series 2018 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 08/29/18  | 3               | Port of Alsea-Oregon                      | OR    | Series 2018 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 08/29/18  | 727             | Massachusetts                             | MA    | 2018 of Series E & C GO Consolidated    | GO            | NEG      | CO-MGR     |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                             | State | Description                               | Security Type | Bid Type | Piper Role |
|-----------|-----------------|------------------------------------|-------|---|---------------|----------|------------|
| 08/28/18  | 4               | Maple Valley-Washington            | WA    | Series 2018 Limited Tax GO Bonds          | GO            | NEG      | SOLE       |
| 08/28/18  | 298             | Texas Public Finance Auth (TPFA)   | TX    | Series 2018 GO & Refunding Bonds          | GO            | NEG      | LEAD       |
| 08/27/18  |                 | Ellsworth City-Kansas              | KS    | Series 2018 GO Temporary Notes            | GO            | PVT      | SOLE       |
| 08/24/18  | 3               | Minnesota Tax & Aid Borrow Program | MN    | Series 2018 A Certs of Participation Aid  | GO            | NEG      | SOLE       |
| 08/24/18  | 1               | Baxter Springs City-Kansas         | KS    | Series 2018 General Obligation Bonds      | GO            | NEG      | SOLE       |
| 08/22/18  | 15              | Rockland Co Solid Waste Mgmt Auth  | NY    | Series 2018 A GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 08/21/18  | 4               | Banks Fire Dt #13                  | OR    | Series 2018 General Obligation Bonds      | GO            | NEG      | SOLE       |
| 08/21/18  | 10              | Hartley-Melvin Sanborn CSD         | IA    | Series 2018 GO School Bonds               | GO            | NEG      | SOLE       |
| 08/16/18  | 239             | Connecticut                        | CT    | 2018 Series F GO Refunding Bonds          | GO            | NEG      | CO-MGR     |
| 08/16/18  | 254             | Connecticut                        | CT    | 2018 Series E-4 General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 08/16/18  | 26              | Connecticut                        | CT    | 2018 Series E-3 General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 08/16/18  | 75              | Connecticut                        | CT    | 2018 Series E-2 General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 08/16/18  | 45              | Connecticut                        | CT    | 2018 Series E-1 General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 08/16/18  | 45              | Connecticut                        | CT    | 2018 Series A-2 General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 08/16/18  | 205             | Connecticut                        | CT    | 2018 Series A-1 General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 08/15/18  | 185             | Honolulu City & Co-Hawaii          | HI    | Series 2018 E & F General Obligation      | GO            | NEG      | CO-MGR     |
| 08/15/18  | 5               | Honolulu City & Co-Hawaii          | HI    | Series 2018 C & D General Obligation      | GO            | NEG      | CO-MGR     |
| 08/15/18  | 279             | Honolulu City & Co-Hawaii          | HI    | Series 2018 A & B General Obligation      | GO            | NEG      | CO-MGR     |
| 08/14/18  | 50              | El Camino Community College Dt     | CA    | Series 2018 B General Obligation Bonds    | GO            | NEG      | LEAD       |
| 08/14/18  | 44              | Whatcom Co (Bellingham) SD #501    | WA    | Series 2018 Unlimited Tax GO Bonds        | GO            | NEG      | SOLE       |
| 08/14/18  | 75              | Denton Co ISD                      | TX    | Series 2018 Unltd Tax School Building     | GO            | NEG      | LEAD       |
| 08/14/18  | 325             | Denton Co ISD                      | TX    | Series 2018 Unltd Tax School Building     | GO            | NEG      | LEAD       |
| 08/14/18  | 29              | Lubbock Co (Lubbock-Cooper) ISD    | TX    | Series 2018 Unltd Tax School Building     | GO            | NEG      | LEAD       |
| 08/13/18  | 14              | Scott Co (Pleasant Valley) CSD     | IA    | Series 2018 Infra Sales Svcs & Use Tx     | GO            | PVT      | SOLE       |
| 08/09/18  | 12              | Riverside Co (Beaumont) USD        | CA    | Series E General Obligation Bonds         | GO            | NEG      | SOLE       |
| 08/09/18  | 26              | Riverside Co (Beaumont) USD        | CA    | 2018Series C GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 08/08/18  | 24              | Tualatin City-Oregon               | OR    | Series 2018 GO & Refunding Bonds          | GO            | NEG      | SOLE       |
| 08/07/18  | 7               | Linn Co (Harrisburg) SD #7         | OR    | Series 2018 B General Obligation Bonds    | GO            | NEG      | SOLE       |
| 08/07/18  | 2               | Linn Co (Harrisburg) SD #7         | OR    | Series 2018 A General Obligation Bonds    | GO            | NEG      | SOLE       |
| 08/07/18  |                 | Johnson Co-Missouri                | MO    | Series 2018 Neighborhood Imp District     | GO            | PVT      | SOLE       |
| 08/02/18  | 23              | Tillamook (Nestucca Vly) JSD #101  | OR    | Series 2018 B General Obligation Bonds    | GO            | NEG      | SOLE       |
| 08/02/18  | 3               | Tillamook (Nestucca Vly) JSD #101  | OR    | Series 2018 A General Obligation Bonds    | GO            | NEG      | SOLE       |
| 08/01/18  | 10              | Imperial Community College Dt      | CA    | Series 2018 C General Obligation Bonds    | GO            | NEG      | SOLE       |
| 08/01/18  | 22              | Imperial Community College Dt      | CA    | Series 2018 C General Obligation Bonds    | GO            | NEG      | SOLE       |
| 07/31/18  | 3               | Gladstone-Oregon                   | OR    | Series 2018 Full Faith & Credit Fin       | GO            | PVT      | SOLE       |
| 07/26/18  | 24              | Denton Co (Little Elm) ISD         | TX    | Series 2018 A Unltd Tax School Building   | GO            | NEG      | CO-MGR     |
| 07/24/18  | 115             | Harris Co (Humble) ISD             | TX    | Series 2018 Unltd Tax School Building     | GO            | NEG      | CO-MGR     |
| 07/18/18  | 117             | Benton Co (Corvallis) SD #509-J    | OR    | Series 2018 B General Obligation Bonds    | GO            | NEG      | SOLE       |
| 07/18/18  | 43              | Benton Co (Corvallis) SD #509-J    | OR    | Series 2018 A General Obligation Bonds    | GO            | NEG      | SOLE       |
| 07/17/18  | 10              | Flower Mound Town-Texas            | TX    | Series 2018 A Certificates of Obligation  | GO            | NEG      | LEAD       |
| 07/17/18  | 3               | DuPage Co (York) CUSD #205         | IL    | Series 2018 Refunding Debt Certificates   | GO            | PVT      | SOLE       |
| 07/12/18  | 2               | Dubuque Co-Iowa                    | IA    | Series 2018 B General Obligation Project  | GO            | PVT      | SOLE       |
| 07/12/18  | 3               | Millersburg City-Oregon            | OR    | Series 2018 Full Faith & Credit Ref Oblig | GO            | PVT      | SOLE       |
| 07/12/18  | 5               | Pacific Co (South Bend) SD #118    | WA    | Series 2018 Unlimited Tax GO Bonds        | GO            | NEG      | SOLE       |
| 07/12/18  | 148             | Harris Co (Aldine) ISD             | TX    | Series 2018 Unltd Tax School Building     | GO            | NEG      | LEAD       |
| 07/12/18  | 50              | Montana Board of Housing           | MT    | 2018 Series B Single Family Mortgage      | GO            | NEG      | CO-MGR     |
| 07/11/18  | 2               | Washington Co (Charleroi) ASD      | PA    | Series of 2018 General Obligation Bonds   | GO            | NEG      | SOLE       |
| 07/11/18  | 3               | Kittitas Co Public Hosp Dt #1      | WA    | Series 2018 Limited Tax GO & Refunding    | GO            | PVT      | SOLE       |
| 07/11/18  | 383             | Marion Co (Salem-Keizer) SD #24-J  | OR    | Series 2018 General Obligation Bonds      | GO            | NEG      | SOLE       |
| 07/11/18  | 48              | Texas Water Development Board      | TX    | Ser 18B Sub B2 GO Wtr Fin Assistance      | GO            | NEG      | LEAD       |
| 07/11/18  | 191             | Texas Water Development Board      | TX    | Ser 18B Sub B1 & B3 GO Wtr Fin            | GO            | NEG      | LEAD       |
| 06/29/18  | 5               | Sangamon (Rochester) CUSD #3A      | IL    | Series 2018 GO School Refunding Bonds     | GO            | PVT      | SOLE       |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                           | State | Description                                | Security Type | Bid Type | Piper Role |
|-----------|-----------------|----------------------------------|-------|--|---------------|----------|------------|
| 06/28/18  | 3               | Whatcom Co (Mount Baker) SD #507 | WA    | Series WA Ltd Tax General Obligation       | GO            | PVT      | SOLE       |
| 06/28/18  | 3               | Newport City-Oregon              | OR    | Series 2018 Full Faith & Credit Fin Agency | GO            | PVT      | SOLE       |
| 06/28/18  | 3               | Madera Co (Yosemite) USD         | CA    | 2018-2019 Series A TRAns                   | GO            | NEG      | SOLE       |
| 06/27/18  | 153             | King Co (Northshore) SD #417     | WA    | Series 2018 Unlimited Tax GO Bonds         | GO            | NEG      | SOLE       |
| 06/27/18  | 113             | Fort Bend Co (Lamar) CISD        | TX    | Series 2018 Unltd Tax Schoolhouse          | GO            | NEG      | CO-MGR     |
| 06/27/18  | 176             | Fort Bend Co (Lamar) CISD        | TX    | Series 2018 Unltd Tax Schoolhouse          | GO            | NEG      | CO-MGR     |
| 06/27/18  | 12              | Rio Vista City-California        | CA    | Series 2018 Special Tax Bonds              | GO            | NEG      | CO-MGR     |
| 06/26/18  | 18              | Bowie Co (Pleasant Grove) ISD    | TX    | Series 2018 Unltd Tax School Building      | GO            | NEG      | LEAD       |
| 06/26/18  | 41              | Bexar Co (San Antonio) ISD       | TX    | Series 2014 B Unlimited Tax Refunding      | GO            | NEG      | CO-MGR     |
| 06/26/18  | 127             | California Sch Cash Reserve Auth | CA    | 2018-2019 Series A-C TRAns                 | GO            | NEG      | SOLE       |
| 06/20/18  | 22              | Los Angeles Co (Claremont) USD   | CA    | Series B General Obligation Bonds          | GO            | NEG      | SOLE       |
| 06/20/18  | 6               | Navarro Co (Rice) ISD            | TX    | Series 2018 Unltd Tax School Bldg Bonds    | GO            | NEG      | SOLE       |
| 06/20/18  | 24              | Bridgeport City-Connecticut      | CT    | 2018 Series C General Obligation Bonds     | GO            | NEG      | CO-MGR     |
| 06/20/18  | 208             | Grossmont-Cuyamaca Comm Coll Dt  | CA    | 2018 & Series B GO & Refunding Bonds       | GO            | NEG      | CO-MGR     |
| 06/19/18  | 177             | Port of Houston Auth             | TX    | Series 2018 A Unlimited Tax Refunding      | GO            | NEG      | CO-MGR     |
| 06/18/18  | 6               | Grayson Co (Howe) ISD            | TX    | Series 2018 Unltd Tax School Building      | GO            | NEG      | CO-MGR     |
| 06/18/18  | 10              | Grayson Co (Howe) ISD            | TX    | Series 2018 Unltd Tax School Building      | GO            | NEG      | CO-MGR     |
| 06/15/18  | 11              | Whitman Co Public Hosp Dt #1A    | WA    | Series 2018 Limited Tax GO & Rev Ref       | GO            | PVT      | SOLE       |
| 06/14/18  | 15              | Williamson Co (Leander) ISD      | TX    | Series 2018 A Unltd Tax School Building    | GO            | NEG      | LEAD       |
| 06/14/18  | 58              | Williamson Co (Leander) ISD      | TX    | Series 2018 A Unltd Tax School Building    | GO            | NEG      | LEAD       |
| 06/13/18  | 15              | Monroe Town-Connecticut          | CT    | Series A & B of 2018 GO & Refunding        | GO            | NEG      | SOLE       |
| 06/13/18  | 87              | King Co (Issaquah) SD #411       | WA    | Series 2018 Unltd Tx General Obligation    | GO            | NEG      | SOLE       |
| 06/11/18  | 15              | Skagit Co Public Hospital Dt #2  | WA    | Series 2018 Limited Tax GO Bonds           | GO            | PVT      | SOLE       |
| 06/07/18  | 175             | Harris Co (Houston) ISD          | TX    | Series 2018 Maintenance Tax Notes          | GO            | NEG      | CO-MGR     |
| 06/07/18  | 25              | Minnesota Housing Fin Agency     | MN    | 2018 Series C Residential Housing          | GO            | NEG      | CO-MGR     |
| 06/07/18  | 44              | Minnesota Housing Fin Agency     | MN    | 2018 Series B Residential Housing          | GO            | NEG      | CO-MGR     |
| 06/07/18  | 29              | Minnesota Housing Fin Agency     | MN    | 2018 Series A Residential Housing          | GO            | NEG      | CO-MGR     |
| 06/06/18  |                 | Lake Winnebago City-Missouri     | MO    | Series 2018 General Obligation Bonds       | GO            | PVT      | SOLE       |
| 06/06/18  | 80              | Cleveland City-Ohio              | OH    | Series 2018 Various Purpose GO Bonds       | GO            | NEG      | CO-MGR     |
| 06/05/18  | 30              | Garland City-Texas               | TX    | Series 2018 Comb Tax & Rev Certs of        | GO            | NEG      | CO-MGR     |
| 06/04/18  | 2               | Douglas Co (Eastmont) SD #206    | WA    | Seris 2018 Limited GO Bonds                | GO            | PVT      | SOLE       |
| 06/01/18  | 12              | Coffeyville City-Kansas          | KS    | Series 2018-A GO Electric Utility Sys Ref  | GO            | NEG      | SOLE       |
| 06/01/18  | 10              | Grimes City-Iowa                 | IA    | Series 2018 A GO Corporate Purpose         | GO            | NEG      | SOLE       |
| 05/31/18  | 85              | Ada Co (West Ada) JSD #2         | ID    | Series 2018 A & B General Obligation       | GO            | NEG      | SOLE       |
| 05/31/18  | 17              | Whitman Co (Colfax) SD #300      | WA    | Series 2018 General Obligation Bonds       | GO            | NEG      | SOLE       |
| 05/30/18  | 25              | Maricopa Co (Roosevelt) ESD #66  | AZ    | Series A & 2018 School Improvement &       | GO            | NEG      | CO-MGR     |
| 05/30/18  | 6               | Denton Co (Northwest) ISD        | TX    | Series 2018 Unltd Tax School Building      | GO            | NEG      | CO-MGR     |
| 05/30/18  | 89              | Denton Co (Northwest) ISD        | TX    | Series 2018 Unltd Tax School Building      | GO            | NEG      | CO-MGR     |
| 05/24/18  | 27              | Jefferson Co-Alabama             | AL    | Series 2018-B GO Refunding Warrants        | GO            | NEG      | CO-MGR     |
| 05/24/18  | 111             | Jefferson Co-Alabama             | AL    | Series 2018-A GO Refunding Warrants        | GO            | NEG      | CO-MGR     |
| 05/24/18  | 42              | Clark Co (La Center) SD #101     | WA    | Series 2018 Unlimited Tax GO Bonds         | GO            | NEG      | SOLE       |
| 05/24/18  | 13              | Folsom Ranch Financing Auth      | CA    | Series 2018 Special Tax Revenue Bonds      | GO            | NEG      | SOLE       |
| 05/23/18  | 7               | Ridgefield City-Washington       | WA    | Series 2018 Limited Tax GO Bonds           | GO            | NEG      | SOLE       |
| 05/22/18  | 84              | West Virginia                    | WV    | Series 2018 A GO State Road Bonds          | GO            | NEG      | CO-MGR     |
| 05/22/18  | 84              | West Virginia                    | WV    | Series 2018 A GO State Road Bonds          | GO            | NEG      | CO-MGR     |
| 05/18/18  | 38              | Fresno Co USD                    | CA    | Series A General Obligation Bonds          | GO            | NEG      | LEAD       |
| 05/18/18  | 39              | Fresno Co USD                    | CA    | Series A General Obligation Bonds          | GO            | NEG      | LEAD       |
| 05/16/18  | 57              | Cowlitz Co (Kalama) SD #402      | WA    | Series 2018 Unltd Tx General Obligation    | GO            | NEG      | SOLE       |
| 05/16/18  | 22              | San Diego Co (San Dieguito) UHSD | CA    | 2018 Series D-2 General Obligation Bonds   | GO            | NEG      | SOLE       |
| 05/16/18  | 3               | San Diego Co (San Dieguito) UHSD | CA    | 2018 Series D-1 General Obligation Bonds   | GO            | NEG      | SOLE       |
| 05/15/18  | 4               | San Jose-Evergreen Comm Coll Dt  | CA    | Series A General Obligation Bonds          | GO            | NEG      | SOLE       |
| 05/15/18  | 35              | San Jose-Evergreen Comm Coll Dt  | CA    | Series A General Obligation Bonds          | GO            | NEG      | SOLE       |

## Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                            | State | Description                                 | Security Type | Bid Type | Piper Role |
|-----------|-----------------|-----------------------------------|-------|---|---------------|----------|------------|
| 05/15/18  | 31              | Bonneville-Bingham Cos JSD #93    | ID    | Series 2018 General Obligation Bonds        | GO            | NEG      | SOLE       |
| 05/15/18  | 11              | Mountlake Terrace City-Washington | WA    | Series 2018 Unlimited Tax GO Bonds          | GO            | NEG      | SOLE       |
| 05/15/18  | 132             | Harris Co (Spring Branch) ISD     | TX    | Series 2018 Schoolhouse Bonds               | GO            | NEG      | CO-MGR     |
| 05/15/18  | 46              | San Jose-Evergreen Comm Coll Dt   | CA    | 2018 Series A-1 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 05/14/18  | 1               | Fairfield City-Iowa               | IA    | Series 2018 GO Capital Loan Notes           | GO            | PVT      | SOLE       |
| 05/11/18  | 4               | Summit Co-Utah                    | UT    | Series 2018 B Special Assessment Bonds      | GO            | PVT      | SOLE       |
| 05/11/18  | 22              | Summit Co-Utah                    | UT    | Series 2018 A Special Assessment Bonds      | GO            | PVT      | SOLE       |
| 05/10/18  | 83              | Bexar Co (Alamo Heights) ISD      | TX    | Series 2018 A Unlimited Tax School Bldg     | GO            | NEG      | LEAD       |
| 05/09/18  | 28              | Maricopa Co (Gilbert) USD #41     | AZ    | Series B 2018 GO School Improvement         | GO            | NEG      | CO-MGR     |
| 05/09/18  | 10              | Orange Co (Buena Park) SD         | CA    | Series 2018 General Obligation Bonds        | GO            | NEG      | SOLE       |
| 05/09/18  | 15              | Oregon City-Oregon                | OR    | Series 2018 Full Faith & Credit Obligations | GO            | NEG      | SOLE       |
| 05/09/18  | 202             | Bexar Co (Northside) ISD          | TX    | Series 2018 Unlimited Tax Refunding         | GO            | NEG      | CO-MGR     |
| 05/09/18  | 30              | Oregon                            | OR    | 2018 Series C & D General Obligation        | GO            | NEG      | CO-MGR     |
| 05/09/18  | 40              | Oregon                            | OR    | 2018 Series B General Obligation Bonds      | GO            | NEG      | CO-MGR     |
| 05/09/18  | 70              | Oregon                            | OR    | 2018 Series A General Obligation Bonds      | GO            | NEG      | CO-MGR     |
| 05/08/18  | 6               | Iowa Higher Ed Loan Authority     | IA    | Series 2018 A RANs                          | GO            | NEG      | SOLE       |
| 05/03/18  | 2               | Clallam Co (Sequim) SD #323       | WA    | Series 2018 Limited GO Bonds                | GO            | PVT      | SOLE       |
| 05/02/18  | 6               | Wamego City-Kansas                | KS    | Series 2018-A GO Refunding                  | GO            | NEG      | SOLE       |
| 05/02/18  | 2               | Wamego City-Kansas                | KS    | Series 2018-1 GO Temporary Notes            | GO            | NEG      | SOLE       |
| 05/02/18  | 1               | Genesee City-Idaho                | ID    | Series 2018 General Obligation Bonds        | GO            | PVT      | SOLE       |
| 05/02/18  | 3               | Genesee Rural Fire Dt             | ID    | Series 2018 General Obligation Bonds        | GO            | PVT      | SOLE       |
| 05/02/18  | 3               | Nine Mile Falls SD #325-179       | WA    | Series 2018 Limited GO Bonds                | GO            | PVT      | SOLE       |
| 05/01/18  | 2               | Lane Co (Bethel) SD #52           | OR    | Series 2018 Full Faith & Credit Fin         | GO            | PVT      | SOLE       |
| 05/01/18  | 133             | Fort Bend ISD                     | TX    | Series 2018 Unlimited Tax Refunding         | GO            | NEG      | LEAD       |
| 05/01/18  | 9               | Denton Co (Lewisville) ISD        | TX    | Series 2018 Unlimited Tax Refunding         | GO            | NEG      | CO-MGR     |
| 04/26/18  | 30              | Chester Co-Pennsylvania           | PA    | Series of 2018 General Obligation Bonds     | GO            | NEG      | LEAD       |
| 04/26/18  | 2               | Keizer City-Oregon                | OR    | Series 2018 Full Faith & Credit Obligations | GO            | PVT      | SOLE       |
| 04/26/18  | 27              | Collin Co (Anna) ISD              | TX    | Series 2018 Unltd Tax School Building       | GO            | NEG      | LEAD       |
| 04/26/18  | 10              | Connecticut Regional SD #5        | CT    | Issue of 2018 GO Refunding Bonds            | GO            | NEG      | SOLE       |
| 04/26/18  | 81              | West Contra Costa USD             | CA    | 2018 Series GO Refunding Bonds              | GO            | NEG      | CO-MGR     |
| 04/19/18  | 276             | University of Connecticut         | CT    | 2018 Series A General Obligation Bonds      | GO            | NEG      | CO-MGR     |
| 04/18/18  | 2               | Guthrie Co (Panorama) CSD         | IA    | Series 2018 A B C GO School Refunding       | GO            | PVT      | SOLE       |
| 04/17/18  | 148             | Maricopa Co (Phoenix) UHSD #210   | AZ    | Series 2018 School Improvement Bonds        | GO            | NEG      | CO-MGR     |
| 04/17/18  | 2147            | California                        | CA    | Various GO & Refunding Bonds                | GO            | NEG      | CO-MGR     |
| 04/13/18  | 5               | Aspen Grove Business Imp Dt       | CO    | Series 2018 Limited Tax GO Refunding        | GO            | PVT      | SOLE       |
| 04/12/18  | 20              | Minnesota Housing Fin Agency      | MN    | 2018 Series D Homeownership Finance         | GO            | NEG      | CO-MGR     |
| 04/12/18  | 30              | Minnesota Housing Fin Agency      | MN    | 2018 Series C Homeownership Finance         | GO            | NEG      | CO-MGR     |
| 04/11/18  | 10              | Allegheny Co (Hampton) TSD        | PA    | Series A & B of 2018 General Obligation     | GO            | NEG      | SOLE       |
| 04/09/18  | 1               | Dallas Co (Adel-DeSoto) CSD       | IA    | Series 2018 GO School Capital Loan          | GO            | PVT      | SOLE       |
| 04/09/18  | 3               | Lyon Co (West Lyon) CSD           | IA    | Series 2018 GO School Bonds                 | GO            | PVT      | SOLE       |
| 04/05/18  | 28              | Union Co-Ohio                     | OH    | Series 2018 General Obligation Bonds        | GO            | NEG      | SOLE       |
| 04/04/18  | 40              | Coos Co (Coos Bay) SD #9          | OR    | Series 2018 General Obligation Bonds        | GO            | NEG      | SOLE       |
| 04/03/18  | 10              | Kenosha City-Wisconsin            | WI    | Series 2018 B GO Promissory Notes           | GO            | NEG      | SOLE       |
| 04/03/18  | 15              | Kenosha City-Wisconsin            | WI    | Series 2018 A GO Promissory Notes           | GO            | NEG      | SOLE       |
| 04/03/18  | 1               | Palatine Park Dt                  | IL    | Series 2018 Limited Tax Park Bonds          | GO            | PVT      | SOLE       |
| 04/03/18  | 2               | Roscoe Village-Illinois           | IL    | Series 2018 GO Ref Alt Telecom Tx Alt       | GO            | PVT      | SOLE       |
| 04/03/18  | 135             | Denton Co (Little Elm) ISD        | TX    | Series 2018 Unlimited Tax School Bldg       | GO            | NEG      | CO-MGR     |
| 04/02/18  | 8               | Burlington City-Iowa              | IA    | Series 2018 A GO Corporate Purpose          | GO            | NEG      | SOLE       |
| 03/29/18  | 3               | Newberg City-Oregon               | OR    | Series 2018 B Full Faith & Credit           | GO            | PVT      | SOLE       |
| 03/29/18  |                 | Newberg City-Oregon               | OR    | Series 2018 A Full Faith & Credit           | GO            | PVT      | SOLE       |
| 03/28/18  | 4               | Mills Co (Glenwood) CSD           | IA    | Series 2018 GO School Capital Loan          | GO            | NEG      | SOLE       |
| 03/28/18  | 51              | Chambers Co (Barbers Hill) ISD    | TX    | Series 2018 Unlimited Tax School Bldg       | GO            | NEG      | LEAD       |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                                    | State | Description                                 | Security Type | Bid Type | Piper Role |
|-----------|-----------------|---|-------|---|---------------|----------|------------|
| 03/28/18  | 276             | Connecticut                               | CT    | 2018 Series B GO Refunding Bonds            | GO            | NEG      | CO-MGR     |
| 03/28/18  | 15              | Connecticut                               | CT    | 2018 Series A-4 General Obligation Bonds    | GO            | NEG      | CO-MGR     |
| 03/28/18  | 16              | Connecticut                               | CT    | 2018 Series A-3 General Obligation Bonds    | GO            | NEG      | CO-MGR     |
| 03/28/18  | 177             | Connecticut                               | CT    | 2018 Series A-2 General Obligation Bonds    | GO            | NEG      | CO-MGR     |
| 03/28/18  | 42              | Connecticut                               | CT    | 2018 Series A-1 General Obligation Bonds    | GO            | NEG      | CO-MGR     |
| 03/27/18  | 177             | Collin Co (Prosper) ISD                   | TX    | Series 2018 Unltd Tax School Bldg Bonds     | GO            | NEG      | LEAD       |
| 03/21/18  | 7               | Pendleton City-Oregon                     | OR    | Series 2018 Full Faith & Credit Ref Bonds   | GO            | PVT      | SOLE       |
| 03/20/18  | 185             | Portland Community College Dt             | OR    | Series 2018 General Obligation Bonds        | GO            | NEG      | SOLE       |
| 03/14/18  | 10              | Indiana Co (Armstrong) SD                 | PA    | Series of 2018 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 03/14/18  | 89              | Franklin Co (Pasco) SD #1                 | WA    | Series 2018 Unlimited Tax GO Bonds          | GO            | NEG      | SOLE       |
| 03/13/18  | 10              | Pend Oreille Co Pub Hosp Dt #1            | WA    | Series 2018 Unlimited Tax GO Bonds          | GO            | NEG      | SOLE       |
| 03/07/18  | 20              | Jackson Co (Phoenix-Talent) SD #4         | OR    | Series 2018 B General Obligation Bonds      | GO            | NEG      | SOLE       |
| 03/07/18  | 48              | Jackson Co (Phoenix-Talent) SD #4         | OR    | Series 2018 A General Obligation Bonds      | GO            | NEG      | SOLE       |
| 03/06/18  | 155             | Galveston Co (Clear Creek) ISD            | TX    | Series 2018 Unltd Tax School Building       | GO            | NEG      | CO-MGR     |
| 03/05/18  | 109             | Travis Co (Lake Travis) ISD               | TX    | Series 2018 A Unlimited Tax School Bldg     | GO            | NEG      | CO-MGR     |
| 03/05/18  | 1               | Marion Co (Knoxville) CSD                 | IA    | Series 2018 GO School Capital Loan          | GO            | PVT      | SOLE       |
| 03/01/18  | 14              | Monterey Co (Salinas) ESD                 | CA    | Series C General Obligation Bonds           | GO            | NEG      | LEAD       |
| 03/01/18  | 1               | Lisle Park Dt                             | IL    | Series 2018 A Limited Park Bonds            | GO            | PVT      | SOLE       |
| 03/01/18  | 2               | Elk Grove Park Dt                         | IL    | Series 2018 Limited Tax Park Bonds          | GO            | PVT      | SOLE       |
| 03/01/18  | 13              | Monterey Co (Salinas) ESD                 | CA    | 2018 Series A & C GO & Refunding Bonds      | GO            | NEG      | LEAD       |
| 03/01/18  | 12              | Monterey Co (Salinas) ESD                 | CA    | 2018 Series A GO Refunding Bonds            | GO            | NEG      | LEAD       |
| 02/22/18  | 6               | Lane Co (Oakridge) SD #76                 | OR    | Series 2018 General Obligation Bonds        | GO            | NEG      | SOLE       |
| 02/15/18  | 5               | Troutdale-Oregon                          | OR    | Series 2018 Full Faith & Credit Obligations | GO            | NEG      | SOLE       |
| 02/14/18  | 4               | Lane Co (Lowell) SD #71                   | OR    | Series 2018 General Obligation Bonds        | GO            | NEG      | SOLE       |
| 02/06/18  | 27              | Marion Co (No Marion) SD #15              | OR    | Series 2018 B General Obligation Bonds      | GO            | NEG      | SOLE       |
| 02/06/18  | 15              | Marion Co (No Marion) SD #15              | OR    | Series 2018 A General Obligation Bonds      | GO            | NEG      | SOLE       |
| 02/06/18  | 26              | Harris Co (Deer Park) ISD                 | TX    | Series 2018 Unltd Tax School Building       | GO            | NEG      | LEAD       |
| 01/31/18  | 17              | Sonoma Co (Rincon Vly) USD                | CA    | Series B General Obligation Bonds           | GO            | NEG      | SOLE       |
| 01/30/18  | 24              | Washington (Sherwood) SD #88J             | OR    | Series 2018 B General Obligation Bonds      | GO            | NEG      | SOLE       |
| 01/30/18  | 95              | Washington (Sherwood) SD #88J             | OR    | Series 2018 A General Obligation Bonds      | GO            | NEG      | SOLE       |
| 01/25/18  | 5               | Carroll CSD                               | IA    | Series 2018 GO School Capital Loan          | GO            | NEG      | SOLE       |
| 01/25/18  | 1               | Golf Maine Park Dt                        | IL    | Series 2018 GO Limited Tax Park Bonds       | GO            | PVT      | SOLE       |
| 01/17/18  | 120             | Harris Co (Pasadena) ISD                  | TX    | Series 2018 Unltd Tax School Building       | GO            | NEG      | LEAD       |
| 01/11/18  | 133             | Harris Co (Tomball) ISD                   | TX    | Series 2018 Unltd Tax School Building       | GO            | NEG      | CO-MGR     |
| 01/10/18  | 10              | Mercer Co (Farrell) ASD                   | PA    | Series of 2018 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 01/10/18  | 61              | Texas Water Development Board             | TX    | Series 2018 A Wtr Financial Assist & Ref    | GO            | NEG      | CO-MGR     |
| 12/29/17  | 7               | Prineville-Oregon                         | OR    | Series 2017 Full Faith & Credit Ref Fin     | GO            | PVT      | SOLE       |
| 12/28/17  | 4               | Cherokee Co (Galena) USD #499             | KS    | Series 2017 GO Refunding Bonds              | GO            | PVT      | SOLE       |
| 12/28/17  | 40              | Virginia Small Business Fin Auth          | VA    | Series 2017 Qual Energy Conservation        | GO            | PVT      | SOLE       |
| 12/20/17  | 37              | Wyandotte Co/Kansas City Uni Gov Pub Bldg | KS    | Series 2017 D GO Refunding Bonds            | GO            | NEG      | SOLE       |
| 12/19/17  | 1               | Center Point City-Alabama                 | AL    | Series 2017-B General Obligation            | GO            | NEG      | SOLE       |
| 12/19/17  | 1               | Center Point City-Alabama                 | AL    | Series 2017-A General Obligation            | GO            | NEG      | SOLE       |
| 12/19/17  | 49              | Pima Co (Tucson) USD #1                   | AZ    | Series 2017 Refunding Bonds                 | GO            | NEG      | CO-MGR     |
| 12/18/17  | 3               | McHenry Co (Cary) CCSD #26                | IL    | Series 2017 C Cept Certificates             | GO            | PVT      | SOLE       |
| 12/18/17  | 19              | Lafayette Co (Oxford) SD                  | MS    | Series 2017 GO Refunding Bonds              | GO            | NEG      | LEAD       |
| 12/15/17  | 7               | Merced Co (Weaver) USD                    | CA    | Series 2017 A General Obligation Bonds      | GO            | NEG      | SOLE       |
| 12/15/17  | 9               | Longview City-Washington                  | WA    | Series 2017 Limited Tax GO & Refunding      | GO            | NEG      | SOLE       |
| 12/15/17  | 27              | Gavilan Jt Community College Dt           | CA    | 2017 Series GO Refunding Bonds              | GO            | NEG      | LEAD       |
| 12/14/17  | 72              | Chester Co-Pennsylvania                   | PA    | Series of 2017 General Obligation Bonds     | GO            | NEG      | CO-MGR     |
| 12/14/17  | 174             | Montgomery Co (Conroe) ISD                | TX    | Series 2018 Unltd Tax School Building       | GO            | NEG      | CO-MGR     |
| 12/14/17  | 4               | Mason Co-Washington                       | WA    | Series 2017 Limited Tax GO Refunding        | GO            | NEG      | SOLE       |
| 12/13/17  | 4               | San Joaquin Co (Escalon) USD              | CA    | Series 2017 C General Obligation Bonds      | GO            | NEG      | SOLE       |

## Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                            | State | Description                             | Security Type | Bid Type | Piper Role |
|-----------|-----------------|-----------------------------------|-------|---|---------------|----------|------------|
| 12/13/17  | 37              | Mobile Co-Alabama                 | AL    | Series 2017 General Obligation Bonds    | GO            | NEG      | CO-MGR     |
| 12/13/17  | 103             | Oregon                            | OR    | 2017 Series U & V General Obligation    | GO            | NEG      | CO-MGR     |
| 12/12/17  | 10              | Sedgwick Co (Valley Ctr) USD #262 | KS    | Series 2017 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 12/12/17  | 268             | Washington Co (Hillsboro) SD #1J  | OR    | Series 2017 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 12/12/17  | 46              | San Bernardino Comm College Dt    | CA    | 2017 Series A & B GO Refunding Bonds    | GO            | NEG      | SOLE       |
| 12/11/17  | 1               | San Juan (Orcas Island) SD #137   | WA    | Series 2017 B Unlimited Tax GO Bonds    | GO            | NEG      | SOLE       |
| 12/11/17  | 9               | San Juan (Orcas Island) SD #137   | WA    | Series 2017 A Unlimited Tax GO Bonds    | GO            | NEG      | SOLE       |
| 12/07/17  | 7               | Polk Co (Dallas) SD #2            | OR    | Series 2017 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 12/07/17  | 7               | Santa Clara Co (Orchard) SD       | CA    | 2017 Series GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 12/06/17  | 2               | Genoa Twp Park Dt                 | IL    | Series 2017 B GO Refunding Park Bonds   | GO            | PVT      | SOLE       |
| 12/06/17  | 9               | Arlington Heights Park Dt         | IL    | Series 2017 A & B GO Ltd Tx Park Bonds  | GO            | NEG      | SOLE       |
| 12/06/17  | 8               | Hartsville City-South Carolina    | SC    | Series 2017 Combined Syste Imp Rev      | GO            | PVT      | SOLE       |
| 12/06/17  | 51              | Sedgwick Co (Maize) USD #266      | KS    | Series 2017 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 12/06/17  | 71              | Rancho-Santiago Comm College Dt   | CA    | 2017 Series B General Obligation Bonds  | GO            | NEG      | SOLE       |
| 12/05/17  | 6               | Pleasant Prairie Vlg-Wisconsin    | WI    | Series 2017 GO Refunding Promissory     | GO            | NEG      | SOLE       |
| 12/04/17  | 19              | Osborne Co-Kansas                 | KS    | Series 2017 GO & Temporary Bonds        | GO            | PVT      | SOLE       |
| 12/01/17  | 42              | Bexar Co (North East) ISD         | TX    | Series 2017 Unlimited Tax Refunding     | GO            | NEG      | CO-MGR     |
| 11/30/17  | 10              | North Strabane Twp-Pennsylvania   | PA    | Series of 2017 General Obligation Bonds | GO            | NEG      | SOLE       |
| 11/30/17  | 9               | Jackson Co (Holton) USD #336      | KS    | Series 2017-B GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 11/30/17  | 93              | Seward Co (Liberal) USD #480      | KS    | Series 2017-B GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 11/30/17  | 2               | Helena City-Montana               | MT    | Series 2017 Limited Tax GO Bonds        | GO            | PVT      | SOLE       |
| 11/30/17  | 32              | Thurston Co (North Thurston) PSD  | WA    | Series 2017 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 11/30/17  | 4               | Woodburn City-Oregon              | OR    | Series 2017 GO Refunding Bonds          | GO            | PVT      | SOLE       |
| 11/30/17  | 16              | Imperial Community College Dt     | CA    | 2017 Series GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 11/29/17  | 6               | Fulton Co (Southern Fulton) SD    | PA    | Series of 2017 General Obligation Bonds | GO            | NEG      | SOLE       |
| 11/29/17  | 18              | Johnson Co (Olathe) USD #233      | KS    | Series 2017 B GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 11/29/17  | 78              | Cook Co Comm College Dt #508      | IL    | Series 2017 Unltd Tax GO Dedicated Rev  | GO            | NEG      | CO-MGR     |
| 11/22/17  | 25              | Scott Co USD #466                 | KS    | Series 2017-A General Obligation Bonds  | GO            | NEG      | SOLE       |
| 11/22/17  | 21              | Gadsden City-Alabama              | AL    | Series 2017 B General Obligation        | GO            | NEG      | SOLE       |
| 11/21/17  | 42              | Geary Co USD #475                 | KS    | Series 2017 C General Obligation Bonds  | GO            | NEG      | SOLE       |
| 11/21/17  | 77              | Geary Co USD #475                 | KS    | Series 2017 A & B GO & Refunding Bonds  | GO            | NEG      | SOLE       |
| 11/21/17  | 26              | West Haven City-Connecticut       | CT    | Issue of 17 Ser A&B General Obligation  | GO            | NEG      | SOLE       |
| 11/17/17  | 9               | Johnson Co (Grandview) ISD        | TX    | Series 2017 Unlimited Tax Refunding     | GO            | NEG      | SOLE       |
| 11/17/17  | 10              | McHenry Co (Huntley) CSD #158     | IL    | Series 2017 GO Refunding School Bonds   | GO            | NEG      | SOLE       |
| 11/17/17  | 14              | Waterbury City-Connecticut        | CT    | Issue of 2017 Ser B GO Refunding Bonds  | GO            | NEG      | SOLE       |
| 11/17/17  | 50              | Waterbury City-Connecticut        | CT    | Issue of 2017 Ser A General Obligation  | GO            | NEG      | SOLE       |
| 11/16/17  | 3               | Wolcott Town-Connecticut          | CT    | Issue of 2017 Ser B GO Refunding Bonds  | GO            | NEG      | SOLE       |
| 11/16/17  | 83              | Long Beach Comm College Dt        | CA    | 2017 Series G GO Refunding Bonds        | GO            | NEG      | CO-MGR     |
| 11/16/17  | 18              | Falmouth Town-Maine               | ME    | 2017 Series GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 11/16/17  | 49              | Marin Comm College Dt             | CA    | 2017 Series GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 11/15/17  | 8               | Bethel Park Municipal Authority   | PA    | Series of 2017 General Obligation Bonds | GO            | NEG      | SOLE       |
| 11/14/17  | 59              | Bridgeport City-Connecticut       | CT    | Series 2017 B & C GO Refunding Bonds    | GO            | NEG      | CO-MGR     |
| 11/14/17  | 19              | Pflugerville City-Texas           | TX    | Series 2017 A & B Comb Tax & Ltd Rev    | GO            | NEG      | CO-MGR     |
| 11/14/17  | 35              | Bridgeport City-Connecticut       | CT    | Series 2017 A General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 11/14/17  | 110             | Champaign CUSD #4                 | IL    | Series 2017 GO School Building Bonds    | GO            | NEG      | CO-MGR     |
| 11/14/17  | 31              | Pflugerville City-Texas           | TX    | Series 2017 Limited Tax & Refunding     | GO            | NEG      | CO-MGR     |
| 11/14/17  | 51              | Clark Co (Camas) SD #117          | WA    | Series 2017 Unlimited Tax GO Bonds      | GO            | NEG      | SOLE       |
| 11/14/17  | 1               | Niles Park Dt                     | IL    | Series 2017 GO Limited Park Bonds       | GO            | PVT      | SOLE       |
| 11/10/17  | 62              | Johnson Co (Olathe) USD #233      | KS    | Series 2017 A GO School Bonds           | GO            | NEG      | SOLE       |
| 11/09/17  | 72              | Williamson Co (Georgetown) ISD    | TX    | Series 2017 A Unlimited Tax Refunding   | GO            | NEG      | CO-MGR     |
| 11/08/17  | 10              | Allegheny Co (So Allegheny) SD    | PA    | Series A & B of 2017 GO & Refunding     | GO            | NEG      | SOLE       |
| 11/08/17  | 140             | Southwestern Comm College Dt      | CA    | Series A General Obligation Bonds       | GO            | NEG      | LEAD       |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                              | State | Description                            | Security Type | Bid Type | Piper Role |
|-----------|-----------------|-------------------------------------|-------|--|---------------|----------|------------|
| 11/08/17  | 4               | Sycamore-Illinois                   | IL    | Series 2017 GO Refunding Bonds         | GO            | PVT      | SOLE       |
| 11/07/17  | 2               | Madison Co SD #321                  | ID    | Series 2017 B General Obligation Bonds | GO            | NEG      | SOLE       |
| 11/07/17  |                 | Pleasant Prairie Vlg-Wisconsin      | WI    | Series 2017 B GO Promissory Notes      | GO            | NEG      | SOLE       |
| 11/07/17  | 21              | Madison Co SD #321                  | ID    | Series 2017 A & B General Obligation   | GO            | NEG      | SOLE       |
| 11/07/17  | 69              | Pierce Co (Franklin Pierce) SD #402 | WA    | Series 2017 Unlimited Tax GO Bonds     | GO            | NEG      | SOLE       |
| 11/03/17  | 14              | Greeley Co Unified Govt             | KS    | Series 2017-B GO Refunding &           | GO            | NEG      | SOLE       |
| 11/03/17  | 25              | Bristol City-Connecticut            | CT    | Ser B Issue of 2017 GO Refunding Bonds | GO            | NEG      | SOLE       |
| 11/01/17  | 3               | Mattoon City-Illinois               | IL    | Series 2017 B GO Refunding Alt Rev     | GO            | PVT      | SOLE       |
| 11/01/17  | 4               | Mattoon City-Illinois               | IL    | Series 2017 A GO Refunding Alt Rev     | GO            | PVT      | SOLE       |
| 10/25/17  | 5               | North Fayette Twp-Pennsylvania      | PA    | Series of 2017 GO Refunding Bonds      | GO            | NEG      | SOLE       |
| 10/25/17  | 4500            | Illinois                            | IL    | Ser of Nov 2017 D General Obligation   | GO            | NEG      | CO-MGR     |
| 10/24/17  | 44              | King Co (Renton) SD #403            | WA    | Series 2017 Unlimited Tax GO Refunding | GO            | NEG      | SOLE       |
| 10/23/17  | 8               | Hamilton Co (Webster City) CSD      | IA    | Series 2017 GO School Refunding Bonds  | GO            | PVT      | SOLE       |
| 10/18/17  | 5               | Oregon                              | OR    | 2017 Series T General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 10/18/17  | 12              | Oregon                              | OR    | 2017 Series S General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 10/18/17  | 17              | Oregon                              | OR    | 2017 Series R General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 10/17/17  | 21              | San Bernardino City USD             | CA    | Series E General Obligation Bonds      | GO            | NEG      | SOLE       |
| 10/17/17  | 32              | San Bernardino City USD             | CA    | Series D General Obligation Bonds      | GO            | NEG      | SOLE       |
| 10/17/17  | 4               | Loves Park City-Illinois            | IL    | Series 2017 GO Refunding Bonds         | GO            | PVT      | SOLE       |
| 10/16/17  | 2               | Flossmoor Vlg-Illinois              | IL    | Series 2017 GO Refunding Bonds         | GO            | NEG      | SOLE       |
| 10/12/17  | 91              | Fort Bend ISD                       | TX    | Series 2017 E Unlimited Tax Refunding  | GO            | NEG      | CO-MGR     |
| 10/12/17  | 75              | Maricopa Co Spec Health Care Dt     | AZ    | Series 2017 B General Obligation Bonds | GO            | PVT      | SOLE       |
| 10/11/17  | 25              | Trumbull Town-Connecticut           | CT    | Issue of 2017 Ser B GO Refunding Bonds | GO            | NEG      | LEAD       |
| 10/04/17  | 3               | Boone Co-Iowa                       | IA    | Series 2017 GO Refunding Capital Loan  | GO            | PVT      | SOLE       |
| 10/04/17  | 2               | East Syracuse-Minoa CSD             | NY    | Series 2017 GO School Dt Ref Serial    | GO            | NEG      | SOLE       |
| 10/02/17  | 1               | Woodridge Park Dt                   | IL    | Series 2017 Limited Tax Park Bonds     | GO            | PVT      | SOLE       |
| 09/28/17  | 63              | San Joaquin Co (Manteca) USD        | CA    | Series B General Obligation Bonds      | GO            | NEG      | LEAD       |
| 09/28/17  | 1               | Reno Co-Kansas                      | KS    | Series 2017-A .55General Obligation    | GO            | PVT      | SOLE       |
| 09/28/17  | 85              | Collin Co (Richardson) ISD          | TX    | Series 2017 Unlimited Tax Refunding    | GO            | NEG      | CO-MGR     |
| 09/28/17  | 5               | Cowlitz Co (Longview) SD #122       | WA    | Series 2017 GO Refunding Bonds         | GO            | NEG      | SOLE       |
| 09/28/17  | 4               | Klamath Falls City-Oregon           | OR    | Series 2017 GO Refunding Bonds         | GO            | PVT      | SOLE       |
| 09/26/17  | 160             | Chabot-Las Positas Comm Coll Dt     | CA    | Series A General Obligation Bonds      | GO            | NEG      | LEAD       |
| 09/21/17  | 9               | Ridgefield City-Washington          | WA    | Series 2017 Limited Tax GO Bonds       | GO            | NEG      | SOLE       |
| 09/20/17  | 4               | Oswegoland Park Dt                  | IL    | Series 2017 A & B Ltd Park Bonds &     | GO            | PVT      | SOLE       |
| 09/20/17  | 24              | Los Angeles Co (Redondo Beach) USD  | CA    | 2017 Series GO Refunding Bonds         | GO            | NEG      | SOLE       |
| 09/14/17  | 10              | Sylacauga City-Alabama              | AL    | Series 2017-B General Obligation       | GO            | NEG      | SOLE       |
| 09/14/17  | 2               | Sylacauga City-Alabama              | AL    | Series 2017-A General Obligation       | GO            | NEG      | SOLE       |
| 09/14/17  | 51              | Oregon                              | OR    | 2017 Series N P Q GO & Refunding Bonds | GO            | NEG      | CO-MGR     |
| 09/13/17  | 9               | Yakima Co (Sunnyside) SD #201       | WA    | Series 2017 Unlimited Tax GO Refunding | GO            | NEG      | SOLE       |
| 09/12/17  | 100             | West Valley-Mission Comm Coll Dt    | CA    | Series 2017 C General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 09/12/17  | 4               | Madera Co (Golden Valley) USD       | CA    | 2017 Series GO Refunding Bonds         | GO            | NEG      | SOLE       |
| 09/12/17  | 24              | Madera Co (Golden Valley) USD       | CA    | 2017 Series GO Refunding Bonds         | GO            | NEG      | SOLE       |
| 09/07/17  | 2               | Tama-Iowa                           | IA    | Series 2017 GO Corporate Purpose & Ref | GO            | PVT      | SOLE       |
| 08/31/17  | 12              | Owyhee Co (Marsing) JSD #363        | ID    | Series 2017 General Obligation Bonds   | GO            | NEG      | SOLE       |
| 08/31/17  | 1               | South Hutchinson City-Kansas        | KS    | Series 2017 General Obligation Bonds   | GO            | PVT      | SOLE       |
| 08/30/17  | 1               | New Lenox Comm Park Dt              | IL    | Series 2017 GO Limited Tax Bonds       | GO            | PVT      | SOLE       |
| 08/29/17  | 5               | Austin City-Texas                   | TX    | Series 2017 Pub Imp & Certs of Oblig & | GO            | NEG      | LEAD       |
| 08/29/17  | 25              | Austin City-Texas                   | TX    | Series 2017 Public Improvement Bonds   | GO            | NEG      | LEAD       |
| 08/29/17  | 30              | Austin City-Texas                   | TX    | Series 2017 Certificates of Obligation | GO            | NEG      | LEAD       |
| 08/29/17  | 64              | Austin City-Texas                   | TX    | Series 2017 Public Improvement Bonds   | GO            | NEG      | LEAD       |
| 08/29/17  | 9               | Canyon Co (Nampa) SD #131           | ID    | Series 2017 GO Refunding Bonds         | GO            | NEG      | SOLE       |
| 08/29/17  | 2538            | California                          | CA    | GO Various Purpose & Ref Bonds         | GO            | NEG      | CO-MGR     |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                                   | State | Description                             | Security Type | Bid Type | Piper Role |
|-----------|-----------------|--|-------|---|---------------|----------|------------|
| 08/24/17  | 81              | Kendall Co (Boerne) ISD                  | TX    | Series 2017 Unltd Tax School Building   | GO            | NEG      | CO-MGR     |
| 08/24/17  | 4               | Clallam Co (Sequim) SD #323              | WA    | Series 2017 Limited General Obligation  | GO            | PVT      | SOLE       |
| 08/24/17  | 9               | Pendleton City-Oregon                    | OR    | Series 2017 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 08/23/17  | 4               | Minnesota Tax & Aid Borrow Prog          | MN    | Series 2017 A Aid Anticipation COPs     | GO            | NEG      | SOLE       |
| 08/23/17  | 26              | Norwalk City-Connecticut                 | CT    | Issue of 2017 Ser B GO Refunding Bonds  | GO            | NEG      | SOLE       |
| 08/23/17  | 56              | West Contra Costa USD                    | CA    | 2017 Series A-2 GO Refunding Bonds      | GO            | NEG      | CO-MGR     |
| 08/23/17  | 4               | West Contra Costa USD                    | CA    | 2017 Series A-1 GO Refunding Bonds      | GO            | NEG      | CO-MGR     |
| 08/22/17  | 100             | Miracosta Community College Dt           | CA    | Series A General Obligation Bonds       | GO            | NEG      | LEAD       |
| 08/22/17  | 17              | Kenosha City-Wisconsin                   | WI    | Series 2017 A GO Promissory Notes       | GO            | NEG      | SOLE       |
| 08/22/17  | 47              | Howard Co (Big Spring) ISD               | TX    | Series 2017 Unlimited Tax Refunding     | GO            | NEG      | CO-MGR     |
| 08/22/17  | 98              | Montgomery Co (Conroe) ISD               | TX    | Series 2017 Unlimited Tax Refunding     | GO            | NEG      | LEAD       |
| 08/22/17  | 10              | Kenosha City-Wisconsin                   | WI    | Series 2017 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 08/21/17  | 33              | Fayette Co (La Grange) ISD               | TX    | Series 2017 Unlimited Tax School Bldg   | GO            | NEG      | CO-MGR     |
| 08/17/17  | 165             | Cook Co-Illinois                         | IL    | Series 2017 Sales Tax Revenue Bonds     | GO            | NEG      | CO-MGR     |
| 08/17/17  | 5               | Lake Delhi Comb Rec Fac & Wtr Quality Dt | IA    | GO Refunding Bonds                      | GO            | PVT      | SOLE       |
| 08/16/17  | 20              | Honolulu City & Co-Hawaii                | HI    | Series 2017 G General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 08/16/17  | 4               | Honolulu City & Co-Hawaii                | HI    | Series 2017 F General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 08/16/17  | 4               | Honolulu City & Co-Hawaii                | HI    | Series 2017 C General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 08/16/17  | 389             | Honolulu City & Co-Hawaii                | HI    | Series 2017 ABD&E General Obligation    | GO            | NEG      | CO-MGR     |
| 08/16/17  | 18              | Harris Co (Deer Park) ISD                | TX    | Series 2017 Limited Tax Refunding Bonds | GO            | NEG      | CO-MGR     |
| 08/16/17  | 9               | Okanogan Co Pub Hospital Dt #4           | WA    | Series 2017 Unltd Tax GO Refunding      | GO            | NEG      | SOLE       |
| 08/16/17  | 67              | Whatcom Co (Bellingham) SD #501          | WA    | Series 2017 Unltd Tax GO & Refunding    | GO            | NEG      | SOLE       |
| 08/15/17  | 160             | Clackamas (Lake Oswego) SD #7J           | OR    | Series 2017 General Obligation Bonds    | GO            | NEG      | CO-MGR     |
| 08/15/17  | 9               | Tillamook SD #9                          | OR    | Series 2017 GO & Refunding Bonds        | GO            | NEG      | SOLE       |
| 08/10/17  | 2               | Utmatilla Co (Pilot Rock) SD #2R         | OR    | Series 2017 GO Refunding Bonds          | GO            | PVT      | SOLE       |
| 08/10/17  | 4               | South Windsor Town-Connecticut           | CT    | Issue of 2017 Ser B GO Refunding Bonds  | GO            | NEG      | SOLE       |
| 08/09/17  | 104             | King Co (Issaquah) SD #411               | WA    | Series 2017 Unlimited Tax GO Bonds      | GO            | NEG      | SOLE       |
| 08/03/17  | 6               | Brewton City-Alabama                     | AL    | Series 2017-A & B GO & Gas Revenue      | GO            | NEG      | SOLE       |
| 08/03/17  | 3               | Jackson Co (Rogue River) SD #35          | OR    | Series 2017 General Obligation Bonds    | GO            | PVT      | SOLE       |
| 08/03/17  | 9               | Saline Co (Salina) USD #305              | KS    | Series 2017 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 08/03/17  | 77              | New Haven City-Connecticut               | CT    | Issue of 2017Ser A&B GO & Refunding     | GO            | NEG      | CO-MGR     |
| 08/02/17  | 79              | Collin Co (McKinney) ISD                 | TX    | Series 2017 Unlimited Tax School Bldg   | GO            | NEG      | CO-MGR     |
| 08/02/17  | 180             | San Antonio City-Texas                   | TX    | Series 2017 Gen Imp Bonds & Comb Tax    | GO            | NEG      | LEAD       |
| 08/01/17  | 3               | Columbia Co (Clatskanie) SD #6J          | OR    | Series 2017 GO Refunding Bonds          | GO            | PVT      | SOLE       |
| 08/01/17  | 1               | Fremont Co (Hamburg) CSD                 | IA    | Series 2017 GO School Capital Loan      | GO            | PVT      | SOLE       |
| 08/01/17  | 3               | Union Co (North Powder) SD #8J           | OR    | Series 2017 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 08/01/17  | 5               | Cotton Ranch Metropolitan Dt             | CO    | GO Refunding Notes                      | GO            | PVT      | SOLE       |
| 07/27/17  | 8               | Allegheny Co (Sto-Rox) SD                | PA    | Series of 2017 General Obligation Bonds | GO            | NEG      | SOLE       |
| 07/27/17  | 5               | Emmet (Estherville Lincoln) CCSD         | IA    | Series 2017 GO School Refunding Bonds   | GO            | PVT      | SOLE       |
| 07/26/17  | 60              | Contra Costa Co (Liberty) UHSD           | CA    | Series A General Obligation Bonds       | GO            | NEG      | SOLE       |
| 07/26/17  | 3               | Dunkirk City-New York                    | NY    | Series 2017 Pub Improvement Ref Serial  | GO            | NEG      | SOLE       |
| 07/26/17  | 63              | Kitsap Co (Central Kitsap) SD #401       | WA    | Series 2017 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 07/26/17  | 13              | Bloomfield Town-Connecticut              | CT    | Issue of 2017 GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 07/24/17  | 6               | Kirkwood Community College               | IA    | Series 2017 GO School Refunding Bonds   | GO            | NEG      | SOLE       |
| 07/21/17  | 20              | Erie Co-Pennsylvania                     | PA    | Series of 2017 GO Refunding Bonds       | GO            | NEG      | SOLE       |
| 07/21/17  | 12              | Marion Co (Jefferson) SD #14-J           | OR    | Series 2017 B General Obligation Bonds  | GO            | NEG      | SOLE       |
| 07/21/17  | 2               | Marion Co (Jefferson) SD #14-J           | OR    | Series 2017 A General Obligation Bonds  | GO            | NEG      | SOLE       |
| 07/20/17  | 3               | Columbia Co (Vernonia) SD #47J           | OR    | Series 2017 B General Obligation Bonds  | GO            | NEG      | SOLE       |
| 07/20/17  | 1               | Dubuque Co-Iowa                          | IA    | Series 2017 General Obligation BANs     | GO            | PVT      | SOLE       |
| 07/19/17  | 4               | Allegheny Co (Wilkesburg Boro) SD        | PA    | Series of 2017 General Obligation Bonds | GO            | NEG      | SOLE       |
| 07/19/17  |                 | Linn Co (Center Point-Urbana) CSD        | IA    | Series 2017 B GO School Bonds           | GO            | PVT      | SOLE       |
| 07/19/17  | 4               | Columbia Co (Vernonia) SD #47J           | OR    | Series 2017 A General Obligation Bonds  | GO            | NEG      | SOLE       |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                                | State | Description                               | Security Type | Bid Type | Piper Role |
|-----------|-----------------|---------------------------------------|-------|---|---------------|----------|------------|
| 07/18/17  | 28              | Flower Mound Town-Texas               | TX    | Series 2017 & A GO Refunding & Certs of   | GO            | NEG      | LEAD       |
| 07/18/17  | 20              | Titus Co-Texas                        | TX    | Series 2017 Unlimited Tax Refunding       | GO            | NEG      | CO-MGR     |
| 07/18/17  |                 | Lake Winnebago City-Missouri          | MO    | Series 2017 General Obligation Bonds      | GO            | PVT      | SOLE       |
| 07/18/17  | 12              | Pleasant Prairie Vlg-Wisconsin        | WI    | Series 2017 GO Refunding Bonds            | GO            | NEG      | SOLE       |
| 07/14/17  | 3               | South Hutchinson City-Kansas          | KS    | Series 2017 GO Temporary Notes            | GO            | NEG      | SOLE       |
| 07/13/17  | 152             | Linn Co (Greater Albany) SD #8J       | OR    | Series 2017 General Obligation Bonds      | GO            | NEG      | SOLE       |
| 07/11/17  | 2               | Mill City-Oregon                      | OR    | Series 2017 Full Faith & Credit Ref Oblig | GO            | PVT      | SOLE       |
| 06/28/17  | 4               | Pitcairn Boro-Pennsylvania            | PA    | Series of 2017 General Obligation Bonds   | GO            | NEG      | SOLE       |
| 06/28/17  | 9               | Seward Co (Liberal) USD #480          | KS    | Series 2017 GO Refunding Bonds            | GO            | NEG      | SOLE       |
| 06/27/17  | 4               | Wethersfield Town-Connecticut         | CT    | Series 2017 A GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 06/27/17  | 40              | Dallas Co (Sunnyvale) ISD             | TX    | Series 2017 Unltd Tax School Building     | GO            | NEG      | CO-MGR     |
| 06/26/17  | 1               | Fremont Co (Hamburg) CSD              | IA    | Series 2017 GO School Capital Loan        | GO            | PVT      | SOLE       |
| 06/22/17  | 15              | Waterford Town-Connecticut            | CT    | Issue of 2017 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 06/21/17  | 8               | Imperial Co (El Centro) ESD           | CA    | Series A General Obligation Bonds         | GO            | NEG      | SOLE       |
| 06/21/17  | 2               | Rice Co (Sterling) USD #376           | KS    | Series 2017 GO Refunding Bonds            | GO            | NEG      | SOLE       |
| 06/20/17  | 4               | Pleasant Prairie Vlg-Wisconsin        | WI    | Series 2017 B GO Promissory Notes         | GO            | NEG      | SOLE       |
| 06/20/17  | 3               | Lockport Twp Park Dt                  | IL    | Series 2017 GO Limited Tax Park Bonds     | GO            | PVT      | SOLE       |
| 06/20/17  | 8               | Port of Skagit Co-Washington          | WA    | Series 2017 Limited Tax GO Bonds          | GO            | NEG      | SOLE       |
| 06/19/17  | 21              | Pleasant Prairie Vlg-Wisconsin        | WI    | Series 2017 GO Promissory Notes           | GO            | NEG      | SOLE       |
| 06/16/17  |                 | King Co (Vashon Island) SD #402       | WA    | Series 2017 B General Obligation Bonds    | GO            | NEG      | SOLE       |
| 06/16/17  | 9               | King Co (Vashon Island) SD #402       | WA    | Series 2017 A General Obligation Bonds    | GO            | NEG      | SOLE       |
| 06/15/17  | 7               | Huntington Trails Metro Dt            | CO    | Series 2017 GO Limited Tax Refunding      | GO            | NEG      | SOLE       |
| 06/14/17  | 3               | El Paso Co (Socorro) ISD              | TX    | Series 2017 B Unlimited Tax Refunding     | GO            | NEG      | LEAD       |
| 06/14/17  | 126             | El Paso Co (Socorro) ISD              | TX    | Series 2017 B Unlimited Tax Refunding     | GO            | NEG      | LEAD       |
| 06/14/17  | 36              | El Paso Co (Socorro) ISD              | TX    | Series 2017 A Unlimited Tax Refunding     | GO            | NEG      | LEAD       |
| 06/14/17  | 1               | Roseburg City-Oregon                  | OR    | Series 2017 Full Faith & Credit Ref Oblig | GO            | PVT      | SOLE       |
| 06/13/17  | 6               | Los Angeles Co (Sulphur Springs) USD  | CA    | Series 2017 D General Obligation Bonds    | GO            | NEG      | SOLE       |
| 06/13/17  | 26              | Los Angeles Co (Paramount) USD        | CA    | Series 2017 A General Obligation Bonds    | GO            | NEG      | LEAD       |
| 06/13/17  | 5               | Emmet (Estherville Lincoln) CCSD      | IA    | Series 2017 GO School Refunding Bonds     | GO            | PVT      | SOLE       |
| 06/12/17  | 1               | Greeley Co-Kansas                     | KS    | Series 2017-A General Obligation Bonds    | GO            | PVT      | SOLE       |
| 06/07/17  | 7               | Imperial Co (Brawley) ESD             | CA    | 2017 & Series A GO & Refunding Bonds      | GO            | NEG      | SOLE       |
| 06/06/17  | 106             | Brazoria Co (Pearland) ISD            | TX    | Series 2017 Unlimited Tax School Bldg     | GO            | NEG      | LEAD       |
| 06/06/17  | 17              | Riverside Co (Beaumont) USD           | CA    | Series 2017 GO Refunding Bonds            | GO            | PVT      | SOLE       |
| 06/05/17  | 2               | Wabuansee (Mill Creek) USD #329       | KS    | Series 2017 GO Refunding Bonds            | GO            | PVT      | SOLE       |
| 06/05/17  | 800             | Los Angeles Co-California             | CA    | 2017-18 Series TRANS                      | GO            | NEG      | CO-MGR     |
| 06/01/17  | 7               | Kern Co (Lost Hills) USD              | CA    | Series A General Obligation Bonds         | GO            | NEG      | SOLE       |
| 06/01/17  | 51              | Nez Perce Co (Lewiston) ISD #1        | ID    | Series 2017 A & B General Obligation      | GO            | NEG      | SOLE       |
| 06/01/17  | 12              | Orange Co (Buena Park) SD             | CA    | Series 2017 General Obligation Bonds      | GO            | NEG      | SOLE       |
| 05/31/17  | 20              | Clackamas Comm College Dt             | OR    | Series 2017 B General Obligation Bonds    | GO            | NEG      | SOLE       |
| 05/31/17  | 25              | Clackamas Comm College Dt             | OR    | Series 2017 A General Obligation Bonds    | GO            | NEG      | SOLE       |
| 05/31/17  | 219             | Travis Co (Austin) ISD                | TX    | Series 2017 Unltd Tax School Bldg & Ref   | GO            | NEG      | LEAD       |
| 05/24/17  | 4               | Castle Shannon Boro-Pennsylvania      | PA    | Series of 2017 General Obligation Bonds   | GO            | NEG      | SOLE       |
| 05/24/17  | 91              | Denton Co (Northwest) ISD             | TX    | Series 2017 Unltd Tax School Building     | GO            | NEG      | CO-MGR     |
| 05/23/17  | 30              | Los Angeles Co (Claremont) USD        | CA    | Series A General Obligation Bonds         | GO            | NEG      | SOLE       |
| 05/23/17  | 16              | Richland City-Washington              | WA    | Series 2017 Limited Tax GO & Refunding    | GO            | NEG      | SOLE       |
| 05/17/17  | 8               | Monroeville Municipality-Pennsylvania | PA    | Series of 2017 General Obligation Bonds   | GO            | NEG      | SOLE       |
| 05/17/17  | 2               | Dolan-West Dolan Fire Protect Dt      | MO    | Series E 2017 General Obligation Bonds    | GO            | PVT      | SOLE       |
| 05/17/17  | 4               | Ada Co (Kuna) JSD #3                  | ID    | Series 2017 B General Obligation Bonds    | GO            | NEG      | SOLE       |
| 05/17/17  | 31              | Ada Co (Kuna) JSD #3                  | ID    | Series 2017 A & B General Obligation      | GO            | NEG      | SOLE       |
| 05/17/17  | 2               | Lewis Co (Boistfort) SD #234          | WA    | Series 2017 Unlimited Tax GO Bonds        | GO            | NEG      | SOLE       |
| 05/17/17  | 5               | Lynden City-Washington                | WA    | Series 2017 Ltd Tax & GO Refunding        | GO            | NEG      | SOLE       |
| 05/17/17  | 27              | Maricopa Co (Phoenix) UHSD #210       | AZ    | Series 2017 Refunding Bonds               | GO            | NEG      | SOLE       |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                             | State | Description                             | Security Type | Bid Type | Piper Role |
|-----------|-----------------|------------------------------------|-------|---|---------------|----------|------------|
| 05/16/17  | 4               | Riverside Co (Beaumont) USD        | CA    | Series D General Obligation Bonds       | GO            | NEG      | SOLE       |
| 05/16/17  | 10              | Riverside Co (Beaumont) USD        | CA    | Series D General Obligation Bonds       | GO            | NEG      | SOLE       |
| 05/16/17  | 70              | Clackamas Co (Oregon Trail) SD #46 | OR    | Series 2017 GO Refunding Bonds          | GO            | NEG      | CO-MGR     |
| 05/16/17  | 2               | Grays Harbor Co (Ocosta) SD #172   | WA    | Series 2017 Limited General Obligation  | GO            | PVT      | SOLE       |
| 05/16/17  | 37              | Snohomish (Stanwood) SD #401       | WA    | Series 2017 Unlimited Tax GO Bonds      | GO            | NEG      | SOLE       |
| 05/12/17  | 8               | Lower Kennebec Region Sch Unit #1  | ME    | 2017 Series GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 05/11/17  | 1               | Arnolds Park City-Iowa             | IA    | Series 2017 GO Capital Loan Notes       | GO            | NEG      | SOLE       |
| 05/09/17  | 6               | Iowa Higher Ed Loan Authority      | IA    | Series 2017 A RANs                      | GO            | NEG      | SOLE       |
| 05/08/17  | 2               | Hampton-Iowa                       | IA    | Series 2017 GO Capital Loan Notes       | GO            | PVT      | SOLE       |
| 05/05/17  | 4               | Lyon Co (Emporia) USD #253         | KS    | Series 2017 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 05/04/17  | 100             | Riverside USD                      | CA    | Series A General Obligation Bonds       | GO            | NEG      | SOLE       |
| 05/04/17  | 5               | Johnson Co (Spring Hill) USD #230  | KS    | Series 2017-B GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 05/03/17  | 72              | Clark Co (Ridgefield) SD #122      | WA    | Series 2017 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 05/03/17  | 31              | Crawford Co (Pittsburg) USD #250   | KS    | Series 2017 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 05/02/17  | 71              | Alameda Co (San Leandro) USD       | CA    | Series A & 2017 GO & Refunding Bonds    | GO            | NEG      | SOLE       |
| 05/02/17  | 85              | Ada Co (Boise City) ISD            | ID    | Series 2017 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 05/01/17  | 9               | Jackson Co (Holton) USD #336       | KS    | Series 2017 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 05/01/17  | 16              | Pleasant Prairie Vlg-Wisconsin     | WI    | Series 2017 GO Promissory Notes         | GO            | NEG      | SOLE       |
| 05/01/17  | 22              | Pleasant Prairie Vlg-Wisconsin     | WI    | Series 2017 Note Anticipation Notes     | GO            | NEG      | SOLE       |
| 04/27/17  | 31              | Bucks Co-Pennsylvania              | PA    | Series of 2017 General Obligation Bonds | GO            | NEG      | LEAD       |
| 04/27/17  | 29              | Round Rock City-Texas              | TX    | Series 2017 General Obligation Bonds    | GO            | NEG      | CO-MGR     |
| 04/26/17  | 149             | Washington Co (Beaverton) SD #48J  | OR    | Series 2017 D General Obligation Bonds  | GO            | NEG      | SOLE       |
| 04/26/17  | 33              | Washington Co (Beaverton) SD #48J  | OR    | Series 2017 C General Obligation Bonds  | GO            | NEG      | SOLE       |
| 04/26/17  | 76              | Washington Co (Beaverton) SD #48J  | OR    | Series 2017 B General Obligation Bonds  | GO            | NEG      | SOLE       |
| 04/26/17  | 39              | Washington Co (Beaverton) SD #48J  | OR    | Series 2017 A General Obligation Bonds  | GO            | NEG      | SOLE       |
| 04/26/17  | 12              | Fresno Co (Kerman) USD             | CA    | Series 2017 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 04/25/17  | 7               | Allegheny Co (Hampton) TSD         | PA    | Series of 2017 General Obligation Bonds | GO            | NEG      | SOLE       |
| 04/25/17  | 1               | Merced Co CSD                      | CA    | Series 2017 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 04/25/17  | 11              | Merced Co CSD                      | CA    | Series 2017 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 04/20/17  | 300             | California                         | CA    | Series 2017 C High-Speed Passenger      | GO            | NEG      | CO-MGR     |
| 04/20/17  | 300             | California                         | CA    | Series 2017 B High-Speed Passenger      | GO            | NEG      | CO-MGR     |
| 04/20/17  | 648             | California                         | CA    | Series 2017 A High-Speed Passenger      | GO            | NEG      | CO-MGR     |
| 04/20/17  | 4               | Jackson Co-Oregon                  | OR    | Series 2017 GO Refunding Bonds          | GO            | PVT      | SOLE       |
| 04/19/17  | 59              | Clark Co (Vancouver) SD #37        | WA    | Series 2017 Unlimited Tax GO Bonds      | GO            | NEG      | LEAD       |
| 04/19/17  | 9               | Imperial Co (Calexico) USD         | CA    | 2017 Series Refunding GO Bonds          | GO            | NEG      | SOLE       |
| 04/18/17  | 262             | Fort Bend Co (Katy) ISD            | TX    | Series 2017 Unltd Tax School Building   | GO            | NEG      | CO-MGR     |
| 04/12/17  | 2               | Asbury City-Iowa                   | IA    | Series 2017 GO Corporate Purpose Bonds  | GO            | NEG      | SOLE       |
| 04/12/17  | 50              | Santa Clarita Comm College Dt      | CA    | Series 2017 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 04/12/17  | 3               | Sioux Co (Sioux Center) CSD        | IA    | Series 2017 Infra Sales Svcs & Use Tx   | GO            | PVT      | SOLE       |
| 04/11/17  | 2               | Okoboji City-Iowa                  | IA    | Series 2017 GO Capital Loan Notes       | GO            | PVT      | SOLE       |
| 04/11/17  | 102             | Palomar Community Coll Dt          | CA    | 2017 Series GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 04/10/17  | 8               | El Paso Co (Canutillo) ISD         | TX    | Series 2017 Unlimited Tax Refunding     | GO            | NEG      | LEAD       |
| 04/06/17  | 90              | Solano Comm College Dt             | CA    | Series C General Obligation Bonds       | GO            | NEG      | LEAD       |
| 04/05/17  | 8               | Galesburg City-Illinois            | IL    | Series 2017 GO Refunding Bonds          | GO            | NEG      | CO-MGR     |
| 04/04/17  | 4               | Chemeketa Community College Dt     | OR    | Series 2017 Refunding Financing         | GO            | PVT      | SOLE       |
| 04/04/17  | 149             | Oregon                             | OR    | 2017 Series L GO Higher Education Bonds | GO            | NEG      | CO-MGR     |
| 04/04/17  | 54              | Oregon                             | OR    | 2017 Series J GO Higher Education Bonds | GO            | NEG      | CO-MGR     |
| 04/04/17  | 126             | Oregon                             | OR    | 2017 Series I GO Higher Education Bonds | GO            | NEG      | CO-MGR     |
| 04/03/17  | 2               | New Hampton City-Iowa              | IA    | Series 2017 GO Capital Loan Notes       | GO            | PVT      | SOLE       |
| 04/03/17  | 1               | Palatine Park Dt                   | IL    | Limited Park Bonds                      | GO            | PVT      | SOLE       |
| 03/29/17  | 5               | Grimes City-Iowa                   | IA    | Series 2017 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 03/29/17  | 23              | Connecticut                        | CT    | 2017 Series B-3 GO Refunding Bonds      | GO            | NEG      | CO-MGR     |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                            | State | Description                                 | Security Type | Bid Type | Piper Role |
|-----------|-----------------|-----------------------------------|-------|---|---------------|----------|------------|
| 03/29/17  | 142             | Connecticut                       | CT    | 2017 Series B-2 GO Refunding Bonds          | GO            | NEG      | CO-MGR     |
| 03/29/17  | 32              | Connecticut                       | CT    | 2017 Series B-1 GO Refunding Bonds          | GO            | NEG      | CO-MGR     |
| 03/29/17  | 60              | Connecticut                       | CT    | 2017 Series A-6 General Obligation Bonds    | GO            | NEG      | CO-MGR     |
| 03/29/17  | 18              | Connecticut                       | CT    | 2017 Series A-5 General Obligation Bonds    | GO            | NEG      | CO-MGR     |
| 03/29/17  | 134             | Connecticut                       | CT    | 2017 Series A-4 General Obligation Bonds    | GO            | NEG      | CO-MGR     |
| 03/29/17  | 56              | Connecticut                       | CT    | 2017 Series A-3 General Obligation Bonds    | GO            | NEG      | CO-MGR     |
| 03/29/17  | 274             | Connecticut                       | CT    | 2017 Series A-2 General Obligation Bonds    | GO            | NEG      | CO-MGR     |
| 03/29/17  | 7               | Connecticut                       | CT    | 2017 Series A-1 General Obligation Bonds    | GO            | NEG      | CO-MGR     |
| 03/28/17  | 8               | Glenn Co (Willows) USD            | CA    | 2017 Series A General Obligation Bonds      | GO            | NEG      | SOLE       |
| 03/23/17  | 23              | Imperial Co (Calexico) USD        | CA    | Series A General Obligation Bonds           | GO            | NEG      | SOLE       |
| 03/23/17  | 19              | Solano Co (Dixon) USD             | CA    | Series 2017 General Obligation Bonds        | GO            | NEG      | SOLE       |
| 03/22/17  | 139             | Palomar Community Coll Dt         | CA    | Series D General Obligation Bonds           | GO            | NEG      | SOLE       |
| 03/22/17  | 4               | Chicago Heights City-Illinois     | IL    | Series 2017 B General Obligation Bonds      | GO            | NEG      | SOLE       |
| 03/22/17  | 5               | Chicago Heights City-Illinois     | IL    | Series 2017 A GO Refunding Bonds            | GO            | NEG      | SOLE       |
| 03/22/17  | 4               | Niskayuna Town-New York           | NY    | Series 2017 GO Public Imp Ref Serial        | GO            | NEG      | SOLE       |
| 03/21/17  | 10              | Indiana Co (Armstrong) SD         | PA    | Series of 2017 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 03/21/17  | 49              | Brazoria Co (Alvin) ISD           | TX    | Series 2017 Unlimited Tax Schoolhouse       | GO            | NEG      | LEAD       |
| 03/21/17  | 6               | Rensselaer Co (Lansingburgh) CSD  | NY    | Series 2017 School District Ref Serial      | GO            | NEG      | SOLE       |
| 03/16/17  | 34              | Antelope Valley Community Coll Dt | CA    | Series A-1 General Obligation Bonds         | GO            | NEG      | CO-MGR     |
| 03/16/17  | 116             | Antelope Valley Community Coll Dt | CA    | Series A General Obligation Bonds           | GO            | NEG      | CO-MGR     |
| 03/16/17  | 10              | Burlington City-Iowa              | IA    | Series 2017 B GO Corporate Purpose          | GO            | NEG      | SOLE       |
| 03/15/17  | 3               | Buena Vista Co (Storm Lake) CSD   | IA    | Series 2017 B GO School Refunding           | GO            | PVT      | SOLE       |
| 03/15/17  | 1               | Jefferson City-Iowa               | IA    | Series 2017 Urban Renewal Corp Purpose      | GO            | PVT      | SOLE       |
| 03/14/17  | 4               | Klamath Co SD                     | OR    | Series 2017 Full Faith & Credit Obligations | GO            | NEG      | SOLE       |
| 03/14/17  | 4               | Plainfield Town-Connecticut       | CT    | Issue of 2017 General Obligation Bonds      | GO            | NEG      | SOLE       |
| 03/13/17  | 9               | Shawnee (Auburn-Wash) USD #437    | KS    | Series 2017 GO Refunding Bonds              | GO            | NEG      | SOLE       |
| 03/13/17  | 24              | Minnesota Housing Fin Agency      | MN    | 2017 Series C Homeownership Finance         | GO            | NEG      | CO-MGR     |
| 03/10/17  | 9               | Johnson Co (Spring Hill) USD #230 | KS    | Series 2017-A GO Refunding Bonds            | GO            | NEG      | SOLE       |
| 03/09/17  | 139             | Texas Public Finance Auth (TPFA)  | TX    | Series 2017 A GO Refunding Bonds            | GO            | NEG      | CO-MGR     |
| 03/09/17  | 4               | Linn-Benton Comm Coll Dt          | OR    | Series 2017 Ltd Tax GO Financing            | GO            | PVT      | SOLE       |
| 03/09/17  | 6               | Navajo (Heber-Overgard) USD #6    | AZ    | Series 2017 Refunding Bonds                 | GO            | PVT      | SOLE       |
| 03/08/17  | 20              | Coast Community College Dt        | CA    | Series 2017 E General Obligation Bonds      | GO            | NEG      | CO-MGR     |
| 03/08/17  | 280             | Coast Community College Dt        | CA    | Series 2017 D General Obligation Bonds      | GO            | NEG      | CO-MGR     |
| 03/08/17  | 201             | Tigard-Tualatin SD #23J           | OR    | Series 2017 General Obligation Bonds        | GO            | NEG      | LEAD       |
| 03/06/17  | 7               | Kenosha City-Wisconsin            | WI    | Series 2017 A GO Promissory Notes           | GO            | NEG      | SOLE       |
| 03/06/17  | 3               | Grundy Co (Dike-New Hartford) CSD | IA    | Series 2017 GO School Refunding Bonds       | GO            | PVT      | SOLE       |
| 03/02/17  | 12              | Fresno Co (Fowler) USD            | CA    | Series A General Obligation Bonds           | GO            | NEG      | SOLE       |
| 02/28/17  | 66              | Clatsop (Seaside) SD #10          | OR    | Series 2017 B General Obligation Bonds      | GO            | NEG      | SOLE       |
| 02/28/17  | 15              | Clarksburg City-West Virginia     | WV    | Series 2017 A Sales Tax BANs                | GO            | PVT      | SOLE       |
| 02/28/17  | 31              | Clatsop (Seaside) SD #10          | OR    | Series 2017 A General Obligation Bonds      | GO            | NEG      | SOLE       |
| 02/28/17  | 2               | Elk Grove Park Dt                 | IL    | Series 2017 Limited Park Bonds              | GO            | PVT      | SOLE       |
| 02/28/17  | 4               | Mason Co (North Mason) SD #403    | WA    | Series 2017 Limited General Obligation      | GO            | NEG      | SOLE       |
| 02/28/17  | 1               | Norwich City-Connecticut          | CT    | Issue of 2017 Ser B General Obligation      | GO            | NEG      | SOLE       |
| 02/28/17  | 7               | Norwich City-Connecticut          | CT    | Issue 2017 Series A General Obligation      | GO            | NEG      | SOLE       |
| 02/27/17  | 5               | Miami Co (Paola) USD #368         | KS    | Series 2017 GO Refunding Bonds              | GO            | NEG      | SOLE       |
| 02/23/17  | 2               | Genesee Co-New York               | NY    | Series 2017 GO Public Improvement Ref       | GO            | NEG      | SOLE       |
| 02/22/17  | 47              | Columbia Co (St Helens) SD #502   | OR    | Series 2017 General Obligation Bonds        | GO            | NEG      | SOLE       |
| 02/22/17  | 5               | Duvall City-Washington            | WA    | Series 2017 Limited Tax GO Bonds            | GO            | PVT      | SOLE       |
| 02/22/17  | 1               | Huntley Park Dt                   | IL    | Series 2017 GO Ltd Tax Park Bonds           | GO            | PVT      | SOLE       |
| 02/17/17  | 5               | Helena City-Montana               | MT    | Series 2017 GO Refunding Bonds              | GO            | NEG      | SOLE       |
| 02/16/17  | 33              | Galveston Co (Santa Fe) ISD       | TX    | Series 2017 Unltd Tax School Bldg Bonds     | GO            | NEG      | CO-MGR     |
| 02/15/17  | 6               | Benton Co (Monroe) SD #1J         | OR    | Series 2017 General Obligation Bonds        | GO            | NEG      | SOLE       |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                                 | State | Description                             | Security Type | Bid Type | Piper Role |
|-----------|-----------------|--|-------|---|---------------|----------|------------|
| 02/14/17  | 168             | Multnomah Co (Gresham-Barlow) SD #10JT | OR    | Series 2017 B General Obligation Bonds  | GO            | NEG      | SOLE       |
| 02/14/17  | 7               | Burlington City-Iowa                   | IA    | Series 2017 A GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 02/14/17  | 73              | Multnomah Co (Gresham-Barlow) SD #10JT | OR    | Series 2017 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 02/09/17  | 10              | Adams Co SD #90                        | NE    | Series 2017 GO School Building Bonds    | GO            | NEG      | SOLE       |
| 02/08/17  | 17              | Oregon                                 | OR    | 2017 Series F General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 02/08/17  | 48              | Oregon                                 | OR    | 2017 Series E General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 02/08/17  | 25              | Oregon                                 | OR    | 2017 Series D General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 02/08/17  | 106             | Oregon                                 | OR    | 2017 Series C General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 02/08/17  | 43              | Oregon                                 | OR    | 2017 Series B General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 02/08/17  | 238             | Oregon                                 | OR    | 2017 Series A General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 02/07/17  | 39              | Maricopa Co (Phoenix) UHSD #210        | AZ    | Series E (2017) School Improvement      | GO            | NEG      | CO-MGR     |
| 02/07/17  | 4               | Crow-Applegate-Lorane SD #66           | OR    | Series 2017 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 02/02/17  | 8               | Malheur Co (Vale) SD #84               | OR    | Series 2017 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 01/31/17  | 2               | Siskiyou Co (Yreka ) UHSD              | CA    | Series B General Obligation Bonds       | GO            | NEG      | SOLE       |
| 01/31/17  | 182             | Clackamas (No Clackamas) SD #12        | OR    | Series 2017 B General Obligation Bonds  | GO            | NEG      | LEAD       |
| 01/31/17  | 140             | Clackamas (No Clackamas) SD #12        | OR    | Series 2017 A General Obligation Bonds  | GO            | NEG      | LEAD       |
| 01/25/17  | 3               | Barrington Park Dt                     | IL    | Series 2017 B GO Refunding Park Bonds   | GO            | PVT      | SOLE       |
| 01/25/17  | 59              | Washington (Sherwood) SD #88J          | OR    | Series 2017 B General Obligation Bonds  | GO            | NEG      | SOLE       |
| 01/25/17  | 1               | Barrington Park Dt                     | IL    | Series 2017 A GO Limited Tax Park Bonds | GO            | PVT      | SOLE       |
| 01/25/17  | 69              | Washington (Sherwood) SD #88J          | OR    | Series 2017 A General Obligation Bonds  | GO            | NEG      | SOLE       |
| 01/25/17  | 11              | Twin Falls Co (Filer) SD #413          | ID    | Series 2017 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 01/24/17  | 199             | Harris Co (Spring) ISD                 | TX    | Series 2017 Unltd Tax School Building   | GO            | NEG      | CO-MGR     |
| 01/24/17  | 35              | Williamson Co (Georgetown) ISD         | TX    | Series 2017 Unltd Tax School Building   | GO            | NEG      | CO-MGR     |
| 01/24/17  | 3               | Iowa Great Lakes Sanitary Dt           | IA    | Series 2017 GO Capital Loan Notes       | GO            | PVT      | SOLE       |
| 01/24/17  | 29              | San Mateo (Belmont-Redwood Shores) SD  | CA    | 2017 Series B GO Refunding Bonds        | GO            | NEG      | LEAD       |
| 01/24/17  | 16              | San Mateo (Belmont-Redwood Shores) SD  | CA    | 2017 Series A GO Refunding Bonds        | GO            | NEG      | LEAD       |
| 01/20/17  | 11              | San Juan Co (Bloomfield) SD #6         | NM    | Series 2017 GO Refunding Bonds          | GO            | NEG      | CO-MGR     |
| 01/18/17  | 8               | Arrowhead Metropolitan Dt              | CO    | Series 2017 GO Refunding Bonds          | GO            | PVT      | SOLE       |
| 01/12/17  | 34              | University of Connecticut              | CT    | Series 2017 A GO Refunding Bonds        | GO            | NEG      | LEAD       |
| 01/12/17  | 311             | University of Connecticut              | CT    | Series 2017 A General Obligation Bonds  | GO            | NEG      | LEAD       |
| 01/11/17  | 7               | Riverside Co (Moreno Valley) USD       | CA    | 2016 Series Special Tax Bonds           | GO            | NEG      | SOLE       |
| 01/10/17  | 3               | Latah Co (Genesee) JSD #282            | ID    | Series 2017 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 01/06/17  | 1               | Oakbrook Terrace Comm Park Dt          | IL    | Series 2017 GO Limited Tax Park Bonds   | GO            | PVT      | SOLE       |
| 01/05/17  | 4               | McHenry Co (Cary) CCSD #26             | IL    | Series 2017 B Refunding School Bonds    | GO            | PVT      | SOLE       |
| 01/05/17  | 1               | McHenry Co (Cary) CCSD #26             | IL    | Series 2017 A Refunding School Bonds    | GO            | PVT      | SOLE       |
| 01/05/17  | 168             | El Paso Co (Ysleta) ISD                | TX    | Series 2017 Unltd Tax School Building   | GO            | NEG      | LEAD       |
| 01/04/17  | 182             | El Paso ISD                            | TX    | Series 2017 Unltd Tax School Building   | GO            | NEG      | LEAD       |
| 12/28/16  | 1               | Chicago Heights Park Dt                | IL    | Series 2016 A Limited Tax Park Bonds    | GO            | PVT      | SOLE       |
| 12/22/16  | 33              | Tuscaloosa City-Alabama                | AL    | Series 2016 B General Obligation        | GO            | PVT      | SOLE       |
| 12/22/16  | 1               | Lewis Co Fire Protection Dt #3         | WA    | Series 2016 GO Unlimited Tax Bonds      | GO            | PVT      | SOLE       |
| 12/16/16  | 4               | Waitsburg SD #401-100                  | WA    | Series 2016 GO Unlimited Tax Bonds      | GO            | NEG      | SOLE       |
| 12/15/16  | 10              | Reno Co (Hutchinson) USD #308          | KS    | Series 2017 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 12/15/16  | 9               | Port of Olympia-Washington             | WA    | Series 2016 B Limited Tax GO Refunding  | GO            | PVT      | SOLE       |
| 12/15/16  | 9               | Port of Olympia-Washington             | WA    | Series 2016 A Limited Tax GO &          | GO            | PVT      | SOLE       |
| 12/13/16  | 10              | Mercer Co (Farrell) ASD                | PA    | Series of 2016 General Obligation Bonds | GO            | NEG      | SOLE       |
| 12/13/16  | 100             | Los Angeles Co (Montebello) USD        | CA    | Series A General Obligation Bonds       | GO            | NEG      | CO-MGR     |
| 12/13/16  | 1               | East Brewton City-Alabama              | AL    | Series 2016 General Obligation Warrants | GO            | NEG      | SOLE       |
| 12/13/16  | 71              | Pierce Co (Franklin Pierce) SD #402    | WA    | Series 2016 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 12/13/16  | 10              | New London City-Connecticut            | CT    | Issue of 2016 GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 12/12/16  | 2               | Story Co (Ballard) CSD                 | IA    | Series 2017 GO School Capital Loan      | GO            | PVT      | SOLE       |
| 12/08/16  | 20              | Pottawatomie (Wamego) USD #320         | KS    | Series 2017 A General Obligation Bonds  | GO            | NEG      | SOLE       |
| 12/06/16  | 189             | Mississippi                            | MS    | Series 2016 B General Obligation Bonds  | GO            | NEG      | CO-MGR     |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                               | State | Description                              | Security Type | Bid Type | Piper Role |
|-----------|-----------------|--------------------------------------|-------|--|---------------|----------|------------|
| 12/05/16  | 2               | Highpointe Park Metropolitan Dt      | CO    | Series 2016 A & B General Obligation     | GO            | PVT      | SOLE       |
| 12/01/16  | 9               | Wyandotte (Kansas) USD #500          | KS    | Series 2016 B GO Refunding Bonds         | GO            | NEG      | SOLE       |
| 12/01/16  | 48              | Montgomery Co-Texas                  | TX    | Series 2016 A Limited Tax Refunding      | GO            | NEG      | CO-MGR     |
| 12/01/16  | 74              | Montgomery Co-Texas                  | TX    | Series 2016 A Road Bonds                 | GO            | NEG      | CO-MGR     |
| 12/01/16  | 227             | Wyandotte (Kansas) USD #500          | KS    | Series 2016 A GO Improvement Bonds       | GO            | NEG      | SOLE       |
| 12/01/16  | 119             | Portland Community College Dt        | OR    | Series 2016 GO Refunding Bonds           | GO            | NEG      | LEAD       |
| 11/30/16  | 9               | Lewis Co (Chehalis) SD #302          | WA    | Series 2016 Unlimited Tax GO Bonds       | GO            | NEG      | SOLE       |
| 11/29/16  | 2               | Williamsburg City-Iowa               | IA    | Series 2016 B GO Corporate Purpose       | GO            | NEG      | SOLE       |
| 11/23/16  | 7               | Butler Co (Augusta) USD #402         | KS    | Series 2017 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 11/17/16  | 14              | Indiana Co (Armstrong) SD            | PA    | Series of 2016 General Obligation Bonds  | GO            | NEG      | SOLE       |
| 11/17/16  | 38              | Marin Comm College Dt                | CA    | Series A-1 General Obligation Bonds      | GO            | NEG      | SOLE       |
| 11/17/16  | 60              | Marin Comm College Dt                | CA    | Series A General Obligation Bonds        | GO            | NEG      | SOLE       |
| 11/17/16  | 40              | Oregon                               | OR    | 2016 Series J & K GO & Refunding Bonds   | GO            | NEG      | CO-MGR     |
| 11/16/16  | 25              | Los Angeles (Hermosa Beach) CSD      | CA    | Series A General Obligation Bonds        | GO            | NEG      | SOLE       |
| 11/16/16  | 146             | Sonoma Co Junior College Dt          | CA    | 2016 & Series A GO & Refunding Bonds     | GO            | NEG      | LEAD       |
| 11/15/16  | 42              | Garland City-Texas                   | TX    | Series 2016 GO Refunding Bonds           | GO            | NEG      | CO-MGR     |
| 11/15/16  | 47              | Snohomish Co (Everett) SD #2         | WA    | Series 2016 Ultd Tax General Obligation  | GO            | NEG      | CO-MGR     |
| 11/15/16  | 8               | Fremont-Madison Cos JSD #215         | ID    | Series 2016 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 11/15/16  | 9               | Bloomfield Town-Connecticut          | CT    | Issuer of 2016 GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 11/10/16  | 7               | De Kalb Co CUSD #300                 | IL    | Series 2016 A Debt Certificates          | GO            | PVT      | SOLE       |
| 11/10/16  | 7               | Kennewick City-Washington            | WA    | Series 2016 Limited Tax GO Bonds         | GO            | NEG      | SOLE       |
| 11/09/16  | 3               | Grain Valley City-Missouri           | MO    | Series 2016 Limited General Obligation   | GO            | NEG      | SOLE       |
| 11/09/16  | 4               | Lane Co (Bethel) SD #52              | OR    | Series 2016 GO Refunding Bonds           | GO            | PVT      | SOLE       |
| 11/08/16  | 1               | Kenosha Co-Wisconsin                 | WI    | Series 2016 B GO Promissory Notes        | GO            | NEG      | SOLE       |
| 11/08/16  | 10              | McHenry Co (Cary) CCSD #26           | IL    | Series 2016 A GO Refunding School        | GO            | PVT      | SOLE       |
| 11/08/16  | 8               | Kenosha Co-Wisconsin                 | WI    | Series 2016 GO Promissory Notes          | GO            | NEG      | SOLE       |
| 11/08/16  | 1               | King Co (Tukwila) SD #406            | WA    | Series 2016 Limited GO Bonds             | GO            | PVT      | SOLE       |
| 11/03/16  | 36              | Leander City-Texas                   | TX    | Series 2016 Ref & Comb Tx & Rev Cert of  | GO            | NEG      | LEAD       |
| 11/03/16  | 5               | Emporia City-Kansas                  | KS    | Series 2016 GO Refunding & Improvement   | GO            | NEG      | SOLE       |
| 11/03/16  | 7               | Miami Co (Paola) USD #368            | KS    | Series 2016 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 11/03/16  | 76              | Tacoma Metropolitan Park Dt          | WA    | Series 2016 Unlimited Tax GO & Ref       | GO            | NEG      | SOLE       |
| 11/03/16  | 13              | Meriden City-Connecticut             | CT    | Issue of 2016 Ser B GO Refunding Bonds   | GO            | NEG      | SOLE       |
| 11/02/16  | 10              | Seward Co (Liberal) USD #480         | KS    | Series 2016 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 11/02/16  | 18              | Alameda Co (San Leandro) USD         | CA    | 2016 Series Refunding GO Bonds           | GO            | NEG      | SOLE       |
| 11/01/16  | 20              | Santa Clarita Comm College Dt        | CA    | Series of 2016 General Obligation Bonds  | GO            | NEG      | SOLE       |
| 11/01/16  | 2               | Miller Co Nursing Home Dt            | MO    | Series 2016 GO Refunding Bonds           | GO            | PVT      | SOLE       |
| 11/01/16  | 2               | Waukon City-Iowa                     | IA    | Series 2016 GO Corporate Purpose Bonds   | GO            | PVT      | SOLE       |
| 10/26/16  | 5               | Carnegie Boro-Pennsylvania           | PA    | Series of 2016 General Obligation Bonds  | GO            | NEG      | SOLE       |
| 10/26/16  | 9               | Penn Hills Municipality-Pennsylvania | PA    | Series of 2016 General Obligation Bonds  | GO            | NEG      | SOLE       |
| 10/26/16  | 2               | Genesee Co (Le Roy) CSD              | NY    | Series 2016 GO School District Ref Bonds | GO            | NEG      | SOLE       |
| 10/26/16  | 2               | Palo Pinto Co (Graford) ISD          | TX    | Series 2016 Refunding Bonds              | GO            | NEG      | SOLE       |
| 10/26/16  | 35              | Snohomish Co Pub Hospital Dt #3      | WA    | Series 2016 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 10/26/16  | 1300            | New Jersey Trans Trust Fund Au       | NJ    | 2016 Subseries A-2 Revenue Notes         | GO            | NEG      | CO-MGR     |
| 10/26/16  | 1441            | New Jersey Trans Trust Fund Au       | NJ    | 2016 Subseries A-1 Revenue Notes         | GO            | NEG      | CO-MGR     |
| 10/25/16  | 25              | Clark Co (Washougal) SD #112-6       | WA    | Series 2016 Unlimited Tax GO Bonds       | GO            | NEG      | SOLE       |
| 10/20/16  |                 | Brewton City-Alabama                 | AL    | Series 2016 B General Obligation         | GO            | NEG      | SOLE       |
| 10/20/16  | 6               | Brewton City-Alabama                 | AL    | Series 2016 A General Obligation         | GO            | NEG      | SOLE       |
| 10/20/16  | 2               | Shasta Co (Black Butte) UESD         | CA    | Series 2016 A General Obligation Bonds   | GO            | NEG      | SOLE       |
| 10/20/16  | 4               | El Dorado Co (Camino) USD            | CA    | Series 2016 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 10/20/16  | 1               | Fayette Co (Oelwein) CSD             | IA    | Series 2016 GO School Capital Loan       | GO            | PVT      | SOLE       |
| 10/19/16  | 9               | Allegheny Co (Allegheny Valley) SD   | PA    | Series of 2016 General Obligation Bonds  | GO            | NEG      | SOLE       |
| 10/19/16  | 6               | Naperville Park Dt                   | IL    | Series 2016 GO Ltd Tax Ref Park Bonds    | GO            | PVT      | SOLE       |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                            | State | Description                              | Security Type | Bid Type | Piper Role |
|-----------|-----------------|-----------------------------------|-------|--|---------------|----------|------------|
| 10/19/16  | 65              | Connecticut                       | CT    | 2016 Series F-1 General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 10/19/16  | 15              | Connecticut                       | CT    | 2016 Series E-6 General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 10/19/16  | 94              | Connecticut                       | CT    | 2016 Series E-5 General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 10/19/16  | 134             | Connecticut                       | CT    | 2016 Series E-4 General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 10/19/16  | 91              | Connecticut                       | CT    | 2016 Series E-3 General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 10/19/16  | 204             | Connecticut                       | CT    | 2016 Series E-2 General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 10/19/16  | 47              | Connecticut                       | CT    | 2016 Series E-1 General Obligation Bonds | GO            | NEG      | CO-MGR     |
| 10/18/16  | 3               | Pleasant Prairie Vlg-Wisconsin    | WI    | Series 2016 GO Promissory Notes          | GO            | NEG      | SOLE       |
| 10/17/16  | 1               | Lake Bluff Park Dt                | IL    | Series 2016 GO Ltd Tax Park Bonds        | GO            | PVT      | SOLE       |
| 10/17/16  | 8               | Plainfield Fire Protection Dt     | IL    | Series 2016 GO Ref Alt Rev Source Bonds  | GO            | PVT      | SOLE       |
| 10/14/16  | 10              | Hampton Twp-Pennsylvania          | PA    | Series of 2016 General Obligation Bonds  | GO            | NEG      | SOLE       |
| 10/14/16  | 12              | Westport Town-Connecticut         | CT    | Issue of 2016 Ser B GO Refunding Bonds   | GO            | NEG      | SOLE       |
| 10/13/16  | 10              | Yolo Co (Washington) USD          | CA    | Series B General Obligation Bonds        | GO            | NEG      | SOLE       |
| 10/13/16  | 2               | Shasta Co (Junction) ESD          | CA    | Series A General Obligation Bonds        | GO            | NEG      | SOLE       |
| 10/13/16  |                 | Bolingbrook Park Dt               | IL    | Series 2016 B GO Limited Park Bonds      | GO            | NEG      | SOLE       |
| 10/13/16  | 7               | Bolingbrook Park Dt               | IL    | Series 2016 A & C GO Ltd Park Bonds &    | GO            | NEG      | SOLE       |
| 10/13/16  |                 | Williamson Co (Leander) ISD       | TX    | Series 2016 A Unlimited Tax Refunding    | GO            | NEG      | CO-MGR     |
| 10/13/16  |                 | Williamson Co (Leander) ISD       | TX    | Series 2016 A Unlimited Tax Refunding    | GO            | NEG      | CO-MGR     |
| 10/13/16  | 30              | Williamson Co (Leander) ISD       | TX    | Series 2016 A Unlimited Tax Refunding    | GO            | NEG      | CO-MGR     |
| 10/13/16  | 160             | Williamson Co (Leander) ISD       | TX    | Series 2016 A Unlimited Tax Refunding    | GO            | NEG      | CO-MGR     |
| 10/13/16  | 29              | Titus Co-Texas                    | TX    | Series 2016 Refunding Bonds              | GO            | NEG      | CO-MGR     |
| 10/13/16  | 129             | Victoria ISD                      | TX    | Series 2016 Unlimited Tax Refunding      | GO            | NEG      | CO-MGR     |
| 10/13/16  | 5               | Canyon Co (Vallivue) SD #139      | ID    | Series 2016 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 10/13/16  | 8               | Clackamas Education Svc Dt        | OR    | Series 2016 FullFaith&Credit Proj & Ref  | GO            | NEG      | SOLE       |
| 10/12/16  | 10              | South Elgin Village-Illinois      | IL    | Series 2016 B GO Alt Rev Source          | GO            | NEG      | SOLE       |
| 10/11/16  | 6               | Florida Capital Trust Agency      | FL    | Series 2016 A Retirement Facility BANs   | GO            | PVT      | CO-MGR     |
| 10/05/16  | 144             | Honolulu City & Co-Hawaii         | HI    | Series 2016 D General Obligation Bonds   | GO            | NEG      | CO-MGR     |
| 10/05/16  | 235             | Honolulu City & Co-Hawaii         | HI    | Series 2016 A B C General Obligation     | GO            | NEG      | CO-MGR     |
| 10/05/16  | 150             | Dallas Co (Garland) ISD           | TX    | Series 2016 Unltd Tax School Building    | GO            | NEG      | CO-MGR     |
| 10/05/16  | 100             | Harris Co (Tomball) ISD           | TX    | Series 2016 Unlimited Tx Sch Bldg & Ref  | GO            | NEG      | LEAD       |
| 10/05/16  | 20              | King Co (Vashon Island) SD #402   | WA    | Series 2016 Unltd Tax GO Refunding       | GO            | NEG      | SOLE       |
| 10/05/16  | 43              | Oregon                            | OR    | 2016 Series I General Obligation Bonds   | GO            | NEG      | CO-MGR     |
| 10/05/16  | 16              | Grafton Co-New Hampshire          | NH    | 2016 Series GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 10/04/16  | 92              | Galveston Co (Dickinson) ISD      | TX    | Series 2016 A & B Unltd Tax Schoolhouse  | GO            | NEG      | CO-MGR     |
| 10/04/16  | 11              | South Elgin Village-Illinois      | IL    | Series 2016 A GO Alt Rev Source Ref      | GO            | PVT      | SOLE       |
| 10/04/16  | 96              | Williamson Co (Round Rock) ISD    | TX    | Series 2016 Unltd Tax School Bldg & Ref  | GO            | NEG      | CO-MGR     |
| 10/04/16  | 1               | South Hutchinson City-Kansas      | KS    | Series 2016 GO Temporary Notes           | GO            | NEG      | SOLE       |
| 10/04/16  | 18              | Monterey Co (Carmel) USD          | CA    | 2016 Series GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 09/30/16  | 27              | Geary Co-Kansas                   | KS    | Series 2016 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 09/29/16  | 18              | Pierce Co (Bethel) SD #403        | WA    | Series 2016 Unlimited Tax GO Refunding   | GO            | NEG      | SOLE       |
| 09/28/16  | 19              | Allegheny Co (Gateway) SD         | PA    | Series of 2016 General Obligation Bonds  | GO            | NEG      | SOLE       |
| 09/28/16  | 3               | Johnson Co (Spring Hill) USD #230 | KS    | Series 2016-C GO Refunding Bonds         | GO            | NEG      | SOLE       |
| 09/28/16  | 5               | Crawford Co (Pittsburg) USD #250  | KS    | Series 2016-B GO Refunding Bonds         | GO            | NEG      | SOLE       |
| 09/28/16  | 82              | Johnson Co (Spring Hill) USD #230 | KS    | Series 2016-B GO Improvement Bonds       | GO            | NEG      | SOLE       |
| 09/28/16  | 21              | Breckenridge Mountain Metro Dt    | CO    | Series 2016 GO Refunding & Improvement   | GO            | NEG      | LEAD       |
| 09/28/16  | 4               | Dubuque Co-Iowa                   | IA    | Series 2016 General Obligation Bonds     | GO            | PVT      | SOLE       |
| 09/28/16  | 7               | Essex Co (Schroon Lake) CSD       | NY    | Series 2016 School District Ref Serial   | GO            | NEG      | SOLE       |
| 09/28/16  | 101             | New Hampshire Muni Bond Bank      | NH    | 2016 Series D Refunding Bonds            | GO            | NEG      | CO-MGR     |
| 09/27/16  | 34              | Galveston Co (Santa Fe) ISD       | TX    | Series 2016 Unlimited Tax Refunding      | GO            | NEG      | CO-MGR     |
| 09/27/16  | 55              | Goodyear City-Arizona             | AZ    | Series 2016 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 09/27/16  | 5               | Warren Co (Carlisle) CSD          | IA    | Series 2016 GO School Capital Loan       | GO            | PVT      | SOLE       |
| 09/23/16  | 3               | Huntley Park Dt                   | IL    | Series 2016 Debt Certificates            | GO            | PVT      | SOLE       |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                                    | State | Description                                | Security Type | Bid Type | Piper Role |
|-----------|-----------------|---|-------|--|---------------|----------|------------|
| 09/22/16  | 7               | Coral Canyon Special Service Dt           | UT    | Series 2016 GO Refunding Bonds             | GO            | NEG      | SOLE       |
| 09/22/16  | 20              | Los Angeles Co (Claremont) USD            | CA    | 2016 Series GO Refunding Bonds             | GO            | NEG      | SOLE       |
| 09/20/16  | 5               | Napa Co (St Helena) USD                   | CA    | Series D General Obligation Bonds          | GO            | NEG      | SOLE       |
| 09/20/16  | 5               | Kern Co (Lost Hills) USD                  | CA    | 2016 Series GO Refunding Bonds             | GO            | NEG      | SOLE       |
| 09/19/16  | 54              | Sta Clara (Los Gatos-Saratoga) JUHSD      | CA    | Series B General Obligation Bonds          | GO            | NEG      | CO-MGR     |
| 09/15/16  | 10              | Adams Co SD #90                           | NE    | Series 2016 GO School Building Bonds       | GO            | NEG      | SOLE       |
| 09/15/16  | 2               | Butler-Alabama                            | AL    | Series 2016 General Obligation Warrants    | GO            | NEG      | SOLE       |
| 09/15/16  | 2               | Yakima Co (Sunnyside) SD #201             | WA    | Series 2016 Limited General Obligation     | GO            | PVT      | SOLE       |
| 09/14/16  | 18              | Fresno Co USD                             | CA    | Series 2016 B GO Refunding Bonds           | GO            | NEG      | LEAD       |
| 09/14/16  | 132             | Fresno Co USD                             | CA    | Ser F & 2016 A & B GO & Refunding          | GO            | NEG      | LEAD       |
| 09/13/16  | 28              | Whatcom Co (Blaine) SD #503               | WA    | Series 2016 Unlimited Tax GO Bonds         | GO            | NEG      | SOLE       |
| 09/09/16  | 13              | Gorham Town-Maine                         | ME    | Series B General Obligation Bonds          | GO            | NEG      | SOLE       |
| 09/09/16  | 17              | Clay Co-Kansas                            | KS    | Series 2016 GO Refunding & Improvement     | GO            | NEG      | SOLE       |
| 09/08/16  | 41              | Riverside Co (Val Verde) USD              | CA    | Series 2016 A & C GO & Refunding Bonds     | GO            | NEG      | SOLE       |
| 09/08/16  |                 | McFarland City- Kansas                    | KS    | Series 2016 A General Obligation Bonds     | GO            | PVT      | SOLE       |
| 09/08/16  |                 | McLennan Co (Bosqueville) ISD             | TX    | Series 2016 Refunding Bonds                | GO            | NEG      | CO-MGR     |
| 09/08/16  | 1               | McLennan Co (Bosqueville) ISD             | TX    | Series 2016 Refunding Bonds                | GO            | NEG      | CO-MGR     |
| 09/08/16  | 17              | Ada Co (Kuna) JSD #3                      | ID    | Series 2016 GO Refunding Bonds             | GO            | NEG      | SOLE       |
| 09/08/16  | 1               | Alton City-Iowa                           | IA    | Series 2016 GO Capital Loan Notes          | GO            | PVT      | SOLE       |
| 09/07/16  | 23              | Austin City-Texas                         | TX    | Series 2016 Pub Property Fin &             | GO            | NEG      | CO-MGR     |
| 09/07/16  | 44              | Austin City-Texas                         | TX    | Series 2016 Certificates of Obligation     | GO            | NEG      | CO-MGR     |
| 09/07/16  | 98              | Austin City-Texas                         | TX    | Series 2016 Public Improvement & Ref       | GO            | NEG      | CO-MGR     |
| 09/07/16  | 21              | Austin Co-Texas                           | TX    | Series 2016 Public Imp Bonds & Certs of    | GO            | NEG      | CO-MGR     |
| 09/07/16  | 3               | North Bend City-Oregon                    | OR    | Series 2016 Full Faith & Credit Ref Oblig  | GO            | PVT      | SOLE       |
| 09/01/16  | 8               | West View Borough-Pennsylvania            | PA    | Series of 2016 General Obligations Bonds   | GO            | NEG      | SOLE       |
| 09/01/16  | 2               | Lincoln Co (Dietrich) SD #314             | ID    | Series 2016 General Obligation Bonds       | GO            | NEG      | SOLE       |
| 09/01/16  | 3               | St Lawrence Co (Hermon-De Kalb) CSD       | NY    | Series 2016 GO School District Ref Bonds   | GO            | NEG      | SOLE       |
| 08/31/16  | 203             | Arizona Transportation Board              | AZ    | Series 2016 Highway Revenue Refunding      | GO            | NEG      | CO-MGR     |
| 08/30/16  | 48              | Houston Community College (HCC)           | TX    | Series 2016 Ltd & Maintenance Tax Ref      | GO            | NEG      | CO-MGR     |
| 08/30/16  | 66              | Hood River Co SD                          | OR    | Series 2016 GO & Refunding Bonds           | GO            | NEG      | SOLE       |
| 08/26/16  | 5               | Bedford Hills Fire Dt                     | NY    | Series 2016 Fire District Ref Serial Bonds | GO            | NEG      | SOLE       |
| 08/25/16  | 1               | Westmoreland Co-Pennsylvania              | PA    | Series B of 2016 General Obligation        | GO            | NEG      | CO-MGR     |
| 08/25/16  | 16              | Westmoreland Co-Pennsylvania              | PA    | Series A of 2016 General Obligation        | GO            | NEG      | CO-MGR     |
| 08/25/16  | 61              | Johnson Co (Olathe) USD #233              | KS    | Series 2016 C GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 08/25/16  | 2               | Fairfax City-Iowa                         | IA    | Series 2016 A & B Sewer Revenue BANs       | GO            | PVT      | SOLE       |
| 08/25/16  | 15              | Longview City-Texas                       | TX    | Series 2016 GO Improvement & Refunding     | GO            | NEG      | CO-MGR     |
| 08/25/16  |                 | Defiance City-Ohio                        | OH    | Series 2016 GO Water System Imp Ref        | GO            | NEG      | SOLE       |
| 08/25/16  | 3               | Defiance City-Ohio                        | OH    | Series 2016 GO Water System Imp Ref        | GO            | NEG      | SOLE       |
| 08/24/16  | 3               | Washington Co (Fort Cherry) SD            | PA    | Series of 2016 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 08/24/16  | 6               | Minnesota Tax & Aid Borrow Prog           | MN    | Series 2016 A Certs of Participation Aid   | GO            | NEG      | SOLE       |
| 08/24/16  | 3               | Lewis Co (Mossyrock) SD #206              | WA    | Series 2016 Unlimited Tax GO Refunding     | GO            | NEG      | SOLE       |
| 08/24/16  | 6               | Plainville Town-Connecticut               | CT    | Issue of 2016 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 08/23/16  | 226             | Phoenix City-Arizona                      | AZ    | Series 2016 GO Refunding Bonds             | GO            | NEG      | LEAD       |
| 08/23/16  | 3               | Long Beach Comm College Dt                | CA    | 2016 Series D General Obligation Bonds     | GO            | NEG      | LEAD       |
| 08/23/16  | 73              | Long Beach Comm College Dt                | CA    | 2016 Series B General Obligation Bonds     | GO            | NEG      | LEAD       |
| 08/23/16  | 9               | Long Beach Comm College Dt                | CA    | 2016 Series A General Obligation Bonds     | GO            | NEG      | LEAD       |
| 08/19/16  | 3               | Wyoming Co-New York                       | NY    | Series 2016 GO Public Imp Ref Serial       | GO            | NEG      | SOLE       |
| 08/18/16  | 74              | San Jacinto Comm College Dt               | TX    | Series 2016 C Limited Tax GO Refunding     | GO            | NEG      | CO-MGR     |
| 08/18/16  | 4               | Umatilla (Athena-Weston) SD #29RJ         | OR    | Series 2016 General Obligation Bonds       | GO            | NEG      | SOLE       |
| 08/17/16  | 1               | Northern Illinois Special Rec Association | IL    | Series 2016 B Refunding Debt Certificates  | GO            | PVT      | SOLE       |
| 08/17/16  |                 | Northern Illinois Special Rec Association | IL    | Series 2016 A Refunding Debt Certificates  | GO            | PVT      | SOLE       |
| 08/17/16  | 13              | Cowlitz Co (Longview) SD #122             | WA    | Series 2016 Unlimited Tax GO Refunding     | GO            | NEG      | SOLE       |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                                | State | Description                              | Security Type | Bid Type | Piper Role |
|-----------|-----------------|---------------------------------------|-------|--|---------------|----------|------------|
| 08/17/16  | 88              | Southwestern Comm College Dt          | CA    | 2016 Series A & B GO Refunding Bonds     | GO            | NEG      | LEAD       |
| 08/16/16  | 6               | North Fayette Twp-Pennsylvania        | PA    | Series of 2016 GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 08/16/16  | 4               | South Hutchinson City-Kansas          | KS    | Series 2016 GO Refunding & Improvement   | GO            | NEG      | SOLE       |
| 08/15/16  | 7               | Cherokee Co (Baxter Springs) USD #508 | KS    | Series 2016 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 08/11/16  | 8               | Allegheny Co (Hampton) TSD            | PA    | Series of 2016 General Obligation Bonds  | GO            | NEG      | SOLE       |
| 08/11/16  | 9               | Clanton-Alabama                       | AL    | Series 2016 General Obligation Warrants  | GO            | NEG      | SOLE       |
| 08/11/16  | 5               | Malheur Co (Adrian) SD #61            | OR    | Series 2016 GO & Refunding Bonds         | GO            | NEG      | SOLE       |
| 08/10/16  | 198             | Johnson Co (Olathe) USD #233          | KS    | Series 2016 B GO Refunding Bonds         | GO            | NEG      | SOLE       |
| 08/10/16  | 129             | Johnson Co (Olathe) USD #233          | KS    | Series 2016 A GO School Bonds            | GO            | NEG      | SOLE       |
| 08/10/16  | 7               | Malheur Co (Nyssa) SD #26             | OR    | Series 2016 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 08/09/16  | 30              | Coast Community College Dt            | CA    | Series 2016 C General Obligation Bonds   | GO            | NEG      | CO-MGR     |
| 08/09/16  | 2               | Olympia Fields Park Dt                | IL    | Series 2016 A GO Alt Rev Source Park     | GO            | PVT      | SOLE       |
| 08/09/16  | 5               | Lebanon-Tennessee                     | TN    | Series 2016 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 08/05/16  | 2               | Newcastle-Washington                  | WA    | Series 2016 B Limited Tax GO Bonds       | GO            | NEG      | SOLE       |
| 08/05/16  | 3               | Newcastle-Washington                  | WA    | Series 2016 A Limited Tax GO Bonds       | GO            | NEG      | SOLE       |
| 08/05/16  | 28              | Sacramento Co (Center) USD            | CA    | Series 2016 & 2016 E GO & Refunding      | GO            | NEG      | SOLE       |
| 08/04/16  | 63              | Pima Co (Tucson) USD #1               | AZ    | Series 2016 Refunding Bonds              | GO            | NEG      | CO-MGR     |
| 08/04/16  | 4               | Lane Co (Mapleton) SD #32             | OR    | Series 2016 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 08/04/16  | 4               | North Castle Fire Dt #2               | NY    | Series 2016 GO Fire Dt Refunding Serial  | GO            | NEG      | SOLE       |
| 08/04/16  | 8               | Ontario Co-New York                   | NY    | Series 2016 GO Refunding Serial Bonds    | GO            | NEG      | SOLE       |
| 08/03/16  | 17              | Monterey Co (North Monterey) USD      | CA    | Series B & 2016 GO & Refunding Bonds     | GO            | NEG      | SOLE       |
| 08/03/16  | 9               | Deschutes Co (Sisters) SD #6          | OR    | Series 2016 B General Obligation Bonds   | GO            | NEG      | SOLE       |
| 08/03/16  | 85              | Brazoria Co (Alvin) ISD               | TX    | Series 2016 A Schoolhouse & Refunding    | GO            | NEG      | LEAD       |
| 08/03/16  | 2               | Deschutes Co (Sisters) SD #6          | OR    | Series 2016 A General Obligation Bonds   | GO            | NEG      | SOLE       |
| 08/03/16  | 9               | Douglas Co (Baldwin) USD #348         | KS    | Series 2016 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 08/03/16  | 26              | Vancouver Library Cap Fac Area        | WA    | Series 2016 Unlimited Tax GO Refunding   | GO            | NEG      | SOLE       |
| 08/02/16  | 86              | Harris Co (Humble) ISD                | TX    | Series 2016 C Unlimited Tax Refunding    | GO            | NEG      | CO-MGR     |
| 08/02/16  | 186             | Harris Co (Humble) ISD                | TX    | Series 2016 A & B School Building &      | GO            | NEG      | CO-MGR     |
| 07/28/16  |                 | Holden City-Missouri                  | MO    | Series 2016 E GO Refunding &             | GO            | PVT      | SOLE       |
| 07/28/16  | 2               | Monroeville Vlg-Ohio                  | OH    | GO Refunding Bonds                       | GO            | PVT      | SOLE       |
| 07/26/16  | 1               | Plumas Hospital Dt                    | CA    | Series 2016 B General Obligation Bonds   | GO            | PVT      | SOLE       |
| 07/26/16  | 22              | Whatcom Co (Lynden) SD #504           | WA    | Series 2016 Unlimited Tax GO Bonds       | GO            | NEG      | SOLE       |
| 07/26/16  | 88              | Yamhill Co (McMinnville) SD #40       | OR    | Series 2016 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 07/21/16  | 12              | Gaston SD #511-555JT                  | OR    | Series 2016 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 07/21/16  | 2               | Sigourney City-Iowa                   | IA    | Series 2016 GO Capital Loan Notes        | GO            | NEG      | SOLE       |
| 07/20/16  | 71              | Bandera Co (Medina Valley) ISD        | TX    | Series 2016 Unlimited Tax School Bldg    | GO            | NEG      | CO-MGR     |
| 07/20/16  | 76              | Austin Community College Dt           | TX    | Series 2016 Limited Tax & Refunding      | GO            | NEG      | LEAD       |
| 07/20/16  | 15              | Cook Co (Hinsdale) THSD #86           | IL    | Series 2016 GO Limited Tax Ref School    | GO            | PVT      | SOLE       |
| 07/20/16  | 1               | Knob Noster City-Missouri             | MO    | Series 2016 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 07/20/16  | 14              | Yamhill-Carlton SD #1                 | OR    | Series 2016 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 07/19/16  | 16              | Lane Co (South Lane) SD #45J3         | OR    | Series 2016 B General Obligation Bonds   | GO            | NEG      | SOLE       |
| 07/19/16  | 12              | Kenosha City-Wisconsin                | WI    | Series 2016 A GO Promissory Notes        | GO            | NEG      | SOLE       |
| 07/19/16  | 20              | Lane Co (South Lane) SD #45J3         | OR    | Series 2016 A General Obligation Bonds   | GO            | NEG      | SOLE       |
| 07/19/16  | 4               | Clatsop Community College Dt          | OR    | Series 2016 GO Refunding Bonds           | GO            | PVT      | SOLE       |
| 07/15/16  | 23              | San Bernardino (Ontario-Montclair) SD | CA    | 2016 Series A & B GO & Crossover         | GO            | NEG      | SOLE       |
| 07/14/16  | 3               | Umatilla Co (Echo) SD #5              | OR    | Series 2016 B General Obligation Bonds   | GO            | NEG      | SOLE       |
| 07/14/16  | 1               | Umatilla Co (Echo) SD #5              | OR    | Series 2016 A GO Deferred Interest Bonds | GO            | NEG      | SOLE       |
| 07/14/16  | 23              | Eagle River Fire Protection Dt        | CO    | Series 2016 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 07/14/16  | 15              | Lane Co (Junction City) SD #69        | OR    | Series 2016 General Obligation Bonds     | GO            | NEG      | SOLE       |
| 07/13/16  | 135             | King Co (Issaquah) SD #411            | WA    | Series 2016 Unlimited Tax GO Bonds       | GO            | NEG      | SOLE       |
| 07/13/16  | 247             | Chabot-Las Positas Comm Coll Dt       | CA    | 2016 Series GO Refunding Bonds           | GO            | NEG      | LEAD       |
| 07/12/16  | 27              | Rogue Community College Dt            | OR    | Series 2016 A & B GO & Refunding Bonds   | GO            | NEG      | SOLE       |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                                    | State | Description                                | Security Type | Bid Type | Piper Role |
|-----------|-----------------|---|-------|--|---------------|----------|------------|
| 07/12/16  | 10              | Harris Co (Deer Park) ISD                 | TX    | Series 2016 Limited Tax Refunding Bonds    | GO            | NEG      | LEAD       |
| 07/12/16  | 1               | Freeport Village-New York                 | NY    | 2016 Series B Public Improvement Ref       | GO            | NEG      | CO-MGR     |
| 07/12/16  | 14              | Freeport Village-New York                 | NY    | 2016 Series A Public Improvement Ref       | GO            | NEG      | CO-MGR     |
| 07/11/16  | 18              | Cameron Co (Rio Hondo) ISD                | TX    | Series 2016 Unlimited Tax School Bldg      | GO            | NEG      | CO-MGR     |
| 07/11/16  | 2               | Weston City-Missouri                      | MO    | Series 2016 General Obligation Bonds       | GO            | NEG      | SOLE       |
| 07/08/16  | 19              | Rankin Co SD                              | MS    | Series 2016 GO School Refunding Bonds      | GO            | NEG      | LEAD       |
| 07/08/16  | 5               | Burien City-Washington                    | WA    | Series 2016 Limited Tax GO Refunding       | GO            | NEG      | SOLE       |
| 07/07/16  | 10              | Old Saybrook Town-Connecticut             | CT    | Issue of 2016 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 07/06/16  | 97              | Chester Co-Pennsylvania                   | PA    | Series A of 2016 General Obligation        | GO            | NEG      | CO-MGR     |
| 06/30/16  | 1               | Quakertown General Authority              | PA    | Series 2016 A-T Healthcare Facs Rev        | GO            | PVT      | SOLE       |
| 06/30/16  | 6               | Quakertown General Authority              | PA    | Series 2016 A Healthcare Facs Rev BANs     | GO            | PVT      | SOLE       |
| 06/29/16  | 69              | Hoover City-Alabama                       | AL    | Series 2016 General Obligation Warrants    | GO            | NEG      | CO-MGR     |
| 06/29/16  | 2               | Medina Co (Wadsworth City) SD             | OH    | Series 2016 GO Library Improvement Ref     | GO            | NEG      | SOLE       |
| 06/29/16  | 28              | Smith Co Public Bldg Commission           | KS    | Series 2016 Revenue Anticipation Bonds     | GO            | PVT      | SOLE       |
| 06/28/16  | 25              | San Bernardino Co (Colton) JUSD           | CA    | Series D General Obligation Bonds          | GO            | NEG      | LEAD       |
| 06/28/16  | 2               | Pflugerville City-Texas                   | TX    | Series 2016 C Comb Tax & Ltd Rev Certs     | GO            | NEG      | CO-MGR     |
| 06/28/16  | 15              | Pflugerville City-Texas                   | TX    | Series 2016 A & B Comb Tax & Ltd Rev       | GO            | NEG      | CO-MGR     |
| 06/28/16  | 109             | Johnson Co (Clebume) ISD                  | TX    | Series 2016 Unlimited Tax School Bldg      | GO            | NEG      | CO-MGR     |
| 06/28/16  | 53              | Pflugerville City-Texas                   | TX    | Series 2016 Limited Tax & Refunding        | GO            | NEG      | LEAD       |
| 06/28/16  | 13              | Columbia Co (Vernonia) SD #47J            | OR    | Series 2016 GO Refunding Bonds             | GO            | PVT      | SOLE       |
| 06/28/16  | 41              | Mohave Co (Kingman) USD #20               | AZ    | Series 2016 Refunding Bonds                | GO            | NEG      | SOLE       |
| 06/28/16  | 68              | Ohlone Community College Dt               | CA    | Series 2016 GO Refunding Bonds             | GO            | NEG      | SOLE       |
| 06/28/16  | 52              | San Bernardino Co (Colton) JUSD           | CA    | 2016 Series B GO Refunding Bonds           | GO            | NEG      | LEAD       |
| 06/24/16  | 2               | Independence City-Kansas                  | KS    | Series 2016-a GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 06/23/16  |                 | Lake Winnebago City-Missouri              | MO    | Series 2016 General Obligation Bonds       | GO            | NEG      | SOLE       |
| 06/23/16  | 10              | East Lyme Town-Connecticut                | CT    | Issue of 2016 GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 06/22/16  | 42              | Altoona City-Iowa                         | IA    | Series 2016 C GO Renewed Refunding         | GO            | NEG      | LEAD       |
| 06/22/16  | 3               | De Kalb Co CUSD #300                      | IL    | Series 2016 Debt Certificates              | GO            | PVT      | SOLE       |
| 06/22/16  | 33              | North Thurston SD #3                      | WA    | Series 2016 General Obligation Bonds       | GO            | NEG      | SOLE       |
| 06/16/16  | 6               | Caddo Parish-Louisiana                    | LA    | Series 2016 GO Refunding Bonds             | GO            | PVT      | SOLE       |
| 06/16/16  | 7               | Tillamook Bay Comm Coll Dt                | OR    | Series 2016 GO Refunding Bonds             | GO            | PVT      | SOLE       |
| 06/16/16  | 8               | Upshur Co (Ore City) ISD                  | TX    | Series 2016 Unlimited Tax Refunding        | GO            | NEG      | SOLE       |
| 06/16/16  | 3               | Washington (Sherwood) SD #88J             | OR    | Series 2016 GO Refunding Bonds             | GO            | PVT      | SOLE       |
| 06/15/16  | 4               | Allegheny (Elizabeth Forward) SD          | PA    | Series B & C of 2016 GO & Refunding        | GO            | NEG      | SOLE       |
| 06/14/16  | 6               | West Mifflin Boro-Pennsylvania            | PA    | Series of 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 06/14/16  | 4               | Leavenworth Co (Basehor-Linwood) USD #458 | KS    | Series 2016-B GO Refunding Bonds           | GO            | NEG      | SOLE       |
| 06/10/16  | 13              | Torrington City-Connecticut               | CT    | Series of 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 06/10/16  | 3               | Torrington City-Connecticut               | CT    | General Obligation BANs                    | GO            | NEG      | SOLE       |
| 06/09/16  | 12              | Braxton Co BOE                            | WV    | Series 2016 Public School Refunding        | GO            | NEG      | SOLE       |
| 06/09/16  | 9               | Gateway Regional Metropolitan Dt          | CO    | Series 2016 GO Limited Tax Refunding       | GO            | NEG      | SOLE       |
| 06/09/16  | 2               | Madison Town-Maine                        | ME    | Series 2016 GO Refunding Bonds             | GO            | NEG      | SOLE       |
| 06/09/16  | 7               | Williamette Education Services Dt         | OR    | Series 2016 Full Faith & Credit Obligation | GO            | PVT      | SOLE       |
| 06/08/16  | 4               | Fairfield-Iowa                            | IA    | Series 2016 Sewer Project RANs             | GO            | PVT      | SOLE       |
| 06/08/16  | 18              | Sedgwick Co (Valley Ctr) USD #262         | KS    | Series 2016 General Obligation Bonds       | GO            | NEG      | SOLE       |
| 06/07/16  | 500             | Idaho                                     | ID    | Series 2016 TANs                           | GO            | NEG      | SOLE       |
| 06/06/16  | 9               | Sherman Co (Goodland) USD #352            | KS    | Series 2016 GO Refunding Bonds             | GO            | NEG      | SOLE       |
| 06/03/16  | 3               | Ellis-Kansas                              | KS    | Series 2016 GO Refunding Bonds             | GO            | NEG      | SOLE       |
| 06/02/16  | 100             | North Orange Co Comm College Dt           | CA    | Series 2016 A General Obligation Bonds     | GO            | NEG      | CO-MGR     |
| 06/02/16  | 11              | Lorain Co (Amherst) EVSD                  | OH    | Series 2016 GO Refunding Bonds             | GO            | PVT      | SOLE       |
| 06/02/16  | 8               | Port of Newport-Oregon                    | OR    | Series 2016 GO Refunding Bonds             | GO            | NEG      | SOLE       |
| 06/02/16  | 8               | San Mateo Co (Portola Valley) SD          | CA    | Series 2016 GO Refunding Bonds             | GO            | PVT      | SOLE       |
| 06/01/16  | 14              | Lane Comm College Dt                      | OR    | Series 2016 GO Refunding Bonds             | GO            | NEG      | SOLE       |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                               | State | Description                             | Security Type | Bid Type | Piper Role |
|-----------|-----------------|--------------------------------------|-------|---|---------------|----------|------------|
| 05/31/16  | 3               | Cape Girardeau Co Reorg Swr Dt       | MO    | Series 2016 BANs                        | GO            | PVT      | SOLE       |
| 05/31/16  | 4               | Frankfort-Illinois                   | IL    | Series 2016 GO Ltd Tax Ref Debt         | GO            | NEG      | SOLE       |
| 05/26/16  | 30              | Los Angeles Co (Sulphur Springs) USD | CA    | Series 2016 C General Obligation Bonds  | GO            | NEG      | SOLE       |
| 05/26/16  | 2               | Story Co-Iowa                        | IA    | Series 2016 GO Refunding Bonds          | GO            | PVT      | SOLE       |
| 05/26/16  | 8               | Vancouver City-Washington            | WA    | Series 2016 Limited Tax GO Refunding    | GO            | NEG      | SOLE       |
| 05/25/16  | 42              | Allegheny Co (Shaler) ASD            | PA    | Series A-D of 2016 GO & Refunding       | GO            | NEG      | SOLE       |
| 05/25/16  | 3               | Ventura Co (Moorpark) USD            | CA    | Series 2016 D General Obligation Bonds  | GO            | PVT      | SOLE       |
| 05/25/16  | 72              | Alamo Community College Dt           | TX    | Series 2016 Limited Tax Refunding Bonds | GO            | NEG      | CO-MGR     |
| 05/25/16  | 9               | Madison Town-Connecticut             | CT    | Issue of 2016 GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 05/24/16  | 3               | Clark Co (Battle Ground) SD #119     | WA    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 05/24/16  | 8               | Saline Co (Salina) USD #305          | KS    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 05/24/16  | 1               | Scott Co (Sikeston) R-VI SD          | MO    | Series 2016 GO Refunding Bonds          | GO            | PVT      | SOLE       |
| 05/24/16  | 7               | Shasta Co (Enterprise) ESD           | CA    | 2016 Series & C GO & Refunding Bonds    | GO            | NEG      | SOLE       |
| 05/19/16  | 124             | Bexar Co (San Antonio) ISD           | TX    | Series 2016 School Building & Refunding | GO            | NEG      | CO-MGR     |
| 05/19/16  | 50              | Pacific Communities Health Dt        | OR    | Series 2016 General Obligation Bonds    | GO            | NEG      | LEAD       |
| 05/19/16  | 8               | Cayuga Co-New York                   | NY    | Series 2016 GO Public Improvement Ref   | GO            | NEG      | SOLE       |
| 05/18/16  | 58              | San Jose-Evergreen Comm Coll Dt      | CA    | Series D General Obligation Bonds       | GO            | NEG      | SOLE       |
| 05/18/16  | 17              | Pasadena City-Texas                  | TX    | Series 2016 A GO Refunding Bonds        | GO            | NEG      | LEAD       |
| 05/18/16  | 56              | King Co (Tukwila) SD #406            | WA    | Series 2016 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 05/18/16  | 9               | Kirkwood Community College           | IA    | Series 2016 GO Refunding Plant Fund     | GO            | PVT      | SOLE       |
| 05/17/16  | 15              | Griswold Town-Connecticut            | CT    | Series of 2016 GO Refunding Bonds       | GO            | NEG      | SOLE       |
| 05/17/16  | 9               | Allegheny (Elizabeth Forward) SD     | PA    | Series A of 2016 GO Refunding Bonds     | GO            | NEG      | SOLE       |
| 05/17/16  | 344             | Nashville-Davidson Co Metro Govt     | TN    | Series 2016 GO Refunding Bonds          | GO            | NEG      | LEAD       |
| 05/17/16  | 1               | Butler Co (Flinthills) USD #492      | KS    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 05/17/16  | 94              | Santa Clarita Comm College Dt        | CA    | 2016 Series GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 05/16/16  |                 | Des Moines (West Burlington) ISD     | IA    | Series 2016 GO School Capital Loan      | GO            | PVT      | SOLE       |
| 05/13/16  | 6               | Plum Borough-Pennsylvania            | PA    | Series of 2016 General Obligation Bonds | GO            | NEG      | SOLE       |
| 05/13/16  | 24              | Addison Town-Texas                   | TX    | Series 2016 GO Refunding Bonds          | GO            | NEG      | CO-MGR     |
| 05/12/16  | 8               | Covington-Washington                 | WA    | Series 2016 Limited Tax GO Refunding    | GO            | NEG      | SOLE       |
| 05/12/16  | 3               | Minidoka Co JSD #331                 | ID    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 05/12/16  | 18              | Northern Inyo Co Local Hosp Dt       | CA    | Series 2016 General Obligation Bonds    | GO            | PVT      | SOLE       |
| 05/12/16  | 13              | Tulare Co (Dinuba) USD               | CA    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 05/11/16  | 41              | Oregon                               | OR    | 2016 Series H General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 05/11/16  | 47              | Oregon                               | OR    | 2016 Series G GO Refunding Bonds        | GO            | NEG      | CO-MGR     |
| 05/11/16  | 181             | Oregon                               | OR    | 2016 Series F GO Refunding Bonds        | GO            | NEG      | CO-MGR     |
| 05/11/16  | 15              | Oregon                               | OR    | 2016 Series E General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 05/11/16  | 67              | Oregon                               | OR    | 2016 Series D General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 05/10/16  | 41              | Dallas Co (Garland) ISD              | TX    | Series 2016 Unlimited Tax Refunding     | GO            | NEG      | LEAD       |
| 05/10/16  | 3               | Plattsburgh City-New York            | NY    | Series 2016 Pub Improvement Ref Serial  | GO            | NEG      | SOLE       |
| 05/10/16  | 4               | Pottawattamie Co (Treyvor) CSD       | IA    | Series 2016 GO School Refunding Bonds   | GO            | NEG      | SOLE       |
| 05/10/16  | 3               | Stevens Co (Valley) SD #70           | WA    | Series 2016 GO Refunding Bonds          | GO            | PVT      | SOLE       |
| 05/05/16  | 5               | Iowa Higher Ed Loan Authority        | IA    | Series 2016 A RANs                      | GO            | NEG      | SOLE       |
| 05/04/16  | 2               | Fairfield-Iowa                       | IA    | Series 2016 B GO Refunding Capital Loan | GO            | NEG      | SOLE       |
| 05/04/16  | 3               | Fairfield-Iowa                       | IA    | Series 2016 A GO Refunding Capital Loan | GO            | NEG      | SOLE       |
| 05/04/16  | 55              | Clark Co (Camas) SD #117             | WA    | Series 2016 GO Unlimited Tax Bonds      | GO            | NEG      | SOLE       |
| 05/04/16  | 2               | Wallace Co-Kansas                    | KS    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 05/04/16  | 18              | Williamson Co (Franklin) SSD         | TN    | Series 2016 Limited Tax Sch Ref & Imp   | GO            | NEG      | SOLE       |
| 05/03/16  | 3               | Burlington City-Iowa                 | IA    | Series 2016 A & B GO Corporate Purpose  | GO            | NEG      | SOLE       |
| 05/03/16  | 26              | Monterey Peninsula Comm Coll Dt      | CA    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 05/03/16  | 80              | Monterey Peninsula Comm Coll Dt      | CA    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 04/28/16  | 37              | Niagara Falls City-New York          | NY    | Series 2016 GO Refunding Bonds          | GO            | NEG      | CO-MGR     |
| 04/28/16  | 7               | Leavenworth Co (Lansing) USD #469    | KS    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                                | State | Description                             | Security Type | Bid Type | Piper Role |
|-----------|-----------------|---------------------------------------|-------|---|---------------|----------|------------|
| 04/27/16  | 24              | Clackamas (No Clackamas) SD #12       | OR    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 04/27/16  | 6               | Grimes City-Iowa                      | IA    | Series 2016 GO Water Improvement & Ref  | GO            | NEG      | SOLE       |
| 04/27/16  | 4               | Orange Co (Buena Park) SD             | CA    | Series 2016 General Obligation BANs     | GO            | NEG      | SOLE       |
| 04/26/16  | 155             | Ohlone Community College Dt           | CA    | Series C General Obligation Bonds       | GO            | NEG      | SOLE       |
| 04/26/16  | 143             | Denver City and Co SD #1              | CO    | Series 2016 GO Refunding Bonds          | GO            | NEG      | CO-MGR     |
| 04/26/16  | 2               | Milford City-Iowa                     | IA    | Series 2016 GO Corp Purpose &           | GO            | NEG      | SOLE       |
| 04/26/16  | 53              | Riverside USD                         | CA    | 2016 Series GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 04/22/16  | 4               | Port of Bellingham-Washington         | WA    | Series 2016 Limited Tax GO Refunding    | GO            | NEG      | SOLE       |
| 04/21/16  | 133             | Kitsap Co (Central Kitsap) SD #401    | WA    | Series 2016 GO Unlimited Tax Bonds      | GO            | NEG      | SOLE       |
| 04/21/16  | 5               | Merced Co (Weaver) USD                | CA    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 04/21/16  | 6               | Merced Co (Weaver) USD                | CA    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 04/20/16  | 4               | Labette Co (Chetopa-St-Paul) USD #505 | KS    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 04/19/16  | 4               | Deschutes Co (Bend-La Pine) ASD #1    | OR    | Series 2016 General Obligation Bonds    | GO            | PVT      | SOLE       |
| 04/19/16  | 8               | Grant Co-Kansas                       | KS    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 04/15/16  | 1               | Golf Maine Park Dt                    | IL    | Series 2016 GO Limited Tax Park Bonds   | GO            | PVT      | SOLE       |
| 04/15/16  | 1               | Palatine Park Dt                      | IL    | Series 2016 Limited Park Bonds          | GO            | PVT      | SOLE       |
| 04/14/16  | 153             | Harris Co (Klein) ISD                 | TX    | Series 2016 A & B Unlimited Tax         | GO            | NEG      | CO-MGR     |
| 04/14/16  | 13              | Harrison Co-Mississippi               | MS    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 04/13/16  | 29              | Dutchess Co (Arlington) CSD           | NY    | Series 2016 School District Refunding   | GO            | NEG      | SOLE       |
| 04/13/16  | 4               | North Lincoln Fire & Rescue Dt #1     | OR    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 04/13/16  | 19              | Santa Clara Co (Orchard) SD           | CA    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 04/12/16  | 228             | Ohio                                  | OH    | Series S GO Highway Capital Imp Bonds   | GO            | NEG      | CO-MGR     |
| 04/12/16  | 127             | Tarrant Co (Keller) ISD               | TX    | Series 2016 A & B Unlimited Tax         | GO            | NEG      | LEAD       |
| 04/12/16  | 16              | Washington Co (Beaverton) SD #48J     | OR    | Series 2016 Full Faith&Credit Ref Oblig | GO            | NEG      | SOLE       |
| 04/11/16  | 25              | El Paso Co (Clint) ISD                | TX    | Series 2016 Unlimited Tax Refunding     | GO            | NEG      | LEAD       |
| 04/11/16  | 37              | Boone Co (Columbia) SD                | MO    | Series 2016 GO Refunding & Improv       | GO            | NEG      | SOLE       |
| 04/08/16  | 4               | Cattaraugus Co-New York               | NY    | Series 2016 GO Public Improvement Ref   | GO            | NEG      | SOLE       |
| 04/07/16  | 18              | Madera Co (Golden Valley) USD         | CA    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 04/07/16  | 7               | Stanton Co-Kansas                     | KS    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 04/07/16  | 39              | Victor Valley Comm College Dt         | CA    | 2016 Series B GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 04/07/16  | 63              | Victor Valley Comm College Dt         | CA    | 2016 Series A & C GO Refunding Bonds    | GO            | NEG      | SOLE       |
| 04/07/16  | 80              | University of Connecticut             | CT    | 2016 Series A GO Refunding Bonds        | GO            | NEG      | CO-MGR     |
| 04/07/16  | 262             | University of Connecticut             | CT    | 2016 Series A General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 04/07/16  | 45              | Tahoe Forest Hospital Dt              | CA    | 2016 Series GO Refunding Bonds          | GO            | NEG      | CO-MGR     |
| 04/06/16  | 26              | Johnson Co (Spring Hill) USD #230     | KS    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 04/05/16  | 1               | Finney Co (Garden City) USD #457      | KS    | Series 2016 C GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 04/05/16  | 21              | Finney Co (Garden City) USD #457      | KS    | Series 2016 B GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 04/05/16  | 35              | Collin Co (McKinney) ISD              | TX    | Series 2016 Unlimited Tax Refunding     | GO            | NEG      | LEAD       |
| 04/05/16  | 20              | Flower Mound Town-Texas               | TX    | Series 2016 GO Refunding Bonds          | GO            | NEG      | LEAD       |
| 04/05/16  | 2               | Killingly Town-Connecticut            | CT    | Issue of 2016 Ser B General Obligation  | GO            | NEG      | SOLE       |
| 04/05/16  | 9               | Killingly Town-Connecticut            | CT    | Issue of 2016 Ser A General Obligation  | GO            | NEG      | SOLE       |
| 04/05/16  | 4               | Keizer Rural Fire Protection Dt       | OR    | 2016 General Obligation Bonds           | GO            | NEG      | SOLE       |
| 04/01/16  | 3               | Wilmette Park Dt                      | IL    | Series 2016 A-C Ltd Park & Ref Bonds &  | GO            | PVT      | SOLE       |
| 04/01/16  | 6               | Grant Co (Moses Lake) SD #161         | WA    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 04/01/16  | 21              | Huntertown Town-Indiana               | IN    | Series 2016 BANs                        | GO            | PVT      | SOLE       |
| 04/01/16  | 1               | Woodridge Park Dt                     | IL    | Series 2016 Limited Park Bonds          | GO            | PVT      | SOLE       |
| 03/31/16  | 121             | Denton Co-Texas                       | TX    | Series 2016 Permanent Improvement Ref   | GO            | NEG      | CO-MGR     |
| 03/30/16  | 38              | Los Angeles Co (Redondo Beach) USD    | CA    | Series 2016 A & C GO & Refunding Bonds  | GO            | NEG      | SOLE       |
| 03/30/16  | 22              | Canyon Co (Nampa) SD #131             | ID    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 03/30/16  | 5               | Grays Harbor (Montesano) SD #66       | WA    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 03/29/16  | 122             | University of Minnesota Regents       | MN    | Series 2016 A General Obligation Bonds  | GO            | NEG      | CO-MGR     |
| 03/29/16  | 1               | Williamsburg City-Iowa                | IA    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                                | State | Description                             | Security Type | Bid Type | Piper Role |
|-----------|-----------------|---------------------------------------|-------|---|---------------|----------|------------|
| 03/29/16  | 8               | Darien Town-Connecticut               | CT    | Issues of 2016 GO Refunding Bonds       | GO            | NEG      | SOLE       |
| 03/24/16  | 46              | Texas Water Development Board         | TX    | Series 2016 A GO Wtr Financial          | GO            | NEG      | LEAD       |
| 03/24/16  | 8               | Medina Co (Wadsworth City) SD         | OH    | Series 2016 GO School Improvement Ref   | GO            | NEG      | SOLE       |
| 03/23/16  | 3               | Tarentum Boro-Pennsylvania            | PA    | Series of 2016 General Obligation Bonds | GO            | NEG      | SOLE       |
| 03/23/16  | 4               | Auburn City-Washington                | WA    | Series 2016 Limited Tax GO Refunding    | GO            | PVT      | SOLE       |
| 03/23/16  | 7               | Nine Mile Falls SD #325-179           | WA    | Series 2016 GO Unlimited Tax Refunding  | GO            | NEG      | SOLE       |
| 03/23/16  | 1               | Solano Co (Dixon) USD                 | CA    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 03/23/16  | 4               | Solano Co (Dixon) USD                 | CA    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 03/23/16  | 7               | Solano Co (Dixon) USD                 | CA    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 03/23/16  | 27              | Fairfield Town-Connecticut            | CT    | Issue of 2016 GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 03/22/16  | 6               | Cheshire Town-Connecticut             | CT    | Series of 2016 GO Refunding Bonds       | GO            | NEG      | SOLE       |
| 03/22/16  | 3               | Stowe Twp-Pennsylvania                | PA    | Series of 2016 GO Refunding Bonds       | GO            | NEG      | SOLE       |
| 03/22/16  | 35              | San Diego Co (Oceanside) USD          | CA    | Series D General Obligation Bonds       | GO            | NEG      | SOLE       |
| 03/22/16  | 143             | De Kalb Co-Georgia                    | GA    | Series 2016 GO Refunding Bonds          | GO            | NEG      | CO-MGR     |
| 03/22/16  | 4               | Iowa Great Lakes Sanitary Dt          | IA    | Series 2016 GO Refunding Capital Loan   | GO            | NEG      | SOLE       |
| 03/22/16  | 22              | Scott Co-Kansas                       | KS    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 03/18/16  | 4               | Columbus City-Indiana                 | IN    | Series 2016 A Redevelopment Dt Ref      | GO            | NEG      | SOLE       |
| 03/18/16  | 3               | Iowa Co (H-L-V) CSD                   | IA    | Series 2016 GO School Refunding Bonds   | GO            | NEG      | SOLE       |
| 03/17/16  | 4               | Wilmette Park Dt                      | IL    | Series 2016 D GO Limited Refunding Park | GO            | PVT      | SOLE       |
| 03/17/16  | 65              | Finney Co (Garden City) USD #457      | KS    | Series 2016 A GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 03/17/16  | 3               | Benton Co (Belle Plaine) CSD          | IA    | Series 2016 GO School Refunding Bonds   | GO            | NEG      | SOLE       |
| 03/17/16  | 23              | Eagle River Wtr & Sanitation Dt       | CO    | Series 2016 General Obligation Bonds    | GO            | NEG      | SOLE       |
| 03/17/16  | 10              | Fayette (West Central Valley) CSD     | IA    | Series 2016 GO School Refunding Bonds   | GO            | NEG      | SOLE       |
| 03/17/16  | 2               | Lorain Co (Amherst) EVSD              | OH    | Series 2016 GO Limited TANs             | GO            | PVT      | SOLE       |
| 03/16/16  | 10              | Mercer Co ASD                         | PA    | Series of 2016 GO Refunding Bonds       | GO            | NEG      | SOLE       |
| 03/16/16  | 4               | Fayetteville-New York                 | NY    | Series 2016 GO Pub Imp Ref Bonds        | GO            | NEG      | SOLE       |
| 03/16/16  | 8               | Monroe Co (Greece) CSD                | NY    | Series 2016 School District Ref Bonds   | GO            | NEG      | SOLE       |
| 03/10/16  | 4               | Arnolds Park City-Iowa                | IA    | Series 2016 A & B GO Refunding Bonds    | GO            | NEG      | SOLE       |
| 03/10/16  | 2               | Rush Co-Kansas                        | KS    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 03/10/16  | 15              | Guilford Town-Connecticut             | CT    | 2016 Series A GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 03/09/16  | 4               | Naugatuck Boro-Connecticut            | CT    | Issue of 2016 GO Refunding Bonds        | GO            | NEG      | SOLE       |
| 03/09/16  | 8               | Naugatuck Boro-Connecticut            | CT    | General Obligation BANs                 | GO            | NEG      | SOLE       |
| 03/08/16  | 59              | King Co (Renton) SD #403              | WA    | Series 2016 GO Unlimited Tax Refunding  | GO            | NEG      | SOLE       |
| 03/08/16  | 8               | Story Co (Ballard) CSD                | IA    | Series 2016 GO School Refunding Bonds   | GO            | NEG      | SOLE       |
| 03/02/16  | 11              | Avon Town-Connecticut                 | CT    | Series of 2016 GO Refunding Bonds       | GO            | NEG      | SOLE       |
| 03/02/16  | 5               | Crawford Co (Pittsburg) USD #250      | KS    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 03/01/16  | 2               | Elk Grove Park Dt                     | IL    | Series 2016 Limited Park Bonds          | GO            | PVT      | SOLE       |
| 03/01/16  | 6               | Lee Co-Iowa                           | IA    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 03/01/16  | 1               | Lisle Park Dt                         | IL    | Series 2016 GO Limited Tax Park Bonds   | GO            | PVT      | SOLE       |
| 03/01/16  | 5               | McHenry Co (Huntley) CSD #158         | IL    | Series 2016 Refunding Bonds             | GO            | PVT      | SOLE       |
| 03/01/16  | 43              | West Contra Costa USD                 | CA    | 2016 Series D & C General Obligation    | GO            | NEG      | LEAD       |
| 03/01/16  | 148             | West Contra Costa USD                 | CA    | 2016 Series A, C & D GO & Refunding     | GO            | NEG      | LEAD       |
| 02/26/16  | 18              | Park Hospital Dt                      | CO    | Series 2016 Loan Agreement & Promisorry | GO            | PVT      | SOLE       |
| 02/25/16  | 58              | Chester Co-Pennsylvania               | PA    | Series of 2016 General Obligation Bonds | GO            | NEG      | LEAD       |
| 02/25/16  | 19              | San Marcos City-Texas                 | TX    | Series 2016 GO Refunding Bonds          | GO            | NEG      | CO-MGR     |
| 02/24/16  | 116             | Lake Co (Willoughby-Eastlake City) SD | OH    | Series 2016 GO Unltd Tax School Imp     | GO            | NEG      | SOLE       |
| 02/24/16  | 14              | Pierce Co (University Place) SD #83   | WA    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 02/23/16  | 75              | Bonneville-Bingham Cos JSD #93        | ID    | Series 2016 A & B GO & Refunding Bonds  | GO            | NEG      | SOLE       |
| 02/23/16  | 89              | Galveston Co (Friendswood) ISD        | TX    | Series 2016 Unlimited Tax Refunding     | GO            | NEG      | CO-MGR     |
| 02/19/16  | 6               | Dickinson Co (Chapman) USD #473       | KS    | Series 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 02/18/16  | 41              | Marin Comm College Dt                 | CA    | 2016 Series GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 02/17/16  | 130             | Brazoria Co (Alvin) ISD               | TX    | Series 2016 Unltd Tax Schoolhouse & Ref | GO            | NEG      | LEAD       |

Piper Jaffray General Obligation Negotiated Underwriting Experience

| Sale Date | Par Size (MM's) | Issuer                                   | State | Description                               | Security Type | Bid Type | Piper Role |
|-----------|-----------------|--|-------|---|---------------|----------|------------|
| 02/17/16  | 7               | Redding Town-Connecticut                 | CT    | Issue of 2016 GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 02/15/16  | 1               | Itasca Park Dt                           | IL    | Series 2016 GO Limited Tax Park Bonds     | GO            | PVT      | SOLE       |
| 02/15/16  | 6               | Northbrook Park Dt                       | IL    | Series 2016 GO Limited Tax Park Bonds     | GO            | PVT      | SOLE       |
| 02/12/16  | 8               | Pottawatomie (Wamego) USD #320           | KS    | Sereis 2016 GO Refunding Bonds            | GO            | NEG      | SOLE       |
| 02/11/16  | 3               | Beloit City-Kansas                       | KS    | Series 2016-A GO Electric Util Sys Ref    | GO            | NEG      | SOLE       |
| 02/11/16  | 51              | Riley Co (Manhattan) USD #383            | KS    | Series 2016 GO Refunding Bonds            | GO            | NEG      | SOLE       |
| 02/11/16  | 4               | Clinton Town-Connecticut                 | CT    | Issue of 2016 Ser B GO Refunding Bonds    | GO            | NEG      | SOLE       |
| 02/10/16  | 41              | Brazoria Co (Pearland) ISD               | TX    | Series 2016 Unlimited Tax Refunding       | GO            | NEG      | LEAD       |
| 02/10/16  |                 | Okoboji City-Iowa                        | IA    | Series 2016 GO Capital Loan Notes         | GO            | NEG      | SOLE       |
| 02/09/16  | 27              | Johnson Co (Joshua) ISD                  | TX    | Series 2016 Unlimited Tax Refunding       | GO            | NEG      | CO-MGR     |
| 02/09/16  | 19              | Montgomery Co (Independence) USD #446    | KS    | Series 2016 GO Refunding Bonds            | GO            | NEG      | SOLE       |
| 02/08/16  | 4               | Defiance City-Ohio                       | OH    | Series 2016 A & B GO Water & Sanit Imp    | GO            | NEG      | SOLE       |
| 02/04/16  | 8               | Grayson Co (Collinsville) ISD            | TX    | Series 2016 Unlimited Tax School Bldg     | GO            | NEG      | SOLE       |
| 02/04/16  | 15              | Los Angeles Co (Montebello) USD          | CA    | 2016 Series A GO Refunding Bonds          | GO            | NEG      | SOLE       |
| 02/04/16  | 19              | San Bernardino Co (Colton) JUSD          | CA    | 2016 Series GO Refunding Bonds            | GO            | NEG      | CO-MGR     |
| 02/03/16  | 55              | Bucks Co-Pennsylvania                    | PA    | Series of 2016 General Obligation Bonds   | GO            | NEG      | LEAD       |
| 02/03/16  | 10              | Schertz-Cibolo-Universal City ISD        | TX    | Series 2016 Unlimited Tax Refunding       | GO            | NEG      | CO-MGR     |
| 02/03/16  | 94              | Schertz-Cibolo-Universal City ISD        | TX    | Series 2016 Unlimited Tax Refunding       | GO            | NEG      | CO-MGR     |
| 02/02/16  | 36              | St Charles Co (Francis Howell) SD #R-III | MO    | Series 2016 GO Refunding Bonds            | GO            | NEG      | CO-MGR     |
| 01/26/16  | 10              | Temple City-Texas                        | TX    | Series 2016 GO Refunding Bonds            | GO            | NEG      | LEAD       |
| 01/26/16  | 18              | Temple City-Texas                        | TX    | Series 2016 Comb Tax & Rev Certs of       | GO            | NEG      | LEAD       |
| 01/25/16  | 20              | Cullman City-Alabama                     | AL    | Series 2016 General Obligation Warrants   | GO            | NEG      | SOLE       |
| 01/21/16  | 9               | St Louis Co (University City) SD         | MO    | Series 2016 GO Refunding Bonds            | GO            | NEG      | CO-MGR     |
| 01/20/16  | 1               | Chicago Heights Park Dt                  | IL    | Series 2016 GO Limited Tax Park Bonds     | GO            | PVT      | SOLE       |
| 01/20/16  | 10              | Lewis Co (White Pass) SD #303            | WA    | Series 2016 GO Unlimited Tax Refunding    | GO            | NEG      | SOLE       |
| 01/14/16  | 138             | Montgomery Co (Conroe) ISD               | TX    | Series of 2016 School Building &          | GO            | NEG      | CO-MGR     |
| 01/14/16  | 6               | Sisters-Oregon                           | OR    | Series 2016 Full Faith & Credit Ref Bonds | GO            | NEG      | SOLE       |
| 01/14/16  | 186             | El Camino Community College Dt           | CA    | 2016 Series & A GO & Refunding Bonds      | GO            | NEG      | CO-MGR     |
| 01/08/16  | 6               | Bremer Co (Wapsie Valley) CSD            | IA    | Series 2016 GO School Refunding Bonds     | GO            | NEG      | SOLE       |
| 01/07/16  | 216             | El Paso Co (Ysleta) ISD                  | TX    | Series 2016 Unltd Tax School Building     | GO            | NEG      | LEAD       |
| 01/07/16  | 18              | Redmond City-Washington                  | WA    | Series 2016 Ltd Tax GO & Refunding        | GO            | NEG      | SOLE       |
| 01/07/16  | 9               | Los Angeles Co (Bassett) USD             | CA    | 2016 Series GO Refunding Bonds            | GO            | NEG      | SOLE       |
| 01/06/16  | 8               | Sparta City-Illinois                     | IL    | Series 2016 GO Refunding Bonds            | GO            | NEG      | SOLE       |



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# THE FRAZER LANIER COMPANY

INCORPORATED  
INVESTMENT BANKERS

Baldwin County Commission  
312 Courthouse Square, Suite 12  
Bay Minette, Alabama 36607

Re: RFQ for Underwriter

Dear Lady and Gentlemen,

We are pleased to respond to your RFQ dated November 13, 2019. It has been our pleasure to represent your County for over 20 years, as well as the cities of Fairhope, Foley, Robertsdale and Bay Minette, and Foley Utilities.

As we state in our response, it was our Firm who had a lead role in reestablishing the excellent credit rating that Baldwin County enjoys today. Our Firm has represented your County on numerous occasions both in front of the rating agencies in New York, on site visits there in the County, as well as conference call presentations. We believe that no firm matches ours in the knowledge of economics and demographics in the County as well as your finances.

One of the contributions that our Firm made to the County to reestablish your rating was the recommendation to begin preparing 5-year financial forecast. At a time where your County lost it's rating, we conferred with the rating agencies and concluded that having a 5-year financial forecast would avoid future calamities, which brought your rating down. Since that time your finance department has regularly forecasted the General Fund, Solid Waste Fund, as well as the Highway Fund. You have always been complimented by both Moody's and S&P on the quality of your work and they believe that this in part safeguards the County's future financial operations.

We also are submitting to you rate comparison tables that we have recently provided to Madison County Board of Education and the City of Tuscaloosa. Each of these credits, like Baldwin County, are highly rated. We share these rate comparisons to ensure that our clients were knowledgeable that we had delivered superior results in terms of pricing and selling their debt. You will notice that the compared issuers were underwritten by firms substantially larger than our Firm, yet our pricing was comparable, and in many maturities actually below the competition. We pride ourselves not only in our abilities to prepare our clients for rating agency presentations and development of the final official statements, but also in delivering excellent interest rates.

We believe that we have addressed all of your questions, but should you have additional matters that you wish for us to address, I would be delighted to respond to them.

Respectfully yours,



Robert H. Young  
President, The Frazer Lanier Company Incorporated

POST OFFICE BOX 5190  
MONTGOMERY, AL 36103

TELEPHONE 334 265-8483  
1-800-223-2631  
FAX 334 265-8524

300 WATER STREET  
MONTGOMERY, AL 36104

**RESPONSE TO BALDWIN COUNTY, ALABAMA**

**REQUEST FOR STATEMENT OF QUALIFICATIONS: UNDERWRITER**

**November 13, 2019**

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**1. Describe the firm's net capital position and its underwriting ability and willingness to underwrite bonds.**

Unsold balance in primary market municipal underlying.

- Net Capital Position (9/30/19) \$1,047,749
- Underwriting Ability (9/30/19) \$13,500,000

As to our willingness to underwrite, we served as investment banker to the Madison County Board of Education and the City of Auburn. At the end of the sales period, multiple maturities were underwritten in order to complete a successful sale for each client. Each of these sales took place within the last 60 days.

**2. Discuss your proposed transaction team which would be assigned to serve as underwriter to the County. Be specific regarding the person(s) who would have primary and/or day-to-day responsibility for directing your firm's efforts. Provide a resume for each individual assigned to the County's service including their title, address, phone, and e-mail.**



Robert H. Young, President  
300 Water Street Montgomery, AL 36104  
(334) 265-8515  
bobyoung@fralan.com

Robert H. Young, Jr. graduated from the public schools of Selma, Alabama, and from Auburn University with a Bachelor of Science degree in 1971. After serving in the United States Army, he entered the investment banking field in 1972 and joined The Frazer Lanier Company in 1976. Mr. Young has served as a member of the Auburn University Business School Advisory Committee, and as a Committeeman and Vice-Chairman on the District V Business Conduct Committee of the National Association of Securities Dealers.

Mr. Young will have day-to-day responsibility for the engagement.



S. Ashton Stuckey, Vice Chairman  
300 Water Street Montgomery, AL 36104  
(334) 265-8516  
ashtonstuckey@fralan.com

S. Ashton Stuckey graduated from Rhodes College in 1966 with a Bachelor of Arts degree in Economics. Since 1967, he has been involved in many areas of the securities business. As an Executive Vice President of SouthTrust Corporation, a bank holding company, he managed the Investment Division which included fixed income sales and trading, as well as funding, investment portfolio management and asset liability management. For eight years prior to joining The Frazer Lanier Company, Mr. Stuckey was a Managing Director of a New York Stock Exchange firm where he managed the Fixed Income Division. Responsibilities with The Frazer Lanier Company include fixed income trading, municipal underwriting and management of institutional sales. Mr. Stuckey has served as a member of the Municipal Securities Rulemaking Board and as a member of the MSRB Professional Qualifications Committee.



Chandler Combest, Senior Vice President  
300 Water Street Montgomery, AL 36104  
(334) 386-3037  
chandler@fralan.com

Chandler Combest is a graduate of Auburn University, with degrees in English and business administration, and the University of Alabama School of Law. Prior to joining The Frazer Lanier Company, Chandler was an attorney with Bradley Arant Boult Cummings LLP for seven years, practicing in the fields of public finance, corporate finance and real estate. Mr. Combest has extensive experience in advising governmental entities, financial institutions and private developers and individuals regarding investing in affordable housing and community development projects. He is a member of the Alabama State Bar, the American Bar Association and the National Association of Bond Lawyers.

**3. Provide number of full-time employees dedicated to municipal bond sales.**

Three

Please see Exhibits A (Madison County Board of Education) and Exhibit B (City of Tuscaloosa) as regards our ability to price and sell bonds. According to the Wells Fargo website, they employ 14,000 brokers. According to the Raymond James site, they employ 8,000 brokers. Our size has not affected our ability to price bonds on the market and to sell them on the market.

**4. Does your firm maintain a public finance office or a retail and/or brokerage office in the State of Alabama? If so, please provide the address and phone number for this office and primary contact person.**

| Montgomery Office  | Birmingham Office  | Florence Office  |
|--|--|--|
| 300 Water Street<br>Montgomery, AL 36104<br>(334) 265-8483 | 110 Office Park Drive<br>Suite 210<br>Birmingham, AL 35223<br>(205) 484-0888 | 402 Cox Creek Parkway<br>2 <sup>nd</sup> Floor<br>Florence, AL 35630<br>(256) 246-7600 |
| Robert H. Young  | Jason Grubbs   | Johnny Dill  |

**5. Provide no more than three (3) case studies which describe the experience of your assigned professionals with general obligation and public building authority transactions.**

**CASE 1:** In August of 2019, our Firm served as investment banker to Lee County, Alabama in the issuance of \$4,835,000 General Obligation Warrants. The County’s credit is rated Aa2 by Moody’s Investors Service. Our Firm was involved in all aspects of the transaction including assistance in preparation of the Official Statement, while preparing the County for the rating presentation to Moody’s and conducting of that presentation, the sale and the closing of the issue. Our Firm has continuously worked with Lee County since 1982.

**CASE 2:** In 2015 our Firm served as investment banker for Baldwin County regarding the issuance of \$35,180,000 General Obligation Warrants. The purpose of this issue was to advance refund 3 series of warrants for interest cost savings. The result of this financing generated a savings to the County of \$1,900,000. Our Firm made the County aware of this opportunity and executed the transactions successfully. As with the Lee County issue described above, our Firm worked with bond counsel to prepare the preliminary official statement, submit the issue to Moody’s and S&P for their rating, prepared the participants for the presentation with outline material, preceded by a rehearsal and successfully executed the sale.

**CASE 3:** Our Firm has been engaged in numerous issues throughout the state sold by Public Building Authorities (PBA) and specifically used this vehicle in 2007 to finance a DHR facility in the County. It should be noted that our Firm pioneered the use of PBA financing for DHR and it had the affect of substantially reducing their borrowing costs compared to DHR’s previous method of finance. Of course, in the case of a Public Building Authority the ultimate obligor is the lessee, in this case DHR. We assisted bond counsel in the preparation of the official statement, conducted the rating review and successfully executed the sale. We have used this technique for cities and counties who have financed public buildings sourced through this vehicle to avoid the debt being chargeable against their constitutional debt limit. We have also used a similar structure on 2 financings totaling over \$50,000,000 to the Alabama Health Department. In short, our Firm is thoroughly familiar with the public building authority finance structure.

**6. Discuss any pending or threatened investigations or litigation by any private or public entity or any lapse or other deficiency in insurance coverage or professional licensure which may impact your firm's ability to serve as underwriter.**

There are none, nor have there ever been in the history of The Frazer Lanier Company.

**7. Has any municipal finance professional or associated person within your firm made or directed any political contributions, provided things of value, or provided financial advice to the extent it would be disqualified, under current laws, rules, and regulations, from acting as underwriter of the bonds?**

No

**8. Please provide any other information the County should consider when assessing your firm's ability to serve as underwriter.**

I bring to the attention of the Commission that our Firm has represented Baldwin County for some 20 years. When we began working with the County, its credit rating was A- by S&P and Baa by Moody's Investors Service. Since our engagement, the ratings have moved up to AA+ by S&P and Aa1 by Moody's Investors Service. One of the main reasons for the improvement in the County's rating in the early years of our engagement was our suggestion that the County begin a program of financial forecasting. The County had been in financial difficulties in the late 80s and early 90s due to the significant growth in Baldwin County but with property taxes only being reassessed every 3-5 years. In short, the revenues were not keeping up with expenditures. We made this recommendation to the County so that the forecasting could be used as an early warning system that revenues and/or expenses had to be altered if the expense line was going to cross the revenue line. Moody's felt that this was a critical step in insuring that the County did not face financial problems in the future. Obviously, the addition of a county-wide sales tax to the County's General Fund has also been a major contributing factor. It is our assertion that no one knows the County's strengths and the details we do due to our extensive and long-standing experience. We were also involved in the potential financing for the mega-site and in the end recommended that the County go with internal financing so that if property was sold, any debt associated with the mega-site could be immediately repaid. If bonds had been sold, the County would have had to wait until the first call date to take the debt off the market. We received no fee nor reimbursement of expenses for our work.

We believe that at all times Frazer Lanier Company has placed the best interest of Baldwin County first and have always been available to assist the County when a need has arisen.

# Exhibit A

## RATE COMPARISON

| Issuer:<br>Type:<br>Underwriter:<br>Rating: | Tuscaloosa, AL<br>GO/LT<br>The Frazer Lanier Company<br>Aa1/AAA  | Ben Hill County GA School District<br>GO/ULT<br>Raymond James<br>Aa1 |               |              |               |               |              |               |      |  |               |              |               |               |              |               |               |              |               |      |       |       |      |       |       |      |   |   |   |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |  |
|---|--|--|---------------|--------------|---------------|---------------|--------------|---------------|------|--|---------------|--------------|---------------|---------------|--------------|---------------|---------------|--------------|---------------|------|-------|-------|------|-------|-------|------|---|---|---|------|-------|-------|------|-------|-------|------|-------|-------|------|------|-------|-------|------|-------|-------|------|-------|-------|------|------|-------|-------|------|-------|-------|------|-------|-------|------|------|-------|-------|------|-------|-------|------|-------|-------|------|------|-------|-------|------|-------|-------|------|-------|-------|------|------|-------|-------|------|-------|-------|------|-------|-------|------|------|-------|-------|------|-------|-------|------|-------|-------|------|------|-------|-------|------|-------|-------|------|-------|-------|------|------|-------|-------|------|-------|-------|------|-------|-------|------|------|-------|-------|------|-------|-------|------|-------|-------|------|------|-------|-------|------|-------|-------|------|-------|-------|------|--|
|   | <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th colspan="3" style="text-align: left;"><u>Projected</u></th> <th colspan="3" style="text-align: left;"><u>Final</u></th> <th colspan="3"></th> </tr> <tr> <th style="text-align: left;"><u>Coupon</u></th> <th style="text-align: left;"><u>Yield</u></th> <th style="text-align: left;"><u>Spread</u></th> <th style="text-align: left;"><u>Coupon</u></th> <th style="text-align: left;"><u>Yield</u></th> <th style="text-align: left;"><u>Spread</u></th> <th style="text-align: left;"><u>Coupon</u></th> <th style="text-align: left;"><u>Yield</u></th> <th style="text-align: left;"><u>Spread</u></th> </tr> </thead> <tbody> <tr><td>2020</td><td>3.00%</td><td>1.23%</td><td>0.12</td><td>3.00%</td><td>1.19%</td><td>0.08</td><td>—</td><td>—</td><td>—</td></tr> <tr><td>2021</td><td>3.00%</td><td>1.26%</td><td>0.15</td><td>4.00%</td><td>1.21%</td><td>0.10</td><td>4.00%</td><td>1.18%</td><td>0.05</td></tr> <tr><td>2022</td><td>3.00%</td><td>1.29%</td><td>0.17</td><td>3.00%</td><td>1.24%</td><td>0.12</td><td>4.00%</td><td>1.25%</td><td>0.11</td></tr> <tr><td>2023</td><td>3.00%</td><td>1.33%</td><td>0.19</td><td>4.00%</td><td>1.28%</td><td>0.14</td><td>4.00%</td><td>1.30%</td><td>0.14</td></tr> <tr><td>2024</td><td>4.00%</td><td>1.39%</td><td>0.21</td><td>4.00%</td><td>1.34%</td><td>0.16</td><td>5.00%</td><td>1.36%</td><td>0.16</td></tr> <tr><td>2025</td><td>4.00%</td><td>1.47%</td><td>0.25</td><td>4.00%</td><td>1.40%</td><td>0.18</td><td>5.00%</td><td>1.43%</td><td>0.18</td></tr> <tr><td>2026</td><td>4.00%</td><td>1.58%</td><td>0.28</td><td>4.00%</td><td>1.52%</td><td>0.22</td><td>3.00%</td><td>1.55%</td><td>0.22</td></tr> <tr><td>2027</td><td>5.00%</td><td>1.69%</td><td>0.32</td><td>5.00%</td><td>1.62%</td><td>0.25</td><td>5.00%</td><td>1.64%</td><td>0.25</td></tr> <tr><td>2028</td><td>5.00%</td><td>1.78%</td><td>0.33</td><td>5.00%</td><td>1.73%</td><td>0.28</td><td>5.00%</td><td>1.75%</td><td>0.28</td></tr> <tr><td>2029</td><td>5.00%</td><td>1.88%</td><td>0.35</td><td>5.00%</td><td>1.83%</td><td>0.30</td><td>5.00%</td><td>1.87%</td><td>0.31</td></tr> <tr><td>2030</td><td>5.00%</td><td>1.98%</td><td>0.37</td><td>5.00%</td><td>1.91%</td><td>0.30</td><td>5.00%</td><td>1.95%</td><td>0.33</td></tr> <tr><td>2031</td><td>5.00%</td><td>2.04%</td><td>0.38</td><td>5.00%</td><td>1.97%</td><td>0.31</td><td>5.00%</td><td>2.03%</td><td>0.34</td></tr> </tbody> </table> | <u>Projected</u>   |               |              | <u>Final</u>  |               |              |               |      |  | <u>Coupon</u> | <u>Yield</u> | <u>Spread</u> | <u>Coupon</u> | <u>Yield</u> | <u>Spread</u> | <u>Coupon</u> | <u>Yield</u> | <u>Spread</u> | 2020 | 3.00% | 1.23% | 0.12 | 3.00% | 1.19% | 0.08 | — | — | — | 2021 | 3.00% | 1.26% | 0.15 | 4.00% | 1.21% | 0.10 | 4.00% | 1.18% | 0.05 | 2022 | 3.00% | 1.29% | 0.17 | 3.00% | 1.24% | 0.12 | 4.00% | 1.25% | 0.11 | 2023 | 3.00% | 1.33% | 0.19 | 4.00% | 1.28% | 0.14 | 4.00% | 1.30% | 0.14 | 2024 | 4.00% | 1.39% | 0.21 | 4.00% | 1.34% | 0.16 | 5.00% | 1.36% | 0.16 | 2025 | 4.00% | 1.47% | 0.25 | 4.00% | 1.40% | 0.18 | 5.00% | 1.43% | 0.18 | 2026 | 4.00% | 1.58% | 0.28 | 4.00% | 1.52% | 0.22 | 3.00% | 1.55% | 0.22 | 2027 | 5.00% | 1.69% | 0.32 | 5.00% | 1.62% | 0.25 | 5.00% | 1.64% | 0.25 | 2028 | 5.00% | 1.78% | 0.33 | 5.00% | 1.73% | 0.28 | 5.00% | 1.75% | 0.28 | 2029 | 5.00% | 1.88% | 0.35 | 5.00% | 1.83% | 0.30 | 5.00% | 1.87% | 0.31 | 2030 | 5.00% | 1.98% | 0.37 | 5.00% | 1.91% | 0.30 | 5.00% | 1.95% | 0.33 | 2031 | 5.00% | 2.04% | 0.38 | 5.00% | 1.97% | 0.31 | 5.00% | 2.03% | 0.34 |  |
| <u>Projected</u>                            |  |  | <u>Final</u>  |              |               |               |              |               |      |  |               |              |               |               |              |               |               |              |               |      |       |       |      |       |       |      |   |   |   |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |  |
| <u>Coupon</u>                               | <u>Yield</u>   | <u>Spread</u>  | <u>Coupon</u> | <u>Yield</u> | <u>Spread</u> | <u>Coupon</u> | <u>Yield</u> | <u>Spread</u> |      |  |               |              |               |               |              |               |               |              |               |      |       |       |      |       |       |      |   |   |   |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |  |
| 2020  | 3.00%  | 1.23%  | 0.12          | 3.00%        | 1.19%         | 0.08          | —            | —             | —    |  |               |              |               |               |              |               |               |              |               |      |       |       |      |       |       |      |   |   |   |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |  |
| 2021  | 3.00%  | 1.26%  | 0.15          | 4.00%        | 1.21%         | 0.10          | 4.00%        | 1.18%         | 0.05 |  |               |              |               |               |              |               |               |              |               |      |       |       |      |       |       |      |   |   |   |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |  |
| 2022  | 3.00%  | 1.29%  | 0.17          | 3.00%        | 1.24%         | 0.12          | 4.00%        | 1.25%         | 0.11 |  |               |              |               |               |              |               |               |              |               |      |       |       |      |       |       |      |   |   |   |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |  |
| 2023  | 3.00%  | 1.33%  | 0.19          | 4.00%        | 1.28%         | 0.14          | 4.00%        | 1.30%         | 0.14 |  |               |              |               |               |              |               |               |              |               |      |       |       |      |       |       |      |   |   |   |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |  |
| 2024  | 4.00%  | 1.39%  | 0.21          | 4.00%        | 1.34%         | 0.16          | 5.00%        | 1.36%         | 0.16 |  |               |              |               |               |              |               |               |              |               |      |       |       |      |       |       |      |   |   |   |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |  |
| 2025  | 4.00%  | 1.47%  | 0.25          | 4.00%        | 1.40%         | 0.18          | 5.00%        | 1.43%         | 0.18 |  |               |              |               |               |              |               |               |              |               |      |       |       |      |       |       |      |   |   |   |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |  |
| 2026  | 4.00%  | 1.58%  | 0.28          | 4.00%        | 1.52%         | 0.22          | 3.00%        | 1.55%         | 0.22 |  |               |              |               |               |              |               |               |              |               |      |       |       |      |       |       |      |   |   |   |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |  |
| 2027  | 5.00%  | 1.69%  | 0.32          | 5.00%        | 1.62%         | 0.25          | 5.00%        | 1.64%         | 0.25 |  |               |              |               |               |              |               |               |              |               |      |       |       |      |       |       |      |   |   |   |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |  |
| 2028  | 5.00%  | 1.78%  | 0.33          | 5.00%        | 1.73%         | 0.28          | 5.00%        | 1.75%         | 0.28 |  |               |              |               |               |              |               |               |              |               |      |       |       |      |       |       |      |   |   |   |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |  |
| 2029  | 5.00%  | 1.88%  | 0.35          | 5.00%        | 1.83%         | 0.30          | 5.00%        | 1.87%         | 0.31 |  |               |              |               |               |              |               |               |              |               |      |       |       |      |       |       |      |   |   |   |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |  |
| 2030  | 5.00%  | 1.98%  | 0.37          | 5.00%        | 1.91%         | 0.30          | 5.00%        | 1.95%         | 0.33 |  |               |              |               |               |              |               |               |              |               |      |       |       |      |       |       |      |   |   |   |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |  |
| 2031  | 5.00%  | 2.04%  | 0.38          | 5.00%        | 1.97%         | 0.31          | 5.00%        | 2.03%         | 0.34 |  |               |              |               |               |              |               |               |              |               |      |       |       |      |       |       |      |   |   |   |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |      |       |       |      |       |       |      |       |       |      |  |

## Exhibit B

### RATE COMPARISON

|              |                          |                     |                |
|--------------|--------------------------|---------------------|----------------|
|              | <u>\$29,685,000</u>      | <u>\$23,495,000</u> |                |
| Issuer:      | Greensboro, NC           | Madison County BOE  | BPS Difference |
| Rating:      | Aa2/AA+/AA+              | Aa2/AA-             |                |
| Underwriter: | Wells Fargo/Loop Capital | Frazer Lanier       |                |
| Sale Date:   | 10-Oct-19                | 10-Oct-19           |                |

| 2021 | 1.878 | 1.99 | 0.11  |  |
|------|-------|------|-------|--|
| 2022 | 1.94  | 1.99 | 0.05  |  |
| 2023 | 2.03  | 2.23 | 0.20  |  |
| 2024 | 2.13  | 2.23 | 0.10  |  |
| 2025 | 2.32  | 2.43 | 0.11  |  |
| 2026 | 2.47  | 2.43 | -0.04 |  |
| 2027 | 2.57  | 2.57 | 0.00  |  |
| 2028 | 2.62  | 2.57 | -0.05 |  |
| 2029 | 2.67  | 2.67 | 0.00  |  |
| 2030 | 2.77  | 2.67 | -0.10 |  |
| 2031 | 2.87  | 2.82 | -0.05 |  |
| 2032 | 3.02  | 2.82 | -0.20 |  |
| 2033 | 3.02  | 2.92 | -0.10 |  |
| 2034 | 3.07  | 2.92 | -0.15 |  |
| 2035 | 3.38  | 3.06 | -0.32 |  |
| 2036 | 3.38  | 3.16 | -0.22 |  |
| 2037 | 3.38  | 3.21 | -0.17 |  |
| 2038 | 3.38  | 3.26 | -0.12 |  |
| 2039 | 3.38  | 3.31 | -0.07 |  |
| 2040 | 3.51  | 3.36 | -0.15 |  |
| 2041 | 3.51  | 3.41 | -0.10 |  |

Using the scale above, Frazer Lanier was able to deliver approximately \$800,000 more in savings than the Greensboro scale would have produced.