

FACILITIES PLANNING COMMUNITY FOCUS GROUPS

3rd Session



- 1. Financial Scenarios
- 2. Revisions to Master Plan Options
- 3. Community-wide Survey

Tonight's Agenda

FINANCE

Tax Impact Options

There are three tax impact options we brought together for review:

- Scenario 1: Operational Referendum for \$3.5M for 5 years (non-recurring)
- Scenario 2: Operational Referendum for \$2.5M for 5 years (non-recurring) and Capital Referendum for \$5M amortized over 10 years
- 3. <u>Scenario 3</u>: Capital Referendum for \$46.67M amortized over 20 years

Scenarios were built in a way to show similar impacts for various options

Scenario 1: Operational Referendum

Merrill Area Common Public School District

EXAMPLE APRIL, 2024 REFERENDUM REVENUE LIMIT OVERRIDE

SCENARIO 1: \$3,500,000 OPERATING (5 YRS)

LEVY YEAR	YEAR DUE	OVERRIDE AMOUNT	STATE AID IMPACT	NET LEVY	NET MILL RATE	YEAR DUE
			(A)	(Factoring Aid)	(B)	
2023 2024 2025 2026 2027 2028 2029	2024 2025 2026 2027 2028 2029 2030	\$3,500,000 \$3,500,000 \$3,500,000 \$3,500,000 \$3,500,000	\$0 (\$944,300) (\$944,300) (\$944,300) (\$944,300) (\$944,300) (\$4,721,500)	\$3,500,000 \$2,555,700 \$2,555,700 \$2,555,700 \$2,555,700 (\$944,300) \$12,778,500	\$2.33 \$1.70 \$1.70 \$1.70 \$1.70	2024 2025 2026 2027 2028 2029 2030

- (B) Mill rate based on 2022 Equalized Valuation (TID-OUT) of \$1,500,898,071 with annual growth of 0.00%

Scenario 2: Operational & Capital Referendum Merrill Area Common Public School District

EXAMPLE APRIL, 2024 REFERENDUM FINANCING PLAN

SCENARIO 2: \$5,000,000 CAPITAL (10 YRS) / \$2,500,000 OPERATING (5 YRS)

\$5,000,000

LEVY YEAR YEAR DUE	G.O. NOTES Dated July 1, 2024 (First interest 4/1/25) PRINCIPAL INTEREST (4/1) (4/1 & 10/1) EST. AVG= 4.00%	FUND 39 DEBT LEVY EXISTING PLUS NEW	\$2,500,000 NON-RECURRING OPERATING OVERRIDE	STATE AID IMPACT OVER BASE YEAR (FY 2023-24)	FUND 39 COMBINED TOTAL (Factoring Aid)	FUND 39 COMBINED YEAR MILL RATE DUE
2023 2024 2024 2025 2025 2026 2026 2027 2027 2028 2028 2029 2029 2030 2030 2031 2031 2032 2032 2033 2033 2034 2034 2035	\$370,000 \$435,000 \$455,000 \$475,000 \$475,000 \$490,000 \$510,000 \$535,000 \$555,000 \$575,000 \$600,000 \$120,800 \$79,900 \$535,000 \$575,000 \$120,800 \$120	\$612,600 \$611,500 \$613,700 \$615,100 \$610,800 \$610,800 \$614,900 \$613,100 \$610,500 \$612,000	\$2,500,000 \$2,500,000 \$2,500,000 \$2,500,000 \$2,500,000	\$0 (\$814,796) (\$841,830) (\$842,531) (\$843,017) (\$841,938) (\$167,546) (\$168,787) (\$168,409) (\$167,816) (\$168,355)	\$3,112,600 \$2,296,704 \$2,271,870 \$2,272,569 \$2,267,783 (\$231,138) \$447,354 \$444,313 \$444,313 \$444,184 (\$168,355)	\$2.07 2025 \$1.53 2026 \$1.51 2027 \$1.51 2028 \$1.51 2029 (\$0.15) 2030 \$0.30 2031 \$0.30 2032 \$0.29 2033 \$0.30 2034 2035
	\$5,000,000 \$1,125,000	\$6,125,000	\$12,500,000	(\$5,025,025)	\$13,599,975	

⁽A) State aid impact based on prior fiscal year incremental expenditure over base year (FY 2023-24) at the following aid levels (2022-23 Tertiary Aid Percentage..... 26.98%

NOTES: Example financing scenarios could be impacted by other variables, such as significant market or statutory changes, which particles are significant market or statutory changes. necessitate adjustments to the financing plans.

⁽B) Mill rate based on 2022 Equalized Valuation (TID-OUT) of \$1,500,898,071 with annual growth of 0.00%.

Scenario 3: Operational & Capital Referendum

Merrill Area Common Public School District

EXAMPLE APRIL, 2024 REFERENDUM FINANCING PLAN

SCENARIO 3: \$46,670,000 CAPITAL (20 YRS)

LEVY YEAR YEAR DUE	\$46,670,000 G.O. BONDS Dated July 1, 2024 (First interest 4/1/25) PRINCIPAL INTEREST (4/1) (4/1 & 10/1) EST. AVG= 4.25%	FUND 39 DEBT LEVY EXISTING PLUS NEW	STATE AID IMPACT OVER BASE YEAR (FY 2023-24)	FUND 39 COMBINED TOTAL (Factoring Aid)	FUND 39 COMBINED YEAR MILL RATE DUE
2023	\$1,045,000 \$1,595,000 \$1,665,000 \$1,735,000 \$1,835,894 \$1,735,000 \$1,688,313 \$1,890,000 \$1,609,688 \$1,970,000 \$2,060,000 \$2,240,000 \$2,2440,000 \$2,2440,000 \$2,2440,000 \$2,3440,000 \$2,440,000 \$2,440,000 \$2,440,000 \$3,440,000 \$3,440,000 \$3,440,000 \$3,440,000 \$3,440,000 \$3,440,000 \$3,440,000 \$3,440,000 \$3,015,000	\$3,502,138 \$3,500,169 \$3,500,894 \$3,498,644 \$3,498,313 \$3,499,688 \$3,497,663 \$3,502,025 \$3,497,669 \$3,499,488 \$3,502,163 \$3,500,588 \$3,499,656 \$3,499,156 \$3,498,875 \$3,498,600 \$3,498,119 \$3,502,113 \$3,500,369 \$3,497,781	\$0 (\$683,297) (\$953,490) (\$954,087) (\$953,881) (\$954,222) (\$955,052) (\$954,964) (\$956,657) (\$955,969) (\$957,004) (\$958,299) (\$958,448) (\$958,798) (\$959,294) (\$959,878) (\$960,491) (\$961,078) (\$962,930) (\$963,233) (\$963,338)	\$3,502,138 \$2,816,872 \$2,547,404 \$2,544,4557 \$2,544,431 \$2,545,466 \$2,542,611 \$2,547,061 \$2,547,061 \$2,541,012 \$2,543,519 \$2,545,158 \$2,542,288 \$2,542,288 \$2,541,209 \$2,540,358 \$2,539,581 \$2,538,722 \$2,537,627 \$2,537,627 \$2,537,439 \$2,537,439 \$2,534,548 (\$963,338)	\$2.33 2024 \$1.88 2025 \$1.88 2026 \$1.70 2027 \$1.70 2028 \$1.70 2030 \$1.69 2031 \$1.70 2032 \$1.69 2033 \$1.69 2034 \$1.70 2035 \$1.69 2036 \$1.69 2037 \$1.69 2038 \$1.69 2039 \$1.69 2040 \$1.69 2040 \$1.69 2041 \$1.69 2042 \$1.69 2042 \$1.69 2043 \$1.69 2043 \$1.69 2044

⁽A) State aid impact based on prior fiscal year incremental expenditure over base year (FY 2023-24) at the following aid levels (2022-23 October certification):

NOTES: Example financing scenarios could be impacted by other variables, such as significant market or statutory changes, which may necessitate adjustments to the financing plans.

Scenarios where a greater portion of the overall debt is issued in advance of the expenditures of the proceeds will likely result in higher fees earned by the investment manager of the debt proceeds.

Tertiary Aid Percentage.....

⁽B) Mill rate based on 2022 Equalized Valuation (TID-OUT) of \$1,500,898,071 with annual growth of 0.00%.

Operational Referendum:

Allows the District to increase taxes on an annual basis up to a specific dollar amount authorized and for a specific period of time (recurring vs. non-recurring)

Capital Referendum:

Allows the District to increase taxes on an annual basis to repay outstanding principal and interest related to the capital borrowing

Capital Debt becomes a great levy management tool to avoid spikes and dips in the overall tax levy, helping to provide stability

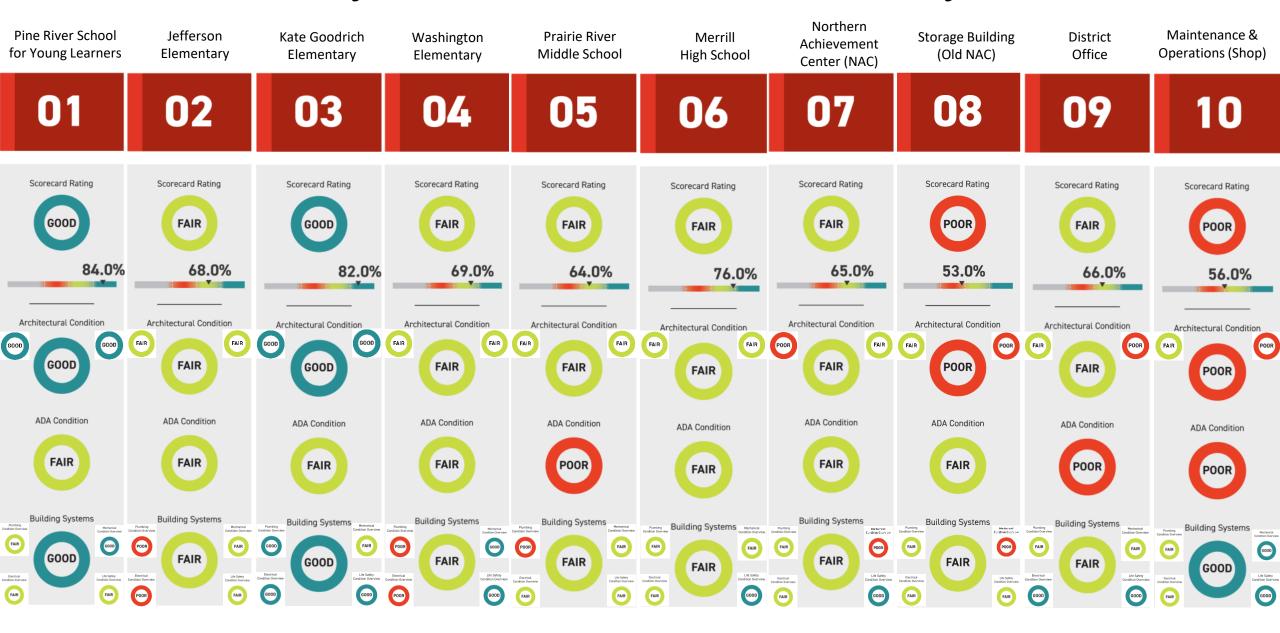
Many times, Capital Debt is retired much earlier than originally expected

Tax Impact Differences Between Referendums



REVISIONS TO MASTER PLAN OPTIONS

Facilities Study – District-wide Summary



Facilities Study – Pine River Potential Options



Current Use = Head Start Program Current Building Size = 15,232 SF Current Site Size = 23.63 acres

Educational Capacity: 2022/2023 Enrollment - 96 students, Educational Capacity - 110 students, Efficiency 87%



Possible Options:	Yes	No
Capital improvements / maintenance		
Building addition for Head Start program needs		
Relocate programming to Jefferson Elementary (sell building/property)		
Relocate programming to Washington Elementary (sell building/property)		
Relocate programming to Kate Goodrich (sell building/property)		
Other/Comments:		

Facilities Study – Jefferson Potential Options



Current Use = Idle, Professional Development Meeting Space, Gym Used for Practices/Recreation Current Building Size = 31,140 SF (building) 2,300 SF (portable classrooms)

Current Site Size = 15.65 acres

Educational Capacity: 2022/2023 Enrollment - 0 students, Educational Capacity - 264 students

Scorecard Rating	
68.0%	
Architectural Condition FAIR FAIR	
ADA Condition	
FAIR	
Building Systems Property Condition Guarden FAIR FAIR	

Possible Options:	Yes	No
Sell building/property		
Relocate 3 rd and 4 th grade students, would require a 20,000 SF addition & capital improvements / maintenance (Est. Budget = \$16M-\$19.5M)		
Relocate 3 rd and 5 th grade students, would require a 31,800 SF addition & capital improvements / maintenance (Est. Budget = \$22M-\$27M)		
Renovation for Head Start (PRYSL) students/program & capital improvements/maintenance		
Renovation for NAC students/program & capital improvements / maintenance		
Other/Comments:		

Facilities Study – Washington Elementary Potential Options

04

Current Use = 3rd – 4th Grade Elementary Current Building Size = 39,183 SF Current Site Size = 5.96 acres

Educational Capacity: 2022/2023 Enrollment 229 students, Educational Capacity 308 students, Efficiency 74%

Scorecard Rating	
69.0%	
Architectural Condition FAIR FAIR	
ADA Condition	
FAIR	
Building Systems Pools P	

Possible Options:	Yes	No
Capital improvements / maintenance		
Remain 3 rd – 4 th grade with addition for gymnasium, school offices, and site/parking improvements		
Convert to 3 rd – 5 th grade with addition for classrooms, gymnasium, school offices, and site/parking improvements		
Renovation for Head Start (PRYSL) students/program & capital improvements/maintenance		
Renovation for NAC students/program & capital improvements / maintenance		
Renovation for District Office, 7,000 SF addition for Maintenance and Operations (Shop), & capital improvements / maintenance		
Other/Comments:		

Facilities Study – Prairie River Potential Options

05

Current Use = 5th - 8th Grade Middle School

Current Building Size = 226,587 SF

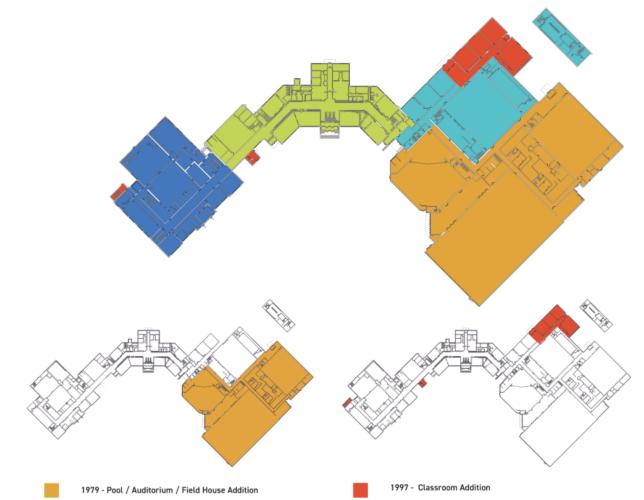
Current Site Size = 6.24 acres (does not include parking lot north of 3rd Street)

Educational Capacity: 2022/2023 Enrollment 593 students, Educational Capacity 1147 students, Efficiency 52%

Prairie River Building Evolution Diagram:

1957 - East Gymnasium / Classroom Addition





Facilities Study – Prairie River Potential Options

05

Current Use = 5th – 8th Grade Middle School Current Building Size = 226,587 SF

Current Site Size = 6.24 acres (does not include City-owned parking lot north of 3rd Street)

Educational Capacity: 2022/2023 Enrollment 593 students, Educational Capacity 1147 students, Efficiency 52%

Scorecard Rating	
FAIR	Pos
64.0%	Сар
Architectural Condition	lf b bui
FAIR ADA Condition	Rer imp
POOR	Rer
Pumbing Condition Derivities Deri	Rer Op
FAIR Bactorial Continue berview FAIR FAIR FAIR	Oth

Possible Options:	Yes	No
Capital improvements / maintenance		
f building would not be fully utilized, consider demolition of the 1948 portion of building to allow for more parking (see building evolution diagram)		
Renovation for Head Start (PRYSL) students/program & capital mprovements/maintenance		
Renovation for NAC students/program & capital improvements / maintenance		
Renovation for District Office, 7,000 SF addition for Maintenance and Operations (Shop), & capital improvements / maintenance		
Other/Comments:		

Facilities Study – High School Potential Options

05

Current Use = $9^{th} - 12^{th}$ High School Current Building Size = 303,634 SF Current Site Size = 40.51 acres

Educational Capacity: 2022/2023 Enrollment 803 students, Educational Capacity 1423 students, Efficiency 56%

Scorecard Rating	
64.0%	
Architectural Condition FAIR FAIR	
ADA Condition	
Parameter and the control of the con	

Possible Options:	Yes	No
Capital improvements / maintenance		
Building addition for Tech. Ed. & Fitness/weights and renovation for cafeteria		
Separate building addition for 6 th – 8 th middle school students		
Renovation for NAC students/program (separate space/entry) & capital improvements / maintenance		
Renovation for District Office, 7,000 SF addition for Maintenance and Operations (Shop)		
Other/Comments:		



Option #1 (Baseline)

Items identified in the facility study as "Poor" or "Fair" and need to be addressed within the next 10 years



Pine River School for Young Learners

Building Use: Head Start Program



Est. Budget - \$1.8M - \$2.2M



Prairie River Middle School

Building Use: 5th - 8th Grade



Est. Budget = \$30.9M - \$37.7M



Maintenance & Operations (Shop)

Building Use: Offices & Shop



Est. Budget = \$840K - \$1.1M



Kate Goodrich Elementary

Building Use: Kindergarten - 2nd Grade



Est. Budget = \$7.5M - \$9.2M



Building Use: 9th - 12th Grade



Est. Budget = \$25.7M - \$31.4M



Storage Building (Old NAC)

Building Use: Unoccupied/Storage



Est. Budget = \$900K - \$1.1M



Washington Elementary

Building Use: 3rd - 4th Grade



Est. Budget = \$6.5M - \$7.9M



Northern Achievement Center (NAC)

Building Use: Kindergarten - 12th Grade



Est. Budget = \$1.2M - \$1.4M



School Forest Buildings

Building Use: Specialized Programming



Est. Budget = \$250K - \$309K



Jefferson Elementary

Building Use: Unoccupied



Est. Budget = \$5.7M - \$7.0M



MAPS District Office

Building Use: Administrative Offices



Est. Budget = \$1.3M - \$1.5M

Capital Maintenance - What's Included?

- Building Systems: plumbing, HVAC, electrical, life safety
- Interior Analysis: ceilings, floors, walls, casework, interior doors
- Exterior Analysis: roofs, windows, exterior doors, masonry
- Site Assessment: parking lots, sidewalks, landscaping, stormwater
- ADA Condition/ Assessment: ramps, lifts, railings, door hardware, casework, restrooms
- Owner Items: asbestos abatement, furniture, technology





Capital Maintenance Updates



Building Renovations



Building Additions / New Construction



Option #2 - Relocate Programming to Jefferson





Pine River School for Young Learners

Building Use: Head Start Program







Est. Budget = \$3.3M - \$4.0M



Prairie River Middle School Building Use: 5th - 8th Grade



Est. Budget = \$36M - \$44M



Maintenance & Operations (Shop)

Building Use: Close / Demo Est. Budget = \$93K - \$114K



Kate Goodrich Elementary

Building Use: Kindergarten - 2nd Grade





Est. Budget = \$7.6M - \$9.4M



Merrill High School

Building Use: 9th - 12th Grade, District







Est. Budget = \$XX.XM - \$XX.XM



Storage Building (Old NAC)

Building Use: Close / Demo Est. Budget = \$38K - \$46K



Washington Elementary

Building Use: 3rd - 4th Grade







Est. Budget = \$15.3M - \$18.7M



Northern Achievement Center (NAC)

Building Use: Close / Demo Est. Budget = \$120K - \$145K



School Forest Buildings

Building Use: Specialized Programming



Est. Budget = \$250K - \$309K



Jefferson Elementary

Building Use: NAC, Maintenance &

Operations







Est. Budget = \$X.XM - \$XX.XM



MAPS District Office

Building Use: Close / Demo Est. Budget = \$79K - \$96K





Bu





Option #2A - Relocate 3rd-4th to Jefferson & Programming to Washington





Pine River School for Young Learners

Building Use: Head Start Program











Prairie River Middle School

Building Use: 5th - 8th Grade



Est. Budget = \$36M - \$44M



Maintenance & Operations (Shop)

Building Use: Close / Demo Est. Budget = \$93K - \$114K



Kate Goodrich Elementary

Building Use: Kindergarten - 2nd Grade





Est. Budget = \$7.6M - \$9.4M



Merrill High School

Building Use: 9th - 12th Grade







Est. Budget = \$37.5M - \$45.9M



Storage Building (Old NAC)

Building Use: Close / Demo Est. Budget = \$38K - \$46K



Washington Elementary

Building Use: NAC, District Office, Maintenance & Operations







Est. Budget = \$11.2M - \$13.7M



Northern Achievement Center (NAC)

Building Use: Close / Demo Est. Budget = \$120K - \$145K



School Forest Buildings

Building Use: Specialized Programming



Est. Budget = \$250K - \$309K



Jefferson Elementary

Building Use: 3rd - 4th Grade







MAPS District Office Building Use: Close / Demo

Est. Budget = \$79K - \$96K

Est. Budget = \$16M - \$19.5M











Option #3 - Relocate Pine River to Jefferson





Pine River School for Young Learners

Building Use: Close / Seek to Sell Est. Budget = TBD based on terms of property sale



Prairie River Middle School

Building Use: 5th - 8th Grade



Est. Budget = \$36M - \$44M



Maintenance & Operations (Shop)

Building Use: Close / Demo Est. Budget = \$93K - \$114K



Kate Goodrich Elementary

Building Use: Kindergarten - 2nd Grade



Est. Budget = \$7.6M - \$9.4M



Merrill High School

Building Use: 9th - 12th Grade, District Office, Maintenance & Operations







Est. Budget = \$40M - \$49M



Storage Building (Old NAC)

Building Use: Close / Demo Est. Budget = \$38K - \$46K



Washington Elementary

Building Use: 3rd - 4th Grade







Est. Budget = \$15.3M - \$18.7M



Northern Achievement Center (NAC)

Building Use: Kindergarten - 12th Grade



Est. Budget = \$1.2M - \$1.4M



School Forest Buildings

Building Use: Specialized Programming



Est. Budget = \$250K - \$309K



Jefferson Elementary

Building Use: Head Start





Est. Budget = \$6M - \$7.3M



MAPS District Office

Building Use: Close / Demo Est. Budget = \$79K - \$96K









Option #3A - Relocate 3rd-4th to Jefferson & Programming (PRYSL) to Washington





Pine River School for Young Learners

Building Use: Close / Seek to Sell Est. Budget = TBD based on terms of property sale



Prairie River Middle School

Building Use: 5th - 8th Grade



Est. Budget = \$36M - \$44M



Maintenance & Operations (Shop)

Building Use: Close / Demo Est. Budget = \$93K - \$114K



Kate Goodrich Elementary

Building Use: Kindergarten - 2nd Grade



Est. Budget = \$7.6M - \$9.4M



Merrill High School

Building Use: 9th - 12th Grade



Est. Budget = \$37.5M - \$45.9M



Storage Building (Old NAC)

Building Use: Close / Demo Est. Budget = \$38K - \$46K



Washington Elementary

Building Use: Head Start, District Offices, Maintenance & Operations







Est. Budget = \$11.5M - \$14.1M



Northern Achievement Center (NAC)

Building Use: Kindergarten - 12th Grade



Est. Budget = \$1.2M - \$1.4M



School Forest Buildings

Building Use: Specialized Programming



Est. Budget = \$250K - \$309K



Jefferson Elementary

Building Use: 3rd-4th Grade











MAPS District Office

Building Use: Close / Demo Est. Budget = \$79K - \$96K

Est. Budget = \$16M - \$19.5M









Option #4 - 6th - 8th Grade Campus (Close Jefferson)





Pine River School for Young Learners

Building Use: Head Start Program







Est. Budget = \$3.3M - \$4.0M



Prairie Riv

Prairie River Middle School

Building Use: NAC, District Office, Maintenance & Operations







Est. Budget = \$36.9M - \$45.1M



Maintenance & Operations (Shop)

Building Use: Close / Demo Est. Budget = \$93K - \$114K



Kate Goodrich Elementary

Building Use: Kindergarten - 2nd Grade





Est. Budget = \$7.6M - \$9.4M



Merrill High School

Building Use: 6th - 12th Grade







Est. Budget = \$98.8M - \$120.7M



Storage Building (Old NAC)

Building Use: Close / Demo Est. Budget = \$38K - \$46K



Washington Elementary

Building Use: 3rd - 5th Grade







Est. Budget = \$20.8M - \$25.4M



Northern Achievement Center (NAC)

Building Use: Close / Demo Est. Budget = \$120K - \$145K



School Forest Buildings

Building Use: Specialized Programming



Est. Budget = \$250K - \$309K



Jefferson Elementary

Building Use: Close / Seek to Sell Est. Budget = TBD based on terms of property sale



MAPS District Office

Building Use: Close / Demo Est. Budget = \$79K - \$96K











Option #4A - 6th - 8th Grade Campus (Close Pine River)





Pine River School for Young Learners

Building Use: Close / Seek to Sell Est. Budget = TBD based on terms of property sale



Prairie River Middle School

Building Use: NAC, District Office, Maintenance & Operations











Maintenance & Operations (Shop)

Building Use: Close / Demo Est. Budget = \$93K - \$114K



Kate Goodrich Elementary

Building Use: Kindergarten - 2nd Grade





Est. Budget = \$7.6M - \$9.4M



Merrill High School

Building Use: 6th - 12th Grade







Est. Budget = \$98.8M - \$120.7M



Storage Building (Old NAC)

Building Use: Close / Demo Est. Budget = \$38K - \$46K



Washington Elementary

Building Use: 3rd - 5th Grade







Est. Budget = \$20.8M - \$25.4M



Northern Achievement Center (NAC)

Building Use: Close / Demo Est. Budget = \$120K - \$145K



School Forest Buildings

Building Use: Specialized Programming



Est. Budget = \$250K - \$309K



Jefferson Elementary

Building Use: Head Start Program





Est. Budget = \$6M - \$7.3M



MAPS District Office

Building Use: Close / Demo Est. Budget = \$79K - \$96K





Building





COMMUNITY-WIDE SURVEY



Community-wide Survey

Objective: give every resident an opportunity to provide feedback; unbiased analysis

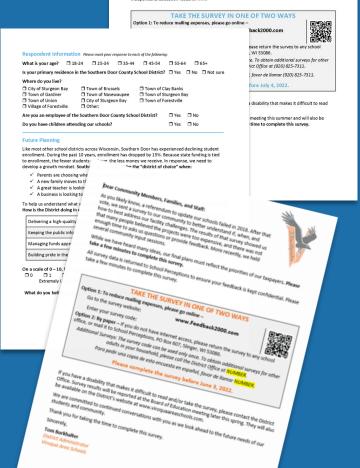
- Survey administered by 3rd party consulting company- School Perceptions
- Statistically valid
- Emailed to every staff member and District parent
- Mailed to every District resident

Dear Community Members, Families, and Staff

For those of you I have not yet met, I just completed my first year as the Southern Door County Superintendent. I am sincerely impressed with all the wonderful things happening in this school. Muof our success is due to a dedicated staff, high levels of parental involvement, and a very supportive community.

To build on this success, we believe it is important to set goals and continuously improve. While our primary focus will always be to enhance student learning, we also need to establish next year's budge and make sure our facilities will serve our students and our community, both today and in the years to come. To accomplish these goals, we are in the process of developing our plans. Ultimately, these plans must reflect the priorities of our tapayers. Please take a few minutes to complete this survey.

To ensure your feedback remains confidential, all survey data is returned to School Perceptions, independent, education research firm



Community-wide Survey

- Every household will receive a paper copy
- TWO opportunities to take the survey (paper or online)
 - District can provide additional paper copies (for multiple adults in household)
- Survey to hit mailboxes in October
- Results shared in November/December

TAKE THE SURVEY IN ONE OF TWO WAYS

Option 1: To reduce mailing expenses, please go online -

Go to the survey website:

www.Feedback2000.com

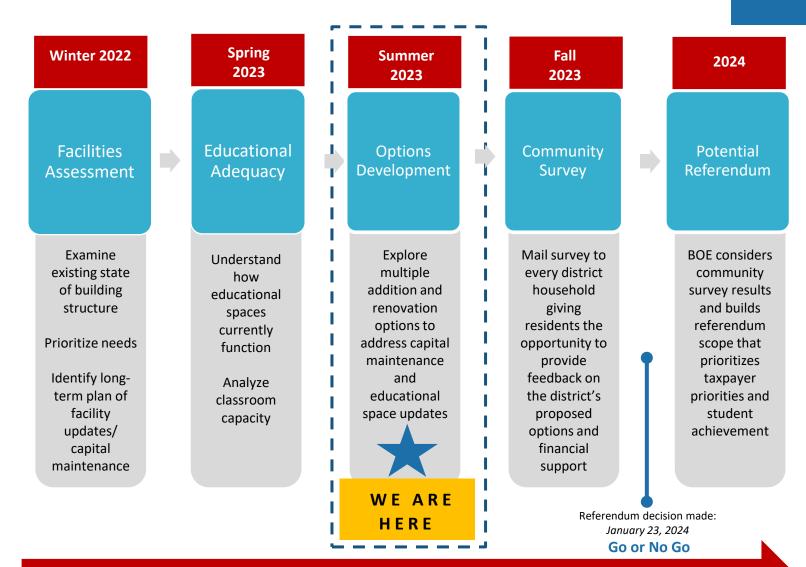
Enter your survey code:

Option 2: By paper – If you do not have internet access, please return the survey to any school office, or mail it to School Perceptions, PO Box 607. Slinger, WI 53086.

Additional Surveys: The survey code can be used only once. To obtain additional surveys for other adults in your household, please call the District Office at 608.637.1186.

Para pedir una copia de esta encuesta en español, favor de llamar 608.637.1186.

Please complete the survey before



Master Planning: Next Steps

COMMUNITY ENGAGEMENT

QUESTIONS?



THANK YOU!



Disclosure

The information contained herein is solely intended to suggest/discuss 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.

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. The information set forth herein was gathered from sources which we believe, but do not guarantee, to be accurate. Neither the information, nor any options expressed, constitute a solicitation by us for purposes of sale or purchase of any securities or commodities. Investment/financing decisions by market participants should not be based on this information.

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