

Truist Securities

Bid Contact **KayDee Hoard**
kaydee.hoard@truist.com
Ph 706-491-5946

Address **3333 Peachtree Rd. NE Fl, 11**
Atlanta, GA 30326

Bid Notes **Attached:**
Three completed Vendor Reference Verification Forms
Completed Evaluation Criteria Form
State of Florida Department of State Certification of Truist Securities' authorization to conduct business in Florida.
Broward County Business Tax Receipt
Certificate of Liability Insurance for Truist
Most recent two years of Truist Financial Corporation's 10-K

Item #	Line Item	Notes	Unit Price	Qty/Unit	Attch.	Docs
GEN2126726Q1--01-01	Library of Bond Underwriters	Supplier Product Code: Supplier Notes: Attached: Three completed Vendor Reference Verification Forms Completed Evaluation Criteria Form State of Florida Department of State Certification of Truist Securities' authorization to conduct business in Florida. Broward County Business Tax Receipt Certificate of Liability Insurance for Truist Most recent two years of Truist Financial Corporation's 10-K	First Offer -	1 / contract	Y	Y
Supplier Total					\$0.00	

Truist Securities

Item: **Library of Bond Underwriters**

Attachments

TFC Truist Financial Corporation 10-K 2022-02-23.pdf

TFC Truist Financial Corporation 10-K 2023-02-28.pdf

[Executed] Vendor Reference Verification Form No.1.pdf

[Executed] Vendor Reference Verification Form No.2.pdf

[Executed] Vendor Reference Verification Form No.3.pdf

Truist_Certificate of Liability Insurance.pdf

Broward County Business Tax Receipt.pdf

[Executed] State of Florida Certificate of Authentication.pdf

Broward County FL Evaluation Criteria Form_Trulist Securities.pdf



VENDOR REFERENCE VERIFICATION FORM

GEN2126726Q1 Library of Bond Underwriters				
Reference For (hereinafter, "Vendor"):	Trust			
Reference Date:	8/14/23			
Organization/Firm Providing Reference:	Canaveral Port Authority			
Contact Name:	Michael Poole			
Contract Title:	CFO			
Contact Email:	mpoole@portcanaveral.com			
Contact Phone:	904-677-6237			
Name of Referenced Project:	Series 2016 C (AMT) \$32,715,000 Port Improvement Revenue			
Contract Number:	Series 2016 D (Taxable) \$27,045,000 Port Improvement Revenue Bonds			
Date Range of Services Provide:	Start Date: November 1, 2016	End Date: November 15, 2016		
Project Amount:	\$59,760,000			
Vendor's Role in Project:	<input checked="" type="checkbox"/> Prime	<input type="checkbox"/> Subconsultant/Subcontractor		
Would you use this Vendor again?	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No		
If you answered no to the question above, please specify below: (attach additional sheet if needed)				
Description of services provided by Vendor, please specify below: (attach additional sheet if needed)				
Underwriter of Bonds				
Please rate your experience with the referenced Vendor via checkbox:	Needs Improvement	Satisfactory	Excellent	Not Applicable
Vendor's Quality of Service:				
Responsive:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Accuracy:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Deliverables:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Vendor's Organization:				
Staff Expertise:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Professionalism:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Turnover:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Timeliness of:				
Project:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Deliverables:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Project completed within budget:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Cooperation with:				
Your Firm:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Subcontractor(s)/Subconsultant(s):	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Regulatory Agency(ies):	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
All information provided to Broward County is subject to verification. Vendor acknowledges that inaccurate, untruthful, or incorrect statements made in support of this response may be used by the County as a basis for rejection, rescission of the award, or termination of the contract and may also serve as the basis for debarment of Vendor pursuant to the Broward County Procurement Code.				
THE SECTION BELOW IS FOR COUNTY USE ONLY				
Verified via: <input type="checkbox"/> Email <input type="checkbox"/> Verbal	Verified by:	Division:		
		Date:		

Vendor Reference Verification Form

Vendor is required to submit completed Reference Verification Forms for previous projects referenced in its submittal. Vendor should provide the **Vendor Reference Verification Form** to its reference organization/firm to complete and return to the Vendor's attention. Vendor should submit the completed Vendor Reference Form with its response by the solicitation's deadline. The County will verify references provided as part of the review process. Provide a minimum of three (3) non-Broward County Board of County Commissioners' references.

VENDOR REFERENCE VERIFICATION FORM

GEN2126726Q1 Library of Bond Underwriters				
Reference For (hereinafter, "Vendor"):	Truist Bank / Truist Securities			
Reference Date:	August 8, 2023			
Organization/Firm Providing Reference:	Belmont University			
Contact Name:	Steve Lasley			
Contract Title:	VP of Finance and Operations			
Contact Email:	steve.lasley@belmont.edu			
Contact Phone:	615-460-6404			
Name of Referenced Project:	Series 2021 Tax-Exempt Bonds; Series 2023 Tax-Exempt Bonds (pen			
Contract Number:	N/A			
Date Range of Services Provide:	Start Date: 2021	End Date: 2023		
Project Amount:	Series 2021 - \$115,830,000; Series 2023 - \$187,500,000			
Vendor's Role in Project:	<input checked="" type="checkbox"/> Prime	<input type="checkbox"/> Subconsultant/Subcontractor		
Would you use this Vendor again?	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No		
If you answered no to the question above, please specify below: (attach additional sheet if needed)				
Description of services provided by Vendor, please specify below: (attach additional sheet if needed)				
Sole manager/underwriter for public bonds.				
Please rate your experience with the referenced Vendor via checkbox:	Needs Improvement	Satisfactory	Excellent	Not Applicable
Vendor's Quality of Service:				
Responsive:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Accuracy:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Deliverables:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Vendor's Organization:				
Staff Expertise:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Professionalism:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Turnover:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Timeliness of:				
Project:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Deliverables:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Project completed within budget:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Cooperation with:				
Your Firm:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Subcontractor(s)/Subconsultant(s):	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Regulatory Agency(ies):	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<small>All information provided to Broward County is subject to verification. Vendor acknowledges that inaccurate, untruthful, or incorrect statements made in support of this response may be used by the County as a basis for rejection, rescission of the award, or termination of the contract and may also serve as the basis for debarment of Vendor pursuant to the Broward County Procurement Code.</small>				
THE SECTION BELOW IS FOR COUNTY USE ONLY				
Verified via: <input type="checkbox"/> Email <input type="checkbox"/> Verbal	Verified by:		Division:	
			Date:	

Vendor Reference Verification Form

Vendor is required to submit completed Reference Verification Forms for previous projects referenced in its submittal. Vendor should provide the **Vendor Reference Verification Form** to its reference organization/firm to complete and return to the Vendor's attention. Vendor should submit the completed Vendor Reference Form with its response by the solicitation's deadline. The County will verify references provided as part of the review process. Provide a minimum of three (3) non-Broward County Board of County Commissioners' references.

VENDOR REFERENCE VERIFICATION FORM

GEN2126726Q1 Library of Bond Underwriters				
Reference For (hereinafter, "Vendor"):				
Reference Date:	08/14/2023			
Organization/Firm Providing Reference:	School Board of Lee County			
Contact Name:	Jeannette Ingersoll			
Contract Title:	Treasurer			
Contact Email:	jeannettei@leeschools.net			
Contact Phone:	239-337-8227			
Name of Referenced Project:	Series 2022 LOC TAN			
Contract Number:	NA			
Date Range of Services Provide:	Start Date: 11/29/2022	End Date: 06/30/2023		
Project Amount:	250,000,000.00			
Vendor's Role in Project:	<input checked="" type="checkbox"/> Prime	<input type="checkbox"/> Subconsultant/Subcontractor		
Would you use this Vendor again?	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No		
If you answered no to the question above, please specify below: (attach additional sheet if needed)				
Description of services provided by Vendor, please specify below: (attach additional sheet if needed)				
Truist Bank provided a Line of Credit TAN for us after Hurricane Ian to help , if needed, with operating and hurricane expenditures until we began receiving property tax revenue. We thankfully did not need to use.				
Please rate your experience with the referenced Vendor via checkbox:	Needs Improvement	Satisfactory	Excellent	Not Applicable
Vendor's Quality of Service:				
Responsive:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Accuracy:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Deliverables:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Vendor's Organization:				
Staff Expertise:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Professionalism:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Turnover:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Timeliness of:				
Project:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Deliverables:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Project completed within budget:	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Cooperation with:				
Your Firm:	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Subcontractor(s)/Subconsultant(s):	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Regulatory Agency(ies):	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
All information provided to Broward County is subject to verification. Vendor acknowledges that inaccurate, untruthful, or incorrect statements made in support of this response may be used by the County as a basis for rejection, rescission of the award, or termination of the contract and may also serve as the basis for debarment of Vendor pursuant to the Broward County Procurement Code.				
THE SECTION BELOW IS FOR COUNTY USE ONLY				
Verified via: <input type="checkbox"/> Email <input type="checkbox"/> Verbal	Verified by:	Division:		
		Date:		

**CERTIFICATE OF LIABILITY INSURANCE**

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must have **ADDITIONAL INSURED** provisions or be endorsed. If **SUBROGATION** IS **WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER McGriff Insurance Services LLC 3322 West End Avenue, Suite 300 Nashville TN 37203	CONTACT NAME: Karen Wray	FAX (A/C, No):	
	PHONE (A/C, No, Ext): 501-661-4973	E-MAIL ADDRESS: CertificateRequests@truist.com	
INSURED Truist Financial Corp. & Subsidiaries 301 College Street, Suite 208 Asheville NC 28801	INSURER(S) AFFORDING COVERAGE		NAIC #
	INSURER A: Twin City Fire Insurance Company		29459
	INSURER B: Hartford Fire Insurance Company		19682
	INSURER C: National Union Fire Ins Co of Pitt. PA		19445
	INSURER D: Ohio Casualty Insurance Company		24074
	INSURER E: Hartford Accident & Indemnity Ins Co		22357
INSURER F:			

COVERAGES**CERTIFICATE NUMBER:** 1515649881**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> SIR 1,000,000 GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC <input type="checkbox"/> OTHER:	Y	Y	20ECSS70004	5/1/2023	5/1/2024	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
B	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY	Y	Y	20CSES70003	5/1/2023	5/1/2024	COMBINED SINGLE LIMIT (Ea accident) \$ 2,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
C D	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$	Y	Y	34543583 ECO(24)60239798	5/1/2023 5/1/2023	5/1/2024 5/1/2024	EACH OCCURRENCE \$ 15,000,000 AGGREGATE \$ 15,000,000 Excess Limit \$ 10,000,000
E A	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N	Y N/A	20WNS70000 20WBS70001	5/1/2023 5/1/2023	5/1/2024 5/1/2024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

20WNS70000 - Workers Compensation (Various Writing Company Names within the Hartford Accident & Indemnity Insurance Company apply based on the state of employment) ~~~ 20WBS70001 - Workers Compensation for Wisconsin and Massachusetts ONLY

ADDITIONAL INSURED & WAIVER OF SUBROGATION: If your contract or lease requires additional insured wording or waiver of subrogation, the applicable policies above will honor that requirement, as long as the agreement is in place prior to a claim.

CERTIFICATES SHOULD BE OBTAINED BY ACCESSING THE FOLLOWING WEBSITE: www.mcgriff.com/truisteoi

NOTE: The website is case sensitive, so be sure to use all lowercase letters when typing the web address.

See Attached...

CERTIFICATE HOLDER**CANCELLATION**

As Per Your Specific
Contract or Lease
with Truist
...

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Amanda Campbell



ADDITIONAL REMARKS SCHEDULE

Page 1 of 1

AGENCY McGriff Insurance Services LLC		NAMED INSURED Truist Financial Corp. & Subsidiaries 301 College Street, Suite 208 Asheville NC 28801	
POLICY NUMBER		EFFECTIVE DATE:	
CARRIER	NAIC CODE		

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,
FORM NUMBER: 25 **FORM TITLE:** CERTIFICATE OF LIABILITY INSURANCE

The above coverage is currently in force for Truist Bank including all subsidiaries. Cancellation notice will be executed as per the policy terms and conditions. This certificate will be updated prior to policy renewal date and anytime there is a major material decrease in coverage.

BROWARD COUNTY LOCAL BUSINESS TAX RECEIPT

115 S. Andrews Ave., Rm. A-100, Ft. Lauderdale, FL 33301-1895 – 954-357-4829

VALID OCTOBER 1, 2023 THROUGH SEPTEMBER 30, 2024**DBA:**
Business Name: TRUIST BANK**Receipt #:** 377-1859
Business Type: OFFICE/SALES/BUSINESS/ADMIN
(CORP OFFICE)**Owner Name:** TRUIST BANK
Business Location: 515 E LAS OLAS BLVD FL 7
FT LAUDERDALE
Business Phone: 727-803-0080**Business Opened:** 02/06/1992
State/County/Cert/Reg:
Exemption Code:**Rooms Seats Employees Machines Professionals**

	For Vending Business Only					
	Number of Machines:		Vending Type:			
Tax Amount	Transfer Fee	NSF Fee	Penalty	Prior Years	Collection Cost	Total Paid
45.00	0.00	0.00	0.00	0.00	0.00	45.00

Receipt Fee 45.00
Packing/Processing/Canning Employees 0.00**THIS RECEIPT MUST BE POSTED CONSPICUOUSLY IN YOUR PLACE OF BUSINESS****THIS BECOMES A TAX RECEIPT****WHEN VALIDATED**

This tax is levied for the privilege of doing business within Broward County and is non-regulatory in nature. You must meet all County and/or Municipality planning and zoning requirements. This Business Tax Receipt must be transferred when the business is sold, business name has changed or you have moved the business location. This receipt does not indicate that the business is legal or that it is in compliance with State or local laws and regulations.

Mailing Address:TRUIST BANK ATTN FLOH 2 FLR
3649 W OAKLAND PARK BLVD
LAUDERDALE LAKES, FL
33311-1114**Receipt #** 01C-22-00001795
Paid 07/21/2023 45.00**2023 - 2024****BROWARD COUNTY LOCAL BUSINESS TAX RECEIPT**

115 S. Andrews Ave., Rm. A-100, Ft. Lauderdale, FL 33301-1895 – 954-357-4829

VALID OCTOBER 1, 2023 THROUGH SEPTEMBER 30, 2024**DBA:**
Business Name: TRUIST BANK**Receipt #:** 377-1859
Business Type: OFFICE/SALES/BUSINESS/ADMIN
(CORP OFFICE)**Owner Name:** TRUIST BANK
Business Location: 515 E LAS OLAS BLVD FL 7
FT LAUDERDALE
Business Phone: 727-803-0080**Business Opened:** 02/06/1992
State/County/Cert/Reg:
Exemption Code:**Rooms Seats Employees Machines Professionals**

Signature	For Vending Business Only					Total Paid
	Number of Machines:		Vending Type:			
Tax Amount	Transfer Fee	NSF Fee	Penalty	Prior Years	Collection Cost	
45.00	0.00	0.00	0.00	0.00	0.00	45.00

Receipt # 01C-22-00001795
Paid 07/21/2023 45.00

State of Florida

Department of State

I certify from the records of this office that TRUIST SECURITIES, INC. is a Tennessee corporation authorized to transact business in the State of Florida, qualified on December 17, 1997.


The document number of this corporation is F97000006667.

I further certify that said corporation has paid all fees due this office through December 31, 2023, that its most recent annual report/uniform business report was filed on April 15, 2023, and that its status is active.

I further certify that said corporation has not filed a Certificate of Withdrawal.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Ninth day of August, 2023*




Secretary of State

Tracking Number: 0004208149CU

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>



Broward County Board of County Commissioners, FL

Response to Request for Qualifications: Library of Bond Underwriters

Truist Securities, Inc.

August 15, 2023

Scott Frail
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Charlotte, NC
(704) 806-4032
Scott.Frail@Truist.com

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Vice President
Atlanta, GA
(404) 836-6041
KayDee.Hoard@Truist.com

Disclaimer

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Any interest rates or transactional terms used herein are hypothetical and take into consideration conditions in today's market and other factual information.

This presentation does not constitute an offer to enter into any "Swap" within the meaning of Section 1a(47) of the Commodity Exchange Act (which we refer to, along with any "foreign exchange swap" or "foreign exchange forward", as a "Swap"). This presentation is not a recommendation that you act on the strategies or transactions described herein or that you enter into a Swap or any trading strategy involving a Swap. Any such offer or recommendation, if any, will only occur after we have received appropriate documentation from you regarding whether you are qualified to enter into a swap under applicable law. If Truist Bank makes a swap recommendation or offers to enter into a Swap with you after you have qualified pursuant to appropriate documentation, you should understand that Truist Bank will be acting in its capacity as a counterparty.

Nothing in this document constitutes a "Research Report" within the meaning of CFTC Regulation 23.605(a)(9). If this document references a Swap, this document constitutes a solicitation within the meaning of CFTC Regulation 23.605(a)(9)(v) to potentially enter into a derivatives transaction upon satisfaction of all applicable legal requirements.

The following disclosures are required by Municipal Securities Board ("MSRB") Rule G-17, as Truist Securities proposes to serve as an underwriter, and not as a financial advisor, municipal advisor or fiduciary to any person or entity, in connection with the issuance and sale of securities for the person to whom this is addressed:

- (i) MSRB Rule G-17 requires an underwriter to deal fairly at all times with both municipal issuers and investors.
- (ii) An underwriter's primary role is to purchase securities with a view to distribution in an arm's-length commercial transaction with an issuer, and an underwriter has financial and other interests that differ from those of such issuer.
- (iii) Unlike a municipal advisor, an underwriter does not have a fiduciary duty to an issuer under the federal securities laws and is, therefore, not required by federal law to act in the best interests of that issuer without regard to its own financial or other interests.
- (iv) An underwriter has a duty to purchase securities from an issuer at a fair and reasonable price but must balance that duty with its duty to sell those securities to investors at prices that are fair and reasonable.
- (v) An underwriter will review the official statement, if any, for those securities in accordance with, and as part of, its responsibilities to investors under the federal securities laws, as applied to the facts and circumstances of the transaction.
- (vi) The issuer may choose to engage the services of a municipal advisor with a fiduciary obligation to represent the issuer's interest in the transaction.

The information provided 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. 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 in this transaction that has legal fiduciary duties to you, then you are free to engage a municipal advisor to serve in that capacity.

Truist Securities is a trade name for the corporate and investment banking services of Truist Financial Corporation and its subsidiaries, including Truist Securities, Inc., member, FINRA and SIPC. All rights reserved. Debt and equity underwriting, trading, research and sales, loan syndications, municipal securities trading and sales, and mergers and acquisitions advisory services are offered by Truist Securities, Inc. Cash management, loans and loan related products, foreign exchange, risk management products and services and agency services are offered by various non-broker dealer subsidiaries of Truist Financial Corporation.

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August 15, 2023

Dazarene Lescott
Purchasing Agent
Broward County Board of County
Commissioners
Finance & Admin Services Dept
115 S Andrews Avenue RM 513
Fort Lauderdale, FL 33301

Latoya Clark-Forbes
Purchasing Agent
Broward County Board of County
Commissioners
Finance & Admin Services Dept
115 S Andrews Avenue RM 513
Fort Lauderdale, FL 33301

Dear Ms. Lescott and Ms. Clarke-Forbes,

On behalf of Truist Securities, Inc. ("Truist"), we are pleased to submit our qualifications to serve the Broward County Board of County Commissioners (the "County") as Senior Managing or Co-Managing Underwriter in its Library of Bond Underwriters (the "Library"). Our experienced Public Finance banking team at Truist is highly qualified to serve as underwriter and is well-positioned to provide the County with comprehensive financing solutions that aim to continuously deliver successful results for the County. The following points serve as the basis for selecting Truist as underwriter for the County's Library.

Historical Relationship and Commitment to the County. Truist Financial Corporation ("TFC") appreciates its strong and longstanding relationship within the County and is committed to supporting the County's financial and community needs. **Truist Bank maintains the 3rd largest market share of deposits in Florida at 9.87%, totaling \$86.6 billion over 458 branches (source: FDIC as of 6/30/2022 and internal data). Truist Bank maintains the 3rd largest market share of deposits in Broward County with a total of \$10.5 billion, and 41 Truist branches are located throughout the County.**

Truist Foundation has taken an active role in the community. In 2022, Truist Foundation approved 9 grants totaling \$454,000 for cities within the County. The Foundation donated \$50,000 to Broward College Foundation Inc., a non-profit organization dedicated to changing lives through education by providing community awareness, advocacy, and funding to the college. The Truist Foundation also donated \$100,000 to the Broward County Black Chamber of Commerce Foundation, which is focused on fostering economic success for Black business owners and the Black business community in the County. Additionally, the Truist Foundation donated \$9,000 to the Lighthouse of Broward County, a non-profit organization that provides comprehensive educational and rehabilitation services and counseling to blind and visually impaired children and adults.

Over the past year, Truist has actively grown its Public Finance team including the hiring of over two dozen municipal banking, sales, and trading employees. As part of this growth strategy, and in tandem with our commercial banking partners within Truist Bank, we are excited to continue to expand our coverage and support of Florida municipal entities such as the County. Both Truist Securities and Truist Bank understand the County's need for dependable financial partners in its long-term public market issuances, interim financings, and day-to-day finances, and we are committed to further growing and strengthening our partnership with the County.

Leading Underwriter with Extensive Experience. Truist's team members are leading underwriters of municipal debt nationally, and the team leverages its vast pool of resources to offer a full range of capital markets products, including banking and origination, underwriting, credit analysis, sales and trading, and quantitative analytics. Truist's senior bankers bring an abundance of experience to the County. **KayDee Hoard** has experience working on over \$8 billion in senior managed negotiated new issue municipal transactions, and **Scott Frail** has executed over \$70 billion in book-run, senior managed business as underwriter on the syndicate desk. Since 2018, Truist Securities has served as underwriter on 245 Public Finance transactions for a par amount of over \$17.1 billion nationwide, including serving as senior manager on 182 transactions for a par amount of nearly \$5.6 billion. Specific to Florida, Truist Securities has served as senior managing underwriter on 37 negotiated public finance underwriting transactions with a total par amount of \$1.3 billion since 2018. Truist is also a top trader of municipal bonds in the secondary market, with our municipal trading desk having executed over \$239 million in trades of the County's debt and \$3 billion of Florida municipal paper since May 2022.

Capital Strength. Over the last five years, as other financing institutions have seen their balance sheets shrink, Truist Financial Corporation has grown in strength, currently supporting Truist Securities with total equity capital of \$61.6 billion (as of its 3/31/2023 call report). As such, **Truist has sufficient capital to provide the County with a high level of confidence in execution and has the capacity to commit its capital to underwrite unsold balances**, if appropriate. In the current volatile interest rate environment, a firm with a strong balance sheet, and the propensity to use it for its clients, may be the single most important quality to achieve the lowest cost of capital. **Truist will utilize its balance sheet appropriately to increase negotiating leverage during pricing, and if needed, will look to support the County's financings by taking bonds into its own inventory to ensure that the County achieves the lowest cost of capital available at the time of pricing.**

Distribution Platform with Access to All Investor Types. Truist, through its multi-channel distribution network, can access a broad range of investor classes on behalf of the County. Truist maintains active relationships with over 650 institutional municipal accounts, which provides our platform a strong understanding of the current market landscape, including investor purchasing preferences. As part of our 60 institutional sales, trading, and underwriting professionals, Truist employs several dedicated municipal institutional sales professionals covering accounts nationwide. Our municipal sales team is in constant contact with our lead municipal underwriter, Scott Frail, who also serves as Head of Truist Securities' Public Finance Group and Syndicate Desk. Scott will coordinate Truist's team of dedicated professionals to ensure every County financing receives the backing of the entire Truist platform to ultimately achieve a successful outcome.

The Value Truist Can Bring as Underwriter in any Role. Truist recognizes the importance of future issuances to the County, and serving as either senior manager or as co-manager on future bond issuances is a top priority for Truist. Regardless of role, Truist aims to provide leadership throughout the issuance process and drafting of documents, as well as providing market commentary, pricing updates, investor feedback, and views of credit spreads during the pre-marketing period. As a co-manager, Truist always aims to help clients achieve the lowest cost of capital by pushing senior managers on credit spreads, placing immediate orders for at least our allocation of bonds, and standing behind our pricing and preparing to take bonds down onto our balance sheet when appropriate.

In closing, we would like to reiterate our commitment to providing the County with the highest level of service, execution, and expertise. We hope that our credentials we highlight within our response merit our inclusion on the County's underwriting team for its Library of Bond Underwriters. Please do not hesitate to contact us directly with any questions regarding our proposal.

Sincerely,



Scott Frail
Managing Director
Head of Public Finance and Syndicate
214 N Tryon Street, Fl. 15
Charlotte, NC 28202
(704) 806-4032
Scott.frail@truist.com



KayDee Hoard
Vice President
Public Finance
3333 Peachtree Road NE, Fl. 11
Atlanta, GA 30326
(404) 836-6041
Kaydee.hoard@truist.com

1. Firm History

Give a brief history of your firm (maximum of one page)

Truist Firm Overview. On December 6, 2019, BB&T and SunTrust banks merged and became Truist Bank (parent Truist Financial Corporation, "TFC" on the NYSE). TFC, with 275 years of combined BB&T and SunTrust history, is headquartered in Charlotte, North Carolina and is the 6th largest U.S. commercial bank by consolidated assets in the nation¹, offering a wide range of services including retail, small business and commercial banking; asset management; capital markets; commercial real estate; corporate and institutional banking; insurance; mortgage; specialized lending; and wealth management. TFC and Truist Bank serve approximately 10 million households with leading market share in many high-growth markets in the country.

Truist Securities Overview and Experience. Truist Securities, Inc. is headquartered in Atlanta, Georgia and is the broker-dealer subsidiary of TFC. The map to the right highlights Truist Securities' national presence, with Public Finance offices in Atlanta, Baltimore, Charlotte, and New York in addition to 13 offices nationwide housing sales and trading professionals. Additionally, Truist maintains a strong retail broker presence across the State of Florida with 202 retail brokers distributed across our statewide offices.

Public Finance Platform and National Distribution Footprint



Truist's Public Finance Origination team maintains 13 dedicated origination bankers as well as 12 specialized municipal sales, trading, and underwriting professionals. Truist is a leading underwriter of municipal debt nationally and leverages its vast pool of resources to offer a full range of municipal capital markets products, including banking and origination, underwriting, credit, sales and trading, and quantitative analytics.

We are currently growing our Public Finance team and have recently brought on over two dozen experienced banking professionals from competitor firms since 2022, and Truist plans to continue to make strategic hires to further grow our business. Our Public Finance banking services for the County will be primarily conducted out of our Atlanta office, and our municipal trading and underwriting desk is housed in Charlotte. In addition, our broader institutional fixed income sales team within Truist Securities includes offices in Miami, Orlando, Atlanta, Baltimore, Boston, Charlotte, Chicago, Dallas, Memphis, Nashville, New York, Pittsburgh, and San Francisco. We are proud of our ability to provide investment-banking services to counties, cities, municipal utilities, state agencies, bond banks, transportation agencies, educational institutions, non-profit organizations, and K-12 school districts throughout the country.

Furthermore, Truist maintains and operates 458 branches in the State of Florida **with 41 locations in Broward County. Within the County, Truist employs 13 Commercial Banking Relationship Managers that connect our retail and commercial banking clients with solutions leveraged from resources available within Truist.**

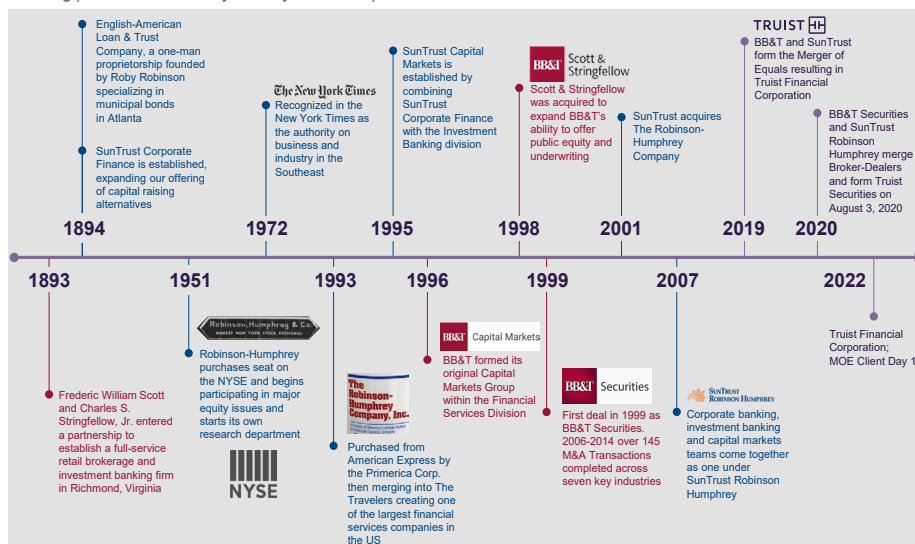
The graphic to the right illustrates Truist's history of its predecessor firms and outlines key milestones over the previous 125+ years. The merger of equals between BB&T and SunTrust banks has produced a firm with strong roots to its heritage business background while also strengthening its ability to deliver on full-service corporate and investment banking solutions for its clients.

Truist Securities' Public Finance Group & Distribution Platform Strength



A Strong Heritage in Investment Banking

Truist Securities combines the best of both heritage businesses to deliver a full-service corporate and investment banking platform backed by 125+ years of experience



¹ Federal Reserve statistical release as of March 31, 2023

2. Team Members/Resumes

Identify the key staff to be assigned to this engagement, including their roles and specific credit experience. Provide a brief resume for each including length of tenure with your firm.

Primary Contacts. **Ms. KayDee Hoard** will serve as the lead banker, day-to-day contact, and will assist the deal team in structuring thoughts, strategy, and overall execution of the transaction. She, in conjunction with **Mr. Scott Frail, Head of Public Finance & Syndicate**, will work with the County and the entire financing team to ensure deadlines are met, bond marketing is successfully coordinated, and distribution among investors is maximized. **Mr. Ryan Trauffler** will serve as the lead analytical support banker and will assist Ms. Hoard with structuring ideas and the day-to-day banking relationship. **Mr. Clayton Thompson, Mr. Soham Patel, and Ms. Emma Kern** will serve as execution bankers supporting the transaction and will be responsible for ensuring the financing process is smoothly executed. All analytical work will be completed in-house by our banking team. Our marketing and sales efforts will be led by **Mr. Frail** and **Mr. Todd Bleakney, Head of Municipal Fixed Income Sales and Trading**, the latter of whom leads a team which has worked together for nearly 20 years.

Investment Banking Team						
Name	Title	Responsibility	Location	Contact Information	Years of Experience	Years at Truist
Scott Frail	Head of Public Finance and Syndicate	Underwriter & Senior Oversight	Charlotte	Scott.Frail@Truist.com (704) 806-4032	30+	2
KayDee Hoard	Vice President	Lead Banker / Day-to-Day Contact	Atlanta	KayDee.Hoard@Truist.com (404) 836-6041	8+	1
Ryan Trauffler	Associate	Quantitative and Analytical Support	Atlanta	Ryan.Trauffler@Truist.com (713) 703-4231	6+	1
Clayton Thompson	Associate	Quantitative and Analytical Support	Charlotte	Clayton.Thompson@Truist.com (501) 690-1562	3+	5
Soham Patel	Analyst	Quantitative and Analytical Support	Atlanta	Soham.Patel@Truist.com (407) 432-4641	1+	1
Emma Kern	Analyst	Quantitative and Analytical Support	Atlanta	Emma.Kern@Truist.com (614) 551-7004	1+	1

Truist uses a team-based approach to staff all of its underwriting engagements. This approach will ensure the County receives timely responses to all inquiries and unparalleled investor coverage during the marketing period. **Our entire team, including the lead bankers and support bankers, will be fully available to support the County throughout the financing.**

Individual Experience of Truist's Bankers. Truist has recently made several hires of top Public Finance capital markets professionals in order to grow Truist's Public Finance bond origination capabilities. This team has extensive bond underwriting experience at prior firms such as Wells Fargo, PNC, and Citigroup.

Public Finance Origination and Underwriting

KayDee Hoard, Vice President (Atlanta, GA). Ms. Hoard joined Truist in 2021 as a Public Finance banker covering general infrastructure clients throughout the eastern seaboard, including Florida. Prior to joining Truist, Ms. Hoard was a member of the Capital Solutions and Tax-exempt groups at PNC Capital Markets LLC covering general infrastructure clients throughout the bank's footprint.

Ms. KayDee Hoard, lead banker for the County, has worked on over \$8 billion of negotiated issuances for municipalities for clients including, but not limited to: (1) As senior or co-senior manager, City of Atlanta (GA), City of Atlanta Airport (GA), City of Columbia (SC), Huntsville Utilities (AL), Parrish Charter Academy (FL), Seaside School Consortium (FL), City of Kannapolis (NC), Housing Opportunities Commission of Montgomery County (MD), Monmouth County Improvement Authority (NJ), Essex County (NJ), and Burlington County Bridge Commission (NJ); (2) as co-senior or co-manager, City of Charlotte (NC) Water and Sewer Revenue, Metropolitan Atlanta Rapid Transit Authority (GA) Horry County (SC), Lee County Schools (FL), Wake County (NC), and South Island Public Service District (SC).

Ms. Hoard earned a Bachelor of Science in Economics from the Wharton School of Business at the University of Pennsylvania and holds securities licenses in Series 7, 52, 53, 63, and 79.

Scott Frail, Managing Director, Head of Public Finance and Syndicate (Charlotte, NC). Mr. Frail manages the traditional Public Finance coverage model, and he also leads our market-facing syndicate functions. As a 31-year municipal industry veteran, Mr. Frail has executed over \$70 billion in left-lead senior managed business on behalf of highly sophisticated issuers on a wide array of sectors (General Infrastructure, Utilities, Water and Sewer, Energy, Transportation, Health Care, Senior Living, Higher Education, and Housing as well as structures and products such as traditional tax-exempt and taxable financings, LIBOR index notes, FRNs, puts, private placements, BABs, and high yield and non-rated bonds). Mr. Frail will work hand in hand with our Public Finance bankers, salespeople, and traders to ensure the County achieves the best execution possible in the marketplace. Moreover, Mr. Frail will ensure the County will have unrestrained access to Truist's extensive strategic resources along with its strength and balance sheet in order to achieve the County's financing goals.

Ryan Trauffler, Associate (Atlanta, GA). Ryan Trauffler is an associate in Truist's Public Finance Atlanta office, having joined the firm in 2022 after five years in Wells Fargo's Public Finance group. He mainly covers general government clients. He provides quantitative

analysis in addition to banking and transaction execution support and has worked on senior managed issuances for a wide range of general government, transportation, utility, K-12 school district, and higher education issuers. Ryan has served in key support roles for lead-managed issuances for clients including the City and County of San Francisco, the City of Cleveland (OH), Will County (IL), the State of Wisconsin, the State of California, the Indianapolis Local Public Improvement Bond Bank, the Indiana Finance Authority, the Metropolitan Airports Commission (Minneapolis-St. Paul MSP Airport), and the State of Michigan Department of Transportation, among others.

Mr. Trauffer earned a Bachelor of Arts in Economics from Rice University and holds securities licenses in Series 52, 53, 63, and 79.

Clayton Thompson, Associate (Charlotte, NC). Mr. Thompson joined BB&T Capital Markets, now Truist Securities, in November 2019 and is based in the Charlotte, NC office providing quantitative and analytical support. Before joining the Public Finance group, Mr. Thompson worked in the Heritage BB&T Commercial Bank as a portfolio manager. Prior to working in the Bank, Mr. Thompson completed Heritage BB&T's Leadership Development Program in Winston-Salem, NC. Mr. Thompson has acted as lead support on multiple senior managed transactions across the country.

Mr. Thompson earned a B.B.A. in Finance and a B.A. in Economics from Southern Methodist University. He is currently a Level III CFA Candidate and holds his SIE, Series 52, and Series 63 licenses.

Soham Patel, Analyst (Atlanta, GA). Mr. Patel joined Truist Securities' Public Finance team as an analyst in April 2022 and is currently based in the Atlanta, GA office. He provides analytical support and conducts due diligence on deals the team has acquired. Prior to joining the Public Finance team, Mr. Patel worked in Private Wealth Management at the Bank of America Merrill Lynch branch office in Clermont, FL, helping clients throughout Orlando create and execute tailored financial plans.

Mr. Patel holds a B.S. in Finance with an additional major in Classics from Florida State University in 2021 and completed his general education courses at University of Central Florida in 2018. He currently holds his SIE and Series 7, 52 and 66 licenses.

Emma Kern, Analyst (Atlanta, GA). Ms. Kern recently joined Truist Securities' Public Finance team in the Atlanta office, where she provides analytical and quantitative support on to the Public Finance team. Prior to joining Truist Securities, Ms. Kern worked at Meeder Investment Management, a wealth management firm located in Dublin, Ohio.

Ms. Kern earned a B.S. in Finance, in 2022, with a minor in Fashion, from Miami University (OH), a liberal arts school located in Oxford, Ohio. She holds securities licenses Series 52 and 63.

Key Municipal Sales and Trading Professionals

Todd Bleakney, Managing Director, Head of Municipal Sales and Trading (Charlotte, NC). Mr. Bleakney is the Head of Fixed Income Sales and Trading with Truist Securities. Having been in the business since 1995, Mr. Bleakney brings a wealth of experience to Truist (having joined the firm in 2022), over 11 years of which were spent at Wells Fargo Securities running its Municipal Sales, Trading, and Research Group. Prior to joining Truist, Mr. Bleakney worked as Senior Managing Director and Head of Debt Capital Markets at Hilltop Securities. Mr. Bleakney has also held positions at Bank of America Securities, CRG Hedge Fund, and Salomon Smith Barney. Mr. Bleakney is a graduate of the University of Oregon where he earned his Bachelor of Science in Finance and Sociology. He holds SIE, Series 7, and Series 63 securities licenses.

Scott Wooster, Managing Director (Charlotte, NC). Mr. Wooster joined Truist's Sales & Trading team in 2022 and brings over 20 years of industry knowledge. Prior to joining Truist, Mr. Wooster spent 14 years in Sales & Trading between Hilltop Securities and Wells Fargo Securities covering some of the largest, most active fund managers and asset managers. Prior to working at Wells Fargo, Mr. Wooster spent 10 years at Bank of America. Mr. Wooster graduated from Clemson University where he received a Bachelor of Science in Finance.

Brian Brown, Managing Director (Charlotte, NC). Mr. Brown joined Truist's Sales & Trading team in 2022 and is an industry veteran with 23 years in the business, spending 22 years between Hilltop Securities and Wells Fargo Securities. He actively covers large asset managers, insurance companies, and hedge funds. Mr. Brown graduated from the University of North Carolina at Chapel Hill with a Bachelor of Science in Business Administration, and he played 3 years of professional golf upon graduation after earning multiple honors as a collegiate golfer.

Josh Phillips, Managing Director (Charlotte, NC). Mr. Phillips is a Managing Director with Truist Securities' Fixed Income Trading Group, leading primary and secondary municipal market transactions and facilitating market liquidity. Mr. Phillips has extensive experience in the municipal industry, with over 16 years in municipal finance and 19 years as a financial services professional. Prior to joining Truist, Mr. Phillips held leading trading roles with both Hilltop Securities and Wells Fargo Securities; his leadership positions have included positions such as Head of High-Grade Trading at Wells Fargo Securities and Head of Secondary Trading at Truist, his current role. Mr. Phillips is a board member of Gift of Adoption, a foundation focused on providing grants to help facilitate the adoption of vulnerable children in the Carolinas. He is a graduate of Hampden-Sydney College.

Vinh Nguyen, Managing Director (Charlotte, NC). Mr. Nguyen is a Managing Director with Truist Securities' Fixed Income Trading Group, assisting in active market making with institutional investors of municipal securities in support of Truist's Origination efforts. Mr. Nguyen is a seasoned veteran and industry leader in the municipal market, with over 18 years of experience providing liquidity and execution. Mr. Nguyen joined Truist in 2022 from Hilltop Securities. Prior to Hilltop, Mr. Nguyen spent 15 years with Wells Fargo Securities. Mr. Nguyen holds many accolades, including being recognized in the Greenwich Survey's Top 10 Institutional Traders. Mr. Nguyen is a

graduate of the University of North Carolina at Chapel Hill where he earned a Bachelor of Science in Economics and Mathematics.

Jamie Doffermeyre, Managing Director (Charlotte, NC). Jamie is currently Head of High Yield for Truist Securities in Charlotte, NC. Prior to his role at Truist, Jamie was Head of Municipal Sales for Citi's Municipal Securities Division. During that time Jamie worked with a team of 20+ Senior Municipal Sales Professionals and was an instrumental part of directing distribution activity of all Primary and Secondary products including High Yield, High Grade, Taxable, Tax Exempt, Public and Private Placement Offerings. Over the course of his tenure at Citi, the Municipal Markets group transacted over \$120 billion annually with strong market share across all sectors, including 20%+ share in High Yield. Additionally, Jamie was responsible for engagement and management of 300+ client relationships that were managed by the Municipal Sales Team. Jamie started his professional career as a Naval Officer after graduating from the United States Naval Academy, where he played varsity football and lacrosse.

Rich Goettke, Director (Charlotte, NC). Mr. Goettke is a Director with Truist Securities' Fixed Income Trading Group focused primarily on municipal electronic trading. Mr. Goettke has worked in the municipal industry for over 16 years trading many different sectors of the market. Mr. Goettke joined Truist in 2023 from Hilltop Securities. Prior to Hilltop, Mr. Goettke spent 14 years with Wells Fargo Securities focused on electronic trading while also leading its internship and analyst programs for several years. Mr. Goettke is a graduate of Harvard College where he earned a Bachelor of Arts in Economics.

Daniel Mulligan, Director (Charlotte, NC). Mr. Mulligan brings 34 years of experience in the tax-exempt space from Citi. He started his career trading municipals for 10 years in various sectors of the municipal market and moved over into sales to broaden his coverage in mutual funds, hedge funds, and insurance companies. Dan is a graduate of Providence College in Rhode Island.

William Hendricks, Vice President (Charlotte, NC). Mr. Hendricks joined Truist from Citigroup after 6 years in the Institutional Municipal Sales group. Prior to Citigroup, William served as a Lieutenant in the United States Navy for 7 years as a Surface Warfare Officer. William earned a bachelor's degree from the United States Naval Academy and an MBA from John Hopkins University.

3. Office Locations

Does your firm maintain any full-time public finance offices in Florida? If so, provide location, staffing, and contact information and identify which, if any of these offices that will be involved in providing Underwriter Services.

Public Finance Team. The Public Finance team at Truist includes team members located between Atlanta, GA; Charlotte, NC; Baltimore, MD; and New York City, NY. The investment banking and structuring work for the County will be conducted between the Atlanta and Charlotte offices, while the pricing and underwriting process will take place in Charlotte. While we have considerably grown our team with experienced Public Finance professionals over the past year, we do not presently operate a Public Finance office in Florida. However, our growing Public Finance team is now fully covering municipal clients across the U.S. and has additional hiring plans for the remainder of 2023 and into 2024, which may include opening a Florida Public Finance office. With a rolling hiring strategy, Truist is aggressively investing in its Public Finance team. Truist is excited to further grow its municipal business at a time when many competitor firms are downsizing their public finance departments.

Truist's Presence in Florida. Truist understands that calling on our clients consistently and frequently are critical components of our client relationships. Truist maintains a strong presence in the state through its network of relationships that extend into Broward County. **Truist Bank maintains the 3rd largest market share of deposits in Florida at 9.87%, totaling \$86.6 billion across 458 branches (source: FDIC as of 6/30/2022). We also continue to maintain the 3rd largest market share of deposits in Broward County at 12.97%, totaling \$10.5 billion across 41 branches. Compared to 5 years ago, our deposits for customer have doubled.**

David Ross, the County's dedicated Truist Bank Relationship Manager through Truist Bank, will serve as an additional, local point of contact to meet the County's banking needs along with his entire team.

Truist's Renewed Commitment to Public Finance. Truist and its predecessor firms, SunTrust and BB&T, had not actively covered general municipal issuers from a Public Finance perspective for five-plus years. However, in 2021, Truist's senior leadership made a significant investment in the municipal finance industry in order to prioritize and offer a full suite of services to our municipal clients. As a result, Truist's Public Finance team has been allocated extensive amounts of resources and has strategically hired over two dozen banking, underwriting, and sales and trading professionals, including many experienced individuals from competitor firms, over the past two years.

4. Experience

List retail and institutional sales experience for Airport, Port, Water and Sewer, Convention Center/Convention Center Hotel, General Obligation, Certificate of Participation, Special Obligation, Sports Facilities, and all other debt for which your firm served as Senior or Co-Manager in the past 5 years. Separate and subtotal by the type of debt listed above and include role, method of sales, date of issue, issue name, issue size, rating, TIC, and gross spread.

Truist Securities' Public Finance bankers bring an abundance of experience to Broward County. Since 2018, Truist Securities has served as an underwriter on 245 Public Finance transactions for a par amount of over \$17.1 billion nationwide, including having served as a senior manager on 182 transactions for a par amount of nearly \$5.6 billion. Truist's Florida experience since 2018 includes serving as an underwriter on 37 transactions for \$1.3 billion of issuance for clients.

A complete and detailed deal list demonstrating the lead and co-managed experience of our banking and underwriting team for the credits outlined in the RFP question since 2018 can be found in **Appendix A**, which also includes our team members' transactions completed while at prior firms.

The table below demonstrates a sampling of Truist Securities' select relevant senior and co-managed negotiated underwriting experience over the past few years.

Select Recent and Upcoming Transactions				
Inman-Campobello Water District, SC* \$60,000,000 Water & Sewer Co-Manager October 2023	City of Lakeland, FL* \$150,000,000 Utilities Co-Manager September 2023	Brevard County, FL* \$50,000,000 Solid Waste Co-Manager September 2023	Port of Galveston, TX* \$61,025,000 Port Co-Manager September 2023	Belmont University* \$187,500,000 Higher Education Sole Manager August 2023
Washington Metropolitan Area Transit Authority \$797,800,000 Appropriation Co-Manager August 2023	Hybar LLC \$330,000,000 Economic Development Co-Manager July 2023	Aleon Renewable Metals \$100,000,000 Solid Waste Sole Managed June 2023	Wake County, NC \$116,855,000 Appropriation Co-Manager May 2023	School Board of Lee Cty, FL \$136,410,000 Appropriation Co-Manager May 2023
Bedford County, TN \$43,500,000 Government-Guaranteed Senior Manager April 2023	City of Charlotte, NC \$478,085,000 Water & Sewer Co-Manager September 2022	Horry County, SC \$60,000,000 Hospitality Fee Tax Co-Manager September 2022	Belmont University \$115,830,000 Higher Education Sole Manager October 2021	State of Tennessee \$490,910,000 General Obligation Co-Manager July 2021

* Preliminary and subject to change

Mr. Scott Frail, Truist's lead underwriter for the County who joined the firm as Head of Public Finance and Syndicate in 2021, has executed over \$70 billion of lead managed municipal new issues over his 30+ year career. Mr. Scott Frail brings a wide range of experience across municipal credits including Airport, General Obligation, Water & Sewer, Transportation, Appropriation, among others. Since the beginning of 2018, Mr. Frail has served as underwriter on nearly \$3.5 billion in national airport municipal transactions across 9 deals, which includes transactions executed while at his prior firm from 2018 through mid-2021. His national water & sewer municipal experience over this time frame includes 30 deals for over \$11 billion of par, of which 6 deals were as senior manager for \$692 million in par amount. Additionally, his national general obligation experience, also over this time frame, includes 26 deals for \$18 billion in par amount.

A complete and detailed deal list demonstrating the lead and co-managed experience of the underwriting team Scott served on for the credits outlined in the RFP question since 2018 through June 30, 2021 can be found in **Appendix A**.

The following tombstones demonstrate Mr. Frail's select negotiated, senior managed experience working with Airport, Water & Sewer, General Obligation, and Other Credits¹ from January 1, 2018 through June 30, 2021 prior to joining Truist and executing deals seen in the above table.

¹ Includes Appropriation, Miscellaneous Tax, Sales Tax, Self-Appropriation, and Development credits.

Select Scott Frail Senior Managed Prior Experience

County of Will, IL \$170,800,000 General Obligation December 2020	Ohio Water Development Authority \$250,000,000 Water & Sewer October 2020	Illinois Finance Authority \$25,000,000 Water & Sewer August 2020	BSDA of the Missouri-Illinois Metropolitan District \$158,255,000 Appropriation July 2020	Metropolitan Washington Airport Authority \$355,550,000 Airport July 2020
City of Philadelphia, PA \$118,030,000 General Obligation January 2020	City of Gary, IN \$40,000,000 Appropriation November 2019	Las Vegas Monorail \$20,500,000 Economic Development October 2019	New Jersey Transportation Trust Fund Authority \$1,000,000,000 Appropriation October 2019	BSDA of the Missouri-Illinois Metropolitan District \$164,430,000 Appropriation September 2019
Green Bay Packaging Inc \$150,000,000 Development July 2019	County of Will, IL \$62,455,000 General Obligation March 2019	New Jersey Transportation Trust Fund Authority \$750,000,000 Appropriation January 2019	State of Michigan Department of Transportation \$610,300,000 Appropriation November 2018	City of Burlington, VT \$15,720,000 General Obligation November 2018
Great Lakes Water Authority \$257,465,000 Water & Sewer October 2018	Great Lakes Water Authority \$155,595,000 Water & Sewer October 2018	State of Maine \$95,775,000 General Obligation July 2018	City of Burlington, VT \$14,650,000 General Obligation May 2018	State of Michigan Department of Transportation \$610,300,000 Appropriation January 2018

5. Competitive/Negotiated Discussion and Negotiated Marketing Strategies

Over the term of this Underwriter Library, Broward County anticipates potential bond issuances across the County's various credits. Given the diversity of the County's credits, and your understanding of the County's ratings and finances, identify which transactions could be done competitively in normal market conditions and present your marketing strategies for those credits you recommend to be sold via negotiated sale.

Competitive vs. Negotiated Issuance. The County has not issued debt competitively since the 1980s, so negotiated bond issuances are familiar to the County and have clearly been preferred over competitive issuances. The choice to issue competitively depends on several factors including:

- 1) Credit rating – higher credit ratings can benefit competitive sales as the higher liquidity and lower credit risk bring in more bids that can lead to favorable terms.
- 2) Complexity of the issue – a simple bond structure without special features would typically align with a competitive sale. If the structure is intricate, unique, or contains special terms, opting for a negotiated sale allows the hiring of a specialized underwriter who may have strong deal experience and relationships with investors to obtain more favorable pricing after marketing the bonds alongside an investor presentation. A negotiated issuance would provide a longer, in-depth marketing period where the County, the financial advisor, and the underwriter can market to a broader range of investors and explain the structure clearly to potential buyers.
- 3) Market Environment – A stable market can exhibit reduced risks of unexpected interest rate changes or demand fluctuations. As an underwriter's pricing flexibility, industry knowledge, and distribution network are less impactful for a successful bond sale in a stable market, a simple competitive issuance may be beneficial relative to a negotiated. However, turbulent markets might warrant a negotiated sale, leveraging the expertise of a chosen underwriter.
- 4) Transparency – competitive sales are more transparent and impartial towards underwriters, buyers, or other parties and if concern about impartiality or bias is important on a certain issuance for the County, a competitive issuance might be favored.

Potential Competitive Issuances for the County. The decision to issue competitively will depend on the specific issuance and the factors above. It will require extensive conversations and analysis between the County, its financial advisor, and potential underwriters in the Library, but we believe the County should enter the competitive market in a phased approach in order to test the waters, if this sale method is chosen. We believe the County should start with a new money General Obligation or Water and Sewer Utility issuance, perhaps smaller than the average deal size for these County credits, to enter the competitive market and evaluate the experience and results.

The County's general obligation credit is exceptionally strong at Aaa/AAA/AAA, and the liquidity of the bonds, the strong credit, and the simplicity of a new money G.O. structure has less need for a more involved negotiated sale. Like G.O. bonds, the structure of traditional utility revenue bonds could also benefit from a competitive vs. a negotiated issuance. The County's Water and Sewer Utility credit ratings are only one notch lower than the County's G.O. rating, and has the added benefit of frequent issuances, which the County's G.O. credit lacks. A new money competitive issuance is typically recommended over issuing refundings competitively, as many refundings involve specific, unique term structures in order to achieve maximum savings, which may benefit from being sold in a negotiated sale.

According to the County's Five-Year Capital Plan, there are multiple general capital projects that could be candidates for competitive

issuances including the major FY24 projects for the Main Library renovation, the Parks and Recreation Division new HQ/improvements, and the Judicial Complex, regional courthouses, and detention facility capital improvements.

The following presents our marketing strategy for credits sold via negotiated sale. Within this section we provide two distinct sections outlining our 1) **Marketing Strategy** and 2) **Enhanced Distribution Platform, Experience, and Capabilities**.

Marketing Strategy

Truist's goal in every transaction it leads as senior managing underwriter is to set benchmark pricing at spreads tighter than any comparable deal in the market, which the issuer can then capitalize on for years to come. Truist's access to a broad range of investors and investor classes, combined with our high level of capital, should provide the County with the confidence in execution it needs when approaching the market and communicating with investors. A well-defined and well-executed marketing plan is best managed by a firm that brings the following strengths to a client's financing:

- Broad distribution network with access to all investor classes: Tier 1 institutions, middle market investors, and retail buyers
- Strong presence in the primary and secondary markets with live market intelligence and informed, accurate pricing
- A strong capital base to support new issues in the primary market and trading in the secondary market

The following graphic summarizes the approach Truist will take in marketing the County's bonds to achieve distribution goals. Two important aspects of Truist's pre-marketing effort include 1) helping investors understand why an investment in the County's bonds might represent a prudent investment choice relative to other offerings, and 2) creating competition among investors for the offering.



Specific Investor Outreach Strategies for Strong Demand and Best Execution. The pre-marketing efforts discussed below are designed to generate the broadest possible interest in the County's anticipated offerings by ensuring that all segments of Truist's sales force are well-prepared to discuss the offering with investors. Broad pre-marketing outreach to all investor classes allows the Truist banking team to potentially receive feedback that can help drive structuring decisions designed to maximize overall demand for the bonds.

Provide Early Distribution of a POS – We would recommend that the POS be distributed at least one full week prior to pricing. While we have priced many transactions with condensed marketing periods, a full week will allow Truist to completely educate our sales force and provide our sales force an appropriate amount of time to present the credit to investors and address any investor questions.

Offer Investors an Internet Roadshow / Investor Presentation – An investor presentation could provide the County with an excellent opportunity to emphasize the credit and structural strengths of its financings to investors and to communicate its overall borrowing plans. For the County, we would potentially recommend a slides-only presentation, which Truist would create on the County's behalf in conjunction with the County's financial advisor. While credits similar to the County's may not always post investor presentations as part of an offering, a presentation can be helpful especially should the issuance calendar become crowded. Truist would monitor the market and discuss with the group the costs and benefits of a roadshow presentation.

Monitor the Primary Market for Competing Transactions – While Truist recognizes that it can be difficult to ascertain the timing of competing offerings when the calendar for an offering is initially established, the financing team may wish to modify, to the extent possible, the sale date of the transaction to avoid pricing when other comparable offerings are in the market.

Fully Utilize Real-Time Secondary Trading – The choppy issuance patterns of the past year have proven the importance of secondary trading intel when pricing new issuances. Pricing and couponing strategies are crucial to the marketing process; using appropriate coupon diversification and pricing levels to widen interest and drive the cost of financing lower are imperative to a successful sale. As part of the syndicate, Truist routinely utilizes its real-time secondary trading data to inform pricing recommendations and targeting of investors.

Dual Track Marketing Process. To achieve the broadest possible distribution for the bonds, Truist recommends a "dual-track" marketing strategy focused on both prospective retail and institutional buyers. The dual-track marketing strategy is designed to focus on the investment interests of both groups of prospective investors (retail and institutional) to maximize investor exposure to (and demand for) the bond issue (and reduce the likelihood of undue influence of one investor class or one particular investor in bond pricing). It will also facilitate more flexibility in bond maturity and coupon structuring at the time of pricing, including combination of serial and term bonds and possible benefit from bifurcated maturities. In aggregate, this approach will facilitate the lowest cost of financing and with the most favorable terms. Although the "Institutional Investor" is currently driving interest rates lower in the current market, we believe it is still

important to have a fundamentally sound "Retail Investor" marketing strategy.

Institutional Investors. Truist can successfully lead a syndicate through keen insight into market trends and investor demand, which will inform the County's marketing plan. In the chart below, we identify investor demand across the curve. In the front end of the curve, we can expect participation from Money Market Funds and Short-Term Bond Funds. Money Market Funds will participate in the front-end, while Short-Term Bond Funds will primarily focus on the front end to the belly of the curve. Intermediate Bonds Funds will be interested in the belly of the curve, but participation will be dependent on the all-in yield. Recently, corporations have been quiet in the municipal space, but Bank Trust Funds and Municipalities may participate as they have been recently focused on vanilla essential service General Obligation and Revenue credits over other credits.

Insurance Companies, Long-Term Bond Funds, and Arbitrage/Hedge Funds are all participating at the end of the curve, as shown below. Truist and the County will be able to target Arbitrage/Hedge Funds with larger block sizes in the 20- to 30-year maturities. Both Insurance Companies and Long-Term Bond Funds are inclined to participate at the cheapest part of the curve and thus are currently looking at later maturities. Long-Term Bond Funds are more likely to participate in the tax-exempt series, and Insurance Companies may have more interest in County's taxable bonds. Since Insurance Companies have a tax benefit, they will be unmotivated to participate in a tax-exempt financing until relative yields are at extremely attractive levels. When ratios are above 100%, insurance companies are more involved in the tax-exempt space. Insurance company participation is something our team continues to monitor.

Investor Maturity Preference

Maturity Years	1	2 5	6 10	11 15	16 20	21 25	26 30
Money Market Funds	✓						
Corporations		✓	✓				
Short-Term Bond Funds	✓	✓	✓				
Municipalities		✓	✓				
Individual Retail	✓	✓				✓	✓
Intermediate Bond Funds			✓	✓	✓		
Bank Trust Departments / RIA's		✓	✓				
Casualty Insurance Companies					✓	✓	✓
Life Insurance Companies					✓	✓	✓
Long-Term Bond Funds						✓	✓
Arbitrage / Hedge Funds						✓	✓
Big Bank Portfolios							✓
Maturity Years	1	2 5	6 10	11 15	16 20	21 25	26 30

Expansion and Diversification of the County's Investor Base. Truist has conducted a thorough bondholder analysis to identify potential buyers. Due to Truist's active participation in the secondary market, we maintain strong relationships with these institutions and will target them early in the premarketing phase. The table below provides a comparison of the current, top, publicly-reporting bondholders of 1) outstanding Broward County Special Obligation¹ debt, 2) Florida Development Revenue and Dedicated Taxes "AA" rated debt, 3) Broward County Airport Revenue System debt, 4) Florida Airport Revenue debt, 5) Broward County Water & Sewer Utility Revenue debt, and 6) Florida Water & Sewer "AA" rated debt.

In the table below, we have placed in parentheses an investor's proportion of Broward County holdings in comparison to their total holdings of the broader category above that investor name:

- For example, 2.98% of Vanguard's holdings of Florida "AA" rated Development Revenue and Dedicated taxes debt are made up of the County's Special Obligation Debt.

We have highlighted names in blue, purple, and yellow, respectively, whom we feel may be underweight in regard to their holdings of the County's debt in each broader category column.

Truist believes the below table presents significant opportunity. It shows a number of top holders in similar bonds hold relatively small amounts of the County's bonds. We believe the County's bonds would provide a strong diversification benefit to these investors who already purchase similar bonds but have not been able to hold the County's debt or may be able to increase their holdings.

The outreach effort would begin with investors that have viewed the POS and/or investor roadshow presentation along with other high impact investors identified in the table with whom our sales force is constantly communicating. Our sales force will communicate investor feedback regarding structural preferences to the underwriting desk and will share any credit concerns investors may have with the underwriting desk and banking team to see if these concerns, if any, can be allayed.

¹ Broward County Special Obligations indicates Professional Sports Facilities, Half-Cent Sales Tax, Tourist Development Tax, and Hotel Revenue Bonds per FY 2022 ACFR.

Top Holders of Broward County Special Obligation Debt ¹ (\$MM)	Top Holders of Florida AA ¹ Rated Development Revenue and Dedicated Taxes Debt ¹	Top Holders of Broward County Airport System Revenue Debt (\$MM)	Top Holders of Florida Airport Revenue Debt	Top Holders of Broward County Water & Sewer Utility Debt (\$MM)	Top Holders of Florida AA ¹ Rated Water & Sewer Debt
Invesco (\$81.25)	JP Morgan (0.01%)	Blackrock (\$154.03)	Blackrock (18.62%)	Travelers (\$116.03)	Vanguard (2.12%)
Nuveen (\$25.74)	Vanguard (2.98%)	Fidelity (\$152.05)	Fidelity (23.82%)	Northern Trust (\$81.57)	Northern Trust (13.27%)
New York Life (\$24.15)	Blackrock (1.40%)	Wellington Management Group Lp (\$64.14)	Vanguard (10.70%)	Apollo Asset Management (\$30.00)	Travelers (42.39%)
Victory (\$23.28)	Invesco (37.87%)	Nuveen (\$63.60)	Nuveen (16.32%)	Invesco (\$25.87)	JP Morgan (0.07%)
Rivernorth Capital Management (\$23.00)	New York Life (11.32%)	MetLife (\$54.36)	JP Morgan (6.16%)	Vanguard (\$18.80)	Invesco (14.40%)
Vanguard (\$21.35)	Federated Hermes (3.21%)	Guggenheim (\$51.10)	Nuveen Alternatives Advisors (8.44%)	Voya Investment Management (\$12.94)	Blackrock (8.95%)
Baird Financial (\$20.63)	Goldman Sachs (0.00%)	Alliance Bernstein (\$50.83)	Invesco (14.19%)	Blackrock (\$12.23)	Goldman Sachs (0.00%)
Wells Fargo (\$16.05)	Nuveen (24.06%)	Vanguard (\$50.63)	Goldman Sachs (12.68%)	Nuveen (\$7.63)	New York Life (1.29%)
Zurich Treasury Services (\$10.00)	Fidelity (5.21%)	Invesco (\$42.52)	Guggenheim (22.91%)	Berkshire Hathaway (\$7.10)	Franklin Resources (0.00%)
Dimensional Fund Advisors (\$9.73)	Charles Schwab (0.00%)	Western Asset Management (\$41.20)	Wells Fargo (13.06%)	Conning (\$7.00)	MetLife (0.00%)
State Street (\$9.12)	Eaton Vance (0.00%)	T Rowe Price (\$40.98)	T Rowe Price (23.49%)	Prudential Mortgage Capital Co L (\$6.05)	Nuveen (6.53%)
Bank of New York Mellon (\$5.00)	Wells Fargo (28.54%)	Apollo Asset Management (\$40.57)	Alliance Bernstein (30.59%)	American Century (\$5.74)	Fidelity (0.18%)
Federated Hermes (\$5.00)	Harford Financial (0.00%)	Principal Financial (\$35.09)	Prudential (15.77%)	Securian Asset Management (\$4.91)	State Farm (4.73%)
Blackrock (\$5.00)	Voya Investment Management (0.00%)	Legg Mason (\$32.50)	Oliver Street (20.10%)	State Farm (\$4.75)	Capital Group (0.00%)
Fidelity (\$4.65)	Western Asset Management (0.00%)	Goldman Sachs (\$32.46)	Wellington Management Group Lp (12.74%)	Virtus Investment Partners Inc (\$4.40)	Conning (10.68%)
Oliver Street (\$4.50)	Oliver Street (11.02%)	Oliver Street (\$29.87)	Wellington Management Group Lp (43.89%)	Manning & Napier Advisors (\$4.00)	Wells Fargo (0.00%)
Bellshares Capital (\$4.50)	Rivernorth Capital Management (56.79%)	Nuveen Alternatives Advisors (\$29.40)	Varagion Capital Partners Lp (10.23%)	Deutsche Bank (\$3.87)	Sidh Street Advisors Llc (0.00%)
Van Eck (\$4.01)	Victory (57.65%)	Wells Fargo (\$27.49)	Centerbridge Partners (0.00%)	Indians Farm Bureau (\$3.75)	Credit Agricole Groupe (5.61%)
Six Circles Trust (\$3.00)	Wellington Management Group Lp (0.00%)	Deutsche Bank (\$26.66)	Lord Abbett (10.40%)	Wellington Management Group Lp (\$3.63)	Allstate Investments (0.00%)
Alliance Bernstein (\$1.27)	Franklin Resources (0.00%)	Prudential (\$24.08)	Western Asset Management (32.64%)	Credit Agricole Groupe (\$2.94)	Western Asset Management (0.00%)
Bank of Montreal (\$1.25)	Bank of New York Mellon (13.75%)	PIMCO (\$23.73)	MetLife (46.95%)	Macquarie (\$2.64)	Apollo Asset Management (63.07%)
Curti Wealth Management Llc (\$1.00)	Conning (0.00%)	JP Morgan (\$23.30)	Voya Investment Management (15.04%)	Thrivent Financial For Lutherans (\$2.50)	Voya Investment Management (29.33%)
Securian Asset Management (\$1.00)	MetLife (0.00%)	Stancorp Mortgage Investors (\$20.29)	New York Life (13.38%)	Liberty Mutual Group Asset Mgmt (\$2.00)	Guggenheim (0.00%)
Aspirant Llc (\$1.00)	Blackrock Institutional Manage (0.00%)	Capital Group (\$18.85)	Principal Financial (32.48%)	Thompson Siegel & Wamsley (\$2.00)	Knights of Columbus (0.00%)
Sage Advisory Services (\$0.24)	Berkshire Hathaway (0.00%)	Voya Investment Management (\$17.29)	Allstate Investments (12.79%)	Zurich Treasury Services (\$2.00)	Deutsche Bank (9.88%)

Indicates potentially "underweight" investors whose Broward County Special Obligation holdings make up less than 5% of its total Florida "AA" Rated Development Revenue and Dedicated Taxes bond holdings

Indicates potentially "underweight" investors whose Broward County Airport System Revenue holdings make up less than 15% of its total Florida Airport Revenue bond holdings

Indicates potentially "underweight" investors whose Broward County Water & Sewer holdings make up less than 5% of its total Florida "AA" Rated Water & Sewer bond holdings

1. Excludes Hotel Convention Center, Series 2022 rated Aaa / AAA / AA+ by Moody's, S&P and Fitch, respectively

Enhanced Distribution Platform, Experience and Capabilities

Unique Distribution Capabilities. Truist will bring certainty of execution through a vast network of salespeople, traders, and retail brokers. Truist Securities' sales and trading platform includes 60+ institutional sales, trading and underwriting professionals. Our extensive distribution channels increase the number and diversity of potential investors and are likely to drive supply-and-demand economics in the County's favor, reducing execution risk. Truist's distribution network will allow the County to maximize the exposure of its bonds to institutional investors of all sizes, including small- and mid-tier investors who do not receive coverage from all firms nationally. **When evaluating Truist's ability to successfully serve as an underwriter, it is also important to note Truist's distribution platform and our ability and willingness to underwrite bonds with our balance sheet if necessary.**

Truist's extensive distribution network and broad coverage of investors provides us with the flexibility to adapt our marketing strategy to the current investor landscape. This distribution network, coupled with our active participation in the municipal market, allows us to bring the County an extensive knowledge and understanding of municipal investors. As outlined previously, **we feel that our ability to introduce a broad group of potential investors will provide the greatest benefit to the County on the day of pricing.**

Industry Leading Sales and Trading Team to Ensure Top-Tier Execution for the County. Truist recently hired a team of municipal-focused salespeople and traders that has a proven track record of providing liquidity and execution for municipal credits in both the primary and secondary markets. Todd Bleakney, Truist's Head of Municipal Fixed Income Sales and Trading, joined the firm in 2022 and has since been joined by eleven other municipal trading and municipal sales professionals. **All of our sales and trading team members has at least 15-20 years of experience, and Todd has worked with four of these team members for over 15 consecutive years at present.** Truist's Public Finance group is focused on actively providing an all-encompassing platform that utilizes the full capabilities that Truist has to offer for issuers, creating an unmatched client experience.

Municipal Institutional Sales. Truist is a top trading counterparty with many of the largest institutional investors, and our strong relationships with these Tier 1 investors provide Truist a competitive advantage in securing aggressive pricing for our clients. Our municipal institutional sales professionals are highly experienced with, and dedicated to, sales of both tax-exempt and taxable municipal bonds across our account base of approximately 650 institutions, including all of the top purchasers of municipal bonds and the top national money market funds with over \$1 billion in assets. Other than the largest Tier 1 investors, Truist covers smaller tier 2 and tier 3 investors that includes certain asset managers, community banks, regional depositories, municipalities, corporations, local insurance companies, and corporate trust departments.

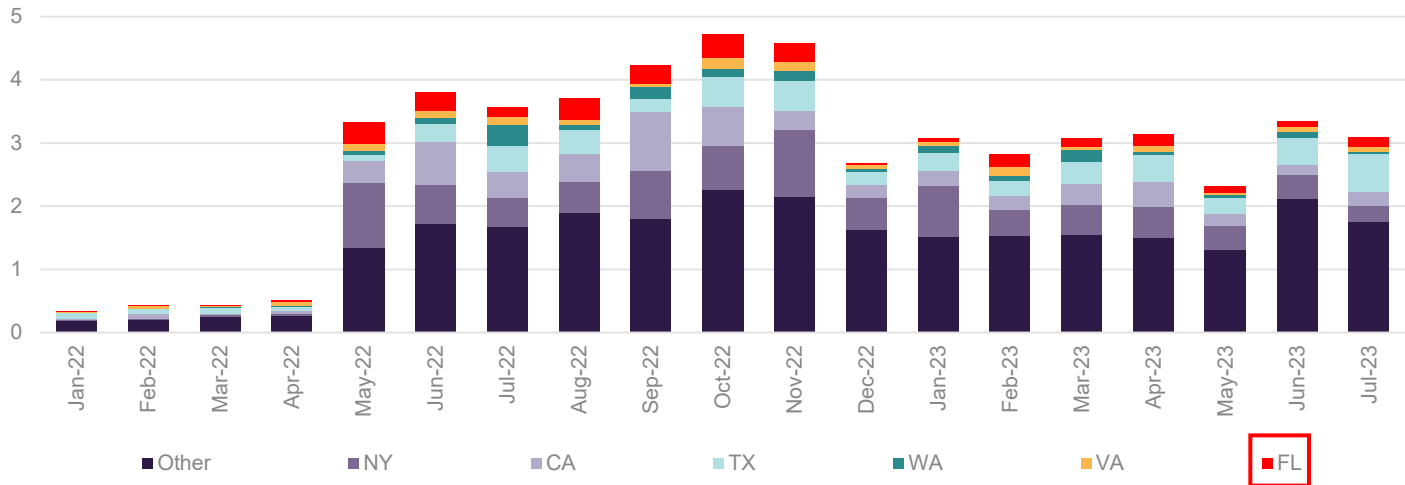
Secondary Trading Expertise. As noted above, Truist is an active market maker, consistently providing liquidity to investors in the secondary market. When an investor is looking to purchase or sell bonds in the secondary market, they know that they can come to Truist to facilitate the trade. Our secondary trading expertise helps us aggressively price every bond deal on which we serve as underwriter, as Scott Frail works closely with Todd Bleakney and his team on a day-to-day basis. As such, Scott's and Todd's teams are in constant discussions regarding credit spreads and market movement.

As a testament to the high level and competency of Truist's trading operation, since Todd and his team joined our firm in May 2022, our trading desk executed over \$50.2 billion in secondary trades of municipal bonds in the period from May 1, 2022, through July 31, 2023. **Since July 31, 2022, we have traded \$45 billion of municipal bonds, placing us as a top 5 liquidity provider in the municipal industry.** In addition, Truist has become a top trader of Florida municipal debt, having traded approximately \$3 billion of Florida municipal paper in the secondary market since May 1, 2022. Specific to Broward County, Truist has traded \$239 million of the County's

debt over the same time frame. This total includes the County's Airport, Water & Sewer, and Hotel Revenue credits having traded \$40 million, \$128.8 million, and \$70.6 million, respectively.

The following graph illustrates our trade volume per state, demonstrating that Truist trades Florida municipal paper 3rd amongst all states (by trade volume). All of these above figures help demonstrate Truist's deep familiarity with municipal credits similar to the County, which will help us expertly price every bond deal for the County on which we serve as underwriter.

Truist's Monthly Municipal Secondary Trading by State Since 2022



Electronic Trading. In addition to other distribution channels, Truist is building out an electronic trading, ("E-Trading"), platform for municipal securities. E-Trading is an additional product in the suite of municipal products facilitating a full-service relationship with institutional buyers. With the increased popularity of Separately Managed Account, ("SMAs") after the 2008 financial crisis, institutional investors began more actively buying and selling municipal bonds in block sizes smaller than \$1 million, commonly referred to as "odd lots". This was primarily a function of retail trading desks, rather than an institutional trading desk. Truist E-Trader Rich Goettke was one of the first traders to build out this type of platform on an institutional trading desk while at his prior firm. Rich joined Truist in June 2023 to strength Truist's municipal E-Trading capabilities.

The majority of institutional trading desks are not able to facilitate these odd lot trades for investors, which means they are unable to offer all the options to buyers and potential investors of new issue bonds. Truist is able to offer a full-service relationship to investors. E-Trading allows investors to efficiently trade municipal bonds in efficiency and in large quantities in the secondary market. This relationship increases Trust's connectivity to key investors, which will benefits issuers when selling bonds on the primary market. This beneficial relationship increases the probability of institutional buyers coming to Truist with orders on the day of pricing.

Truist Balance Sheet. Truist Securities maintains a strong capital position that enables us to take down unsold balances after running an order period on pricing day. Truist has an unlimited allocation of capital to support public market credit solutions when underwriting new issues; in fact, Truist's only constraint as to the par value of securities it can underwrite is its own internal credit decision process, which is applied on a transaction-by-transaction basis. A capital position of this magnitude gives us the strength to underwrite securities of significant size and choose to commit capital to unsold balances in an effort to support an issuer's offering. While a number of firms have a large capital base, it is most important that such firms evidence their willingness to deploy that capital in the municipal market on behalf of their clients.

Over the last 10 years, as other financing institutions have seen their balance sheets shrink, Truist's asset base has grown in strength, providing substantial underwriting capacity to its clients. As such, Truist has sufficient capital to provide the County with "execution comfort" and has the capacity to commit its capital to underwrite unsold balances at mutually agreed upon prices, if necessary. In the current volatile interest rate market, a firm with a strong balance sheet, and more importantly, the propensity to use it for its clients may be the single most important attribute to achieve the lowest cost of capital. Truist will leverage its balance sheet to apply pressure to the investor community, and if needed, support the County's financing by taking bonds into its own inventory to ensure that the County achieves the lowest interest rates possible during the sale of its fixed rate bonds. Below are recent transactions where Truist has supported the transaction with the strength of its balance sheet both as a lead manager and as a co-manager.

Dated Date	Borrower	Type	Par Amount (\$MM)	Unsold Balance (\$MM)	Underwritten Balance (\$MM)	% of Par
Senior Managed						
06/30/2023	Jefferson Enterprise Energy, LLC	Revenue	\$13.00	\$13.00	\$13.00	100.00%
06/02/2023	Aleon Renewable Metals, LLC	Revenue	\$100.00	\$4.60	\$4.60	4.60%
10/27/2022	Seaside Community Charter School	Revenue	\$21.42	\$2.59	\$2.59	12.07%
12/22/2021	Leadership Prep School	Revenue	\$16.30	\$3.02	\$3.02	18.50%
08/05/2021	Harmony Public Schools	Revenue	\$147.03	\$33.00	\$14.00	9.52%
07/15/2020	Trinity Basin Preparatory	Revenue	\$35.55	\$1.77	\$1.77	4.97%
Co-Managed						
07/14/2022	Lenoir-Rhyne University	Revenue	\$52.645	\$9.410	\$9.410	17.87%
03/29/2022	KIPP Texas Public Schools	Revenue	\$156.355	\$32.945	\$6.630	4.24%

Case Study: Emory University (GA). Truist Securities served as co-manager on Emory University's \$543,330,000 Series 2022 Fixed Rate and Variable Rate Bonds and as remarketing agent on its Series 2022C-1 Bonds. In addition, Truist Bank serves as Letter of Credit provider on the Series 2022C-1 bonds. Throughout the transaction process, Truist Securities and Truist Bank successfully collaborated on this transaction to support Emory's plan of finance by providing remarketing services, underwriting services, and liquidity facility services. Working alongside the lead manager and other syndicate members, Truist aided in the successful underwriting and placement of the Series 2022A Bonds, despite the transaction size doubling just days before pricing. **Though we were not allocated bonds, Truist's strong capital position and an order we placed to take down the entirety of the \$212 million Series 2022A Bonds drove spreads tighter and reduced interest costs for Emory.** Additionally, Mr. Frail and Truist's syndicate desk gathered market sentiment which enabled Truist to confidently supply the most aggressive price views of the syndicate. Facilitated by Truist's aggressive pricing strategy, the final pricing spread for the 2032 maturity (the final maturity of the 2022A series) was reduced by 4 basis points from preliminary pricing levels.

Case Study: Lenoir-Rhyne University (GA). As 40% co-manager on the financing that priced in June 2022, Truist took a leadership role, pushing for an aggressive pricing strategy; our initial price views were 25 bps through the lead manager's. Truist's strong capital position was able to support the transaction by taking down **100% of the transaction's unsold balances**, thereby facilitating a lower cost of borrowing for the University. **Ultimately, as a co-manager, Truist underwrote and took down \$9.4 million bonds, or 18% of total par, which included all maturities between 2029 through 2035.**

Case Study: South Island Public Service District, SC. Truist served the South Island Public Service District as co-manager in October 2022 on its \$71,505,000 Waterworks and Sewer System Improvement Revenue Bonds; Truist served as the sole co-manager alongside a single senior manager, comprising a two-firm syndicate. Leading up to pricing, the market had not seen any comparable new issuance transactions in the prior months, particularly relating to South Carolina utility bonds. As the pre-marketing period approached, the senior manager asked Truist's underwriting desk for its thoughts regarding credit spreads and couponing. **Truist was able to utilize its extensive knowledge and experience in trading comparable bonds in the secondary market to develop a proposed pre-marketing scale that was over 5 basis points tighter than the senior manager's views.** Truist also provided its thoughts surrounding the demand for various couponing structures, and as a result, Truist's industry-leading secondary trade knowledge was crucial in helping the syndicate produce a premarketing scale that incorporated a mix of coupons at aggressive spreads that allowed investor interest to be maximized. Ultimately, as a co-manager, Truist's syndicate desk had a tangible impact on the transaction and assisted the District in achieving a lower cost of funds after working with our traders to gather market and investor sentiment and confidently supplying pricing and structuring thoughts to both the senior manager and to the District's financial advisor.

Case Study: City of Charlotte, NC. Truist recently served on the City of Charlotte's \$478,085,000 Series 2022A and 2022B issuances as a co-manager. As a member of the underwriting syndicate, Truist worked to help the City achieve a more favorable financing outcome by providing leadership throughout the issuance process and drafting of documents, as well providing bespoke thoughts, market commentary, and frequent views of credit spreads during the throughout the engagement. During the order period, Truist also placed true and meaningful orders for our balance sheet. **While we were ultimately not allocated bonds, as a 5% co-manager Truist placed orders for \$150 million of the \$478 million issuance (over 31% of the bonds).** As a direct result of Truist's participation in the financing as an underwriter, the senior manager was encouraged to challenge prevailing market spreads, thus reducing the City's interest costs at pricing.

6. Retail Participation

Describe your marketing plan to achieve the highest local and retail participation. List all retail sales offices located in Broward County.

The marketing plan for negotiated issuances and Truist's distribution capabilities are detailed in question 5 above, and the below supplements this answer with details on Truist's retail distribution capabilities.

Retail Sales. In recent years, traditional "mom-and-pop" retail investors (typically investors in blocks of bonds of \$100,000 or less) have reduced their direct holdings of municipal bonds. Federal Reserve Board data has shown that direct holdings of municipal bonds have declined since 2010 while investments by institutional and middle market investors, including mutual funds and banks, have increased. A main driver of this trend has been the historically low interest rate environment that existed in the years prior to 2022, though with the increase in interest rates in 2022 and 2023, we believe that we may begin to see a portion of the traditional "mom-and-pop" retail investor base return to investing in primary market municipal issuances with more frequency and volume. The relatively low interest rates prior to this year caused individual retail investors generally to engage professionals to manage their credit and interest rate risk, which caused much of the retail participation seen in the municipal market in recent years to be primarily delivered through trust departments, registered investment advisors, and mutual funds instead of individuals. The retail market is active in Florida and is likely to remain relevant for the County's upcoming financings.

In light of this "retail" environment, Truist would encourage the County to give order priority to true "mom-and-pop" investors and not to professional retail investors such as separately managed accounts ("SMAs"). These professional accounts frequently benefit from retail priority provisions on primary market transactions but share similar asset sizes to typical institutional accounts; they are also covered by the majority of underwriters.

Truist Retail Brokers

State	Brokers
Florida	202
Virginia	153
North Carolina	120
Georgia	82
South Carolina	34
Maryland	33
Tennessee	26
Pennsylvania	21
West Virginia	20
Texas	19
Kentucky	13
Alabama	9
District of Columbia	5
Illinois	3
Ohio	3
New Jersey	2
New York	2
California	1

At present, Truist maintains approximately 458 retail branches in Florida and 202 wealth/retail advisor professionals statewide.

Truist's national retail platform currently employs 748 total wealth advisors across 18 states. With a retail arm of this magnitude, our underwriters continuously receive up-to-date market intelligence regarding retail investor appetite as well as a strong regional presence relevant to the County.

Below we provide a listing of all 41 of our retail sales offices located within Broward County.

Retail Locations in Broward County, Florida							
1	Heron Bay Branch	11	Cypress Creek Branch	21	Wilton Manor Branch	31	Davie Branch
2	West Hillsboro Branch	12	West Tamarac Branch	22	East Sunrise Bl Branch	32	Dania Branch
3	Deerfield Beach Branch	13	Mainlands Branch	23	West Fort Laude Branch	33	Sheridan Plaza Branch
4	North Coral Spr Branch	14	N Andrews Branch	24	Las Olas Branch	34	Pembroke Pines Branch
5	Coconut Creek Branch	15	Lauderdale By T Branch	25	17Th Street Branch	35	Pines At Parais Branch
6	Pompano Beach S Branch	16	Coral Ridge Branch	26	Pine Island Branch	36	M Miramar Center Branch
7	Margate Branch	17	Lauderdale Lake Branch	27	Shenandoah Branch	37	Hollywood Hills Branch
8	Palm Lakes Branch	18	Inverrary Branch	28	Weston Branch	38	Young Circle Branch
9	14th St Causewa Branch	19	W Oakland Branch	29	South Weston Branch	39	Hallandale Beach Branch
10	Bayview Branch	20	Lauderhill Branch	30	Flamingo Common Branch	40	Coral Springs Branch
						41	Pompano Beach N Branch

7. Case Studies

Provide three case studies for financings completed by your firm within the past 3 years. Describe unique challenges encountered and results and how they could apply to the County.

Case Study: Aleon Renewable Metals (TX). In June 2023, Truist Securities was sole manager on a transaction for Aleon Renewable Metals, LLC, in which \$100,000,000 of tax-exempt, solid waste, qualified private activity bonds were sold to investors via a limited public offering in the municipal market. The timing was critical to the transaction since the allotment of private activity bonds for the project was set to expire June 15th, 2023. Our lead banker began work on May 10th and the Truist team navigated Aleon through 8 days of investor negotiations, maintaining continuous and productive dialog with targeted investors. Following the posting of the PLOM on May 18th and pricing all \$100 million of bonds less than two weeks later, five institutional investors participated in the sale. To further support the transaction and help the client achieve its financing objective, **Truist took down \$4.6 million bonds of the non-rated transaction onto its own balance sheet to execute the entire \$100 million issuance.**

A tight deadline and unsold balances could apply to the County's issuances, and this case study demonstrates Truist's ability to execute short timelines and to commit its own capital in order to achieve a successful financing.

Case Study: Wake County (NC). In April 2023, Truist was hired as a co-manager by Wake County, NC on its \$116,855,000 Series 2023A&B issuance. Truist assisted in the marketing and selling of the bonds and shared in the liability should any bonds be required to be underwritten. As a co-manager, Truist attended working group meetings, provided pricing views, and spoke to current market conditions and potential impacts on the pricing strategy. Amid the volatile interest rate environment leading up to and on the day of pricing, Truist worked collaboratively with the senior manager in providing supplemental market intelligence and contributed to the development of a consensus scale. The Truist team also provided pre-pricing information that included both primary market comps and secondary market trading data. On the day of pricing, Truist participated in marketing the transaction to investors to contribute to order flow. In an effort to further support the deal in a volatile market, **Mr. Scott Frail placed an order for \$25 million in bonds (over 21% of the deal). Ultimately, the senior manager allocated \$12.4 million in bonds to Truist, or 10.6% of the total par amount of the transaction.**

This case study demonstrates the value Truist can bring to a syndicate, even in a co-manager role. If selected as a co-managing underwriter in future County issuances, we would bring market intelligence, aggressive pricing, and the commitment of our strong balance sheet to ensure execution in volatile markets.

Case Study: Belmont University (TN). Truist frequently works closely with our clients when serving as underwriter, including leading clients through the rating agency process, either for new credits, when attempting to either maintain a currently outstanding rating, or when striving to earn a rating upgrade. As one example, the Truist team served in 2021 as sole managing underwriter for Belmont University on its first public market transaction in nearly a decade. The University does not have a financial advisor, so our team guided the University's management team through the entire S&P rating process, which included assembling the S&P rating call materials and coaching the University through various questions that S&P was likely to ask. Ultimately, the University was able to maintain its "A+" S&P rating despite adding \$100 million in additional debt. Truist also worked with the University to streamline its covenant package given market changes since the University's initial issuance in 2012. The Series 2021 bonds carried no rate or liquidity covenant and provided only a negative pledge on the University campus, rather than a mortgage.

The financing team was able to help the University achieve an all-in TIC of 2.68%, realizing over \$6.5 million in NPV savings, or 24.5% NPV savings as a percentage of refunded bonds. The first ten years of the curve were oversubscribed by 4.3x to 9.0x, resulting in 2-7 bps change in spread. In total, 25 different institutional accounts participated in the transaction and 21 total investors.

Due in part to our successful rating agency strategy and guidance, the University re-hired Truist to again serve as lead managing underwriter on its upcoming Series 2023 financing, which we expect to price in August 2023.

The University was downgraded to an "A" rating during an annual rating review process in early 2023 after it shared its plans to issue additional debt with S&P. During the Series 2023 bond transaction's rating process in May 2023, Truist was able to help the University maintain its "A" rating despite the amount of planned additional debt significantly exceeding the planned amount communicated at the time of the early-2023 rating downgrade.

This case study highlights Truist's commitment to purpose-driven relationships with our clients. This case study demonstrates Truist's commitment to guide our clients through all aspects of the financing including the credit rating process. In addition, it proves that the high quality of Truist's work and ability to execute as lead managing underwriter has warranted our re-hiring on additional deals for the same sole manager role.

8. References

Provide references of three local or statewide issuers for which your firm served as Senior of Co-Manager.

References. Truist believes that its clients are our best advocates, and we would encourage the County to contact our references below to hear firsthand the full potential of our team. These contacts can speak to the experience of Truist's bankers and underwriters, including our ability to price transactions successfully and serve as a holistic financial partner.

Institution:	Belmont University	School Board of Lee County	Canaveral Port Authority
Contact:	Steven Lasley, VP Finance & Operations	Jeanette Ingersoll, Treasurer	Michael Poole, CFO
Address:	Fidelity Hall 206 1900 Belmont Blvd. Nashville, TN 37212	2855 Colonial Boulevard Fort Myers, FL 33966	445 Challenger Road, Suite 301 Cape Canaveral, FL 32920
Phone:	615-460-6404	239-337-8227	321-394-3222
Email:	steve.lasley@belmont.edu	jeanettei@leeschools.net	nlong@portcanaveral.com
Transactions:	Series 2021 Revenue Refunding and Improvement Bonds and Series 2023 Revenue Bonds (Engaged, Expected Mid-2023 Closing)	Series 2023 Certificates of Participation	Series 2016C&D Port Improvement Revenue Bonds

9. Refunding Issuance Strategies

What strategies would your firm recommend to incorporate into bond issuances in light of the repeal of the advance refunding authority. Describe the potential costs and benefits of each strategy from both the County and the investor's perspective.

The repeal of the advance refunding authority, which previously allowed municipal issuers to refinance outstanding bonds before their call date at advantageous tax-exempt rates, has removed one avenue for refinancing, but the various options below are available to the County. If engaged as underwriter, Truist will work closely with the County and its financial advisor to run scenarios, solicit investor feedback, provide real-time market intel, and ultimately help determine the optimal refunding strategies available to the County for specific issuances.

- Current Refunding.** This strategy involves refinancing bonds that are within 90 days of their call date.
 - County Benefits: Provides immediate savings on interest costs if market rates are favorable and allows the use of lower rate, tax-exempt debt to refinance existing tax-exempt bonds.
 - County Costs: The County will have to wait until 90 days prior to the call date for a current refunding. If market conditions are favorable for the County ahead of this date, another refunding strategy may be more advantageous than waiting.
 - Investor Benefits: Investors can reinvest proceeds in other securities if they are called.
 - Investor Costs: Loss of a higher-yielding investment if the bonds are currently refundable at a lower rate.
- Taxable Advance Refunding.** This strategy involves issuing taxable bonds to refund tax-exempt bonds before the 90-day limit available for current refundings.
 - County Benefits: Allows the County to lock in favorable rates even before the call date.
 - County Costs: Since the bonds are taxable, they may carry a higher interest cost compared to the previously allowed tax-exempt advance refunding.
 - Investor Benefits: Higher yields on taxable bonds vs. tax-exempt bonds of the same issuer.
 - Investor Costs: Potentially negative tax implications as taxable interest is received from these bonds.
- Forward Delivery Agreements.** This is a contract where the issuer agrees to sell bonds to an investor at a future date, typically aligned with the call date of existing bonds.
 - County Benefits: Allows the County to lock in current interest rates for future bond sales.
 - County Costs: A pricing premium is typically included for the privilege to lock in rates. Also, if market rates decline, the forward delivery agreement's terms may be unfavorable for the issuer.
 - Investor Benefits: Guarantees a future investment at a known rate.

- d. Investor Costs: Inverse of the County's costs, if market rates rise, the investor's funds are locked in a rate that might be less competitive.

4. **Bond Tender Offer.** This strategy involves the issuer offering to buy back bonds from bondholders prior to the call date, usually at a premium.
 - a. County Benefits: Allows the County more flexibility in managing debt without having to wait for the call date.
 - b. County Costs: May require paying a premium to existing bondholders and incurring additional transaction costs, so net savings require a higher threshold to achieve.
 - c. Investor Benefits: Allows the opportunity to sell bonds at a premium prior to maturity.
 - d. Investor Costs: Potential reinvestment risk if comparable securities at similar yields are not available in the market.

10. Credit Lending

Describe your firm's ability and willingness to provide credit facilities to the County. Provide examples of credit facilities provided to other Florida local governments.

Truist has additional ability and willingness to provide credit facilities to the County. Truist Bank currently provides the County with a 2018 Taxable Privately Placed Term Loan in the current amount of \$3,195,000, a portion of which was used to refinance the Series 2005B Bonds where the proceeds were applied to the construction of the NHL Florida Panthers FLA Live Arena. It is a priority of Truist to continue growing and strengthening its relationship with the County. Truist's strong presence in Florida is described in sections above, and through the collaboration of the County's dedicated commercial banking team led by David Ross with the Truist Securities Public Finance Team, Truist is able to provide the County with a full suite of financial services.

Truist Bank frequently participates in financings for Florida local governments and entities. **In the period from 1/1/2018 through 2023YTD, Truist Bank has provided 121 credit facilities totaling \$2.2 billion to local governments and municipalities in the State of Florida.**

The following is only a small sample of Truist Bank's credit facilities outstanding to Florida municipal entities:

- City of Sunrise, FL: \$89.6 million non-revolving facility on January 11, 2018.
- Greater Orlando Aviation Authority, FL: \$160 million term loan on March 29, 2018.
- Central Florida Expressway Authority, FL: \$157 million term loan on August 18, 2020.
- City of Ocala, FL: \$60 million non-revolving taxable facility on March 11, 2022.
- Hillsborough County, FL: \$37.5 million non-revolving subordinated draw facility on March 28, 2022.

Truist has also demonstrated willingness to provide credit to various cities and entities within Broward County. Since 2005, Truist has provided credit to various cities and entities within the County in the total amount of \$151.1 million. Truist has lent credit out to the City of Sunrise in the amount of \$89.6 million, North Springs Improvement District in the amount of \$50.1 million, Hallandale Beach CRA in the amount of \$15.4 million, Broward Center for the Performing Authority in the amount of \$13 million, to name a few.

Case Study: Polk Regional Water Cooperative. In July, 2023, Truist Bank closed an interim loan facility for the Polk Water Cooperative ("PRWC"). PRWC was created pursuant to an Interlocal agreement between 16 local Cities, Towns and Polk County, to create an essential alternative water supply for the region. Truist provided a \$154M bridge loan to the cooperative which ultimately will be used to fund a portion of the beginning stages of the water projects, but that also provides the PRWC a flexible low-cost option to begin construction. Ultimately the Truist loan will be repaid in three years from a federal loan program, but because of the Truist loan, PRWC was able to lower the effective borrowing costs over the next three years, considerably (which in turn benefits the residents of the region by sidestepping unnecessary water rate increases).

Interim Financing Solutions. Truist provides comprehensive debt management analysis in conjunction with our commercial banking arm through Truist Bank. As a result, our Public Finance team within Truist Securities often models short-term borrowing solutions when a short-term vehicle can provide an attractive cost of capital and flexibility for our clients. Truist Securities can also provide analysis surrounding the efficiency of a short-term solution coupled with a long-term issuance.

Depending on the Authority's planned spend schedules for its CIP's near-term and future anticipated projects, a new short-term credit facility could help reduce near-term debt service expenses, as the County could pay interest only on utilized funds, reducing long-term debt service costs. Short-term facility options could include:

- **Line of Credit / Draw Facility:** A short-term bank credit facility typically used for working capital purposes but can also be used for capital projects. Typical tenors for this type of facility are commonly anywhere from one to five years. An advantage of utilizing an LOC is that it would allow the County to draw on and pay down borrowed funds as needed, helping to potentially reduce interest costs. LOCs are generally variable rate and prepayable at any time with bond proceeds or other sources of funds.
- **Bond Anticipation Notes:** As the County progresses with future capital projects, bond anticipation notes could allow the County

to reimburse itself on spent proceeds. BANs provide the flexibility to lock in interest rates for typically one to five years. BANs can be issued publicly or held by a bank. While BANs can be refinanced with funds from any source, they do have to be refinanced at the specified maturities due to the fixed rate. Additional BANs Benefits:

1. Drawn but not-immediately-spent BAN proceeds can be invested, and in the current market the invested funds can produce a near-perfect escrow, essentially negating the interest on the unspent proceeds. Escrow rules are slightly more advantageous for bank facilities versus public market bond issues.
2. Utilizing a BAN bank facility at the end of project timeline(s) could ensure that there are no unspent long-term, tax-exempt proceeds (as could occur with a long-term, fixed-rate bond issuance); only amounts needed to finish projects would be expended through the BAN and refinanced with long-term bonds.

11. Educational Efforts

Describe any client educational efforts your firm provides.

Client Education Efforts. At Truist, client education is an important aspect of the services we provide. Below are typical client educational efforts we provide to clients:

- **New money/refunding analyses and market update presentations.** These can be in-person or virtual, and we would introduce our firm, explain our qualifications, provide an estimated current market pricing scale, present new money and refunding considerations, and provide an update on the municipal market. A slides-only presentation will be sent periodically to provide regular updates to clients on the market, interest rates, and the savings potential on existing debt.
- **Weekly municipal market update report.** Our Public Finance Team prepares and distributes a weekly municipal market update one-pager, and we can include clients or prospective clients on the distribution. This provides a more frequent touch point than the above presentations to keep our clients abreast of changes in the market.
- **Dedicated banking team.** KayDee Hoard, the senior banker on the County's potential issuances, is always on standby to address any questions and guide clients through all aspects of the bond issuance, bond market, marketing plan, scenario analysis, or anything else needed. The County would also have full access to the resources of a full Public Finance Team, an experienced underwriter in Scott Frail, and a top tier sales and trading team to provide education to stakeholders of the client including, but not limited to the Board of County Commissioners and the County's financial advisor.
- **On-demand tailored content.** If our clients wish to see a certain financing scenario, a credit analysis, or any other request that hasn't been shown previously, a simple email or call requesting this will result in prompt and relevant content to ensure our clients remain fully informed.
- **Pre- and post-pricing presentation.** Prior to a bond pricing, Truist presents the rates we plan to go to market with, the current state of the market, an update on specific investor interest, other similar issuances pricing that week, and comparable pricings on recent transactions. After pricing, Truist provides a comparison of pre-pricing rates to executed rates, whether we had to take any orders on our balance sheet, and a summary of all orders, investors, and final allotments. This presentation can act as a debrief with the client and educate them on what went well, what may have gone wrong in the market, and answer any questions.

12. SEC Regulatory Investigations

Provide details on any active SEC or other regulatory investigations of your firm on a firmwide basis. Provide the results of any past investigations or enforcement actions related to public finance or muni sales activities.

In the ordinary course of business, the firm is subject to regulatory examination, investigations, requests for information and litigations. The Firm does not disclose specific legal or regulatory matters. The Firm's registration records, and publicly available disciplinary history are located at: <http://brokercheck.finra.org>. Regarding the professionals working on this engagement for Truist, there are no disciplinary actions or administrative proceedings against them in the past or that are currently ongoing or anticipated.

Publicly available disciplinary history over the previous 3 years has been disclosed with the Litigation Form located in this RFQ. Neither of the two cases are related to municipal sales activities or public finance. Both cases were for SunTrust Robinson Humphrey, one of Truist Securities' predecessor firms.

Appendix A

Deal Experience Lists

Comprehensive Trust and Predecessor Firms Experience

January 1, 2018 August 12, 2023

Date	Borrower	Issue Name	Amt (\$MM)	Role	Senior Manager	Rating (M/S)	Industry	Gross Spread	Method of Sale	TIC ¹	Retail Sales
8/17/2023	Washington Metropolitan Area Transit Authority	Sustainability Linked Bond-Second Lien-Ser A	\$797.80	Co-Managed	Wells Fargo	NR / AA	Appropriation	2.83	Negotiated		
8/15/2023	Esperanza Academy Charter School	Esperanza Acad Charter School Proj-Subser 2023-1	\$13.09	Senior	Truist	NR / NR	Charter School	12.50	Negotiated	6.28%	
8/3/2023	Norton Healthcare Obligated Group	Variable-Norton Healthcare Inc-Ser C	\$166.14	Co-Managed	JP Morgan	NR / AA	Hospital	1.85	Negotiated		
8/3/2023	Norton Healthcare Obligated Group	Ref-Norton Healthcare, Inc-Ser A	\$264.27	Co-Managed	JP Morgan	NR / A	Hospital	5.22	Negotiated		
7/31/2023	Hybar LLC	Amt-Green Bonds-Hybar Steel Proj-Ser-A	\$330.00	Co-Managed	Goldman Sachs	NR / NR	Economic Development	10.10	Limited		
6/29/2023	Frederick Health Inc Obligated Group	Ref-Frederick Health System	\$69.98	Co-Managed	Bank of America	Baa1 / NR	Hospital	4.19	Negotiated		
6/15/2023	Aleon Renewable Metals LLC	Amt-Aleon Renewable Metals Lic Proj	\$100.00	Senior	Truist	NR / NR	Solid Waste	20.00	Limited	10.60%	
5/31/2023	Energy Transfer LP	Variable-Ref-Energy Transfer Proj	\$225.00	Co-Managed	Bank of America	Baa3 / BBB- A2 / A	Economic Development	6.00	Negotiated		
5/24/2023	West Virginia United Health System Obligated Group	W Va Univ Hlth Sys Oblig Grp-Ser A	\$285.93	Co-Managed	Bank of America	NR / BB-	Hospital	3.35	Negotiated		
5/18/2023	United States Steel Corp	Amt-Green Bond-Us Steel Corp Proj	\$240.00	Co-Managed	Bank of America	NR / BB-	Economic Development	5.00	Negotiated		
5/18/2023	Lee County School Board/The	Cops-Ser-A	\$136.41	Co-Managed	Bank of America	Aa3 / NR	Appropriation	2.69	Negotiated		
5/10/2023	County of Wake NC	Ser A	\$116.86	Co-Managed	Bank of America	Aa1 / AA+	Appropriation	2.62	Negotiated		
4/24/2023	Parrish Charter Academy	Txbl-Parrish Charter Academy Inc Proj-Ser B	\$23.53	Senior	Truist	NR / NR	Charter School	12.50	Limited	6.46%	
4/20/2023	County of Bedford TN	Var-Loc Govt Pub Impt-Ser-VII-Q-1	\$43.50	Senior	Truist	NR / AA+	Government-Guaranteed	1.50	Negotiated	5.07%	
4/6/2023	Purdue University	Ref-Ser A	\$98.13	Co-Managed	Wells Fargo	Aaa / AAA	Student Housing	2.41	Negotiated		
2/9/2023	Moses H Cone Memorial Hospital	Variable-Ref-Cone Hlth-Ser B	\$251.16	Co-Managed	JP Morgan	NR / AAA	Hospital	1.86	Short-Term Negotiated		
2/9/2023	Moses H Cone Memorial Hospital	Ref-Cone Health-Ser A	\$90.70	Co-Managed	JP Morgan	NR / AA-	Hospital	4.38	Negotiated		
1/6/2023	Excelsior Classical Academy	Draw Down-Excelsior Classical Academy-Ser A-2	\$3.55	Senior	Truist	NR / NR	Charter School	0.42	Limited	5.64%	
12/29/2022	Aspire Trade High School	Draw Down Bond-Aspire Trade High School Project	\$11.81	Senior	Truist	NR / NR	Charter School	17.74	Limited	8.50%	
11/22/2022	Enviva Inc	Variable-Amt-Green Bonds-Enviva Inc Proj	\$100.00	Co-Managed	Citigroup	B3 / B-	Economic Development	12.52	Negotiated		
10/27/2022	Seaside School Consortium Inc	Ref-Seaside Cmnty Chtr Sch Proj-Ser A	\$22.00	Senior	Truist	Baa3 / NR	Charter School	12.50	Negotiated	6.02%	
10/19/2022	South Island Public Service District	Rev	\$71.51	Co-Managed	Stephens	A1 / AA+	Water & Sewer	4.01	Negotiated		
10/12/2022	Waste Management Inc	Var-Amt-Waste Mgmt Inc-Ser A	\$100.00	Co-Managed	Bank of America	NR / A-	Economic Development	5.00	Negotiated		
9/29/2022	Bon Secours Mercy Health Inc	Var-Bon Secours Mercy Health Inc-Ser B-1	\$213.32	Co-Managed	JP Morgan	A1 / A+	Hospital	3.79	Negotiated		
9/29/2022	Bon Secours Mercy Health Inc	Bon Secours Mercy Health Inc-Ser A	\$94.42	Co-Managed	JP Morgan	A1 / A+	Hospital	4.17	Negotiated		
9/29/2022	Bon Secours Mercy Health Inc	Bon Secours Mercy Health Inc-Ser A	\$96.36	Co-Managed	JP Morgan	A1 / A+	Hospital	4.17	Negotiated		
9/27/2022	Duke Energy Progress LLC	Var-Ref-Duke Energy Progress Project-Ser A-2	\$451.70	Co-Managed	JP Morgan	Aa3 / A	Public Power	3.88	Negotiated		
9/22/2022	County of Horry SC Revenue	Series 2022	\$60.00	Co-Managed	Wells Fargo	NR / AA	Miscellaneous	2.98	Negotiated		
9/20/2022	Diakon Lutheran Social Ministries Obligated Group	Ser-A Diakon Lutheran Social Ministries Project	\$27.16	Senior	Truist	NR / NR	CCRC	7.25	Negotiated	4.89%	\$115,000
9/14/2022	City of Charlotte NC Water & Sewer System Revenue	Ref-Ser A	\$478.09	Co-Managed	Wells Fargo	Aaa / AAA	Water & Sewer	3.15	Negotiated		
8/11/2022	Emory University	Var-Emory University-Ser B	\$110.38	Co-Managed	Goldman Sachs	Aa2 / AA	Higher Education	0.52	Negotiated		
8/11/2022	Emory University	Txbl-Var-Emory Univ-Ser C-1	\$220.90	Co-Managed	Goldman Sachs	Aa1 / AA+	Higher Education	0.52	Negotiated		
8/11/2022	Emory University	Ref-Emory University-Ser A	\$212.06	Co-Managed	Goldman Sachs	Aa2 / AA	Higher Education	1.87	Negotiated		
7/15/2022	Enviva Inc	Amt-Var-Green Bond-Enviva Inc Proj	\$250.00	Co-Managed	Citigroup	B3 / B-	Economic Development	10.96	Negotiated		
7/14/2022	Lenoir-Rhyne University	Ref-Lenoir-Rhyne Univ	\$52.65	Co-Managed	Wells Fargo	NR / BBB	Higher Education	4.39	Negotiated		
6/30/2022	Bradford Preparatory School	Senior-Ref-Bradford Prep School-Ser A	\$34.60	Senior	Truist	NR / NR	Charter School	0.33	Limited	4.88%	
6/30/2022	Bradford Preparatory School	Ref-Ser B	\$0.28	Senior	Truist	NR / NR	Charter School	0.33	Limited	5.93%	
6/30/2022	Bradford Preparatory School	Ref-Sub-Bradford Prep School-Ser B	\$4.40	Senior	Truist	NR / NR	Charter School	0.33	Limited	5.93%	
6/21/2022	Moses H Cone Memorial Hospital Obligated Group	Cone Health-Ser A	\$198.37	Co-Managed	JP Morgan	NR / AA-	Hospital	4.80	Negotiated		
6/10/2022	American Renaissance School Inc	American Renaissance Sch Proj-Ser A	\$13.23	Senior	Truist	NR / NR	Charter School	19.00	Limited	4.97%	
5/31/2022	Clover Garden School Inc	Clover Garden Sch	\$19.38	Senior	Truist	NR / NR	Charter School	18.00	Limited	5.89%	
4/28/2022	Mater Academy	Mater Academy Proj-Ser A	\$114.41	Senior	Truist	NR / BBB	Charter School	6.20	Negotiated	4.56%	
4/25/2022	Renaissance Charter School Inc	Ref-Renaissance Charter School Proj-Ser A	\$57.72	Senior	Truist	NR / NR	Charter School	5.85	Limited	5.30%	
4/14/2022	Polaris Tech Charter School	Polaris Tech Charter School Project-Ser A	\$18.85	Senior	Truist	NR / NR	Charter School	12.00	Limited	5.40%	
4/4/2022	Arts Academy Charter School	Ser A	\$6.58	Senior	Truist	NR / NR	Charter School	20.76	Limited	5.20%	
3/1/2022	KIPP Texas Inc	Kipp Texas Inc	\$156.36	Co-Managed	RBC	NR / AAA	Charter School	4.88	Negotiated		
2/24/2022	Corp For Effective Schooling	Senior-Kestrel Heights Chtr Sch-Ser A	\$18.99	Senior	Truist	NR / NR	Charter School	15.00	Limited	7.06%	
2/22/2022	Commercial Metals Co	Amt-Commercial Metals Company Proj	\$145.06	Co-Managed	Citigroup	Ba2 / BB+	Economic Development	14.43	Negotiated		
2/10/2022	College Achieve Paterson Charter School Inc	Txbl-College Achieve Paterson Charter School Proj-Ser B	\$0.48	Senior	Truist	NR / BB+	Charter School	15.00	Limited	22.35%	
2/10/2022	College Achieve Paterson Charter School Inc	Clg Achieve Paterson Chtr School Proj-Ser A	\$14.82	Senior	Truist	NR / BB+	Charter School	15.00	Limited	3.78%	
1/27/2022	Golden View Classical Academy	Golden View Classical Academy Project	\$11.54	Senior	Truist	Baa3 / NR	Charter School	4.00	Negotiated	3.44%	
1/20/2022	Hayden Canyon Charter School Inc	Hayden Canyon Charter School Project-Ser A	\$6.15	Senior	Truist	NR / NR	Charter School	3.06	Limited	4.31%	
12/21/2021	Norton Science & Language Academy	Norton Science & Language Academy Proj	\$5.50	Senior	Truist	NR / NR	Charter School	10.45	Limited	4.05%	
12/17/2021	Casa Esperanza Montessori Inc	Casa Esperanza Montessori-Ser A	\$21.61	Senior	Truist	NR / NR	Charter School	17.96	Limited	4.77%	

¹ TIC is noted for all Truist Senior Managed transactions since 6/30/2021, which is the approximate hiring time of the County's Lead Banker, KayDee Hoard, and the Lead Underwriter/Head of Public Finance, Scott Frail.

Broward County Board of County Commissioners

GEN2126726Q1

12/17/2021	Gray Collegiate Academy	Gray Collegiate Academy Project-Ser A	\$14.61	Senior	Truist	NR / NR	Charter School	14.50	Limited	4.85%
12/15/2021	Ocean Academy Charter School	Ocean Acad Chtr Sch Proj	\$14.59	Senior	Truist	NR / NR	Charter School	14.98	Limited	4.28%
12/2/2021	Alternative Schools Inc	Ref-Ivy Academia Project-Ser A	\$26.45	Senior	Truist	NR / NR	Charter School	10.38	Limited	3.75%
12/1/2021	Leadership Prep School	Ref-Leadership Prep School-Ser A	\$16.71	Senior	Truist	Aaa / NR	Charter School	8.50	Negotiated	2.43%
12/1/2021	College Achieve Central Charter School	College Achieve Central Charter Sch Proj-Ser A	\$18.28	Senior	Truist	NR / NR	Charter School	15.00	Limited	4.42%
11/30/2021	Beehive Educational Services Inc	Beehive Science &Technology Academy Proj	\$25.90	Senior	Truist	NR / NR	Charter School	9.00	Limited	3.92%
11/24/2021	Triad Math & Science Academy Co	Triad Educational Services Inc-Ser A	\$29.57	Senior	Truist	NR / BBB-	Charter School	7.00	Negotiated	3.40%
11/17/2021	ENCORE Learning	Encore Academy Proj	\$11.54	Senior	Truist	NR / NR	Charter School	18.00	Limited	4.65%
11/16/2021	CityScape Schools Inc	Ref-Cityscape Schools Inc-Ser A	\$20.82	Co-Managed	Baird	NR / AAA	Charter School	8.75	Negotiated	
11/4/2021	Vanderbilt University Medical Center	Vanderbilt University Medical Center-Ser A	\$295.43	Co-Managed	JP Morgan	WR / A	Hospital	5.10	Negotiated	
11/1/2021	Harmony Public Schools	Harmony Public Schools-Ref-Ser C	\$22.17	Senior	Truist	Aaa / AAA	Charter School	6.00	Negotiated	2.20%
10/27/2021	Belmont University	Ref-Belmont University	\$115.83	Senior	Truist	NR / A	Student Housing	5.00	Negotiated	2.67%
10/6/2021	Givens Estates Inc Obligated Group	Givens Estates	\$48.62	Senior	Truist	NR / NR	CCRC	8.17	Negotiated	3.38%
9/29/2021	Graphic Packaging International LLC	Variable-Green Bond-Amt-Recycled Board Machine Project	\$100.00	Co-Managed	TD	Ba2 / BB	Economic Development	9.89	Negotiated	
9/23/2021	Sanctuary LTC LLC	Senior Bonds-Sanctuary Ltc Project-Ser A-1	\$507.28	Co-Managed	Hilltop	NR / NR	Nursing Home	10.24	Limited	
9/15/2021	Excelsior Classical Academy	Excelsior Classical Academy-Ser A	\$11.78	Senior	Truist	NR / NR	Charter School	20.37	Limited	6.01%
9/2/2021	Pineapple Cove Classical Academy Inc	Pineapple Cove Classical Academy At Lockmar Inc Proj-Ser A	\$20.55	Senior	Truist	NR / NR	Charter School	15.24	Limited	5.00%
9/1/2021	Vanguard Academy Inc	Vanguard Academy Inc	\$44.03	Senior	Truist	Aaa / NR	Charter School	6.00	Negotiated	2.42%
9/1/2021	TLC Academy	Tlc Academy-Ser A	\$22.21	Senior	Truist	NR / BB	Charter School	11.45	Negotiated	3.56%
8/26/2021	Detroit Service Learning Academy	Ref	\$15.31	Senior	Truist	NR / BB	Charter School	15.00	Limited	3.40%
8/20/2021	Babcock Neighborhood School Inc	Babcock Neighborhood School, Inc. Project	\$14.95	Senior	Truist	NR / NR	Charter School	15.00	Limited	4.28%
8/19/2021	McLemore Resort Manager LLC	Ser A	\$178.93	Co-Managed	Hilltop	NR / NR	Economic Development	15.40	Limited	
8/1/2021	Harmony Public Schools	Harmony Public Schools-Ser A	\$151.38	Senior	Truist	Aaa / AAA	Charter School	6.00	Negotiated	2.45%
7/27/2021	MaST Community Charter School III	Ref-Mast Community Charter School Iii Proj	\$38.86	Senior	Truist	NR / BBB-	Charter School	10.13	Negotiated	3.90%
7/23/2021	New Plan Learning Inc Obligated Group	Ref-New Plan Learning, Inc. Proj-Ser A	\$28.65	Co-Managed	Pipe Sandler	NR / NR	Charter School	12.50	Negotiated	
7/20/2021	Renaissance Charter School Inc Series 2021	Ser A	\$40.14	Senior	Truist	NR / NR	Charter School	5.18	Limited	5.46%
7/20/2021	Renaissance Charter School Inc Series 2021	Cinderella Bond-Conv 3/20/23	\$73.30	Senior	Truist	NR / NR	Charter School	5.18	Limited	5.46%
7/13/2021	State of Tennessee	Txbl-Ref-Ser B	\$490.91	Co-Managed	Jefferies LLC	Aaa / AAA	GO	0.67	Negotiated	
7/1/2021	Children's Hospital of Philadelphia	Ref-The Children's Hospital Of Philadelphia Proj-Ser A	\$124.02	Co-Managed	JP Morgan	Aa2 / AA	Hospital	4.13	Negotiated	
6/10/2021	Lutheran Services for the Aging Inc	Lutheran Services For The Aging-Ser A-Ref	\$145.58	Senior	Truist	NR / NR	CCRC	9.49	Negotiated	\$5,375,000
6/3/2021	Waste Management Inc	Amt-Var-Waste Management Inc Project-Ser A	\$125.00	Co-Managed	Bank of America	NR / A-	Economic Development	5.00	Short-Term Negotiated	
6/1/2021	International Leadership of Texas Inc	International Leadership Of Texas Inc	\$49.63	Senior	Truist	Aaa / NR	Charter School	6.00	Negotiated	
6/1/2021	Wayside Schools	Ref-Ser A	\$28.28	Senior	Truist	NR / BB	Charter School	12.59	Negotiated	
5/6/2021	Michigan Mathematics & Science Initiative	Ref	\$10.94	Senior	Truist	NR / BB+	Charter School	12.00	Negotiated	
4/15/2021	Davidson Charter Academy	Davidson Academy-Ser A	\$9.87	Senior	Truist	NR / NR	Charter School	2.50	Negotiated	
3/30/2021	Piedmont Classical High School	Piedmont Classical Academy Proj-Ser A	\$19.38	Senior	Truist	NR / NR	Charter School	18.50	Limited	
3/26/2021	St Johns Classical Academy Inc	Ref-Educntl Facs Rev-St Johns Academy-Ser A	\$17.22	Senior	Truist	NR / NR	Charter School	15.58	Limited	
3/22/2021	Oak Creek Charter School of Bonita Springs Inc	Rev- Ser A	\$17.83	Senior	Truist	NR / NR	Charter School	12.78	Limited	
3/18/2021	High Point University	Ref-High Point University	\$45.44	Senior	Truist	NR / A-	Higher Education	6.00	Negotiated	\$475,000
3/12/2021	United States Steel Corp	Ref-United States Steel Corporation Project-Ser A	\$88.81	Co-Managed	Bank of America	B1 / BB-	Economic Development	6.50	Negotiated	
3/11/2021	Carolina Charter Academy Inc	Txbl-Ser C-1-Subordinate	\$0.27	Senior	Truist	NR / NR	Charter School	12.00	Negotiated	
3/11/2021	Carolina Charter Academy Inc	Carolina Charter Academy-Subordinate-Ser B	\$1.56	Senior	Truist	NR / NR	Charter School	12.00	Negotiated	
3/9/2021	Learning Choice Academy/The	The Learning Choice Academy-Ser A	\$9.04	Senior	Truist	NR / BBB-	Charter School	11.00	Negotiated	
3/2/2021	Harmony Public Schools	Harmony Public Schools Proj-Ser A	\$15.38	Senior	Truist	NR / BBB+	Charter School	10.00	Negotiated	
2/18/2021	Pineapple Cove Classical Academy	Proj-A	\$11.24	Senior	Truist	NR / NR	Charter School	15.45	Limited	
2/10/2021	Caromont Health Obligated Group	Caromont Health-Ser A	\$105.26	Co-Managed	Bank of America	NR / AA-	Hospital	3.09	Negotiated	
2/9/2021	Destin High School Inc	Destin High School Project-Ser A	\$9.37	Senior	Truist	NR / NR	Charter School	10.00	Limited	
2/1/2021	Hughen Center Inc/The	The Hughen Center, Inc-Ser A	\$16.59	Senior	Truist	NR / AAA	Charter School	7.50	Negotiated	
12/22/2020	Esperanza Academy Charter School	Txbl-Esperanza Academy Charter School-Ser A	\$38.24	Senior	Truist	NR / NR	Charter School	15.13	Limited	
12/22/2020	Indianapolis Power & Light Co	Var-Amt-Ref-Ser B	\$60.00	Senior	Truist	A2 / A-	Public Power	5.00	Negotiated	
12/22/2020	Indianapolis Power & Light Co	Var-Amt-Ref-Ser B	\$90.00	Co-Managed	PNC	A2 / A-	Public Power	5.00	Negotiated	
12/16/2020	Philadelphia Performing Arts Charter School	Ref-String Theory Charter School Proj	\$52.41	Senior	Truist	NR / BB+	Charter School	13.60	Limited	
11/24/2020	Bay Area Charter Foundation Obligated Group	Ser A	\$63.45	Senior	Truist	NR / NR	Charter School	6.53	Limited	
11/24/2020	United States Steel Corp	Variable-Green Bond-Amt-United States Steel Corp Project	\$63.40	Co-Managed	Bank of America	B1 / BB-	Economic Development	6.58	Negotiated	
11/24/2020	United States Steel Corp	Amt-United States Steel Corp Proj-Ser A	\$33.30	Co-Managed	Bank of America	B1 / BB-	Economic Development	6.59	Negotiated	
10/29/2020	Two Rivers Public Charter School Inc	Ref	\$40.69	Senior	Truist	Baa3 / NR	Charter School	14.25	Negotiated	
10/20/2020	Mater Academy Miami-Dade & Osceola Counties	Mater Academy Proj-Ser A	\$127.45	Senior	Truist	NR / BBB	Charter School	6.20	Limited	
10/15/2020	Denton County Fresh Water Supply District No 7	Ref	\$5.16	Senior	Truist	A2 / AA	GO District	7.95	Negotiated	
10/7/2020	Friends Homes Obligated Group	Friends Home-Ser A	\$53.09	Senior	Truist	NR / NR	CCRC	8.92	Negotiated	\$32,625
10/1/2020	Presbyterian Homes Obligated Group	The Presbyterian Homes Obligated Group-Ser A	\$96.04	Co-Managed	Ziegler	NR / NR	CCRC	9.50	Negotiated	
9/29/2020	Liberty Tree Academy	Ref-Liberty Tree Academy Proj	\$18.70	Senior	Truist	NR / NR	Charter School	12.50	Limited	
9/23/2020	Kipp Charlotte Inc Obligated Group	Kipp Charlotte Inc-Ser A	\$13.30	Senior	Truist	Ba1 / NR	Charter School	9.75	Limited	
9/1/2020	KIPP Texas Inc	Kipp Texas	\$54.01	Co-Managed	RBC	NR / AAA	Charter School	4.02	Negotiated	

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8/27/2020	Triangle Education Organization Inc	Ser A	\$37.92	Senior	Truist	NR / NR	Charter School	17.76	Limited	
8/1/2020	A+ Charter Schools Inc	A+ Charter Schs Inc-Ser A	\$12.45	Senior	Truist	NR / AAA	Charter School	8.50	Negotiated	
7/31/2020	Renaissance Charter School Inc Series 2020C/D	Ref-Renaissance Charter School Inc Projects-Ser C	\$66.18	Senior	Truist	NR / NR	Charter School	6.52	Limited	
7/10/2020	Mariana Bracetti Academy Charter School	Mariana Bracetti Academy Charter School Project-Ser A	\$42.00	Senior	Truist	NR / NR	Charter School	15.12	Limited	
7/1/2020	YES Prep Public Schools Inc	Yes Prep Pub Schs Inc	\$71.59	Co-Managed	RBC	Aaa / NR	Charter School	5.62	Negotiated	
7/1/2020	Trinity Basin Preparatory Inc	#N/A N/A	\$35.55	Senior	Truist	NR / AAA	Charter School	6.00	Negotiated	
6/30/2020	Pioneer Springs Community School Inc	Pioneer Springs-Ser A	\$9.93	Senior	Truist	NR / NR	Charter School	24.02	Limited	
6/16/2020	Norton Science & Language Academy	Norton Science And Language Academy Proj	\$40.90	Senior	Truist	NR / NR	Charter School	10.00	Limited	
6/11/2020	Washington Metropolitan Area Transit Authority	Ser A	\$545.00	Co-Managed	Barclays	NR / AA	Appropriation	4.92	Negotiated	
6/2/2020	Emory University	Ref-Emory University-Ser B	\$486.47	Co-Managed	Morgan Stanley	Aa2 / AA	Higher Education	1.75	Negotiated	
4/24/2020	ML Avondale LLC	Avondale Senior Living Proj-Ser A	\$33.26	Senior	Truist	NR / NR	Independent Living Facility	19.00	Limited	
3/31/2020	Renaissance Charter School Inc Series 2020A/B	Cinderella Bond-Ref-Ser A	\$95.57	Senior	Truist	NR / NR	Charter School	7.00	Limited	
3/31/2020	Cornerstone Classical Academy Inc	Cornerstone Classical Academy Inc Project-Ser A	\$16.96	Senior	Truist	NR / NR	Charter School	15.59	Limited	
3/31/2020	Renaissance Charter School Inc Series 2020A/B	Txbl-Renaissance Charter Sch Proj-Ser B	\$0.45	Senior	Truist	NR / NR	Charter School	7.00	Limited	
3/17/2020	Coastal Preparatory Academy Foundation LLC	Coastal Preparatory Academy	\$2.36	Senior	Truist	NR / NR	Charter School	20.00	Limited	
3/13/2020	Hayden Canyon Charter School Inc	Hayden Canyon Charter School Project-Ser A	\$8.25	Senior	Truist	NR / NR	Charter School	0.26	Limited	
3/10/2020	Meadow Oaks Education Foundation	Ser-A	\$28.70	Senior	Truist	NR / NR	Charter School	17.32	Limited	
2/28/2020	EEC Inc/CA	Excelsior Charter Schs Project-Ser A	\$9.61	Senior	Truist	NR / NR	Charter School	10.41	Limited	
2/12/2020	Montage Living Obligated Group	Ref-Montage Living Proj-Woodland	\$21.56	Senior	Truist	NR / NR	Assisted Living	#VALUE!	Limited	
2/12/2020	Academy For Academic Excellence/CA	Academy For Academic Excellence Project-Ser A	\$9.37	Co-Managed	RBC	Ba1 / NR	Charter School	10.00	Limited	
1/30/2020	Richfield Living Obligated Group	Richfield Living Series 2020	\$37.70	Senior	Truist	NR / NR	CCRC	10.19	Negotiated	
1/30/2020	Franklin Academy Series 2020 Obligated Group	Franklin Academy Project	\$88.67	Senior	Truist	NR / NR	Charter School	10.06	Limited	
12/31/2019	Asbury Pennsylvania Obligated Group	Ref-Asbury Pennsylvania Obligated Group	\$59.48	Co-Managed	HJ Sims	NR / NR	CCRC	9.75	Negotiated	
12/23/2019	Edkey Inc Obligated Group	Edkey Charter School Projects	\$21.61	Senior	Truist	NR / NR	Charter School	10.23	Limited	
12/23/2019	Mountain Island Day Community Charter School	Ser A	\$24.30	Senior	Truist	NR / NR	Charter School	17.90	Limited	
12/23/2019	Mountain Island Day Community Charter School	Txbl-Ser B	\$0.44	Senior	Truist	NR / NR	Charter School	17.90	Negotiated	
12/23/2019	Independence Charter School West	Independence Charter School-West Proj	\$24.36	Senior	Truist	NR / NR	Charter School	17.71	Limited	
12/20/2019	Excell Academy For Higher Learning Inc	Academy For Higher Learning Proj-Ser A	\$13.14	Senior	Truist	NR / NR	Charter School	14.76	Limited	
12/19/2019	Legion Collegiate Academy	Legion Collegiate Academy Proj-Ser A	\$13.89	Senior	Truist	NR / NR	Charter School	18.22	Limited	
12/19/2019	John Adams Academy - Lincoln	John Adams Academies-Lincoln Project-Ser A	\$34.94	Senior	Truist	NR / NR	Charter School	10.00	Limited	
12/17/2019	United Church Homes Inc Obligated Group	Ref-United Church Homes Inc	\$37.75	Senior	Truist	NR / NR	CCRC	12.69	Negotiated	\$25,000
12/10/2019	Clark Retirement Community Obligated Group	Ref-Clark Retirement Community Inc-Ser A	\$70.16	Senior	Truist	NR / NR	CCRC	11.66	Negotiated	
12/6/2019	River Park Independent Living LLC	River Park Independent Living Proj-Ser A	\$31.09	Senior	Truist	NR / NR	Independent Living Facility	25.00	Limited	
12/5/2019	Presbyterian Home at Charlotte Inc/The	Ref-Sharon Towers-Ser A	\$75.94	Senior	Truist	NR / NR	CCRC	12.50	Negotiated	
12/5/2019	Presbyterian Home at Charlotte Inc/The	Ref-Sharon Towers-Ser A	\$75.94	Co-Managed	Ziegler	NR / NR	CCRC	12.50	Negotiated	
12/4/2019	Gray Collegiate Academy	Gray Collegiate Academy Project-Ser A	\$10.33	Senior	Truist	NR / NR	Charter School	18.47	Limited	
12/3/2019	Collegiate Charter School of Lowell	#N/A N/A	\$48.99	Senior	Truist	NR / NR	Charter School	15.00	Negotiated	
12/1/2019	Riverwalk Education Foundation Inc	Riverwalk Education Foundation Inc	\$176.26	Co-Managed	PNC	NR / AAA	Charter School	4.50	Negotiated	
11/27/2019	St Camillus Health System Obligated Group	Ref-St Camillus Health System-Ser A	\$137.44	Senior	Truist	NR / NR	CCRC	10.50	Negotiated	
11/27/2019	St Camillus Health System Obligated Group	Ref-St Camillus Health System-Ser A	\$206.44	Co-Managed	Ziegler	NR / NR	CCRC	10.50	Negotiated	
11/26/2019	Corvian Community School Inc	Corvian Cmnty Sch-Ser A	\$22.46	Senior	Truist	NR / NR	Charter School	15.67	Limited	
11/21/2019	Aldersgate at Shalom Park Obligated Group	Cabs-Shalom Park Pre-Dev Proj	\$7.49	Senior	Truist	NR / NR	CCRC	12.95	Limited	
11/18/2019	Liberty Park Senior Living of Jonesboro LLC	Liberty Park Senior Living Park-Ser A	\$12.80	Senior	Truist	NR / NR	Assisted Living	21.40	Limited	
11/14/2019	Children's Guild Institute Inc Obligated Group	Ref-The Childrens Guild Institute Inc-Ser A	\$26.00	Senior	Truist	NR / NR	Charter School	13.00	Limited	
11/12/2019	Viera Charter Schools Inc	Viera Charter Schools Inc Proj-Ser A	\$14.59	Senior	Truist	Ba1 / NR	Charter School	11.25	Limited	
11/8/2019	Premium Edge LLC	Ref-Alura Senior Living Proj-Ser A	\$33.61	Senior	Truist	NR / NR	Assisted Living	0.00	Limited	
11/6/2019	Penick Village Obligated Group	Ref-Penick Vlg Oblig Grp	\$32.44	Senior	Truist	NR / NR	CCRC	15.20	Negotiated	\$95,000
11/1/2019	KIPP Texas Inc	Kipp Texas, Inc	\$106.19	Co-Managed	RBC	NR / AAA	Charter School	4.28	Negotiated	
10/31/2019	American Leadership Academy Inc	Ref-American Leadership Academies Project	\$40.48	Senior	Truist	NR / NR	Charter School	9.12	Limited	
10/31/2019	Presbyterian Village Austell Inc	Ref-Presbyterian Village Austell Project-Ser A	\$21.34	Senior	Truist	NR / NR	CCRC	15.26	Negotiated	
10/25/2019	United States Steel Corp	Ref-United States Steel Corporation Project	\$92.63	Co-Managed	Morgan Stanley	B1 / BB-	Economic Development	6.50	Negotiated	
10/25/2019	United States Steel Corp	Amt-United States Steel Corporation Proj	\$275.00	Co-Managed	Morgan Stanley	B1 / BB-	Economic Development	6.50	Negotiated	
10/23/2019	Galloway Ridge Obligated Group	Ref-Retirement Facs First Mtg Rev Bonds-Galloway Ridge-Ser A	\$45.99	Senior	Truist	NR / NR	CCRC	12.50	Negotiated	\$15,200,000
10/16/2019	Friends Homes Obligated Group	Ref-Friends Homes	\$49.32	Senior	Truist	NR / NR	CCRC	8.50	Limited	
10/1/2019	IDEA Public Schools	Idea Public Schools	\$214.17	Co-Managed	Baird	NR / AAA	Charter School	7.96	Negotiated	
9/30/2019	ML Austin Village LLC	Ref-Austin Village Project-Ser A	\$21.32	Senior	Truist	NR / NR	Assisted Living	25.00	Limited	
9/30/2019	Tindley Accelerated Schools Inc	Tindley Accelerated Schools Proj-Ser A	\$11.73	Senior	Truist	NR / NR	Charter School	20.43	Limited	
9/13/2019	Baptist Retirement Communities of Georgia	Ref-Baptist Retirement Cmnty Of Georgia Proj-Ser A	\$36.55	Senior	Truist	NR / NR	CCRC	20.00	Negotiated	
8/22/2019	Classical Preparatory Inc	Classical Preparatory Inc Project-Ser A	\$5.03	Senior	Truist	NR / NR	Charter School	15.92	Limited	
8/15/2019	Alliance for Progress Charter School Inc	Alliance For Progress Charter School Inc. Project-Ser A	\$18.21	Senior	Truist	NR / NR	Charter School	15.00	Limited	
7/31/2019	Coastal Preparatory Academy Foundation LLC	Coastal Preparatory Academy-Ser A	\$22.41	Senior	Truist	NR / NR	Charter School	20.45	Limited	
7/10/2019	Beloved Community Charter School Inc	Beloved Cmnty Chtr Sch Inc Project-Ser A	\$37.74	Senior	Truist	NR / NR	Charter School	12.50	Limited	
7/1/2019	ADSI	Austin Discovery School Inc-Ser A	\$8.01	Senior	Truist	NR / NR	Charter School	16.87	Limited	

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6/28/2019	Queen City STEM School	Queen City Stem School Project-Ser A	\$6.00	Senior	Truist	NR / NR	Charter School	9.67	Limited	
6/28/2019	ML Bermuda Village LLC	Txbl-Bermuda Village Proj-Ser B	\$42.34	Senior	Truist	NR / NR	CCRC	25.00	Limited	
6/27/2019	Advantage Academy of Hillsborough Inc	Advantage Academy Of Hillsborough Projects-Ser A	\$31.90	Senior	Truist	Baa3 / NR	Charter School	15.16	Negotiated	
6/21/2019	Renaissance Charter School Inc Series 2019	Renaissance Charter School Inc Proj-Ser A	\$85.98	Senior	Truist	NR / NR	Charter School	7.46	Limited	
6/20/2019	Treasure Coast Classical Academy Inc	Treasure Coast Classical Academy, Inc. Proj-Ser A	\$19.70	Senior	Truist	NR / NR	Charter School	15.00	Limited	
6/13/2019	Paideia Academies Inc/The	Paideia Academies Proj	\$8.35	Senior	Truist	NR / NR	Charter School	12.20	Limited	
6/7/2019	Skyline Education Inc.	Skyline Inc Proj-Ser A	\$18.12	Senior	Truist	NR / NR	Charter School	9.72	Limited	
6/1/2019	Meadow Oaks Education Foundation	Adj-Pioneer Tech & Arts Acad Proj-Draw-Down-Ser B-2	\$5.35	Senior	Truist	NR / NR	Charter School	4.47	Limited	
6/1/2019	Meadow Oaks Education Foundation	Txbl-Pioneer Tech & Academy Arts Proj-Draw Down-Ser A-2	\$5.35	Senior	Truist	NR / NR	Charter School	17.00	Limited	
6/1/2019	Meadow Oaks Education Foundation	Ser A-1	\$32.90	Senior	Truist	NR / NR	Charter School	17.30	Negotiated	
5/31/2019	MaST Community Charter School III	Draw Down Bd-Mast Iii Charter Sch Proj-A	\$6.06	Senior	Truist	NR / NR	Charter School	10.30	Limited	
5/31/2019	MaST Community Charter School III	Draw Down Bond-Mast Iii Charter School Proj-Ser A	\$27.84	Senior	Truist	NR / NR	Charter School	10.30	Limited	
5/31/2019	Big River Steel LLC	Amt-Big River Steel Project	\$487.00	Co-Managed	Goldman Sachs	Ba2 / BB-	Economic Development	N/A	Limited	
5/8/2019	North Carolina Leadership Charter Academy Inc	North Carolina Leadership Academy	\$27.51	Senior	Truist	NR / NR	Charter School	15.55	Limited	
4/29/2019	SGSL Fee Owner LLC	Sawgrass Grand Senior Living Project	\$35.80	Senior	Truist	NR / NR	Assisted Living	19.00	Limited	
4/24/2019	Richfield Living Obligated Group	Ref-Richfield Living-Ser A	\$93.52	Senior	Truist	NR / NR	CCRC	15.30	Negotiated	
4/23/2019	Alliance Preparatory Schools Inc	Mallard Creek Stem Academy-Ser A	\$24.48	Senior	Truist	NR / NR	Charter School	15.41	Limited	
3/28/2019	Pines at Davidson Inc Obligated Group	The Pines At Davidson Project -Ser A	\$42.73	Co-Managed	Ziegler	NR / NR	CCRC	10.00	Negotiated	
2/26/2019	Wilson Preparatory Academy	Wilson Preparatory Academy-Ser A	\$15.70	Senior	Truist	NR / NR	Charter School	18.63	Limited	
2/14/2019	Ed Brokers Educational Services	Laverne Elem Prep Academy Proj-Ser A	\$12.50	Senior	Truist	NR / NR	Charter School	12.38	Limited	
2/13/2019	Pineapple Cove Classical Academy Inc	Pineapple Cove Classical Academy Inc Proj-Ser A	\$32.09	Senior	Truist	NR / NR	Charter School	17.15	Limited	
12/20/2018	Excelsior Classical Academy	Excelsior Classcl Acdmry-Cinderella Bnd-Ser A-2-Conv 12/01/20	\$3.07	Senior	Truist	NR / NR	Charter School	25.00	Limited	
12/20/2018	Excelsior Classical Academy	Ser A-1-Conv 12/1/20	\$17.93	Senior	Truist	NR / NR	Charter School	25.56	Limited	
12/20/2018	AFSA High School	Ref-Academy Sciences & Agriculture-Ser A	\$12.77	Senior	Truist	NR / NR	Charter School	16.78	Limited	
12/19/2018	ML The Renaissance LLC	Renaissance Senior Living Proj-Ser A	\$6.67	Senior	Truist	NR / NR	CCRC	7.42	Limited	
12/19/2018	Advantage Academy of Pinellas Inc	Pinellas Academy Math & Science Proj-Ser A	\$17.89	Senior	Truist	Baa3 / NR	Charter School	15.00	Limited	
12/19/2018	Westminster Presbyterian Homes Obligated Group	Presbyterian Vlg Athens Proj-Ser A-1	\$52.84	Senior	Truist	NR / NR	CCRC	10.72	Negotiated	\$7,110,000
12/1/2018	BSPV - Plano LLC	Bridgemoor Plano Proj-Junior Sub-Ser D	\$4.50	Senior	Truist	NR / NR	LMFH	N/A	Limited	
12/1/2018	BSPV - Plano LLC	Bridgemoor Plano Proj-Sub-Ser C	\$5.00	Senior	Truist	NR / NR	LMFH	N/A	Limited	
12/1/2018	BSPV - Plano LLC	Bridgemoor Plano Proj-Senior-Ser A	\$57.30	Senior	Truist	NR / NR	LMFH	5.05	Negotiated	
12/1/2018	Village Tech Schools	Vlg Tech Schs	\$8.39	Senior	Truist	NR / NR	Charter School	15.60	Negotiated	
12/1/2018	International Leadership of Texas Inc	International Leadership-Ser D	\$357.08	Senior	Truist	NR / NR	Charter School	7.50	Negotiated	
11/27/2018	ML Woodbridge Clinton LLC	Woodbridge Clinton Senior Living Proj-Ser A	\$6.80	Senior	Truist	NR / NR	Assisted Living	25.00	Limited	
11/20/2018	Union Day School Inc	Union Day Sch Proj-Ser A	\$14.84	Senior	Truist	NR / NR	Charter School	20.67	Limited	
11/20/2018	Kenner Discovery Health Sciences Foundation Inc	Kenner Discovery Hlth Sciences Academy Proj-Ser A	\$44.81	Senior	Truist	NR / NR	Charter School	18.34	Limited	
11/20/2018	Friendship Village St Louis Obligated Group	Friendship Vlg St Louis Oblg Group-Ser A	\$203.65	Senior	Truist	NR / NR	CCRC	8.19	Negotiated	
11/1/2018	Perspectives Charter School	Ref-Perspectives Chrt Sch-Ser A	\$33.89	Senior	Truist	NR / NR	Charter School	12.50	Limited	
11/1/2018	Volusia Charter School of Excellence Inc	Ivy Hawn Chrt Sch Arts Proj-Ser A	\$17.88	Senior	Truist	NR / NR	Charter School	10.56	Limited	
10/25/2018	Alliance Preparatory Schools Inc	S W Charlotte Stem Academy-Ser A	\$22.45	Senior	Truist	NR / NR	Charter School	16.44	Limited	
10/25/2018	Southwest Charlotte STEM Academy LLC	Txbl-S W Charlotte Stem Academy-Ser B	\$0.39	Senior	Truist	NR / NR	Charter School	16.44	Limited	
10/23/2018	AU Health System Obligated Group	#N/A N/A	\$80.95	Co-Managed	JP Morgan	B2 / B-	Hospital	5.95	Negotiated	
10/18/2018	Core Butte Charter School	Core Butte Chrt Sch Proj-Ser A	\$6.71	Senior	Truist	NR / NR	Charter School	14.83	Limited	
10/11/2018	Beatitudes Campus Obligated Group/The	The Beatitudes Campus Project	\$20.16	Co-Managed	Ziegler	NR / NR	CCRC	13.45	Negotiated	
10/9/2018	Florida Charter Educational Foundation Series 2018	Txbl-FI Chrt Eductnl Fndtn Inc Proj-Ser B	\$0.77	Senior	Truist	NR / NR	Charter School	7.92	Limited	
10/9/2018	Florida Charter Educational Foundation Series 2018	FI Chrt Eductnl Fndtn Inc Proj-Ser A	\$26.29	Senior	Truist	NR / NR	Charter School	7.92	Limited	
9/21/2018	Liberty Tree Academy	Liberty Tree Academy Proj	\$11.88	Senior	Truist	NR / NR	Charter School	13.84	Limited	
9/20/2018	ML Brookside Glen Holdings LLC	Facs-Brookside Glen Proj-Ser A	\$4.30	Senior	Truist	NR / NR	Assisted Living	10.00	Limited	
9/20/2018	ML Greenville Glen Holdings LLC	Fac-Greenville Glen Proj-Ser A	\$4.69	Senior	Truist	NR / NR	Assisted Living	10.00	Limited	
9/20/2018	ML Woodland Place Holdings LLC	Fac-Windsor House Proj-Ser A	\$9.00	Senior	Truist	NR / NR	Assisted Living	10.00	Limited	
8/14/2018	Metro Deaf School	Metro Deaf Sch Proj-Ser A	\$14.98	Senior	Truist	NR / NR	Charter School	13.87	Limited	
7/30/2018	Premium Edge LLC	Rockledge Senior Living Proj-Acd Inv	\$32.78	Senior	Truist	NR / NR	Assisted Living	16.12	Limited	
7/26/2018	Wake Forest University	Wake Forest Univ	\$97.97	Co-Managed	Wells Fargo	Aa3 / AA	Higher Education	2.56	Negotiated	
7/13/2018	CR Lakewood LLC	Lakewood Senior Living Proj-Ser A	\$12.31	Senior	Truist	NR / NR	Assisted Living	9.69	Limited	
7/12/2018	Moorings Inc Obligated Group/The	Moorings Inc-Ser A	\$32.04	Senior	Truist	NR / A+	CCRC	5.00	Negotiated	
7/11/2018	Bella Mente Montessori Academy	Bella Mente Montessori Academy Proj-Ser A	\$15.97	Senior	Truist	Ba1 / NR	Charter School	12.81	Limited	
4/19/2018	Classical Preparatory Inc	Classical Prep Inc Proj-Ser A	\$4.55	Senior	Truist	NR / NR	Charter School	17.58	Limited	
4/12/2018	Village of Sparta MI Sewer Revenue	Ref	\$3.61	Senior	Truist	NR / NR	Water & Sewer	#VALUE!	Negotiated	
4/5/2018	Tapestry Moon LLC	Ref-Tapestry Moon Sr Hsg Proj-Ser A	\$76.54	Senior	Truist	NR / NR	Assisted Living	16.83	Limited	
4/5/2018	Union Colony Schools	Ref-Chrt Sch-Un Colony Sch Proj	\$18.59	Senior	Truist	Aa3 / NR	Charter School	8.50	Negotiated	
3/28/2018	CR Lakeside Place LLC	Lakeside Pl Senior Living Proj-Ser A	\$11.93	Senior	Truist	NR / NR	CCRC	25.00	Limited	
3/5/2018	Babcock Neighborhood School Inc	Babcock Neighborhood Sch Inc Proj	\$12.73	Senior	Truist	NR / NR	Charter School	15.39	Limited	
1/31/2018	Seaside School Consortium Inc	Seaside Cmnty Chrt Sch Proj-Ser A	\$9.44	Senior	Truist	NR / NR	Charter School	15.37	Limited	
1/31/2018	Grande Innovation Academy	Grande Innovation Academy Proj	\$15.57	Senior	Truist	NR / NR	Charter School	20.96	Limited	

1/25/2018	Pineapple Cove Classical Academy	Proj-Ser A	\$14.06	Senior	Truist	NR / NR	Charter School	15.29	Limited
1/9/2018	Lake Norman Charter School Inc	Ref-Lake Norman Chtr Sch-Ser A	\$37.73	Senior	Truist	NR / BBB-	Charter School	9.40	Limited
Total			\$17,178.36	245					

Scott Frail's Airport Experience Prior to Joining Truist

January 1, 2018 June 30, 2021

Date of Issue	Borrower	Issue Name	Issue Size (\$MM)	Role	Firm	Method of Sale	Rating (M/S)	Gross Spread	TIC
7/8/2020	Metropolitan Washington Airports Authority Aviation Revenue	Amt-Ref-Ser A	\$355.55	Senior	Wells Fargo	Negotiated	Aa3 / AA-	2.93	
10/3/2019	Minneapolis-St Paul Metropolitan Airports Commission	Txbl-Ref-Ser A	\$291.97	Co-Managed	Wells Fargo	Negotiated	N.A. / A+	3.38	
10/1/2019	City of Cleveland OH Airport System Revenue	Ref-Sub-Ser A	\$341.68	Co-Managed	Wells Fargo	Negotiated	A2 / A	4.04	
4/9/2019	State of Connecticut Bradley International Airport CFC Revenue	Amt-Ground Transportation Center Project-Ser A	\$151.10	Co-Managed	Wells Fargo	Negotiated	N.A. / BBB+	4.14	
11/14/2018	Detroit Metropolitan Wayne County Airport	Detroit Metro Wayne Co Airport-Ser A	\$231.93	Co-Managed	Wells Fargo	Negotiated	A1 / A	1.30	
10/4/2018	City of Cleveland OH Airport System Revenue	Amt-Ref-Ser A	\$109.69	Co-Managed	Wells Fargo	Negotiated	A1 / AA	4.65	
8/29/2018	Port Authority of New York & New Jersey	Ref-Consol-2 Hundred Eleventh Ser	\$700.00	Co-Managed	Wells Fargo	Negotiated	Aa3 / AA-	2.25	
5/4/2018	Port Authority of New York & New Jersey	Ref-Two Hundred Ninth Series	\$454.95	Co-Managed	Wells Fargo	Negotiated	Aa3 / AA-	3.59	
2/1/2018	Port Authority of New York & New Jersey	Amt-Ref-Ser 207	\$832.28	Co-Managed	Wells Fargo	Negotiated	Aa3 / AA-	3.15	
Total			\$3,469.14	9					

Scott Frail's Water & Sewer Experience Prior to Joining Truist

January 1, 2018 June 30, 2021

Date of Issue	Borrower	Issue Name	Issue Size (\$MM)	Role	Firm	Method of Sale	Rating (M/S)	Gross Spread	TIC
6/30/2021	State of New York State Revolving Fund	St Clean Wtr & Drinking Wtr Revolving Funds-Ref-Ser A-Sub	\$284.75	Co-Managed	Wells Fargo	Negotiated	Aaa / AAA	3.67	
3/18/2021	New York City Water & Sewer System	Ref-Wtr & Swr Second General Resolution Rev-Ser Dd	\$574.80	Co-Managed	Wells Fargo	Negotiated	Aa1 / AA+	4.21	
3/18/2021	New York City Water & Sewer System	Subordinate-Water And Sewer System-Ser Cc-1	\$553.26	Co-Managed	Wells Fargo	Negotiated	Aa1 / AA+	4.76	
12/15/2020	New York City Water & Sewer System	Wtr And Swr Sys Second General Resolution-Ser Bb1	\$534.43	Co-Managed	Wells Fargo	Negotiated	Aa1 / AA+	4.64	
10/20/2020	Ohio Water Development Authority Water Pollution Control Loan Fund	Ser B	\$250.00	Senior	Wells Fargo	Negotiated	Aaa / AAA	3.96	
9/30/2020	New York City Water & Sewer System	Ref-Sub-2Nd General Resolution-Ser Aa-1	\$650.00	Co-Managed	Wells Fargo	Negotiated	Aa1 / AA+	4.85	
8/18/2020	Illinois Finance Authority	Ref-American Water Capital Corp Project	\$25.00	Senior	Wells Fargo	Negotiated	Baa1 / A	3.25	
6/16/2020	Great Lakes Water Authority Sewage Disposal System Revenue	Txbl-Ref-Ser A	\$687.46	Co-Managed	Wells Fargo	Negotiated	A1 / AA-	2.67	
6/10/2020	New York City Water & Sewer System	Ref-2Nd General Resolution-Ser Ff	\$708.01	Co-Managed	Wells Fargo	Negotiated	Aa1 / AA+	4.67	
5/12/2020	Great Lakes Water Authority Water Supply System Revenue	Senior Lien Bond-Ser A	\$463.10	Co-Managed	Wells Fargo	Negotiated	A1 / AA-	2.95	
3/18/2020	New York City Water & Sewer System	Ref-2Nd General Resolution-Ser Ee	\$399.32	Co-Managed	Wells Fargo	Negotiated	Aa1 / AA+	5.06	
2/13/2020	New York City Water & Sewer System	2Nd General Resolution Rev Bonds-Subser Dd-1	\$528.29	Co-Managed	Wells Fargo	Negotiated	Aa1 / AA+	7.53	
12/12/2019	New York City Water & Sewer System	2Nd Gen Resolution-Ser Cc-1	\$637.67	Co-Managed	Wells Fargo	Negotiated	Aa1 / AA+	4.47	
11/1/2019	Massachusetts Water Resources Authority	Ser B	\$620.58	Co-Managed	Wells Fargo	Negotiated	Aa1 / AA+	4.10	
10/29/2019	Ohio Water Development Authority Water Pollution Control Loan Fund	Txbl-Ser E	\$300.00	Co-Managed	Wells Fargo	Negotiated	Aaa / AAA	0.08	
7/17/2019	New York City Water & Sewer System	2Nd General Resolution-Ser Bb-1	\$450.00	Co-Managed	Wells Fargo	Negotiated	Aa1 / AA+	4.47	
7/2/2019	New York City Water & Sewer System	Ref-2Nd General Resolution-Ser Aa	\$459.60	Co-Managed	Wells Fargo	Negotiated	Aa1 / AA+	4.63	
5/22/2019	Massachusetts Water Resources Authority	Ser B	\$144.19	Co-Managed	Wells Fargo	Negotiated	Aa1 / AA+	3.24	
4/17/2019	New York City Water & Sewer System	Subordinate-Subser Ff-1	\$500.00	Co-Managed	Wells Fargo	Negotiated	Aa1 / AA+	4.96	
1/24/2019	New York City Water & Sewer System	Ser Dd-1-2Nd General Resolution	\$475.00	Co-Managed	Wells Fargo	Negotiated	Aa1 / AA+	4.70	
11/28/2018	City of Burlington VT Waterworks System Revenue	Ser B	\$2.00	Senior	Wells Fargo	Negotiated	Aa3 / NR	5.44	
10/3/2018	Great Lakes Water Authority Sewage Disposal System Revenue	Senior Lien-Ser A	\$257.47	Senior	Wells Fargo	Negotiated	Aa1 / AA-	3.10	
10/3/2018	Great Lakes Water Authority Water Supply System Revenue	Ref-2Nd Lien-Ser A	\$155.60	Senior	Wells Fargo	Negotiated	A2 / A+	3.10	
10/3/2018	Great Lakes Water Authority Sewage Disposal System Revenue	Senior Lien-Ser A	\$257.47	Co-Managed	Wells Fargo	Negotiated	A1 / AA-	3.10	
10/3/2018	Great Lakes Water Authority Water Supply System Revenue	Ref-2Nd Lien-Ser A	\$155.60	Co-Managed	Wells Fargo	Negotiated	A2 / A+	3.10	
8/21/2018	New York City Water & Sewer System	Ref-2Nd Gen Resolution-Fiscal 2019-Ser Aa	\$264.04	Co-Managed	Wells Fargo	Negotiated	Aa1 / AA+	4.18	
6/28/2018	New York City Water & Sewer System	Ref-2Nd Gen Resolution-Fiscal 2018-Ser Ff	\$373.60	Co-Managed	Wells Fargo	Negotiated	Aa1 / AA+	4.61	
5/22/2018	City of Burlington VT Waterworks System Revenue	#N/A N/A	\$2.00	Senior	Wells Fargo	Negotiated	Aa3 / NR	5.44	
5/16/2018	Massachusetts Water Resources Authority	Gen-Ser B	\$129.48	Co-Managed	Wells Fargo	Negotiated	Aa1 / AA+	3.74	
4/18/2018	New York City Water & Sewer System	Ref-Ser Ee-2Nd General Resolution	\$458.92	Co-Managed	Wells Fargo	Negotiated	Aa1 / AA+	4.88	
Total			\$11,301.57	30					

Scott Frail's General Obligation Experience Prior to Joining Truist

January 1, 2018 June 30, 2021

Date of Issue	Borrower	Issue Name	Issue Size (\$MM)	Role	Firm	Method of Sale	Rating (M/S)	Gross Spread	TIC
6/9/2021	County of Will IL	Renewable Natural Gas Project-Green Bonds	\$39.25	Senior	Wells Fargo	Negotiated	Aa1 / AA+	5.14	
3/24/2021	City of New York NY	Ser F-1	\$900.00	Co-Managed	Wells Fargo	Negotiated	Aa2 / AA	4.46	
1/6/2021	City of New York NY	Txbl-Ref-Fiscal 2021-Ser D	\$1,500.00	Co-Managed	Wells Fargo	Negotiated	Aa2 / AA	3.87	
12/17/2020	County of Will IL	Txbl-Ref	\$170.80	Senior	Wells Fargo	Negotiated	Aa1 / AA+	4.09	
11/24/2020	State of New Jersey	Covid-19 Go Emergency Bonds-Ser A	\$3,672.36	Co-Managed	Wells Fargo	Negotiated	A1 / A	3.14	
10/15/2020	City of New York NY	Fiscal 2021 Ser C	\$900.00	Co-Managed	Wells Fargo	Negotiated	Aa2 / AA	4.39	
9/9/2020	City of New York NY	Ref-Ser A-1	\$1,100.48	Co-Managed	Wells Fargo	Negotiated	Aa2 / AA	4.68	
6/25/2020	State of Connecticut	Ser C	\$400.00	Co-Managed	Wells Fargo	Negotiated	Aa3 / AA-	4.20	
3/24/2020	City of New York NY	Ser D-1	\$800.00	Co-Managed	Wells Fargo	Negotiated	Aa2 / AA	4.76	
2/25/2020	City of New York NY	Ref-Ser C-1	\$1,081.39	Co-Managed	Wells Fargo	Negotiated	Aa2 / AA	3.77	
1/16/2020	City of Philadelphia PA	Txbl-Ref-Ser A	\$118.03	Senior	Wells Fargo	Negotiated	A1 / A	4.02	
10/22/2019	City of New York NY	Adjustable-Fiscal 2020-Subseries B-3	\$100.00	Co-Managed	Wells Fargo	Negotiated	Aa2 / AA	0.17	
10/22/2019	City of New York NY	Fiscal 2020-Ser B-1	\$850.00	Co-Managed	Wells Fargo	Negotiated	Aa2 / AA	4.63	
9/12/2019	Commonwealth of Massachusetts	Txbl-Ref-Ser D	\$858.44	Co-Managed	Wells Fargo	Negotiated	Aa1 / AA+	3.14	
8/13/2019	City of New York NY	Ser A-Subser A-1	\$800.00	Co-Managed	Wells Fargo	Negotiated	Aa2 / AA	4.68	
5/14/2019	City of Philadelphia PA	Ref-Ser A	\$188.66	Co-Managed	Wells Fargo	Negotiated	A1 / A	3.76	
3/26/2019	County of Will IL	Series 2019	\$62.46	Senior	Wells Fargo	Negotiated	Aa1 / AA+	5.15	
3/19/2019	City of New York NY	Ref-Ser E	\$915.23	Co-Managed	Wells Fargo	Negotiated	Aa2 / AA	3.56	

**Broward County Board of
County Commissioners**

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12/18/2018	City of New York NY	Ser D-Subser-D1	\$700.00	Co-Managed	Wells Fargo	Negotiated	Aa2 / AA	4.73
11/28/2018	City of Burlington VT	Ser C	\$15.72	Senior	Wells Fargo	Negotiated	Aa3 / NR	4.70
8/22/2018	City of New York NY	Ref-Fiscal 2019-Ser A	\$770.58	Co-Managed	Wells Fargo	Negotiated	Aa2 / AA	3.31
7/31/2018	State of Maine	Ser D	\$95.78	Senior	Wells Fargo	Negotiated	Aa2 / AA	2.38
6/20/2018	State of Connecticut	Ser C	\$492.11	Co-Managed	Wells Fargo	Negotiated	Aa3 / AA-	3.93
5/22/2018	City of Burlington VT	Ser A	\$14.65	Senior	Wells Fargo	Negotiated	Aa3 / NR	4.63
4/19/2018	City of New York NY	Subser F-1	\$850.00	Co-Managed	Wells Fargo	Negotiated	Aa2 / AA	4.57
3/13/2018	City of New York NY	Ser E-1	\$700.00	Co-Managed	Wells Fargo	Negotiated	Aa2 / AA	4.63
Total			\$18,095.91	26				

Scott Frail's Development Revenue and Dedicated Taxes Credit Experience Prior to Joining Truist

January 1, 2018 June 30, 2021

Date of Issue	Borrower	Issue Name	Issue Size (\$MM)	Role	Firm	Method of Sale	Rating (M/S)	Gross Spread	TIC	Sector
4/27/2022	New Jersey Transportation Trust Fund Authority	Ref-Commonwealth Transportation Fund Rev-Ser A	\$1,474.17	Co-Manager	Wells Fargo	Negotiated	A2 / A-	3.61		Appropriation
6/24/2021	Commonwealth of Massachusetts Transportation Fund Revenue	Ser A	\$289.36	Co-Manager	Wells Fargo	Negotiated	Aa1 / AAA	3.09		Self-Appropriation
4/15/2021	Massachusetts Bay Transportation Authority Sales Tax Revenue	Ref-Subordinate-Ser A-1	\$651.23	Co-Manager	Wells Fargo	Negotiated	Aa3 / AA+	3.00		Sales Tax
3/12/2021	United States Steel Corp	Ref-United States Steel Corporation Project-Ser A	\$88.81	Co-Manager	Wells Fargo	Negotiated	B1 / BB-	6.50		Development
12/16/2020	Wisconsin Center District	Ser Aa	\$444.43	Co-Manager	Wells Fargo	Negotiated	A1 / AA	5.53		Miscellaneous Tax
12/15/2020	New Jersey Transportation Trust Fund Authority	Amt-United States Steel Corp Proj-Ser A	\$1,500.00	Co-Manager	Wells Fargo	Negotiated	A2 / A-	0.32		Appropriation
11/24/2020	United States Steel Corp	Cabs-Junior Dedicated-Ser D	\$33.30	Co-Manager	Wells Fargo	Negotiated	B1 / BB-	6.59		Development
9/17/2020	Michigan State Building Authority	Txbl-Ref-Ser Ii	\$556.86	Co-Manager	Wells Fargo	Negotiated	Aa2 / N.A.	2.47		Appropriation
9/17/2020	Michigan State Building Authority	Ref-Ser I	\$212.17	Co-Manager	Wells Fargo	Negotiated	Aa2 / N.A.	2.51		Appropriation
9/4/2020	Delta Air Lines Inc	Amt-Delta Air Lines Inc-Laguardia Arpt Terminals C&D Redev	\$1,511.02	Co-Manager	Wells Fargo	Negotiated	Baa3 / N.A.	5.90		Development
9/3/2020	Chicago Transit Authority Sales Tax Receipts Fund	Ref-Second Lien-Ser A	\$367.90	Co-Manager	Wells Fargo	Negotiated	N.A. / A+	5.50		Sales Tax
9/1/2020	Minnesota Housing Finance Agency	Ser A	\$108.28	Co-Manager	Wells Fargo	Negotiated	Aa1 / AA+	5.92		Appropriation
7/21/2020	Bi-State Development Agency of the Missouri-Illinois Metropolitan District	Ref-Ser A	\$12.95	Senior	Wells Fargo	Negotiated	Aa2 / AA	2.42		Appropriation
7/21/2020	Bi-State Development Agency of the Missouri-Illinois Metropolitan District	Txbl-Ref-Ser B	\$158.26	Senior	Wells Fargo	Negotiated	Aa2 / AA	2.42		Appropriation
7/21/2020	Bi-State Development Agency of the Missouri-Illinois Metropolitan District	Ref-Ser A	\$12.95	Co-Manager	Wells Fargo	Negotiated	Aa2 / AA	2.42		Appropriation
7/21/2020	Bi-State Development Agency of the Missouri-Illinois Metropolitan District	Txbl-Ref-Ser B	\$158.26	Co-Manager	Wells Fargo	Negotiated	Aa2 / AA	2.42		Appropriation
6/11/2020	Massachusetts Bay Transportation Authority Sales Tax Revenue	Ref-Subordinated Sales Tax Bonds-Ser B-1	\$384.77	Co-Manager	Wells Fargo	Negotiated	Aa3 / AA+	2.73		Sales Tax
6/11/2020	Washington Metropolitan Area Transit Authority Dedicated Revenue	Ser A	\$545.00	Co-Manager	Wells Fargo	Negotiated	N.A. / AA	4.92		Appropriation
6/11/2020	Wisconsin Center District	Txbl-Ref-Senior-Ser A	\$81.45	Co-Manager	Wells Fargo	Negotiated	A1 / AA	15.85		Miscellaneous Tax
2/13/2020	State of Wisconsin	Txbl-Ref-Ser A	\$623.32	Co-Manager	Wells Fargo	Negotiated	Aa2 / N.A.	4.68		Appropriation
2/4/2020	Southwestern Illinois Flood Prevention District Council	Ref-Southwestern II Flood Prevention Distict Council Proj	\$60.97	Co-Manager	Wells Fargo	Negotiated	Aa3 / AA-	3.47		Sales Tax
1/16/2020	Maine Governmental Facilities Authority	Ser A	\$171.00	Co-Manager	Wells Fargo	Negotiated	Aa3 / AA-	4.11		Appropriation
12/18/2019	New Jersey Transportation Trust Fund Authority	Ref-Transportation System Bonds-Ser A	\$619.78	Co-Manager	Wells Fargo	Negotiated	A2 / A-	3.05		Appropriation
12/18/2019	New Jersey Transportation Trust Fund Authority	Txbl-Ref-Transportation System Bonds-Ser B	\$946.34	Co-Manager	Wells Fargo	Negotiated	A2 / A-	3.05		Appropriation
11/20/2019	City of Gary IN	Series 2019	\$40.00	Senior	Wells Fargo	Negotiated	N.A. / N.A.	18.13		Appropriation
10/25/2019	United States Steel Corp	Ref-United States Steel Corporation Project	\$92.63	Co-Manager	Wells Fargo	Negotiated	B1 / BB-	6.50		Development
10/10/2019	Las Vegas Monorail Co	Las Vegas Monorail-Ser A	\$20.50	Senior	Wells Fargo	Negotiated	NR / NR	14.14		Development
10/3/2019	New Jersey Transportation Trust Fund Authority	Ser Bb	\$1,000.00	Senior	Wells Fargo	Negotiated	A2 / A-	3.14		Appropriation
9/26/2019	Bi-State Development Agency of the Missouri-Illinois Metropolitan District	Ref-Combined Lien Mass Transit Sales Tax Approp Bonds	\$164.43	Senior	Wells Fargo	Negotiated	N.A. / AA	1.89		Appropriation
9/5/2019	Minnesota Housing Finance Agency	Ser C	\$26.78	Co-Manager	Wells Fargo	Negotiated	Aa1 / AA+	6.89		Appropriation
7/9/2019	State of Ohio Department of Administrative Services	Series 2019	\$121.29	Co-Manager	Wells Fargo	Negotiated	Aa2 / AA	4.51		Appropriation
7/2/2019	Green Bay Packaging Inc	Amt-Variable-Green Bay Packaging Inc Proj	\$150.00	Senior	Wells Fargo	Negotiated	NR / NR	1.83		Development
1/16/2019	New Jersey Transportation Trust Fund Authority	Transportation Program Bonds-Ser Aa	\$750.00	Senior	Wells Fargo	Negotiated	A2 / A-	3.15		Appropriation
11/29/2018	City of Philadelphia PA	Sch Facs Construction-Ser Eee	\$79.46	Co-Manager	Wells Fargo	Negotiated	A1 / A	4.56		Appropriation
11/28/2018	State of New Jersey Department of the Treasury	Amt-I-75 Improvement Proj-P3 Proj	\$400.51	Co-Manager	Wells Fargo	Negotiated	A2 / A-	2.71		Appropriation
11/20/2018	State of Michigan Department of Transportation	Amt-I-75 Improvement Proj-P3 Proj	\$610.30	Senior	Wells Fargo	Negotiated	A1 / AA	4.41		Appropriation
11/20/2018	State of Michigan Department of Transportation	Ref-Lease Approp-Correctional Bldg Fund Proj-Ser A	\$610.30	Co-Manager	Wells Fargo	Negotiated	A1 / AA	4.41		Appropriation
11/15/2018	State of Ohio Department of Natural Resources	Lease Approp-Impt Fund Projs-Ser A	\$100.00	Co-Manager	Wells Fargo	Negotiated	Aa2 / AA	4.34		Appropriation
10/25/2018	New York City Transitional Finance Authority Building Aid Revenue	Subordinate-Ref-Ser S-3-Subseries S-3A	\$1,217.76	Co-Manager	Wells Fargo	Negotiated	Aa2 / AA	4.78		Appropriation
9/27/2018	State of Maine	Ser A	\$50.51	Co-Manager	Wells Fargo	Negotiated	Aa3 / AA-	4.63		Appropriation
9/25/2018	Minnesota Housing Finance Agency	St Approp-Hsg Infrastructure-Ser A	\$25.30	Co-Manager	Wells Fargo	Negotiated	Aa1 / AA+	6.93		Appropriation
7/26/2018	New York City Transitional Finance Authority Building Aid Revenue	Subordinate-Ser S-1	\$929.31	Co-Manager	Wells Fargo	Negotiated	Aa2 / AA	4.77		Appropriation
5/3/2018	Delta Air Lines Inc	Amt-Delta Air Lines Inc-Laguardia Arpt Terminals C&D Redev	\$1,383.50	Co-Manager	Wells Fargo	Negotiated	Baa3 / N.A.	5.46		Development
3/22/2018	New York City Transitional Finance Authority Building Aid Revenue	Subordinate-Ref-Ser S-4A	\$1,002.46	Co-Manager	Wells Fargo	Negotiated	Aa2 / AA	4.63		Appropriation
2/15/2018	Massachusetts School Building Authority	Sub-Ser A	\$395.00	Co-Manager	Wells Fargo	Negotiated	WR / NR	3.98		Sales Tax
1/8/2018	State of New Jersey Department of the Treasury	St Govt Bldgs Proj-Ser A	\$196.28	Co-Manager	Wells Fargo	Negotiated	A2 / A-	5.22		Appropriation
1/8/2018	State of New Jersey Division of Property Management & Construction	Txbl-St Govt Bldgs Proj-Ser B	\$179.40	Co-Manager	Wells Fargo	Negotiated	WR / NR	4.98		Appropriation
Total			\$20,558.21	47						

Supplier: **Truist Securities**

Standard Instructions to Vendors - Request for Proposals, Request for Qualifications, or Request for Letters of Interest

Vendors are instructed to read and follow the instructions carefully, as any misinterpretation or failure to comply with instructions may lead to a Vendor's submittal being rejected.

Vendor **MUST** submit its solicitation response electronically and **MUST** confirm its submittal in Periscope S2G for the response to be deemed valid by the County. Refer to the [Purchasing Division website](#) or contact Periscope S2G for submittal instructions.

A. Responsiveness Criteria:

A Responsive (Vendor) means a vendor who submits a response to a solicitation that the Director of Purchasing determines meets all requirements of the solicitation.

The required information and applicable forms must be submitted with solicitation response, electronically through Periscope SG2 by the solicitation's due date and time. Failure to timely submit may result in Vendor being deemed non-responsive. The County reserves the right to waive minor technicalities or irregularities as is in the best interest of the County in accordance with Section 21.37(b) of the Broward County Procurement Code.

Below are standard responsiveness criteria; refer to **Special Instructions to Vendors** for Additional Responsiveness Criteria requirement(s).

1. Lobbyist Registration Requirement Certification

Refer to **Lobbyist Registration Requirement Certification Form**. The completed form should be submitted with the solicitation response. If not submitted within solicitation response, it must be submitted within three business days of County's written request. Failure to timely submit may result in Vendor being deemed non-responsive.

2. Criminal History Screening Practices Certification

Refer to **Criminal History Screening Practices Certification Form**. The completed form should be submitted with the solicitation response. If not submitted within solicitation response, it must be submitted within three business days of County's written request. Failure to timely submit may result in Vendor being deemed non-responsive.

3. Addenda

The County reserves the right to amend this solicitation prior to the due date and time specified in the solicitation. Any change(s) to this solicitation will be conveyed through the written addenda process. Only written addenda will be binding. Vendor must follow the instructions carefully and submit the required information and applicable forms, or acknowledge addendum, electronically through Periscope S2G. It is the Vendor's sole responsibility to monitor the solicitation for any changing information, prior to submitting their solicitation response.

B. Responsibility Criteria:

A Responsible (Vendor) means a vendor who is determined to have the capability in all respects to perform fully the requirements of a solicitation, as well as the integrity and reliability that will ensure good faith performance.

When making determinations of responsibility, the Director of Purchasing or the Evaluation Committee (as applicable) may request additional information from any vendor on matters that may affect a vendor's responsibility. The failure of a vendor to provide information requested by the County may result in a determination of non-responsibility. In addition, a vendor may submit information regarding its responsibility; provided, however, that such information shall not be considered if it

contradicts or materially alters the information provided by the vendor in its original response to the solicitation.

Failure to provide any of this required information and in the manner required may result in a recommendation by the Director of Purchasing that the Vendor is non-responsible.

Below are standard responsibility criteria; refer to **Special Instructions to Vendors** for Additional Responsibility Criteria requirement(s).

1. **Litigation History**

- a. All Vendors are required to disclose to the County all “material” cases filed, pending, or resolved during the last three (3) years prior to the solicitation response due date, whether such cases were brought by or against the Vendor, any parent or subsidiary of the Vendor, or any predecessor organization. Additionally, all Vendors are required to disclose to the County all “material” cases filed, pending, or resolved against any principal of Vendor, regardless of whether the principal was associated with Vendor at the time of the “material” cases against the principal, during the last three (3) years prior to the solicitation response.

A case is considered to be “material” if it relates, in whole or in part, to any of the following:

- i. A similar type of work that the vendor is seeking to perform for the County under the current solicitation;
 - ii. An allegation of fraud, negligence, error or omissions, or malpractice against the vendor or any of its principals or agents who would be performing work under the current solicitation;
 - iii. A vendor’s default, termination, suspension, failure to perform, or improper performance in connection with any contract;
 - iv. The financial condition of the vendor, including any bankruptcy petition (voluntary and involuntary) or receivership; or
 - v. A criminal proceeding or hearing concerning business-related offenses in which the vendor or its principals (including officers) were/are defendants.
- b. For each material case, the Vendor is required to provide all information identified in the **Litigation History**. Additionally, the Vendor shall provide a copy of any judgment or settlement of any material case during the last three (3) years prior to the solicitation response. Redactions of any confidential portions of the settlement agreement are only permitted upon a certification by the Vendor that all redactions are required under the express terms of a pre-existing confidentiality agreement or provision.
 - c. The County will consider a Vendor’s litigation history information in its review and determination of responsibility.
 - d. If the Vendor is a joint venture, the information provided should encompass the joint venture and each of the entities forming the joint venture.
 - e. A vendor is required to disclose to the County any and all cases(s) that exist between the County and any of the Vendor’s subcontractors/subconsultants proposed to work on this project during the last five (5) years prior to the solicitation response.
 - f. Failure to disclose any material case, including all requested information in connection with each such case, as well as failure to disclose the Vendor’s subcontractors/subconsultants litigation history against the County, may result in the Vendor being deemed non-responsive.

2. **Financial Information**

- a. All Vendors are required to submit the Vendor’s financial statements by the due date and time specified in the solicitation, in order to demonstrate the Vendor’s financial capabilities. If not submitted with solicitation response, it must be submitted within three business days of County’s written request.

- b. Each Vendor shall submit its most recent two years of financial statements for review. The financial statements are not required to be audited financial statements. The annual financial statements shall be in the form of:
 - i. Balance sheets, income statements and annual reports; or
 - ii. Tax returns; or
 - iii. SEC filings.

If tax returns are submitted, ensure it does not include any personal information (as defined under Section 501.171, Florida Statutes), such as social security numbers, bank account or credit card numbers, or any personal pin numbers. If any personal information data is part of financial statements, redact information prior to submitting a response the County.

- c. If a Vendor has been in business for less than the number of years of required financial statements, then the Vendor must disclose all years that the Vendor has been in business, including any partial year-to-date financial statements.
- d. The County may consider the unavailability of the most recent year's financial statements and whether the Vendor acted in good faith in disclosing the financial documents in its evaluation.
- e. Any claim of confidentiality on financial statements should be asserted at the time of submittal. Refer to Standard Instructions to Vendors, Confidential Material/Public Records and Exemptions for instructions on submitting confidential financial statements. The Vendor's failure to provide the information as instructed may lead to the information becoming public.
- f. Although the review of a Vendor's financial information is an issue of responsibility, the failure to either provide the financial documentation or correctly assert a confidentiality

claim pursuant the Florida Public Records Law and the solicitation requirements (Confidential Material/ Public Records and Exemptions section) may result in a recommendation of non-responsiveness by the Director of Purchasing.

3. **Authority to Conduct Business in Florida**

- a. A Vendor must have the authority to transact business in the State of Florida and be in good standing with the Florida Secretary of State. For further information, contact the Florida Department of State, Division of Corporations.
- b. The County will review the Vendor's business status based on the information submitted with the solicitation response.
- c. It is the Vendor's sole responsibility to comply with all state and local business requirements.
- d. Vendor should list its active Florida Department of State Division of Corporations Document Number (or Registration No. for fictitious names) in the **Vendor Questionnaire**, Question No. 10.
- e. If a Vendor is an out-of-state or foreign corporation or partnership, the Vendor must obtain the authority to transact business in the State of Florida or show evidence of application for the authority to transact business in the State of Florida, upon request of the County.
- f. A Vendor that is not in good standing with the Florida Secretary of State at the time of a submission to this solicitation may be deemed non-responsible.
- g. If successful in obtaining a contract award under this solicitation, the Vendor must remain in good standing throughout the contractual period of performance.

4. **Affiliated Entities of the Principal(s)**

- a. All Vendors are required to disclose the names of “affiliated entities” of the Vendor’s principal(s) over the last five (5) years (from the solicitation opening deadline) that have acted as a prime Vendor with the County. The Vendor is required to provide all information required on the **Affiliated Entities of the Principal(s) Certification** form.
- b. The County will review all affiliated entities of the Vendor’s principal(s) for contract performance evaluations and the compliance history with the County’s Small Business Program, including CBE, DBE and SBE goal attainment requirements. “Affiliated entities” of the principal(s) are those entities related to the Vendor by the sharing of stock or other means of control, including but not limited to a subsidiary, parent or sibling entity.
- c. The County will consider the contract performance evaluations and the compliance history of the affiliated entities of the Vendor’s principals in its review and determination of responsibility.

5. **Insurance Requirements**

The **Insurance Requirement Form** reflects the insurance requirements deemed necessary for this project. While it is not necessary to have this level of insurance in effect at the time of solicitation response, all Vendors are required to either submit insurance certificates indicating that the Vendor currently carries the level insurance coverages or submit a letter from the insurance carrier indicating Vendor can obtain the required insurance coverages.

C. **Additional Information and Certifications**

The following forms and supporting information (if applicable) should be completed and submitted with the solicitation response. If not submitted with solicitation response, it must be submitted within three business days of County’s written request. Failure to timely submit may affect Vendor’s evaluation.

1. **Vendor Questionnaire and Standard Certifications**

Vendors are required to submit detailed information on their firm and certify to the below requirements. Refer to the **Vendor Questionnaire and Standard Certification** and submit as instructed.

- a. Drug-Free Workplace Certification
- b. Non-Collusion Certification
- c. Public Entities Crimes Certification
- d. Scrutinized Companies List Certification

2. **Subcontractors/Subconsultants/Suppliers Requirement**

If the Subcontractors/Subconsultants/Suppliers Information Form is included in the solicitation, the Vendor shall submit a listing of all subcontractors, subconsultants, and major material suppliers, if any, and the portion of the contract they will perform. Vendors must follow the instructions included on the **Subcontractors/Subconsultants/Suppliers Information Requirement** form and submit as instructed.

D. **Standard Agreement Language Requirements**

The acceptance of or any exceptions taken to the terms and conditions of the County’s Agreement shall be considered a part of a Vendor’s solicitation response and will be considered by the Evaluation Committee.

1. The applicable Agreement terms and conditions for this solicitation are indicated in the **Special Instructions to Vendors**.
2. Vendors are required to review the applicable terms and conditions and submit the **Agreement Exception Form**. The completed form should be submitted with the solicitation response. If not submitted with solicitation response, it shall be deemed an affirmation by the Vendor that it accepts the contract terms and conditions stated in the solicitation.

- b. If exceptions are taken, the Vendor must specifically identify each term and condition with which it is taking an exception. Any exception not specifically listed is deemed waived. Simply identifying a section or article number is not sufficient to state an exception. Provide either a redlined version of the specific change(s) or specific proposed alternative language. Additionally, a brief justification specifically addressing each provision to which an exception

is taken should be provided.

- c. Submission of any exceptions to the Agreement does not denote acceptance by the County. Furthermore, taking exceptions to the County's terms and conditions may be viewed unfavorably by the Evaluation Committee and ultimately may impact the overall evaluation of a Vendor's submittal.

E. Cone of Silence

1. The Board of County Commissioners updated provisions of the Cone of Silence Ordinance, Section 1-266, of the Broward County Code of Ordinances, effective as of April 1, 2022.
2. The County's Cone of Silence Ordinance prohibits all communications, oral or written, relating to a competitive solicitation among vendors/vendor representatives, County Staff, and Commissioner Offices while the Cone is in effect. Communications with Purchasing Division employees, the solicitation's designated Project Manager(s) or designee(s), the Office of Economic and Small Business Development (OESBD) Small Business Development Specialist Supervisor (954) 357-6400, and others as specifically identified in the Cone of Silence Ordinance are permitted. Additionally, communication is permitted at pre-bid conferences and negotiation meetings, as applicable.
3. The Cone of Silence begins upon the advertisement of an ITB, RFP, RFQ, or RLI. The Cone of Silence terminates when the solicitation is awarded, all responses are rejected, or the Board takes other action which ends the solicitation.
4. Any violations of the Code of Silence Ordinance by any vendor/vendor representative, may be reported to the County's Professional Standards/Human Rights Section. If the County's Professional Standards/Human Rights Section determines that a violation has occurred, a fine shall be imposed as provided in the Broward County Code of Ordinances. At the sole discretion of the Broward County Board of County Commissioners, a violation may void an award of the applicable competitive solicitation.
5. Review the Cone of Silence Ordinance, [Section 1-266](#) of the Broward County Code of Ordinances, for more detailed information.

F. Evaluation Criteria

1. The Evaluation Committee will evaluate Vendors as per the **Evaluation Criteria**. The County reserves the right to obtain additional information from a Vendor.
2. Unless the Evaluation Criteria is identified in the solicitation as an Additional Responsiveness or Responsibility Requirement (i.e., Special Instructions to Vendors, e.g., pricing, certifications, etc.), a Vendor's failure to respond to evaluation criteria will not be considered a matter of responsiveness or responsibility. Vendors that fail to submit any information and/or documentation required by an evaluation criteria will not be evaluated or scored for the corresponding evaluation criteria.
3. The County is not required to request, consider, or analyze Vendor's Evaluation Criteria responses received after the solicitation response due date; however, the County reserves the right to obtain clarifying information from a Vendor in writing for the Evaluation Committee.
4. For Request for Proposals - the following shall apply:
 - a. The Director of Purchasing may recommend to the Evaluation Committee to short list the most qualified firms prior to the Final Evaluation.

- b. The Evaluation Criteria identifies points available; a total of 100 points is available.
 - c. If the Evaluation Criteria includes a request for pricing, the total points awarded for price is determined by applying the following formula:
$$\frac{(\text{Lowest Proposed Price}/\text{Vendor's Price}) \times (\text{Maximum Number of Points for Price})}{1} = \text{Price Score}$$
 - d. After completion of scoring, the County may negotiate pricing as in its best interest.
5. For Requests for Letters of Interest or Request for Qualifications - the following shall apply:
- a. The Evaluation Committee will create a short list of the most qualified firms.
 - b. The Evaluation Committee will either:
 - i. Rank shortlisted firms; or
 - ii. If the solicitation is part of a two-step procurement, shortlisted firms will be requested to submit a response to the Step Two procurement.

G. Demonstrations

Refer to **Special Instructions to Vendors** if Demonstrations are applicable. Vendors determined to be both responsive and responsible to the requirements of the solicitation and/or shortlisted (if applicable), will be required to demonstrate the nature of their offered solution. After receipt of solicitation responses, all Vendors will receive a description of, and arrangements for, the desired demonstration. All Vendors will have equal time for demonstrations, but the question-and-answer time may vary.

In accordance with Section 286.0113, Florida Statutes, and pursuant to the direction of the Broward County Board of Commissioners, demonstrations are closed to only the Vendor's team and County staff.

H. Presentations

Vendors that are determined to be both responsive and responsible to the requirements of the solicitation and/or shortlisted (if applicable) will have an opportunity to make an oral presentation to the Evaluation Committee on the Vendor's approach to this project and the Vendor's ability to perform. The committee may provide a list of subject matter for the discussion. All Vendor's will have equal time to present but the question-and-answer time may vary.

In accordance with Section 286.0113 of the Florida Statutes, and the direction of the Broward County Board of Commissioners, presentations during Evaluation Committee Meetings are closed. Only the Evaluation Committee members, County staff and the vendor and their team scheduled for that presentation will be present in the meeting during the presentation and subsequent question and answer period. Subconsultants partnering with multiple prime vendors may only be present during one presentation/question and answer session.

I. Public Art and Design Program

If indicated in Special Instructions to Vendors, Public Art and Design Program, Section 1-88, Broward County Code of Ordinances, applies to this project. It is the intent of the County to functionally integrate art, when applicable, into capital projects and integrate artists' design concepts into this improvement project. The Vendor may be required to collaborate with the artist(s) on design development within the scope of this request. Artist(s) shall be selected by

Broward County through an independent process. For additional information, contact the Broward County Cultural Division.

J. Evaluation Committee Meetings

Evaluation Committee Meetings are posted on Broward County's [Sunshine Meetings](#) website.

K. Committee Appointment

The committee members appointed for this solicitation are available on the Purchasing Division's website under [Committee Appointment](#).

L. Committee Questions, Request for Clarifications, Additional Information

1. At any committee meeting, the Evaluation Committee members may ask questions, request clarification, or require additional information of any Vendor's submittal or proposal. It is highly recommended Vendors attend to answer any committee questions (if requested), including a Vendor representative that has the authority to bind.
2. Vendor's answers may impact evaluation (and scoring, if applicable). Upon written request to the Purchasing Agent prior to the meeting, a conference call number will be made available for Vendor participation via teleconference. Only Vendors that are found to be both responsive and responsible to the requirements of the solicitation and/or shortlisted (if applicable) are requested to participate in a final (or presentation) Evaluation Committee meeting.

M. Vendor Questions

The County provides a specified time for Vendors to ask questions and seek clarification regarding solicitation requirements. All questions or clarification inquiries must be submitted electronically through Periscope S2G by the Question & Answer due date and time specified in the solicitation document (including any addenda). The County will respond to questions electronically through Periscope S2G.

N. Confidential Material/ Public Records and Exemptions

1. Broward County is a public agency subject to Chapter 119, Florida Statutes. Upon receipt, all submittals become "public records" and shall be subject to public disclosure consistent with Chapter 119, Florida Statutes. Submittals may be posted on the County's public website or included in a public records request response unless there is a declaration of "confidentiality" pursuant to the public records law and in accordance with the procedures in this section.
2. Any confidential material(s) the Vendor asserts is exempt from public disclosure under Florida Statutes must be labeled as "Confidential" and marked with the specific statute and subsection asserting exemption from Public Records. Electronic media, including flash drives, must also comply with this requirement and separate any files claimed to be confidential.
3. To submit confidential material, at least one copy (in print or electronic format) must be submitted in a sealed envelope, labeled "Confidential Matter" with the solicitation number, title, date and the time of solicitation opening to:

Broward County Purchasing Division 115
South Andrews Avenue, Room 212 Fort
Lauderdale, FL 33301

4. Any materials that the Vendor claims to be confidential and exempt from public records must be marked and separated from the submittal. If the Vendor does not comply with these instructions, the Vendor's claim for confidentiality will be deemed as waived.
5. Submitting confidential material may impact full discussion of your submittal by the Evaluation Committee because the Committee will be unable to discuss the details contained in the documents cloaked as confidential at the publicly noticed Committee meeting.

O. Copyrighted Materials

Copyrighted material is not exempt from the Public Records Law, Chapter 119, Florida Statutes. Submission of copyrighted material in response to any solicitation will constitute a license and permission for the County to use, reproduce, and publish (including both hard copy and electronic copies) as reasonably necessary for the evaluation of the solicitation response by County staff and agents, as well as to make the materials available for inspection or production pursuant to Public Records Law, Chapter 119, Florida Statutes.

P. State and Local Preferences

If the solicitation involves a federally funded project where the fund requirements prohibit the use of state and/or local preferences, such preferences contained in the Local Preference Ordinance and Broward County Procurement Code will not be applied in the procurement process.

Q. Local Preference

The following local preference provisions shall apply except where otherwise prohibited by federal or state law or other funding source restrictions.

For all competitive solicitations in which objective factors used to evaluate the responses from vendors are assigned point totals:

- a. Five percent (5%) of the available points (for example, five points of a total 100 points) shall be awarded to each locally based business and to each joint venture composed solely of locally based businesses, as applicable;
- b. Three percent (3%) of the available points shall be awarded to each locally based subsidiary and to each joint venture that is composed solely of locally based subsidiaries, as applicable;and
- c. For any other joint venture, points shall be awarded based upon the respective proportion of locally based businesses and locally based subsidiaries' equity interests in the joint venture.

If, upon the completion of final rankings (technical and price combined, if applicable) by the Evaluation Committee, a nonlocal vendor is the highest ranked vendor and one or more Local Businesses (as defined by Section 1-74 of the Broward County Code of Ordinances) are within five percent (5%) of the total points obtained by the nonlocal vendor, the highest ranked Local Business shall be deemed to be the highest ranked vendor overall, and the County shall

proceed to negotiations with that vendor. If impasse is reached, the County shall next proceed to negotiations with the next highest ranked Local Business that was within five percent (5%) of the total points obtained by the nonlocal vendor, if any.

Refer to Section 1-75 of the Broward County Local Preference Ordinance and the **Location Certification Form** for further information.

R. Tiebreaker Criteria

In accordance with Section 21.42(d) of the Broward County Procurement Code, the tiebreaker criteria shall be applied based upon the information provided in the Vendor's response to the solicitation.

In order to receive credit for any tiebreaker criterion, complete and accurate information must be contained in the Vendor's submittal.

1. Location Certification Form;
2. Domestic Partnership Act Certification;
3. Tiebreaker Criteria Form: Volume of Payments Over Five Years

S. Posting of Solicitation Results and Recommendations

The Broward County Purchasing Division's website is the location for the County's posting of all solicitations and recommendation for award and recommendation of rankings. It is the obligation of each Vendor to monitor the website in order to obtain complete and timely information.

T. Review and Evaluation of Responses

An Evaluation Committee is responsible for recommending the most qualified Vendor(s).The process for this procurement may proceed in the following manner:

1. The Purchasing Division delivers the solicitation submittals to agency staff for summarization forthe committee members. Agency staff prepares a report, including a matrix of responses submitted by the Vendors. This may include a technical review, if applicable. If a demonstration is required, County will appoint a Technical Review Team ("TRT") to view all Vendor demonstrations. The TRT will be comprised of County staff with specific subject matter expertise. The TRT will review all Vendor demonstrations for compliance with the Demonstration Script. The Project Manager will compile the results of each Vendor's demonstration into a final

TRT Report. The TRT Report will be distributed to the Evaluation Committee members prior to the Final Evaluation Meeting.

2. A solicitation may only be awarded to a vendor whose submission is responsive to the requirements of the solicitation. The Director of Purchasing shall determine whether submissions are responsive. For solicitations in which an Evaluation Committee has been appointed, the Director of Purchasing's determination regarding responsiveness is not binding on the Evaluation Committee, which may accept or reject such determination but must state with specificity the basis for any rejection thereof.
3. The Evaluation Committee, with assistance of the Purchasing Division and based on information provided by the applicable County Agencies and the Office of the County

Attorney, shall determine whether vendors who have submitted responsive submissions are responsible. Notwithstanding the foregoing, the awarding authority for a solicitation shall have the ultimate authority to determine whether vendors who have submitted responsive submissions are responsible. When making determinations of responsibility, the Director of Purchasing or the Evaluation Committee (as applicable) may request additional information from any vendor on matters that may affect a vendor's responsibility. The failure of a vendor to provide information requested by the County may result in a determination of non-responsibility. In addition, a vendor may submit information regarding its responsibility; provided, however, that such information shall not be considered if it contradicts or materially alters the information provided by the vendor in its original response to the solicitation.

U. Vendor Protest

Part X of the Broward County Procurement Code sets forth procedural requirements that apply if a Vendor intends to protest a solicitation or proposed award of a contract and states in part the following:

1. Any written protest concerning the specifications or requirements of a solicitation (or of any addenda thereto) must be received by the Director of Purchasing within five (5) business days after the applicable solicitation (or addenda) is posted on the Purchasing Division's website.
2. Any written protest concerning a proposed award or ranking must be received by the Director of Purchasing within five (5) business days after the proposed award or ranking is posted on the Purchasing Division's website.
3. Calculation of Days. Unless otherwise expressly stated, all references to "days" mean calendar days between the hours of 8:30 a.m. and 5:00 p.m., excluding days that are County holidays. All references to "business days" mean Monday through Friday between the hours of 8:30 a.m. and 5:00 p.m., excluding days that are County holidays. In calculating time periods, the day of the event that triggers the time period shall be excluded from the calculation (for example, objections to a ranking must be filed within three (3) business days after the ranking is posted, so an objection to a ranking posted on a Monday must be filed no later than 5:00 p.m. on Thursday). Failure to file a written protest so that it is received by the Director of Purchasing within the timeframes set forth in Part X of the Broward County Procurement Code shall constitute a waiver of the right to protest. A protest submitted to anyone other than the Director of Purchasing shall not be a valid protest.
4. Except as to any protest of the specifications or requirements of a solicitation, as a condition of initiating any protest, the protestor must, concurrently with filing the protest, pay a filing fee for the purpose of defraying the costs in administering the protest in accordance with the scheduled provided below. The filing fee shall be refunded if the protestor prevails in the protest. Failure to timely pay the required filing fee shall render the protest invalid.

<u>Estimated Contract Amount</u>	<u>Filing Fee</u>
Mandatory Bid Amount up to \$250,000	\$500
\$250,000 - \$500,00	\$1,000
\$500,001 - \$5 million	\$3,000

Over \$5 million

\$5,000

The estimated contract amount shall be the total bid amount offered by the protesting vendor in its response to the solicitation, inclusive of any contract renewals or extensions. If no bid amount was submitted by the protestor, the estimated contract amount shall be the County's estimated contract price for the procurement. The County will accept a filing fee in the of a money order, certified check, or cashier's check, payable to "Broward County," or other manner of payment approved by the Director of Purchasing.

V. Right To Appeal

The protestor may appeal the Director of Purchasing's denial of the protest with respect to the proposed award of a solicitation in accordance with Part XII of the Broward County Procurement Code. Decisions by the Director of Purchasing with respect to the specifications or requirements of a solicitation may only be appealed to the County Administrator or their designee, who shall determine the method, timing, and process of the appeal and whose decision shall be final.

1. The appeal must be received by the Director of Purchasing within ten (10) days after the date of the determination being appealed.
2. The appeal must be accompanied by an appeal bond by a Vendor having standing to protest and must comply with all other requirements of Part XII of the Broward County Procurement Code.
3. Except as otherwise provided by law, the filing of an appeal is an administrative remedy that must be exhausted prior to the filing of any civil action against the County concerning any subject matter that, had an appeal been filed, could have been addressed as part of the appeal.

W. Rejection of Responses

The Director of Purchasing may reject all responses to a solicitation, even when only one response is received, if the Director of Purchasing determines that doing so would be in the best interest of the County; provided, however, that only the Board may reject all responses to a solicitation where the issuance of the solicitation was approved by the Board.

X. Negotiations

Once a ranking is deemed final, the County shall commence contract negotiations with the top-ranked vendor (or, if provided in the solicitation, with multiple top-ranked vendors simultaneously). If the negotiation does not result in mutually satisfactory contract terms within a reasonable time, as determined by the Director of Purchasing, then the Director of Purchasing may terminate negotiations with the applicable vendor and commence (or continue, if the solicitation provided for negotiation with multiple top-ranked vendors) negotiations with the next-ranked vendor(s) or issue a new solicitation, as the Director of Purchasing determines to be in the best interest of the County.

Y. Submittal Instructions:

1. Broward County does not require any personal information (as defined under Section 501.171, Florida Statutes), such as social security numbers, driver license numbers, passport, military ID, bank account or credit card numbers, or any personal pin numbers, in order to submit a response for ANY Broward County solicitation. DO NOT INCLUDE any personal information data in any document submitted to the County. If any

personal information data is part of a submittal, this information must be redacted prior to submitting a response to the County.

2. Vendor MUST submit its solicitation response electronically through Periscope S2G and MUST confirm its solicitation response in order for the County to receive a valid response through Periscope S2G. It is the Vendor's sole responsibility to assure its response is submitted and received through Periscope S2G by the date and time specified in the solicitation.

3. The County will not consider solicitation responses received by other means. Vendors are encouraged to submit their responses in advance of the due date and the time specified in the solicitation. In the event that the Vendor is having difficulty submitting the solicitation response electronically through Periscope S2G, immediately notify the Purchasing Agent and then contact Periscope S2G for technical assistance.
4. Vendor must view, submit, and/or accept each of the documents in Periscope S2G. Web-fillable forms can be filled out and submitted through Periscope S2G.
5. After all documents are viewed, submitted, and/or accepted in Periscope S2G, the Vendor must upload additional information requested by the solicitation (i.e. Evaluation Criteria and Financial Statements) in the Item Response Form in Periscope S2G, under line one (regardless if pricing requested). Evaluation Criteria responses should be non-locked file format.
6. If the Vendor is declaring any material confidential and exempt from Public Records, refer to Confidential Material/ Public Records and Exemptions for instructions on submitting confidential material.
7. After all files are uploaded, Vendor must submit and CONFIRM its offer (by entering password) for offer to be received electronically through Periscope S2G.
8. If a solicitation requires an original Proposal Bond (per Special Instructions to Vendors), Vendor must submit in a sealed envelope, labeled with the solicitation number, title, date and the time of solicitation opening to:

Broward County Purchasing Division 115
South Andrews Avenue, Room 212 Fort
Lauderdale, FL 33301

9. A copy of the Proposal Bond should also be uploaded into Periscope S2G; this does not replace the requirement to have an original proposal bond. Vendors must submit the original Proposal Bond, by the due date and time specified in the solicitation.

Revised June 15, 2023

Supplier: Truist Securities

**Procurement Preferences for
Broward County Small Business Enterprises and County Business Enterprises**

This should be returned with the Vendor's submittal and will be used for informational purposes.

In accordance with Broward County Ordinance, Section 1.81, non-reserved solicitations (for certified Small Business Enterprises (SBEs) or County Business Enterprises (CBEs) and solicitations without any assigned CBE goals, a responding Broward County certified SBE or CBE may be eligible for a procurement preference, in accordance with below:

For Invitations to Bid and Quotation Requests:

If a responsive, responsible bid is received from a certified CBE or SBE that is within ten percent (10%) of the lowest responsive, responsible bid received from a non-certified (SBE or CBE) firm, the SBE or CBE (as applicable) shall be offered the opportunity to match the lowest responsive, responsible bid. If the SBE or CBE firm (as applicable) is responsive and responsible, and matches the lowest responsive, responsible bid, the CBE or SBE firm shall be recommended for award.

For Request for Proposals:

If upon the completion of final rankings by the Evaluation Committee, a non-certified proposer is the highest-ranked proposer, and a responsive, responsible SBE or CBE proposer receives a score that is within five percent (5%) of the score obtained by the non-certified proposer, the highest-ranked responsive, responsible SBE or CBE proposer shall be considered the highest-ranked proposer and shall have the opportunity to proceed to negotiations with the County for award of the contract.

Vendor should indicate below if the firm is a currently certified Broward County SBE and/or CBE firm. If the firm does not indicate it is an SBE or CBE, preference may not be applied based on information received but certification will be verified in the Broward County OESBD [Certified Firm Directory](#). Vendor must be certified at time of solicitation opening (due date).

This does not substitute for certification or application for certification.

- ☐ Firm is a Broward County certified SBE.
- ☐ Firm is a Broward County certified CBE
- ☒ Firm is not a Broward County certified SBE or CBE

Vendor Name **Truist Securities, Inc.**

For questions regarding the Broward County SBE and CBE certifications, please contact Office of Economic and Small Business Development at 954-357-6400.

Revised May 1, 2021

Supplier: Truist Securities**VENDOR QUESTIONNAIRE AND STANDARD CERTIFICATIONS**
Request for Proposals, Request for Qualifications, or Request for Letters of Interest

The completed form, including acknowledgment of the standard certifications and should be submitted with the solicitation response. If not submitted with solicitation response, it must be submitted within three business days of County's written request. Failure to timely submit may affect Vendor's evaluation.

If a response requires additional information, the Vendor should upload a written detailed response with submittal; each response should be numbered to match the question number. The completed questionnaire and attached responses will become part of the procurement record. It is imperative that the person completing the Vendor Questionnaire be knowledgeable about the proposing Vendor's business and operations.

1. Legal business name: **Truist Securities, Inc.**
2. Doing Business As/ Fictitious Name (if applicable):
3. Federal Employer I.D. no. (FEIN): **62-0871146**
4. Dun and Bradstreet No.: **063732663**
5. Website address (if applicable): **https://www.truistsecurities.com**
6. Principal place of business address: **3333 Peachtree Road, NE
Atlanta Financial Center South Tower
11th Floor
Atlanta, GA 30326**
7. Office location responsible for this project: **3333 Peachtree Road, NE
Atlanta Financial Center South Tower 11th Floor
Atlanta, GA 30326**
8. Telephone no.: **704-571-3712** Fax no.:
9. Type of business (check appropriate box):

Corporation (specify the state of incorporation:	<input checked="" type="checkbox"/> Tennessee
Sole Proprietor	<input type="checkbox"/>
Limited Liability Company (LLC)	<input type="checkbox"/>
Limited Partnership	<input type="checkbox"/>
General Partnership (State and County Filed In)	<input type="checkbox"/>
Other – Specify	<input type="checkbox"/>
10. List [Florida Department of State, Division of Corporations](#) document number (or registration number if fictitious name):
F97000006667

11. List name and title of each principal, owner, officer, and major shareholder:

- a) **Bloom, David T., Secretary**
- b) **Hackett, Thomas P., Chairman and CEO**
- c) **Morris, Donald R., Jr., CFO**
- d) **Pappas, Albert G., CCO**

12. AUTHORIZED CONTACT(S) FOR YOUR FIRM:

Name: **KayDee Hoard**

Title: **Vice President**

E-mail: **kaydee.hoard@truist.com**

Telephone No.: **404-836-6041**

Name: **Scott Frail**

Title: **Head of Public Finance**

E-mail: **scott.frail@truist.com**

Telephone No.: **704-571-3712**

- 13. Has your firm, its principals, officers or predecessor organization(s) been debarred or suspended by any government entity within the last three years? If yes, specify details in an attached written response. ☐ Yes ☒ No
- 14. Has your firm, its principals, officers or predecessor organization(s) ever been debarred or suspended by any government entity? If yes, specify details in an attached written response, including the reinstatement date, if granted. ☐ Yes ☒ No
- 15. Has your firm ever failed to complete any services and/or delivery of products during the last three (3) years? If yes, specify details in an attached written response. ☐ Yes ☒ No
- 16. Is your firm or any of its principals or officers currently principals or officers of another organization? If yes, specify details in an attached written response. ☐ Yes ☒ No
- 17. Have any voluntary or involuntary bankruptcy petitions been filed by or against your firm, its parent or subsidiaries or predecessor organizations during the last three years? If yes, specify details in an attached written response. ☐ Yes ☒ No
- 18. Has your firm's surety ever intervened to assist in the completion of a contract of have Performance and/or Payment Bond claims been made to your firm or its predecessor's sureties during the last three years? If yes, specify details in an attached written response, including contact information for owner and surety. ☐ Yes ☒ No
- 19. Has your firm ever failed to complete any work awarded to you, services and/or delivery of products during the last three (3) years? If yes, specify details in an attached written response. ☐ Yes ☒ No
- 20. Has your ever been terminated from a contract within the last three years? If yes, specify details in an attached written response. ☐ Yes ☒ No
- 21. Living Wage solicitations only: In determining what, if any, fiscal impact(s) are a result of the Ordinance for this solicitation, provide the following for informational purposes only. Response is not considered in determining the award of this contract.
Living Wage had an effect on the pricing. ☐ Yes ☐ No ☒ N/A
If yes, Living Wage increased the pricing by: %.

22. Participation in Solicitation Development:

- ☒ I have not participated in the preparation or drafting of any language, scope, or specification that would provide my firm or any affiliate an unfair advantage of securing this solicitation that has been let on behalf of Broward County Board of County Commissioners.
- ☐ I have provided information regarding the specifications and/or products listed in this solicitation that has been let on behalf of Broward County Board of County Commissioners.
If this box is checked, provide the following: Name of Person the information was provided:

Title:

Date information provided:

For what purpose was the information provided?

Drug-Free Workplace Requirements Certification:

Section 21.23(f) of the Broward County Procurement Code requires awards of all competitive solicitations requiring Board award be made only to firms certifying the establishment of a drug free workplace program.

☒ The Vendor hereby certifies that it has established a drug free workplace program in accordance with the requirements of Section 1-71, et. Seq., of the Broward County Code of Ordinances (Procurement From Businesses With Drug-Free Workplace Program).

Non-Collusion Certification:

Vendor shall disclose, to their best knowledge, any Broward County officer or employee, or any relative of any such officer or employee as defined in Section 112.3135 (1) (c), Florida Statutes, who is an officer or director of, or has a material interest in, the Vendor's business, who is in a position to influence this procurement. Any Broward County officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement. Failure of a Vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the Broward County Procurement Code.

The Vendor hereby certifies that: (select one)

☒ The Vendor certifies that this offer is made independently and free from collusion; or

☐ The Vendor is disclosing names of officers or employees who have a material interest in this procurement and is in a position to influence this procurement. Vendor must include a list of name(s), and relationship(s) with its submittal.

Public Entities Crimes Certification:

In accordance with Public Entity Crimes, Section 287.133, Florida Statutes, a person or affiliate placed on the convicted vendor list following a conviction for a public entity crime may not submit on a contract: to provide any goods or services; for construction or repair of a public building or public work; for leases of real property to a public entity; and may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity; and may not transact business with any public entity in excess of the threshold amount provided in s. 287.017 for Category Two for a period of 36 months following the date of being placed on the convicted vendor list.

The Vendor hereby certifies that: (check box)

☒ The Vendor certifies that no person or affiliates of the Vendor are currently on the convicted vendor list and/or has not been found to commit a public entity crime, as described in the statutes.

Scrutinized Companies List Certification:

Any company, principals, or owners on the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or the Scrutinized Companies that Boycott Israel List is prohibited from submitting a response to a solicitation for goods or services in an amount equal to or greater than \$1 million.

The Vendor hereby certifies that: (check each box)

☒ The Vendor, owners, or principals are aware of the requirements of Sections 287.135, 215.473, and 215.4275, Florida Statutes, regarding Companies on the Scrutinized Companies with Activities in Sudan List the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or the Scrutinized Companies that Boycott Israel List; and

☒ The Vendor, owners, or principals, are eligible to participate in this solicitation and are not listed on either the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or the Scrutinized Companies that Boycott Israel List; and

☒ If awarded the Contract, the Vendor, owners, or principals will immediately notify the County in writing if any of its principals are placed on the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or the Scrutinized Companies that Boycott Israel List.

I hereby certify the information provided in the Vendor Questionnaire and Standard Certifications:

KayDee Hoard
*AUTHORIZED SIGNATURE/NAME

Vice President
TITLE

8/15/2023
DATE

Vendor Name: **Truist Securities, Inc.**

* I certify that I am authorized to sign this solicitation response on behalf of the Vendor as indicated in Certificate as to Corporate Principal, designation letter by Director/Corporate Officer, or other business authorization to bind on behalf of the Vendor. As the Vendor's authorized representative, I attest that any and all statements, oral, written or otherwise, made in support of the Vendor's response, are accurate, true and correct. I also acknowledge that inaccurate, untruthful, or incorrect statements made in support of the Vendor's response may be used by the County as a basis for rejection, rescission of the award, or termination of the contract and may also serve as the basis for debarment of Vendor pursuant to PART XI of the Broward County Procurement Code. I certify that the Vendor's response is made without prior understanding, agreement, or connection with any corporation, firm or person submitting a response for the same items/services, and is in all respects fair and without collusion or fraud. I also certify that the Vendor agrees to abide by all terms and conditions of this solicitation, acknowledge and accept all of the solicitation pages as well as any special instructions sheet(s).

Supplier: **Truist Securities**

LOBBYIST REGISTRATION REQUIREMENT CERTIFICATION

The completed should be submitted with the solicitation response but must be submitted within three business days of County's request. Vendor may be deemed non-responsive for failure to fully comply within stated timeframes.

The Vendor certifies that it understands if it has retained a lobbyist(s) to lobby in connection with a competitive solicitation, it shall be deemed non-responsive unless the firm, in responding to the competitive solicitation, certifies that each lobbyist retained has timely filed the registration or amended registration required under Broward County Lobbyist Registration Act, Section 1-262, Broward County Code of Ordinances; and it understands that if, after awarding a contract in connection with the solicitation, the County learns that the certification was erroneous, and upon investigation determines that the error was willful or intentional on the part of the Vendor, the County may, on that basis, exercise any contractual right to terminate the contract for convenience.

The Vendor hereby certifies that: (select one)

- ☒ It has not retained a lobbyist(s) to lobby in connection with this competitive solicitation; however, if retained after the solicitation, the County will be notified.
- ☐ It has retained a lobbyist(s) to lobby in connection with this competitive solicitation and certified that each lobbyist retained has timely filed the registration or amended registration required under Broward County Lobbyist Registration Act, Section 1-262, Broward County Code of Ordinances.

It is a requirement of this solicitation that the names of any and all lobbyists retained to lobby in connection with this solicitation be listed below:

Name of Lobbyist:

Lobbyist's Firm:

Phone:

E-mail:

Name of Lobbyist:

Lobbyist's Firm:

Phone:

E-mail:

KayDee Hoard
Authorized Signature/Name

Truist Securities, Inc.
Vendor Name

Vice President
TITLE

08/15/2023
DATE

Revised May 1, 2021

Supplier: **Truist Securities**

DOMESTIC PARTNERSHIP ACT CERTIFICATION

The Domestic Partnership Act, Sections 16 ½ - 150 through 16 ½ -165, Broward County Code of Ordinances (the "Act") requires any Vendors contracting with the County, in an amount over \$100,000 provide benefits to registered domestic partners of its employees, on the same basis as it provides benefits to employees' spouses, with certain exceptions as provided by the Act.

Refer to applicable section below based on solicitation type. Failure to submit this form by stated timeframes will deem the Vendor nonresponsive to the solicitation or ineligible for the Domestic Partnership tiebreaker, as applicable.

For Invitation for Bids:

The completed and signed form should be returned with the Vendor's submittal. If not provided with the submittal, the Vendor must submit this form within three business days after County's request. A Vendor shall be deemed non-responsive for failure to fully comply within stated timeframes.

For Request for Proposals (RFPs), Request for Letters of Interest (RLIs), or Request for Qualifications (RFQs):

For the solicitation types referenced in this section, this form can be used for multiple purposes. For solicitations that contain Competitive Consultants' Negotiation Act (CCNA) requirements, this form will be used for tiebreaker criterion only.

1. Domestic Partnership Responsiveness Requirement

If Domestic Partnership is a requirement of the solicitation (refer to Special Instructions to Vendors), this completed and signed form should be returned with the Vendor's submittal. If not provided with the submittal, the Vendor must submit this form within three business days after County's request. A Vendor shall be deemed non-responsive for failure to fully comply within stated timeframes.

2. Domestic Partnership Tiebreaker

To be eligible for the Domestic Partnership tiebreaker, **the Vendor must currently offer the Domestic Partnership benefit and the completed and signed form must be returned at the time of solicitation submittal.** Vendors who fail to comply with this submittal deadline will not be eligible for the Domestic Partnership tiebreaker.

For all submittals over \$100,000.00, the Vendor, by virtue of the signature below, certifies that it is aware of the requirements of Broward County's Domestic Partnership Act, Sections 16-½ -150 through 16 ½ - 165, Broward County Code of Ordinances; and certifies the following: (check only one below).

- ☒ 1. The Vendor currently complies with the requirements of the County's Domestic Partnership Act and provides benefits to Domestic Partners (as defined in the Act) of its employees on the same basis as it provides benefits to employees' spouses.
- ☐ 2. The Vendor will comply with the requirements of the County's Domestic Partnership Act at time of contract award and for the duration of the contract by providing benefits to Domestic Partners (as defined in the Act) of its employees on the same basis as it provides benefits to employees' spouses.
- ☐ 3. The Vendor will not comply with the requirements of the County's Domestic Partnership Act at time of award.

- ☐ 4. The Vendor does not need to comply with the requirements of the County's Domestic Partnership Act at time of award because the following exception(s) applies: **(check only one below)**.
- ☐ The Vendor employs less than five (5) employees.
 - ☐ The Vendor does not provide benefits to employees' spouses.
 - ☐ The Vendor is a governmental entity.
 - ☐ The Vendor is a religious organization, association, society, or any non-profit charitable or educational institution or organization operated, supervised, or controlled by or in conjunction with a religious organization, association, or society.
 - ☐ The Vendor provides an employee the cash equivalent of benefits. (Attach an affidavit in compliance with the Act stating the efforts taken to provide such benefits and the amount of the cash equivalent).
 - ☐ The Vendor cannot comply with the provisions of the Domestic Partnership Act because it would violate the laws, rules or regulations of federal or state law or would violate or be inconsistent with the terms or conditions of a grant or contract with the United States or State of Florida. (Indicate the law, statute or regulation and attach explanation of its applicability).

KayDee Hoard

Vice President

Truist
Securities,
Inc.

08/15/2023

Authorized Signature/Name

Title

Vendor

Date

Revised January 24, 2023

Supplier: **Truist Securities****LITIGATION HISTORY FORM**

The completed form(s) should be returned with the Vendor's submittal. If not provided with submittal, the Vendor must submit within three business days of County's request. Vendor may be deemed non-responsive for failure to fully comply within stated timeframes.

- ☐ There are no material cases for this Vendor; or
☒ Material Case(s) are disclosed below:

Is this for a: (check type) <input type="checkbox"/> Parent, <input checked="" type="checkbox"/> Subsidiary, or <input type="checkbox"/> Predecessor Firm?	If Yes, name of Parent/Subsidiary/Predecessor: SunTrust Robinson Humphrey Or No <input type="checkbox"/>
Party	
Case Number, Name, and Date Filed	Case Number: 2015045039501, 6/1/2022 and Case Number: 2018056299001, 6/21/2021
Name of Court or other tribunal	FINRA
Type of Case	Bankruptcy <input type="checkbox"/> Civil <input type="checkbox"/> Criminal <input type="checkbox"/> Administrative/Regulatory <input checked="" type="checkbox"/>
Claim or Cause of Action and Brief description of each Count	Violation of and FINRA and NASD Rules and Failure to Establish and Maintain a Supervisory System
Brief description of the Subject Matter and Project Involved	Engaged in trading designed to increase volume in securities and internal communications were not appropriately reviewed
Disposition of Case (Attach copy of any applicable Judgment, Settlement Agreement and Satisfaction of Judgment.)	Pending <input type="checkbox"/> Settled <input checked="" type="checkbox"/> Dismissed <input type="checkbox"/> Judgment Vendor's Favor <input type="checkbox"/> Judgment Against Vendor <input checked="" type="checkbox"/> If Judgment Against, is Judgment Satisfied? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Opposing Counsel	Name: Email: Telephone Number:

Vendor Name: Truist Securities, Inc.

Revised May 1, 2021

Supplier: Truist Securities

CRIMINAL HISTORY SCREENING PRACTICES CERTIFICATION FORM

The completed and signed form should be returned with Vendor's submittal. If Vendor does not provide it with the submittal, Vendor must submit the completed and signed form within three business days after County's request. Vendor shall be deemed nonresponsive for failure to fully comply within stated timeframes.

Section 26-125(d) of the Broward County Code of Ordinances ("Criminal History Screening Practices") requires that a Vendor seeking a contract in the amount of \$100,000 or more with Broward County shall certify that it has implemented, or will implement upon award of the contract, policies, practices, and procedures regarding inquiry into the criminal history of an applicant for employment, including a criminal history background check of any such person, that preclude inquiry into an applicant's criminal history until the applicant is selected as a finalist and interviewed for the position. The requirement in the preceding sentence shall apply only to positions located within the United States that will foreseeably perform work under a contract with Broward County. The failure of Vendor to comply with Section 26-125(d) at any time during the contract term shall constitute a material breach of the contract, entitling Broward County to pursue any remedy permitted under the contract and any other remedy provided under applicable law. If Vendor fails to comply with Section 26-125(d) at any time during the contract term, Broward County may, in addition to all other available remedies, terminate the contract and Vendor may be subject to debarment or suspension proceedings consistent with the procedures in Chapter 21 of the Broward County Administrative Code.

By signing below, Vendor certifies that it is aware of the requirements of Section 26-125(d), Broward County Code of Ordinances, and certifies the following: (check only one below).

☒ Vendor certifies that, for positions located within the United States that will foreseeably perform work under a contract with Broward County, it has implemented, or will implement upon award of the contract, policies, practices, and procedures regarding inquiry into the criminal history of an applicant for employment, including a criminal history background check of any such person, that preclude inquiry into an applicant's criminal history until the applicant is selected as a finalist and interviewed for the position.

☐ Vendor is exempt from the requirements of Section 26-125(d) of the Broward County Code of Ordinances because Vendor is required by applicable federal, state, or local law to conduct a criminal history background check in connection with potential employment at a time or in a manner that would otherwise be prohibited by this section, or because Vendor is a governmental agency.

AUTHORIZED SIGNATURE/ NAME: **KayDee Hoard**

VENDOR NAME: **Truist Securities, Inc.**

TITLE: **Vice President**

DATE: **08/15/2023**

Revised June 17, 2022

Supplier: Truist Securities**AGREEMENT EXCEPTION FORM**

The completed form(s) should be submitted with the solicitation response. If not submitted with solicitation response, it shall be deemed an affirmation by the Vendor that it accepts contract terms and conditions stated in the solicitation.

The Vendor must provide on the form below, any and all exceptions it takes to the contract terms and conditions stated in the solicitation, including all proposed modifications to the contract terms and conditions or proposed additional terms and conditions. Additionally, a brief justification specifically addressing each provision to which an exception is taken should be provided.

There are no exceptions to the contract terms and conditions state in this solicitation; or



The following exceptions are taken to the contract terms and conditions state in this solicitation:
(use additional forms as needed; separate each Article/ Section number)



Term or Condition Article / Section	Insert proposed modifications to the contract terms and conditions or proposed additional terms and condition	Provide brief justification for proposed modifications

Vendor Name: Truist Securities, Inc.

Revised May 1, 2021

Supplier: **Truist Securities**

AFFILIATED ENTITIES OF THE PRINCIPAL(S) CERTIFICATION

The completed form should be submitted with the solicitation response. If not submitted with solicitation response, it must be submitted within three business days of County's request. Failure to timely submit may result in Vendor being deemed non-responsive.

- a. All Vendors are required to disclose the names and addresses of "affiliated entities" of the Vendor's principal(s) over the last five (5) years (from the solicitation opening deadline) that have acted as a prime Vendor with the County.
- b. The County will review all affiliated entities of the Vendor's principal(s) for contract performance evaluations and the compliance history with the County's Small Business Development Program, including County Business Enterprise (CBE), Disadvantaged Business Enterprise (DBE) and Small Business Enterprise (SBE) goal attainment requirements. "Affiliated entities" of the principal(s) are those entities related to the Vendor by the sharing of stock or other means of control, including but not limited to a subsidiary, parent or sibling entity.
- c. The County will consider the contract performance evaluations and the compliance history of the affiliated entities of the Vendor's principals in its review and determination of responsibility.

The Vendor hereby certifies that: (select one)

- ☒ No principal of the proposing Vendor has prior affiliations that meet the criteria defined as "Affiliated entities"
- ☐ Principal(s) listed below have prior affiliations that meet the criteria defined as "Affiliated entities"

Principal's Name:

Names of Affiliated Entities:

Principal's Name:

Names of Affiliated Entities:

Principal's Name:

Names of Affiliated Entities:

Authorized Signature Name: **KayDee Hoard**

Title: **Vice President**

Vendor Name: **Truist Securities, Inc.**

Date: **08/15/2023**

Revised 11/24/2021

Supplier: **Truist Securities**

LOCATION CERTIFICATION

Refer to applicable sections for submittal instructions. Failure to submit required forms or information by stated timeframes will deem vendor ineligible for local preference or location tiebreaker.

Broward County [Code of Ordinances, Section 1-74](#), et seq., provides certain preferences to Local Businesses, Locally Based Businesses, and Locally Based Subsidiaries, and the [Broward County Procurement Code](#) provides location as the first tiebreaker criteria. Refer to the ordinance for additional information regarding eligibility for local preference.

For Invitation for Bids:

To be eligible for the Local Preference best and final offer ("BAFO") and location tiebreaker, the Vendor **must** submit this fully completed form and a copy of its Broward County local business tax receipt **at the same time it submits its bid. Vendors who fail to comply with this submittal deadline will not be eligible for either the BAFO or the location tiebreaker.**

For Request for Proposals (RFPs), Request for Letters of Interest (RLIs), or Request for Qualifications (RFQs):

For Local Preference eligibility, the Vendor **should** submit this fully **completed form** and **all Required Supporting Documentation** (as indicated below) at the time Vendor submits its response to the procurement solicitation. If not provided with submittal, the Vendor **must** submit within three business days after County's written request. Failure to submit required forms or information by stated timeframes will deem the Vendor ineligible for local preference.

To be eligible for the location tiebreaker, **the Vendor must submit this fully completed form and a copy of its Broward County local business tax receipt at the same time it submits its response.** Vendors who fail to comply with this submittal deadline will not be eligible for the location tiebreaker.

The undersigned Vendor hereby certifies that (check the box for only one option below):

☒ **Option 1:** The Vendor is a **Local Business**, but does not qualify as a **Locally Based Business** or a **Locally Based Subsidiary**, as each term is defined by [Section 1-74, Broward County Code of Ordinances](#). The Vendor further certifies that:

- A. It has continuously maintained, for at least the one (1) year period immediately preceding the bid posting date (i.e., the date on which the solicitation was advertised),
- i. a physical business address located within the limits of Broward County, listed on the Vendor's valid business tax receipt issued by Broward County (unless exempt from business tax receipt requirements),
 - ii. in an area zoned for the conduct of such business,
 - iii. that the Vendor owns or has the legal right to use, and
 - iv. from which the Vendor operates and performs on a day-to-day basis business that is a substantial component of the goods or services being offered to Broward County in connection with the applicable competitive solicitation (as so defined, the "Local Business Location").

If Option 1 selected, indicate **Local Business Location**:

**Truist Bank Floor 2
3649 W Oakland Park Blvd
Lauderdale Lakes, FL 33311-1114**

- ☐ **Option 2:** The Vendor is both a **Local Business** and a **Locally Based Business** as each term is defined by Section 1-74, Broward County Code of Ordinances. The Vendor further certifies that:
- A. The Vendor has continuously maintained, for at least the one (1) year period immediately preceding the bid posting date (i.e., the date on which the solicitation was advertised),
 - i. a physical business address located within the limits of Broward County, listed on the Vendor's valid business tax receipt issued by Broward County (unless exempt from business tax receipt requirements),
 - ii. in an area zoned for the conduct of such business,
 - iii. that the Vendor owns or has the legal right to use, and
 - iv. from which the Vendor operates and performs on a day-to-day basis business that is a substantial component of the goods or services being offered to Broward County in connection with the applicable competitive solicitation as so defined, the "Local Business Location";
 - B. The Local Business Location is the primary business address of the majority of the Vendor's employees as of the bid posting date, and/or the majority of the work under the solicitation, if awarded to the Vendor, will be performed by employees of the Vendor whose primary business address is the Local Business Location;
 - C. The Vendor's management directs, controls, and coordinates all or substantially all of the day-to-day activities of the entity (such as marketing, finance, accounting, human resources, payroll, and operations) from the Local Business Location;
 - D. The Vendor has not claimed any other location as its principal place of business within the one (1) year period immediately preceding the bid posting date; and
 - E. Less than fifty percent (50%) of the total equity interests in the business are owned, directly or indirectly, by one or more entities with a principal place of business located outside of Broward County. The Vendor certifies that the total equity interests in the owned, directly or indirectly, by one or more entities with a principal place of business Vendor located outside of Broward County is .

If Option 2 selected, indicate **Local Business Location**:

- ☐ **Option 3:** The Vendor is both a **Local Business** and a **Locally Based Subsidiary** as each term is defined by Section 1-74, Broward County Code of Ordinances. The Vendor further certifies that:
- A. The Vendor has continuously maintained:
 - i. for at least the one (1) year period immediately preceding the bid posting date (i.e., the date on which the solicitation was advertised),
 - ii. a physical business address located within the limits of Broward County, listed on the Vendor's valid business tax receipt issued by Broward County (unless exempt from business tax receipt requirements),
 - iii. in an area zoned for the conduct of such business,
 - iv. that the Vendor owns or has the legal right to use, and
 - v. from which the Vendor operates and performs on a day-to-day basis business that is a substantial component of the goods or services being offered to Broward County in connection with the applicable competitive solicitation (as so defined, the "Local Business Location");
 - B. The Local Business Location is the primary business address of the majority of the Vendor's employees as of the bid posting date, and/or the majority of the work under the solicitation, if awarded to the Vendor, will be performed by employees of the Vendor whose primary business address is the Local Business Location;
 - C. The Vendor's management directs, controls, and coordinates all or substantially all of the day-to-day activities of the entity (such as marketing, finance, accounting, human resources, payroll, and operations) from the Local Business Location;
 - D. The Vendor has not claimed any other location as its principal place of business within the one (1) year period immediately preceding the bid posting date; and
 - E. At least fifty percent (50%) of the total equity interests in the business are owned, directly or indirectly, by one or more entities with a principal place of business located outside of Broward County. The Vendor certifies that the total equity interests in the Vendor owned, directly or indirectly, by one or more entities with a principal place of business located outside of Broward County is .

If Option 3 selected, indicate **Local Business Location**:

☐ **Option 4:** The Vendor is a **joint venture** composed of one or more Local Businesses, Locally Based Businesses, or Locally Based Subsidiaries, as each term is defined by Section 1-74, Broward County Code of Ordinances. Fill in blanks with percentage equity interest or list "N/A" if section does not apply. The Vendor further certifies that:

- A. The proportion of equity interests in the joint venture owned by **Local Business(es)** (each Local Business must comply with all of the requirements stated in Option 1) is % of the total equity interests in the joint venture; and/or
- B. The proportion of equity interests in the joint venture owned by **Locally Based Business(es)** (each Locally Based Business must comply with all of the requirements stated in Option 2) is % of the total equity interests in the joint venture; and/or
- C. The proportion of equity interests in the joint venture owned by **Locally Based Subsidiary(ies)** (each Locally Based Subsidiary must comply with all of the requirements stated in Option 3) is % of the total equity interests in the joint venture.

If Option 4 selected, indicate the Local Business Location(s) (es) on separate sheet.

☐ **Option 5:** Vendor is not a Local Business, a Locally Based Business, or a Locally Based Subsidiary, as each term is defined by Section 1-74, Broward County Code of Ordinances.

Required Supporting Documentation (in addition to this form): Option 1 or 2 (**Local Business or Locally Based Business**):

1. Broward County local business tax receipt.

Option 3 (**Locally Based Subsidiary**)

1. Broward County local business tax receipt.
2. Documentation identifying the Vendor's vertical corporate organization and names of parent entities if the Vendor is a Locally Based Subsidiary.

Option 4 (**joint venture** composed of one or more Local Business(es), Locally Based Business(es), or Locally Based Subsidiary(ies):

1. Broward County local business tax receipt(s) for each Local Business(es), Locally Based Business(es), and/or Locally Based Subsidiary(ies).
2. Executed joint venture agreement, if the Vendor is a joint venture.
3. If joint venture is comprised of one or more Locally Based Subsidiary(ies), submit documentation identifying the vertical corporate organization and parent entities name(s) of each Locally Based Subsidiary.

If requested by County (any option):

1. Written proof of the Vendor's ownership or right to use the real property at the Local Business Location.
2. Additional documentation relating to the parent entities of the Vendor.
3. Additional documentation demonstrating the applicable percentage of equity interests in the joint venture, if not shown in the joint venture agreement.
4. Any other documentation requested by County regarding the location from which the activities of the Vendor are directed, controlled, and coordinated.

By submitting this form, the Vendor certifies that if awarded a contract, it is the intent of the Vendor to remain at the Local Business Location address listed below (or another qualifying Local Business Location within Broward County) for the duration of the contract term, including any renewals or extensions. (If nonlocal Vendor, leave Local Business Location blank.)

Indicate Local Business Location:

**Truist Bank Floor 2
3649 W Oakland Park Blvd
Lauderdale Lakes, FL 33311-1114**

True and Correct Attestations:

Any misleading, inaccurate, or false information or documentation submitted by any party affiliated with this procurement may lead to suspension and/or debarment from doing business with Broward County as authorized by the Broward County Procurement Code. The Vendor understands that, if after contract award, the County learns that any of the information provided by the Vendor on this was false, and the County determines, upon investigation, that the Vendor's provision of such false information was willful or intentional, the County may exercise any contractual right to terminate the contract. The provision of false or fraudulent information or documentation by a Vendor may subject the Vendor to civil and criminal penalties.

AUTHORIZED SIGNATURE/NAME: KayDee Hoard

TITLE: Vice President

VENDOR NAME: Truist Securities, Inc.

DATE: 8/15/2023

Revised May 1, 2021

Supplier: Truist Securities**VOLUME OF PREVIOUS PAYMENTS ATTESTATION
FORM**

The completed and signed form should be returned with the Vendor's submittal. If not provided with submittal, the Vendor must submit within three business days of County's request. Failure to timely submit this form and supporting documentation may affect the Vendor's evaluation.

This completed form MUST be included with the Vendor's submittal at the time of the opening deadline to be considered for a Tie Breaker criterion (if applicable).

Points assigned for Volume of Previous Payments will be based on the amount paid-to-date by the County to a prime Vendor **MINUS** the Vendor's confirmed payments paid-to-date to approved certified County Business Enterprise (CBE) firms performing services as Vendor's subcontractor/subconsultant to obtain the CBE goal commitment as confirmed by County's Office of Economic and Small Business Development. Reporting must be within five (5) years of the current solicitation's opening date.

Vendor must list all received payments paid-to-date by contract as a prime vendor from Broward County Board of County Commissioners. Reporting must be within five (5) years of the current solicitation's opening date.

Vendor must also list all total confirmed payments paid-to-date by contract, to approved certified CBE firms utilized to obtain the contract's CBE goal commitment. Reporting must be within five (5) years of the current solicitation's opening date.

In accordance with Section 21.41(h)(4) and 21.42(d)(3) of the Broward County Procurement Code, the Vendor with the lowest dollar volume of payments previously paid by the County over a five-year period from the date of the submittal opening will receive the Tie Breaker.

The Vendor attests to the following:

Item No.	Project Title	Contract No.	Department/ Division	Date Awarded	Prime: Paid to Date	CBE: Paid to Date
1.						
2.						
3.						
4.						
5.						
6.						
7.						

Grand Total

Has the Vendor been a member/partner of a Joint Venture firm that was awarded a contract by the County?

Yes ☐ No ☒

If Yes, Vendor must submit a **Joint Vendor Volume of Work Attestation Form**.

Vendor Name: Truist Securities, Inc.

KayDee Hoard
Authorized Signature/Name

Vice President
Title

8/15/2023
Date

**VOLUME OF PREVIOUS PAYMENTS ATTESTATION
FORM FOR JOINT VENTURE**

If applicable, this form and additional required documentation should be submitted with the Vendor's submittal. If not provided with submittal, the Vendor must submit within three business days of County's request. Failure to timely submit this form and supporting documentation may affect the Vendor's evaluation.

If a Joint Venture, the payments paid-to-date by contract provided must encompass the Joint Venture and each of the entities forming the Joint Venture.

Points assigned for Volume of Previous Payments will be based on the amount paid-to-date by contract to the Joint Venture firm **MINUS** all confirmed payments paid-to-date to approved certified CBE firms utilized to obtain the CBE goal commitment. Reporting must be within five (5) years of the current solicitation's opening date. Amount will then be multiplied by the member firm's equity percentage.

In accordance with Section 21.41(h)(4) and 21.42(d)(3) of the Broward County Procurement Code, the Vendor with the lowest dollar volume of payments previously paid by the County over a five-year period from the date of the submittal opening will receive the Tie Breaker.

The Vendor attests to the following:

Item No.	Project Title	Contract No.	Department/ Division	Date Awarded	JV Equity Percent	Prime: Paid to Date	CBE: Paid to Date
1.							
2.							
3.							
4.							
5.							
6.							
7.							
8.							

Grand Total

Vendor is required to submit an executed Joint Venture agreement(s) and any amendments for each project listed above. Each agreement must be executed prior to the opening date of this solicitation.

Vendor Name:**Authorized Signature/Name****Title****Date**

Revised May 1, 2021

Supplier: **Truist Securities**

Summary of Vendor Rights Regarding Broward County Competitive Solicitations

The purpose of this document is to provide vendors with a summary of their rights to object to or protest a proposed award or recommended ranking of vendors in connection with Broward County competitive solicitations. These rights are fully set forth in the Broward County Procurement Code, available here: <https://www.broward.org/purchasing>.

1. Right to Object

For Requests for Proposals (RFP), Requests for Qualifications (RFQ) or Requests for Letters of Interest (RLI), vendors may object in writing to a proposed recommendation of ranking made by an Evaluation Committee. Objections must be filed within three (3) business days after the proposed recommendation of ranking (if applicable) is posted on the Purchasing Division's website. The written objection must comply with the requirements stated in Section 21.42(h) of the Procurement Code. Failure to timely and fully meet any requirement will result in the loss of a right to object.

2. Right to Protest

For Invitations to Bid (ITBs), RFP, RFQ, and RLIs, vendors may protest the specifications or requirements of a solicitation (or of any addenda). Protests must be received in writing by the Director of Purchasing within five (5) business days after the applicable solicitation (or addenda) is posted on the Purchasing Division's website.

For ITBs, vendors may protest a recommendation for award made by the Broward County Purchasing Division. For RFPs, RFQs, and RLIs, vendors may protest a final recommendation of ranking made by an Evaluation Committee. In all cases, protests must be filed in writing within five (5) business days after a recommended ranking or recommendation for award is posted on the Purchasing Division's website.

Any protest must comply with requirements stated in Part X of the Procurement Code, including a filing fee (if applicable). Failure to timely and fully meet any requirement will result in a loss of protest rights.

Vendors may appeal the denial of a protest. Section 21.81 of the Procurement Code identifies all other matters that may be appealed. Appeals may require payment of an appeal bond. Appeals must comply with requirements stated in Part XII of the Procurement Code. Failure to timely and fully meet any requirement will result in a loss of appeal rights.

Cone of Silence:

The Board of County Commissioners recently updated provisions of the Cone of Silence Ordinance, Section 1-266, of the Broward County Code of Ordinances, effective as of April 1, 2022.

The County's Cone of Silence Ordinance prohibits all communications, oral or written, relating to a competitive solicitation among vendors/vendor representatives, County Staff, and Commissioner Offices while the cone is in effect. Communications with Purchasing Division employees, the solicitation's designated Project Manager(s) or designee(s), the Office of Economic and Small Business (OESBD) Small Business Development Specialist Supervisor (954-357-6400), and others as specifically identified in the Cone of Silence Ordinance are permitted. Additionally, communication is permitted at pre-bid conferences and negotiation meetings, as applicable.

The Cone of Silence begins upon the advertisement of an ITB, RFP, RFQ, or RLI. The Cone of Silence terminates when the solicitation is awarded, all responses are rejected, or the Board takes other action which ends the solicitation.

Any violations of the Code of Silence Ordinance by any vendor/vendor representative, may be reported to the County's Professional Standards/Human Rights Section. If the County's Professional Standards/Human Rights Section determines that a violation has occurred, a fine shall be imposed as provided in the Broward County Code of Ordinances. At the sole discretion of the Broward County Board of County Commissioners, a violation may void an award of the applicable competitive solicitation.

Review the Cone of Silence Ordinance, Section 1-266 of the Broward County Code of Ordinances, for more detailed information.

Updated: April 1, 2022