

DELTA MANAGED SOLUTIONS, LLC

PROPOSAL AND STATEMENT OF QUALIFICATIONS

OHLONE COMMUNITY COLLEGE DISTRICT GENERAL OBLIGATION BONDS, SERIES B INDEPENDENT PRICING CONSULTANT SERVICES

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Overview



Delta Managed Solutions, LLC is an independent advisory firm offering financing solutions to California local governments. The members of our firm have structured over 200 separate tax-exempt financings for California local governments totaling over \$500 million since 1990. This local experience allows us to offer a wide range of financing structures to precisely meet the needs and goals of our clients.

As financing the capital needs of local government in California becomes increasingly more complex, sound financial advice from a trusted source is more important than ever. The list of decisions and questions for public entities grows ever longer - "What is the best financing structure?" "How do the latest legal and legislative developments affect me?" "Can we refinance my existing issues now, or should we wait?" "How can we ensure that meeting our current needs ties in with our long-term financial goals?"

Our approach is to help our clients answer these questions and meet their current and long-term financing needs while minimizing the client's administrative effort and expense. We believe in keeping our clients fully informed.

"We help our clients meet their financing needs while minimizing the client's effort and expense."

without overwhelming them with unnecessary details, allowing our clients to concentrate on the business of running local government. Our approach of providing a clear and comprehensive picture has allowed our clients to make sound financing decisions.

The efficiencies and cost-effectiveness of Delta Managed Solutions, LLC result from a combination of qualified staff and a variety of computer applications that allow automation of many back-office services. Kelly McDole and Karl Yoder, the founders and managers of DMS, have over two decades of combined experience in educational finance, banking, law, and business operations.

Firm Description



As an independent financial advisory firm, we are able to give truly impartial financial advice. As we do not trade or underwrite securities, and have no affiliation with banks or underwriters, we do not balance the goals of our clients with the conflicting goals of internal trading departments. In addition, we have no vested interest in debt issuance as the only financing solution. If we feel that other options not involving debt are more prudent or otherwise more in line with our clients' needs, we recommend such options.

Our firm's name has a double meaning. The "Delta" symbolizes the Sacramento Delta, as our office is located in Sacramento, the geographic and political center of California. This central location allows us to effectively serve clients throughout the State, while our proximity to State government keeps us informed on the latest developments in state finance and local government funding.

Delta is also the mathematical symbol for change, as we see our focus on client satisfaction through un-paralleled customer service as a shift from the current industry environment.

"Serving the needs of our existing clients first is our primary goal."

In a time when the primary focus of many firms is on bringing in new clients and new deals, this focus is often at the expense of their loyal existing clients, particularly smaller clients with a lower volume of issuance. Serving the needs of our existing clients first is our primary goal, from the smallest elementary school to the largest county.

Whatever the exact needs of our clients may be, we apply our knowledge and experience of the industry to the unique requirements of each project to arrive at an objective solution. By offering innovation tempered with an overall conservative approach to debt issuance, we give each of our clients the financing solution that best fits each particular scenario.

Firm Professionals



As with most service-related industries, the strength of our consulting services lies in the expertise and integrity of our professional consultants. We are confident in our ability to give our clients the best combination of cost-effective efficiency and customer service available. Kelly McDole and Karl Yoder, the founders and managers of DMS, will be your primary contacts. Ms. McDole and Mr. Yoder bring a wealth of public financial and legal experience gained over more than two decades in related fields. The following is a synopsis of selected qualifications of these professionals.

Karl E. Yoder – For the past 15 years, Mr. Yoder has provided financial advisory services for over 200 California governmental entities, including school districts, cities, counties, and water districts. During this time, he advised his clients on a variety of financial matters and was the sole or senior advisor on over \$500 million in municipal financings.

“The strength of our firm lies in the expertise and integrity of our professional consultants.”

Kelly L. McDole - Ms. McDole brings a wealth of experience to DMS with her combined legal and business backgrounds. A partner in Delta Managed Solutions, LLC, Ms. McDole expanded our firm’s services from bond financing into strategic and project-based municipal consulting for California public entities. Ms. McDole also has extensive experience regarding non-profit and for-profit business operations and management as a former practicing attorney and business banking representative.

Nicki Garrett – Ms. Garrett serves as DMS’ core support, assisting with financial analyses as well as bookkeeping and office functions. Ms. Garrett has over 20 years of experience as a bookkeeper and office manager.

DMS Experience



Selected DMS Client List

Barstow Heights Community Services Dist.
Grand Terrace (City of)
Grant Joint Unified School District
Grass Valley (City of)
Grass Valley Capital Imp. Authority
Hayward (City of)
Janesville Union Elementary SD
June Lake Public Financing Authority
June Lake Public Utility District
King City (City of)
Livingston Union School District
McKinleyville Community Services Dist.
Modesto (City of)
Muroc Unified School District
Murrieta Valley Unified School District
Novato Unified School District
Orange (County of)
Orange County Superior Courts
Orange Cove (City of)
Pajaro Valley Unified School District
Pima County Industrial Dev. Auth. (AZ)
Ravenswood Elementary School District
Redding Joint Powers Authority
Reef-Sunset Unified School District
Ross Elementary School District
Shaffer Union School District
Sierra Joint Community College District
Solano (County of)
Solvang Elementary School District
Union Public Utility District
Warner Unified School District

Scope of Services



As Independent Pricing Consultant, we offer the District the following services:

1. Review existing debt structure, including original bond authorization and Series A documentation, as due diligence in preparation for Series B pricing.
2. Research current District financial status and demographic information, both through rating agency and insurance analyses as well as independently, to determine underlying credit quality of the Series B Bonds.
3. Review all transactional documentation.
4. Review all financial analyses prepared by underwriting team during the financing process.
5. Prior to pricing, review cost-benefit analysis of bond insurance by comparing insured vs. uninsured scale and bond insurance premium.
6. At the time of pricing of the Series B Bonds, attend all pricing calls/meetings, and discuss with the District a) the terms of the Underwriters' offer to purchase the Bonds, b) the terms of similar and comparable issues currently being priced, and c) recommended modifications, if any, in order to assist the District in evaluating the purchase offer.
7. Subsequent to pricing, prepare a Pricing Summary of the issue and comparable issues, in order to illustrate the Series B pricing in comparison to the overall municipal market.

Pricing



PRICING

Delta Managed Solutions, LLC offers its Independent Pricing Consultant services on a flat fee basis. For the District's General Obligation Bonds, Series B pricing, our fee would be **\$6,250** for the Scope of Services described herein. All out-of-pocket expenses are included in this flat fee. Services in addition to Independent Pricing Consultant services, including financial advisory and strategic services, are available as requested by the District on an additional fee basis plus out-of-pocket costs.