



NW FINANCIAL GROUP, LLC

Exceeding Expectations

FINANCIAL ADVISORY SERVICES FOR SCHOOL DISTRICTS

NW Financial Group, LLC is a full-service financial advisory firm that specializes in providing expert financial advice to state governments, state and regional authorities, higher education institutions, and **local governmental entities (counties, municipalities, school districts, and local authorities)**. Services are not limited to the issuance of debt. As financial advisors, we know continuing financial advice is necessary in order to ensure governmental entities remain responsive to the public they serve.

NW Financial has been serving governmental clients for over 20 years. Since our inception, NW Financial ranks among top advisors in the Northeast Region with offices located throughout New Jersey, Pennsylvania, and most recently, Texas. We act as financial advisor on bond issues, raising billions of dollars in capital for our governmental clients. The experience of our professional team allows us to provide creative and innovative financial solutions to our state and local government clients.

Unlike other financial advisory firms practicing in New Jersey, NW Financial has an affiliated municipal securities firm, NW Capital Markets Inc.¹, through which we provide bond underwriting services for our clients. Therefore, professionals at NW Financial carry all of the necessary securities licenses to provide both financial advisory and securities issuance advice. NW Capital Markets is actively involved on a daily basis underwriting and trading municipal bonds. We are prohibited from providing both financial advisory and underwriting services on the same transaction. However, having an affiliated municipal securities firm provides clients with additional benefits including: immediate and accurate market information and the removal of any perceived conflicts of interest.

Continuing Disclosure – NW Financial provides our clients with required Continuing Disclosure. We review disclosure requirements, upload required financial information to EMMA, and monitor the market to identify changes that impact the district, such as: bond insurer credit ratings and state reserve fund credit rating changes.

Referendum Services – NW Financial assists Boards of Education through every step of the referendum process. We develop comprehensive tax impact analyses, financing strategies, and debt service cost projections. We create marketing materials and provide expert testimony. Once the project moves to the financing stage, NW analyzes financing alternatives, structures, and strategies; assists with the preparation of required bond documents and amortization schedule; reviews disclosure documentation for accuracy, verifies the accuracy of bids, and works with the district's staff and professional team to close the bond transaction.

Lease Purchase Financings – NW Financial assists districts with lease purchase financings for capital equipment. Services include the initial modeling to determine cost and tax impact; preparation of the bid solicitation documents; marketing of the proposed lease to potential providers; review and analysis to determine the lowest cost; and assisting bond counsel with the preparation of the lease agreement and with the closing of the lease transaction.

¹ Member of FINRA and SIPC

Energy Saving Improvement Program (ESIP) – NW Financial assists school districts with financing energy efficient projects, equipment, and improvements designed to maximize energy budgets. Our services include reviewing the energy audit; analyzing financing options (Energy Savings Bonds, traditional bonds, and private leases); assisting with documentation regarding the chosen financing method, and closing the resulting financing. The initial review of the ESCO proposals and proposed savings analysis are important to ensure proper financing assumptions, coverage ratios, inclusion of grants, ongoing energy costs, and budget impact.

Investment Strategies – NW Financial’s licensed professionals provide clients with investment strategies and the evaluation of cash flow management. Additionally, we have experience in structuring bond proceed investment portfolios and determining investment income in order to offset debt service payments and decrease tax impact.

Rating Agency – NW Financial works closely with rating agencies to fully understand their methodology in order to help our clients achieve rating upgrades, and/or maintain existing ratings during difficult financial times. As a result, overall cost of borrowing can be reduced resulting in debt service savings.

School Budgets – NW Financial helps with planning, developing, and adopting school budgets by providing insight into state funding formulas along with calculating and analyzing state aid. We also analyze the financial impact of regionalization and de-regionalization alternatives and early retirement feasibility studies.

Refinancing Services – NW Financial aides numerous districts in identifying, analyzing, monitoring, and capturing refinancing opportunities **ultimately saving our clients millions of dollars in debt service payments**, reducing the local tax burden. Our professionals provide analytical expertise in structuring financing transactions, monitoring market conditions, and ensuring competitive pricing.

Please Contact our Experts:

Douglas J. Bacher, Principal
dbacher@nwfinancial.com
856-448-2668

Angelina Carione, Vice President
acarione@nwfinancial.com
856-630-2131

NW FINANCIAL GROUP, LLC
709 Stokes Road, Suite 201
Medford, NJ 08055
609-953-7555