



Project Fund Matrix, Market Update
and Overview of Oppenheimer & Co.

G-17 Notice

Oppenheimer is providing the information contained in this document for discussion purposes only in anticipation of serving as underwriter to Greater Naples Fire Rescue District (the “Issuer”). The primary role of Oppenheimer, as an underwriter, is to purchase securities, for resale to investors, in an arm’s-length commercial transaction between the Issuer and Oppenheimer, and Oppenheimer has financial and other interests that differ from those of the Issuer. Oppenheimer is acting as a principal and not as a municipal advisor, financial advisor or fiduciary to the Issuer or any other person or entity in connection with the issuance of municipal securities by the Issuer. 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. The Issuer should consult with its own financial and/or municipal, legal, accounting, tax and other advisors, as applicable, to the extent it deems appropriate. If the Issuer would like a municipal advisor in this transaction that has legal fiduciary duties to the Issuer, then the Issuer is free to engage a municipal advisor to serve in that capacity.

The Municipal Securities Rulemaking Board Rule G-17 as set forth in MSRB Notice 2012-25 (May 7, 2012) (the “G-17 Notice”) requires the underwriter to seek your acknowledgement that you have received the following disclosure. Accordingly, please respond via email to vin.kurian@opco.com to the effect that you have received the disclosures included herein.

I. Project Fund Matrix

Project Fund Matrix

Oppenheimer has explored a variety of scenarios for the Greater Naples Fire District to maximize the amount of proceeds available for the District. The tables to the right summarize the results of these scenarios:

Scenario 1 assumes no insurance policy, the use of a Debt Service Reserve Fund based on Maximum Annual Debt Service, and a 1.20x revenue coverage requirement

Scenario 1- Uninsured + DSRF (MADS) + 1.20x Coverage					
Revenues	20 Years	25 Years	30 Years	35 Years	40 Years
\$1.0mm/year	\$10,108,506	\$11,458,010	\$12,467,073	\$13,239,423	\$13,807,009
\$1.5mm/year	\$15,162,759	\$17,187,015	\$18,700,609	\$19,859,134	\$20,710,513
\$2.0mm/year	\$20,166,469	\$22,858,730	\$24,871,811	\$26,412,648	\$27,544,982
\$2.5mm/year	\$25,208,086	\$28,573,413	\$31,089,763	\$33,015,810	\$34,431,228

Scenario 2 assumes the use of an insurance policy at a cost of 0.75% of Total Debt Service, a surety policy at 3% of Maximum Annual Debt Service, and a 1.20x revenue coverage requirement

Scenario 2- Insurance (75 bps) + Surety Policy (3% MADS) + 1.20x Coverage					
Revenues	20 Years	25 Years	30 Years	35 Years	40 Years
\$1.0mm/year	\$10,908,875	\$12,247,814	\$13,285,323	\$14,028,780	\$14,566,440
\$1.5mm/year	\$16,363,312	\$18,371,721	\$19,927,984	\$21,043,170	\$21,849,659
\$2.0mm/year	\$21,763,205	\$24,434,389	\$26,504,219	\$27,987,416	\$29,060,047
\$2.5mm/year	\$27,204,007	\$30,542,986	\$33,130,274	\$34,984,270	\$36,325,059

Scenario 3 assumes the use of an insurance policy at a cost of 0.75% of Total Debt Service, a surety policy of 3% of Maximum Annual Debt Service, and a 1.10x revenue coverage requirement

Scenario 3- Insurance (75 bps) + Surety Policy (3% MADS) + 1.10x Coverage					
Revenues	20 Years	25 Years	30 Years	35 Years	40 Years
\$1.0mm/year	\$11,901,223	\$13,358,274	\$14,489,131	\$15,305,820	\$15,891,358
\$1.5mm/year	\$17,851,835	\$20,037,412	\$21,733,696	\$22,958,730	\$23,837,037
\$2.0mm/year	\$23,742,940	\$26,649,758	\$28,905,816	\$30,535,110	\$31,703,260
\$2.5mm/year	\$29,678,675	\$33,312,197	\$36,132,270	\$38,168,888	\$39,629,075

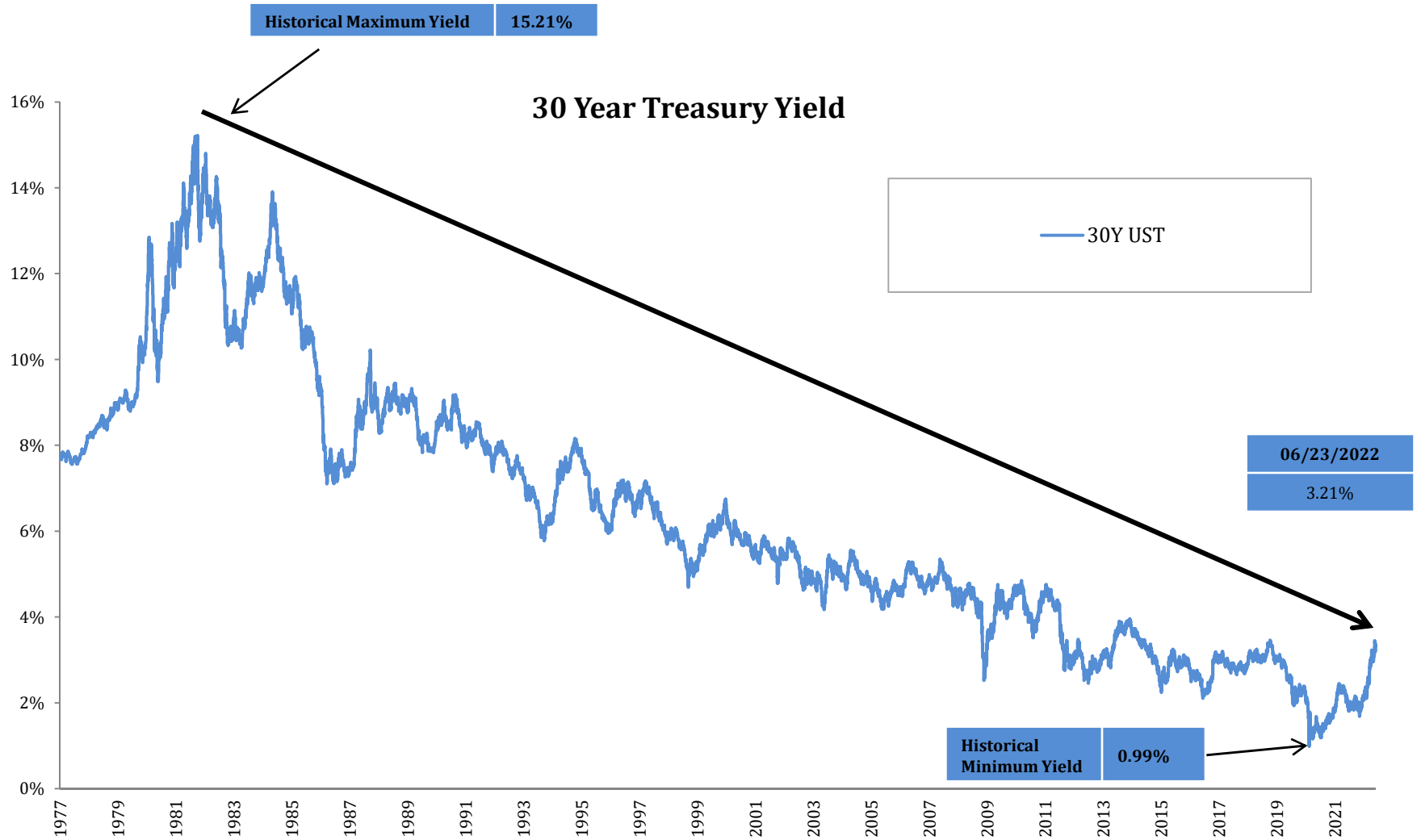
Scenario 4 assumes the use of an insurance policy at a cost of 0.75% of Total Debt Service, a surety policy of 3% of Maximum Annual Debt Service, and a 1.00x revenue coverage requirement

Scenario 4- Insurance (75 bps) + Surety Policy (3% MADS) + 1.00x Coverage					
Revenues	20 Years	25 Years	30 Years	35 Years	40 Years
\$1.0mm/year	\$13,099,162	\$14,704,674	\$15,947,340	\$16,847,430	\$17,490,236
\$1.5mm/year	\$19,648,744	\$22,057,011	\$23,921,010	\$25,271,146	\$26,235,354
\$2.0mm/year	\$26,132,829	\$29,335,824	\$31,814,944	\$33,610,624	\$34,893,021
\$2.5mm/year	\$32,666,036	\$36,669,781	\$39,768,680	\$42,013,280	\$43,616,277

Market conditions as of June 23, 2022

II. Market Update

Long-Term Rates Are Rising From Historic Lows

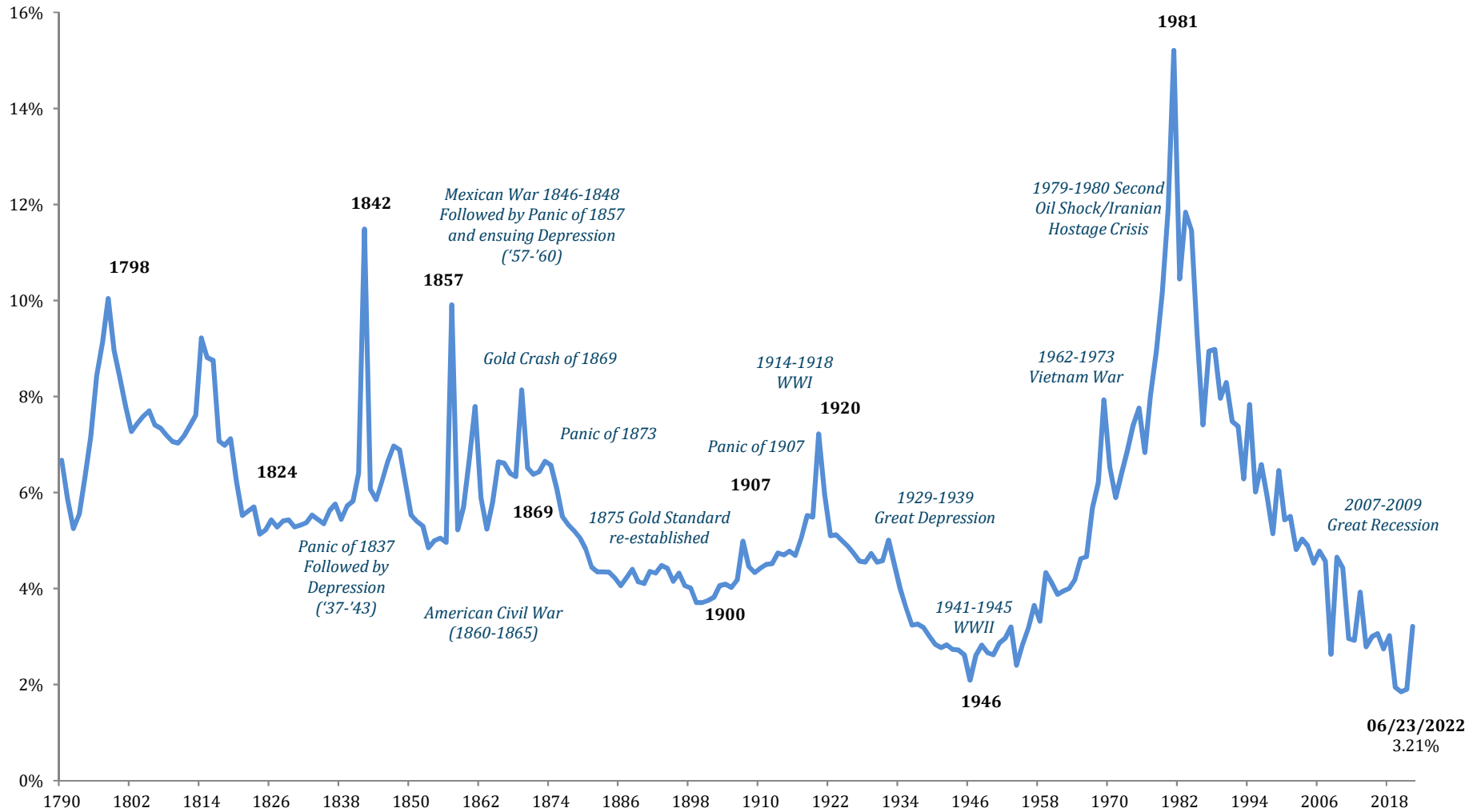


Source: Bloomberg, Federal Reserve, as of end of business June 23, 2022.

Note: 30-year Treasury constant maturity series was discontinued on February 18, 2002 and reintroduced on February 9, 2006.

From February 18, 2002 to February 8, 2006, Treasury published alternatives to a 30-year rate (Treasury Long-Term Average).

Long-Term Rate History



Source: Bloomberg, the Federal Reserve and the Wall Street Journal. 30-Year US Treasury Rate. As of end of business June 23, 2022.

III. Overview of Oppenheimer & Co. Inc.

Overview of Oppenheimer & Co. Inc.

Oppenheimer checks the boxes and stands apart for its ability to focus its resources on an issuer's financings

- National Firm: Publicly traded on NYSE (Symbol: OPY)
- Large, independent full service retail broker-dealer
- 93 offices in 24 states, the District of Columbia, and 3 foreign jurisdictions
- Approximately 2,900 total employees
 - Women and minorities make up approximately 46% of the Firm's workforce
- 993 financial advisors; over 350,000 accounts
 - \$117.2 billion of client assets under administration*
 - \$42.7 billion of client assets under management*
- \$814.4 million of Total Equity Capital*
 - \$411.4 million of Excess Net Capital, allowing the Firm to sole manage a fixed rate bond issue of over \$1.5 billion*

*As of March 31, 2022

New York City Headquarters

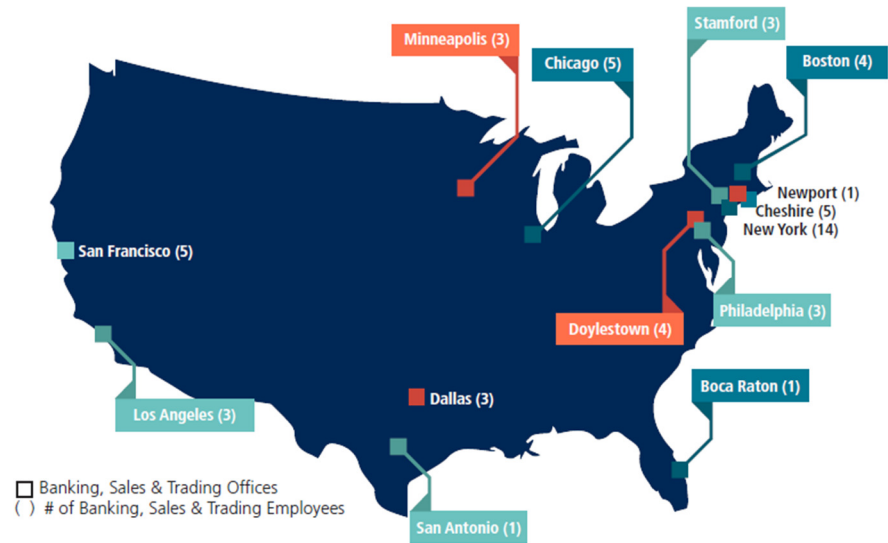


Oppenheimer checks the boxes:

- ✓ **Distribution – well-rounded**
- ✓ **Banking – sophisticated and resourceful**
- ✓ **Capital – sufficient to sole-manage \$1.5 BN**
- ✓ **Underwriter – “name brand” with demonstrated willingness to employ capital**

Municipal Capital Markets Overview

- Oppenheimer’s public finance bankers advise and raise capital for state and local governments, public agencies, private developers and other borrowers
- Product groups:
 - Education (K-12, charter schools, and higher ed.)
 - Senior Housing
 - Healthcare
 - Project Finance
 - General Municipal, Transportation and Utilities
 - Public-Private Partnership (P3) Advisory
- **Oppenheimer’s 2022 Q1 activity ranked in top 25 in the industry by total volume, top 30 by long term negotiated volume, and top 25 by long term negotiated taxable volume**



Public Finance Activity						
Role	2020		2021		2022 Q1	
	# of Transactions	Par Amount (\$mm)	# of Transactions	Par Amount (\$mm)	# of Transactions	Par Amount (\$mm)
Senior Manager	349	3,517.1	242	3,184.9	65	720.6
<i>Negotiated</i>	93	1,988.1	101	2,677.7	45	515.5
<i>Competitive</i>	256	1,529.0	141	507.2	20	205.1
Co-Manager	697	34,087.2	651	29,554.6	96	6,246.6
<i>Negotiated</i>	69	19,588.8	75	17,377.2	12	4,274.6
<i>Competitive</i>	628	14,498.4	576	12,177.4	84	1,972.0
Total	1,046	37,604.3	893	32,739.5	161	6,967.2

Retail Distribution

Oppenheimer has a large retail brokerage network with over 1,100 Financial Advisors.

Municipal Underwriting

Our underwriting capabilities include tax-exempt, taxable, fixed-rate, long and short-term municipal securities. We price transactions on a daily basis and frequently commit Firm capital on behalf of our clients.

Institutional Sales and Trading

Oppenheimer provides comprehensive taxable and tax-exempt bond distribution through its fixed income institutional sales force.

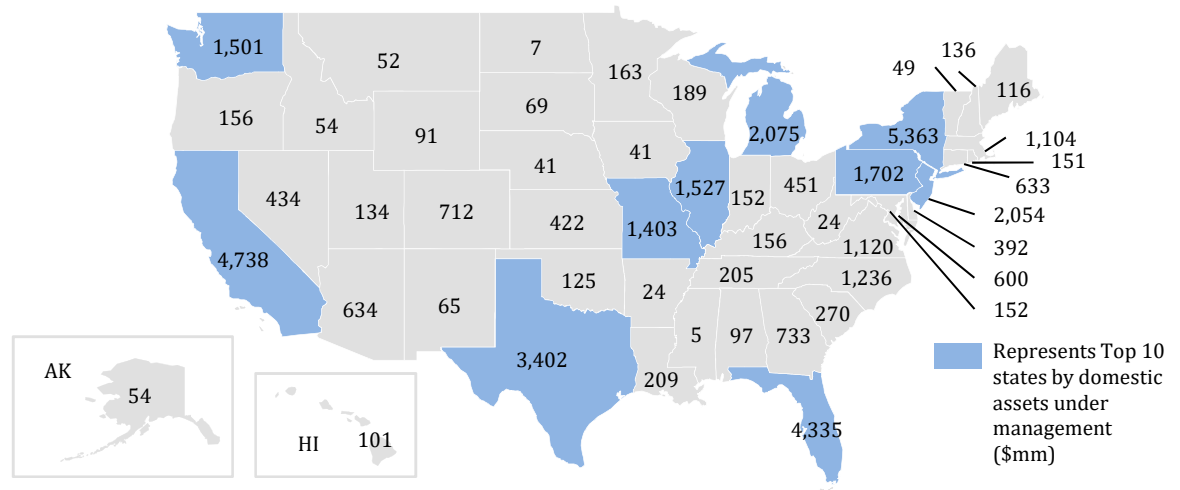
Municipal Research

Our fixed income research department includes dedicated municipal research analysts in New York and Los Angeles who provide thoughtful, insightful, and differentiated municipal market and issuer analysis.

Issuer

Well-Rounded Distribution Model Reaches All Classes of Investors

- Retail distribution focused on very high net-worth clients that hold municipal bonds directly
- 13 professionals dedicated solely to institutional municipal sales
- Veteran institutional salesforce with long standing and productive relationships with the largest institutional investors
- Significant coverage of middle market investors that are not the focus of larger banks



(As of March 31, 2022)

Retail Distribution

- 993 financial advisors across the U.S. covering over 350,000 accounts
- \$42.7 billion in client assets under management & \$117.2 billion in client assets under administration
- Oppenheimer's retail orders help increase underwriters' leverage during the institutional order period

Middle Market Distribution

- Less price-sensitive buyers often under-covered by larger banks
- Regional funds alone represent \$500+ billion of incremental assets under management
- OPCO middle market accounts are mostly small insurance companies, corporations and bank trust departments

Large Institutional Distribution

- Existing large holders that anchor order book
- Sales force is in daily contact due to our activity in the secondary market
- OPCO covers large insurance companies, bond funds, commercial banks, corporations, money managers and unit investment trusts

Oppenheimer's distribution platform's mix of very high-net-worth retail, and large and middle-market institutional investors often broadens our clients' investor base and consistently achieves the successful at-market pricing of our clients' bonds

Oppenheimer's Florida Public Finance Presence

Florida Presence



- 9 offices
- 214 employees including 103 financial advisors covering 29,000 accounts
- \$4.3 billion in AUM (\$656k avg account size) and \$8.5 billion in AUA (\$368k avg account size)
- In 2021, Oppenheimer executed 2,166 secondary market trades of FL-domiciled bonds totaling \$306.7 million
- Participated in 39 transactions totaling \$3.99 billion in Florida since 2003 as detailed in the adjacent table

Public Finance

- 54 dedicated Public Finance Investment Banking, Underwriting, Sales and Trading professionals in 14 offices nationwide provide clients with local banking expertise and well-rounded distribution capabilities to retail and institutional investors
- Product groups:
 - Education (K-12, charter school, and higher education)
 - Senior Housing
 - Healthcare
 - Project Finance
 - General Municipal, Transportation and Utilities
 - Public-Private Partnership (P3) Advisory

OPCO's Public Finance Activity in FL (since 2003)

Role	# of Transactions	Par Amount (\$mm)
Senior Manager	6	209.1
Co-Manager	33	3,785.9
Total	39	3,995.0


Case Study: Immokalee Water and Sewer District, FL

- Immokalee Water and Sewer District, FL (the “District”) engaged Oppenheimer to refund approximately \$9.2 million of its Water and Sewer Revenue Bonds held by the US Department of Agriculture
- The Bonds carried an insured rating of AA from S&P based on a bond insurance policy from Assured Guaranty Municipal Corp. and an underlying of A+ from S&P
- The District will realize over \$415K in present value savings from the refunding transaction (4.50% of refunded par) and the refunding transactions released approximately \$700K of previously-restricted reserve funds
- The Bonds shortened the duration of the Water and Sewer Revenue Bond, Series 2008 by 5 years while providing positive cash flow savings in every year
- The Bonds did not require a Debt Service Reserve Fund, freeing up over \$700K in previously restrict cash
- Due to volatile market conditions during the USDA’s extended review process, the District saw a significant decrease in savings. Oppenheimer worked with various parties to lower costs and reclaim over \$230K in savings (over 25% of lost savings)

Immokalee Water and Sewer District Water and Sewer Revenue Refunding Bonds Sale Date: 05/03/2022 S&P Rating: AA (Insured); A+ (Underlying)				
Maturity (9/1)	Coupon	Yield	AAA MMD (5/2/22)	Credit Spread (bps)
2022	4.00%	1.95%	2.01%	-6
2023	4.00%	2.32%	2.06%	26
2024	4.00%	2.57%	2.26%	31
2025	4.00%	2.78%	2.42%	36
2026	4.00%	2.89%	2.44%	45
2027	4.00%	2.99%	2.49%	50
2028	4.00%	3.10%	2.55%	55
2029	4.00%	3.19%	2.62%	57
2030	4.00%	3.27%	2.67%	60
2031	4.00%	3.38%	2.73%	65
2032	4.00%	3.47%	2.77%	70
2033	4.00%	3.56%	2.81%	75
2034	4.00%	3.63%	2.83%	80

2037	4.00%	3.80%	2.88%	92

2042	4.00%	4.11%	2.96%	115



\$9,570,000

Immokalee WSD, FL
Water & Sewer Revenue Bonds
Series 2022

Sole Manager

Tier II and III Institutional Distribution

- The following tables and graphic provide information on the Firm's active middle-market fund relationships, a distinguishing feature of our sales efforts; we estimate that these accounts represent an additional pool of \$500 billion in incremental investment demand

West	
Advisors Asset Mgmt	Mercury Insurance
American Riviera Bank	Merriman Wealth Advisors
Banyan Tree Asset Mgmt	NISA Investment Advisors
Capital Research Group	Pacific Portfolio Consulting
Charles Fish Investments	RNC Capital Mgmt
Financial Counselors	Shelter Insurance
Highmark Capital	Telos Capital
Kayne Anderson Capital Advisors	United Missouri Bank
Mainline West LLC	Vision Capital Mgmt
MCS Financial Advisors	Whittier Trust Co

Mid-Atlantic	
1st Constitution Bank of New Jersey	New Jersey Manufacturers Ins Co
Abner Herman & Brock Asset Mgmt	Pennsylvania Trust Co.
Brown Advisory	PFM Asset Mgmt
Capital Bank of New Jersey	PNC Capital Advisors
Clark Capital Mgmt	Quakertown National Bank (QNB)
PA Public School Emp Ret Sys	Riverfront Investment Group
Definitive Capital ARB	SMC Fixed Income Mgmt, LP
Dumont & Blake Investment Advisors	SB One Bank
Glenmede Trust	Trust Company of Virginia
Gross Investments (Aug, Inc.)	Watkinson Capital Advisors

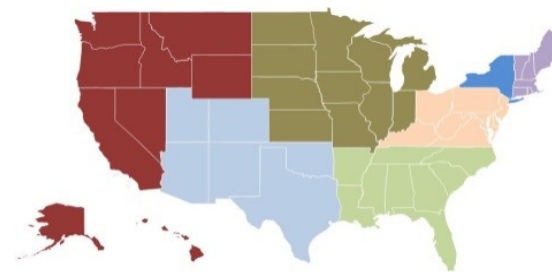
New York	
16th Amendment Advisors	Highmount Capital LLC
1861 Capital Mgmt	Hilton Capital Mgmt
Aberdeen	Insight Capital Mgmt
Acorn Advisors	Inverness Counsel, Inc.
Amtrust Financial Services Inc.	Israel Discount Bank of New York
Ayco (Goldman Sachs)	Mariner Investments
Bluefin Trading LLC	Mariner Wealth Advisors
Brookfield Investment Mgmt	Marlcroft Asset Mgmt
Build Cap Partners (Delphi Capital)	Napier Park Global Capital
Castleton Partners LLC	Offit Capital Advisors
Chilton Investments	Old Orchard Cap Mgmt
Clearbridge/ Western Asset	QVT Financial LP
CLI Capital	Samson Capital Advisors
Concordia Advisors	Samuel Capital
Cutwater Asset Mgmt Corp	Sandler Capital Mgmt
Delphi Capital Mgmt	Bernard Selz
Family Mgmt	Silvercrest Asset Mgmt
FCO Advisors	Smith Affiliated Capital Corp
Fiera Capital	Spirit of America
First Investors	Spring Mountain Capital
First Manhattan Company	Strategic Partners Inv Advisors
First Principles Capital	Tocqueville Asset Mgmt
First Republic Investment Mgmt	Watermill Asset Mgmt
Fundamental Advisors	Western Asset Mgmt
Gerstein Fisher Capital Mgmt	Whitehaven Asset Mgmt

Southwest	
American National Insurance Co.	National United Bank
AQS Asset Management	Petrus Asset Mgmt
Austin Bank	Petrus Trust Company
Avalon Advisors	Pioneer Bank
BOTO Holdings	Preston Hollow Capital
Broadway National Bank & Trust	Prosperity Bank
Capstone Asset Mgmt	Sage Advisory Services
Frost Investment Advisors	Southside Bank
Liberty Bankers Life Insurance Co.	Troubador Capital LLC
McGowan Group AM	Veterans Land Board of the State of TX

New England	
Acadia & Co Inc.	Head & Associates (HeadInvest)
Amica Insurance	Heritage Wealth Mgmt LLC
Androscoffin Savings Bank	Knights of Columbus
Appleton Partners	Lee Munder Capital Group
Bangor Savings Bank	Merrimack County Savings Bank
Bridge Creek Capital Advisors	RM Davis
Cambridge Trust Co	SCS Capital Mgmt LLC
Cape Cod 5 Bank	Sentinel Asset Mgmt
Clinton Investment Mgmt	The Colony Group
Good Hill Partners	Welch & Forbes LLC

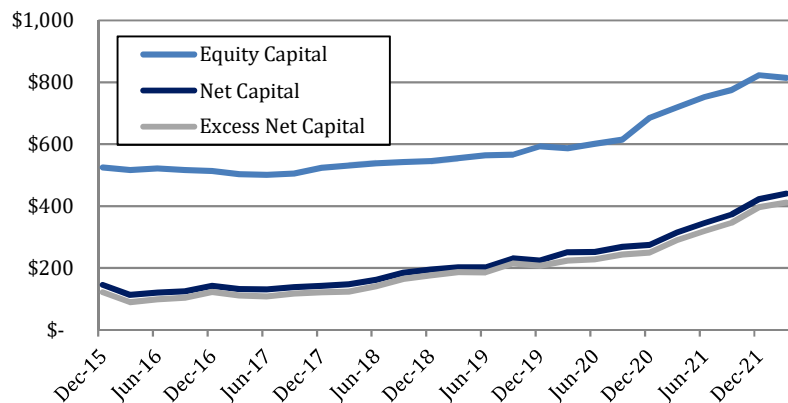
Midwest	
Alberts Investment Mgmt	Gurtin Fixed Income Mgmt
Asset Allocation & Mgmt	Harris & Associates (Oakmark Funds)
Bankers Bank of Kansas, N.A.	Iowa Farm Bureau Federation
Brotherhood Mutual	Knall Cohen Group
Cincinnati Financial	MidWestOne Bank
Cypress Capital Partners	NorthStar Asset Mgmt
Farmers Bank & Capital Trust Co	Pine River Capital Mgmt
Ferry Capital	Riverbend Capital
Galliard Capital Mgmt	Trust Point Inc. (La Crosse)
Great American Insurance	Whitebox Advisors

Southeast	
Abacus Planning Group	Montag and Caldwell
Aquila Funds/Churchill	Old North State Trust LLC
Asset Preservation Advisors	Pan American Life Insurance Company
Central Bank & Trust Company	Peoples Bank of Biloxi
City of Lakeland	Regions Investment Management
Delta Asset Management	Steinberg Global
Dupree Mutual Funds	Sterling Capital Management
Eagle Asset	Wasmer Schroeder & Co.
Gibraltar Private Bank	Weaver C Barksdale
Greenwood Capital	Wertz York Capital



Oppenheimer's Capital Position

Stable and Growing Capital Position (\$mm)



Selected Capital Commitments as Underwriter

Sale Date	Issuer	Par Amount (000's)	Par Underwritten (000's)	% of Entire Transaction
08/27/20	Hudson County Improvement Auth	\$57,948	\$57,948	100.0%
02/10/22	United ISD, TX	\$20,330	\$7,205	35.4%
12/17/19	Affinity Living Group NC-12	\$128,240	\$5,000	3.9%
04/28/21	San Marcos Consolidated ISD, TX	\$15,970	\$2,815	17.6%
06/30/21	Deweyville ISD, TX	\$6,140	\$2,295	37.4%
02/11/21	Rotan ISD, TX	\$13,130	\$2,240	17.1%
02/17/21	School District #58 Dupage County, IL	\$5,355	\$1,995	37.3%

Beth Wolchock – Head of Municipal Bond Underwriting

- 40-year industry veteran
- #9 ranked competitive bond underwriter nationwide by par amount in 2021 (Source: SDC Full Credit to Each Co-Manager)
- Board member of the Municipal Securities Rulemaking Board (MSRB)

Al Fleitas – Head of Municipal Note Underwriting

- 40-year industry veteran
- #3 ranked municipal note underwriter nationwide by number of issues in 2021 (Source: SDC True Economics to Bookrunner)
- Frequently purchases entire issues without a single order

Our Underwriters' confidence in the Firm's salesforce underpins their willingness to commit Firm capital and take down unsold balances

2022 Notable Transactions

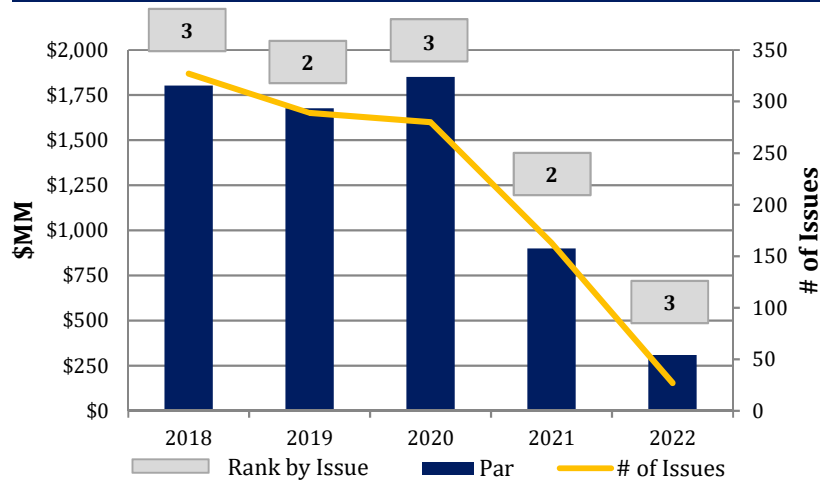
- Oppenheimer served as **Senior Manager or Placement Agent for 1,872 issues** (bonds and notes) totaling **over \$16.4 billion** since 2016 including **\$720.6 million** in 2022 Q1.
 - Served as **Co-Manager for 4,235 issues** totaling over **\$189.2 billion**, including **\$6.2 billion** in 2022 Q1

Selected Recent Senior Managed Transactions

 <p>\$27,855,000</p> <p>Lakeside Fire Protection District Pension Obligation Bonds Series 2022</p>	 <p>\$27,165,000</p> <p>VA Northwest Las Vegas HCC Project Fed Lease Revenue Bonds Series 2022</p>	 <p>\$189,500,000</p> <p>Waco ISD, TX School Building Bonds Series 2022</p>	 <p>\$49,350,000</p> <p>CUSD #187 (Cahokia), IL Taxable GO School Bonds Series 2022</p>	 <p>\$93,600,000</p> <p>Town of Oyster Bay, NY Public Imp Ref Bonds Series 2022</p>
 <p>\$27,611,722</p> <p>Kern County, CA Health Facility Lease Series 2021</p>	 <p>\$184,900,000</p> <p>SSA Birmingham Project Fed Lease Revenue Bonds Series 2021</p>	 <p>\$47,444,909</p> <p>Navasota ISD, TX ULT Tax Refunding Bonds Series 2021</p>	 <p>\$346,125,000</p> <p>GSA-4 Lease Project Fed Lease Revenue Bonds Series 2021</p>	 <p>\$90,160,000</p> <p>City of New Haven, CT General Obligation Bonds Series 2021 A&B</p>
 <p>\$24,300,000</p> <p>Peaster ISD, TX ULT Tax School Bonds Series 2021</p>	 <p>\$124,470,000</p> <p>City of East Providence, RI Revenue Bonds Series 2021 F</p>	 <p>\$265,985,000</p> <p>SSA Baltimore Project Fed Lease Revenue Bonds Series 2021</p>	 <p>\$26,505,000</p> <p>Central Marin Police Auth, CA Pension Obligation Bonds Series 2021</p>	 <p>\$26,795,000</p> <p>Alligator Rural Water & Sewer Company, Inc., SC Economic Dev Rev Bonds Series 2021</p>

Perennial Leader in Short Term Underwriting

National Note Underwriting Experience













Key Takeaways

- Oppenheimer’s 163 short-term municipal issues nationwide in 2021 ranked 2nd in the industry by number of issues and 10th by total volume
- Market volume decreased 37.3% versus 2020 levels
- Financial advisors rely on Oppenheimer to facilitate market access for both stable and financially distressed issuers alike due to our ability to dedicate resources, educate buyers, and place debt
- Our underwriters frequently purchase entire issues without a single order






(Source: Bloomberg)

Selected Lead-Managed Note Transactions

<p>\$35,344,000</p>  <p>Hudson Co Imp Authority Cnty Gtd Pooled Notes March 29, 2022</p>	<p>\$47,681,000</p>  <p>Oneida, NJ BANs March 15, 2022</p>	<p>\$49,035,000</p>  <p>Wyandotte Cnty/Kansas Municipal Temp Notes February 24, 2022</p>	<p>\$26,654,697</p>  <p>East Greenbush CSD BANs December 2, 2021</p>	<p>\$68,024,550</p>  <p>Newark, NJ General Obligation Notes September 15, 2021</p>
<p>\$65,721,000</p>  <p>Hudson Co Imp Authority Cnty Gtd Pooled Notes August 10, 2021</p>	<p>\$27,982,031</p>  <p>Newark, NJ School Promissory Notes July 8, 2021</p>	<p>\$19,565,050</p>  <p>Township of Brick, NJ BANs June 8, 2021</p>	<p>\$36,080,000</p>  <p>East Ramapo CSD, NY General Obligation Notes April 28, 2021</p>	<p>\$25,000,000</p>  <p>Lyndhurst, NY BANs April 22, 2021</p>

Product Expertise: Fire District

- Since 2019, Oppenheimer participated in 49 fire district transactions with an aggregate par amount of \$382.4 million

Selected Fire District Transactions			
 <p>\$8,030,000 Sacramento Metro Fire District, CA Ref Lease and Sublease Agreement 2022</p> <p>Placement Agent</p>	 <p>\$27,855,000 Lakeside Fire Protection District, CA Taxable Pension Obligation Bonds 2022</p> <p>Sole Manager</p>	 <p>\$13,431,000 San Ramon Valley Fire Prot Dist, CA Equipment Lease Financing 2022</p> <p>Placement Agent</p>	 <p>\$13,155,000 Woodside Fire Protection District, CA Certificates of Participation 2021</p> <p>Sole Manager</p>
 <p>\$5,127,000 Bonita Sunnyside FPD, CA CalPERS UAL Refunding Loan 2021</p> <p>Placement Agent</p>	 <p>\$35,365,000 San Ramon Valley Fire Prot Dist, CA Certificates of Participation 2020</p> <p>Sole Manager</p>	 <p>\$20,305,000 North County Fire Protection Dist, CA Taxable Pension Obligation Bonds 2020</p> <p>Sole Manager</p>	 <p>\$7,465,000 Sanger Finance Authority, CA Lease Revenue Bonds Series 2020A</p> <p>Sole Manager</p>

Vin Kurian Biography

Vin Kurian

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vin.kurian@opco.com

Vin Kurian is a Managing Director in Oppenheimer's Public Finance Investment Banking department and specializes in financing for utility providers.

Mr. Kurian was recruited by Oppenheimer & Co. Inc. in 2019 to develop its utilities practice. Over the past 22 years, he has served as senior manager for over \$10 billion of debt issuance for utility issuers during his time at Citi, Wells Fargo and other firms. Mr. Kurian has worked on a wide variety of transactions and products, including refinancings, debt restructurings, asset/liability management, and new project financings. Clients he has worked with include: Huntsville Utilities, MEAG Power, Oglethorpe Power, Los Angeles Department of Water & Power, Piedmont Municipal Power Agency, JEA, Santee Cooper, Indiana Municipal Power Agency, Citizens Energy Group, Lakeland Electric, Orlando Utilities Commission, American Municipal Power, CPS Energy and the City of Springfield, IL as well as first time issuers such as Four Corners County Water and Sewer District, Alligator Rural Water & Sewer Company Inc., City of Blue Ridge, Northern Illinois Municipal Power Agency and Louisiana Energy & Power Authority.

Mr. Kurian received his B.A. from the University of Notre Dame with a double major in Economics and History. He also serves on the Educational School Board of Holy Spirit School in Pequannock, NJ. Mr. Kurian has FINRA Series 7, 79, 50, 52 and 63 licenses.



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