

November 17, 2015 Competitive Sale Pricing Results
General Obligation Public Improvement Bonds
Series 2015 B & C

City of Richmond, Virginia



November 19, 2015

Pricing Results – Tax Exempt Series 2015B Bonds



- On November 17, 2015 at 10:30a.m., the City successfully sold \$62.8 million of Tax Exempt General Obligation Public Improvement Bonds, Series 2015B.
 - The Bonds were issued to finance spending related to general capital improvements in the City's CIP.

- The City received seven (7) competitive bids as shown below:

	True Interest Cost
Bank of America Merrill Lynch	3.163450%
Raymond James & Associates	3.276478%
Robert W. Baird & Co., Inc.	3.288503%
SunTrust Robinson Humphrey	3.292324%
Wells Fargo	3.295559%
Mesirow Financial, Inc.	3.357697%
UBS Financial Services, Inc.	3.425564%
 <i>Difference Cover Bid</i>	 <i>0.113028%</i>
<i>Difference High - Low</i>	<i>0.262114%</i>

- Bank of America Merrill Lynch won the competitive bidding process with a 3.16% True Interest Cost for the Tax-Exempt Series 2015B Bonds, which compares very favorably with the planning rate of 3.75%.
- The interest rate levels received on the 2015B Bonds compare favorably with recent bond sales of similar/slightly stronger rated issuers as shown on the next page.

Comparable Transactions – Tax Exempt Series 2015B Bonds



- Richmond's 2015B sale is shown in comparison to recent bond sales below.

Issue	Louisville/Jefferson Cnty KY	Wisconsin Transportation	Maryland Wtr Quality Finance	Bellevue School Dist #405 WA	Richmond
Size	52,660,000	225,000,000	180,000,000	87,000,000	62,750,000
Rating	Aa1/AA+/AAA	Aa2/AA+/AA+	Aa2/AA	Aa1(Aaa)	Aa2/AA+/AA+
Month (Maturity)	December	July	March	December	March
Call	12/1/2025 @ 100	7/1/2024 @ 100	3/1/2024 @ 100	12/1/2025 @ 100	3/1/2025 @ 100
Manager	Citi	BAML	Barclays	Wells	BAML
Sale Date	11/10/2015	11/17/2015	11/17/2015	11/17/2015	11/17/2015
Type	Competitive	Competitive	Competitive	Competitive	Competitive
	Spread to AAA MMD	Spread to AAA MMD	Spread to AAA MMD	Spread to AAA MMD	Spread to AAA MMD
2016				11	
2017	4			7	2
2018	8	2	9	14	9
2019	10	3	6	10	9
2020	15	5	7	17	8
2021	16	5	8	17	10
2022	19	9	11	15	12
2023	20	11	12	16	14
2024	20	14	10	15	15
2025	20	8	10	16	15
2026	37	24	54	18	15
2027	35	14	64	20	15
2028	38	10	72	30	30
2029	42	8	50	35	50
2030	60	8	50	40	52
2031	60	10		40	55
2032	60	10		45	55
2033	65	8		45	60
2034	65	8		45	60
2035	65	8			60
2036		8			60
2037					60
2038					60
2039					
2040					
2041					
2042					
2043					
2044					
2045					

MMD Curve is interpolated through 10 years to reflect month of maturity

	= 5% Coupons
	= 4%+ Coupon range
	= 3%+ Coupon range

Pricing Results – Taxable Series 2015C Bonds



- On November 17, 2015 at 11:00a.m., The City successfully sold \$23.0 million of Taxable General Obligation Public Improvement Bonds, Series 2015C.

- The Bonds were issued to finance spending related to general capital improvements for Stone Brewery.

- The City received seven (7) competitive bids as shown below:

	True Interest Cost
Robert W. Baird & Co., Inc.	3.827659%
Raymond James & Associates	3.890748%
Bank of America Merrill Lynch	3.944715%
Piper Jaffray & Company	3.974883%
SunTrust Robinson Humphrey	3.979424%
Wells Fargo	4.040308%
Fifth Third Securities, Inc.	4.212738%
<i>Difference Cover Bid</i>	<i>0.063089%</i>
<i>Difference High - Low</i>	<i>0.385079%</i>

- Robert W. Baird & Co., Inc. won the competitive bidding process with a 3.83% True Interest Cost for the Taxable Series 2015C Bonds. This cost of funds received on the 2015B Bonds was over 1.25% lower than initial planning rates.
- The interest rate levels received on the 2015C Bonds compare favorably with recent bond sales of similar/slightly stronger rated issuers as shown on the next page.

Comparable Transactions – Taxable Series 2015C Bonds



- Richmond's 2015C sale is shown in comparison to recent bond sales below.

Issue	Louisville/Jefferson Cnty KY	Mississippi	Virginia Hsg Dev Auth Rental	Richmond
Size	12,290,000	116,270,000	50,000,000	23,000,000
Rating	Aa1/AA+	Aa2/AA/AA+	Aa1/AA+	Aa2/AA+/AA+
Month (Maturity)	December	November	December	June
Call	12/1/2025 @ 100	Make Whole	12/1/2024 @ 100	6/1/2025 @ 100
Manager	Baird	Piper	Baird	Baird
Sale Date	11/10/2015	11/17/2015	11/17/2015	11/17/2015
Type	Competitive	Negotiated	Competitive	Competitive
	Spread to Icurve	Spread to Icurve	Spread to Icurve	Spread to Icurve
2016	75	83		
2017	6	9	5	11
2018	23	23	25	29
2019	24	41	31	33
2020	26	43	37	38
2021	32	61	39	43
2022	40	64	52	49
2023	57	74	68	63
2024	73	80	80	69
2025	76	93	93	71
2026	87		104	81
2027	98		120	92
2028	109		136	103
2029	115		142	114
2030	122		148	120
2031	128		154	121
2032	129		155	122
2033			156	
2034			158	
2035	132		159	
2036	99		161	
2037	102			
2038	104		158	124
2039	106			
2040	108		155	
2041	110			
2042	112			
2043				
2044				
2045	115		141	

Icurve is an interpolated yield curve based on treasury yields from 1 to 30 years.



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