

# 2020 SUMMER ONLINE TRAINING



## Virtual Event Bag



# Plan for the bigger picture.

With our attention to the details.

Our dedicated corporate trust team offers customizable solutions built on the input of our clients and knowledge of our experts. Utilizing our breadth of resources, we work directly with you to uncover your challenges and bring proactive ideas and strategies to meet your unique goals.

Our expertise, powerful decision-making tools and scalable solutions are tailored to help you succeed.

**Get to know us by contacting:**

Linda Verstuyft | Corporate Trust and Custody | 213.615.6052 | [linda.verstuyft@usbank.com](mailto:linda.verstuyft@usbank.com)

Laurie Baker | Government Banking | 208.731.0145 | [laurie.baker1@usbank.com](mailto:laurie.baker1@usbank.com)

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NOT A DEPOSIT • NOT FDIC INSURED • MAY LOSE VALUE • NOT BANK GUARANTEED • NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY

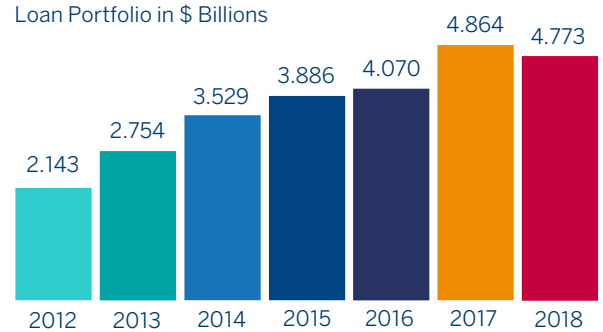
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## Government & Institutional

# Direct Placement Debt

Our Government and Institutional banking team supports state governments, local municipalities, colleges and universities, private schools, charter schools, nonprofit organizations, public utilities, ports, airports, and more.

BBVA Compass has funded over **\$4.7 billion** in loan commitments to its Government and Institutional borrower clients as of year end 2018.



### An Attractive Alternative

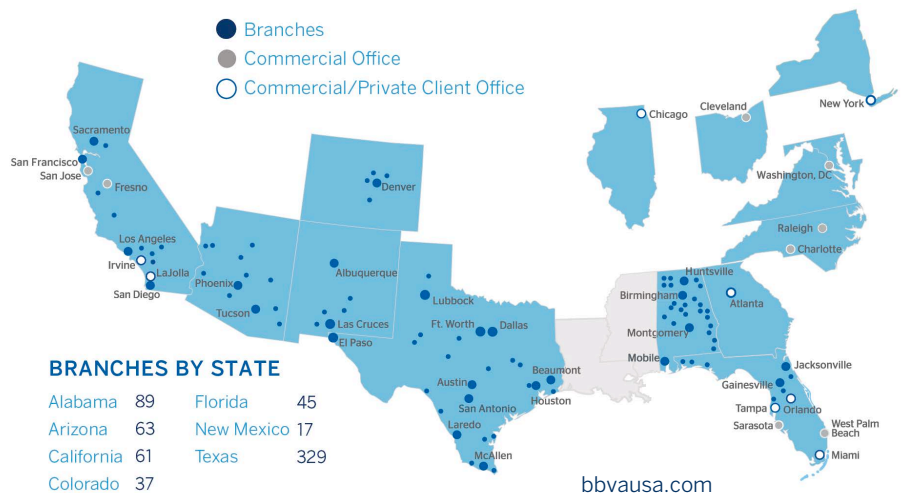
Cost	Customization	Certainty	Closing	Convenience
Typically 1/2 of the closing costs of a comparable public market transaction	Ability to tailor amortization prepayment, repayment frequency, interest type and much more	Fixed interest rates can be locked up to 60 days in advance of closing	Fewer parties in transaction results in a faster time to closing	Negotiate directly with capital provider to achieve best financing structure

### Profiled Transaction

BBVA recently entered into a tax-exempt direct placement refunding with a water and sanitation district whose prior bonds carried an interest rate that was higher than current market rates. Due to tax law, the prior bonds were not eligible to be refunded on a tax-exempt basis until 2020. BBVA structured a loan that included a taxable rate until the 2020 call date of the prior bonds, at which time the loan will convert to a lower, tax-exempt interest rate based on market interest rates when the loan was originated. The transaction allowed the district to generate significant interest savings, and it eliminated market interest rate risk by fixing both the taxable and tax-exempt interest rates before closing the loan rather than waiting until the 2020 call date of the prior bonds.

### Our Direct Placement Team

- Relationships managed by local bankers across geographic footprint
- Regional industry vertical professional provides G&I-specific sector knowledge
- Dedicated, G&I-only underwriting, risk, and documentation team focused on client service during and after the transaction phase



## Government & Institutional

# Treasury Management

### Proven Results

Local governments and institutions turn to BBVA for proven solutions:

- Enhancing working capital and overall cash flow
- Providing Treasury Management consultants to personally analyze and assess critical needs
- Reducing time-to-deposit by a half day over branch deposit deadlines
- Gaining control of the timing of payments while reducing A/P costs for invoice processing
- Creating operational efficiencies by streamlining back-office with technological solutions
- Implementing security strategies to guard against fraud

### Comprehensive Solutions

- Multi-use commercial cards, including T&E, purchasing card, and accounts payable “virtual” card programs offering real-time, online administration and spending controls by department and cardholder
- Automated invoice data capture, routing, and approval workflows to eliminate processing bottlenecks
- Single file payment origination of purchasing card, ACH, wire, and check transactions, including payroll and risk mitigation tools
- Remote deposit of checks with or without remittance document capture and processing

### Profiled Program

A public school district sought a sophisticated commercial card program to pay vendors, improve efficiency and accuracy, and generate additional revenue for the district. BBVA proposed a SpendNet Payables solution with SpendNet Navigator for the district’s management and control of the program directly. As a result of strong vendor enrollment and the revenue share dynamics of the program, the A/P department became a source of revenue for the district.

BBVA was named No. 1 in Global Finance Magazine’s annual list of “Best Treasury and Cash Management Banks and Providers” in the southwestern United States for 2019. BBVA Real Time ARP was named the 2019 Innovator in Cash Management by Global Finance as part of the publication’s “The Innovators” awards. The annual awards, announced in early January, recognizes financial institutions that offer high-quality treasury management services and solutions for clients.





## Leaders in auditing and consulting services for Arizona governments



### Assurance and Financial Reporting

- Financial statement audits
- Single Audits (Uniform Guidance)
- CAFR assistance and reviews
- Agreed-upon procedures
- Performance audits
- Internal audits
- Special compliance audits
- Popular Annual Financial Reports



### Financial Management and Support

- Efficiency and effectiveness reviews
- Reviews and development of internal controls
- Procedure manuals
- Inservice trainings
- Salary and compensation schedule reviews
- Data analysis



### Industry Involvement

- AICPA Government Audit Quality Center Executive Committee
- AICPA State & Local Government Expert Panel
- GFOA CAFR Special Review Committee
- GFOA PAFR Review Committee
- AGA Financial Management Standards Board
- ASBOI School Finance Committee
- ASBOI Accounting, Auditing, and Budgeting Committee
- ASBOI Certificate of Excellence Advisory Committee



### Range of Governmental Clients

- Municipalities
- Counties
- School districts
- State agencies
- Community college districts
- Fire districts
- Utility districts
- Employee benefit trusts
- Transportation authorities
- Councils of governments
- Municipal and county courts
- Community grant schools

*"All staff that we have worked with, in all areas, goes above and beyond to help."*

*"Their knowledge, assistance and most importantly their personalities have made HeinfeldMeech a pleasure to work with."*

*"Value-added is the phrase that comes to mind in describing their team."*

*"Thank you for having the caliber of people that you do working for you!"*



Providing investment  
solutions to Arizona  
public entities & institutional  
investors for over 15 years

**PFM Asset Management LLC**

**Paulina Woo**, Managing Director

**Luke Schneider**, CFA, Director

**Annette Gaston**, Senior Managing Consultant

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For important disclosure information please go to [pfm.com/disclosures](https://pfm.com/disclosures)



# Paymerang is a leader in accounts payable automation.

Our award-winning electronic payables solution provides a simple and secure way for enterprises to pay their vendors.

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**Through its revolutionary simplicity, Paymerang enables companies to pay their vendors electronically with a single payment file.**

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By handling the entire process, from secure vendor enrollment to payment delivery to reconciliation and customer service, Paymerang is able to offer efficiency that saves thousands of hours of finance time, security that protects all types of payments from fraud, and financial rewards that turn accounts payable into a profit center.

We provide solutions for enterprises around the country in education, public sector enterprises, healthcare, finance, media, manufacturing, services, and beyond. By implementing Paymerang, accounting departments gain transparency and can refocus efforts on more strategic priorities like operational efficiency and financial controls.

# A Four-Step Strategy for Mitigating Risk

## Protect the Payment

Implement an electronic payment solution, such as virtual cards and ACH transactions, to provide greater protections than paper checks, mitigating the risk of payment fraud. Electronic solutions allow for defined roles and permissions and privileges, separation of duties, configurable business rules, complete audit trails, hierarchical access, administrative controls for security settings, and parameters (such as the amount, supplier, location, or date) for approved payments.

## Secure the Operations

Accounting teams should establish operational procedures and controls for the execution of payments, including multiple approvals, payment limits, segregation of duties, rotation of job responsibilities, and a clean desk policy. Accounting teams should also ensure that all employees responsible for paying suppliers are properly trained, with regular refreshers to help detect internal and external threats (including cyber and social engineering schemes) to sensitive information.

## Fortify the Network

Implement advanced anti-virus applications to detect and quarantine any malware that may have reached the PC used to generate payments. Strictly limit the application software that you allow to run this PC. You can also fortify your network by securing e-mail communications, using a vulnerability management program using the most up-to-date version of payment and accounting applications, and implement technology to detect threats across their network.

## Lock Down Compliance

Businesses require compliance oversight and audit assurance, no matter the payment mechanism. Ensure you are a NACHA compliant and safeguard your payments by undergoing a SOC and PCI assessment. Lastly, lock down compliance by ensuring you have a way to check suppliers against the OFAC list.

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## The Bottom Line

### *Overview to the Four Steps to Mitigating the Risk of Payment Fraud*

Businesses have too much at stake to leave themselves vulnerable to soaring payment fraud. A single fraudulent incident could cost a business big money. And accounting teams could lose weeks of valuable time investigating and remediating payment fraud. Developing a holistic risk management strategy provides accounting teams and the businesses they work for with the upper hand against bad actors.

# The OpenGov Cloud™

Budgeting and Performance | Communications and Reporting

The OpenGov Cloud™ is the only integrated cloud solution for budgeting, performance, communications and reporting. This multi-tenant Software-as-a-Service (“SaaS”) solution connects stakeholders to the budget process, engages them for real-time feedback, accurately forecasts personnel costs, and integrates with key government systems, resulting in improved outcomes, enhanced internal efficiencies, and more time for strategic planning.

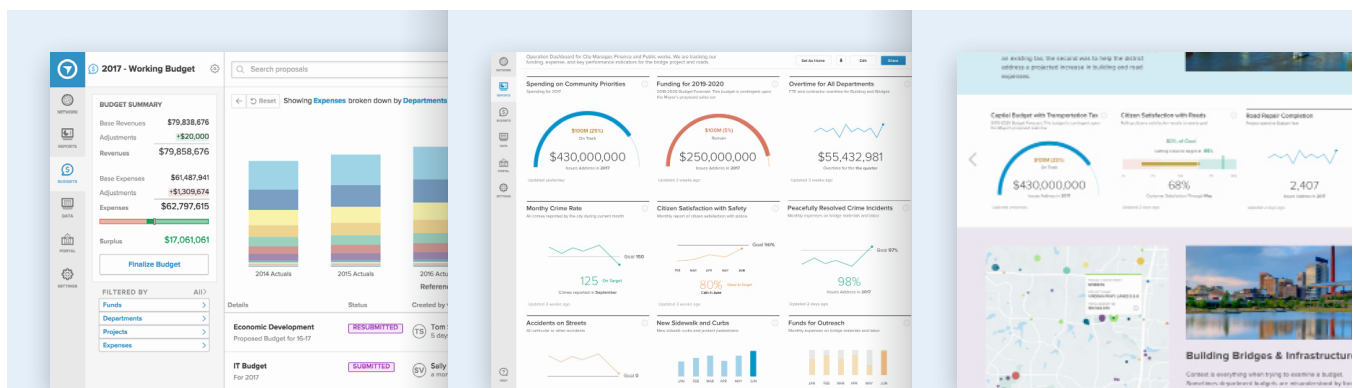


## Integrated Budgeting and Performance

Leverage OpenGov’s integrated online solution to aggregate and synchronize financial and non-financial data. Streamline and transform your budget process from the initial stages of strategic planning and personnel forecasting on through final publication while enabling collaboration throughout. Plan and manage your strategic initiatives by capturing priorities, tying budgets to initiatives, identifying key outcomes, and engaging stakeholders.

## Build Trust With Effective Communication

Engaging with constituents and stakeholders is critical to every public agency’s success. With OpenGov, leaders can analyze and communicate complex topics and decisions in a simple manner anyone can understand. Agencies are able to build trust with colleagues and residents by gathering input on key initiatives and aligning budget and the strategic plan to both performance objectives and public expectations.



# A Central Hub For Internal and External Stakeholders

Bring your financial and non-financial data together in one place. Automatically connect your ERP, Excel, HRIS, public safety, 311, and other data sources to The OpenGov Cloud™, ensuring data integrity across the organization. Quickly create and publish content, easily incorporate feedback, and inform and improve your interaction with internal and external stakeholders to strengthen public trust and achieve your communications objectives.

## The OpenGov Cloud™

### Streamline your budgeting process

Save time and build a better budget by collaborating across departments with an integrated cloud-based solution complete with built-in, editable formulas.

### Tie your Budget to Performance

Centrally track and analyze how budget dollars impact your organization's top priorities.

### Communicate Clearly

Create, publish and share content quickly and easily with dashboards, images, maps and more. Share via social media, email or your website.

### Focus on Outcomes

Establish goals for departments, programs, or initiatives, and track relevant KPIs to evaluate spending, performance, and progress.

### Plan Effectively, Together

Connect all stakeholders to your budgeting, performance, communications, and reporting processes.

### Act on Analysis

Gain at-a-glance insights with dashboards, take action with customized alerts, or dive into the details for deeper analysis.

### Broaden Public Participation

Supplement public hearings with online surveys and virtual town halls. Gather feedback from residents by reducing the barriers of involvement.

### Increase Accountability

Publicly demonstrate progress on projects and strategic initiatives backed up by financial and performance data.

## Why OpenGov?

- Over 2,000 governments are powered by OpenGov.
- OpenGov's mission is to Power More Effective and Accountable Government.
- OpenGov Employees have served in public sector positions for over 200 years collectively.
- Current customers spend 50% less time on budget development, achieve 80% time savings on reporting, spend 20% less time on information requests, and have re-allocated up to 1% of their budgets for more strategic outcomes.
- OpenGov has analyzed over \$10 Trillion in expenses and revenues through its online platform.
- OpenGov's multi-tenant architecture provides maintenance-free updates so users can always leverage the most modern technology, including every new feature and product release, regardless of underlying IT infrastructure.
- OpenGov is made in America. Our expert U.S.-based Product and Go-to-Market professionals envision, build, and deploy this market-leading solution, leveraging the best technology available.

**“OpenGov has changed this entire process, giving me back my life and opening up enough time for me to focus on other priorities for the city. Gone are the days of digging around in spreadsheets and enduring lengthy proposal submission cycles”**

**Connie Maxwell**  
Budget Director, City of Burnet, TX



City of Rockport, TX



City of Fort Lauderdale, FL



County of Allegheny, PA



CA State Lands Commission



District of Columbia, DC



# Corporate Trust and Escrow Services

## Municipal Debt Marketplace

### Offices to meet the needs of national corporate trust marketplaces:

- Austin
- Boston
- Dallas
- Denver
- Des Moines
- Grand Rapids
- Houston
- Kansas City
- Minneapolis
- New York
- Oklahoma City
- Phoenix
- Salt Lake City
- St. Louis

Time tested, reliable and independent. UMB has been a dependable provider of corporate trust services for more than 70 years and administers over \$91 billion and 8,100 debt transactions.

### Municipal Debt and Escrow Services

We provide trustee, paying agent and escrow services to issuers of taxable and tax-exempt debt.



**Excellent customer service.** Our team of corporate trust professionals works with municipalities and other government institutions, their attorneys, financial advisors, underwriters and depositories to deliver outstanding customer service.



**Unmatched expertise.** We provide valuable guidance to the industry with our unwavering commitment to the market and unmatched depth of municipal debt and escrow expertise. Our approach to pre-closing and closing day activities results in streamlined transactions.



**Flexible solutions.** We understand your corporate trust needs don't fall into a one-size-fits-all approach. That's why we build customized solutions for you, typically with quicker response times than the largest providers.

## UMB Corporate Trust Products and Services

### Trustee and Related Agency Services

- Master trustee
- Bond trustee
- Public or private offerings
- Paying agent and registrar services
- Successor trustee and paying agent
- Municipal custody
- Agency services (collateral agent, depository agent, tender agent, filing agent, calculation agent, dissemination agent, exchange agent)

### Escrow Agent Services

- Refunding
- Municipal lease
- Construction/project
- Asset purchases or sales

## Yellow Book Changes



Generally Accepted Government Auditing Standards (GAGAS), commonly referred to as the “Yellow Book,” were revised and issued in July 2018 by the U.S. Government Accountability Office (GAO). For financial audits, attestation engagements, and reviews of financial statements the changes in the 2018 Yellow Book are effective for the periods ending on or after June 30, 2020. While there were many new requirements in the 2018 Yellow Book, below is a summary of two key changes.

### Independence Requirements Related to Non-Audit Services

The 2018 Yellow Book expands independence requirements for non-audit services, such as the preparation of accounting records and year-end audited financial statements. Under the 2018 Yellow Book auditors must conclude that preparing financial statements in their entirety from a client-provided trial balance or underlying accounting records creates a significant threat to independence. As a result, auditors must document the evaluation of the threat and implement appropriate safeguards to reduce the threat to an acceptable level. As part of reducing the threat of non-audit services the 2018 Yellow Book also provides additional guidance on defining management’s “Skills, Knowledge and Expertise” (SKE).

Under the 2018 Yellow Book management is not required to possess expertise needed to perform or reperform the non-audit service, however, auditors will have to assess management’s ability (or SKE) to recognize a material error, omission, or misstatement in the results of the non-audit services provided. This will determine whether the non-audit service can be performed by the auditor.

### Waste and Abuse

Although the phrase waste and abuse has been part of audit terminology for years the 2018 Yellow Book introduces a new concept of waste. Waste is defined in the 2018 Yellow Book as “the act of using or expending resources carelessly, extravagantly, or to no purpose. Importantly, waste can include activities that do not include abuse and does not necessarily involve a violation of law. Rather, waste relates primarily to mismanagement, inappropriate actions, and inadequate oversight.” Based on this definition examples of waste, depending on the facts and circumstances, may include:

- Making travel choices that are contrary to existing travel policies or are unnecessarily extravagant or expensive.
- Making procurement or vendor selections that are contrary to existing policies or are unnecessarily extravagant or expensive.

Because the determination of waste and abuse is subjective auditors are not required to design testing procedures to detect waste or abuse, however, if waste or abuse is discovered auditors are required to understand that this discovery may indicate that fraud or noncompliance could exist. Therefore, auditors may perform expanded audit procedures if they find any indication of waste or abuse within the audited entity and will need to consider whether and how to communicate such matters.

The 2018 Yellow Book can be accessed on the GAO Yellow Book Web page at [www.gao.gov/yellowbook/overview](http://www.gao.gov/yellowbook/overview).

*Stay Connected!*

For even more information, visit our blog here [www.hhcpa.com/blogs/government](http://www.hhcpa.com/blogs/government).

# Governments

Government agencies and public school districts have unique funding needs. That's why it's important to work with a financial institution with experience in helping organizations like yours navigate the various challenges you face. BMO Harris Bank's team of specialists work with you to build a sound strategy to help close your budget gaps and we'll provide the services you need to make the most of your resources.

## Comprehensive financial solutions.

As a full-service financial institution, you'll have access to our comprehensive resources tailored to local governments and public school districts including:

- Letters and Lines of Credit
- Term Debt
- Equipment Leasing and Financing Programs
- Working Capital Needs
- Risk Management Support

We also provide a host of tools and services that can be customized to help manage day-to-day cash flow, including treasury and payment solutions like:

- Remote Deposit Capture tools
- Credit & Purchasing Card solutions
- Wholesale & Retail Lockbox capabilities
- Fraud Prevention Tools

Plus, our commitment to helping governments includes maintaining a presence in the communities you serve.

## Let's Get Started!

To find out more about how BMO Harris Bank can help you meet your business and financial objectives, please contact a governments specialist or visit [bmoharris.com/governments](http://bmoharris.com/governments).

 Let's connect

**Chris Daly, Assistant Vice President**

Direct: 312-461-3023 • [christopher.daly@bmo.com](mailto:christopher.daly@bmo.com)

**BMO  Harris Bank**

We're here to help.™

\* As of 5/23/19

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## At-a-glance\*

### BMO Financial Group

Approx. \$599 billion in total assets

More than 45,000 employees

Recognized as one of the world's most ethical companies (Ethisphere Institute, 2018)

Recognized as one of the 50 safest banks in the world (*Global Finance*, 2018)

Approx. \$45 million in community donations

### BMO Harris Bank

Almost 600 branches and access to over 43,000 ATMs

More than 2 million customers

\$667 million in community development loans

### BMO Capital Markets

Fully integrated North American investment bank  
2,700 professionals in 33 offices worldwide

### BMO Harris Treasury & Payment Solutions

Experienced U.S. wholesale lockbox provider and ACH originator

### BMO Wealth Management

Top 40 Largest Wealth Management Firms in the U.S. (*Barron's*, 2018)

Best Domestic Private Bank, U.S.

(*Global Financial Market Review*, 2017)

Advisory Update | July 9, 2020

# Wells Fargo Donates More than \$2.2M for COVID-19 Relief Efforts in Arizona

As our communities continue to struggle, Wells Fargo stepped into action, from the beginning of this crisis. As part of a commitment to accelerate local giving due to the impact of COVID-19, the Wells Fargo Foundation, has donated more than **\$2.2M** to **120** nonprofits to support their community response efforts to COVID-19 throughout the entire state of Arizona. The funding has already helped deliver critical relief and support to vulnerable communities and small businesses.

At the start of the pandemic, Wells Fargo identified two high impact communities that needed immediate help—workforce families with no childcare, including (and especially) healthcare workers, and homebound elderly. A **\$100,000** total donation was made initially to bring relief to these communities. A \$50,000 donation to Arizona Boys & Girls Clubs of the Valley, and \$50,000 to FSL (Foundation for Senior Living).

“Wells Fargo has truly stepped up for our community by making swift investments in protecting those who are most vulnerable, youth and seniors. Every day we are serving families who need quality care for their children while they go to work during this global crisis,” said Marcia Mintz, CEO of Boys & Girls Clubs of the Valley.

“We reached out to our community partners and told them that seniors are isolated, they are scared and they need food, supplies and they need to know that the community cares. Wells Fargo has been a long time supporter of FSL and today they showed our community they care about our seniors,” said Tom Egan, CEO of FSL.

Wells Fargo quickly realized the small business community was being hit hard and has given several grants to numerous organizations to assist small businesses. One of those donations was to the Arizona Hispanic Chamber of Commerce (AZHCC). The \$75,000 grant helped some of the most vulnerable small to micro businesses stay in business and retain employees.

“Thank you so very much for this generous grant! We are overwhelmed with gratitude and I know our grantees will also be very grateful. We appreciate your support in keeping AZ small businesses afloat during the COVID-19 pandemic and beyond. Your commitment to the AZHCC and our community is remarkable,” said Monica Villalobos, president and CEO of AZHCC.

To date, some of the other nonprofits we’ve assisted in our COVID-19 relief efforts include:

## **Statewide/Metro Phoenix**

- Arizona Community Foundation
- Arizona Coalition for Healthcare Emergency Response
- Arizona Food Bank Network, Inc.
- Chicanos Por La Causa Inc
- Child Crisis Arizona
- Desert Mission Inc
- Diocesan Council For the Society of Saint Vincent De Paul Diocese Phoenix

- Human Services Campus
- International Rescue Committee
- Junior Achievement
- A New Leaf, Inc.
- St. Mary's Food Bank Alliance
- Trellis
- UMOM New Day Centers Inc
- Valley of the Sun United Way
- Valley of the Sun YMCA

#### **Northern Arizona**

- Flagstaff Family Food Center
- Flagstaff Shelter Services Inc
- Housing Solutions of Northern Arizona
- Prescott Area Shelter Services Inc
- United Way of Northern Arizona
- Yavapai Regional Medical Center

#### **Southern Arizona**

- Catholic Community Services of Southern Arizona Inc
- Community Food Bank Inc
- Community Foundation For Southern Arizona
- Growth Partners Arizona
- International Rescue Committee
- Pima County Community Land Trust
- United Way - Tucson
- University of Arizona Foundation
- Yuma Community Food Bank

#### **Tribal Communities**

- Change Labs
- National Forest Foundation
- Native American Connections Inc
- Native Health
- Red Feather Development Group

These grants have significantly focused on meeting urgent basic community needs, providing support for small businesses, and housing stability for our most vulnerable populations.

“It’s important in times of community need that we work together; we are all in this together” said Lead Region President Don Pearson. “We hope our support provides a measure of relief as we stand with the community during this challenging situation.”

Wells Fargo will continue to support local nonprofits as community needs evolve.

These donations are part of [\\$175 million in aid from Wells Fargo](#) to support the domestic and global COVID-19 community response.

# ADVANCING PURPOSE IN PUBLIC FINANCE



*HilltopSecurities is dedicated to helping you pursue your boldest financing or underwriting needs. Whether we're serving as your municipal advisor or underwriter, we put our 70-year legacy and experience in the municipal bond market to work.*

## MUNICIPAL ADVISORY SERVICES

HilltopSecurities delivers tailored municipal advisory services using an approach that considers each element of your financial picture. By keeping our professionals local, we know the political and funding challenges you face. We implement a four-phase focus on your present and future – one that goes beyond issuances and helps advance your community:

- Analyze & evaluate your debt profile
- Review & evaluate your objectives
- Strategize on implementation
- Anticipate future needs

## BOND EXECUTION SERVICES

Our tailored approach to bond execution has helped make us the No. 1 municipal advisor to state and local governments across the nation.<sup>1</sup> Whether you're issuing new bonds or a refunding, we guide you through all phases of the bond issuance process, including:

- Developing a financing program
- Setting financing terms
- Coordinating related service providers
- Navigating the bond election process, if necessary
- Coordinating the rating & credit enhancement process
- Preparing issue documentation
- Conducting the marketing & sale of debt

## MUNICIPAL UNDERWRITING SERVICES

HilltopSecurities leverages national resources, a deep understanding of regional needs, and dedicated equity capital to support your issue as senior manager or co-managing underwriter.

We're focused on understanding the economy and politics of the communities our clients serve. By leveraging the resources of one of the nation's leading municipal finance firms, our investment bankers work across many sectors and practice groups to implement the latest structuring ideas and marketing strategies.

## A ROBUST DISTRIBUTION NETWORK

Our longstanding relationships with Tier I, II, and III institutional investors, as well as retail buyers, help extend the reach of your issue. With over 1,300 separate institutional accounts in our portfolio, we can connect your issue with the right investor s.

In addition, the connectivity between our underwriting desk and our secondary sales and trading platform allows us to determine potential investors, structure, and size of orders before pricing. This insight helps optimize the best possible deal structure and lowest interest cost when serving as lead manager.

## CONTACT US

Find out how our municipal advisory and underwriting services can help advance your community. Call or visit us online today.

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2398 E Camelback Road, Suite 340, Phoenix, AZ 85016

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*Your resource for post-issuance compliance*

## WHAT WE DO

### Specializing in Tax-Exempt Bonds

- Arbitrage Rebate Compliance
- Private Use / Schedule K Reporting
- Continuing Disclosure
- Structured Products and Escrow Bidding
- Financial Advisory / Swap Monitoring

## WHO WE ARE

### Post-Issuance Compliance Resource

- Founded in 1989
- Serving Municipal and Non-profit Clients
- 80,000+ Projects Completed
- In-House Legal Expertise and Opinion by Orrick
- SEC and MSRB Registered Municipal Advisor

## FOR MORE INFORMATION PLEASE CONTACT

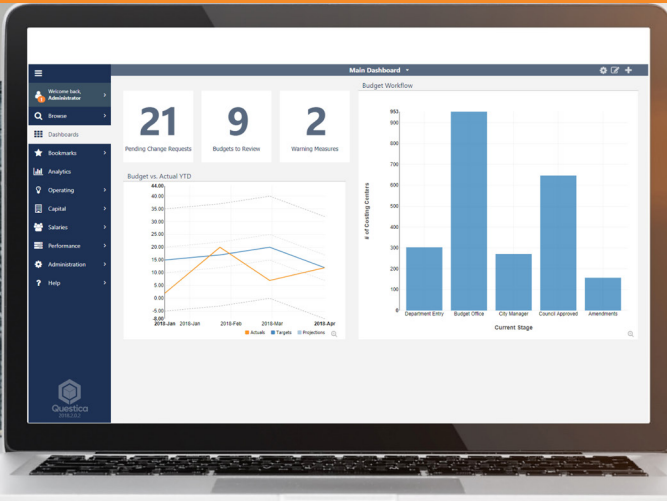
**Robin Schlimgen**  
**Managing Director**  
BLX Group LLC  
(480) 539-4084  
rschlimgen@blxgroup.com

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# Brighter public finance



For over 20 years, Questica has been working with cities to develop and deliver integrated, cloud-based budgeting, performance, transparency and citizen engagement solutions to better enable data-driven budget decision-making, while increasing data accuracy, saving time, and improving stakeholder trust and engagement.

Questica Budget creates one source of data truth allowing cities to shift from data collection to focus on what's important, collaborative and insightful budget preparation and management.

- Operating and capital budgets
- Position, salary and benefit planning
- Multi-year budgeting and reporting
- What-if scenarios and decision packages
- Workflows and approvals
- Performance measures
- Departmental transfers/allocations
- Reporting and auditing
- Statistical ledger and financial statements
- Integrates with 25+ financial systems
- Integrates with Questica's transparency solution OpenBook, and Balancing Act's budget simulation tool
- NEW: Questica Budget Book powered by CaseWare



**Questica**  
questica.com/budget

# About BOK Financial

BOK Financial is a top 30 U.S.-based bank with clients from coast to coast and banking operations in eight states throughout the Midwest and Southwest. We provide a variety of financial services, including financing, loan syndication, leasing, cash management, private banking, and investment management services for institutions and individuals.



## OUTSTANDING CRA RATING

Only 8% of banks rated by the OCC in 2017 received an Outstanding Rating.



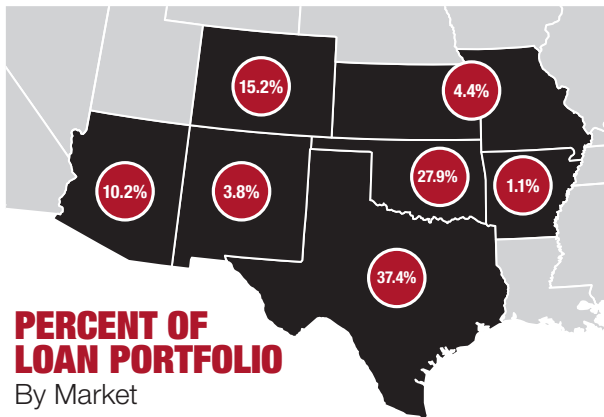
**120**  
**BANKING CENTER LOCATIONS**



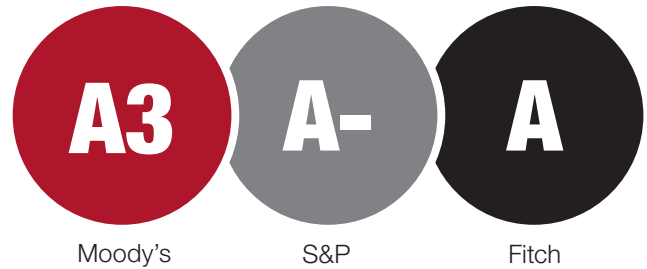
- ▶ Net Interest **57.6%**
- ▶ Brokerage & Trading **11.2%**
- ▶ Transaction Card **4.8%**
- ▶ Fiduciary and Asset Management **9.8%**
- ▶ Service Charges **5.8%**
- ▶ Mortgage **8.2%**
- ▶ Other **2.6%**



- ▶ Commercial **33.5%**
- ▶ Commercial Real Estate **19.8%**
- ▶ Energy **18.3%**
- ▶ Healthcare **14.1%**
- ▶ Residential Mortgage **9.1%**
- ▶ Consumer **5.2%**



## BOKF, NA (BANK) - LONG-TERM ISSUER CREDIT RATINGS\*\*



**10.98%**  
**TIER 1 CAPITAL RATIO**

**6%**  
**IS WELL CAPITALIZED**



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