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County of Hawaii

Response to Notice to Providers of Professional Services
(HRS 103D-304)
Public Finance Bond Underwriting (FY 2021-2022)

June 30, 2021

BofA Securities, Inc.
333 S. Hope Street, Suite 3820
Los Angeles, CA 90071

BofA SECURITIES 



June 30, 2021

Ms. Deanna Sako
Director of Finance
County of Hawai'i
25 Aupuni Street
Hilo, Hawaii 96720

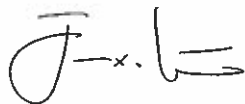
Dear Ms. Sako:

BofA Securities, Inc. (BofA Securities or BofA) is pleased to submit our response to the County of Hawai'i's (the County) Notice to Providers of Professional Services (HRS 103D-304) for Public Finance Bond Underwriting (FY2021-2022). As discussed herein, we believe there are many factors that distinguish BofA from our competitors, but specific consideration should be given to the following important areas:

- **Municipal Market Leadership** - BofA has ranked as the #1 underwriter of municipal securities nationally since 2018 with 1,533 senior managed transactions for over \$196.9 billion in par amount. Our success in this market is made possible in large part by the strength of our distribution system - both retail and institutional - as well as our ability and willingness to use capital to support our clients' offerings in both the primary and secondary markets with over \$235.9 billion of total capital and over \$9.3 billion of excess net capital as of March 31, 2021. Importantly, BofA also has been the "Number One" underwriter in Hawaii since 2018, having senior managed 44 financings for over \$6.6 billion.
- **Experience in Hawaii** - Over the past 30 years, our finance team has managed more transactions in Hawaii than any other. We thoroughly understand Hawaii G.O. financing structures and the challenges presented by State law. Importantly, our team has worked with virtually every municipality within Hawaii, including the County, State of Hawaii and its various DOTs, City and County of Honolulu, Honolulu Department of Environmental Services, Honolulu Board of Water Supply, County of Kauai, County of Maui, University of Hawaii, and the Department of Hawaiian Home Lands.
- **Commitment to the County of Hawaii** - BofA and our proposed banking team are committed to the County, having served as senior manager for the County's \$50 million G.O. bonds in 2008, \$60 million G.O. bonds in 2010, \$99 million G.O. financing in 2013, \$235 million G.O. bonds in 2016, 139 million G.O. bonds in 2017, and most recently \$77.1 million G.O. bonds in 2020.
- **Investor Distribution** - BofA's distribution network provides access to a broad range of institutional and retail investors, both nationally and in Hawaii. BofA maintains a significant presence across the State with 56 registered Merrill financial advisors in 3 retail offices strategically located throughout Hawaii, including Hilo and Kailua-Kona, who manage over \$4.7 billion in assets for Hawaii residents.

We would like to thank you for providing BofA with the opportunity to submit our qualifications. We greatly value our long-standing relationship with the County, and hope to have the opportunity to work with the County again in the near future. Please feel free to contact us with any questions.

Sincerely,



Frank X. Lauterbur, Managing Director
(213) 345-9575
frank.lauterbur@bofa.com



Craig Dussinger, Director
(213) 345-9579
craig.dussinger@bofa.com

Effective May 13, 2019, BofA Securities, Inc. is the new legal entity for all institutional business previously provided by Merrill Lynch, Pierce, Fenner & Smith Incorporated ("Merrill"), while the retail brokerage system of Bank of America Corporation ("BAC") continues to operate under Merrill. BofA Securities, Inc. and Merrill, which are affiliates within BAC, have entered into an exclusive retail distribution arrangement under which BofA Securities, Inc. may (i) distribute municipal securities to Merrill, which in turn may distribute those securities to retail investors through the retail brokerage network of Merrill, and (ii) compensate Merrill for any bonds it sells.

"Bank of America" and "BofA Securities" are the marketing names used by the Global Banking and Global Markets divisions of Bank of America Corporation. Lending, other commercial banking activities, and trading in certain financial instruments are performed globally by banking affiliates of Bank of America Corporation, including Bank of America, N.A., Member FDIC. Trading in securities and financial instruments, strategic advisory, and other investment banking activities, are performed globally by investment banking affiliates of Bank of America Corporation, including, in the United States, BofA Securities, Inc. and Merrill Lynch Professional Clearing Corp., both of which are registered broker-dealers and Members of SIPC, and, in other jurisdictions, by locally registered entities. BofA Securities, Inc. and Merrill Lynch Professional Clearing Corp. are registered as futures commission merchants with the CFTC and are members of the NFA. References to BofA Securities, Inc. herein refer to the institutional business of Merrill Lynch, Pierce, Fenner & Smith Incorporated prior to May 13, 2019, and as of that date to BofA Securities, Inc.

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WE ARE NOT YOUR MUNICIPAL ADVISOR OR FIDUCIARY. BofA Securities, Inc. ("BofA Securities") is providing the information contained herein for discussion purposes only either as an underwriter or in anticipation of being engaged to serve as an underwriter. BofA Securities is not acting as your "municipal advisor" within the meaning of Section 15B of the Securities Exchange Act of 1934, as amended (the "Act"), and does not owe a fiduciary duty to you pursuant to the Act with respect to the information and material contained in this communication. BofA Securities is either serving as an underwriter or is seeking to serve as an underwriter on a future transaction and not as a financial advisor or municipal advisor. An underwriter's primary role is to purchase securities with a view to distribution in an arm's-length commercial transaction with you and it has financial and other interests that differ from those of yours. BofA Securities is acting for its own interests. You should discuss any information and material contained in this communication with any and all of your own internal or external municipal and/or financial, legal, accounting, tax and other advisors and experts, as applicable, to the extent you deem appropriate before acting on this information or material.

Confidential Notice to Recipient

"Bank of America" and "BofA Securities" are the marketing names used by the Global Banking and Global Markets divisions of Bank of America Corporation. Lending, other commercial banking activities, and trading in certain financial instruments are performed globally by banking affiliates of Bank of America Corporation, including Bank of America, N.A., Member FDIC. Equal Housing Lender. Trading in securities and financial instruments, and strategic advisory, and other investment banking activities, are performed globally by investment banking affiliates of Bank of America Corporation ("Investment Banking Affiliates"), including, in the United States, BofA Securities, Inc. and Merrill Lynch Professional Clearing Corp., both of which are registered broker-dealers and Members of SIPC, and, in other jurisdictions, by locally registered entities.

BofA Securities, Inc. and Merrill Lynch Professional Clearing Corp. are registered as futures commission merchants with the CFTC and are members of the NFA.

**Investment products offered by Investment Banking Affiliates:
Are Not FDIC Insured * May Lose Value * Are Not Bank Guaranteed.**

These materials have been prepared by one or more subsidiaries of Bank of America Corporation for the client or potential client to whom such materials are directly addressed and delivered (the "Company") in connection with an actual or potential mandate or engagement and may not be used or relied upon for any purpose other than as specifically contemplated by a written agreement with us. These materials are based on information provided by or on behalf of the Company and/or other potential transaction participants, from public sources or otherwise reviewed by us. We assume no responsibility for independent investigation or verification of such information (including, without limitation, data from third party suppliers) and have relied on such information being complete and accurate in all material respects. To the extent such information includes estimates and forecasts of future financial performance prepared by or reviewed with the managements of the Company and/or other potential transaction participants or obtained from public sources, we have assumed that such estimates and forecasts have been reasonably prepared on bases reflecting the best currently available estimates and judgments of such managements (or, with respect to estimates and forecasts obtained from public sources, represent reasonable estimates). No representation or warranty, express or implied, is made as to the accuracy or completeness of such information and nothing contained herein is, or shall be relied upon as, a representation, whether as to the past, the present or the future. These materials were designed for use by specific persons familiar with the business and affairs of the Company and are being furnished and should be considered only in connection with other information, oral or written, being provided by us in connection herewith. These materials are not intended to provide the sole basis for evaluating, and should not be considered a recommendation with respect to, any transaction or other matter. These materials do not constitute an offer or solicitation to sell or purchase any securities and are not a commitment by Bank of America Corporation or any of its affiliates to provide or arrange any financing for any transaction or to purchase any security in connection therewith. These materials are for discussion purposes only and are subject to our review and assessment from a legal, compliance, accounting policy and risk perspective, as appropriate, following our discussion with the Company. We assume no obligation to update or otherwise revise these materials. These materials have not been prepared with a view toward public disclosure under applicable securities laws or otherwise, are intended for the benefit and use of the Company, and may not be reproduced, disseminated, quoted or referred to, in whole or in part, without our prior written consent. These materials may not reflect information known to other professionals in other business areas of Bank of America Corporation and its affiliates.

Bank of America Corporation and its affiliates (collectively, the "BAC Group") comprise a full service securities firm and commercial bank engaged in securities, commodities and derivatives trading, foreign exchange and other brokerage activities, and principal investing as well as providing investment, corporate and private banking, asset and investment management, financing and strategic advisory services and other commercial services and products to a wide range of corporations, governments and individuals, domestically and offshore, from which conflicting interests or duties, or a perception thereof, may arise. In the ordinary course of these activities, parts of the BAC Group at any time may invest on a principal basis or manage funds that invest, make or hold long or short positions, finance positions or trade or otherwise effect transactions, for their own accounts or the accounts of customers, in debt, equity or other securities or financial instruments (including derivatives, bank loans or other obligations) of the Company, potential counterparties or any other company that may be involved in a transaction. Products and services that may be referenced in the accompanying materials may be provided through one or more affiliates of Bank of America Corporation. We have adopted policies and guidelines designed to preserve the independence of our research analysts. These policies prohibit employees from offering research coverage, a favorable research rating or a specific price target or offering to change a research rating or price target as consideration for or an inducement to obtain business or other compensation. We are required to obtain, verify and record certain information that identifies the Company, which information includes the name and address of the Company and other information that will allow us to identify the Company in accordance, as applicable, with the USA Patriot Act (Title III of Pub. L. 107-56 (signed into law October 26, 2001)) and such other laws, rules and regulations as applicable within and outside the United States.

We do not provide legal, compliance, tax or accounting advice. If any person uses or refers to any such tax statement in promoting, marketing or recommending a partnership or other entity, investment plan or arrangement to any taxpayer, then the statement expressed herein is being delivered to support the promotion or marketing of the transaction or matter addressed and the recipient should seek advice based on its particular circumstances from an independent tax advisor. Notwithstanding anything that may appear herein or in other materials to the contrary, the Company shall be permitted to disclose the tax treatment and tax structure of a transaction (including any materials, opinions or analyses relating to such tax treatment or tax structure, but without disclosure of identifying information or any nonpublic commercial or financial information (except to the extent any such information relates to the tax structure or tax treatment)) on and after the earliest to occur of the date of (i) public announcement of discussions relating to such transaction, (ii) public announcement of such transaction or (iii) execution of a definitive agreement (with or without conditions) to enter into such transaction; provided, however, that if such transaction is not consummated for any reason, the provisions of this sentence shall cease to apply.

Response to Notice to Providers of Professional Services (HRS 103D-304)

1. Firm Name and Office Locations

Description of the Firm.

Bank of America Corporation ("Bank of America" or "BAC") is one of the world's leading financial institutions offering a full range of banking, investing, asset management and other financial and risk management products and services. Bank of America is a global leader in wealth management, corporate and investment banking and trading across a broad range of asset classes – serving individuals, small and middle market businesses, large corporations and institutions (including our municipal clients) around the world.

BofA Securities is the brand name for the institutional businesses conducted through the broker-dealer BofA Securities, Inc. ("BofA Securities" or "BofA"). BAC's retail brokerage system operates under Merrill Lynch, Pierce, Fenner & Smith, Incorporated ("Merrill") and BAC's commercial banking services are provided by our affiliate, Bank of America, N.A. ("BANA"). As of May 2019, BofA is the successor entity for the institutional business of Merrill, which was incorporated in Delaware in 1958 and was a municipal broker-dealer for approximately 60 years. Any historical information provided in our response that predates May 2019 relates to Merrill as the predecessor entity. BofA Securities and Merrill, which are affiliated indirect subsidiaries of BAC, have entered into an exclusive retail distribution arrangement that enables Merrill to distribute certain new issue municipal securities underwritten by or allocated to BofA and BofA will share with Merrill a portion of the fee or commission paid to BofA. Merrill continues to operate our storied retail brokerage system, while BofA is the broker-dealer of record for municipal banking and underwriting services. On the commercial banking side, BANA has long been an active lender to municipalities, including financing the Golden Gate Bridge in the 1930s in the midst of the economic depression. Merrill's wealth management businesses, with over 13,000 retail financial advisors and client balances of approximately \$3 trillion, provide tailored solutions to meet our retail clients' needs through a full set of financial advisory services including investment management, banking, trust and retirement products via two primary businesses: Merrill and Bank of America Private Bank.

Credit Ratings.

In the table below we provide the ratings of Bank of America Corporation as well as Bank of America, N.A., the legal counterparty for all credit products (letters of credit and liquidity facilities) and swap transactions entered into by our firm. BofA Securities, Inc. ("BofA"), the broker-dealer through which we execute municipal underwritings, currently carries the same ratings as Bank of America, N.A. (but is not rated by Moody's).

CURRENT CREDIT RATINGS						
	Bank of America Corporation			Bank of America, N.A.		
	Moody's	S&P	Fitch	Moody's	S&P	Fitch
Long-Term	A2	A-	AA-	Aa2	A+	AA
Short-Term	P-1	A-2	F1+	P-1	A-1	F1+
Outlook	Stable	Positive	Stable	Stable	Positive	Stable

Note: Ratings as of 6/7/21.

Municipal Banking and Markets.

BofA Securities' Municipal Banking and Markets group ("MBAM") is a fully integrated division that includes public finance investment banking, sales, trading, underwriting, and municipal credit products provided through BofA, as well as commercial bank credit products and public sector commercial banking services offered through Bank of America, N.A. ("BANA"). This single, coordinated business unit provides our municipal clients with a central platform for their capital raising, credit and treasury needs. With all municipal business lines reporting to the same leadership, our public finance banking team is able to provide the County with broad access to market information, facilitate quick responses to changing market conditions, and assist the County in achieving its financing objectives in the context of current investor demand. ***This consolidated business model has led to our #1 ranking as underwriter of municipal bonds in each of the last eleven years, most recently in 2020.***

Investment banking coverage will be coordinated and led from BofA's Los Angeles office, supplemented with additional banking, underwriting, sales and trading professionals in our San Francisco, New York and Honolulu offices. The addresses for these offices are provided below.

LOS ANGELES OFFICE	NEW YORK OFFICE	SAN FRANCISCO OFFICE	HONOLULU OFFICE
333 S. Hope St., Ste. 3820 Los Angeles, CA 90071	One Bryant Park, 12 th Floor New York, NY 10036	555 California St., Ste. 1160 San Francisco, CA 94104	1003 Bishop St. Pauahi Tower Honolulu, HI 96813



Bank of America has an expansive global footprint, serving clients through operations in over 40 countries. Of relevance to the County, a complete list of our 2,400+ nationwide Merrill Lynch offices can be accessed via the following link: <https://www.fa.ml.com/find-an-advisor/#byoffice?modal=findbranch>.

Our Bank presence in the United States also includes approximately 1,009 retail banking offices and over 16,000 ATMs and can be accessed by the following link: <https://locators.bankofamerica.com/>.

Through our Bank of America, N.A. affiliate, the legal counterparty for the majority of our credit products and all swap transactions entered into by BofA, we are a leading credit/liquidity provider. In addition, and depending upon structure, at times we utilize other Bank of America Corporation affiliates to book credit products; these affiliates include Banc of America Preferred Lending Corporation and Banc of America Specialized Lending Corporation. Our credit team has an extensive track record of providing flexible and cost-effective on-balance sheet credit for government agencies, including liquidity facilities, letters of credit, direct purchases, loans, leases, and a multitude of other credit related products and services. Examples applicable to the County include:

- Provide flexible interim/CP-like solutions without enhancement/remarketing costs
- Privately place moderately sized tax-exempt, AMT and taxable transactions with low cost of issuance
- Taxable advance refundings and tax-exempt forward refundings well in advance of first call dates/non-callable debt

In addition to the Bank's long-standing leading role in the provision of traditional credit products, we have developed a number of innovative on-balance sheet products that can be alternatives or supplements to traditional variable rate/commercial paper programs and their related bank facilities, including direct purchase index floaters, revolving credit facilities, and private placement options.

The Bank is also very active in the energy and equipment leasing space through Bank of America Public Capital Corp ("BAPCC"), a wholly-owned subsidiary of Bank of America N.A. We have purchased five such leases on behalf of the State in recent years.

Hawaii Presence

BofA's resource and economic commitment to Hawaii extends back to the 1960's, when the Firm opened its first Hawaii office in downtown Honolulu. Today, Merrill employs 89 Hawaii residents, including 56 retail financial advisors and three institutional advisors in our Honolulu, Hilo and Kailua-Kona offices:

HAWAII OFFICES	HONOLULU	HILO	KAILUA – KONA
Location	1003 Bishop Street Honolulu, Hawaii 96813	1437 Kilauea Ave Hilo, Hawaii 96720	78-6831 Alii Dr # 7A Kailua Kona, Hawaii 96740
Employees	78	6	5
ML Financial Advisors	51	2	3
Office Opened	1969	1974	1988

The Bank and its subsidiaries have been active supporters of local charities, charitable events and non-profit organizations in Hawaii. Our notable achievements since 2014 include:

- \$152,000 donated by local employees to the local charitable organizations with \$136,000 addition by the firm
- 5,700 volunteer hours for maximum impact in local communities
- Bank of America provided \$172 million home loans to Hawaii customers
- \$47 million in credit to small businesses in Hawaii
- \$412 million in loans to commercial businesses

Local charities supported by BofA and our employees include:

Adult Friends For Youth	Equine 808 Horse Rescue Family	Maui Memorial Medical Ctr Found Inc
After-School All-Stars Hawaii	Programs Hawaii	Mohala Pua School
Ahahui Malama I Ka Lokahi	Friendship Homes And Schools	Pacific Whale Foundation
American Diabetes Association	Hawaii Community Foundation	Peaches Kokua Hui
Big Brothers Big Sisters Hawaii Inc	Hawaii Symphony Orchestra Inc	The Queen's Health Systems
Boy Scouts of America Aloha Council	Hawaiian Humane Society	Saint Louis School
Boys And Girls Club Of Hawaii	Hawaiian Mission Children's Society	Shriners Hospitals For Children
Brigham Young University-Hawaii	Hawaiian Music And Dance Found	Special Olympics Hawaii Inc
The Caregiver Foundation	Honolulu Academy Of Arts	Surfrider Spirit Sessions
Chaminade University Of Honolulu	Leukemia & Lymphoma Society Inc	Tri-Isle Resource Cons & Devel Council
Conservation Council For Hawaii	Make A Wish Hawaii Inc	University Of Hawaii Foundation
Diamond Head Theatre	Maui Food Bank Inc	Waikiki Health Center



2. Firm Age and Average Number of Employees

Firm Age

The heritage of Bank of America and its legacy institutions can be traced back nearly as far as our nation's founding. For over 100 years, Bank of America has helped create opportunity and fuel economic growth by investing in the people, neighborhoods, institutions, and industries that have built and advanced America. As mentioned previously, our Municipal Banking and Markets Group operates under the broker-dealer BofA. BofA is the successor entity for the institutional business of Merrill Lynch, Pierce, Fenner & Smith Incorporated ("Merrill") which was incorporated in Delaware in 1958 and was a municipal broker-dealer for approximately 60 years. Merrill continues to operate our storied retail brokerage system, while BofA is the broker-dealer of record for municipal banking and underwriting services. On the commercial banking side, BANA has long been an active lender to municipalities, including financing the Golden Gate Bridge in the 1930s in the midst of economic depression.

Number of Employees.

With approximately 212,000 employees worldwide (as of 4th Quarter 2020), the Bank ranks as one of the largest securities firms in the world. Our activities include domestic and international investment banking, project financing, derivative structuring, institutional marketing, economic forecasting, leasing, money markets, and sales and trading of corporate, U.S. government, and municipal securities. BAC's historical headcount figures over the past five years are presented in the following table.

BANK OF AMERICA EMPLOYEES						
(As of December 31)	2016	2017	2018	2019	2020	Avg. (16-20)
Total Employees	215,000	208,000	204,489	208,000	212,000	209,498

3. Finance Team

BofA's proposed finance team is summarized in the graphic below. The core finance team will participate in all financings proposed by the County while specialty bankers will contribute on an "as needed" basis. Please note, our core banking personnel maintain all required and applicable licenses and registration to conduct securities related business in Hawaii and nationally. Also, provided on the following page, is BofA's deep bench of specialty banking, underwriting, trading and marketing professionals, as well as our in-house credit team.

The proposed BofA finance team offers the County many years of experience working with Hawaii municipalities. *In fact, for nearly three decades, our finance team has managed more transactions in Hawaii than any other.* Frank Lauterbur, Managing Director, has over 30 years of experience in public finance and has been covering Hawaii issuers for his entire career. Mr. Lauterbur will serve as the County's lead banker and primary contact. He is Co-Head of our Western Region

group and a member of the Public Finance Group's banking management committee. Mr. Lauterbur will be directly available throughout all aspects of the transaction from kick-off to closing, including conference calls, rating agency presentations, and investor meetings. **Craig Dussinger**, Director, will serve as co-lead banker and lead the execution efforts for the County. Mr. Dussinger has spent his entire career working in Hawaii, and will continue to make the County his top priority. Mr. Dussinger has recent experience senior managing sizable G.O. financings for the County of Hawaii, City and County of Honolulu and the State of Hawaii. **Brad Gewehr**, Senior Vice President, will assist in any credit analysis and rating agency strategy for the County. Mr. Gewehr was a former Managing Director at Moody's, and he will be available to assist the County with rating presentations and credit strategy. Mr. Gewehr also is our national pension and OPEB specialist. **Holly Vocal**, Managing Director, will provide senior banking and execution support. Ms. Vocal has experience working with the County. **Kirubiel Ayele** and **Katy Liu**, both Associates, will provide day-to-day transaction execution and quantitative support. Additionally, **Justin Kaneko**, analyst, will provide further banking support. Mr. Kaneko was born and raised in Hawaii on the island of Oahu.

Core Finance Team			
Frank Lauterbur Managing Director (LA) Primary Contact & Lead Banker (35 years experience)	Craig Dussinger Director (LA) Co-Lead Banker (16 years experience)	Brad Gewehr Senior Vice President (NY) Lead Credit Specialist (38 years experience)	
Holly Vocal Managing Director (SF) Transaction Banker (26 years experience)	Kirubiel Ayele Associate (LA) Quantitative and Execution Banker (6 years experience)	Katy Liu Associate (LA) Quantitative and Execution Banker (5 years experience)	Justin Kaneko Analyst (LA) Support Banker (1 year experience)
Underwriting			
Brendan Troy Managing Director (NY) Lead Fixed Rate Underwriter (20 years experience)	Dave Andersen Managing Director (NY) Secondary Fixed Rate Underwriter (38 years experience)	Thomas Murray Director (NY) Lead Variable Rate Underwriter (13 years experience)	
Retail Marketing & Trading			
Grace Gaoen Director (SF) HI Retail Marketing (36 years experience)	Jeff Harris Director (LA) HI Trading Specialist (27 years experience)	Brandi Harkins Vice President (LA) HI Trading (23 years experience)	



Brendan Troy, Managing Director, will serve as lead municipal underwriter, managing the pricing and underwriting of the County's fixed rate bonds. Mr. Troy was the lead underwriter for the County's 2008, 2010, 2013, 2016, 2017, and 2020 G.O. financings. **Dave Andersen**, Managing Director, will provide additional fixed rate underwriting support. **Thomas Murray**, Director, manages BofA's remarketing book and will serve as the lead underwriter for any short-term variable rate transactions. **Grace Gaoaen**, Director, will provide overall retail marketing guidance from our San Francisco trading desk. **Brandi Harkins**, Vice President, and **Jeff Harris**, Director, will provide retail marketing and trading guidance from our Los Angeles municipal markets desk.

Resumes for these professionals are provided below.

CORE FINANCE TEAM	
Frank Lauterbur Managing Director & Co-head of Western Region T 213.345.9575 frank.lauterbur@bofa.com Education: BA - Dartmouth College MBA - University of California, Los Angeles FINRA: Series 7, 53 and 63 Hawaii Registered BoFA SECURITIES	Role: Primary Contact and Lead Banker – Responsible for providing day-to-day banking coverage and resource management for the County. Number and Amount of Financings: Senior managed 210 Hawaii financings for over \$40.0 billion. Related Experience: Mr. Lauterbur has over 35 years of experience working with western region municipalities and especially Hawaii clients. He serves as Co-Head of Western Region Public Finance for BofA. His extensive Hawaii experience includes senior managed transactions for the County in 2008, 2010, 2013, 2016, 2017 and 2020, State of Hawaii (G.O., COPs and QSCBs), including the State's General Obligation Bonds of 2009, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019 and 2020, Harbors Division, Airports Division, Highways Division, University of Hawaii, Department of Hawaiian Home Lands, Hawaii Housing Finance and Development Corporation, Hawaii Community Development Authority, Mid-Pacific Institute, Chaminade University, City and County of Honolulu, Honolulu Board of Water Supply, County of Kauai, and County of Maui. For these clients and others, he has executed a wide spectrum of structures and credits including G.O.s, COPs/lease revenue bonds, pension obligation bonds, transportation (airports, ports and highways), water and sewer and special assessment bonds. He also has served as a lead banker for the states of California, New Mexico and Arizona, the Government of Guam and the Counties of Los Angeles and San Diego.
Craig Dussinger Director T 213.345.9579 craig.dussinger@bofa.com Education: BS - Northeastern University FINRA: Series 7, 53 and 63 Hawaii Registered BoFA SECURITIES	Role: Co-Lead Banker – Responsible for leading day-to-day execution of all financings. Number and Amount of Financings: 103 transactions for Hawaii clients with a total par amount over \$29.1 billion. Related Experience: Mr. Dussinger has 16 years of experience in municipal finance, including 12 years at BofA. Mr. Dussinger will lead the day-to-day deal execution for the County. His Hawaii experience includes financings for the County in 2008, 2010, 2013, 2016, 2017 and 2020, State of Hawaii, including the State's General Obligation Bonds of 2009, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019 and 2020, Airports Division, Harbors Division, University of Hawaii, Department of Hawaiian Home Lands, Mid-Pacific Institute, Chaminade University, City and County of Honolulu, Honolulu Board of Water Supply, County of Kauai and County of Maui. Mr. Dussinger also covers high profile clients such as the Ports of Los Angeles and Long Beach, the State of New Mexico, the New Mexico DOT and the Colorado DOT. Mr. Dussinger is also closely involved with the financial modeling for the Honolulu High Capacity Transit Corridor Project (Rail System). He assisted with the original model that was submitted and approved by the FTA.
Brad Gewehr Senior Vice President T 646.743.1335 bradley.gewehr@bofa.com Education: BA - Amherst University MBA - New York University FINRA: Series 7, 53 and 63 Hawaii Registered BoFA SECURITIES	Role: Lead Credit Specialist – Responsible for assistance with credit analysis, rating presentations and investor relations. Number and Amount of Financings: Over 370 senior managed financings for over \$90 billion. Related Experience: Mr. Gewehr joined BofA's Municipal Products Group to provide municipal credit expertise to our West Coast clients. Prior to joining BofA, he was with UBS where he was the head of their municipal credit strategies group and worked closely with Mr. Lauterbur in Hawaii for over 17 years. He has assisted numerous municipal water utility clients and general fund (G.O. and lease revenue) issuers on credit analyses and strategies. Additionally, Mr. Gewehr spent many years at Moody's as a Managing Director where he supervised a staff of analysts responsible for assigning and maintaining ratings on municipal tax-backed, utility revenue, and lease credits in 26 states.
Holly Vocal Managing Director T 415.913.2327 holly.vocal@bofa.com Education: BA - University of California, Berkeley FINRA: Series 7, 53 and 63 Hawaii Registered BoFA SECURITIES	Role: Senior Banking Support Number and Amount of Financings: 7 senior managed Hawaii financings for over \$1.3 billion. Related Experience: Ms. Vocal joined BofA in January 2019, after working for 5 years at Stifel. With over 16 years of experience in the industry, Ms. Vocal has worked on senior managed transactions for municipalities across the West Coast. Her experience includes fixed and variable rate transactions, as well as different types of debt financings such as general obligation bonds, revenue bonds, and lease revenue/COPs. Her Hawaii experience includes serving as project banker on County of Hawaii 2016 and 2017 GO Bonds (at her prior firm) and lead banker the 2017 Hawaii Department of Hawaiian Homelands \$46



CORE FINANCE TEAM	
Kirubiel Ayele Associate T 213.345.9577 kirubiel.aye@bofa.com Education: BA – University of Southern California FINRA: Series 7, 52 and 63 Hawaii Registered BofA SECURITIES	million COPs and Revenue Bonds (at her prior firm). Most recently, Ms. Vocal served as senior banker on the 2020 County of Hawaii and 2021 County of Kauai financings. Role: Analytical and Quantitative Analysis – Responsible for providing additional transaction support. Number and Amount of Financings: 21 senior managed Hawaii financings for over \$9.0 billion. Related Experience: Mr. Ayele joined BofA full time in 2015. Since joining our team, Mr. Ayele has worked in various bond issues for states across the western region including the State's General Obligation Bonds of 2015, 2016, 2017, 2018, 2019 and 2020, as well as financings for Harbors Division, Airports Division, University of Hawaii, County of Kauai and County of Hawaii. He also provided execution support for the City and County of Honolulu's most recent G.O. and Wastewater Revenue Bond financings as well as the Honolulu Board of Water Supply's 2020 Bond financing. Prior to joining BofA, he worked in the investment services industry at Northwestern Mutual specializing in deal execution and asset management.
Katy Liu Associate T 213.345.9583 katy.liu@bofa.com Education: BA – University of California, Los Angeles FINRA: Series 7, 52 and 63 Hawaii Registered BofA SECURITIES	Role: Analytical and Quantitative Analysis – Responsible for providing additional transaction support. Number and Amount of Financings: 15 senior managed Hawaii financings for over \$5.1 billion. Related Experience: Ms. Liu joined BofA's Western Region group in the summer of 2016. Ms. Liu's public finance experience includes recent transactions for the State's 2017, 2018 and 2019 General Obligation Bond financings. She also provided execution support for the City and County of Honolulu's most recent G.O. and Wastewater Revenue Bond financings as well as the Honolulu Board of Water Supply's 2020 Bond financing. In addition, her west coast experience includes transactions for the Bay Area Toll Authority, Bay Area Rapid Transit District, the Department of Water and Power of the City and County of Los Angeles, among other West Coast financings.
Justin Kaneko Analyst T 213.345.9597 justin.kaneko@bofa.com Education: BS – Fordham University FINRA: Series 7, 52 and 63 Hawaii Registered BofA SECURITIES	Role: Support Banker – Responsible for providing additional transaction support. Number and Amount of Financings: 10 senior managed Hawaii financings for over \$2.2 billion. Related Experience: Mr. Kaneko, who was born and raised in Hawaii, joined BofA's Western Region group in the September of 2020 after being an intern in 2019. Since joining, Mr. Kaneko's public finance experience includes financings for the State of Hawaii, University of Hawaii, City and County of Honolulu, County of Hawaii, County of Kauai, Honolulu Board of Water Supply, City of Los Angeles, City of Anaheim, City of Modesto, Duarte Unified School District, and Cucamonga Valley Water District.
UNDERWRITING	
Brendan Troy Managing Director T 212.449.5081 brendan.troy@bofa.com Education: BA – Vanderbilt University MBA – New York University FINRA: Series 7, 53 and 63 Hawaii Registered BofA SECURITIES	Role: Lead Fixed Rate Underwriter – Responsible for fixed rate issue pricing, underwriting and syndicate management for the County. Number and Amount of Financings: Over 1,300 senior managed national financings for over \$270 billion, 87 senior managed Hawaii financings for over \$20 billion. Related Experience: Mr. Troy has 20 years of experience in both the underwriting of fixed rate and variable rate securities at BofA. His recent experience for the State of Hawaii includes the State's General Obligation Bonds of 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019 and 2020, Airports Division's 2017 and 2019 CFC Bonds, Harbors Division's 2010 and 2020 Harbor System Revenue Bonds, the State's \$32.0 million Qualified School Construction Bond Issue Series DS of 2009, \$293.68 million Series DT-DW refunding bonds of 2009 and \$41.12 million Series 2009A COPs. Also recently, Mr. Troy senior managed the City and County of Honolulu's Series 2020 General Obligation Bond and Water issues, as well as the County of Hawaii's 2012, 2016 & 2017 General Obligation bond issue. Mr. Troy's clients throughout the west also include the State of California, State of New Mexico, State of Washington, Government of Guam, Los Angeles County and San Diego County Regional Airport Authority.
Dave Anderson Managing Director T 212.449.5081 dave.anderson@bofa.com Education: BA – New York University MBA – New York University FINRA: Series 7, 53 and 63 Hawaii Registered BofA SECURITIES	Role: Manager of National Sales, Trading and Underwriting – Responsible for overall management of national marketing, pricing and underwriting of the County's bonds. Number and Amount of Financings: Over 1,400 senior managed national financings for over \$270 billion, 45 senior managed Hawaii financings for over \$6.5 billion. Related Experience: Mr. Andersen has been the lead underwriter for over \$6 billion of Hawaii bond issues. He specializes in general obligation, housing, healthcare, and transportation financings. Mr. Andersen's Hawaii clients include the State of Hawaii, University of Hawaii, City and County of Honolulu, State of Hawaii, Hawaii Department of Transportation, Hawaii Housing and Community Development Corporation, County of Kauai, and County of Maui. Mr. Andersen has 35 years of experience in the sales, trading, and underwriting of competitive and negotiated issues at BofA.



UNDERWRITING	
Thomas Murray Director T 212.449.5544 tommy.murray@bofa.com Education: BS - Bucknell University FINRA: Series 7, 53 and 63 Hawaii Registered BofA SECURITIES	Role: Lead Municipal Money Markets Underwriter Number and Amount of Financings: Over 50 senior managed national financings for over \$9 billion. Related Experience: Mr. Murray is responsible for our Municipal Money Markets desk. Prior to joining the short-term underwriting desk, Mr. Murray was in long-term sales and municipal marketing, covering financial advisors. Mr. Murray has over 10 years of sales and trading experience at BofA. He recently led the effort of commercial paper issuance for the City and County of Honolulu.
TRADING AND MARKETING	
Grace Gaoen Director T 415.627.2137 grace.gaoen@bofa.com Education: BA - Saint Mary's College of California FINRA: Series 7 and 63 Hawaii Registered BofA SECURITIES	Role: Retail Marketing Specialist - Responsible for Hawaii retail marketing from our San Francisco desk. Number and Amount of Financings: 200+ senior and co-managed transactions for over \$25 billion. Related Experience: Grace has over thirty years of municipal bond experience with the following firms: Morgan Stanley & Co., Thomson McKinnon Securities, A. G. Edwards & Sons, Piper Jaffray & Company and BofA. Her experience encompasses the trading, underwriting and marketing of municipal securities primarily for retail sales. She joined the Public Finance Group at the BofA Merrill Lynch in October 2005 where she utilized her extensive experience working with retail sales to grow that business. In addition to Hawaii, her territory has expanded to cover the retail salesforce in the states of Oregon and Nevada.
Jeff Harris Director T 212.345.4344 jeff.harris@bofa.com Education: BS - Truman State University FINRA: Series 7, 53 and 63 Hawaii Registered BofA SECURITIES	Role: Hawaii Trading Specialist - Responsible for California trading from our Los Angeles desk. Number and Amount of Financings: Mr. Harris typically makes up to 1,000+ trades per week for a total of approximately \$60 million. Related Experience: Mr. Harris has 28 years of public finance experience. His extensive experience includes areas in trading, marketing, and underwriting. Prior to joining Merrill Lynch, he managed the west coast regional trading desk for A.G. Edwards. Additionally, Mr. Harris served as underwriter on over 60 negotiated financings in his 3 years tenure at Southwest Securities.
Brandi Harkins Vice President T 212.345.4344 brandi.harkins@bofa.com Education: BS - Pepperdine University FINRA: Series 7, 53 and 63 Hawaii Registered BofA SECURITIES	Role: Hawaii Trading Specialist - Responsible for retail secondary market trading from our Los Angeles desk. Number and Amount of Financings: Ms. Harkins typically makes up to 1,000+ trades per week for a total of approximately \$56 million. Related Experience: Ms. Harkins is a 24-year veteran of the Los Angeles trading desk. She has extensive experience trading Hawaii bonds in the secondary market and will provide key pricing feedback for BofA's underwriting efforts for the County.

4. Client References

BofA's strength in the municipal market is not only evident in our firm's strong rankings, but also in the strength of our relationships with our issuer clients. We have provided below the requested references and encourage the County to contact any or all of these references for first-hand commentary on the ability of BofA to meet the County's financing needs as well as our banking team's leadership in managing transactions. We are confident that each will attest to our commitment and the high level of service that we provide on a continual basis.

HAWAII REFERENCES	
Client Information	Relevant Financings and Services
City and County of Honolulu Department of Budget & Fiscal Services Mr. Andrew T. Kawano / Mr. Michael O'Keefe <i>Director of Budget and Finance / Deputy Director of Environmental Services</i> 530 South King Street, Room 208 Honolulu, HI 96813 Tel: (808) 768-3901 / (808) 768-3475 E-mail: andy.kawano@honolulu.gov / mokeefe@honolulu.gov	General Obligation Bonds Index Floating Rate Bonds Water & Wastewater System Revenue Bonds BABs & RZEDBs Solid Waste (H-Power) Private Activity Bonds Tax-Exempt Commercial Paper Lines of Credit & Treasury Securities Provider
State of Hawaii Mr. Rod Becker <i>Administrator</i> 250 South Hotel St., Room 302 Honolulu, Hawaii 96813	General Obligation Bonds Certificates of Participation Qualified School Construction Bonds Airport System Revenue Bonds Highways System Revenue Bonds



HAWAII REFERENCES	
Client Information	Relevant Financings and Services
Client Information Phone: 808-586-1612 E-mail: roderick.k.becker@hawaii.gov Honolulu Board of Water Supply Mr. Ernest Lau / Mr. Joseph Cooper Manager & Chief Engineer / Waterworks Controller 630 Beretania Street Honolulu, HI 96843 Tel: 808-748-5061 / (808) 748-5105 E-mail: elau@hbws.org / jcooper@hbws.org	Harbors System Revenue Bonds Treasury Securities Provider Water System Revenue Bonds Private Activity Bonds State Revolving Fund Loans
University of Hawaii Mr. Kalbert Young VP for Budget and Finance and CFO 2444 Dole Street, Bachman 202 Honolulu, HI 96822 Tel: 808-956-8903 E-mail: kalbert@hawaii.edu	University Bonds (Tobacco Settlement Receipts Pledge) University System Revenue Bonds (Including Cigarette Tax Pledge)
New Mexico Finance Authority Michael Zavelle Chief Financial Strategist 207 Shelby Street Santa Fe, New Mexico 87501 Tel: 505-984-1454 E-mail: mzavelle@nmfa.net	Transportation Revenue Bonds Public Project Revolving Fund Revenue Bonds

5. Additional Information

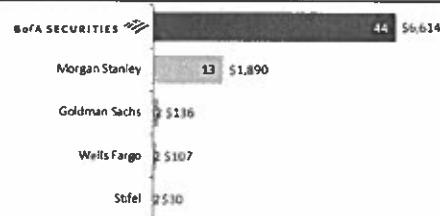
Commitment to the Hawaii Market

As illustrated in the ranking chart to the right, BofA is the “Number One” ranked senior manager of Hawaii financings since 2018. As noted earlier, we believe this record is a testament to the dedication of our Hawaii team at both the senior and junior levels.

Since the beginning of 2010, BofA has served as senior underwriter on over \$24.7 billion in financings for Hawaii issuers, including the recent Hawaii County General Obligation issuance in October of 2020. Our underwriting desk has consistently supported the County and other local issuers across the State in both negotiated and competitive bond sales. In addition to the County, our financing team has served as senior manager for issuers throughout Hawaii, including, State of Hawaii, City and County of Honolulu, County of Kauai, University of Hawaii and Honolulu Water Supply Board. Below we provide detailed deal list for Hawaii transactions since 2010.

SENIOR MANAGED HAWAII FINANCING EXPERIENCE

January 1, 2018 to 2021 YTD



Source: Securities Data Company.

Note: Rankings reflect true economics. Figures within bars denote number of issues. Par amount in millions.

Sale Date	Issuer	Issue Description	Par Amount	Tax Status	Role
TBD*	State of Hawaii	Airport System Revenue Bonds	TBD	Neg.	Co-Senior
TBD*	State of Hawaii	General Obligation Bonds	TBD	Neg.	Senior
TBD*	City and County of Honolulu	General Obligation Bonds	TBD	Neg.	Senior
05/26/21	State of Hawaii	Highway System Revenue Bonds	137,205,000	TE	Co-Senior
03/23/21	Kauai Co-Hawaii	General Obligation Bonds	28,560,000	TE / TX	Senior
03/09/21	Honolulu Water Supply Board	Water System Revenue Bonds	93,535,000	TE / TX	Senior
12/15/20	Honolulu City & Co-Hawaii	Wastewater System Rev Bonds	273,670,000	TE / TX	Senior
11/19/20	State of Hawaii	Harbor System Revenue Bonds	266,550,000	TE / TX	Senior
10/21/20	State of Hawaii	General Obligation Bonds	1,147,555,000	TE / TX	Senior
10/15/20	Hawaii Co-Hawaii	General Obligation Bonds	77,135,000	TE / TX	Senior
10/14/20	Univ of Hawaii Board of Regents	University Revenue Bonds	217,165,000	TE / TX	Senior
10/07/20	State of Hawaii	Airport System Revenue Bonds	582,490,000	TE / TX	Co-Senior
08/05/20	State of Hawaii	General Obligation Bonds	995,000,000	TE / TX	Senior
07/22/20	Honolulu City & Co-Hawaii	General Obligation Bonds	346,335,000	TE / TX	Senior
03/11/20	Honolulu Water Supply Board	Water System Revenue Bonds	106,635,000	TE / TX	Senior
02/12/20	Honolulu City & Co-Hawaii	General Obligation Bonds	295,225,000	TE	Senior
10/23/19	Honolulu City & Co-Hawaii	Wastewater System Revenue Bonds	496,910,000	TE / TX	Senior



Sale Date	Issuer	Issue Description	Par Amount	Tax Status	Role
09/25/19	Hawaii Electric Company	Special Purpose Revenue Ref Bonds	80,000,000	AMT	Senior
08/14/19	State of Hawaii	Airports System CFC Rev Bonds	194,710,000	TX	Senior
08/07/19	Honolulu City & Co-Hawaii	General Obligation Bonds	548,945,000	TE / TX	Senior
07/10/19	Hawaii Electric Company	Special Purpose Revenue Ref Bonds	150,000,000	TE	Senior
02/06/19	State of Hawaii	General Obligation Bonds	575,000,000	TE	Senior
01/23/19	Honolulu City & Co-Hawaii	General Obligation Bonds	250,025,000	TE	Senior
09/18/18	Maui Co-Hawaii	General Obligation Bonds	106,315,000	TE	Senior
08/15/18	Honolulu City & Co-Hawaii	General Obligation Bonds	468,470,000	TE / TX	Senior
08/09/18	State of Hawaii	Airport System Revenue Bonds	414,685,000	TE / AMT	Co-Senior
03/07/18	Hawaii Pacific University	Special Purpose Revenue Ref Bonds	33,915,000	TE	Senior
01/30/18	State of Hawaii	General Obligation Bonds	775,000,000	TE / TX	Senior
01/24/18	Honolulu City & Co-Hawaii	Wastewater System Revenue Bonds	324,745,000	TE / TX	Senior
12/14/17	Univ of Hawaii Board of Regents	University Revenue Bonds	110,795,000	TE / TX	Co-Senior
10/18/17	Kauai Co-Hawaii	General Obligation Bonds	24,015,000	TE	Senior
09/06/17	Honolulu City & Co-Hawaii	General Obligation Bonds (FRNs)	350,000,000	TE	Senior
08/16/17	Honolulu City & Co-Hawaii	General Obligation Bonds	416,670,000	TE / TX	Senior
07/12/17	State of Hawaii	Airports System CFC Rev Bonds	249,805,000	TX	Senior
06/20/17	Hawaii Co-Hawaii	General Obligation Bonds	139,895,000	TE	Senior
06/15/17	Hawaii Electric Company	Special Purpose Revenue Bonds	265,000,000	AMT	Senior
05/10/17	State of Hawaii	GO & Refunding Bonds	854,755,000	TE / TX	Senior
10/05/16	Honolulu City & Co-Hawaii	General Obligation Bonds	378,805,000	TE / TX	Senior
09/29/16	State of Hawaii	GO & Refunding Bonds	782,005,000	TE / TX	Co-Senior
08/17/16	Honolulu City & Co-Hawaii	Wastewater Sys Rev & Ref Bonds	448,155,000	TE / TX	Senior
03/31/16	State of Hawaii	GO Refunding Bonds	344,720,000	TE / TX	Senior
03/15/16	State of Hawaii	General Obligation Bonds	500,000,000	TE	Senior
02/03/16	Hawaii Co-Hawaii	General Obligation Bonds	235,765,000	TE / TX	Senior
11/24/15	Hawaii Electric Company	Special Purpose Rev Ref Bonds	47,000,000	AMT	Senior
11/05/15	State of Hawaii	Airport System Revenue Bonds	244,260,000	TE / AMT	Co-Senior
10/15/15	State of Hawaii	General Obligation Bonds	746,395,000	TE / TX	Senior
09/10/15	Univ of Hawaii Board of Regents	University Revenue Bonds	166,285,000	TE / TX	Co-Senior
07/22/15	Honolulu City & Co-Hawaii	Wastewater System Rev Bonds	698,930,000	TE / TX	Senior
03/17/15	Honolulu City & Co-Hawaii	General Obligation Bonds	888,635,000	TE / TX	Senior
01/22/15	Queens Health Systems	Special Purpose Revenue Bonds	263,695,000	TE	Senior
11/20/14	Honolulu Water Supply Board	Water System Revenue Bonds	144,985,000	TE / TX	Senior
11/13/14	State of Hawaii	GO & Refunding Bonds	1,008,775,000	TE / TX	Co-Senior
12/11/13	State of Hawaii	Lease Revenue COPs	167,740,000	AMT	Senior
11/05/13	State of Hawaii	GO Refunding Bonds	860,855,000	TE / TX	Senior
01/30/13	Hawaii Co-Hawaii	General Obligation Bonds	98,825,000	TE	Senior
11/15/12	State of Hawaii	GO & Refunding Bonds	866,990,000	TE / TX	Co-Senior
10/25/12	Honolulu City & Co-Hawaii	General Obligation Bonds	912,480,000	TE / TX	Senior
09/20/12	Honolulu City & Co-Hawaii	Wastewater System Revenue Bonds	265,610,000	TE	Senior
06/13/12	Kauai Co-Hawaii	General Obligation Bonds	34,375,000	TE / AMT	Senior
03/14/12	Honolulu Water Supply Board	Water System Revenue Bonds	85,195,000	TE	Senior
02/09/12	Univ of Hawaii Board of Regents	University Revenue Bonds	8,575,000	TE	Senior
11/17/11	State of Hawaii	GO & Refunding Bonds	1,286,230,000	TE	Senior
10/13/11	Honolulu City & Co-Hawaii	Wastewater System Rev Bonds	169,190,000	TE	Senior
09/14/11	State of Hawaii	Airport System Rev Ref Bonds	300,885,000	AMT	Senior
07/13/11	Honolulu City & Co-Hawaii	General Obligation Bonds	304,345,000	TE	Senior
06/21/11	Kauai Co-Hawaii	General Obligation Bonds	26,110,000	TE	Senior
12/02/10	Honolulu City & Co-Hawaii	General Obligation Bonds	347,770,000	TE / TX	Senior
11/17/10	State of Hawaii	Harbor System Revenue Bonds	201,390,000	TE / AMT	Senior
10/26/10	Honolulu City & Co-Hawaii	Wastewater Sys Revenue Bonds	305,190,000	TE / TX	Senior
09/21/10	Univ of Hawaii Board of Regents	University Revenue Bonds	292,730,000	TE / TX	Senior
07/13/10	Hawaii Co-Hawaii	General Obligation Bonds	60,000,000	TE / TX	Senior
Sub Total	70 Senior Managed Financings		\$24,889,610,000		
03/24/10	State of Hawaii	Airports System Rev Ref Bonds	644,980,000	TE / AMT	Co-Mgr
02/09/10	State of Hawaii	General Obligation Bonds	721,625,000	TE / TX	Co-Mgr
Sub Total	2 Co-Managed Financings		\$1,366,605,000		
Total	72 Senior and Co-Managed Financings		\$26,256,215,000		

*Pending.

Our services to our Hawaii clients extend beyond just selling bonds. In fact, each client receives individual attention specific to their situation. We provide Hawaii issuers with updates on the market environment, refunding opportunities, education on new financial products and municipal market developments, development of inaugural



framework for borrowing programs, suggestions on ways to improve relations with the rating agencies and investors, and assistance with complex cashflow modeling. To provide details of our recent involvement in financings for our Hawaii clients, as well as our ongoing value added services, we offer the summary table below.

ISSUER	HIGHLIGHTS FROM RECENT SENIOR MANAGED FINANCINGS
State of Hawaii 	Issue: \$1.15 Billion General Obligation Bonds of 2020, Series GA, GB and GC - The transaction included both \$147 million of tax-exempt and \$1 billion of taxable Bonds, the proceeds of which will be used for working capital and to refund certain outstanding Bond Anticipation Notes of the State. - The finance team and Governor Ige met with each of the three rating agencies via video conference from Honolulu. - Moody's assigned a Aa2 rating with a Stable Outlook, S&P assigned a AA+ rating with Negative Outlook and Fitch assigned a AA rating with Stable Outlook. - The Series GA bonds were sold on a tax-exempt basis. Series GB and GC bonds were sold on a taxable basis to allow for a flexible use of proceeds at a comparable cost to tax-exempt debt. The premium generated by Series GA was utilized to pay cost of issuance of all bonds and redemption costs associated with Series GC bonds. BofA actively worked with bond counsel in order to make sure this is compliant with the State's laws and federal tax laws. - Series GA bonds were structured as one year maturity, Series GB bonds were structured as two to five year maturities and Series GC bonds will begin principal amortization in year five with final maturity of 20 years. The taxable bonds were sold with a make-whole call through the first 10 years and a par call thereafter. - A Notice of Potential Sale was posted on the State's Investor Relations website and on EMMA. An electronic investor presentation was disseminated in conjunction with the POS and was viewed by 47 investors. The State held one-on-one conference calls with Bank of Hawaii and First Hawaiian Bank. An investor video presentation on Zoom was attended by 17 investors (many of whom submitted questions in advance). - BofA was able to reduce the State's credit spreads during both the Revised Price Guidance and Launch calls. The State received over \$3 billion of orders from over 80 investors. - Despite the economic impacts of the pandemic and large supply of municipal bonds, the robust investor demand was a recognition of the strength of the State's credit and a comprehensive investor outreach effort led by BofA. The All-in True Interest Cost for the 2020 new money financings was only 0.74%. Due to strong demand, the State was able to increase the transaction size by \$100 million at the verbal award.
State of Hawaii – Department of Transportation (Airports Division) 	Issue: \$194,710,000 Airports System Customer Facility Charge Revenue Bonds, Series 2019A (Taxable) - The bonds were issued to finance the completion of the consolidated rent-a-car (CONRAC) facility at Daniel K. Inouye International Airport (HNL) in Honolulu, to refund the outstanding \$76 million EB-5 Loan, to fund the Rolling Coverage Fund Requirement and the Debt Service Reserve Fund Requirement and to pay certain costs of issuance. - The Airports Division conducted on-site rating agency tour of the completed CONRAC facility on Maui as well as a general tour of the airport in Honolulu and ratings were affirmed by Moody's, S&P and Fitch at A2, A+ and A, respectively – all with Stable Outlooks. These are amongst the highest ratings that each respective rating agency has given to any rental car facility in the nation. Moody's also placed the Airports Division's GARBs on Positive Outlook, citing progress in executing the capital plan. - The Series 2019A Bonds were structured with a 28-year level debt service to match the final maturity of the 2017A Bonds. - The interest on the 2019A Bonds are federally taxable and State of Hawaii tax-exempt. All bonds maturing after 10 years have a 10-year optional redemption at par; a make-whole call provision was included for bonds maturing within 10 years. - The delivery date of the transaction was aligned with the maturity date of the EB-5 loan. It is estimated that the Airports Division saved over \$17 million in interest payments by utilizing the EB-5 loan. - An investor presentation was disseminated with the POS which was viewed by 36 investors. Additionally, the Airports Division held one-on-one meetings in Honolulu with Bank of Hawaii and First Hawaiian Bank as well as an investor luncheon was held in New York, which was attended by John Hancock, MetLife Investment Management and Schroders. - The Airports Division initially received over \$1.2 billion of institutional orders, leaving the transaction 6x oversubscribed. Due to strong investor demand, the Airports Division was able to reprice the bonds at significantly lower credit spreads. After repricing, \$768.3 million of orders from 38 investors remained and BofA underwrote approximately \$10.2 million at the verbal award. - The Airports Division secured an all-in interest rate of only 2.987%, which translates into \$37.5 million in debt service savings as compared to the Series 2017A CFC Bonds that had an all-in interest rate of 3.986%. - Nearly \$8.5 million of this debt service savings was generated by lowering the initial pre-pricing all-in rate of 3.214% to the final pricing all-in rate of 2.987%.
State of Hawaii – Department of Transportation (Airports Division)	Issue: \$582,490,000 State of Hawaii – Airports System Revenue Bonds, Series 2020A-E - On October 7, the State of Hawaii, acting by and through its Department of Transportation, sold \$582,490,000 Airports System Revenue Bonds, Series 2020A-E - Proceeds of the Bonds will be used to (i) pay the cost of capital improvement projects at certain facilities within the State's airports system, (ii) current refund all outstanding Series 2010A Bonds (non-AMT), (iii)



ISSUER	HIGHLIGHTS FROM RECENT SENIOR MANAGED FINANCINGS
	advance refund (escrow to maturity) Series 2011 (AMT) Bonds maturing in 2021 and advance refund bonds maturing in 2022 and 2024 - Like many recent airport transactions, the department refunded \$78.5 million Series 2011 Bonds maturing from 2021 – 2024 to reduce and smooth near-term debt service - The aggregate refunding generated \$137.2 million of cash flow savings in FY2021 – FY2024, including \$51.9 million in FY2021 and \$52.5 million in FY 2022 - Like most other general airport revenue bonds that they have reviewed in recent months, S&P downgraded the Department's credit in connection with the offering - The Department held one-on-one investor calls with Bank of Hawaii and First Hawaiian Bank, as well as a live ZOOM call with interested investors - The offering was well received by investors; the tax-exempt bonds received approximately \$478 million of orders (1.5x subscription) and the taxable bonds generated over \$1.08 billion of orders (4.1x subscription) - The aggregate transaction achieved an all-in TIC of 3.13% for an 18.1 average life, including \$50.2 million of net present value savings (16.6% of refunded bonds)
State of Hawaii – Department of Transportation (Harbors Division) 	Issue: \$266,550,000 Harbor System Revenue Bonds, Series 2020 - Series 2020A (AMT) was issued for both new money and to current refund Series 2010B, Series 2020B (Taxable) was issued for both new money and to current refund Series 2010A, and Series 2020C (Non-AMT) was issued to current refund Series 2010A. - The team drafted a detailed credit presentation and spent weeks preparing for the rating agency calls. As a result, the Harbors Division's ratings were affirmed by Moody's at Aa3 and Fitch at AA-, both with Stable Outlooks. - The finance team completed a thorough review of the legal documents and incorporated a number of modernizations to the Certificate. Key amendments include allowing for individual reserve funds and modifying O&A and revenue definitions to net out statutory remittances to The Office of Hawaiian Affairs for Ceded lands payments. The holders of the 2013 and 2016 bonds (Capital One and Bank of America, N.A.) consented to the amendments prior to the bond pricing, which allowed the Harbors Division to size a lower reserve amount. - AMT and Non-AMT refunding bonds were structured with positive annual savings for tax law compliance and tax-exempt new money bonds were structured with a 20-year final maturity and "fill solution" to minimize the Harbors Division's interest cost. - The taxable new money bonds were structured short, to maximize block sizes and lower interest costs, and the refunding was structured with up-front savings to reduce the maximum annual debt service. - Print and digital advertisements were placed in the Honolulu Star Advertiser, Pacific Business News, West Hawaii Today, and several neighbor island papers – the digital ad also ran in The Wall Street Journal. - An investor presentation was viewed by over 30 investors, 20 of whom placed orders for the bonds. The Harbors Division also held one-on-one calls with Bank of Hawaii and First Hawaiian Bank. - A retail order period was held on November 18th, during which the Harbors Division secured more than \$300 million of orders from individual and professional retail investors. - The Harbors Division received more than \$3.5 billion of total orders, leaving the transaction 13x over-subscribed – this allowed BofA to reduce yields by up to 20 basis points in select maturities. - The Harbors Division will realize \$46.7 million of present value savings (32.2% of the refunded par) and All-In TIC for the combined new money issuance was only 2.24%. All of the bonds maturing after 10 years included a 10-year par call feature.
University of Hawaii 	Issue: \$217,165,000 University Revenue Bonds, Series 2020A-E - BofA served as senior manager on \$217,165,000 Board of Regents of the University of Hawaii's Revenue Bonds. - The \$10,045,000 taxable Series 2020A Bonds were issued to finance a portion of a parking garage on campus. The \$44,555,000 tax-exempt Series 2020B and \$54,300,000 taxable Series 2020C Bonds were issued to current refund the Series 2010A-1 (Cancer Center) Bonds. The \$77,135,000 tax-exempt Series 2020D and \$31,130,000 taxable Series 2020E Bonds were issued to current refund the Series 2010B-1 Bonds. - The finance team and President Lassner met with the rating agencies via video conference from Honolulu. - Moody's assigned a Aa3 rating and Fitch assigned a AA rating - both with Stable Outlooks. - BofA performed various analyses to find a tax-exempt / taxable ratio of the refunding bonds that takes into consideration the University's need for private activity relief as well as the yield curve in order to minimize overall borrowing cost. - BofA actively worked with bond counsel in order to make sure this is compliant with state and federal tax laws. - The Series 2020A Bonds were sold with a 20-year final maturity. The refunding bonds were structured to amortize tax-exempt bonds first followed by taxable bonds. All bonds were sold with a 10-year par call option. The taxable bonds were also sold with a make-whole call through the first 10 years. - A Notice of Potential Sale was posted on the University's Investor Relations website and on EMMA. Print and digital advertisements were placed in the Honolulu Star Advertiser and neighbor island newspapers. An electronic investor presentation was disseminated in conjunction with the POS and was viewed by 20 investors. The University held one-on-one conference calls with Bank of Hawaii and First Hawaiian Bank.



ISSUER	HIGHLIGHTS FROM RECENT SENIOR MANAGED FINANCINGS
 Hawaii Housing Finance and Development Corporation	- The public market weakened on the day of the retail order period. However, BofA maintained appropriated levels throughout the pricing process. The sale generated \$177 million of orders and BofA Securities agreed to underwrite over \$70 million of bonds as of verbal award. Despite a challenging market, the University secured a 2.42% all-in cost of funds and generated \$38.7 million in present value savings. Issue: Refunding of \$20,875,000 Hawaii Rental Housing System Revenue Bonds 2004 Refunding Series B - On May 28, 2009, the Corporation converted its outstanding auction rate certificates with a remarketing to fixed rate bonds in order to preserve the value of FSA insurance. - BofA assisted the Corporation in reconfirming its underlying rating of "A2" from Moody's and with FSA's internal credit and legal review to preserve the existing bond insurance and surety policies. - BofA secured almost \$24 million in orders including \$4.9 million in retail orders from Hawaiian residents. - To help the Corporation achieve the lowest possible cost of funds, BofA underwrote 27% of the transaction. Additional Value Added Services - Monitored regularly refunding opportunities for rental housing bonds and University of Hawaii faculty housing bonds.
 Department of Hawaiian Home Lands	Issue: \$42,500,000 Revenue Bonds, Series 2009 - BofA assisted DHHL in assembling a comprehensive credit presentation aimed at conveying DHHL's revenue bond structure and its strong financial position. - Ultimately, DHHL decided to confirm ratings with Moody's (A2) and Fitch (A-). - Despite a deterioration in the market that began on the day of the retail order period, DHHL's Revenue Bonds attracted retail orders totaling more than 50% (or \$22 million) of the entire transaction. - To help DHHL achieve the lowest possible cost of funds, BofA underwrote 15% of the transaction. Additional Value Added Services - Provide market updates to keep the DHHL apprised of current conditions. - Ongoing work with DHHL to analyze future financing options and capacity constraints.
 State of Hawaii Special Purpose Revenue Refunding Bonds (HECO)	Issue: \$80,000,000 Special Purpose Revenue Bonds, Series 2019 (AMT) - In September 2019, BofA served as Senior Manager for \$80.000 million of tax-exempt bond for Hawaiian Electric Company, Inc. (the "Company" or "HECO") - Proceeds will be used to provide all or a portion of the funds for the acquisition, purchase, construction, reconstruction, improvement, betterment, extension and equipping (or any combination thereof) of certain facilities for the local furnishing of electric energy (the "Facilities") owned by the Companies and to pay other allowed expenses, including the costs of issuing the Bonds - The Bonds were issued in a Fixed Rate and priced to final maturity of 10/1/2049 - Structured with a 5-Year Par Call feature, giving the Company increased flexibility to refinance in a decreasing interest rate environment - The transaction generated orders of ~\$150 Million (1.9x subscription) from 9 investors, including retail - The bonds were issued with Senior Unsecured ratings of Baa2/A- from Moody's and Fitch - The transaction priced in a strong overall bond market, with treasury rates near all-time lows
 Hawai'i Pacific University	Issue: \$33,910,000 Special Purpose Revenue Refunding Bonds, Series 2018 - On March 6, 2018, BofA served as the sole manager for the Hawai'i Pacific University ("HPU") \$33,910,000 Special Purpose Revenue Refunding Bonds, Series 2018 issued through the Department of Budget and Finance of the State of Hawai'i. - The 2018 Bonds were not rated and were offered through a limited offering in order to allow HPU to tender the Series 2015 Bonds and amend the loan agreement to modify HPU's financial covenants in lieu of an advance refunding of the 2015 Bonds. The 2015 Bonds were issued to finance the completion of the Aloha Tower Marketplace project. The 2018 Bonds have a final maturity of 2028 and a par call option in 2027. - The University is a nonsectarian liberal arts college founded in 1965 with three campuses on the island of Oahu. As of Fall 2017, HPU has a student body of approximately 3,569 undergraduates and 586 graduate students from all 50 states and over 80 foreign countries. HPU offers students more than 340 undergraduate majors and 10 graduate programs of study within five different colleges – the College of Business, the College of Health and Society, the College of Liberal arts, the College of Natural and Computational Sciences, and the College of Professional Studies.
 City and County of Honolulu	Issue: \$346,335,000 General Obligation Bonds, Series 2020C, D & E \$67,010,000 General Obligation Refunding Bonds, Series 2020F - On July 22, 2020, BofA Securities ("BofA") served as senior bookrunner on the City and County of Honolulu's Series 2020 General Obligation Bonds, Tax-Exempt Series 2020C, D & F and Taxable Series 2020E. - The bond proceeds will be used to finance various City projects, equipment purchases and improvements to the H-Power waste-to-energy facility as well as to refinance the outstanding Series 2010A Build America Bonds. - BofA worked closely with the City to develop robust disclosure and rating agency strategies which addressed the City's credit profile and recent impacts of COVID-19 - Fitch Ratings affirmed the City's General Obligation Bond rating at "AA+" with a "Stable" Outlook. In their credit report Fitch cited the City's "solid revenue framework, which is dominated by stable property taxes, low long-term liabilities and robust operating performance."



ISSUER	HIGHLIGHTS FROM RECENT SENIOR MANAGED FINANCINGS
	- Moody's Investor Services also affirmed the City's General Obligation bond rating at "Aa1." Despite revising the Outlook to "Negative," in their credit report Moody's cited the City's "Solid history of prudent fiscal management" as one of the primary reasons for maintaining the Aa1 rating. - The City received over \$275 million in orders during a one-day retail only order period on July 21st, including a number of orders from Hawaii based investors. The offering also was well received by institutional investors who submitted an additional \$928.68 million of orders for the bonds. Strong demand resulted from the City's comprehensive investor outreach effort, which included a retail advertising campaign in Hawaii as well as an online investor presentation for institutional investors. - The average interest rate on the City's new money Series 2020C bonds was 2.46%, one of the City's lowest borrowing costs in modern history for a 25-year financing. In addition, the City will realize \$18.44 million of debt service savings by refunding the Series 2010A Build America Bonds.
City and County of Honolulu, Department of Environmental Services (Wastewater) 	Issue: \$273,670,000 Wastewater System Revenue Bonds, Series 2020 - The Series 2020 Bonds were sold to advance refund portions of the outstanding Series 2012B, Series 2015A and Series 2015B bonds for economic savings. The transaction was structured with taxable bonds and secured on the senior lien. - BofA Securities assisted the Department and the City in drafting a comprehensive credit presentation and helped prepare the finance team for the rating agency calls, including a comprehensive Q&A list. Due to travel restrictions related to COVID-19, the rating agency calls were conducted via video conference on Zoom. - The bonds were affirmed at Aa2 by Moody's and AA by Fitch – both with Stable Outlooks. - The 2020 transaction was the first that utilized the new financial planning cash flow model. The refunding was structured with upfront savings from FY2021 through FY2026. The up-front savings structure is designed to mitigate near-term rate increases. BofA Securities worked with Tax Counsel to confirm the multi-purpose allocations and reserve fund release. A total of \$1.2 million was released from reserve funds and deposited into the refunding escrow. - A Voluntary Notice of Sale was posted to EMMA on December 4th. A pre-recorded investor presentation was disseminated with the POS which was viewed by 30 unique investors. The Department and City held one-on-one Zoom calls with First Hawaiian Bank and Bank of Hawaii. International marketing language was included in the preliminary official statement. - Indications of interest were held on Monday, December 14th and the pricing was held on December 15th. The pricing date was scheduled ahead of the FOMC meeting on December 16th. - Due to lower than expected interest rates, the transaction was up-sized to include additional refunding candidates. The transaction was 10 times oversubscribed receiving over \$3.2 billion of orders from 64 institutions. From the pre-pricing to final pricing, BofA was able to reduce yields by up to 20 basis points in select maturities. The bonds have a make-whole call through 10 years and an optional par call thereafter. The refunding will generate \$29.8 million of present value savings (13.11% of refunded par amount). - The refunding results were bolstered by the bidding of open market securities, which saved an additional \$179,606 versus traditional SLG securities. - The final savings levels were substantially higher than the \$10 million initially projected at the onset of the transaction.
Honolulu Board of Water Supply	Issue: \$93,535,000 of Water System Revenue Bonds, Series 2021A&B - The Series 2021A tax-exempt bond proceeds will be used for new projects, repair and maintenance of the water system. The Series 2021B taxable bond proceeds will be used to refund the Series 2012A and 2014A Bonds. - BofA Securities assisted in drafting a credit presentation and helped the team prepare team for the rating agency calls. - The 2021 Bonds were reaffirmed at AAA by S&P and AA+ by Fitch. - S&P assigned a "Stable" Outlook while Fitch revised their Outlook to "Positive." - The tax-exempt new money series was structured with 30-year level debt service along with a 10-year par call. The taxable refunding series was structured with accelerated savings with a make-whole call. The refunding bonds were sold on a taxable basis to advance refund Series 2012A and 2014A tax-exempt bonds. BofA Securities worked with Tax Counsel to confirm the multi-purpose allocations and reserve fund releases. - A total of \$2.1 million was released from reserve funds and deposited into the refunding escrow. A majority of bondholders have now consented to the amendments that were included in the legal documents. - Print and digital advertisements appeared in the Honolulu Star Advertiser, Hilo Hawaii Tribune Herald, West Hawaii Today, Lihue Garden Island, Maui News and the Pacific Business News. - The Board secured more than \$112.6 million of orders during the retail order period, including Hawaii residents. - A Voluntary Notice of Sale was posted to the Board's investor relations website and EMMA. A pre-recorded investor presentation was disseminated with the POS which was viewed by 16 institutional investors. The City held one-on-one WebEx meetings with First Hawaiian Bank and Bank of Hawaii. - The finance team decided to accelerate the transaction due to favorable market conditions and strong demand. The overall transaction received more than \$615.6 million of orders leaving the transaction 6.5x over subscribed. During the institutional order period, the Board received orders from 56 institutional



ISSUER	HIGHLIGHTS FROM RECENT SENIOR MANAGED FINANCINGS
County of Kauai 	accounts. BofA was able to lower credit spreads by 2 to 21 basis points over the course of the pricing. Despite market volatility in the weeks leading up to pricing, BWS was able to lock-in an all-in true interest cost of only 2.73% for 30-year tax-exempt new money debt. In addition, BWS will realize \$3.2 million of present value savings (8.09% of refunded par) through the refunding. Issue: \$28,560,000 of General Obligation Bonds, Series 2021A&B • The 2021A (tax-exempt) were issued to current refund outstanding Series 2011A bonds. The 2021B (taxable) were issued to advance refund outstanding Series 2012A and 2012B bonds. • BofA helped the County draft a detailed credit presentation and spent weeks preparing the County's Finance team for the rating agency conference calls. ▪ The County's bonds were rated by Moody's and Fitch at Aa2 (Stable) and AA (Stable), respectively. • The total transaction included two series of bonds maturing between 2022 and 2029. The bonds were structured to generate upfront savings. The financing was set up with two closing dates (April 8 and May 4) so that the County could current refund the 2011 bonds on a tax-exempt basis. • Print advertisements were placed in the Lihue Garden Island and Honolulu Star Advertiser the Sunday prior to the bond sale. Online banner ads were also used in The Garden Island and Star Advertiser. A Voluntary Notice of Potential Financing was posted on EMMA. The County also posted a press release prior to the bond sale. • A retail order period was held on March 23rd. • An investor presentation was disseminated with the POS and viewed by 15 investors. The County held Zoom calls with both Bank of Hawaii and First Hawaiian Bank. ▪ 3 of the investors who viewed the presentation online put in orders during the institutional order period. • Due to volatile market conditions, the transaction was accelerated into the retail order period date. The County received more than \$92.1 million of orders throughout the order period, leaving the transaction 3.2x over subscribed. The amount demand expressed allowed the underwriters to lower yields between 2 and 23 basis points across the yield curve. ▪ 19 institutional investors placed orders for the bonds. • The County will realize \$2.1 million of present value savings or 7.6% of refunded par with the refunding. In aggregate, the bond financing had an escrow efficiency of 86.3%.
County of Hawaii 	Issue: \$77,135,000 General Obligation Bonds, Series 2020A-D • The 2020 Series A (tax-exempt) were issued to fund \$75.0 million of general capital projects. The 2020 Series B (taxable) were issued to fund \$2.3 million of general capital projects. The 2020 Series C and D (tax-exempt) were issued to current refund all outstanding 2010B RZEDBs. • BofA helped the County draft a detailed credit presentation and spent weeks preparing the County's Finance team for the rating agency conference calls. ▪ The County's ratings were affirmed by Moody's, S&P and Fitch at Aa2 (Stable), AA (Stable) and AA+ (Negative), respectively. • The total transaction included four series of bonds and more than 30 maturities. The tax-exempt transaction utilized 4.00% and 5.00% in various areas among the yield curve. The refunding bonds were structured to generate positive cash-flow savings in each year, a particular challenge given the State law constraint that G.O. bonds must be issued with level debt service. • Print advertisements were placed in the Hilo Hawaii Tribune Herald and neighbor island papers the week prior to the bond sale. Online banner ads were also used in Star Advertiser, Hawaii News Now and Wall Street Journal. • A retail order period was held on October 14th, during which the County secured more than \$74.2 million of orders. • An investor presentation was disseminated with the POS and viewed by 4 investors. ▪ 2 of the investors who viewed the presentation online put in orders during the institutional order period. • The County received more than \$214.7 billion of orders throughout the order period, leaving the transaction 2.8x over subscribed. BofA committed to underwrite \$2.8 million of the transaction to maintain pricing integrity. • The County will realize \$2.4 million of present value savings or 11.6% of refunded par with the refunding. The All-in TIC for Series A tax-exempt new money was only 2.32%. All of the bonds maturing after 10 years included a 10-year par call feature.



ISSUER	HIGHLIGHTS FROM RECENT SENIOR MANAGED FINANCINGS
County of Maui 	Issue: \$39,500,000 G.O. Bonds, 2008 Series A - The Banking Team led the efforts in guiding the County to upgrades by all three rating agencies to the highest level ever achieved by the County ("Aa2/AA/AA"). - Performed insurance breakeven analyses to determine which maturities were most economic to insure. - The County ultimately locked-in a TIC of only 4.1%, which was their lowest cost of borrowing over the past decade. Additional Value Added Services - Continuously monitor the County's debt profile for refunding opportunities. - Provide frequent updates to market conditions and any recent developments in the municipal market. (Transaction completed by our banking team while at a prior firm.)

Marketing and Distribution Capabilities

Retail Distribution Capabilities. As mentioned previously, effective May 13, 2019, BofA Securities, Inc. (BofA) is the new legal entity for all institutional business including our municipal securities group. Our retail wealth management system continues to operate under MLPF&S. As such, BofA and MLPF&S, which are affiliates within Bank of America Corporation (BAC), have entered into an exclusive retail distribution arrangement under which BofAS may (i) distribute municipal securities to MLPF&S, which in turn may distribute those securities to retail investors through the retail wealth management network of MLPF&S, and (ii) compensate MLPF&S for any bonds it sells.

Our retail network has 664 branch offices in the United States supported by over 13,000 retail financial advisors managing over \$2.7 trillion in retail assets. To coordinate our retail sales marketing effort, we maintain a staff of professional municipal marketing specialists located in offices across the nation. These professionals serve as the link between our municipal underwriting and trading operations and the retail FAs.

The Bank's distribution network in Hawaii includes 3 retail offices housing 56 financial advisors, who currently manage over \$4.7 billion in total retail assets. As illustrated below, retail investors have been active participants in many of the recent Hawaii transactions senior managed by BofA since 2010.

National Retail Network	Hawaii Retail Network
664 Offices Nationwide	3 Retail Offices
13,000 Brokers	56 Brokers
\$2.7 Trillion Retail Assets	\$4.7 Billion Retail Assets



BofA Retail Orders for Senior/Co-Senior Managed Transactions Since 2010					
Sale Date	Issuer	Credit	Par	Retail Orders*	% of Par
05/26/21	DOT - Highways	Highway Revenue Bonds	\$137,205,000	\$25,000	0.02%
03/23/21	County of Kauai	G.O.	28,560,000	27,700,000	96.99%
03/09/21	Honolulu BWS	Water	93,535,000	106,475,000	113.83%
12/15/20	Honolulu	Wastewater	273,670,000	3,255,000	1.19%
11/19/20	DOT - Harbors	Harbor Sys. Revenue Bonds	266,550,000	326,275,000	122.41%
10/21/20	Hawaii	G.O.	1,147,555,000	81,615,000	7.11%
10/15/20	County of Hawaii	G.O.	77,135,000	66,370,000	86.04%
10/14/20	University of Hawaii	University	217,165,000	16,780,000	7.73%
10/07/20	DOT - Airports	Airport System Rev Bonds	582,490,000	550,000	0.09%
08/05/20	Hawaii	G.O.	995,000,000	10,530,000	1.06%
07/22/20	City and County of Honolulu	G.O.	346,335,000	270,380,000	78.07%
03/11/20	Honolulu BWS	Water	106,635,000	29,870,000	28.01%
02/12/20	Honolulu	G.O.	295,225,000	176,455,000	59.77%
10/23/19	Honolulu	Wastewater	496,910,000	181,075,000	36.44%
08/14/19	DOT - Airports	CFC	194,710,000	3,220,000	1.65%
08/07/19	Honolulu	G.O.	548,945,000	328,765,000	59.89%
02/06/19	State of Hawaii	G.O.	575,000,000	122,615,000	21.32%
01/23/19	City and County of Honolulu	G.O.	250,025,000	210,500,000	84.19%
08/15/18	City and County of Honolulu	G.O.	468,470,000	172,855,000	36.90%
01/30/18	State of Hawaii	G.O.	775,000,000	64,825,000	8.36%
01/24/18	City and County of Honolulu	Wastewater	304,840,000	202,255,000	66.35%
10/18/17	County of Kauai	G.O.	24,015,000	890,000	3.71%



BofA Retail Orders for Senior/Co-Senior Managed Transactions Since 2010					
Sale Date	Issuer	Credit	Par	Retail Orders*	% of Par
09/06/17	City and County of Honolulu	G.O. (HART)	350,000,000	0	0.00%
08/16/17	City and County of Honolulu	G.O.	416,670,000	216,300,000	51.91%
07/12/17	DOT - Airports	CFC	249,805,000	2,600,000	1.04%
06/20/17	County of Hawaii	G.O.	139,895,000	165,790,000	118.51%
05/10/17	State of Hawaii	G.O.	854,755,000	293,745,000	34.37%
10/05/16	City and County of Honolulu	G.O.	378,805,000	99,475,000	26.26%
08/17/16	City and County of Honolulu	Wastewater	448,155,000	241,910,000	53.98%
03/31/16	State of Hawaii	G.O.	344,720,000	120,050,000	34.83%
02/03/16	County of Hawaii	G.O.	235,765,000	121,405,000	51.49%
10/15/15	State of Hawaii	G.O.	746,395,000	129,275,000	17.32%
09/10/15	University of Hawaii	University	166,285,000	59,680,000	35.89%
07/22/15	City and County of Honolulu	Wastewater	698,930,000	290,200,000	41.52%
03/17/15	City and County of Honolulu	G.O.	888,630,000	270,740,000	30.47%
11/20/14	Honolulu BWS	Water	144,985,000	85,500,000	58.97%
11/05/13	State of Hawaii	G.O.	860,850,000	120,010,000	13.94%
01/30/13	County of Hawaii	G.O.	98,825,000	71,305,000	72.15%
10/25/12	City and County of Honolulu	G.O.	912,480,000	177,715,000	19.48%
09/20/12	City and County of Honolulu	Wastewater	265,610,000	409,480,000	154.17%
06/13/12	County of Kauai	G.O.	34,375,000	11,750,000	34.18%
03/14/12	Honolulu BWS	Water	85,195,000	75,725,000	88.88%
02/09/12	University of Hawaii	University	8,575,000	3,210,000	37.43%
11/17/11	State of Hawaii	G.O.	1,286,230,000	239,710,000	18.64%
10/13/11	City and County of Honolulu	Wastewater	169,190,000	29,335,000	17.34%
09/14/11	DOT - Airports	Airport System Rev Bonds	300,885,000	29,585,000	9.83%
07/13/11	City and County of Honolulu	G.O.	304,345,000	127,010,000	41.73%
06/21/11	County of Kauai	G.O.	26,110,000	28,555,000	109.36%
12/02/10	City and County of Honolulu	G.O.	191,450,000	159,915,000	83.53%
11/17/10	DOT - Harbors	Harbor Sys. Revenue Bonds	164,275,000	111,765,000	68.04%
10/26/10	City and County of Honolulu	Wastewater	126,550,000	67,415,000	53.27%
09/21/10	University of Hawaii	University	53,930,000	115,670,000	214.48%
07/13/10	County of Hawaii	G.O.	35,325,000	7,940,000	22.48%
53 Issues Totaling:			\$19,192,970,000	\$6,286,045,000	32.75%

* Includes Professional Retail.

Institutional Distribution Capabilities. BofA has over 380 Institutional Sales Associates, 24 of whom sell only municipal bonds and cover more than 394,000 small and large institutional accounts. These institutional sales professionals are located in New York and 28 regional offices throughout the nation. Our sales personnel maintain contact with first- and second-tier institutional investors, including open-end and closed-end bond funds, fire and casualty insurance companies, commercial banks and trust companies. BofA also focuses on medium and small-sized institutions which expands our buyer base.

Institutional Network	
383 institutional sales reps	
24 muni sales reps	
29 offices nationwide	

As a testament to BofA's institutional sales capabilities, we note our performance on the County's 2020 G.O. Bond issue. Over \$214 million in total orders were generated as of verbal award.

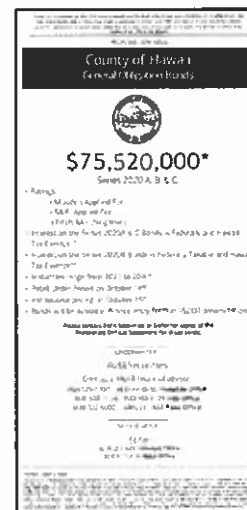
Marketing Strategies

In conjunction with the any of the County's upcoming financings, the County may choose to utilize an extensive retail outreach campaign, comprised of one or more of the advertising methods listed below. In the era of COVID-19, a key aspect of the County's marketing plan will be to demonstrate sufficient financial flexibility and resilience to weather the current crisis. Instead of obsessing on the current downturn, we will help investors understand the State's re-opening plan and focus on the long-term viability and financial strength of the County. Below are some marketing techniques we would use:

- **Robust COVID-19 Disclosure:** Drafting disclosure that appropriately captures the potential impacts of COVID-19 can be a challenge. BofA is involved in drafting such disclosure on a number of transactions currently and this eyesight adds significant value in drafting the County's POS.



- **County's Website:** The County can improve investor relations well in advance of a bond sale by enhancing its website. Adding an "Investor Relations" links to the County's homepage provides easy access to financial statements, budget documents and other relevant financial documents and is extremely helpful for investors looking for financial information. In addition, the County could post upcoming bond sales on its website, essentially a free form of advertising.
- **Local Newspaper Advertisements:** Traditional print media can reach an extremely wide audience, depending on the choice of newspaper and frequency of ads. The County had success with newspaper advertisements on its last bond issue (pictured right). We have found placing advertisements in the Thursday and Sunday business sections in the *Honolulu Advertiser* to be the most effective. Additionally, the newspapers on neighboring islands are very cost effective (such as the *Hawaii Tribune Herald*, *Garden Island News*, and *Maui News*).
- **Investor Presentation:** For larger financings, the County may wish to utilize an internet based pre-recorded investor presentation through the NetRoadshow website. We would also recommend holding one-on-one follow-up meetings to answer any questions that key institutional investors may have. The County should focus on the top holders of its debt. Existing holders, who are already familiar with the County's credit, can help form a foundation of buyers for the County's financing.
- **One-On-One Investor Calls:** Investors will be interested in speaking directly with management prior to making an investment decision. Depending on travel restrictions and public health conditions, the County should offer to have meetings or calls with Bank of Hawaii and First Hawaiian Bank, and set aside time to be available for one-on-one calls with any interested investors on the Mainland.



Credit Analysis and Disclosure Experience

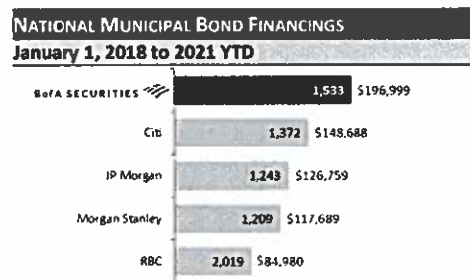
Our in-house credit team, led by Mr. Brad Gewehr, is unmatched by any other firm. Mr. Gewehr has significant experience working in Hawaii. He also is an industry leading expert in pension and other postemployment benefits programs, and is very familiar with the State of Hawaii Employees' Retirement System ("ERS") and the Hawaii Employer-Union Health Benefits Trust Fund ("EUTF"). Mr. Gewehr was formerly a Managing Director at Moody's, and he always will be available to assist the County with rating presentations, credit strategy and investor relations.

Our Hawaii efforts also extend to educating local investors about the County's credit and overall the State of Hawaii's available investments opportunities. We also recommend holding calls with mainland investors who may have follow-up questions.

As one of the largest securities firms in the world, BofA offers the County a comprehensive package of investment banking services and qualifications as well as a wide range of traditional bank products. Our team is staffed with professionals who have proven skills in structuring and executing all types of financings. Below we provide credentials for each financing category that is important to the County.

National Financing Experience

Since 2018, BofA is the "Number One" ranked senior manager nationally for all municipal bond financings, having senior managed 1,533 issues totaling over \$196.9 billion over this period. Our strong rankings demonstrate the creativity, consistency, and high level of resource commitment that has distinguished BofA from other Wall Street firms. The ranking chart to the right provides concrete evidence of our Bank's leading presence in the overall municipal market. We have also been a leading underwriter during COVID-19, which demonstrates our support for our municipal clients.

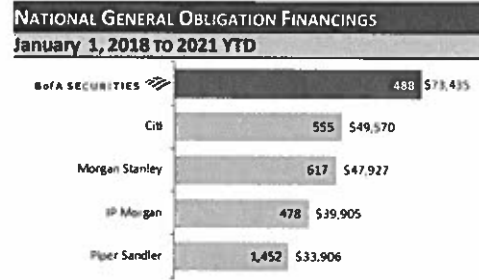


Source: Securities Data Company.
Note: Rankings reflect true economics. Figures within bars denote number of issues. Par amount in millions.



General Obligation Bonds

BofA also is the “Number One” underwriter of General Obligation bonds since 2018, having senior managed 488 financings totaling \$73.4 billion in par amount. BofA has senior managed General Obligation bond financings for many issuers in Hawaii including the State, City and County of Honolulu and Counties of Hawaii, Maui and Kauai. BofA served as lead manager on the State’s 2009, 2011, 2013, 2015, 2016, 2017, 2018, 2019 and 2020 General Obligation Bonds. We also served as co-senior manager on the State’s G.O. Bonds of 2012, 2014 and 2016. We also most recently senior managed the County of Kauai’s \$28.5 million 2021 G.O. bonds, the County of Hawaii’s \$77.1 million 2020 G.O. Bonds and the City and County of Honolulu’s \$346.3 million G.O. bonds. We are also currently senior manager for the City and County of Honolulu’s 2021 G.O. offering.



Source: Securities Data Company.

Note: Rankings reflect true economics. Figures within bars denote number of issues. Par amount in millions.

Below we provide a case study for three recent general obligation financings we senior managed for the County of Hawaii, County of Kauai and the State of Hawaii.

County of Hawaii

\$77,135,000 General Obligation Bonds, Series 2020

Sale Date: October 15, 2020

- The 2020 Series A (tax-exempt) were issued to fund \$75.0 million of general capital projects, the 2020 Series B (taxable) were issued to fund \$2.3 million of general capital projects, and the 2020 Series C and D (tax-exempt) were issued to current refund all outstanding 2010B RZEDBs.
- BofA helped the County draft a detailed credit presentation and spent weeks preparing the County’s Finance team for the rating agency conference calls.
 - The County’s ratings were affirmed by Moody’s, S&P and Fitch at Aa2 (Stable), AA (Stable) and AA+ (Negative), respectively.
- The total transaction included four series of bonds and more than 30 maturities. The tax-exempt transaction utilized 4.00% and 5.00% in various areas among the yield curve. The refunding bonds were structured to generate positive cash-flow savings in each year, a particular challenge given the State law constraint that G.O. bonds must be issued with level debt service.
- Print advertisements were placed in the Hilo Hawaii Tribune Herald and neighbor island papers the week prior to the bond sale. Online banner ads were also used in Star Advertiser, Hawaii News Now and Wall Street Journal.
- A retail order period was held on October 14th, during which the County secured more than \$74.2 million of orders.
- An investor presentation was disseminated with the POS and viewed by 4 investors.
 - 2 of the investors who viewed the presentation online put in orders during the institutional order period.
- The County received more than \$214.7 million of orders throughout the order period, leaving the transaction 2.8x over subscribed.
- BofA committed to underwrite \$2.8 million of the transaction to maintain pricing integrity.
- The County will realize \$2.4 million of present value savings or 11.6% of refunded par with the refunding.
- The All-in TIC for Series A tax-exempt new money was only 2.32%.
- All of the bonds maturing after 10 years included a 10-year par call feature.

County of Kauai

\$28,560,000 of General Obligation Bonds, Series 2021A&B

Sale Date: March 23, 2021

- The 2021A (tax-exempt) were issued to current refund outstanding Series 2011A bonds and the 2021B (taxable) were issued to advance refund outstanding Series 2012A and 2012B bonds.
- BofA helped the County draft a detailed credit presentation and spent weeks preparing the County’s Finance team for the rating agency conference calls.
 - The County’s bonds were rated by Moody’s and Fitch at Aa2 (Stable) and AA (Stable), respectively.
- The total transaction included two series of bonds maturing between 2022 and 2029. The bonds were structured to generate upfront savings.
- The financing was set up with two closing dates (April 8 and May 4) so that the County could current refund the 2011 bonds on a tax-exempt basis.
- Print advertisements were placed in the Lihue Garden Island and Honolulu Star Advertiser the Sunday prior to the bond sale. Online banner ads were also used in The Garden Island and Star Advertiser. A Voluntary Notice of Potential Financing was posted on EMMA. The County also posted a press release prior to the bond sale.
- A retail order period was held on March 23rd.
- An investor presentation was disseminated with the POS and viewed by 15 investors. The County held Zoom calls with both Bank of Hawaii and First Hawaiian Bank. 3 of the investors who viewed the presentation online put in orders during the institutional order period.



County of Kauai

\$28,560,000 of General Obligation Bonds, Series 2021A&B

Sale Date: March 23, 2021

- Due to volatile market conditions, the transaction was accelerated into the retail order period date. The County received more than \$92.1 million of orders throughout the order period, leaving the transaction 3.2x over subscribed. The amount demand expressed allowed the underwriters to lower yields between 2 and 23 basis points across the yield curve. 19 institutional investors placed orders for the bonds.
- The County will realize \$2.1 million of present value savings or 7.6% of refunded par with the refunding. In aggregate, the bond financing had an escrow efficiency of 86.3%.

State of Hawaii

\$1.15 Billion General Obligation Bonds of 2020, Series GA, GB and GC

Sale Date: October 21, 2020

- The transaction included both \$147 million of tax-exempt and \$1 billion of taxable Bonds, the proceeds of which will be used for working capital and to refund certain outstanding Bond Anticipation Notes of the State.
- The finance team and Governor Ige met with each of the three rating agencies via video conference from Honolulu.
 - Moody's assigned a Aa2 rating with a Stable Outlook, S&P assigned a AA+ rating with Negative Outlook and Fitch assigned a AA rating with Stable Outlook.
- The Series GA bonds were sold on a tax-exempt basis. Series GB and GC bonds were sold on a taxable basis to allow for a flexible use of proceeds at a comparable cost to tax-exempt debt. The premium generated by Series GA was utilized to pay cost of issuance of all bonds and redemption costs associated with Series GC bonds. BofA actively worked with bond counsel in order to make sure this is compliant with the State's laws and federal tax laws.
- Series GA bonds were structured as one year maturity, Series GB bonds were structured as two to five year maturities and Series GC bonds will begin principal amortization in year five with final maturity of 20 years. The taxable bonds were sold with a make-whole call through the first 10 years and a par call thereafter.
- A Notice of Potential Sale was posted on the State's Investor Relations website and on EMMMA. An electronic investor presentation was disseminated in conjunction with the POS and was viewed by 47 investors. The State held one-on-one conference calls with Bank of Hawaii and First Hawaiian Bank. An investor video presentation on Zoom was attended by 17 investors (many of whom submitted questions in advance).
- BofA was able to reduce the State's credit spreads during both the Revised Price Guidance and Launch calls. The State received over \$3 billion of orders from over 80 investors.
- Despite the economic impacts of the pandemic and large supply of municipal bonds, the robust investor demand was a recognition of the strength of the State's credit and a comprehensive investor outreach effort led by BofA. The All-in True Interest Cost for the 2020 new money financings was only 0.74%. Due to strong demand, the State was able to increase the transaction size by \$100 million at the verbal award.

COP/Lease Revenue Financing Experience

BofA also is a leading underwriter of lease revenue bonds and certificates of participation ("COP"), ranking as the "Number Two" underwriter since 2018, having senior managed 24 financings totaling over \$1.9 billion. Of particular note, Mr. Lauterbur has senior managed COP financings for the State of Hawaii (No. 1 Capitol District State Office Building and Kapolei State Office Building) and for the Department of Hawaiian Home Lands. We also served as co-senior manager on the Airports Division's ESCO COPs in 2013. This makes BofA a market leader of COPs in Hawaii, as there have only been five such issues sold by the State to date. Additionally, we are appointed to serve as a senior manager the State's COPs to fund the construction of Ala Wai Canal. While financing and construction is currently on hold, we worked with the State and its financing team to initiate the financing process.

BofA also is a leading underwriter of lease revenue bonds and COPs for municipal issuers throughout the West Coast. This includes financings for the Oregon State Department of Administrative Service, the State of California Public Works Board, the State of Arizona, the State of Colorado and the County of Los Angeles. Most recently, BofA senior managed COP/Lease Revenue Bonds for the City of Los Angeles, City of Long Beach, County of Riverside, City of Sacramento and the State of California Public Works Board. Below we provide case studies for the State of Hawaii's 2009 and 2013 COPs as well as a recent transaction for the City of San Buenaventura.

NATIONAL COP/LEASE REVENUE FINANCINGS

January 1, 2018 to 2021 YTD

Stifel	132	\$3,325
BoFA SECURITIES	24	\$1,913
JP Morgan	25	\$1,814
Wells Fargo	23	\$1,808
Citi	23	\$1,591

Source: Securities Data Company.

Note: Rankings reflect true economics. Figures within bars denote number of issues. Par amount in millions.

State of Hawaii

\$41,120,000 Certificates of Participation (State Office Buildings) 2009 Series A

Sale Date: October 15, 2009

- BofA served as the sole manager for the State's refunding Certificates of Participation COPs 2009 Series A.



State of Hawaii

\$41,120,000 Certificates of Participation (State Office Buildings) 2009 Series A

Sale Date: October 15, 2009

- Proceeds of the 2009 Series A Certificates were used to refund the State's \$31,305,000 Certificates of Participation (Kapolei State Office Building), Series 1998A and \$15,880,000 Certificates of Participation (No. 1 Capitol District State Office Building), Series 2000A.
- BofA and bond counsel modernized the COPs lease provisions, eliminating the debt service reserve fund.
- BofA worked with the State and secured ratings of "Aa3/AA-/AA-" - only one notch below each of the State's respective General Obligation Bond ratings.
- The retail order period on October 14th generated over \$39 million of retail orders (95% of the bonds available), despite a volatile municipal market.
- The retail order period was so successful that BofA was able to accelerate the institutional order period and price all of the bonds on October 14th.
- The COPs refunding generated over \$2.6 million of PV savings (5.6%) and over \$3.6 million of cashflow savings in FY2010&11.

Hawaii Airports

\$167,740,000 Series 2013 Lease Revenue Certificates of Participation ("COPs")

Sale Date: December 10, 2013

- BofA served as a co-senior manager for Hawaii Airport Series 2013 Lease Revenue Certificates of Participation ("COPs")
- The COPs were sold to pay for \$150 million in energy conservation projects at 12 of the State's 15 airports.
- The projects are part of a 20-year energy performance contract with Johnson Controls International anticipated to result in a 49% reduction of energy usage.
- Changing airport lighting systems to LED, replacing heating and air conditioning systems, electric transformers and installing solar panels over parking garages are the largest projects in the contract.
- The debt is structured as lease revenue certificates of participation payable from all net revenues of the Airports Division after payments are made on the \$877 million outstanding Airport System Revenue Bonds.
- The COPs were sold with an increasing debt service profile structured to match the increase in annual energy savings guaranteed from Johnson Controls under the energy performance contract.
- Interest on the COPs will be subject to the alternative minimum tax.
- The COPs received an A3 rating from Moody's and A-minus ratings from both Standard and Poor's and Fitch. Those ratings are one notch lower than the airport division's outstanding lease revenue bond debt.
- \$75 million of professional retail orders were received and pricing was accelerated by one day due to strong market reception. The financing received almost \$1.2 billion of total orders, leaving it 6x oversubscribed.
- The all-in cost of the financing was 4.65%.

City of San Buenaventura, California

\$8,100,000 – 2021 Refunding Certificates of Participation, Series A (Tax-Exempt)

\$12,850,000 – 2021 Refunding Certificates of Participation, Series B (Taxable)

Sale Date: May 4, 2021

- **Sale Date:** May 4, 2021
- **Rating:** AA (stable) from Standard & Poor's
- **Structure:** Series A wrapped around Series B and the final maturity was shortened to achieve a lower cost of funds and improve savings
- **Leased Asset:** City Hall
- **Reserve Fund:** None
- **Redemption Provisions:**
 - Series A: Optional Redemption on October 1, 2031
 - Series B: Make-whole at UST +10 bps
- **Orders:** Over \$56.1 million of orders were received from a mix of individual retail and institutional investors – Series B was oversubscribed by 4.1x
- **Unique Investors:** 15 institutional investors placed orders
- **Spread Reductions:** The strong order book allowed BofA to tighten spreads to benchmark Treasury yields by 10 to 17 basis points (as illustrated to the right)
- **Amount Underwritten:** \$6.1 million (Series A only)
- **Gross Savings:** \$5.4 million
- **Present Value Savings:** \$4.3 million

Qualified Energy Conservation Bonds ("QECBs") and Energy Efficiency Leasing

The Stimulus Act of 2009 also created Qualified Energy Conservation Bonds ("QECBs") to finance facilities that reduce energy consumption. Similar to QSCBs, these bonds can be sold either as tax credit or as federally subsidized bonds. QECBs are designed to provide the issuer with an interest subsidy of up to 70%. It is our understanding that the State's allocation of \$13.63 million has yet to be utilized.

BofA is one of only a handful of firms that have sold QECBs. Our experience includes transactions for the Los Angeles Department of Water and Power, King County Washington and Rancho California Water District. A case study for the City of San Diego financing is provided below.



City of San Diego**\$13,100,000 2011 Taxable Qualified Energy Conservation Bond ("QECB") Financing****Sale Date: April 15, 2011**

- The City of San Diego selected BofA to provide \$13.1 million in Taxable Qualified Energy Conservation Bond ("QECB") financing for a Broad Spectrum Street Lighting program.
- BofA helped the City secure its allocation with the California Debt Limit Allocation Committee ("COLAC").
- The entire \$17.8 million project will fund 36,000 energy-saving replacement street lights, with \$13.1 million in QECB funds (for 28,700 street lights) and the balance in grant funding.
- Savings from the QECB funding are anticipated to be \$1.6 million annually, with a one-time incentive of \$614,000 from San Diego Gas & Electric. In addition, the program cost savings are expected to cover debt service.
- The transaction closed on April 15, 2011.
- The City of San Diego is a significant client of BofA – past services have included treasury accounts, credit facilities and public finance investment banking.

Banc of America Public Capital Corp (BAPCC), a wholly-owned subsidiary of Bank of America N.A., is an active participant in the energy efficiency financing space. Financing vehicles include tax-exempt lease-purchase agreements, tax-advantaged structures, non-tax and tax structured financing (energy/utility service agreements, shared savings agreements). The types of projects financed includes energy efficiency projects such as renewable (solar, wind and geothermal heating and cooling), lighting upgrades, HVAC, water conservation efforts, boilers, chillers, etc. Below we provide list of the lease financings we purchased for the State of Hawaii.

Closing Date	Department	Par Amount
8/1/2013	Department of Accounting and General Services	\$18,834,612.90
4/13/2016	DOT - Airports Division	8,056,521.00
3/31/2017	DOT - Airports Division	51,473,426.71
7/8/2015	DOT - Highways Division	60,286,091.00
9/17/2015	DOT - Harbors Division	26,245,564.00
11/17/2017	University of Hawaii	6,301,662.00
11/17/2017	University of Hawaii	24,183,428.00
Total:		\$195,381,305.61

Short-Term Debt Instruments.

BofA's municipal variable rate portfolio is of manageable size, which allows us to focus on individual programs. Our Municipal Money Markets ("MMM") desk currently manages over 700 municipal variable rate debt programs with an outstanding par amount of over \$59.7 billion. To ensure sufficient capital is available to support our issuers' programs on an ongoing basis, including periods of market volatility, our MMM desk routinely evaluates and adjusts our underwriting limit. The MMM desk is currently staffed by four underwriters/ traders/remarketing agents and is led by Mr. Thomas Murray. The desk exclusively underwrites and markets short-term and variable rate municipal products and is supported by a team of four institutional short-term sales professionals and two sales assistants that cover the largest money market funds, trust funds, investment advisors, insurance companies, hedge funds and corporations. These professionals work jointly with our Institutional Financial Consultants and local retail offices to sell and remarket short-term paper at the lowest possible yields. Of note, most of BofA's "seasoned" variable rate programs have broad distribution networks, including high net worth retail investors.

Below we have provided a case study for the City and County of Honolulu's tax-exempt commercial paper program. BofA serves as the City's dealer for the program. The City has benefited greatly from this program over the past decade as it has provided not only flexible interim financing but also an extremely low all-in cost of funds. We believe that a commercial paper program could have significant benefits for the State's general fund, as well as for the Airports Division and the University. We also provide a case study for the various variable rate programs that we support for the State of California. This includes serving as remarketing agent on VRDOs, dealer on commercial paper, underwriter on index floating rate bonds, providing bank LOC facility support and a \$500 million revolving credit facility.

BOFA'S VARIABLE RATE AND SHORT-TERM PORTFOLIO

Mode	Amount Outstanding
Daily VRDOs	\$6.1
Weekly VRDOs	46.9
R-FLOATs	0.7
Commercial Paper	6.0
Total	\$59.7

Note: Excludes auction rate securities. Amounts in billions.

City and County of Honolulu**\$450,000,000 General Obligation Tax-Exempt Commercial Paper,****Closing Date: December, 15 2015**

- BofA currently serves as dealer for the City and County of Honolulu's (the "City") entire Commercial Paper programs.
- The banking team has assisted the City with the pricing and administration of its commercial paper program since its inception in 2001, including the facilitation and negotiation of its bank facility support in 2004, 2010, 2012, 2015 and 2018.
- The City most recently replaced its expired RBC facility with Bank of America, N.A..
- The City also expanded the program by \$350 million to fund the rail system.
- The City's commercial paper program has proven a critical finance tool, not only for its extremely low cost as an interim financing vehicle, but also as an alternative form of borrowing. In 2008, during the height of the financial crisis, the City was able to borrow with its commercial paper program. This was at a time when both the variable rate (VRDOs and ARCs) and fixed rate markets were essentially closed.
- The City also has used the commercial paper program to provide interim financing for the H-Power waste to energy facility and Honolulu Authority for Rapid Transportation (HART). The City was able to borrow on the commercial paper program in 2010, as the H-Power private activity project qualified for tax exemption under the American Recovery and Reinvestment Act of 2009.

State of California

Various Variable Rate General Obligations

BofA Serves as Remarketing Agent

- \$75,000,000 Variable Rate General Obligation Bonds, 2003 Series B-2
- \$75,000,000 Variable Rate General Obligation Bonds, 2004 Series A-4
- \$85,850,000 Variable Rate General Obligation Bonds, 2005 Series A-1-1
- \$98,100,000 Variable Rate General Obligation Bonds, 2005 Series B-2
- \$49,100,000 Variable Rate General Obligation Bonds, 2005 Series B-3**

BofA Serves as Commercial Paper Dealer

- \$500,000,000* General Obligation Commercial Paper Notes, Series A1/B1**
- \$500,000,000* General Obligation Commercial Paper Notes, Series A2/B2**
- \$50,000,000 General Obligation Commercial Paper Notes, Series A6/B6**
- \$500,000,000 General Obligation Commercial Paper Notes, Series C1/D1

Bank of America, N.A. as Letter of Credit Provider

- \$100,000,000 Variable Rate General Obligation Bonds, 2003 Series C-1
- \$49,100,000 Variable Rate General Obligation Bonds, 2005 Series A-3
- \$147,100,000 Variable Rate General Obligation Bonds, 2005 Series B-1
- \$50,000,000 General Obligation Commercial Paper, Series A-6/B-6**

Bank of America, N.A. as Revolving Credit Facility Provider

- \$500,000,000 General Obligation Revolving Credit Facility

Index Floating Rate Bonds

- \$100,000,000 General Obligation Bonds, Series 2013D (Index Floating Rate Bonds)

*Shared with other dealers, BofA is allocated rolls from the State as needed.

**Currently outstanding.

Municipal Credit Products.

At BofA, our public finance and municipal credit professionals work together to seamlessly provide products and services to best meet our clients' needs. Our value-added alternatives can include municipal credit products, capital markets solutions, derivative enhancement and/or restructuring or a combination structured to balance the State's overarching financing objectives, risk profile and ultimate cost of funds.

We are a leading credit/liquidity provider through Bank of America, N.A., our legal counterparty for the majority of credit facilities entered into by BofA, and we are active in both the traditional and direct purchase bank markets. As one of the largest bank lenders in the world, the Bank's experience from 2018 through 2020 includes executing more than \$47 billion of municipal credit transactions nationally. Our municipal credit team has an extensive track record of providing flexible and cost-effective "on- and off-balance sheet" credit solutions to a wide range of municipal issuers, including states, cities, counties, airports/ports, utilities, and other revenue bond issuers.

Below please find several recent case studies for the Bank, the majority of which were executed on behalf of our Western State clients. The case study for our December 2016 Harbors direct purchase was provided earlier in this section, and was executed through our Municipal Credit Products team.

State of Hawaii

\$600,000,000 Taxable General Obligation Bond Anticipation Notes of 2020 (Direct Purchase)

Closed Date: April 14, 2020

- The Notes were issued to fund on an interim basis \$600 million of general governmental projects; the bridge loan will help the State fund critical projects that will in effect serve as a form of in-state fiscal stimulus.
- The State initially had planned a public sale, but decided to pursue a direct purchase given market volatility and uncertainty around the impacts of COVID-19 on the State's credit; the State ultimately determined that drafting disclosure for a public sale prior to its May 2020



Council on Revenues meeting was not feasible given the impact of COVID-19 on the State's budget; the municipal market was essentially shut down in the weeks leading up to the transaction.

- BANA was able to offer the State \$600 million as an interim financing, to be refunded with long-term G.O. bonds in 2020 or 2021.
- BANA expedited the transaction and executed the direct purchase within two weeks compared to a public offering which typically takes 2-3 months.
- Although ratings were not required, the finance team assisted the State with the development of a comprehensive credit update for the rating agencies in light of the potential impacts of COVID-19.
- The BANs were structured on a taxable basis to avoid any private activity issues.
- The BANs were also structured with par coupons which helped avoid the State's premium limitation.
- The transaction included two tranches:
 - \$300 million maturing in 12 months (non-callable)
 - \$300 million maturing in 18 months (callable in 12 months)
- Public market new issuance during the week of pricing was only \$4 billion (down from the typical \$10-12 billion per week in more normal markets).
- Over the two days leading up to pricing, 1-year US Treasury rates increased by 5 bps.
- In October 2020, the State and BANA agreed on a negotiated basis to a partial early prepayment of \$400 million of BANs which provided significant debt service savings to the State.

City and County of Honolulu

\$100,000,000 General Obligation Commercial Paper Program

Closed Date: December 10, 2020

- The City and County of Honolulu has long maintained a General Obligation Commercial Paper Program to provide interim funding for its projects, previously supported by two separate bank liquidity facilities.
- In fall 2018, with the expiration date for one of the liquidity facilities approaching, the City and County requested that the incumbent bank provide an extension, which such bank declined to provide.
- Based on the strength of BofA's overall relationship with the City and County, the Bank was able to quickly approve providing a substitute liquidity facility to replace the expiring facility.
- In December 2018, the Bank closed on a one-year substitute liquidity facility, which will provide additional time for the City and County to consider how best to utilize its CP program going forward.
- In December 2019, this facility was extended for an additional year.
- Most recently, in December 2020, the City and County extended this facility with BANA on a negotiated basis, for an additional three years.

State of California

\$350,000,000 General Obligation Commercial Paper Program

Closed Date: December 1, 2020

- The State of California has long maintained multi-billion General Obligation VRDO and General Obligation Commercial Paper Programs to provide variable rate and interim funding, respectively, for a range of GO projects issued on behalf of various State departments and bond acts.
- The Bank has served as one of the State's leading credit providers for many years, and in 2019 BANA extended our existing \$250 million VRDO and \$350 million CP facilities for an additional two years, based on the results of a competitive RFP process.
- Most recently in December 2020, our \$350 million CP facility was extended for an additional three years.

City and County of Honolulu

\$252,520,000 Wastewater System Revenue Bonds, Series 2017 (Direct Purchase)

Closed Date: December 20, 2017

- Series 2017 FQ, FR, and FS Bonds (tax-exempt) advance refunded Series 2011 DZ, 2012 EE, 2013 EH and 2014 for economic savings.
- The transaction initially kicked-off as a public bond sale that was scheduled to price in January 2018. As a result of the Tax Jobs and Cuts Act of 2017, which proposed to eliminate tax-exempt advance refundings by December 31st, 2017, the State decided to also explore a direct purchase with Bank of America.
- The direct purchase is an expedient financing as it does not require a disclosure document or credit ratings.
- The 2017 direct purchase loan was not rated, as Bank of America does not require ratings for direct purchases.
- The refunding was structured with three series, which will allow the State to realize uniform cashflow savings over the life of the financing.
- The ultimate tenor of the direct purchase was 16 years, well beyond Bank of America's standard 10 year tenor restriction.
- BofA worked with Tax Counsel to confirm the multi-purpose allocations.
- The public municipal market weakened in the weeks leading up to the transaction due to the heavy supply of advance refundings attempting to price and close before December 31st.
- The interest rate set for the direct purchase was very comparable to where a public market rate would have been if sold on the same day as the rate lock.
- The refunding generated over \$19.3 million present value or 7.50% of refunded par.
- The 2017 Bonds maturity after 10 years have a 10-year par call.



ESG (Environmental (Green), Social and Corporate Governance Sector).

ESG stands for Environmental Social and Governance, and refers to the three key factors when measuring the sustainability and ethical impact of an investment in a business or company.



Environment

We're helping society transition to a low-carbon economy and supporting sustainable business activities.



Social

We're helping communities and individuals thrive by advancing economic and social progress and by being a great place to work.



Governance

We're committed to best practices in corporate governance, and our employees play an important role in our commitment to acting ethically and living to our Code of Conduct.

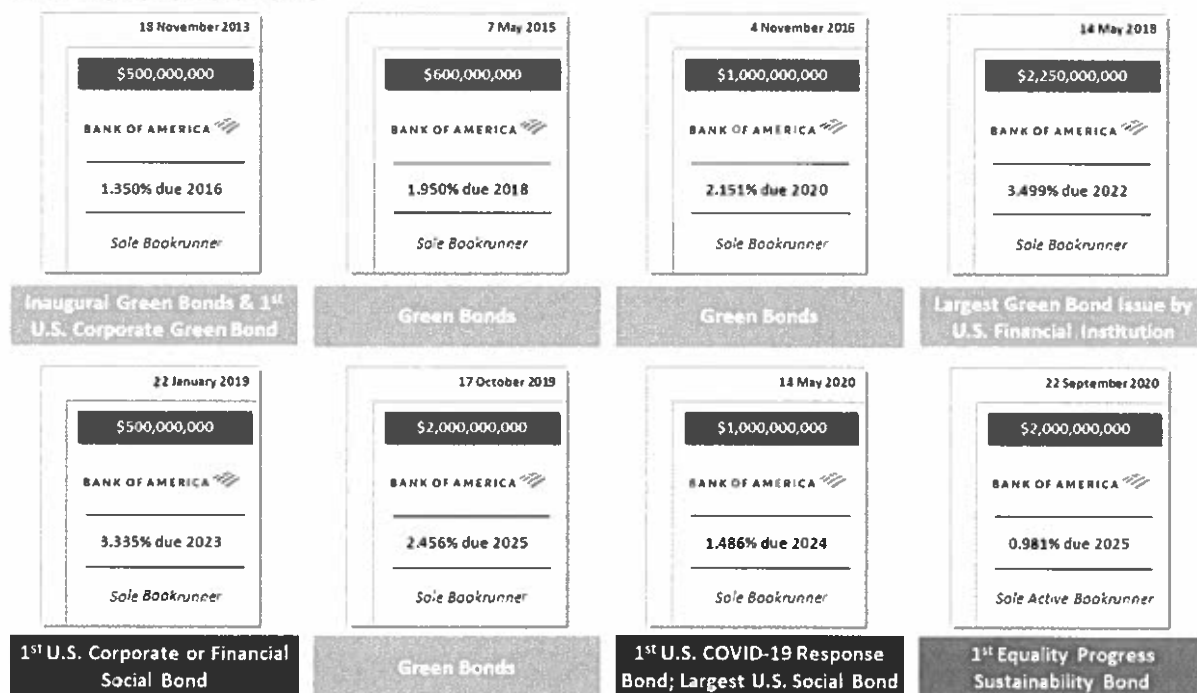
Our commitment to environmental sustainability

Bank of America is committed to improving the environment in how we approach our global business strategy, work with partners, make our operations more sustainable, support our employees, manage risks and govern our activities.

Building on our longstanding support for the Paris Climate Agreement, we have a goal to achieve net zero greenhouse gas (GHG) emissions in our financing activities, operations and supply chain before 2050. Our Environmental Business Initiative will deploy and mobilize \$1 trillion by 2030 to accelerate the transition to a low-carbon, sustainable economy, as part of a broader \$1.5 trillion sustainable finance goal aligned to addressing the United Nation's Sustainable Development Goals (SDGs). Our multi-year financing commitment provides financial capital, along with significant intellectual capital, to develop solutions to climate change and other environmental challenges. It focuses on low-carbon energy, energy efficiency, and sustainable transportation, in addition to addressing other important areas like water conservation, land use and waste.

We also are making our operations more sustainable – including achieving carbon neutrality and procuring 100% renewable electricity in 2019, a year ahead of schedule. We offer programs and benefits that help employees become better environmental stewards. Importantly, we are committed to managing environmental and social risk, as well as providing industry-leading disclosures on our progress

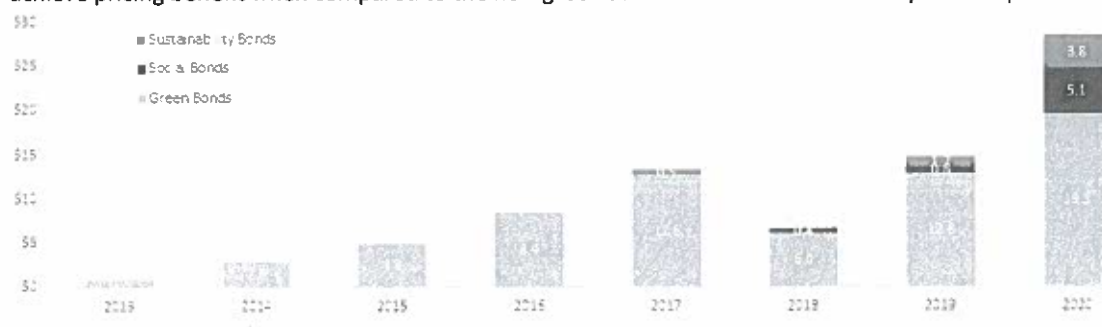
Bank of America has issued five Green Bonds, two Social Bonds and one Sustainability Bond, totaling nearly \$10bn in ESG-themed bond issuance



ESG in the Municipal Market.



In 2020 issuance of green, social, sustainability and sustainability-linked bonds doubled from 2019 and it is estimated that total ESG bond issuance may exceed \$850 billion by the end of 2021 as innovative labels such as Sustainability-linked, Social and Transition financing see significant growth. For 2021, BofA Global Research estimates between \$30 billion and \$35 billion of municipal ESG bonds will be issued – a new record. Given the asset class's scarcity, investor are less likely to be overly price sensitive, so issuers benefit from lower rates as well as increased demand. The market, in general, continues to see more consistently quantifiable evidence around this trend. The San Francisco Public Utilities Commission and City of Boston GO transactions (BofA senior managed) were both able to achieve pricing benefit when compared to the non-green series with the same maturity and coupon characteristics.



Green Bonds

BofA is a leading underwriter in the “green” bond space, having senior managed 59 financings for over \$6.7 billion since 2018. This includes a number of high profile corporate clients such as Toyota. We served as senior manager on the first green bond transaction to be sold by a municipal entity – the Commonwealth of Massachusetts. ***We also played a leadership role in the development of the Green Bond Principles (Principles) which were based on a white paper, “Framework for Green Bonds,” published in 2013 and co-authored by BofA. The white paper was republished in January 2014 as the Green Bond Principles with the help of two additional drafting banks and the backing of nine other banks. This has helped catalyze the flow of funding to support Green projects globally. As a leader in the space and as a Green Bond issuer itself, BofA understands the internal processes and requirements of administering a Green Bond program as well as enjoys the benefits of offering Green Bonds and is well positioned to share this expertise with the County. Most importantly, we senior managed the State of Hawaii’s green bond transaction in 2015 – proceeds of which used to make the Turtle Bay land acquisition. Case studies for this transaction as well as for City and County of Honolulu, State of Connecticut and San Francisco Public Utilities Commission are provided below.***

NATIONAL GREEN BOND FINANCINGS		
January 1, 2018 to 2021 YTD		
Citi	52	\$6,424
BofA SECURITIES	49	\$6,273
JP Morgan	45	\$5,471
Morgan Stanley	76	\$5,054
Wells Fargo	41	\$4,282

Source: Securities Data Company.

Note: Rankings reflect true economics. Figures within bars denote number of issues. Par amount in millions.

\$35,000,000 General Obligation Bonds of 2015, Series EU Sale Date: October 15, 2015

- The Series EU Bonds were designated as Green Bonds and sold for par amount of \$35,000,000 of proceeds will be used to acquire land for conservation purposes.
- The land acquisition is located on the North shore of Oahu, near the Turtle Bay Resort.
- The acquisition was part of an agreement reached with the Turtle Bay developers, who in turn for selling the land into conservation, would be allowed to develop a portion of their property for residential homes, two small hotels and timeshare units.
- The conservation land includes 617 acres which will go to the State and 48 acres to the City and County of Honolulu (from Kawela Bay to Kahuku Point).
- Protects in perpetuity 4% of Oahu’s coastline, and provides public access of four miles of coastline, eight miles of trails.
- Turtle Bay Resort is solely responsible for maintenance, security and liability.
- Due to the pari-ish coupon structure, the all-in True Interest Cost for the Series EU (Green Bonds) was only 2.96%.
- The Series EU Green Bonds were also sold with a pari-ish structure to minimize total premium and hence limit the State’s requirement to track these proceeds going forward.
- The Green Bonds priced at a slight pricing advantage in select maturities versus the comparable non-green issue.
- The bonds maturing after 10 years will have a par call feature.

City and County of Honolulu



\$20,060,000 General Obligation Bonds, Series 2017G**Sale Date: August 16, 2017**

- The Series 2017G Green Bonds (taxable) were designated as Green Bonds and sold for par amount of \$20 million of capital improvements at the H-Power facility.
- The City's ratings were affirmed by Moody's and Fitch at Aa1 and AA+, respectively – both with Stable Outlooks.
- The facility was originally built in 1990 and underwent a major expansion project which was completed in 2012.
- There was no requirement for the City to provide further project updates since the facility have been fully expended.

State of Connecticut**\$300,000,000 General Obligation Bonds (2021 Series B) (Social Bonds)****\$169,265,000 General Obligation Refunding Bonds (2021 Series C)****\$221,225,000 General Obligation Refunding Bonds (2021 Series D) (Forward Delivery) (Social Bonds)****Sale Date: May 19, 2021**

- On May 19, 2021, BofA Securities ("BofA") served as lead bookrunner for the State of Connecticut's ("State") \$691 million tax-exempt General Obligation Bonds
- The issue included three series of bonds: 1) \$300 million Series B Bonds, which will finance new capital projects, 2) \$169 million Series C Bonds, which will refund outstanding bonds for savings, and 3) \$221 million forward-delivery Series D Bonds, which will refund outstanding bonds for savings
- This offering represented the State's inaugural issuance of Social Bonds, with the proceeds from the Series B and D Bonds being used to finance school construction and related education expenses and refund bonds originally issued to fund education-related projects, respectively
 - The State designated the Series B and D Bonds as "Social Bonds" based upon their alignment with the core components of ICMA's Social Bond Principles, including access to the essential service of quality education, and "Goal 4: Quality Education" of the United Nations 17 Sustainable Development Goals
- The Series B Bonds were structured with level principal amortization over 20 years (2021-41) and a 10-year par call, and the Series C and D Bonds were structured to generate level annual savings by refunded bond series, with the Series C Bonds maturing 2021-24 and Series D Bonds maturing 2022-31
- The State achieved three rating upgrades in conjunction with the transaction (with four total upgrades over the past two months), and the Bonds were rated Aa3 by Moody's, A+ by S&P, AA- by Fitch and AA by Kroll – all with stable outlooks
- BofA led a robust marketing process that included: 1) posting a Notice of Potential Financing on EMMA two weeks prior to POS release; 2) posting a slides-only investor presentation and video from the Treasurer in conjunction with the POS; 3) advertising via print, digital and streaming services; and 4) fielding investor questions by phone and email
 - 81 unique investors ultimately viewed the State's investor presentation and/or video in some capacity, 19 of whom ultimately placed orders Individual and professional retail investors received priority access to the Series B and C Bonds during a one-day retail order period, with first and second priority given to Connecticut individual and professional retail, respectively
- The retail order period generated nearly \$556 million in orders, with over 20% from Connecticut retail
- Given the strong retail response, BofA proposed tightening spreads by 1-4 bps for the institutional pricing
 - ESG investors received priority access during the institutional pricing
 - The institutional pricing generated an additional \$2.8 billion in priority orders, resulting in \$3.4 billion total priority orders and subscription ranging from 1.5x to 10.7x
 - The strength of the subscription allowed BofA to lower yields by 2-10 bps across the curve
- 102 unique investors submitted orders for the Bonds, including three ESG investors and 23 new investors
- The State ultimately achieved an all-in TIC of 1.594% and refunding NPV savings of \$55.4 million (12.7%), with a 7 bp forward premium on the Series D Bonds (~5 bps per month)

San Francisco Public Utilities Commission ("SFPUC")**\$150,895,000 2020 Sub-Series A Bonds (WSIP) (Green Bonds)****\$61,330,000 2020 Sub-Series B Bonds (Regional Water)****\$85,335,000 2020 Sub-Series C Bonds (Local Water)****\$49,200,000 2020 Sub-Series D Bonds (Hetch Hetchy Water)****Sale Date: September 9, 2020**

- On September 9, 2020, BofA served as senior manager on SFPUC's San Francisco Water Revenue Bonds, Series 2020ABCD
 - Each sub-series was structured with term bonds maturing in 2045 and 2050; however, a diverse blend of 3%, 4% and 5% coupons were offered with various 10-year and 7-year par call options
 - Aa2/AA- ratings with Stable Outlooks from Moody's/S&P
- Proceeds of the sale funded various utility system capital improvements and fixed out \$230 million of commercial paper notes
- The Sub-Series A bonds are Green Bond certified from Climate Bonds Initiative and further verified by Sustainalytics
- BofA's pre-marketing campaign included an online investor roadshow that garnered 13 unique institutional investor views
- Market reception was strong with \$1.5 billion in total orders achieving 4.3x aggregate oversubscription
- Strong order flow allowed BofA to reduce yields 2 to 5 bps in all maturities
 - Notably, given considerable investor demand on the Sub-Series A (Green Bonds), the 2050 green bond maturity secured a yield 1 bp lower than a comparable maturity of the non-green Sub-Series C
- BofA's execution secured an aggregate arbitrage yield of 1.93% and an aggregate TIC of 3.24% for SFPUC



Community Facility District/Special Assessment District Bonds

BofA has significant experience in underwriting and distributing land-secured financings such as Assessment District Bonds ("AD") and Community Facility District ("CFD") financings. This experience dates back to the 1980's, when Merrill developed many innovative structures for land secured transactions in California and Hawaii. Such structure involved issuing variable debt in the development stages of the project, and subsequently refunding to fixed rate bonds once the improvements are completed and ready for sale by the developers.

BofA's lead banker for the County, Frank Lauterbur, has extensive land secured financing experience. In fact, during his 30-year career, Mr. Lauterbur has worked on both residential and commercial land development projects. Over this timeframe, he has senior managed transactions for municipalities including the Hawaii Community Development Authority (3 separate non-rated improvement district issues in 1986, 1988, and 1990), the Department of Hawaiian Homelands (\$18 million non-rated revenue bond financing), Los Angeles County (5 senior managed CFD transactions), City of Irvine (5 senior managed issues), Orange County (\$165 million variable rate assessment district for the Newport Coast project), City of Long Beach (a taxable assessment district issue to fund seismic retrofitting in 1990 and a special tax transaction for the City's commercial project in 2002), City of Tustin (4 assessment district issues), City of Manhattan Beach (underground utility assessment district financings in 2004 & 2006), City of Huntington Beach (Bella Terra Project), and the Rancho California Water District (CFD #89-5 issued in conjunction with the County of Riverside in 1998). Throughout Mr. Lauterbur's career he has worked with major real estate developers including The Irvine Company, Lennar Homes, Developers Diversified Realty, The Walt Disney Company and Howard Hughes Land Development (General Growth).

