

# Big Foot Union High School District Board of Education

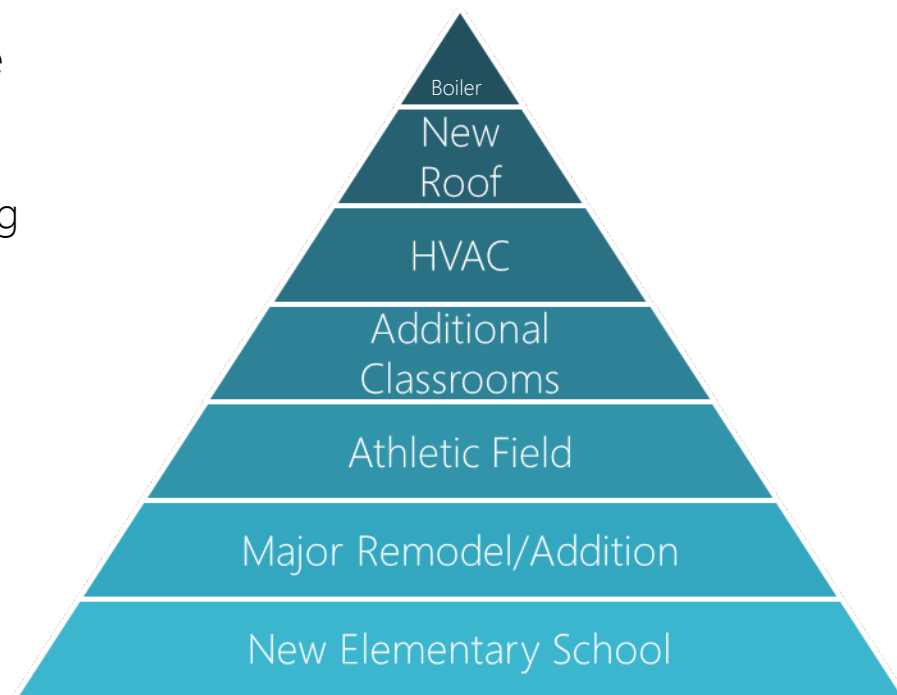
## REFERENDUM FINANCING DISCUSSION NOVEMBER 20, 2017

Lisa Voisin  
Managing Director  
Baird  
414.765.3801  
lvoisin@rwbaird.com

Robert W. Baird & Co. Incorporated ("Baird") is not recommending any action to you. Baird is not acting as an advisor to you and does not owe you a fiduciary duty pursuant to Section 15B of the Securities Exchange Act of 1934. Baird is acting for its own interests. You should discuss the information contained herein with any and all internal or external advisors and experts you deem appropriate before acting on the information. Baird seeks to serve as an underwriter (or placement agent) on a future transaction and not as a financial advisor or municipal advisor. The primary role of an underwriter (or placement agent) is to purchase, or arrange for the placement of, securities in an arm's length commercial transaction with the issuer, and it has financial and other interests that differ from those of the issuer. The information provided is for discussion purposes only, in seeking to serve as underwriter (or placement agent). See "Important Disclosures" contained herein.

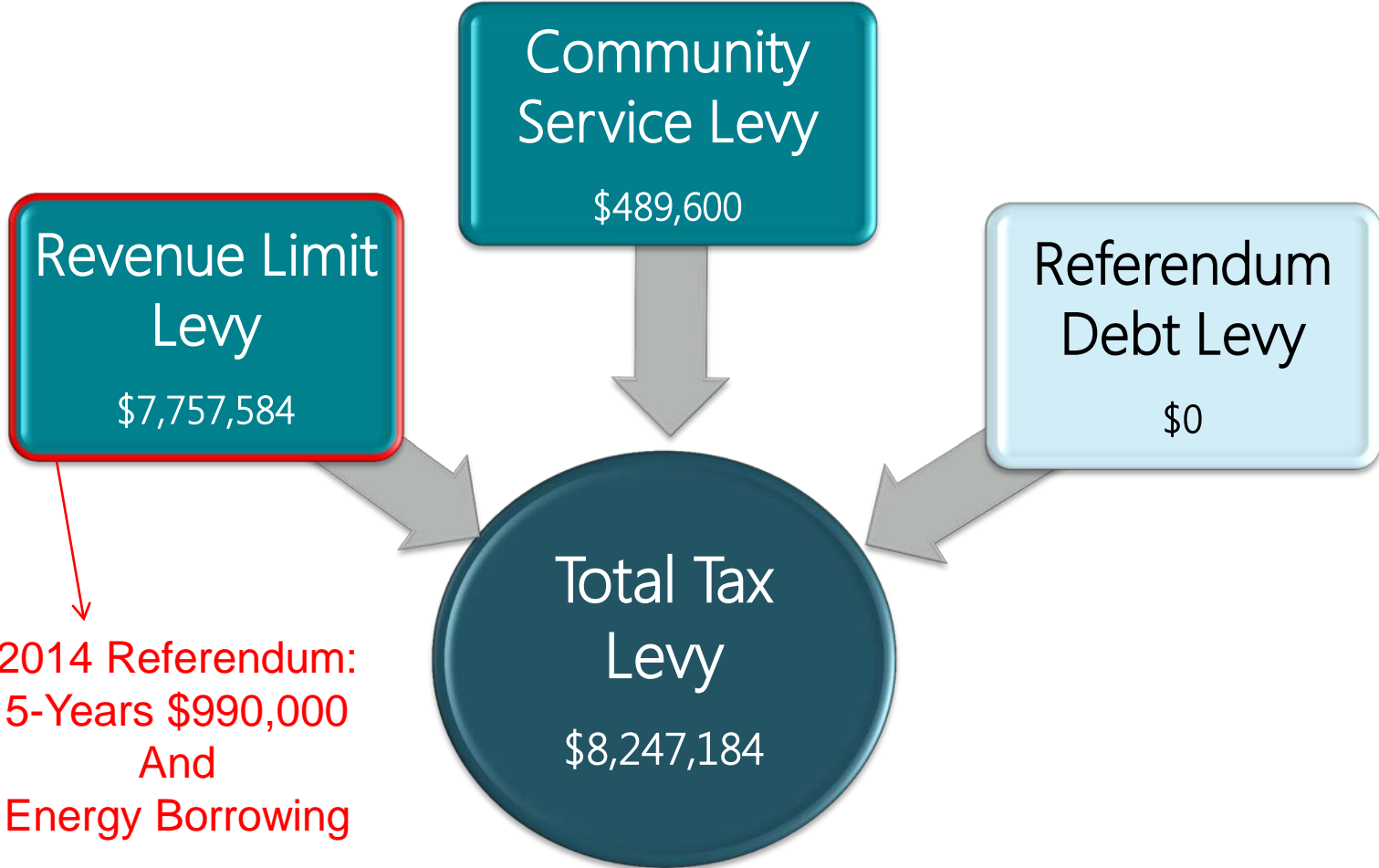
# Maintenance Projects vs. Capital Projects

- Maintenance Projects
  - Lower cost
  - Maintenance staff can often complete
  - Often paid with operational funds
  - Examples include:
    - Carpet, painting, minor plumbing repair, lighting replacement
- Capital Projects
  - Larger cost
  - Typically uses outside vendor
  - Longer useful life
  - Typically paid for with debt proceeds
  - Examples include:
    - HVAC, roofing, large area hard surface, building remodeling/additions/replacement



# Understanding Levy and Mill Rate

# Estimated 2017-18 School Tax Levy



# Estimated 2017-18 Mill Rate

Total Levy/Total Property Value per Thousand = Mill Rate

2017-18 Estimated Mill Rate:

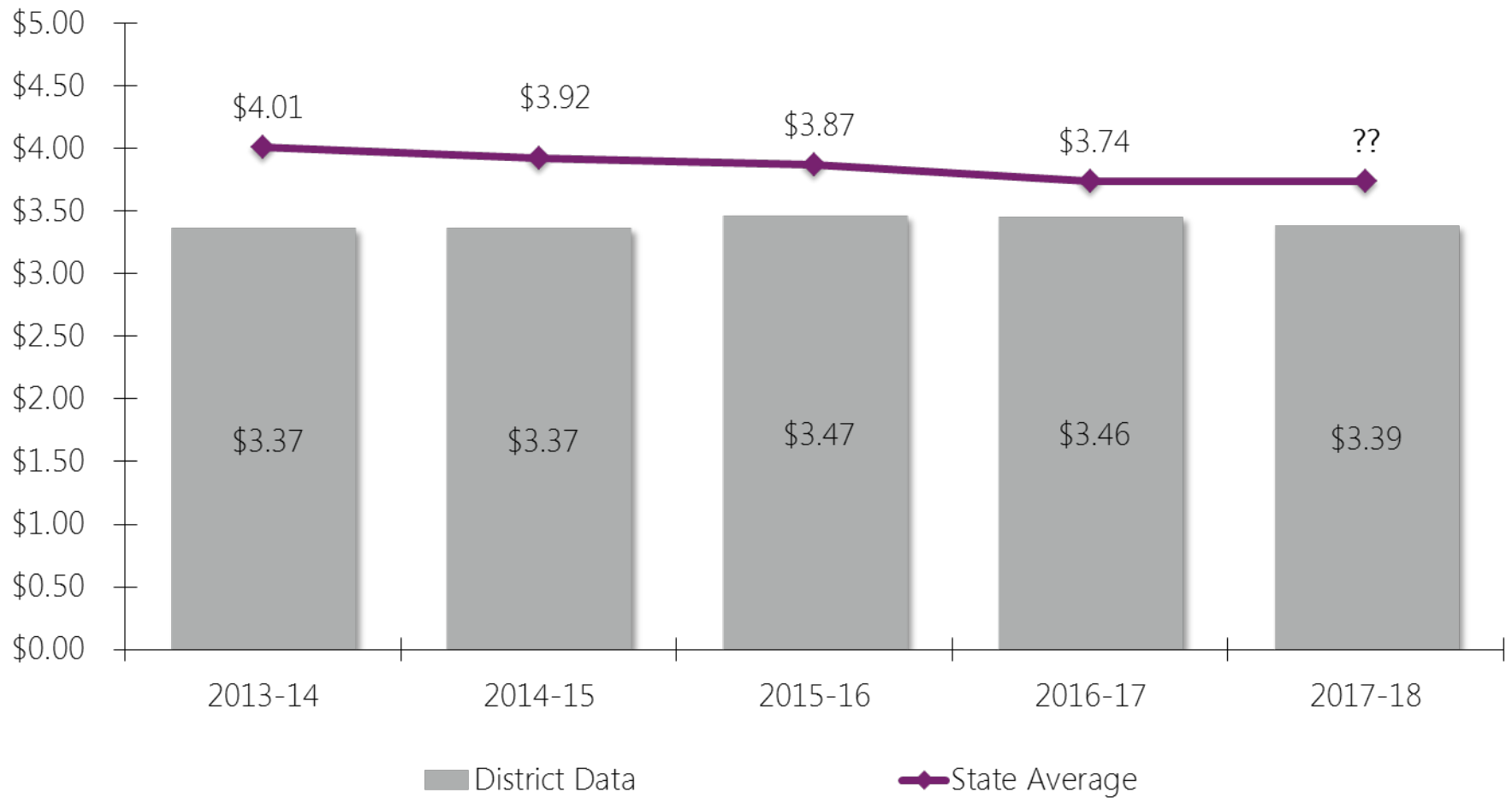
$\$8,247,184 / \$2,434,356,073 * 1,000$

\$3.39 Mill Rate

\$339 on \$100,000 Home

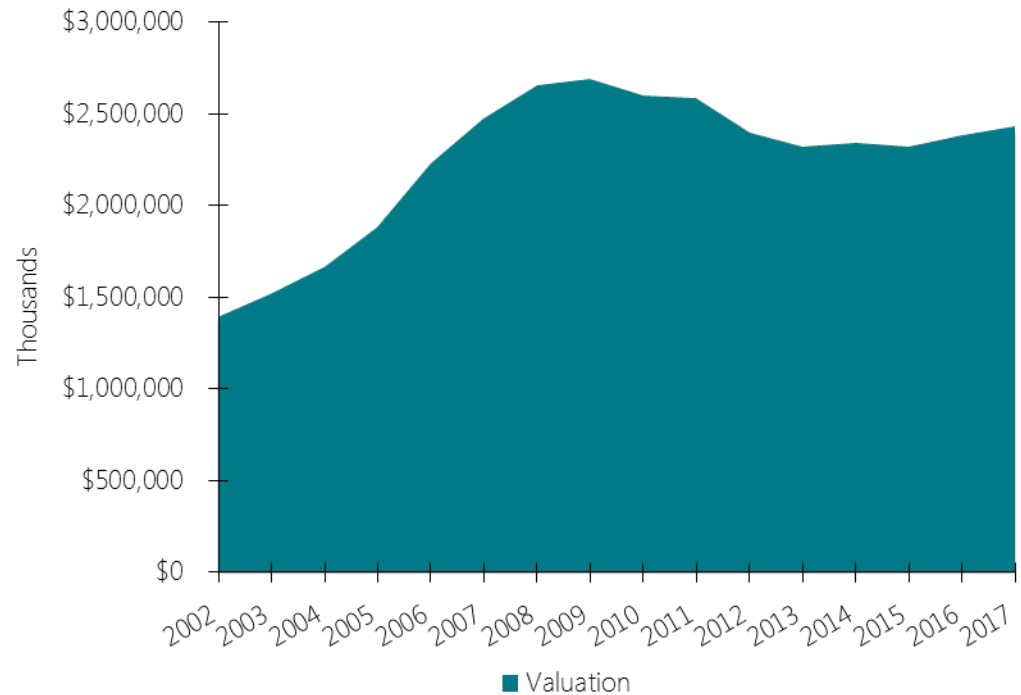


# Historical Mill Rate



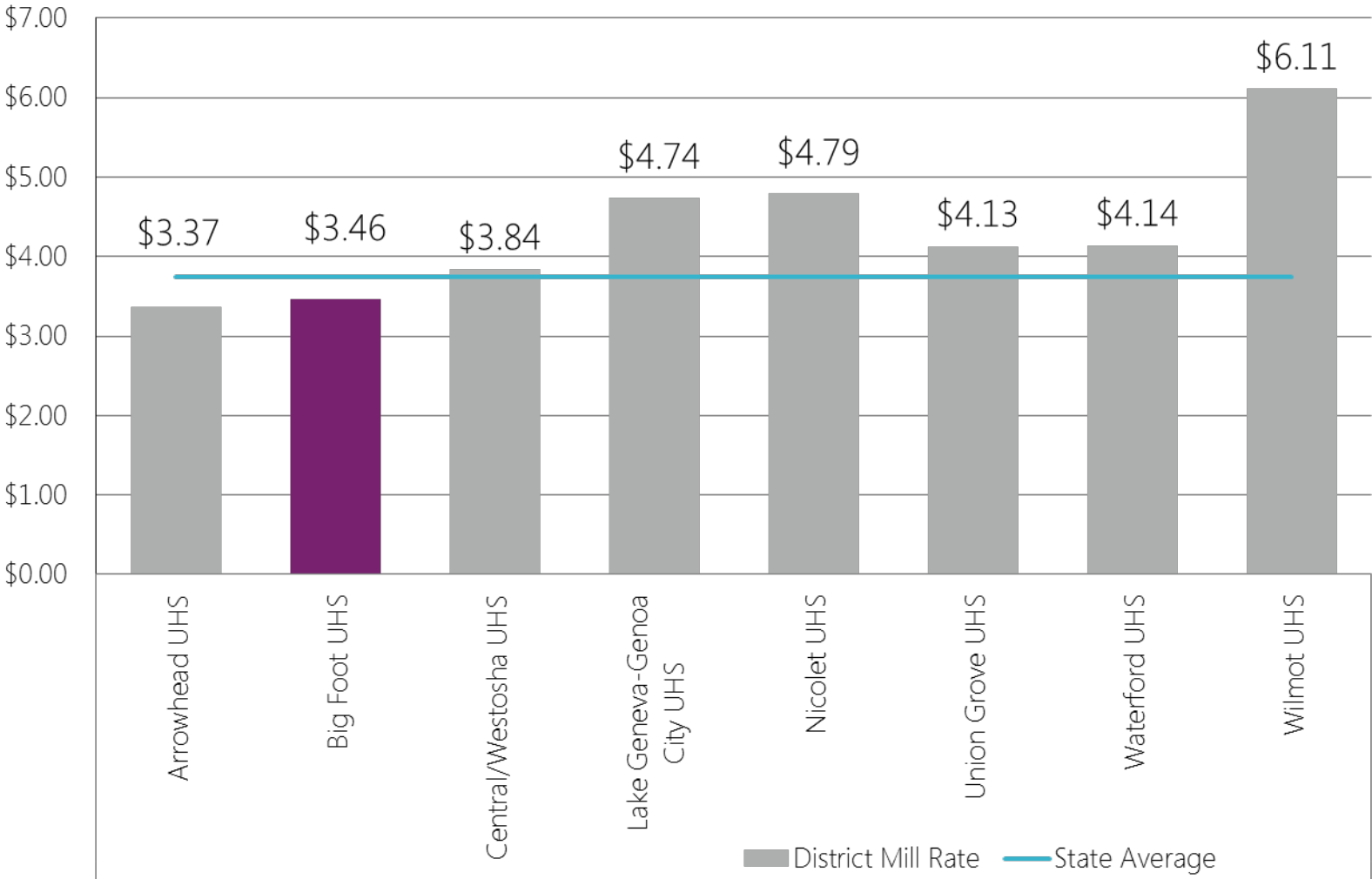
# Equalized Valuation Trend (TID-OUT)

<u>Year</u>	<u>Valuation</u>	<u>% change</u>
2002	\$1,392,296,421	
2003	\$1,522,037,334	9.32%
2004	\$1,665,473,022	9.42%
2005	\$1,881,586,895	12.98%
2006	\$2,234,461,593	18.75%
2007	\$2,477,714,947	10.89%
2008	\$2,659,989,336	7.36%
2009	\$2,694,225,959	1.29%
2010	\$2,605,814,171	-3.28%
2011	\$2,585,934,836	-0.76%
2012	\$2,403,301,570	-7.06%
2013	\$2,323,077,002	-3.34%
2014	\$2,345,453,187	0.96%
2015	\$2,320,587,253	-1.06%
2016	\$2,385,956,231	2.82%
2017	\$2,434,356,073	2.03%



Fifteen Year Average Annual Growth Rate..... 3.80%

# Mill Rate Comparison: 2016-17



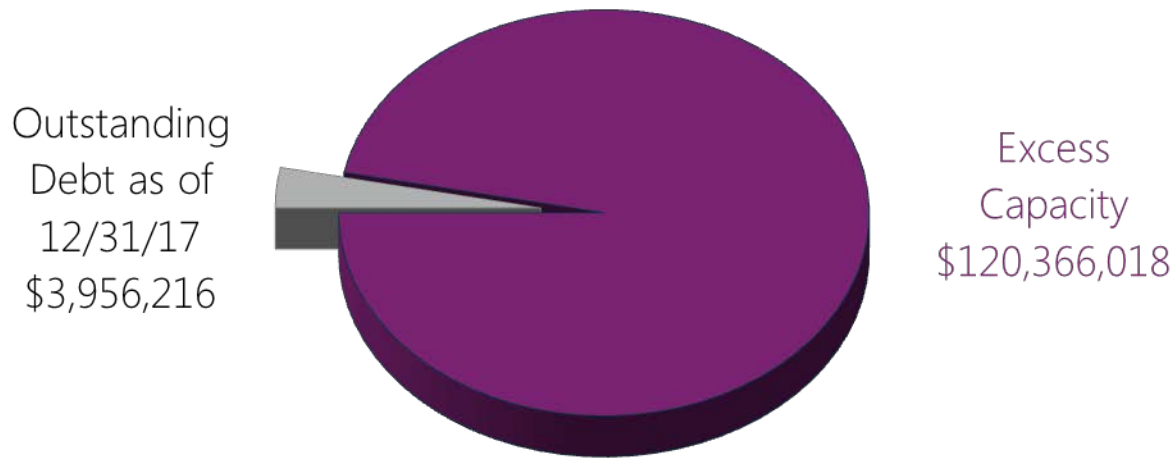
Source: Department of Public Instruction



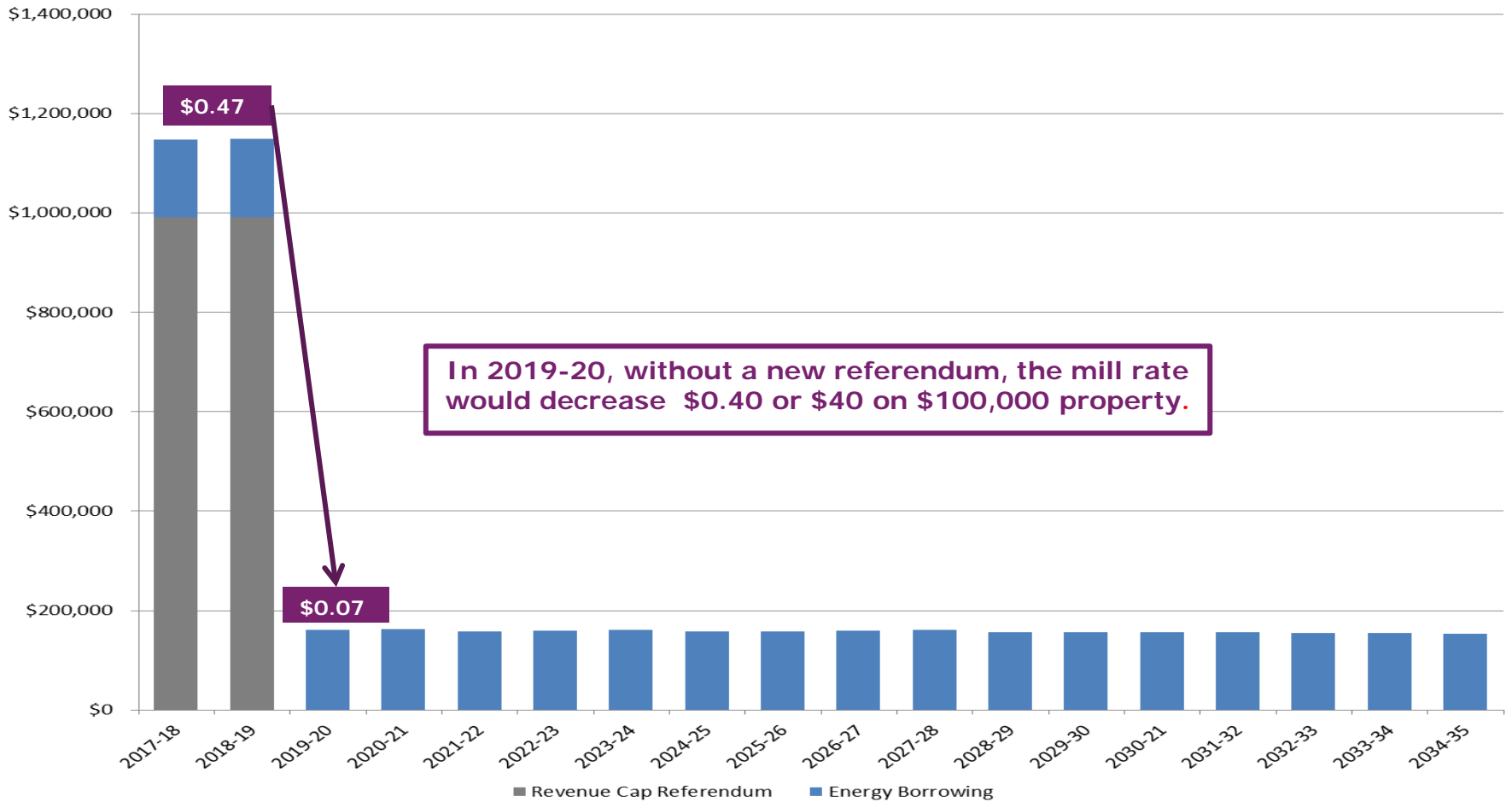
# Understanding Debt

# Debt Capacity

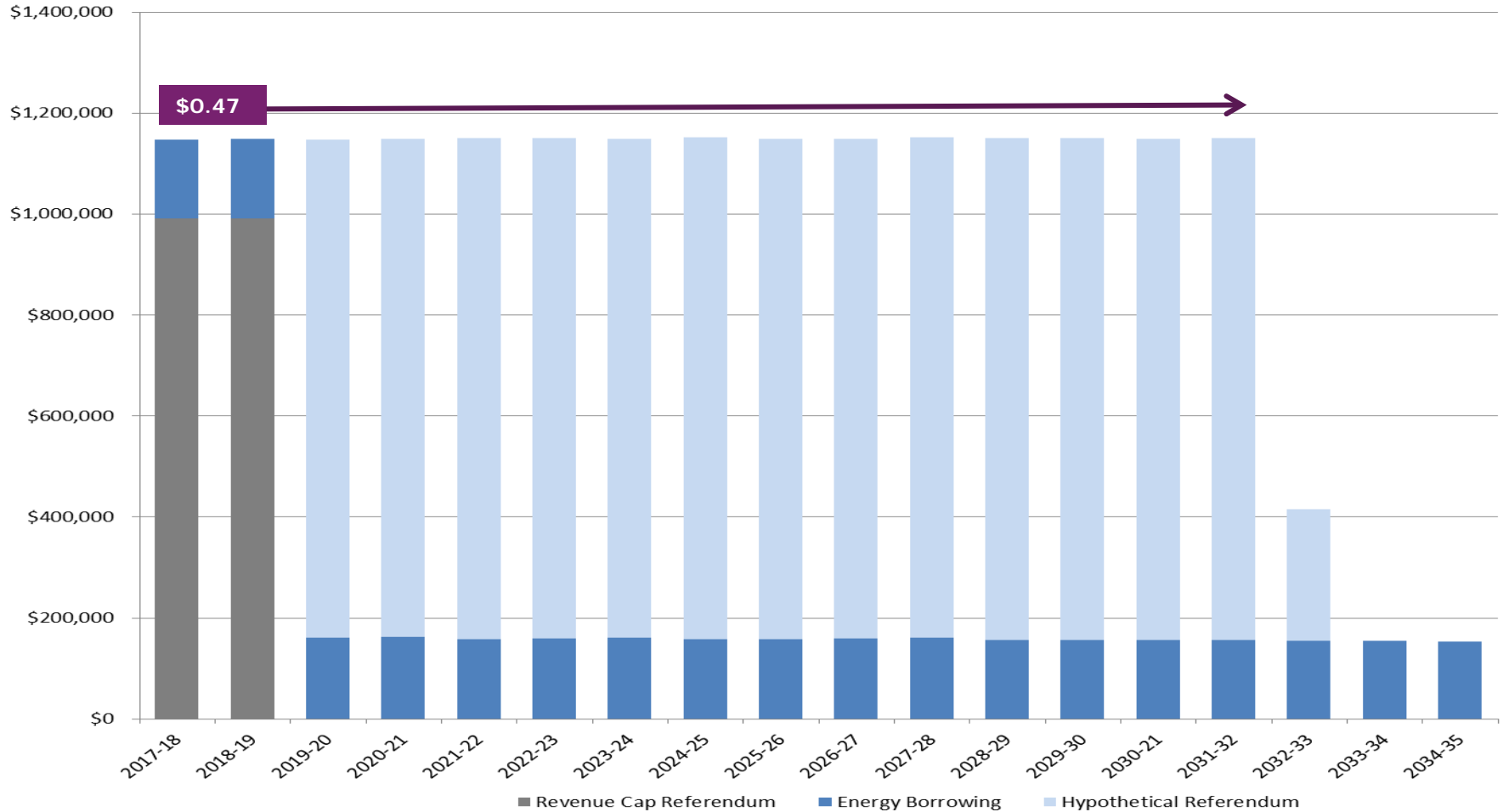
Wisconsin school districts are limited in the amount of debt they can have.



# Current Levy Above the Revenue Limit

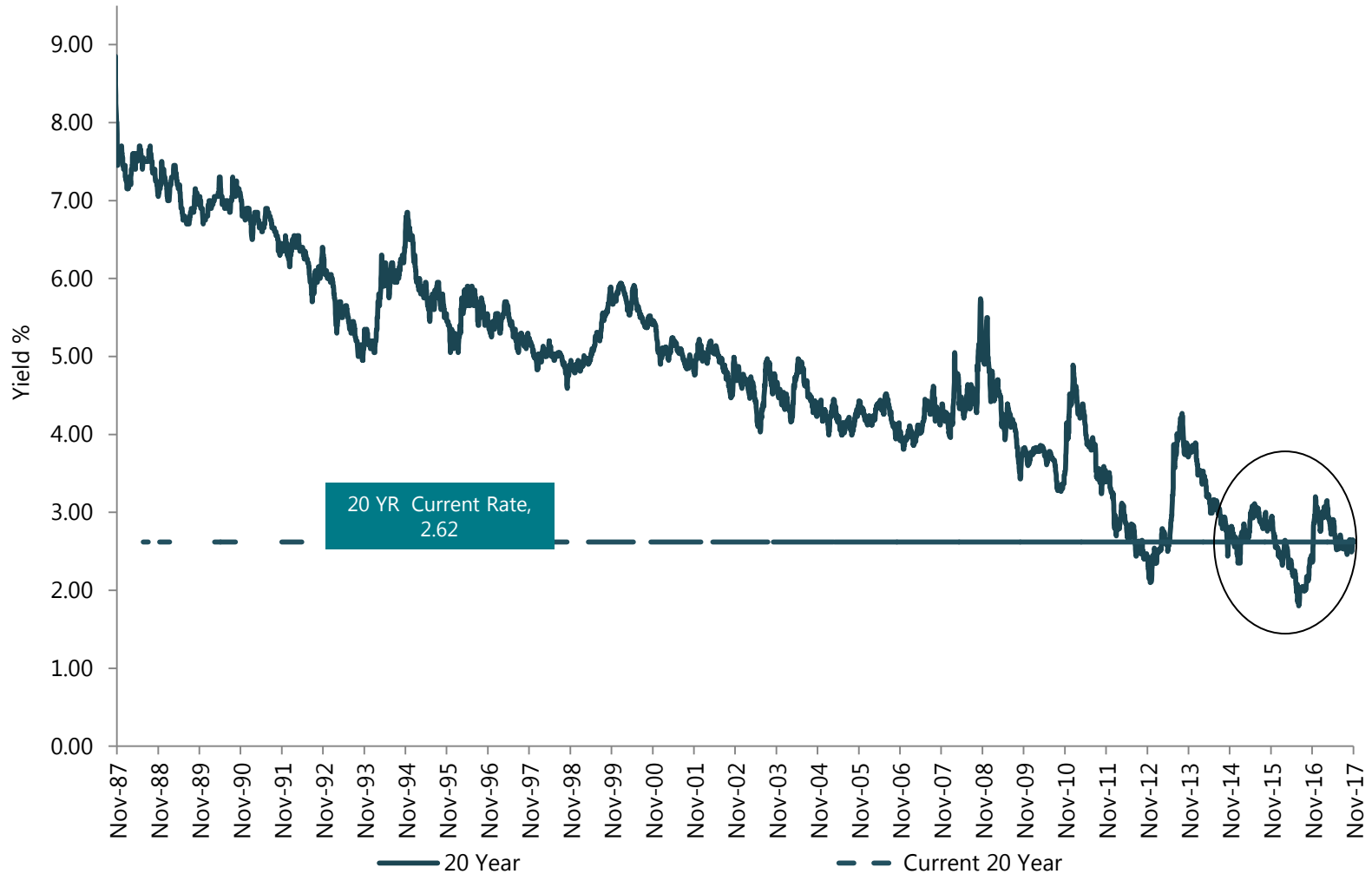


# Hypothetical New Referendum



# AAA Municipal Market Data (MMD) Index

## PAST 30 YEARS



Source: Thomson Municipal Market Data of as of November 2, 2017

# Big Foot Referendum History



Vote Date	Amount	Referenda Type	Yes Votes	No Votes	Result
4/1/2014	\$4,950,000	NR – 5 years	1,038	702	Passed
4/2/2013	\$650,000	RR – 2 years	864	880	Failed
11/3/1998	\$14,975,000	Issue Debt	1,567	1,327	Passed
11/3/1998	\$1,650,000	Issue Debt	1,240	1,603	Failed

# Upcoming Referendum Dates

	2018	2019	2020	2021	2022
Spring Primary	02/20/2018	02/19/2019	02/18/2020	02/16/2021	02/15/2022
Adopt and file resolution(s) by*:	12/12/2017	12/11/2018	12/10/2019	12/08/2020	12/07/2021
Spring General	04/03/2018	04/02/2019	04/07/2020	04/06/2021	04/05/2022
Adopt and file resolution(s) by*:	01/23/2018	01/22/2019	01/28/2020	01/26/2021	01/25/2022
Fall Primary	08/14/2018		08/11/2020		08/09/2022
Adopt and file resolution(s) by*:	06/05/2018		06/02/2020		05/31/2022
Fall General	11/06/2018		11/03/2020		11/08/2022
Adopt and file resolution(s) by*:	08/28/2018		08/25/2020		08/30/2022

\*The governing board is required to file adopted referendum ballot resolutions with their municipal clerks **at least 70 days prior** to the election date indicating the amount and purpose.

Questions?



# Important Disclosures

Robert W. Baird & Co. Incorporated ("Baird") is not recommending that you take or not take any action. Baird is not acting as financial advisor or municipal advisor to you and does not owe a fiduciary duty pursuant to Section 15B of the Securities Exchange Act of 1934 to you with respect to the information contained herein and/or accompanying materials (collectively, the "Materials"). Baird is acting for its own interests. You should discuss the Materials with any and all internal or external advisors and experts that you deem appropriate before acting on the Materials.

Baird seeks to serve as underwriter in connection with a possible issuance of municipal securities you may be considering and not as financial advisor or municipal advisor. Baird is providing the Materials for discussion purposes only, in anticipation of being engaged to serve as underwriter (or placement agent).

The role of an underwriter includes the following: Municipal Securities Rulemaking Board Rule G-17 requires an underwriter to deal fairly at all times with both municipal issuers and investors. An underwriter's primary role is to purchase the proposed securities to be issued with a view to distribution in an arm's length commercial transaction with the issuer. An underwriter has financial and other interests that differ from those of the issuer. An underwriter may provide advice to the issuer concerning the structure, timing, terms, and other similar matters for an issuance of municipal securities. Any such advice, however, would be provided in the context of serving as an underwriter and not as municipal advisor, financial advisor or fiduciary. Unlike a municipal advisor, an underwriter does not have a fiduciary duty to the issuer under the federal securities laws and is therefore not required by federal law to act in the best interests of the issuer without regard to its own financial or other interests. An underwriter has a duty to purchase securities from the issuer at a fair and reasonable price but must balance that duty with its duty to sell those securities to investors at prices that are fair and reasonable. An underwriter will review the official statement (if any) applicable to the proposed issuance in accordance with, and as part of, its responsibilities to investors under the federal securities laws, as applied to the facts and circumstances of the proposed issuance.

The Materials do not include any proposals, recommendations or suggestions that you take or refrain from taking any action with regard to an issuance of municipal securities and are not intended to be and should not be construed as "advice" within the meaning of Section 15B of the Securities Exchange Act of 1934 or Rule 15Ba1-1 thereunder. The Materials are intended to provide information of a factual, objective or educational nature, as well as general information about Baird (including its Public Finance unit) and its experience, qualifications and capabilities.

Any information or estimates contained in the Materials are based on publicly available data, including information about recent transactions believed to be comparable, and Baird's experience, and are subject to change without notice. Baird has not independently verified the accuracy of such data. Interested parties are advised to contact Baird for more information.

If you have any questions or concerns about the above disclosures, please contact Baird Public Finance.

IRS Circular 230 Disclosure: To ensure compliance with requirements imposed by the IRS, we inform you that the Materials do not constitute tax advice and shall not be used for the purpose of (i) avoiding tax penalties or (ii) promoting, marketing or recommending to another party any transaction or matter addressed herein.

Robert W. Baird