

Municipal Solutions, Inc.

Municipal Financial Advisors

Providing Sound, Comprehensive and Creative Financial Solutions for NYS Communities & Schools



Fire Hall



Schools / Town Hall



Community Center



Water / Sewer



Vehicles



Equipment



BANs & Bonds • Loan and Grant Administration • EFC Revolving Loan Funds • USDA Rural Development Funding • Multi-Year Budgeting & Capital Planning • Rate Studies • Refunding Bonds • Municipal Leases • Competitive Bids and Sales • Credit Analysis • Secondary Market Disclosure • Accounting & Bookkeeping Services

Visit us on the web to view our current and past sales at: www.municipalsolution.com

Jeffrey R. Smith, President

E-mail: jrsmith@municipalsolution.com

LeRoy Office

62 Main Street
LeRoy, NY 14482

Phone: 585-768-2136

Fax: 585-394-4092

Maggie C. Augugliaro, Senior Advisor

maugugliaro@municipalsolution.com

Matthew R. Smith, Associate

mrsmith@municipalsolution.com

Sauna L. Warriner, Associate

swarriner@municipalsolution.com

Canandaigua Office

2528 State Route 21
Canandaigua, NY 14424

Phone: 585-394-4090

Fax: 585-394-4092

Mary L. Chappell, Vice President

mchappell@municipalsolution.com

SEC REGISTERED MUNICIPAL ADVISORS

MEMBER OF
NATIONAL ASSOCIATION
OF MUNICIPAL ADVISORS

NAMA
NATIONAL ASSOCIATION OF MUNICIPAL ADVISORS

Municipal Solutions, Inc. was founded on the principal of providing high quality, independent financial and management advisory services to public and non-profit organizations and working with them in the process of building their schools and communities in a fiscally sound and well-managed basis.

Municipal Solutions, Inc. is a multi-disciplined financial consulting firm whose main focus is to provide municipal officials with the tools to make informed, financially sound decisions in any situation - whether dealing with recurrent, routine tasks or with new and/or complex issues that arise. To help communities achieve their goals, the Municipal Solutions team draws on its extensive experience in multi-year financial planning, capital project budgeting, general obligation bonding, investing, capital project financing & administration, State Education Department building aid programs, Native American Aid and required filings, and development of five-year long-range plans and best management systems and procedures.

The Municipal Solutions team is made up of dedicated professionals who have over 75 years of combined experience in municipal finance. While a collaborative approach is taken to determine each client's specific needs and objectives, every team member recognizes that each community is unique in its needs. As a result, emphasis is placed on tailoring fiscal services to meet the needs of each individual project and each distinctive community. We strive to design solutions that will achieve the desired goals in a practical and financially responsible manner.

Our firm is focused on helping clients achieve two basic goals: achieving the lowest overall cost of borrowing to taxpayers and maintaining public trust in the debt issuance process. To accomplish this, Municipal Solutions, Inc. provides comprehensive services including:

- Preliminary project planning
- Exploring financing options (including State and Federal low interest loans and grants)
- Structuring debt service and repayment schedules
- Monitoring refunding opportunities
- Competitively bidding municipal leases and compare their rates to BANs or bonds
- Preparing your official statement
- Obtaining bond insurance (if appropriate)
- Coordinating credit analysis
- Soliciting competitive bids
- Conducting a competitive sale
- Evaluating bids
- Bond closing
- Preparing annual secondary market disclosure updates and related services
- Accurate cash flow projections

Jeffrey R. Smith, President – Jeff has a BA in Political Science from SUNY Buffalo and a master's degree in Public Administration from SUNY Brockport. He is a Series 50 Qualified Municipal Advisor Representative and Series 54 Qualified Municipal Advisor Principal.

A former USDA Farmers Home Administration District Loan Officer, Jeff has the unique experience of working with federal loan and grant programs from the perspective of both the lender and the borrower. As a Village Administrator-Clerk/Treasurer, Jeff was responsible for the construction of two wastewater treatment plants, a sewer sludge compost facility, a water plant, well fields, water distribution system upgrades and reservoir improvements. Many of these projects were financed with the assistance of USDA/Rural Development and NYS Revolving Loan Funds.

Mr. Smith is a member of the National Association of Municipal Advisors (NAMA), WNY and NYS Government Finance Officers Association (GFOA), and NYS Association of School Business Officials (NY ASBO).

Maggie C. Augugliaro, Senior Advisor – Maggie joined Municipal Solutions in 2007. She graduated from St. John Fisher College with a B.S. in Business Management / Finance in 2008. She is a Series 50 Qualified Municipal Advisor Representative and Series 54 Qualified Municipal Advisor Principal.

She currently assists our school district clients with their capital project needs, including pre-referendum debt service and building aid projections, financing structuring, preparation of all necessary State Aid forms, interpretation and analysis of SED output reports, and final building cost reporting. She works closely with the project team to develop the best strategy throughout the project in order to maximize the Building Aid while making sure project objectives are met.

In addition to her involvement in capital project advising, Maggie oversees our Continuing Disclosure division, ensuring all clients are in compliance with the requirements set forth by the SEC. Additionally, Maggie assists with all aspects of debt issuance including coordination between all relevant parties, preparation of Official Statements, handling sales and closings. She is also responsible for maintaining our database of all our clients' outstanding debt issues in order to provide reminders of upcoming debt service payments, identify potential refunding opportunities, and coordinate with the Depository Trust Company.

Maggie is a member a member of NAMA, NYSASBO, and NYS GFOA.

Mary L. Chappell, Associate – Mary has a B.S. in Business Administration and works with communities across NYS to administer sewer, water & community facility projects.

She has 24 years of experience in all phases of capital project grant writing and loan administration. Mary has developed strong working relationships with the RD/USDA, NYS EFC (SRF) & OCR (CDBG) staff that she developed while successfully completing well over \$250,000,000 in RD, DWSRF, CWSRF, WIIA, CDBG, WQIP, EDA, & ARC loan and grants.

Matthew R. Smith, Associate – Matt joined Municipal Solutions in 2008 and serves as an Associate for the company. He graduated from Canisius College with a B.S. in Finance and Economics.

Matt specializes in the development and loan/grant administration of various capital projects for NYS communities. He has a unique knowledge of the NYS Environmental Facilities Corporation and USDA Rural Development programs and administers numerous WQIP, ESD, EDA and SAMs grants as well. He has expert knowledge in NYS's MWBE regulations and processes. He has successfully obtained and administered over \$100,000,000 of loans/grants.

Matt is a member of the New York State Government Finance Officers Association (NYS GFOA) and the National Association of Municipal Advisors (NAMA).