

March 12, 2020 Finance/Administration Committee
March 17, 2020 County Board

Pre-Sale Report for

Kenosha County, Wisconsin

\$12,125,000 General Obligation Refunding Bonds,
Series 2020B



Prepared by:

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Executive Summary of Proposed Debt

Proposed Issue:	\$12,125,000 General Obligation Refunding Bonds, Series 2020B
Purposes:	<p>The proposed issue includes financing for the following purposes:</p> <p>Current refund tax exempt issues 2011A, 2012A, 2012B and 2013A with an estimated reduction in debt service totaling \$148,186.</p> <ul style="list-style-type: none"> Current Refunding 2011A General Obligation Bonds. Debt service will be paid from ad valorem property taxes. <p>Interest rates on the obligations proposed to be refunded are 3.00%.</p> <p>This refunding is considered to be a Current Refunding as the obligations being refunded are either callable (pre-payable) now, or will be within 90 days of the date of issue of the new Bonds.</p> <ul style="list-style-type: none"> Current Refunding of 2012A General Obligation Bonds. Debt service will be paid from ad valorem property taxes. <p>Interest rates on the obligations proposed to be refunded are 3.00% to 3.50%.</p> <p>This refunding is considered to be a Current Refunding as the obligations being refunded are either callable (pre-payable) now, or will be within 90 days of the date of issue of the new Bonds.</p> <ul style="list-style-type: none"> Current Refunding of the 2012B General Obligation Notes. Debt service will be paid from ad valorem property taxes. <p>Interest rates on the obligations proposed to be refunded are 2.125% to 2.50%.</p> <p>This refunding is considered to be a Current Refunding as the obligations being refunded are either callable (pre-payable) now, or will be within 90 days of the date of issue of the new Bonds.</p> <ul style="list-style-type: none"> Current Refunding of the 2013A General Obligation Notes. Debt service will be paid from ad valorem property taxes. <p>Interest rates on the obligations proposed to be refunded are 2.00% to 2.60%.</p> <p>This refunding is considered to be a Current Refunding as the obligations being refunded are either callable (pre-payable) now, or will be within 90 days of the date of issue of the new Bonds.</p>
Authority:	<p>The Bonds are being issued pursuant to Wisconsin Statute(s):</p> <ul style="list-style-type: none"> 67.04

	<p>The Bonds will be general obligations of the County for which its full faith, credit and taxing powers are pledged.</p> <p>The Bonds count against the County's General Obligation Debt Capacity Limit of 5% of total County Equalized Valuation. Following issuance of the Bonds, the County's total General Obligation debt principal outstanding will be approximately \$130.9 million, which is 16% of its limit. Remaining General Obligation Borrowing Capacity will be approximately \$710.6 million.</p>
Term/Call Feature:	<p>The Bonds are being issued for a term of 12 years. Principal on the Bonds will be due on June 1 in the years 2021 through 2032. Interest is payable every six months beginning December 1, 2020.</p> <p>The Bonds will be subject to prepayment at the discretion of the County on June 1, 2027 or any date thereafter.</p>
Bank Qualification:	<p>Because the County is issuing, or expects to issue, more than \$10,000,000 in tax-exempt obligations during the calendar year, the County will be not able to designate the Bonds as "bank qualified" obligations.</p>
Rating:	<p>The County's most recent bond issues were rated by Standard & Poor's and Fitch Ratings. The current ratings on those bonds are "AA+". The County will request a new rating for the Bonds.</p> <p>If the winning bidder on the Bonds elects to purchase bond insurance, the rating for the issue may be higher than the County's bond rating in the event that the bond rating of the insurer is higher than that of the County.</p>
Basis for Recommendation:	<p>Based on our knowledge of your situation, your objectives communicated to us, our advisory relationship as well as characteristics of various municipal financing options, we are recommending the issuance of Bonds as a suitable option based on:</p> <ul style="list-style-type: none"> • The expectation this form of financing will provide the overall lowest cost of funds while also meeting the County's objectives for term, structure and optional redemption. • The County having adequate General Obligation debt capacity to undertake this financing. • The existing General Obligation pledge securing the obligations to be refunded. The expectation this form of financing will provide the overall lowest cost of funds while also meeting the County's objectives for term, structure and optional redemption.

<p>Method of Sale/Placement:</p>	<p>We will solicit competitive bids for the purchase of the Bonds from underwriters and banks.</p> <p>We will include an allowance for discount bidding in the terms of the issue. The discount is treated as an interest item and provides the underwriter with all or a portion of their compensation in the transaction.</p> <p>If the Bonds are purchased at a price greater than the minimum bid amount (maximum discount), the unused allowance may be used to reduce your borrowing amount.</p>
<p>Premium Pricing:</p>	<p>In some cases, investors in municipal bonds prefer “premium” pricing structures. A premium is achieved when the coupon for any maturity (the interest rate paid by the issuer) exceeds the yield to the investor, resulting in a price paid that is greater than the face value of the bonds. The sum of the amounts paid in excess of face value is considered “reoffering premium.” The underwriter of the bonds will retain a portion of this reoffering premium as their compensation (or “discount”) but will pay the remainder of the premium to the County.</p> <p>For this issue, any premium amount received that is in excess of the underwriting discount and any capitalized interest amounts must be placed in the debt service fund and used to pay a portion of the interest payments due on the Notes. We anticipate using any premium amounts received to reduce the issue size.</p> <p>The amount of premium allowed can be restricted in the bid specifications. Restrictions on premium may result in fewer bids, but may also eliminate large adjustments on the day of sale and unintended results with respect to debt service payment impacts. Ehlers will identify appropriate premium restrictions for the Bonds intended to achieve the County’s objectives for this financing.</p>
<p>Other Considerations:</p>	<p>The Bonds will be offered with the option of the successful bidder utilizing a term bond structure. By offering underwriters the option to “term up” some of the maturities at the time of the sale, it gives them more flexibility in finding a market for your Bonds. This makes your issue more marketable, which can result in lower borrowing costs. In the event that the successful bidder utilizes a term bond structure, we recommend the County retain a paying agent to handle responsibility for processing mandatory redemption/call notices associated with term bonds.</p>
<p>Review of Existing Debt:</p>	<p>We have reviewed all outstanding indebtedness for the County and find that, other than the obligations proposed to be refunded by the Bonds, there are no other refunding opportunities at this time.</p> <p>We will continue to monitor the market and the call dates for the County’s outstanding debt and will alert you to any future refunding opportunities.</p>

Continuing Disclosure:	<p>Because the County has more than \$10,000,000 in outstanding debt (including this issue) and this issue is over \$1,000,000, the County will be agreeing to provide certain updated Annual Financial Information and its Audited Financial Statement annually, as well as providing notices of the occurrence of certain reportable events to the Municipal Securities Rulemaking Board (the "MSRB"), as required by rules of the Securities and Exchange Commission (SEC). The County is already obligated to provide such reports for its existing bonds, and has contracted with Ehlers to prepare and file the reports.</p>
Arbitrage Monitoring:	<p>Because the Bonds tax-exempt obligations, the County must ensure compliance with certain Internal Revenue Service (IRS) rules throughout the life of the issue. These rules apply to all gross proceeds of the issue, including initial bond proceeds and investment earnings in construction, escrow, debt service, and any reserve funds. How issuers spend bond proceeds and how they track interest earnings on funds (arbitrage/yield restriction compliance) are common subjects of IRS inquiries. Your specific responsibilities will be detailed in the Tax Certificate prepared by your Bond Attorney and provided at closing. We recommend that you regularly monitor compliance with these rules and/or retain the services of a qualified firm to assist you.</p>
Risk Factors:	<p>Current Refunding: The Bonds are being issued to finance a current refunding of prior County debt obligations. Those prior debt obligations are "callable" on or after August 1, 2018, June 1, 2019, June 1, 2020 and August 1, 2020. The new Bonds will not be pre-payable until June 1, 2027.</p> <p>This refunding is being undertaken based in part on an assumption that the County does not expect to pre-pay off this debt prior to the new call date and that market conditions warrant the refunding at this time.</p>
Other Service Providers:	<p>This debt issuance will require the engagement of other public finance service providers. This section identifies those other service providers, so Ehlers can coordinate their engagement on your behalf. Where you have previously used a particular firm to provide a service, we have assumed that you will continue that relationship. For services you have not previously required, we have identified a service provider. Fees charged by these service providers will be paid from proceeds of the obligation, unless you notify us that you wish to pay them from other sources. Our pre-sale bond sizing includes a good faith estimate of these fees, but the final fees may vary. If you have any questions pertaining to the identified service providers or their role, or if you would like to use a different service provider for any of the listed services please contact us.</p> <p>Bond Counsel: Foley & Lardner LLP</p> <p>Paying Agent: To be named by Issuer</p> <p>Rating Agency: Standard & Poor's Global Ratings (S&P) and FitchRatings</p>

Proposed Debt Issuance Schedule

Pre-Sale Review by County Board:	March 17, 2020
Due Diligence Call to review Official Statement:	Week of April 6, 2020
Conference with Rating Agency:	Week of April 6, 2020
Distribute Official Statement:	April 13, 2020
County Board Meeting to Award Sale of the Bonds:	April 21, 2020
Estimated Closing Date:	May 7, 2020
Redemption Date for Bonds Being Refunded:	June 1, 2020
Redemption Date for Bonds Being Refunded:	June 1, 2020
Redemption Date for Bonds Being Refunded:	June 1, 2020
Redemption Date for Bonds Being Refunded:	August 1, 2020

Attachments

Estimated Sources and Uses of Funds
 Estimated Proposed Debt Service Schedule
 Estimated Debt Service Comparison
 Bond Buyer Index

Ehlers Contacts

Municipal Advisors:	Dawn Gunderson-Schiel	(262) 796-6166
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Disclosure Coordinator:	Sue Porter	(262) 796-6167
Financial Analyst:	Kathy Myers	(262) 796-6177

The Preliminary Official Statement for this financing will be sent to the County Board at their home or email address for review prior to the sale date.

Kenosha County, WI

\$12,125,000 General Obligation Refunding Bonds, Series 2020B

Issue Summary

Dated: May 7, 2020 Assumes Aa3 ins NON BQ Fontana sale of 1/9/20 + .25

Total Issue Sources And Uses

Dated 05/07/2020 | Delivered 05/07/2020

	CR 2011A GO	CR 2012A GO	CR 2012B GO	CR 2013A GO	Issue Summary
Sources Of Funds					
Par Amount of Bonds	\$1,560,000.00	\$2,055,000.00	\$4,005,000.00	\$4,505,000.00	\$12,125,000.00
Transfers from Prior Issue Debt Service	1,533,692.80	162,590.95	1,796,374.50	1,382,347.00	4,875,005.25
Total Sources	\$3,093,692.80	\$2,217,590.95	\$5,801,374.50	\$5,887,347.00	\$17,000,005.25
Uses Of Funds					
Total Underwriter's Discount (1.250%)	19,500.00	25,687.50	50,062.50	56,312.50	151,562.50
Municipal Advisor	5,931.21	7,813.24	15,227.26	17,128.29	46,100.00
Bond Counsel	2,573.19	3,389.69	6,606.19	7,430.93	20,000.00
Paying Agent	109.37	144.06	280.76	315.81	850.00
Rating Agency Fee.....split with 2020A	1,929.89	2,542.27	4,954.64	5,573.20	15,000.00
Rating Agency 2 Fee	1,929.89	2,542.27	4,954.64	5,573.20	15,000.00
Deposit to Current Refunding Fund	3,060,300.00	2,174,812.50	5,720,003.13	5,791,818.75	16,746,934.38
Rounding Amount	1,419.25	659.42	(714.62)	3,194.32	4,558.37
Total Uses	\$3,093,692.80	\$2,217,590.95	\$5,801,374.50	\$5,887,347.00	\$17,000,005.25

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Debt Service Schedule

Date	Principal	Coupon	Interest	Total P+I	Fiscal Total
05/07/2020	-	-	-	-	-
12/01/2020	-	-	96,947.88	96,947.88	-
06/01/2021	5,165,000.00	1.330%	85,542.25	5,250,542.25	-
08/01/2021	-	-	-	-	5,347,490.13
12/01/2021	-	-	51,195.00	51,195.00	-
06/01/2022	3,645,000.00	1.350%	51,195.00	3,696,195.00	-
08/01/2022	-	-	-	-	3,747,390.00
12/01/2022	-	-	26,591.25	26,591.25	-
06/01/2023	1,675,000.00	1.370%	26,591.25	1,701,591.25	-
08/01/2023	-	-	-	-	1,728,182.50
12/01/2023	-	-	15,117.50	15,117.50	-
06/01/2024	155,000.00	1.400%	15,117.50	170,117.50	-
08/01/2024	-	-	-	-	185,235.00
12/01/2024	-	-	14,032.50	14,032.50	-
06/01/2025	165,000.00	1.450%	14,032.50	179,032.50	-
08/01/2025	-	-	-	-	193,065.00
12/01/2025	-	-	12,836.25	12,836.25	-
06/01/2026	165,000.00	1.550%	12,836.25	177,836.25	-
08/01/2026	-	-	-	-	190,672.50
12/01/2026	-	-	11,557.50	11,557.50	-
06/01/2027	175,000.00	1.650%	11,557.50	186,557.50	-
08/01/2027	-	-	-	-	198,115.00
12/01/2027	-	-	10,113.75	10,113.75	-
06/01/2028	180,000.00	1.750%	10,113.75	190,113.75	-
08/01/2028	-	-	-	-	200,227.50
12/01/2028	-	-	8,538.75	8,538.75	-
06/01/2029	185,000.00	1.850%	8,538.75	193,538.75	-
08/01/2029	-	-	-	-	202,077.50
12/01/2029	-	-	6,827.50	6,827.50	-
06/01/2030	200,000.00	1.950%	6,827.50	206,827.50	-
08/01/2030	-	-	-	-	213,655.00
12/01/2030	-	-	4,877.50	4,877.50	-
06/01/2031	205,000.00	2.300%	4,877.50	209,877.50	-
08/01/2031	-	-	-	-	214,755.00
12/01/2031	-	-	2,520.00	2,520.00	-
06/01/2032	210,000.00	2.400%	2,520.00	212,520.00	-
08/01/2032	-	-	-	-	215,040.00
Total	\$12,125,000.00	-	\$510,905.13	\$12,635,905.13	-

Yield Statistics

Bond Year Dollars	\$31,828.33
Average Life	2.625 Years
Average Coupon	1.6051897%
Net Interest Cost (NIC)	2.0813771%
True Interest Cost (TIC)	2.0951331%
Bond Yield for Arbitrage Purposes	1.5944317%
All Inclusive Cost (AIC)	2.4224889%

IRS Form 8038

Net Interest Cost	1.6051897%
Weighted Average Maturity	2.625 Years

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Issue Summary

Dated: May 7, 2020 Assumes Aa3 ins NON BQ Fontana sale of 1/9/20 + .25

Debt Service Comparison -- Accrual Basis

Calendar Year	Total P+I	Net New D/S	Old Net D/S	Savings
2020	96,947.88	96,947.88	96,947.88	-
2021	5,301,737.25	5,301,737.25	5,313,256.25	11,519.00
2022	3,722,786.25	3,722,786.25	3,730,325.00	7,538.75
2023	1,716,708.75	1,716,708.75	1,730,650.00	13,941.25
2024	184,150.00	184,150.00	197,450.00	13,300.00
2025	191,868.75	191,868.75	202,950.00	11,081.25
2026	189,393.75	189,393.75	203,025.00	13,631.25
2027	196,671.25	196,671.25	207,662.50	10,991.25
2028	198,652.50	198,652.50	211,975.00	13,322.50
2029	200,366.25	200,366.25	215,725.00	15,358.75
2030	211,705.00	211,705.00	223,812.50	12,107.50
2031	212,397.50	212,397.50	226,462.50	14,065.00
2032	212,520.00	212,520.00	223,850.00	11,330.00
-	\$12,635,905.13	\$12,635,905.13	\$12,784,091.63	\$148,186.50

PV Analysis Summary (Net to Net)

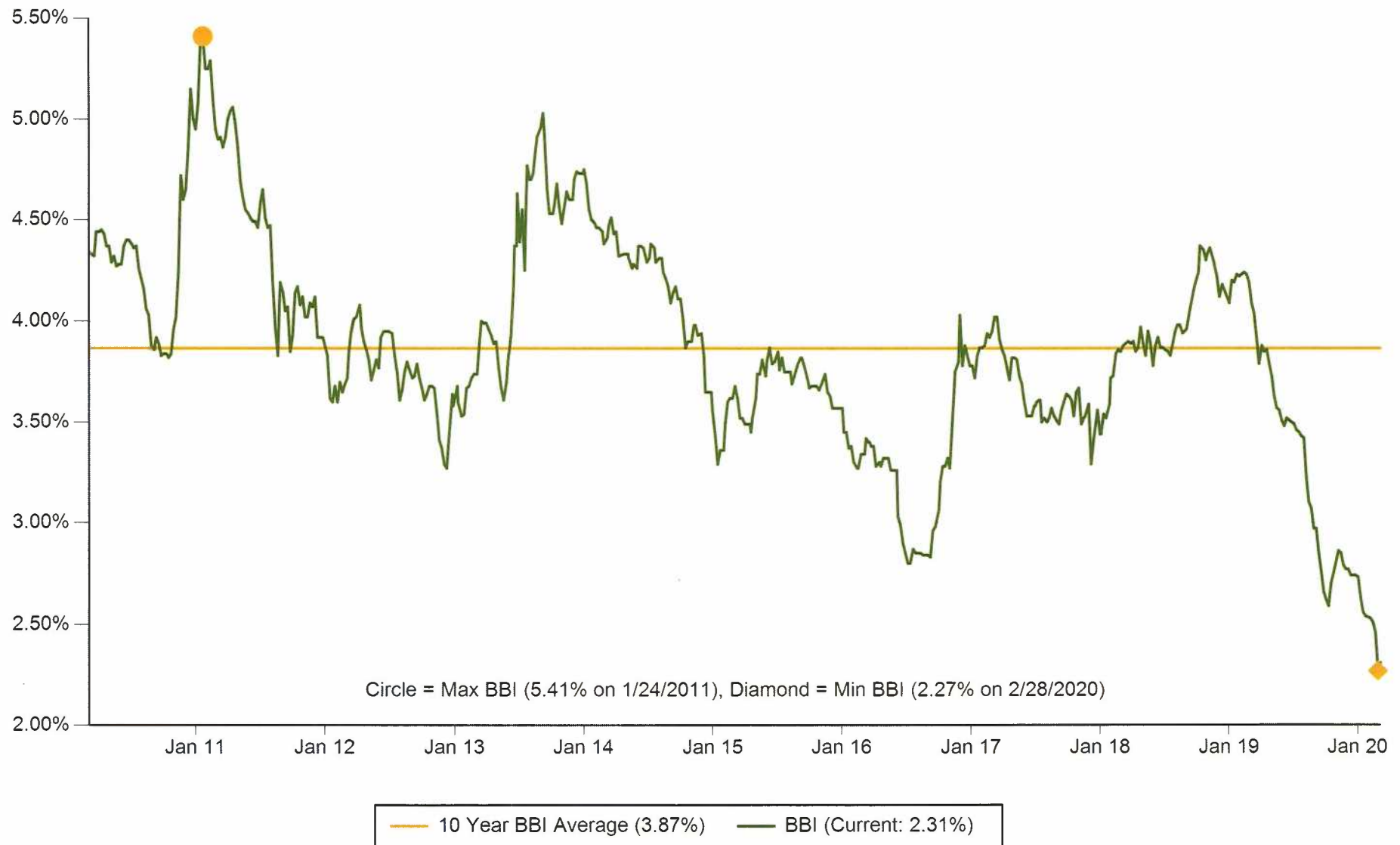
Gross PV Debt Service Savings	4,959,008.28
Net PV Cashflow Savings @ 2.422%(AIC)	4,959,008.28
Transfers from Prior Issue Debt Service Fund	(4,875,005.25)
Net Present Value Benefit	\$84,003.03
Net PV Benefit / \$16,550,000 Refunded Principal	0.508%
Net PV Benefit / \$12,125,000 Refunding Principal	0.693%

Refunding Bond Information

Refunding Dated Date	5/07/2020
Refunding Delivery Date	5/07/2020

10 YEAR TREND IN MUNICIPAL BOND INDICES

Weekly Rates March, 2010 - March, 2020



The Bond Buyer "20 Bond Index" (BBI) shows average yields on a group of municipal bonds that mature in 20 years and have an average rating equivalent to Moody's Aa2 and S&P's AA.

Source: The Bond Buyer

