

## Appendix D

### ***Part III – ESD Supplement: Additional Questions***

**A. Additional Questions for: Underwriters please respond to all questions;  
Financial Advisors please only respond to questions 1 thru 3.  
Please limit all responses to 5 pages.**

1. Describe any new or pending legislation or financing ideas, that your firm could assist ESD in implementing, to fulfill its economic development goal.
2. What are the major economic, regulatory and policy trends that will affect ESD's operations in the next two years? What steps, if any, can ESD take to limit any negative impact?
3. Please list the engagements since January 1, 2016 where your firm has either been replaced or resigned.
4. Describe any additional factors which you believe are important in considering the inclusion of your firm as a syndicate member.
5. Provide any ideas or strategies that you have regarding ESD's state-supported debt programs that could benefit the State.

**B. FINANCIAL ADVISOR QUESTIONS (1 page limit):**

1. Outline the services your firm would provide to the Corporation on both competitive and negotiated transactions for non-State-supported bonds. Provide examples, relevant to the Corporation, of the way in which your firm has reduced borrowing cost, devised advantageous structures or otherwise added value for current client(s) in specific transaction(s).

**C. SELLING GROUP QUESTIONS (4 page limit):**

Section A - Qualifications

1. Discuss your firm's qualifications to serve ESD as a selling group participant, including the following:
  - a. Experience with selling the Corporation's bonds or similar credits;
  - b. Capital structure, including total capital, equity capital, uncommitted excess net capital, and your firm's most recent audited financial statements;
  - c. Ownership structure.

2. Describe the structure of your firm and the relationship among investment banking, underwriting and sales.
3. Describe the team that would service the Corporation's account and include brief biographies of key personnel only.
4. Discuss your firm's policy regarding affirmative action and opportunity programs. Discuss your firm's status as a minority and/or women-owned business enterprise, if applicable.
5. Provide the Corporation with a description of any legal proceedings known of or pending by government authorities or private parties in which your firm is a party or is expected to be a party.

#### Section B – Sales Performance

1. Discuss your firm's distribution capabilities (both institutional and retail) in detail.
2. Demonstrate how your firm supports the Corporation in the primary and secondary markets.
3. If your firm has served in the Corporation's syndicate, discuss your sales performance.
4. Discuss any recommendations you have regarding how the Corporation markets and sells its bonds.