



## Urban Futures, Inc.

### Firm Description

Since 1972, Urban Futures, Inc. (UFI) has provided municipal advisory services to California cities, counties, special districts, schools, community colleges, and non-profits. UFI is registered as an Independent Registered Municipal Advisor (IRMA) with the Municipal Securities Rulemaking Board (MSRB) and the Securities and Exchange Commission (SEC). Our financial advisory professionals have passed the MSRB Series 50 Municipal Advisor Representative examination. UFI continues to expand its presence in terms of personnel, clients and services offered. Currently, we are staffed with 20 professionals in three California office locations: Tustin (10), Daly City (3), and Walnut Creek (7) with the principal place of business in Tustin.

What makes Urban Futures unique is the comprehensive services that our firm provides through its two divisions—**offering solutions to a variety of financial opportunities and challenges our clients encounter**. Our *Public Finance Group* supports the issuance of debt (including tax allocation bonds, lease revenue bonds and certificates of participation, general obligation bonds, special tax and assessment bonds, water and sewer revenue bonds, as well as private placement debt) and includes services related to post-issuance compliance (continuing disclosure, arbitrage rebate, and CDIAC reporting compliance). The *Public Management Group* offers financial consulting services such as fiscal reviews, strategic financial forecasts, fiscal restructuring plans, process improvements and performance management techniques to maximize operational efficiency, economic development, and real estate advising.

Our firm is comprised of former city executive managers and municipal professionals with expertise in general government and specialty areas such as finance, fiscal policies and practices, human resources, labor negotiations, economic development, municipal law and organizational leadership. Our team of experts remains dedicated to ensuring clients receive the support needed to take recommendations from approval through full implementation.

Between the two divisions, Urban Futures offers a full array of financial services:

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| ✓ <i>Financial Advisory Services/Bond Financing</i>            | ✓ <i>Long-Term Financial Forecasting</i>                      |
| ✓ <i>Continuing Disclosure &amp; Bond Compliance Reporting</i> | ✓ <i>Strategic Planning</i>                                   |
| ✓ <i>Escrow Bidding</i>  | ✓ <i>Special Studies</i>                                      |
| ✓ <i>Fiscal Consultant Report Preparation</i>                  | ✓ <i>Performance Improvement</i>                              |
| ✓ <i>Capital Project Funding Analysis</i>                      | ✓ <i>Redevelopment Wind Down</i>                              |
| ✓ <i>Arbitrage Rebate Reporting</i>                            | ✓ <i>Real Property Asset Management and Advisory Services</i> |

### Firm Experience

Over the past five years, our firm has served as the financial advisor on over **575 bond issues for over \$9 billion** of taxable and tax-exempt debt. **UFI is the #1 ranked financial advisor in**



### **California as measured by the number of deals completed.**

UFI has been engaged on a wide variety of financial advisory assignments that we typically complete each year for California municipalities. For example, in the past five years, UFI assisted California municipal clients in the completion of approximately 75 successor agency tax allocation bond refundings, approximately 75 certificates of participation/lease revenue bond issues, over 20 utility enterprise revenue bond issues, and over 35 community facilities district/assessment district special tax bond issues.

Over the past decade, UFI's public financial advisory assignments, including bond sales, continuing disclosure, arbitrage rebate and fiscal consultant reports, budget and management assignments and feasibility studies, have averaged more than two assignments completed per week. Suffice to say, in order to consistently perform at that level of production requires more than just experience. It also requires a long-term commitment to providing comprehensive services to our clients on an ongoing basis.