

**CITY COUNCIL****The City of Orange Township, New Jersey**DATE April 2, 2024NUMBER 216-2024**TITLE:**

**A RESOLUTION OF THE MUNICIPAL COUNCIL OF THE CITY OF ORANGE TOWNSHIP, ESSEX COUNTY, NEW JERSEY, AUTHORIZING THE AWARD OF A PROFESSIONAL SERVICES AGREEMENT TO NW FINANCIAL GROUP, LLC 522 BROAD STREET, BLOOMFIELD, NEW JERSEY, 07003, FOR FINANCIAL ADVISORY SERVICES IN AN AMOUNT NOT TO EXCEED \$60,000.00**

**WHEREAS**, the Local Public Contract Law, N.J.S.A 40A:11-1 et seq., requires a resolution authorizing the award of contracts for professional services and that the contract itself be available for public inspection as set forth herein; and

**WHEREAS**, the City of Orange Township goes to the financial markets on an annual basis to issue bonds and/or notes and could benefit from expert advice of a qualified and experienced Financial Advisor; and

**WHEREAS**, the City of Orange finance department did a RFP/Q for Finance Advisory Services; and

**WHEREAS**, after reviewing the proposals submitted the Chief Financial Officer who is also the Qualified Purchasing Agent is recommending to the Municipal Council the appointment of NW Financial Group LLC, to provide Finance Advisory Services to the City; and

**WHEREAS**, the Chief Financial Officer of the City of Orange Township has prepared the necessary Certificate of Availability of Funds, a copy of which is attached hereto certifying that funds will be available for this purpose in Account No. 4-01-20-130-000-519 & 4-05-55-502-192-519, contingent upon Council approval and inclusion of said item in the Temporary Budget and adopted 2024 Budget there will be sufficient funds to contract NW Financial Group, LLC.


**NOW, THEREFORE , BE IT RESOLVED** that the Municipal Council of the City of Orange Township hereby accepts the recommendation to engage NW Financial Group, LLC as Financial Advisors for the City of Orange at a cost not to exceed \$60,000.00; and

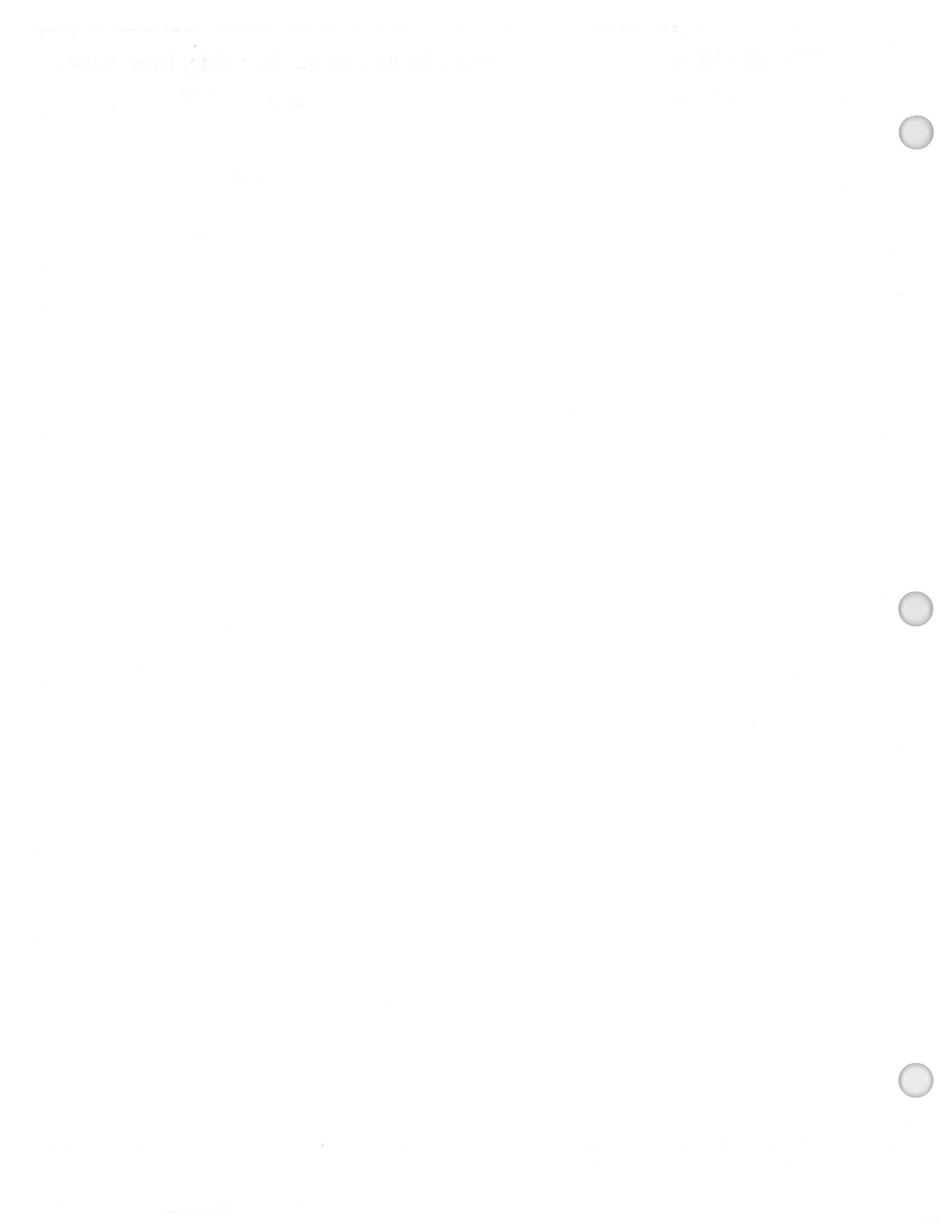
**BE IT FURTHER RESOLVED** that the Mayor the City of Orange Township is hereby authorized to execute a contract with the above company for the services as outlined in the publicly advertised RFP/Q.

**Adopted: April 2, 2024**

\_\_\_\_\_  
**Joyce Lanier**  
Municipal Clerk

\_\_\_\_\_  
**Tency Eason**  
Council President

  
A. MIZRAH  
\_\_\_\_\_  
CITY ATTORNEY



CITY OF ORANGE  
FINANCE DEPARTMENT

CERTIFICATION OF FUNDS  
NEXT BUDGET/WATER OPERATING FUND

I, Nile Clements, Chief Financial Officer for the City of Orange Township, do hereby confirm that based on the Quote or RFP, RFQ, bid results or "extraordinary unspecifiable services" without competitive bids for 2024 service contract, and the resolution to be presented to the Council for approval, and contingent upon Council approval and inclusion of said item in the Temporary Budget and adopted 2024 Budget, there will be sufficient funds to contract with:

Vendor Name: NW Financial Group, LLC.  
Address#1: 522 Broad Street

City: Bloomfield  
State: New Jersey  
Zip Code: 07003

Purpose: Financial Advisory for Bond and Note issuances & refinancing

	Fund: Water Operating	Current
Account Name :	WATER OP - Prof. Services	FIN - Professional Services
Account Numbers(s):	4-05-55-502-192-519	4-01-20-130-000-519
Requested	30,000.00	30,000.00
Amount in temp. budget	15,000.00	15,000.00

Vendor ID: NWFIN005

Purchase Order #: 24-00873

Amount not to exceed: \$60,000.00

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Division Head

Date

*Nile Clements*

3/27/2024

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Chief Financial Officer

Date





NW FINANCIAL GROUP, LLC

*Exceeding Expectations*

PROPOSAL TO PROVIDE  
FINANCIAL ADVISORY SERVICES  
TO THE  
**CITY OF ORANGE TOWNSHIP**



March 27, 2024

**Presented by:**

NW Financial Group, LLC  
522 Broad Street  
Bloomfield, NJ 07003  
201-656-0115 (p)  
201-656-4905 (f)  
info@nwfinancial.com





NW FINANCIAL GROUP, LLC  
*Exceeding Expectations*

522 Broad Street  
Bloomfield, NJ 07003

Tel (201) 656-0115  
Fax (201) 656-4905  
www.nwfinancial.com

March 27, 2024

Mr. Nile S. Clements  
Qualified Purchasing Agent  
City of Orange Township  
Finance Department, Room 206  
29 North Day Street  
Orange, NJ 07050

**Re: Proposal to Provide Financial Advisory Services**

Dear Mr. Clements:

NW Financial Group, LLC ("NW Financial") is grateful for this opportunity to present our qualifications to provide Financial Advisory Services to the City of Orange Township (the "City"). In today's volatile interest rate environment, it is more important than ever to have the input of a Municipal Advisor. We believe that sound, thoughtful financial advice is critical as you map out your financial goals, manage debt and credit position, and plan for the issuance of bonds and notes.

NW Financial's municipal advisory and consulting experience with local governments in the State of New Jersey is unrivaled. Our professionals have a background in areas such as short- and long-term capital and financing, debt management, budget consulting, redevelopment consulting, continuing disclosure services, and with the arrival of the pandemic, ARP decision and reporting services.

NW Financial has advised many clients with redevelopment and tax abatement implementation on hundreds of projects that include public-private partnerships, market-rate residential projects, commercial redevelopment, and affordable housing. Our seasoned professionals have produced hundreds of economic and fiscal impact analyses for our clients and have structured innovative financing solutions including Payments In Lieu of Taxes ("PILOTs"), and Redevelopment Area Bonds ("RABs").

Finally, it is important for the City to consider the quality of the professionals who will be assigned to work with the City and their representatives. As you will note in the attached resumes, the City will benefit from a seasoned senior team with decades of collective experience.

We hope this proposal will convince you of the quality of service and depth of expertise NW Financial is prepared to continue to offer the City. We look forward to the opportunity to discuss in greater detail our interest in providing Services. If you have any questions regarding the attached proposal, please do not hesitate to call me.

Very truly yours,

Daniel C. Mariniello  
Principal





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CITY OF ORANGE TOWNSHIP  
FINANCIAL ADVISORY SERVICES

**A. THE NAME OF THE RESPONDENT, THE PRINCIPAL PLACE OF BUSINESS AND, IF DIFFERENT, THE PLACE WHERE THE SERVICES WILL BE PROVIDED.**

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Firm: NW Financial Group, LLC  
Address: 522 Broad Street  
Bloomfield, NJ 07003  
Phone: 201-656-0115  
Fax: 201-656-4905

As Consultant, our primary responsibility is to provide sound financial advice and insight. We will ensure that as our client you understand the financial issues, comprehensive analysis, and the receipt of supporting information that allows you to make intelligent, financially sound decisions.

NW Financial is headquartered in Bloomfield, New Jersey with satellite offices in Hoboken and Medford, New Jersey, Pennsylvania, Ohio, and Texas allowing NW Staff to be accessible for client needs regarding meetings, events, and other responsibilities.

<u>HOBOKEN</u>	<u>SOUTH JERSEY</u>	<u>PENNSYLVANIA</u>	<u>TEXAS</u>	<u>OHIO</u>
95 River Street, #206 Hoboken, NJ 07030 (P) 201-656-0115 (F) 201-656-4905	617 Stokes Road Ste. 4, #322 Medford, NJ 08055 (P): 609-953-7555 (F): 201-656-4905	1494 Argyle Road Berwyn, PA 19312 (P): 610-326-4900 (F): 201-656-4905	1700 S. Lamar Blvd. #338 Austin, TX 78801 (P) 551-655-7595 (F): 201-656-4905	19885 Detroit Road #348 Rocky River, OH 44116 (P) 856-448-2668 (F): 201-656-4905

**B. RESPONDENT MUST HAVE A MINIMUM OF TEN (10) YEARS, EXPERIENCE, AS A FINANCIAL ADVISOR, AND A MINIMUM OF TEN (10) YEARS SERVICING, THE CITY OF ORANGE OR OTHER GOVERNMENTAL ENTITIES.**

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NW Financial is a limited liability corporation incorporated in the State of New Jersey since June 26, 1996. NW Financial is registered with the Securities Exchange Commission and the Municipal Securities Rulemaking Board as an Independent Registered Municipal Advisory and Consulting Firm.

NW Financial has assisted in raising billions of dollars in capital for our governmental clients since our inception. We are continually ranked among the top financial advisors by the Bond Buyer in the State of New Jersey and the Northeast Region. We have created and marketed sophisticated, innovative financing, often under the most difficult market conditions, for our diverse client base. Our public-sector clients include:

- County and Municipal Governments
- Transportation Agencies
- Redevelopment Agencies
- School Districts
- State Agencies
- Housing Authorities
- Improvement Authorities
- Parking Authorities
- Utility Authorities
- Energy Authorities

NW Financial also provides a wide range of non-transactional consulting and advisory services, including asset disposition analysis, management consulting, public/private partnerships, strategic advice on negotiations and settlements, litigation support, procurement advice, continuing disclosure, American Rescue Plan Act (ARP)/the Coronavirus Aid, Relief, and Economic Security Act (CARES), and a wide variety of other strategies that are customized to meet client needs.

NW Financial has multiple Bloomberg terminals and uses the latest technology and software to model and structure bond and note transactions. We use this same skill set to build other financial models designed to:

- Determine tax and rate impact
- Provide budget and cashflow projections
- Address issues associated with redevelopment (PILOTs, incentives, financing, etc.)
- Assess capital valuation





**CITY OF ORANGE TOWNSHIP  
FINANCIAL ADVISORY SERVICES**

We pride ourselves on our ability to develop financial modeling in connection with the most complex financial issues. Our professionals are in constant contact and have working relationships with the major credit rating agencies. We understand their ranking criteria and the issues and concerns they deem important when evaluating municipal credits.

**CITY OF ORANGE EXPERIENCE:**

**NW Financial has had the pleasure of providing services to the City of Orange Township completing 5 transactions with a par amount of over \$57 million in bond issuances.**

A list of our prior transactions is below:

- \$13,425,000 General Obligation Bonds, Series 2008 A; School Refunding Bonds, Series 2008 B (Negotiated)
- \$3,655,000 Refunding Bonds Series 2007 (Negotiated)
- \$6,845,000 General Obligation Refunding Bonds, Series 2005A School Refunding Bonds, Series 2005B General Obligation Refunding Bonds, Series C (Negotiated)
- \$4,865,000 General Obligation Refunding Bonds, Federally Taxable Pension Refunding, Series 2003 (Negotiated)
- \$28,000,000 General Obligation Refunding Bonds, Series 1998 A, B & C: Fiscal Year Adjustment, School Revenue and Municipal, Utility and Lease Revenue Refunding Bonds (Competitive)

**Total: \$56,790,000**

**NW Financial professionals have provided services to the County of Essex and its related entities for 26 years.** Through this experience, we have developed an unparalleled knowledge of the County and its municipalities which gives us a distinct advantage over the competition when structuring bond and note issuances and entering the market.

<b>Issuer</b>	<b>Par Amount</b>
City of Newark	\$2,574,897,607
Township of Bloomfield	404,123,581
Essex County Improvement Authority	390,490,000
City of East Orange	295,437,369
Township of West Orange	194,565,831
Newark Housing Authority	191,595,000
Township of Irvington	142,171,021
County of Essex	138,175,000
Township of Belleville	115,931,000
Essex County Utilities Authority	115,415,000
Township of Montclair	73,725,000
City of Orange Twp.	56,790,000
Township of West Caldwell	42,377,663
Joint Meeting of Essex and Union Counties	39,325,000
Township of Livingston BOE	37,075,000
Township of Bloomfield Parking Authority	28,330,000
Township of Livingston	27,596,000
Bloomfield Board of Education	21,110,000
Township of Maplewood	15,090,000
Newark Parking Authority	12,435,000
Millburn Board of Education	12,110,000
Fairfield Township	6,110,000
Borough of Essex Fells	3,349,000
	<b>\$4,938,224,072</b>





C. THE EDUCATION, QUALIFICATIONS, EXPERIENCE, AND TRAINING OF ALL PERSONS WHO WOULD BE ASSIGNED TO PROVIDE SERVICES ALONG WITH THEIR NAMES AND TITLES.

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Our experience has shown that strong project management is essential for engagements of this type. Our project management approach includes designating a Lead Advisor as the individual responsible for all aspects of the engagement. All play an intricate role in the success of our firm and provide support to the professional team.

A copy of our Municipal Securities Rulemaking Board (MSRB) Certificate can be found in Appendix 2.

**PROJECT OVERSIGHT**



**Daniel C. Mariniello**  
Principal  
[dmariniello@nwfinancial.com](mailto:dmariniello@nwfinancial.com)

- Daniel C. Mariniello joined NW in 1997. He has provided services in connection with all areas of public finance and is an expert in redevelopment, municipal finance, public housing, and Covid-19 Federal Funding programs including American Rescue Plan Act Consulting.
- Mr. Mariniello heads the firm's financial consulting practice for Public Housing Authorities ("PHAs") that are converting through the United States Department of Housing and Urban Development's ("HUD") Rental Assistance Demonstration ("RAD") program and has worked with PHAs across the Country.
- Mr. Mariniello has led various consulting projects on behalf of the firm's financial advisory clients including asset sales and lease programs, public/private partnerships, the creation of public authorities, and cash flow analysis for rate-based utilities. In addition, he works closely with authority clients structuring pooled bond financings, renewable energy financings, and revenue bond financings.
- **Education:** Villanova University- Bachelor of Arts
- **FINRA Licenses**  
50 (Municipal Advisor Representative)  
52 (Municipal Securities Representative)  
63 (Uniform Securities Agent)  
SIE (Securities Industry Essentials Examination)

**PROJECT MANAGEMENT**



**Timothy S. Eismeier**  
Managing Director  
[teismeier@nwfinancial.com](mailto:teismeier@nwfinancial.com)

- Mr. Eismeier has been with NW Financial since 2010. As a seasoned municipal advisor, investment banker, and financial consultant, Mr. Eismeier has structured billions of dollars in municipal bonds and notes, including a variety of complex financings such as Redevelopment Area Bonds, lease-revenue bonds, utility authority financings, and tax anticipation notes.
- Mr. Eismeier provides his clients with financial insight and advice concerning the issuance of debt, general budget preparation, water and sewer rate analysis, correspondence with rating agencies, as well as analysis of major redevelopment projects and proposed long-term tax abatements.
- Mr. Eismeier is an expert in the financing of residential and commercial development and has advised municipalities during the implementation of dozens of redevelopment projects and long-term tax abatements. In this role, he has analyzed developer pro-forma financial projections, prepared projections of PILOT revenues and municipal/school costs and negotiated with developers on behalf of municipalities.







- **Education:** Hamilton College – Bachelor of Arts
- **FINRA Licenses**  
50 (Municipal Advisor Representative)  
52 (Municipal Securities Representative)  
SIE (Securities Industry Essentials Examination)

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**PROJECT ANALYSIS**



**Daniel S. Banker**  
Managing Director  
[dbanker@nwfinancial.com](mailto:dbanker@nwfinancial.com)

- Mr. Banker joined NW Financial in 2018. He is one of the leading redevelopment finance experts in New Jersey. He specializes in providing research and analysis in connection with redevelopment projects, including both market-rate and affordable residential, hotel, and warehouse facilities. He is proficient in the creation of financial models and analyses.
- Mr. Banker has negotiated over \$100,000,000 in financial agreements between municipalities and developers throughout the state. He has a decade of real estate experience consulting with developers in all aspects of residential development including site acquisition underwriting, construction finance, design development, and marketing in both the rental and sale markets.
- Mr. Banker is an integral part of the NW team that works with numerous counties providing grants to help small businesses through their Coronavirus Aid, Relief, and Economic Security Act (the “CARES Act”) allocations.
- **Education:** North Carolina State University – Bachelor of Science in Business Administration – Finance

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**PROJECT ANALYSIS**



**Risha Prasad**  
Analyst  
[rprasad@nwfinancial.com](mailto:rprasad@nwfinancial.com)

- **Overview:**  
Risha Prasad joined NW Financial in August 2020. She provides general support to the firm’s lead bankers with quantitative analysis, debt structuring, and credit analysis.  
  
Risha assists with the structuring, review and award of equipment and facility leases for school, municipal, and authority clients. She also provides services in connection with the development of the preliminary official statement and official statement.  
  
Ms. Prasad provides continuing disclosure reporting for a variety of NW clients.
- **Education:**  
University of Texas at Austin – McCombs School of Business - Bachelor of Business Administration – Finance and Management Information Systems





**D. A LISTING OF ALL OTHER ENGAGEMENTS WHERE SERVICES OF THE TYPES BEING PROPOSED WERE PROVIDED IN THE PAST FIVE (5) YEARS. THIS SHOULD INCLUDE OTHER MUNICIPAL GOVERNMENTS AND OTHER LEVELS OF GOVERNMENT. CONTACT INFORMATION FOR THE RECIPIENTS OF THE SIMILAR SERVICES MUST BE PROVIDED.**

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Our clients can speak about the quality of work and professionalism of NW Capital professionals. Whether our clients require our participation at meetings, hearings, and presentations or need additional information or analysis, we make every effort to support all their financing-related needs.

**TOWNSHIP OF BLOOMFIELD**

Jennifer Semler, Financial Director  
1 Municipal Plaza, Bloomfield, NJ 07003  
(973) 680-4041  
[jsemler@bloomfieldwpnj.com](mailto:jsemler@bloomfieldwpnj.com)

**CITY OF NEWARK**

Danielle Smith, Director/CFO  
47-63 Green, Street Newark, NJ 07102  
(973) 733-3930  
[smithd@ci.newark.nj.us](mailto:smithd@ci.newark.nj.us)

**EAST ORANGE**

Solomon Steplight, City Administrator  
44 City Hall Plaza, East Orange, NJ 07018  
(973) 266-5310  
[solomon.steplight@eastorange-nj.gov](mailto:solomon.steplight@eastorange-nj.gov)

**CITY OF JERSEY CITY**

Carmen Gandulla Director of Finance  
280 Grove Street, Jersey City, NJ 07302  
(201) 547-5036  
[cgandulla@jcnj.org](mailto:cgandulla@jcnj.org)

**CITY OF BAYONNE**

Donna Mauer, Chief Financial Officer  
630 Avenue C., Bayonne, NJ 07002  
(201) 858-6043  
[dmauer@baynj.org](mailto:dmauer@baynj.org)

**CITY OF NEWARK**



NW Financial has acted as Financial Advisor to the City since 2007. NW Financial has worked with the City and its professional staff on 71 transactions and over \$2.5 billion in debt issuance. NW Financial has assisted the City in rating presentations, Local Finance Board meetings and presentations, debt profile analysis, debt restructuring analysis, redevelopment consulting and analysis, new money, refunding, Redevelopment Area Bond and ESIP financings, monthly cash flow analysis along with various other financial advisory services.

Below is an example of a transactions:

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**\$32,655,000 Qualified General Capital Improvement Bonds, Series 2023**  
**\$5,300,000 General Capital Improvement Bond Anticipation Notes (ECIA Property Acquisition) (Federally Taxable), Series 2023A**

- NW Financial acted as Financial Advisor to the City of Newark (the “City”) for the issuance of Qualified General Capital Improvement Bonds, Series 2023 (the “Bonds”) and General Capital Improvement Bond Anticipation Notes (ECIA Property Acquisition) (Federally Taxable), Series 2023A (the “Notes”).
- The Bonds were issued to (i) refund prior City notes issued in 2022 and (ii) paying costs associated with the Bonds. The Notes were issued to (i) refund a portion of prior City notes issued in 2022 and (ii) paying costs associated with the Notes.
- Both the Bonds and the Notes were sold on a competitive basis and closed on February 16, 2023. The City received 11 bids on the Bonds with Huntington Securities Inc. as the winning bidder at a TIC of 3.17586%. The City received six (6) bids on the Notes with M&T Bank as the winning bidder 4.01%.





**\$6,450,000 Qualified Water Utility Borrower Bond**  
**\$16,803,216 Qualified Water Utility Borrower Bond, Series 2022**

- NW Financial acted as Municipal Advisor to the City of Newark (the “City”) for the issuance of the New Jersey infrastructure Bank (the “I-Bank”) (i) \$6,450,000 Qualified Water Utility Borrower Bond and \$16,803,216 Qualified Water Utility Borrower Bond, Series 2022 (the “Fund Bond” and collectively with the Trust Fund Bond, the “Bonds”). The City received \$3,000,000 in principal forgiveness on the \$16,803,216 Fund bonds which reduced the principal amount to \$13,803,216.
- The Bonds were issued to provide long-term financing for the City’s Small Diameter Sewers Evaluation and Rehabilitation project (Project number S340815-24)(the “Small Sewers Project) and the City’s South Street and Adams Street Drainage Improvements project (Project Number S340815-28).
- The Trust Fund Bonds are payable on August 1 and February 1 and mature on 8/1/2051. These Bonds were issued with interest ranging from 3.25%-5%. The Fund portion of the Bonds were issued with 0% interest and mature on August 1 2051. Although the Bonds are titled “Water Utility” they are actually for the City’s Sewer Utility.



**CITY OF EAST ORANGE**

NW Financial has acted as Financial Advisor to the City of East Orange, having completed twenty-one (21) transactions with a par amount of over \$295 million in issuances since 2005. We have provided redevelopment implementation on numerous projects that include public-private partnerships, market-rate residential projects, commercial redevelopment, affordable housing, and agricultural viability strategies within the County of Essex.

Below is an example of transactions:

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**\$32,025,572 General Obligation Notes, Series 2023**

- NW Financial acted as Financial Advisor to the City of East Orange (the “City”) for its issuance of \$32,695,572 General Obligation Notes, Series 2023, consisting of \$31,695,572 Bond Anticipation Notes, Series 2023 and \$330,000 Special Emergency Notes, Series 2023 (the “Notes”).
- The Notes were issued to (i) refund a \$22,025,572 principal portion of prior notes issued in 2021 and (ii) temporarily finance various capital acquisitions and improvements in and for the City in the amount of \$10,000,000.
- The City received four bids with a low net interest cost of 4.15% from TD Securities. The Notes closed on October 20, 2023, and mature on October 18, 2024.

**\$22,287,572 General Obligation Notes, Series 2022**

- NW Financial acted as Financial Advisor to the City of East Orange (the “City”) for its issuance of \$22,287,572 General Obligation Notes, Series 2022, consisting of \$21,792,572 Bond Anticipation Notes, Series 2022 and \$495,000 Special Emergency Notes, Series 2022.
- The Notes were issued to (i) refund a \$13,792,572 principal portion of prior bond anticipation notes issued in 2021, (ii) refund a \$495,000 principal portion of prior special emergency notes issued in 2021 and (iii) temporarily finance various capital acquisitions and improvements in and for the City in the amount of \$8,000,000. The City received four bids with a low net interest cost of 3.51% from Jefferies LLC. The Notes closed on October 24, 2022, and matured on October 23, 2023.







#### TOWNSHIP OF WEST CALDWELL

NW Financial has worked with the Township and its professional staff on three (3) transactions and over \$42 million in issuances. NW Financial has assisted the Township in rating presentations, Local Finance Board meetings and presentations, debt profile analysis, and debt restructuring analysis.

Below is an example of transactions:

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**\$24,175,000 General Obligation Bonds, Series 2023 consisting of:  
\$17,014,000 General Improvement Bonds, Series 2023,  
\$6,880,000 Water Utility Bonds, Series 2023 and  
\$281,000 Pool Utility Bonds, Series 2023**

- NW Financial acted as Financial Advisor to the Township of West Caldwell (the "Township") for its issuance of \$24,175,000 General Obligation Bonds, Series 2023 consisting of: \$17,014,000 General Improvement Bonds, Series 2023, \$6,880,000 Water Utility Bonds, Series 2023 and \$281,00 Pool Utility Bonds, Series 2023 (collectively, the "Bonds").
- Proceeds of the Bonds were used to: (i) refund, on a current basis, together with available funds of the Township, a portion of the Township's \$30,565,205 Bond Anticipation Notes, Series 2022 (the "Prior Notes"), dated December 8, 2022, and matured on September 7, 2023 (the "Prior Notes"); and (ii) pay certain costs associated with the issuance of the Bonds.
- The Bonds sold on the morning of August 23, 2023, by means of competitive sale. A total of thirteen (13) bids were received from qualified underwriters. UBS Financial Services Inc. purchased the Bonds with a low bid of 3.384858% Total Interest Cost ("TIC").

#### **\$9,125,663 Bond Anticipation Notes, Series 2023**

- NW Financial acted as Financial Advisor to the Township of West Caldwell (the "Township") for its issuance of a \$9,125,663 Bond Anticipation Notes, Series 2023, (the "Notes"). The Notes will mature and pay interest at maturity on September 5, 2024.
- The Notes are being issued to: (i) refund, on a current basis, a portion of the Township's Prior Notes; (ii) temporarily finance \$4,281,175 of various new general improvements in and by the Township; (iii) temporarily finance \$1,514,500 of various new water utility improvements in and by the Township; and (iv) pay certain costs associated with the issuance of the Notes.
- The Notes were sold on the morning of August 23, 2023, by means of competitive sale. A total of four (4) bids were received from qualified underwriters. Jefferies purchased the Note with a low bid of 3.740501% Net Interest Cost ("NIC").









### CITY OF JERSEY CITY

NW Financial has worked with the City since 2004 and successfully completed 57 transactions with a total par amount of over \$2.3 Billion in issuances. NW Financials professionals will be able to continue to provide the most premier services to the City so that the City can achieve continued financial success and reach its goals within the community.

Additionally, we have provided redevelopment implementation on numerous projects that include public-private partnerships, market-rate residential projects, commercial redevelopment, affordable housing, and agricultural viability strategies within the County of Hudson.

Below is an example of transactions:

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#### **\$17,200,000 Bond Anticipation Notes, Series 2023A (Tax-Exempt)** **\$45,926,247 COVID-19 Special Emergency Notes, Series 2023B (Federally Taxable)**

- NW Financial acted as Financial Advisor to The City of Jersey City (the “City”) for the issuance of Bond Anticipation Notes, Series 2023A (the “Tax-Exempt Notes”) and COVID-19 Special Emergency Notes, Series 2023B (the “Taxable Notes”). The Notes constitute general obligations of the City and the full faith and credit and unlimited taxing power of the City.
- The Tax-Exempt Notes were issued to (i) temporarily finance the cost of the acquisition of certain real property located within the Journal Square Redevelopment Area commonly known as 68-74 Sip Avenue and (ii) pay the costs associated with the issuance of the Tax-Exempt Notes.
- The Taxable Notes were issued to (i) temporarily finance the cost of various COVID-19 related revenue losses and additional expenditures incurred as a result of the COVID-19 pandemic and public health emergency and (ii) pay the costs associated with the issuance of the Taxable Notes.
- The Tax-Exempt Notes were issued competitively, closed on July 14, 2023 with a maturity of July 12, 2024. Oppenheimer & Co., Inc. was the low bidder with an NIC of 3.747039%. There were three (3) bids in total.
- The Taxable Notes were also issued competitively, closed July 14, 2023 and maturity of July 12, 2024. Piper Sandler & Co. was the winning bidder with an NIC of 5.87933%. There were four (4) bids in total.

#### **\$21,000,000 Emergency Notes, Series 2023 (Federally Taxable)** **\$10,000,000 Special Emergency Notes, Series 2023 (Federally Taxable)**

- NW Financial acted as Financial Advisor to the City of Jersey City (the “City”) for the issuance of Emergency Notes, Series 2023 (Federally Taxable) (the “Emergency Notes”) and Special Emergency Notes, Series 2023 Federally Taxable (the SENs and, together with the Emergency Notes, the “Notes”). The Notes constitute general obligations of the City and the full faith and credit and unlimited taxing power of the City.
- The Notes were issued to temporarily finance (i) health insurance liabilities of the City, (ii) tax appeal liabilities of the City and (iii) severance liabilities.
- The Notes were issued through a direct purchase, closed on December 28, 2023 and maturity of July 12, 2024. The Note were purchased by JP Morgan Chase Bank NA at an interest rate of 6.25%.





### TOWNSHIP OF BLOOMFIELD



NW Financial has acted as Financial Advisor to the Township since 2012. Our firm has successfully completed 35 transactions with a par amount of over \$404 million in bond and note issuances.

The Township of Bloomfield continues to engage NW Financial to assist in negotiations with major developers as they request PILOTs to be able to develop residential/retail mixed-use buildings in the downtown area of the Township. Bloomfield's downtown redevelopment has been and continues to be a huge success. Many of these projects are located within walking distance of the NJ Transit station bringing commuters into New York City in just minutes. The success of the projects has brought the investment needed to bring

Bloomfield's retail and residential downtown back to its former glory.

Below is an example of transactions:

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**\$21,290,300 General Obligation Notes, Series 2023A (Tax-Exempt) Consisting of:  
19,750,300 Bond Anticipation Notes (Tax-Exempt), and  
\$1,540,000 Redevelopment Area Bond Anticipation Notes (Tax-Exempt)**

- NW Financial acted as Financial Advisor to the Township of Bloomfield (the "Township") for its issuance of \$21,290,300 General Obligation Notes, Series 2023A (Tax-Exempt) Consisting of: 19,750,300 Bond Anticipation Notes (Tax-Exempt), and \$1,540,000 Redevelopment Area Bond Anticipation Notes (Tax-Exempt) (collectively, the "Tax-Exempt Note"). Interest on the Tax-Exempt Notes will be paid at maturity on March 20, 2024.
- The Tax-Exempt Note sold on the morning of March 9, 2023 by means of competitive sale. Three bids were received, with J.P. Morgan Securities being awarded the Tax-Exempt Notes at a low bid of 3.08% Net Interest Cost ("NIC").
- The proceeds of the Tax-Exempt Note will be used to refund, on a current basis, (i) a \$7,203,000 portion of prior bond anticipation notes issued in the principal amount of \$7,340,000 on March 24, 2022 and maturing on March 23, 2023 (the "Prior March Bond Anticipation Notes") (the remaining balance of the Prior March Bond Anticipation Notes will be paid by the Township with a 2023 budgetary appropriation in the amount of \$137,000), (ii) prior bond anticipation notes issued in the principal amount of \$7,500,000 on December 23, 2022 and maturing on March 23, 2023 (the "Prior December Bond Anticipation Notes"), and (iii) temporarily finance various capital acquisitions and improvements in and for the Township in the amount of \$5,047,300, including paying the costs associated with the issuance of the Tax-Exempt Bond Anticipation Notes.
- The Tax-Exempt Redevelopment Area Bond Anticipation Notes are being issued to refund, on a current basis, a \$1,540,000 portion of prior redevelopment area bond anticipation notes issued in the principal amount of \$1,560,000 on March 24, 2022 and maturing on March 23, 2023 (the "Prior Redevelopment Area Bond Anticipation Notes") (the remaining balance of the Prior Redevelopment Area Bond Anticipation Notes will be paid by the Township with a 2023 budgetary appropriation in the amount of \$20,000).

**\$10,636,200 General Obligation Notes, Series 2022B (Federally Taxable) Consisting of:  
\$8,809,000 Parking Utility Notes (Federally Taxable)  
\$1,827,200 Special Emergency Notes (Federally Taxable)**

- NW Financial acted as Financial Advisor to the Township of Bloomfield (the "Township") for its issuance \$10,636,200 General Obligation Notes, Series 2022B (Federally Taxable) Consisting of: \$8,809,000 Parking Utility Notes (Federally Taxable) \$1,827,200 Special Emergency Notes (Federally Taxable) (the "Taxable Note"). Interest on the Taxable Note will be paid at maturity on March 20, 2024.





CITY OF ORANGE TOWNSHIP  
FINANCIAL ADVISORY SERVICES

- The Taxable Note sold on the morning of March 9, 2023 by means of competitive sale. Three bids were received, with Fidelity Capital Markets being awarded the Taxable Note at a low bid of 5.48% Net Interest Cost (“NIC”).
- The proceeds of the Taxable Note will be used to refund, on a current basis, an \$8,694,000 portion of prior parking utility notes issued in the principal amount of \$8,809,000 on March 24, 2022 and maturing on March 23, 2024 (the “Prior Parking Utility Notes”) (the remaining balance of the Prior Parking Utility Notes will be paid by the Township with a 2023 budgetary appropriation in the amount of \$115,000).
- The Taxable Special Emergency Notes are being issued to refund, on a current basis, a \$1,309,800 portion of prior special emergency notes issued in the principal amount of \$1,827,200 on March 24, 2022 and maturing on March 23, 2024 (the “Prior Special Emergency Notes”) (the remaining balance of the Prior Special Emergency Notes will be paid by the Township with 2023 budgetary appropriations totaling the amount of \$517,400).





**D1. A DESCRIPTION OF ALL OTHER AREAS OF FINANCIAL ADVISOR SERVICES OF THE RESPONDENT, WITH EMPHASIS ON A DESCRIPTION OF THOSE SERVICES OF INTEREST TO A MUNICIPAL GOVERNMENT CLIENT**

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**MUNICIPAL FINANCIAL ADVISORY SERVICES**

NW Financial is a full-service financial advisory firm providing services that include renewable energy initiatives, the issuance of long- and short-term debt, financial consulting, redevelopment consulting, cashflow modeling, capital planning, credit review, continuing disclosure reporting, and ARP/CARES consulting and reporting.

Upon appointment, NW Financial will review budget(s), audit(s), credit rating report(s), and capital planning documentation to provide an overall financial understanding of the entity. As capital plans and budgets develop, we will offer advice and assistance regarding issues and concerns raised. We can assist with the development of an overall financial strategy that in turn will guide you as you move forward with financial and debt planning. We will review outstanding debt to determine if there are any refunding opportunities and offer ideas to improve the credit rating.

NW Financial will provide the services listed in the RFQ including but not limited to the following:

**DEBT ISSUANCES:**

NW Financial will model the outstanding debt, examine the impact of future debt issuances on the budget, and examine the cost-effectiveness of issuing bonds versus short-term notes. We will also evaluate other financing structures to determine the most cost-effective means of issuing debt and to mitigate the impact of the debt structure on the taxpayers.

**TYPICAL TASKS ASSOCIATED WITH THE ISSUANCE OF DEBT INCLUDE:**

- Develop a plan of finance and prepare a financing schedule.
- Assisting in preparing financial documents as needed.
- Evaluating financing structures.
- Reviewing legal documents associated with the issuance of debt.
- Reviewing existing revenue agreements and debt commitments and making appropriate recommendations to the financial team.
- Assisting (as requested) in the selection of the financing team.
- Preparing credit profiles and assisting in making presentations to bond insurance companies and/or rating agencies.
- Analyzing the financing impact of project costs, cash flow projections, and rate implications.

**CASH-FLOW MODELING/FORECASTING:**

Cashflow modeling allows for a full understanding of revenues and expenses, seasonal or operational trends, provides guidance regarding the need and timing for future revenue increases, and provides a guideline for the issuance of debt. Each cash flow model is designed to be client-specific addressing specific needs and concerns.

**CAPITAL PROJECTS MODELING:**

The current and future capital projects along with a projection of tax/rate impact are modeled and included in the overall cash flow spreadsheet. This provides a complete projection of the impact of expenses and debt service costs on future budgets.

**RATING AGENCY AND CREDIT REVIEW:**

NW professionals have developed a clear understanding of the analytical methods and the areas of concern raised by Moody's Investors Service, Standard & Poor's Inc., and Fitch Ratings. We can identify issuer credit strengths and weaknesses prior to a presentation of materials to rating agencies and develop a strategy to accentuate the positive and minimize the negative aspects of an issuer credit. We maintain close personal contact with staff members at the rating agencies regarding their views of debt covenants, innovative financing techniques, unusual debt structures, and current financial issues impacting an issuer.

**PUBLIC-PRIVATE PARTNERSHIPS:**

NW Financial can deliver the highest quality advisory services that include the public and private sector considerations due to our unique mix of experience in both sectors. We have the proven ability to level the playing field on behalf of our public clients and deliver tightly negotiated and structured transactions that







**CITY OF ORANGE TOWNSHIP  
FINANCIAL ADVISORY SERVICES**

maximize value but allow for reasonable returns to the private participants. For over 27 years NW Financial professionals have assisted governmental clients in evaluating or implementing P3 solutions. Our experience includes highly complex P3 transactions in waste management, health care, water, sewer, and transportation.

**CAPITAL VALUATION:**

NW Financial provides services in connection with the valuation of an asset for purposes of an asset sale or purchase. The services include asset valuation, financial impact, rate/tax impact, cash flow modeling, and required capital needs and/or improvements. This may also include the issuance of debt and credit review when an entity is being absorbed by another governmental unit.

**AMERICAN RESCUE PLAN:**

NW Financial has been involved with multiple counties and municipalities providing advisory services for American Rescue Plan and CARES Act funding. Throughout the COVID-19 pandemic, the Federal government has released multiple rounds of funding to help mitigate the negative economic impacts the nation has faced.

Our clients look to us to help determine what types of programs they would like to implement with their respective funding as well as the execution of these programs. NW Financial has a team dedicated to these programs, their eligibility requirements, and the disbursement of funds to the recipients.

Below are some of the clients we have worked with on ARP/CARES Act and programs created:

- Hudson County CARES - Small Business Grant Program
- Bergen County CARES – Small Business Grant Program
- Passaic County CARES – Municipal Reimbursement Program
- City of Bayonne ARP – Small Business Grant Program
- Township of Union ARP – Small Business Grant Program
- Borough of Pompton Lakes ARP – Small Business Grant Program
- City of Union City ARP – Mortgage Assistance Program
- Town of Guttenberg – Small Business Grant Program

**RENEWABLE ENERGY INITIATIVES:**

NW Financial is providing innovative renewable energy and energy project financing strategies to local and regional governments that are designed to achieve savings through reduced power consumption and the sale of SRECs. The benefit of completing an Energy Savings Incentive Project (ESIP) financing is that the issuance of debt can include facility upgrades such as roofs, boilers, HVAC, windows, and/or other projects that are paid for with the savings realized.

**CONTINUING DISCLOSURE AND DISSEMINATION AGENT EXPERIENCE:**

In 2014, the Securities and Exchange Commission (“SEC”) implemented the Municipalities Continuing Disclosure Cooperation Initiative (“MCDC Initiative”) to correct past failures to comply with municipal issuers’ continuing disclosure undertakings in a timely manner. NW Financial reviews continuing disclosure agreements, issuer rating history, and issuer compliance history regarding the need to post information to EMMA. If required, corrective postings to EMMA are made to ensure client compliance. After the initial review, NW provides the annual posting to EMMA per the continuing disclosure agreements and for the material events that may occur.

**UNCLAIMED PROPERTY LOCATOR SERVICES:**

Several states, including New Jersey and Pennsylvania, have an Unclaimed Property Administration under their Treasury Department that records and recovers abandoned or lost property. If there has been no activity on a financial account or valuable item for a specific period and the owner cannot be located, it is submitted to the state. NW Financial offers a service that helps clients identify their unclaimed property and file claims on their behalf. NW Financial's relationship with the administration streamlines the process, and its exclusive access to the back end of the database allows for more comprehensive search parameters to locate records that would be difficult to find otherwise. NW Financial has successfully identified and assisted clients in recovering hundreds of thousands of dollars in unclaimed property.





**REDEVELOPMENT CONSULTING**

NW Financial has provided services to counties, Authorities, and municipalities across New Jersey on a broad variety of redevelopment projects and financings. Our experience ranges from large cities to smaller municipalities on projects including:

- Market-Rate and Affordable Housing (For-Sale and Rental)
- Industrial Warehouses
- Office Buildings
- Retail Buildings
- Hotels
- Storage Facilities
- Recreational Facilities
- Structured Parking

Redevelopment economics are unique and require a blended skill set that includes real estate finance, public finance, an understanding of subsidy layering, familiarity with differing laws and regulations, and an understanding of the volatility of values across even a few blocks. Our professionals have developed a deep understanding of the actual and pro-forma values of the marketplace as it relates to project costs, rents, expenses, lender requirements, funding sources, and the required return on investment, as well as the various financial incentives that are available to municipalities and developers to spur development.

NW Financial has played a pivotal role in negotiating the terms of numerous billion-dollar developments across hundreds of redevelopment projects throughout the State of New Jersey.

Our list of redevelopment clients includes:

Allenhurst	Hackensack	Plainfield
Bayonne	Howell	Rahway
Bernardsville	Irvington	Raritan
Bloomfield	Jersey City	Ridgefield
Boonton Town	Lawnside	Roseland
Bound Brook	Lincoln Park	Rutherford
Chatham Borough	Linden	Sayreville
Dunellen	Little Ferry	Teaneck
East Orange	Matawan	Union
Eatontown	Mount Arlington	Wallington
Edgewater	Newark	Weehawken
Elmwood Park	Oceanport	West New York
Flemington	Paterson	West Orange
Fort Lee	Perth Amboy	
Guttenberg	Piscataway	

**LONG-TERM ABATEMENT LAWS**

NW Financial Group has reviewed hundreds of applications and negotiated financial agreements for long-term tax abatements under the Long-Term Tax Exemption Law (the “LTTE Law”), the New Jersey Housing and Mortgage Financing Agency Law (the “HMFA Law”), and the Redevelopment Area Bond Financing Law (the “RAB Law”). As a result, our professionals are deeply familiar with the various requirements under the LTTE Law and how those requirements differ from the other relevant statutes.

These laws allow for redevelopment projects that meet certain requirements to pay less than full conventional taxes for a period, to ensure the successful completion and financial stability of the project. As interest rates continue to climb, as project costs remain higher than pre-pandemic levels, and as New Jersey taxes remain the highest in the country, it has become increasingly more difficult to construct redevelopment projects without the use of incentives such as these. Because these laws allow for approximately 95% of the reduced tax payment to be maintained by the municipality, in many cases, the municipal share of this payment is greater than the municipal share of full conventional taxes. For this reason, these incentives benefit both the municipality and the developer.



In general, the LTTE Law is more limited with respect to how Payments in Lieu of Taxes (“PILOTS”) can be calculated as compared to the RAB Law. Under the LTTE Law, the PILOT must be based on either a percentage of Annual Gross Revenue (“AGR”) that is no more than 15% for low and moderate-income housing and no less than 10% in all other projects, or a percentage of the total project cost that is no more than 2% for low and moderate-income housing and no less than 2% in all other projects.

The LTTE Law provides for a Minimum Annual Service Charge (“MASC”), which is calculated based on the amount of taxes levied against the property in the last full tax year in which the area was subject to taxation. This is intended to protect the municipality from receiving less tax revenue from the completed project than it had been receiving prior to redeveloping the site. The LTTE Law also requires a “phasing-in” of conventional taxes, typically beginning in year sixteen of a 30-year abatement. The phasing in of conventional taxes starts at 20% of otherwise applicable taxes and gradually increases to 40%, 60%, and 80% by the end of the agreement’s term.

The RAB Law, by contrast, does not provide for a MASC and does not require a phase-in of conventional taxes. As a result, the RAB Law provides more flexibility to allow for a lower annual PILOT for projects that might not otherwise succeed under a more typical PILOT structure through the LTTE Law. While most tax abatements are authorized under the LTTE Law, municipalities such as Jersey City and Newark have utilized the RAB Law for various projects. The HMFA Law applies only to projects that are financed through the New Jersey Housing and Mortgage Financing Agency.

**Our Scope of Work includes, but is not limited to:**

1. Economic analysis of the existing site to determine appropriate land value, current tax revenues generated, and current costs incurred, if any.
2. Economic analysis of the proposed development to determine financial viability. This includes review and validation of all documents related to:
  - Developer experience and financial stability
  - Total project costs (acquisition, hard costs, site costs, soft costs, financing costs, etc.)
  - Source of funds and financing terms
  - Revenue and lease-up assumptions
  - Operating expense assumptions
  - Developer’s return on investment with and without a PILOT
  - Requested PILOT terms
3. Cost-Benefit Analysis to determine if the economics of the proposed development result in a positive financial benefit to the municipality. This analysis includes:
  - Annual and long-term projected revenues to the municipality
  - Projections of additional residents and their fiscal impact on municipal services
  - Projections of additional public-school children and their fiscal impact on the school district
4. Prepare presentations and reports summarizing our findings and recommendations.
5. Assist in the negotiation of Redevelopment and Financial Agreements.
6. Attend meetings with professionals, municipal administrators, and council members.





**E. A STATEMENT THAT NEITHER THE FIRM NOR ANY INDIVIDUALS ASSIGNED TO THIS ENGAGEMENT ARE SUSPENDED, OR OTHERWISE PROHIBITED FROM PROFESSIONAL PRACTICE BY ANY FEDERAL, STATE, OR LOCAL AGENCY.**

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Neither NW Financial nor any individuals assigned to this engagement are suspended, or otherwise prohibited from professional practice by any federal, state, or local agency.

**F. AN AFFIRMATIVE ACTION STATEMENT.**

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Please see Appendix 2 Required Documents.

**G. A COMPLETED NON-COLLUSION AFFIDAVIT.**

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Please see Appendix 2 Required Documents.

**H. A STATEMENT THAT THE RESPONDENT WILL COMPLY WITH THE GENERAL TERMS AND CONDITIONS REQUIRED BY THE CITY AND ENTER INTO THE CITY'S STANDARD PROFESSIONAL SERVICES CONTRACT.**

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NW Financial will comply with the General Terms and Conditions required by the City and enter into the City's standard Professional Services Contract.

**I. A COPY OF THE RESPONDENT'S BUSINESS REGISTRATION CERTIFICATE**

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Please see Appendix 2 Required Documents.







## APPENDIX 1. COST ANALYSIS

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### Municipal Financial Advisory Services

For services rendered in connection with the sale of bonds and notes, NW Financial proposes to be compensated based on the following schedule:

**1. Notes:**

For the issuance of notes, NW Financial proposes to be compensated \$1/note with a minimum of \$7,500 based upon the par amount. This amount shall be payable at the closing of the proposed note issuance. NW Financial will not invoice unless the note issuance is finalized and closed.

**2. Bonds:**

For the issuance of bonds, NW Financial proposes to be compensated \$1/bond with a minimum of \$7,500 based upon the par amount. This amount shall be payable at the closing of the proposed bond issuance. NW Financial will not invoice unless the bond issuance is finalized and closed.

**3. Continuing Disclosure Services:**

If the client requests continuing disclosure services, NW can provide services at the hourly rates noted below.

**4. Unclaimed Property Locator Services:**

Compensation is based on ten percent (10%) of the total value of unclaimed property recovered.

### Redevelopment Consulting:

For financial consulting services not related to the issuance of bonds and notes, NW Financial proposes that compensation be based on the hourly rates established below.:

<u>Position</u>	<u>Hourly Rate (\$/hour)</u>
Principal	\$235
Managing Director	\$215
Senior Vice President	\$205
Vice President	\$200
Associate	\$195



**APPENDIX 2. REQUIRED DOCUMENTS**

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REQUEST FOR PROPOSALS CHECKLIST

THIS CHECKLIST MUST BE COMPLETED AND SUBMITTED WITH YOUR QUALIFICATION PACKAGE:

Please initial below, indicating that your submission includes the itemized document.  
SUBMISSIONS WITHOUT THE FOLLOWING DOCUMENTS IS CAUSE FOR REFUSAL

INITIAL BELOW

- A. An original and five (5) signed copies of your complete submission. DCM
- B. Non-Collusion Affidavit properly notarized DCM
- C. Authorized signatures on all forms. DCM
- D. Business Registration Certificate(s) DCM
- E. Affirmative Action Statement DCM

Note: N.J.S.A 52:32-44 provides that the City shall not enter into a contract for goods or services unless the other party to the contract provides a copy of its business registration certificate and the business registration certificate of any subcontractors at the time that it submits its qualifications. The contracting party must also collect the state use tax where applicable.

THE UNDERSIGNED HEREBY ACKNOWLEDGES  
THE ABOVE LISTED REQUIREMENTS

NAME OF RESPONDENT:

NW Financial Group, LLC

Person, Firm or Corporation

D. C. Mariniello  
BY: (NAME)

Daniel C. Mariniello, Principal  
(TITLE)



Goods, Professional Services and General Service Contracts  
(Mandatory Affirmative Action Language)

During the performance of this contract, the contractor agrees as follows:

The contractor or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, affectional or sexual orientation or sex. Except with respect to affectional or sexual orientation, the contractor will take affirmative action to ensure that such applicants are recruited and employed, and that employees are treated during employment, without regard to their age, race, creed, color, national origin, ancestry, marital status, affectional or sexual orientation or sex. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting for the provisions of this nondiscrimination clause. The contractor or subcontractor, where applicable will, in all solicitations or advertisements for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, affectional or sexual orientation or sex.

The contractor or subcontractor, where applicable, will send to each labor union or representative or workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the agency contracting officer, advising the labor union or workers' representative of the contractor's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The contractor or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to N.J.S.A. 10:5-31 et seq., as amended and supplemented from time to time and the Americans with Disabilities Act.

The contractor or subcontractor agrees to make good faith efforts to employ minority and women workers, consistent with the applicable city employment goals established in accordance with N.J.A.C. 17:27-5.2 or a binding determination of the applicable city employment goals determined by the Division, pursuant to N.J.A.C. 17:27-5.2.

The contractor or subcontractor agrees to inform in writing its appropriate recruitment agencies including, but not limited to, employment agencies, placement bureaus, colleges, universities, labor unions, that it does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, affectional or sexual orientation or sex, and that it will discontinue the use of any recruitment agency which engages in direct or indirect discriminatory practices.

The contractor or subcontractor agrees to revise any of its testing procedures, if necessary, to assure that all personnel testing conforms with the principles of job-related testing, as established by the statutes and court decisions of the State of New Jersey and as established by applicable Federal law and applicable Federal court decisions.





Exhibit A (Continued)

In conforming with the applicable employment goals, the contractor or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and layoff to ensure that all such actions are taken without regard to age, creed, color, national origin, ancestry, marital status, affectional or sexual orientation or sex, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.

The contractor shall submit to the public agency, after notification of award but prior to execution of a goods and services contract, one of the following three documents:

Letter of Federal Affirmative Action Plan Approval  
Certificate of Employee Information Report  
Employee Information Report Form AA302

The contractor and its subcontractors shall furnish such reports or other documents to the Division of Contract Compliance and EEO as may be requested by the Division from time to time in order to carry out the purposes of these regulations, and public agencies shall furnish such information as may be requested by the Division of Contract Compliance & EEO for conducting a compliance investigation pursuant to Subchapter 10 of the Administrative Code at N.J.A.C. 17:27.



NON-COLLUSION AFFIDAVIT

STATE OF NEW JERSEY  
COUNTY OF ESSEX

ss:

I AM Principal

OF THE FIRM OF NW Financial Group, LLC

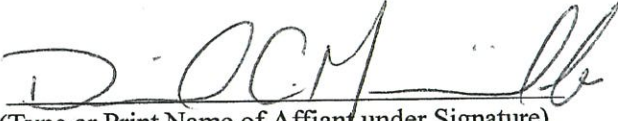
UPON MY OATH, I DEPOSE AND SAY:

1. THAT I EXECUTED THE SAID SUBMISSION WITH FULL AUTHORITY SO TO DO;
2. THAT THIS RESPONDENT HAS NOT, DIRECTLY OR INDIRECTLY ENTERED INTO ANY AGREEMENT, PARTICIPATED IN ANY COLLUSION, OR OTHERWISE TAKEN ANY ACTION IN RESTRAINT OF FAIR AND OPEN COMPETITION IN CONNECTION WITH THIS ENGAGEMENT;
3. THAT ALL STATEMENTS CONTAINED IN SAID SUBMISSION AND IN THIS AFFIDAVIT ARE TRUE AND CORRECT, AND MADE WITH FULL KNOWLEDGE THAT THE CITY OF ORANGE RELIES UPON THE TRUTH OF THE STATEMENTS CONTAINED IN SAID SUBMISSION AND IN THE STATEMENTS CONTAINED IN THIS AFFIDAVIT IN AWARDING THE CONTRACT FOR THE SAID ENGAGEMENT; AND
4. THAT NO PERSON OR SELLING AGENCY HAS BEEN EMPLOYED TO SOLICIT OR SECURE THIS ENGAGEMENT AGREEMENT OR UNDERSTANDING FOR A COMMISSION, PERCENTAGE, BROKERAGE OR CONTINGENT FEE, EXCEPT BONA FIDE EMPLOYEES OR BONA FIDE ESTABLISHED COMMERCIAL SELLING AGENCIES OF THE RESPONDENT.

(N.J.S.A.52: 34-25)

SUBSCRIBED AND SWORN TO

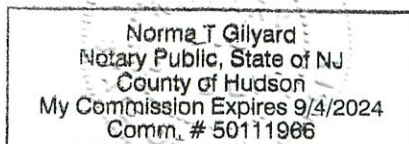
BEFORE ME THIS 25th DAY  
OF March 2024

  
(Type or Print Name of Affiant under Signature)

Daniel C. Mariniello, Principal

  
NOTARY PUBLIC OF New Jersey

MY COMMISSION EXPIRES: September 4, 2024





OWNER DISCLOSURE and POLITICAL CONTRIBUTION CERTIFICATION  
This Statement MUST BE INCLUDED with RFP Submissions

OWNER DISCLOSURE SECTION

Name of Business NW Financial Group, LLC

I certify that the list below contains the names and home addresses of all stockholders holding 10% or more of the issued and outstanding stock of the undersigned.

OR

I certify that no one stockholder owns 10% or more of the issued and outstanding stock of the undersigned.  
OR

I certify that there are no stockholders

Check the box that represents the type of business organization:

Partnership Corporation

Sole Proprietorship

Limited Partnership

Limited Liability Corporation

Limited Liability Partnership

Subchapter S Corporation

Other (describe) \_\_\_\_\_

AND



POLITICAL CONTRIBUTION DISCLOSURE SECTION

(The following section must be completed)

I hereby attest that the undersigned business entity, its subsidiaries, assigns or principals controlling in excess of 10% of the company has neither made a contribution, that is reportable pursuant to the Election Law Enforcement Commission pursuant to N.J.S.A. 19:44A-8 or 19:44A-16, in the one (1) year period preceding the award of the contract that would, pursuant to P.L. 2004, c.19, affect its eligibility to perform this contract, nor will it make a reportable contribution during the term of the contract to any political party committee in the City of Orange and/or County of Essex, if a member of that political party is serving in an elective public office of that City of Orange and/or County of Essex when the contract is awarded, or to any candidate committee of any person serving in an elective public office of that City of Orange and/or County of Essex when the contract is awarded.

OR

I hereby attest that the undersigned business entity, its subsidiaries, assigns or principals controlling in excess of 10% of the company has made reportable political contributions (more than \$300 per election cycle) over the 12 months prior to submission to the committees of the government entities listed below:

Contributor Name	Recipient Name	Date	Dollar Amount
Dennis J. Enright	NJ Leadership Counsel	5/8/2023	\$ 5,000
Dennis J. Enright	NJ Democratic GOTV	5/8/2023	5,000
Dennis J. Enright	NJ Priorities	5/8/2023	5,000
Dennis J. Enright	central jersey working famliy pac	5/23/2023	1,000
Dennis J. Enright	nj taxpayer coalition	5/23/2023	1,000
Dennis J. Enright	good government pac	5/23/2023	10,000
Dennis J. Enright	nj leading together	5/23/2023	2,000
Dennis J. Enright	good government pac	1/23/2024	10,000





Sign and notarize the form below, and, if necessary, complete the stockholder list below.

Stockholders:

Name:

Name:

NONE

Home Address:

Home Address:

Name:

Name:

Home Address:

Home Address:

Subscribed and sworn before me  
This 25 day of March, 2024



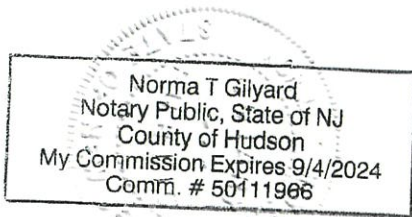
Affiant

  
(Notary Public)

Daniel C. Mariniello, Principal  
(Print name & title of affiant)

My Commission expires:  
September 4, 2024

(Corporate Seal)







## STATE OF NEW JERSEY BUSINESS REGISTRATION CERTIFICATE

**Taxpayer Name:** NW FINANCIAL GROUP, L.L.C.

**Trade Name:**

**Address:** 522 BROAD STREET  
BLOOMFIELD, NJ 07003

**Certificate Number:** 0084838

**Effective Date:** June 26, 1996

**Date of Issuance:** October 18, 2023

**For Office Use Only:**

20231018162851755





## Certificate of Current MSRB Registration

The Municipal Securities Rulemaking Board (MSRB) certifies that the organization listed below is registered with the MSRB as of the date of this letter.

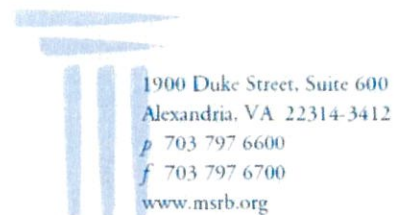
<b>MSRB ID:</b>	K0438	<b>Registration Date:</b>	December 28, 2010
<b>Registration Type:</b>	Municipal Advisor	<b>Company Name:</b>	NW Financial Group, LLC

This certificate may be verified by contacting the MSRB Product Operations Department at (703) 797-6668 or by email to [msrbsupport@msrb.org](mailto:msrbsupport@msrb.org)

Signature: Stephanie Braddell

Name: Stephanie Braddell, Operations Manager

Date: November 25, 2014







## State of New Jersey

**PHIL MURPHY**  
*Governor*

**SHEILA OLIVER**  
*Lt. Governor*

DEPARTMENT OF THE TREASURY  
DIVISION OF REVENUE & ENTERPRISE SERVICES  
P.O. BOX 026  
TRENTON, NJ 08625-026  
PHONE: 609-292-2146 FAX: 609-984-6679

**ELIZABETH MAHER MUOIO**  
*State Treasurer*

### **APPROVED**

*under the*  
Small Business Set-Aside Act

This certificate acknowledges NW FINANCIAL GROUP, L.L.C. as a Category 2 Approved Small Business Enterprise (SBE) that has met the criteria established by N.J.A.C. 17:13.

This certification will remain in effect for five years.

In order for this certification to remain in effect throughout the 5 year certification period, the business must submit annual verification statements attesting that there has been no change in ownership, control, or any other factor of the business affecting eligibility for certification as a small business. The verification statements must be submitted not more than 60 days prior to the anniversary of the certification approval.

If the business fails to submit the annual verification statement by the anniversary date, or a renewal by its expiration date, the certification will lapse and the business will be removed from the system (SAVI) that lists certified small businesses. If the business seeks to be certified again, it will have to reapply by submitting a new application.



A handwritten signature in black ink that reads "Peter Lowicki".

Peter Lowicki  
Deputy Director

**Issued: 3/28/2023**  
**Certification Number: A0340-72**

**Expiration: 3/28/2028**

The expiration date is contingent on the proper and on-time filing of all Annual Verifications for non-provisional certificates. Please see above for more detail.



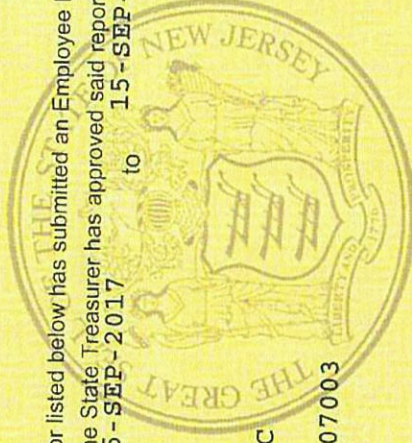


Certification 45453

**CERTIFICATE OF EMPLOYEE INFORMATION REPORT**  
**RENEWAL**

This is to certify that the contractor listed below has submitted an Employee Information Report pursuant to N.J.A.C. 17:27-1.1 et. seq. and the State Treasurer has approved said report. This approval will remain in effect for the period of **15-SEP-2017** to **15-SEP-2024**

NW FINANCIAL GROUP, LLC  
522 BROAD ST  
BLOOMFIELD  
NJ 07003



*Elizabeth M. Muoio*

ELIZABETH MAHER MUOIO  
State Treasurer









NWFINAN-01

SWOODRUFF

# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) <b>10/23/2023</b>
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THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Otterstedt Insurance Agency Inc. 540 Sylvan Avenue Englewood Cliffs, NJ 07632	<b>CONTACT NAME:</b> Ron Kopacka, CIC	
	<b>PHONE (A/C, No, Ext):</b> (201) 227-1523 1203	<b>FAX (A/C, No):</b> (201) 227-1523
<b>E-MAIL ADDRESS:</b> RKopacka@Otterstedt.com		
INSURER(S) AFFORDING COVERAGE		NAIC #
INSURER A : Sentinel Insurance Company, Ltd.		11000
INSURER B : Hartford		00914
INSURER C : Great American		16691
INSURER D : North American Capacity Insurance Company		25038
INSURER E :		
INSURER F :		

<b>INSURED</b>  NW Financial Group, LLC 522 Broad Street Bloomfield, NJ 07003		

**COVERAGES****CERTIFICATE NUMBER:****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS		
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:			13SBAAB5679	6/1/2023	6/1/2024	EACH OCCURRENCE	\$ 1,000,000	
			DAMAGE TO RENTED PREMISES (Ea occurrence)				\$ 300,000		
			MED EXP (Any one person)				\$ 10,000		
			PERSONAL & ADV INJURY				\$ 1,000,000		
			GENERAL AGGREGATE				\$ 2,000,000		
			PRODUCTS - COMP/OP AGG				\$ 2,000,000		
			<b>HNOA Liability</b>				\$ 1,000,000		
			COMBINED SINGLE LIMIT (Ea accident)				\$		
	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO OWNED AUTOS ONLY <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS ONLY						BODILY INJURY (Per person)	\$	
			BODILY INJURY (Per accident)	\$					
			PROPERTY DAMAGE (Per accident)	\$					
				\$					
				\$					
				\$					
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> DED RETENTION \$ 0			13SBAAB5679	6/1/2023	6/1/2024	EACH OCCURRENCE	\$ 4,000,000	
			AGGREGATE				\$ 4,000,000		
							\$		
B	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input checked="" type="checkbox"/> N	N/A	13WBCBN0099	6/1/2023	6/1/2024	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER	\$	
								E.L. EACH ACCIDENT	\$ 1,000,000
								E.L. DISEASE - EA EMPLOYEE	\$ 1,000,000
								E.L. DISEASE - POLICY LIMIT	\$ 1,000,000
C	<b>Crime</b>			FS E696387 02 00	4/7/2023	4/7/2024	See Attached		
D	<b>Cyber Liability</b>			C-4LXL-086422	4/7/2023	4/7/2024	See Attached		

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

**CERTIFICATE HOLDER****CANCELLATION**

Evidence Only	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.  AUTHORIZED REPRESENTATIVE 
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**CERTIFICATE IN CONNECTION  
WITH RULE G-42 OF THE  
MUNICIPAL SECURITIES RULEMAKING BOARD**

We are writing this to provide you, the \_\_\_\_\_, \_\_\_\_\_ (the "Issuer"), with certain disclosures relating to the \_\_\_\_\_ (the "Project"), as required by Municipal Securities Rulemaking Board ("MSRB") Rule G-42 in accordance with MSRB Notice 2016-03 (January 13, 2016), which became effective June 23, 2016 for transactions that price on or after such date. The Issuer has engaged NW Financial Group, LLC (the "Municipal Advisor") to serve as a municipal advisor in connection with the issuance of the Project.

The undersigned, a duly authorized representative of the Municipal Advisor, HEREBY CERTIFIES, in accordance with Rule G-42 of the Municipal Securities Rulemaking Board, and in connection with the issuance of the Project, that:

- (i) There are no known material conflicts of interest known to the Municipal Advisor in connection with the Scope of Services
- (ii) The Municipal Advisor shall deal fairly with all persons and shall not engage in any deceptive, dishonest, or unfair practice
- (iii) There are no legal or disciplinary events that are material to the Issuer's evaluation of the Municipal Advisor or the integrity of the Municipal Advisor's management or advisory personnel disclosed, or that should be disclosed, on any Form MA or Form MA-I filed with the SEC
- (iv) The Municipal Advisor has not made any material legal or disciplinary event disclosures on Form MA or any Form MA-I filed with the SEC
- (v) To the extent that Municipal Advisor fees for the Project are based on the par amount of bonds and/or notes issued, as per its contract or proposal with the Issuer, it may create a conflict of interest.
- (vi) As required by MSRB Rule G-42, this letter may be supplemented or amended, from time to time as needed, to reflect changed circumstances resulting in new conflicts of interest or changes in conflicts of interest described above, or to provide updated information with regard to any legal or disciplinary events of the Municipal Advisor. The Municipal Advisor will provide the Issuer with any such supplement or amendment as it becomes available throughout the term of the Agreement.
- (vii) NW Capital Markets Inc. ("NW Capital"), an affiliate company of NW Financial Group, LLC, is a broker/dealer which from time to time underwrites municipal bonds for a variety of issuers. However, at this time, NW Capital does not have any pending transactions which would be conflicts of interest for the Issuer.

If you have any questions or concerns about these disclosures, please make those questions or concerns known immediately to the undersigned. In addition, you should consult with your legal advisors, as applicable, to the extent you deem appropriate. It is our understanding that you have the authority to bind





the Issuer by contract with us, and that you are not a party to any conflict of interest relating to the subject transaction. If our understanding is incorrect, please notify the undersigned immediately.

We are required to seek your acknowledgement that you have received this letter. Accordingly, please sign and return the enclosed copy of the letter. Depending on the structure of the transaction that the Issuer decides to pursue, or if additional potential or actual material conflicts are identified, we may be required to send you additional disclosures. At that time, we also will seek your acknowledgement of receipt of any such additional disclosures.

IN WITNESS WHEREOF, I have hereunto set my hand this \_\_\_\_\_ day of \_\_\_\_\_,

\_\_\_\_\_.

NW Financial Group, LLC

By: \_\_\_\_\_

Acknowledged as of the date hereof:

\_\_\_\_\_

By: \_\_\_\_\_

Title: \_\_\_\_\_





## STATE OF NEW JERSEY BUSINESS REGISTRATION CERTIFICATE

**Taxpayer Name:** NW FINANCIAL GROUP, L.L.C.

**Trade Name:**

**Address:** 522 BROAD STREET  
BLOOMFIELD, NJ 07003

**Certificate Number:** 0084838

**Effective Date:** June 26, 1996

**Date of Issuance:** October 18, 2023

**For Office Use Only:**

20231018162851755



# Request for Taxpayer Identification Number and Certification

**Give Form to the  
 requester. Do not  
 send to the IRS.**

▶ Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

Print or type.  
 See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. <b>NW Financial Group, LLC</b>	
2 Business name/disregarded entity name, if different from above	
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only <b>one</b> of the following seven boxes.  <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate  <input checked="" type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ <u>  S  </u> <b>Note:</b> Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is <b>not</b> disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.  <input type="checkbox"/> Other (see instructions) ▶	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):  Exempt payee code (if any) _____  Exemption from FATCA reporting code (if any) _____  <i>(Applies to accounts maintained outside the U.S.)</i>
5 Address (number, street, and apt. or suite no.) See instructions. <b>522 Broad Street</b>	Requester's name and address (optional)
6 City, state, and ZIP code <b>Bloomfield, NJ 07003</b>	
7 List account number(s) here (optional)	

## Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

<b>Social security number</b>									
<b>or</b>									
<b>Employer identification number</b>									
2	2	-	3	4	4	4	5	1	6

## Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

<b>Sign Here</b>	Signature of U.S. person ▶	Date ▶ <u>  3/26/24  </u>
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## General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

## Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

*If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.*

