

**MEMORANDUM  
CITY OF DES MOINES, IOWA  
Finance Department**

**DATE:** February 3, 2021

**TO:** Mayor Cownie and Members of the City Council  
Scott Sanders, City Manager

**FROM:** Nickolas Schaul, Finance Director/Treasurer

**SUBJECT:** Bond Sale Results

Bids were received today for the sale of \$39,325,000 General Obligation Refunding Capital Notes, Series 2021A. The proceeds of the bonds will be used for the refunding of the Series 2013A and 2013B Bonds. This issue is rated AA+ by Standard and Poor's.

Bids were also received for the sale of \$45,145,000 Taxable General Obligation Urban Renewal Capital Notes, Series 2021B. The proceeds of the bonds will be used for the purchase agreement for the parking garage and development lots at 5<sup>th</sup> and Walnut Street. This issue is rated AA+ by Standard and Poor's.

The financial policies that you have put in place as well as the flexibility in raising revenues through property taxes, if needed, played a major part in receiving these strong ratings.

**The Series 2021A**, Federal Tax-Exempt General Obligation Refunding Capital Notes, 12-year issue, received 12 bids, with the lowest being from Robert W. Baird & Co., Inc. The true interest cost (TIC) for their bid was 0.882651%.

The total preliminary cost to repay the refunded debt over the next 13 years is \$41,454,572 compared to the original debt service of \$51,408,531. The net present savings in today's dollars is \$9,421,535.72

**The Series 2021B**, Taxable General Obligation Urban Renewal Capital Note, 13 year issue, received 13 bids, with the lowest being from Robert W. Baird & Co., Inc. The true interest cost (TIC) for their bid was 1.163195%.

The Series 2021B bond issue will be sold with premiums (additional proceeds accompanied with higher rates), the preliminary par amount of \$45,145,000 was lowered to \$43,835,000 as allowed by the bond sale terms. This lower amount of principal with the premium results in less outstanding debt.

Finance Staff strongly believes City Council the flexibility to meet on Wednesdays, continues to pay dividends for the City of Des Moines. With Council's concurrence, future bond sales will continue to be scheduled on Wednesdays.

The success of this bond sale is a result of a team effort that involved Finance Department and City Manager staff, Jon Burmeister and his staff at PFM serving as our Financial Advisor, and J. Eric Boehlert of the Ahlers & Cooney serving as our Bond Counsel. Please let me know if you would like any additional information.

**Des Moines**  
**\$39,325,000 General Obligation Refunding Capital Loan Notes,**  
**Series 2021A**

The following bidders intend to submit bids on this issue:

Bidder	Contact	Telephone
Jefferies LLC	Kurt Ahrens	212-336-7154
Wells Fargo Bank, National Association	Walker McQuage	704-410-4082
Huntington Securities, Inc.	Jim Van Metre	312-443-1555
J.P. Morgan Securities LLC	Brian McGann	212-834-7155
KeyBanc Capital Markets	Robert Bond	720-904-4571
BNYMellon Capital Markets	Andrew Richless	212-815-8282
Bank of America Merrill Lynch	Robert Holmes	212-449-5081
Morgan Stanley & Co, LLC	Daniel Kelly	212-761-1541
Piper Sandler & Co	Steve Cavalier	612-303-6666
Robert W. Baird & Co., Inc.	Peter Anderson	414-765-7331
Citigroup Global Markets Inc.	Matthew Hage	213-486-8817
HilltopSecurities	William Evans	214-859-9421
Truist Securities, Inc.	Amy Ellis	404-439-7535

**Des Moines**  
**\$45,415,000 Taxable General Obligation Urban Renewal Capital**  
**Loan Notes, Series 2021B**

The following bidders intend to submit bids on this issue:

Bidder	Contact	Telephone
FHN Financial Capital Markets	MICHAEL ALLEN	901-435-8006
Jefferies LLC	Kurt Ahrens	212-336-7154
Wells Fargo Bank, National Association	Will Illingworth	704-410-4092
J.P. Morgan Securities LLC	Brian McGann	212-834-7155
KeyBanc Capital Markets	Robert Bond	720-904-4571
BNYMellon Capital Markets	Andrew Richless	212-815-8282
Bank of America Merrill Lynch	Robert Holmes	212-449-5081
Mesirow Financial, Inc.	Stephen Murphy	212-530-7661
Morgan Stanley & Co, LLC	Daniel Kelly	212-761-1541
Piper Sandler & Co	Joe Sofie	312-267-5140
Raymond James & Associates, Inc.	Lisa Donnelly	901-579-4518
Robert W. Baird & Co., Inc.	Geoff Kuczmariski	414-765-7331
Citigroup Global Markets Inc.	Matthew Hage	213-486-8817
HilltopSecurities	William Evans	214-859-9421
Stifel, Nicolaus & Co., Inc.	Mary Ann Ragan	205-949-3513