



\$71,455,000

**Rowland Unified School District (Los Angeles County, CA)
2024 Refunding General Obligation Bonds, Series B**

Underlying Ratings: Aa2/NR/NR

Pricing Date: 12/4/2024

Settlement Date: 12/19/2024

In early December 2024, Raymond James underwrote \$71.455 million of Rowland Unified School District (Aa2/NR/NR) General Obligation Refunding Bonds, Series B to generate \$14.4 million of taxpayer savings. During the order period, Raymond James received nearly \$400 million in orders (5.5x aggregate subscription) from 39 investors. Raymond James garnered interest from 18 Separately Managed Accounts (“SMAs”), our target investor base, which directly contributed to the aggressive pricing of the District’s bonds. This audience of investors accounted for 43% of all orders submitted on the transaction. The SMA buyer base is similar to retail in that they are less price sensitive and willing to accept lower interest rates. However, they generally purchase in greater volume and in more maturities across the yield curve.

	# of		
Account Type	Orders	% of Total	Accounts
SMA	172,825	43.46%	18
Bond Fund	165,365	41.58%	9
Prop/Trading	20,000	5.03%	2
Bank Portfolio	13,100	3.29%	1
Institutional	11,630	2.92%	1
Bank Trust/PWM	9,675	2.43%	3
Broker/Dealer	4,600	1.16%	4
Individuals	500	0.13%	1
Total	397,695		39

At the close of the order period, SMA demand was concentrated inside of 15 years where the highest oversubscription in a single maturity was as high as 11 times the available bonds. SMA interest accounted for 65% of all orders inside of 15 years where we were on average, seven times oversubscribed. This noteworthy demand allowed Raymond James to lower yields by as much as 10 basis points and the impact of this strong investor demand is reflected in the comparable sales below. The green shaded cells represent maturities Raymond James achieved lower spreads and the red shaded cells are those where the comparable bond sale achieved lower spreads. Non-comparable maturities because of different coupon structures or equivalent spread maturities are shaded in gray. Raymond James’ pricing of Rowland USD outperformed our competitors’ pricings of similarly rated *and* higher rated K-12 general obligation bonds in nearly every comparable maturity. Our distribution platform is built to generate significant demand from SMAs because of our broad and deep coverage of Tier 2 investors, which outmatches any of our competitors.

Issuer:	Rowland USD	Poway USD	Milpitas USD	Conejo Vly USD	Jefferson ESD	Goleta ESD	Forestville SD
Sale Dt:	12/4/2024	12/10/2024	12/4/2024	11/20/2024	11/14/2024	11/14/2024	11/13/2024
Rating:	Aa2/NR/NR	Aa2/NR/NR	Aa1/NR/NR	Aa2/NR/NR	Aa1/NR/NR	Aa2/NR/NR	NR/AA/NR
Call:	8/1/2034	Non-Callable	8/1/2034	Non-Callable	9/1/2034	8/1/2034	8/1/2033
UW:	Raymond James	Piper Sandler	Competitive	Piper Sandler	Stifel	Oppenheimer	RW Baird
Year	Spread to MMD	Spread to MMD	Spread to MMD	Spread to MMD	Spread to MMD	Spread to MMD	Spread to MMD
2025	-0.15%	-0.17%	-0.25%	-0.17%			0.07%
2026		-0.18%	-0.25%	-0.18%	-0.20%	-0.13%	0.07%
2027		-0.18%	-0.25%	-0.19%	-0.20%	-0.16%	0.07%
2028		-0.20%	-0.27%	-0.21%	-0.20%	-0.16%	0.07%
2029	-0.30%	-0.21%	-0.27%	-0.21%	-0.20%	-0.17%	0.07%
2030	-0.30%	-0.24%	-0.27%	-0.21%	-0.20%	-0.17%	0.07%
2031	-0.28%		-0.27%		-0.20%	-0.20%	0.07%
2032	-0.30%		-0.27%		-0.20%	-0.17%	0.07%
2033	-0.30%		-0.27%		-0.20%	-0.16%	0.07%
2034	-0.30%		-0.27%		-0.20%	-0.15%	
2035	-0.27% / -0.08%		-0.27% / -0.08%		-0.19% / -0.03%	-0.13% / 0.03%	
2036	-0.22% / 0.11%		-0.13% / 0.06%		-0.18% / 0.11%	-0.12% / 0.16%	
2037	-0.17% / 0.26%		-0.10% / 0.14%		-0.15% / 0.23%	-0.08% / 0.29%	
2038	-0.14% / 0.38%				-0.12% / 0.34%	-0.09% / 0.36%	
2039	-0.13% / 0.46%				-0.08% / 0.43%	-0.08% / 0.43%	0.03% / 0.62%
2040	0.25% / 0.48%				-0.05% / 0.49%	-0.07% / 0.48%	
2041	0.27% / 0.49%				-0.02% / 0.53%	-0.06% / 0.51%	
2042	0.29% / 0.49%				0.00% / 0.56%	-0.06% / 0.52%	
2043	0.31% / 0.49%					-0.04% / 0.56%	
2044	0.35% / 0.50%					-0.03% / 0.57%	
2045	0.37% / 0.49%						0.46%
2049					0.33%	0.01% / 0.60%	

We are able to achieve lower interest rates for our school district clients, resulting in lower tax burdens for their taxpayers while achieving their primary goals of generating funding for facilities. We attribute our performance to a combination of our experience underwriting bonds, competency structuring bond programs, and bond distribution capabilities.

Past performance is not a guarantee of future results.