# California Debt and Investment Advisory Commission Municipal Market Disclosure

### Good Disclosure: It's in the Process

### The Role of the Underwriter

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# Beyond the Legal Requirements:

How Can Underwriters Impact Disclosure?

Can Good Disclosure be User Friendly?

How to Address Disclosure Challenges?

Disclosure Process and Deal Timetable?





### The Role of the Underwriter

- Purchase bonds from the issuer for resale to investors
- Participate in the preparation and distribution of the offering documents for negotiated sales
- Must comply with regulatory requirements such as SEC Rule 15c2-12 and MSRB Rule G-32
- Underwriters can add value in the disclosure preparation process by providing issuers with insights into market needs and investor behaviors, resulting in disclosure documents that are not only <u>accurate</u>, but also <u>user friendly</u>





# Example of Good Disclosure - Credit Provider Table

optional or mandatory tender to the extent that remarketing proceeds are insufficient therefor. Metropolitan's obligation to pay the purchase price of any tendered Self-Liquidity Bonds is an unsecured, special limited obligation of Metropolitan payable from Net Operating Revenues and other available funds. Metropolitan has not secured any liquidity facility or letter of credit to pay the purchase price of any tendered Self-Liquidity Bonds. (See "—Other Revenue Obligations" below.)

The interest rates for Metropolitan's other variable rate obligations are reset on a daily or weekly basis. Such variable rate demand obligations are supported by Standby Bond Purchase Agreements between Metropolitan and various liquidity providers. The following table sets forth a listing of the liquidity providers, the expiration date of each facility and the principal amount of outstanding bonds covered under each facility.

		rimcipai	r actury
Liquidity Provider	Bond Issue	Outstanding	Expiration
Landesbank-Baden-Wurttechberg (LBEAV)	0008 Series A-3	3249,235,000	March-2014
	Total	\$249,235,000	
Bank of America, N.A.	1999 Series B	\$ 50,000,000	May 2012
	2008 Series A-I	249,890,000	March 2011
	Total	\$200,800,000	
Lloyds TSB Bank	2001 Series C-1	\$100,000,000	December 2011
Service September 1999	2001 Series C-2	100,000,000	December 2011
	Total	\$200,000,000	
JP Morgan Chase Bank	1999 Series C	\$ 50,000,000	May 2012
	2004 Series A-1	78,480,000	September 2012
	2004 Series A-2	78,485,000	September 2012
	Total	\$206,965,000	\$ 100 C
BNP Paribas	2000 Series B-3	\$ 88,800,000	August 2011
	2000 Series B-4	88.800.000	August 2011
	Total	\$177,600,000	

Landesbank Hessen-Thuringen Giro	<u>Liquidity Provider</u>	<b>Bond Issue</b>	Principal <u>Outstanding</u>	Facility Expiration
Total	Landesbank Baden-Wurttemberg (LBBW)	2008 Series A-2	\$249,235,000	March 2011
Source: Metropolitan. (1) Subject to earlier termination on Septer		Total	\$249,235,000	
<ol> <li>Subject to earlier termination on Septer the liquidity provider.</li> </ol>				

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Banco Bilbao Vizcaya Argenteria, S.



# Example of Good Disclosure - Credit Provider Table

BANK ARRANGEMENTS (See "STATE INDEBTEDNESS AND OTHER OBLIGATIONS - Capital Facilities Financing - Bank Arrangements.") as of November 15, 2010

rogram	Series	Outstanding Par Amount	Credit Provider	Expiration	Type of Credit	Reset Mode
GO VRD0s	2003A 1	\$50,000,000	JP Morgan Chase	12/1/2011	LOC	Daily
1005	2003A 2-3	\$200,000,000	Bank of Montreal	12/1/2012	LOC	Daily
GO VRDOs	2003B 1-4(*)	\$250,000,000	BNP Paribas (60.0%) CA Public Employees' Retirement System (20.0%)	12/1/2010	LOC	Weekly
GO VRDOs	2003C1	\$100,000,000	GA Grate-Teachers-Retirement 6yst: (20.099)  Bank of America, N.A.	12/1/2011	100	Weekly
	2003C 2	\$100,000,000	Bank of Nova Scotia	12/1/2011	LOC	Weekly
aroon S	2003 C 3-4	\$100,000,000	Citibank, N.A.	12/1/2012	LOC	Weekly
GO VRDOs	2004A 1, 4 & 5	\$200,000,000	Citibank, N.A. (75%) CA State Teachers Retirement Syst. (25%)	10/15/2012	LOC	Daily
GO VRDOs	2004A 2 &3	\$150,000,000	State Street Bank & Trust Company (75%) CA State Teachers Retirement Syst. (25%)	10/15/2012	LOC	Daily
GO VRDOs	2004A 6, 7, 8 & 10	\$200,000,000	Citibank, N.A. (75.0%) CA State Teachers Retirement Syst. (25%)	10/15/2012	LOC	Weekly
GO VRDOs	2004 A 9	\$50,000,000	State Street Bank & Trust Company (75%) CA State Teachers Retirement Syst. (25%)	10/15/2012	LOC	Weekly
GO VRDOs	2004B 1-3	\$165,000,000	Citibank, N.A.	10/15/2012	LOC	Daily
CO	2004R 4.6	\$135,000,000	Citihank N A	10/15/2012	TOC	Weekly

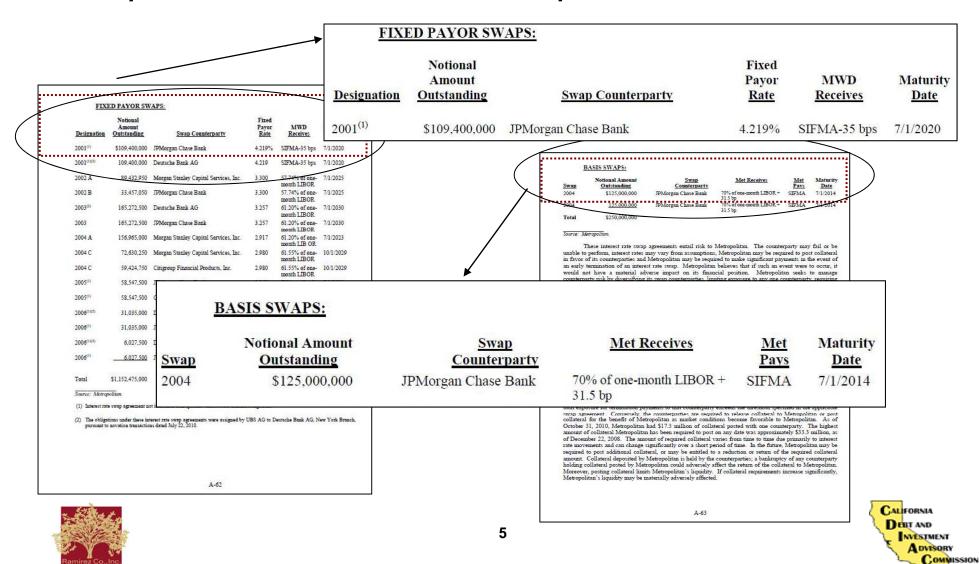
Program	Se	ries	Outstanding Par Amount	Credit Provider  JP Morgan Chase		Expiration	Type of Credit	Reset Mode		
GO VRDOs	200	3A 1	\$50,000,000			12/1/2011	LOC	Daily		
VRDOs	2003A-3	\$49,100,000	Bank of America		11/10/2011	LOC	weekiy			
GO	2005B-1	\$147,100,000	Bank of America		11/10/2011	LOC	Weekly			

VRDOs	2005A-3	\$49,100,000	Bank of America	11/10/2011	LUC	Weekly
GO VRDOs	2005B-1	\$147,100,000	Bank of America	11/10/2011	LOC	Weekly
GO VRDOs	2005B-2	\$98,100,000	JP Morgan Chase	11/10/2011	LOC	Weekly
GO VRDOs	2005B-3	\$49,100,000	Barclays	1/12/2012	LOC	Weekly
GO VRDOs	2005B-4	\$49,100,000	JP Morgan Chase	11/10/2011	LOC	Weekly
GO VRDOs	2005B-5	\$88,890,000	Barclays	1/12/2012	LOC	Weekly
GO VRDOs	2005B-6	\$98,100,000	KBC Bank	11/10/2011	LOC	Daily
GO VRDOs	2005B-7	\$49,100,000	JP Morgan Chase	11/10/2011	LOC	Daily
ERB	2004C-1	\$100,000,000	Bank of America	6/15/2012	LOC	Daily





# Example of Good Disclosure - Swap Table



# Addressing Challenging Disclosure Items

- Issuer identifies the disclosure item and prepares initial draft of disclosure
- Deal team reviews draft disclosure for accuracy and completeness
- Underwriters know the questions that rating<sub>a</sub> gencies and investors ask in evaluating the credit
- Hold Q&A session with issuer and counsel
- Resulting disclosure not only meets legal requirements, but also provides rating agencies and investors with the information needed to fully evaluate the credit





# Consistency Across All Formats is Important

- POS/OS primary disclosure document; must contain information which may be summarized in items below
  - ✓ Rating agency presentation
  - ✓Internet Roadshow
  - ✓Investor information handouts
  - ✓ Website
- Disclosure preparation timetable often a primary driver of the schedule for the overall financing





# Disclosure Process Impacts Deal Schedule

# POLICY REQUIREMENTS ✓ POS/OS input from how many different groups? ✓ Who approves POS/OS? ✓ Timing from sale to close? MARKETING NEEDS ✓ Targeted sale date? ✓ Frequent or infrequent issuer? ✓ Complicated credit? Unusual project?





# New Developments for Underwriters

- Primary market and EMMA
  - ✓ Continuing disclosure
  - ✓ Access equals delivery
- Secondary market
  - ✓ Checklist recommendations



