



## City of Sandusky Case Study

Sudsina & Associates has assisted the City of Sandusky with 27 financings since our inception in 2002, totaling over \$109,000,000. In doing so, we have been involved with all types of sales; competitive, negotiated and private placements, both bonds and notes, and with defending the City's credit rating a number of times and the types of issues we managed were varied in many aspects.

While assisting the City with its credit rating, we leveraged our experience gained from working with other local credits, including Erie County and Huron Schools, to develop a thorough understanding of the local economy, including all its strengths and vulnerabilities. This understanding helps us better anticipate credit analysts' questions and concerns and enables us to prepare solid responses from City officials.

We have also been an integral part of discussion regarding economic development projects underway in the City that are designed to provide a boost to the entire Erie County economy.

### Sudsina & Associates Transactions to Date for the City of Sandusky

2003	\$6,340,000	LTGO Notes
2003	\$4,800,000	LTGO Notes
2004	\$9,325,000	LTGO Notes
2004	\$2,700,000	LTGO Notes
2004	\$730,000	LTGO Refunding Bonds
2005	\$6,410,000	LTGO Refunding Bonds
2005	\$6,130,000	LTGO Notes
2005	\$3,470,000	LTGO New Money Bonds
2006	\$7,750,000	LTGO Notes
2007	\$8,260,000	LTGO Notes
2007	\$5,835,000	LTGO Refunding Bonds
2008	\$6,915,000	LTGO Notes
2008	\$2,625,000	LTGO Bonds
2009	\$3,700,000	LTGO Notes
2009	\$1,500,000	Temp Urban Renewal Notes
2010	\$3,030,000	LTGO Notes
2010	\$2,600,000	Temp Urban Renewal Notes
2011	\$4,090,000	Library Refunding Bonds
2011	\$3,000,000	LTGO Notes
2011	\$2,800,000	Temp Urban Renewal Notes
2011	\$600,000	LTGO Notes
2012	\$3,340,000	Notes
2012	\$2,500,000	Temp Urban Renewal Notes
2013	\$2,680,000	Temp Urban Renewal Bonds
2013	\$3,340,000	Notes
2014	\$2,045,000	LTGO Refunding Bonds
2014	\$2,692,500	LTGO Notes
	<b>\$27,885,000</b>	<b>\$81,322,500</b>
<b>Total</b>	<b>\$109,207,500</b>	