

Western Financial Group, LLC
STATEMENT OF QUALIFICATIONS TO
THE NEW MEXICO
FINANCE AUTHORITY
OVERSIGHT COMMITTEE

May 11, 2015

Western Financial Group, LLC
3300 NW 185th Ave., Suite #270
Portland, Oregon 97205
Phone: (503) 719-6113



To the New Mexico Finance Authority Oversight Committee:

I am pleased to submit this summary of qualifications on behalf of Western Financial Group, LLC. WFG staff have had the privilege to work with the New Mexico Finance Authority since 1992 and participated in the development of the NMFA. In that time, I believe we have proven our ability to get the job done for the Authority, advising the program during a period of unprecedented growth and evolution. In addition to serving the NMFA, we serve as advisor to several other state pooled loan programs throughout the western United States and have serviced as advisors on numerous tax increment-type financings.

WFG is an independent financial advisory firm formed nineteen years ago in order to focus our efforts on providing top quality service to a limited number of clients. Our firm is designed so that we do direct work for our clients, rather than to focus on gaining clients, and then passing them to junior consultants to service.

We specialize in municipal finance and have advised on competitive bond sales, negotiated bond sales and private placements involving short-term notes, revenue bonds, urban renewal financings, full faith and credit obligations, general obligation bonds and variable rate debt. In addition to specializing in municipal bond sales, WFG advisors have extensive experience in financial and capital planning and project feasibility analysis and negotiations.

WFG has a flat organizational structure. All four professionals are partners of the firm. Our advisors have worked together for many years. Mark Gardiner opened the Portland office of Government Finance Associates (later PFM) in 1985. Pat Clancy joined Mark in 1986, and Chip Pierce joined in 1988. In 1989 WFG's principals left GFA and joined PFM. Kieu-Oanh Nguyen joined PFM in 1993.

WFG has provided a broad range of services to municipal clients over the past 3 decades. Of particular importance to your proposed scope of work is our work with tax increment districts in Oregon and Idaho. Additionally, WFG has long advised the Alaska Industrial Development Authority on investment feasibility. In this capacity, we have examined a myriad of industrial and commercial developments to see what the long term viability of the developments might be. This has allowed us to develop additional capacity in understanding development and valuation projections.

WFG would be delighted to provide additional details on the above work if more information is desired. WFG's primary contact for this project will be Pat Clancy. He can be contacted at Clancy@westernfinancialgroup.com or via phone at 503-288-4152.

For Western Financial Group, LLC

A handwritten signature in black ink, appearing to read 'Chip Pierce', with a stylized flourish at the end.

Lawrence W. "Chip" Pierce

Firm Summary

The people that make up WFG have worked together since 1988. Each of us has at least 25 years of experience acting as financial advisors to local governments, and we have in excess of 110 years cumulative experience. The firm was established with only senior staff. With Western Financial Group, the Bond Bank receives the counseling of senior professionals based on years of experience.

We believe there are a number of features that make us unique. While there are firms that may meet any one of the following characteristics, it's the combination of attributes that, we feel, make us exceptionally well qualified to continue to act as the Bond Bank's financial advisor.

WFG has provided a broad range of services to municipal clients over the past 3 decades. Of particular importance to your proposed scope of work is our work with tax increment districts in Oregon and Idaho. WFG's professionals have advised on the issuance of bonds for the following cities:

Wilsonville, Oregon	Twin Falls, Idaho
Springfield, Oregon	Bend, Oregon
Eugene, Oregon	Tigard, Oregon
Seaside, Oregon	Portland, Oregon

In addition, as an independent financial advisor, WFG avoids the kinds of conflicts that are inherent with investment banking firms that also serve as financial advisor. We make a point of maintaining positive relations with the investment banking community. We operate in the public finance community without the baggage that can often taint relationships among firms that may be in an underwriting syndicate together one day, and competing for underwriting business the next.

In short, WFG has the skill set and attributes sought by the NMFA. We recognize our role as advocate for our clients. We have years of experience in working in New Mexico, and we have specifically limited our client base to insure that we maintain the quality of the advice we provide our clients. Consequently, we will not be faced with a situation of having to determine which client's interest to serve.

Qualifications

WFG has been actively involved in public finance in New Mexico since the early 1990's. We understand the unique features of the public finance terrain in New Mexico.

Our offices are close to the airport and offers direct flights to Albuquerque or other locations for direct face-to-face meetings with our clients, bond counsel or municipal borrowers. We have also demonstrated that much work can be done via the internet and phone. We are used to doing work this way. We are available and responsive. Being available and responsive to our clients is a foundation of WFG's service, and we believe our relationship with the NMFA has demonstrated this over the two-plus decades.

Just as important as location is our commitment to a limited client base. As noted earlier in our proposal, one of our major considerations in each proposal is whether we can commit the time necessary to do to quality work. We make the commitment to be available on your schedule.

In addition to our work with tax increment and public improvement districts, WFG serves as financial advisor to 5 state pooled loan programs, including the New Mexico Finance Authority. The following are references and summaries of our pooled loan engagements outside of New Mexico.

Alaska Municipal Bond Bank

1. Contract Period: 1998 to Present
2. Geographic Area Served: State of Alaska
3. Scope of Work: Full service financial advisor related to debt issuance, rating and insurer relations, and debt management.
4. Reference: Deven Mitchell, Executive Director
5. Number/ Amount of Financings: 76 Financings - \$1.583 billion
Issue sizes have ranged from \$1.065 million to \$96.05 million
6. Location/Phone Number: Juneau, Alaska - (907) 465-3750

Contact: Deven Mitchell
Executive Director
Alaska Municipal Bond Bank Authority
333 Willoughby Avenue, 11th Floor
P.O. Box 110405
Juneau, Alaska 99811-0405

Greater Arizona Development Authority

1. Contract Period: 1998 to Present
2. Geographic Area Served: State of Arizona
3. Scope of Work: Full service financial advisor related to debt issuance, rating and insurer relations, and debt management.
4. Reference: Sandy Sutton, Executive Director
5. Number/ Amount of Financings: 23 Financings - \$574.885 million
Issue sizes have ranged from \$2.75 million to \$64.1 million
6. Location/Phone Number: Phoenix, Arizona - (602) 364-1314

Greater Arizona Development Authority (continued)

Contact: Sandy Sutton
Executive Director
Greater Arizona Development Authority
1110 W. Washington St., Suite 290
Phoenix, Arizona 85007

New Mexico Finance Authority

1. Contract Period: 1993 to Present
2. Geographic Area Served: State of New Mexico
3. Scope of Work: Full service financial advisor related to debt issuance, rating and insurer relations, and debt management.
4. Reference: Michael Zavelle, Chief of Investor Relations
5. Number/Amount of Financings: 62 Financings - \$2.241 billion
Issue sizes have ranged from \$464 thousand to \$168.89 million
6. Location/Phone Number: Santa Fe, New Mexico - (505) 992-9639

Contact: Michael Zavelle
Chief of Investor Relations
New Mexico Finance Authority
207 Shelby Street
Santa Fe, NM 87501

Oregon Infrastructure Authority Oregon Bond Bank

1. Contract Period: 1990 to Present
2. Geographic Area Served: State of Oregon
3. Scope of Work: Full service financial advisor related to debt issuance, rating and insurer relations, and debt management.
4. Reference: Jim Breithaupt, Regional Development Div. Mgr.
5. Number/Amount of Financings: 30 financings since 1991 - \$358.91 million
Issue sizes have ranged from \$4.165 million to \$47.24 million
6. Location/Phone Number: Salem, Oregon - (503) 986-0128

Oregon Infrastructure Authority Oregon Bond Bank (continued)

Contact: Jim Breithaupt
Public Finance Officer
Financial Services Division
Business Oregon
775 Summer Street, N.E.
Salem, OR 97310

Idaho Bond Bank Authority

1. Contract Period: 2002 to Present
2. Geographic Area Served: State of Idaho
3. Scope of Work: Full service financial advisor related to debt issuance, rating and insurer relations, and debt management.
4. Reference: Jace Perry, Executive Director
Travis Schaaf, Secretary and Treasurer
5. Number/Amount of Financings: 29 Financings - \$487.7 million
6. Location/Phone Number: Boise, Idaho - (208) 332-2940

Contact: Jace Perry
Executive Director
Idaho Bond Bank Authority
700 West Jefferson, Room 126
Boise, ID 83702

One point that cannot be over-emphasized is WFG's independence and objectivity. We do not engage in the sale or marketing of municipal securities. Our sole function is to serve as an advocate for our clients in matters related to public finance and obtaining funds through the capital markets.

Each of the staff of Western Financial Group will be available for this engagement. Pat Clancy will serve as primary advisor. WFG's focus on serving a small number of clients, along with our team approach and high level of senior experience, ensures that our clients have timely and effective access to high quality advice and analytical support at all times.

As you know, we are easily available by phone in the office or on the road. Each of us have portable phones and can be reached at home. We are typically in the office by 7:00 am (8:00 am Mountain Time) and we are generally in the office until at least 7:00 pm Mountain Time. We are diligent to the extreme in returning messages in the event that you cannot reach us directly, and have found that our relationship with staff of the Bond Bank is enhanced through frequent phone contact and sharing of information via the Internet.

Summary

It has been our privilege to serve the NMFA. Participating in the creation and expansion of the NMFA has been among the most gratifying professional engagements in which WFG have participated. We look forward to the opportunity to continue to serve you in the years to come. While there are firms that may meet any one of the following characteristics, it's the combination of attributes which, we feel, make WFG uniquely qualified to continue serving as the Bond Bank's financial advisor.

Independence

As independent financial counsel to governments, non-profits and public-private partnerships, the attention of our professionals is not diverted by the potential conflicts arising from being in the underwriting and securities distribution business. While we are sensitive to investor preferences from a credit, marketing, structuring and pricing perspective, we will make the Authority's needs and requirements our first priority.

Dedication

WFG is dedicated to its mission of providing the highest quality of advice to our clients so they are able to access capital in a cost-effective manner. To support this mission, we are focused on delivering top service with senior professionals. That is why our work in New Mexico is a key client engagement for the firm.

National Experience

The professionals of WFG all come to this engagement with national experience. This means we are aware of the alternative financing solutions that have been used throughout the U.S. to solve public finance problems. We are also a team of nationally recognized professionals with strong relationships to the various players in the national financial markets. This means solid access to the key people at the underwriting desks, rating agencies and institutional investors.