

Lucas County, Ohio **Bond Underwriting Request For Qualifications**

Overview:

Lucas County (the “County”) is requesting qualifications from firms active in the Ohio municipal market, particularly with experience with bond anticipation notes. The County is seeking to engage an underwriting firm for the following transactions:

- \$18.225 million Limited Tax Various Purpose Bond Anticipation Notes, Series 2025 (Tax-Exempt) referred to as (“LTGO Notes”)
- \$37.455 million Economic Development Nontax Revenue Notes, Series 2025 (Federally Taxable) referred to as (“Taxable NTR Notes”)

The LTGO Notes are expected to be rated MIG1/SP1+ by Moody’s and S&P, respectively, while the Taxable NTR Notes are expected to be rated SP1+ only. The County does not expect to use OMAP and the expected ratings are consistent with the County’s historical rating approach. Additionally, both the LTGO Notes and the Taxable NTR Notes will have a POS and continuing disclosure agreements.

Municipal Advisor Rule Compliance:

Responding firms can rely on the “RFP Exemption” as allowed under the MA Rule. This RFP has been distributed to more than three qualified firms. Additionally, Stifel is serving as Municipal Advisor to Lucas County for the referenced financings.

Guidelines:

- The County reserves the right to reject any or all responses received and to waive any informalities or irregularities in such responses.
- The County will not accept joint responses.
- All costs of preparing and submitting a response pursuant to this RFQ shall be the sole and complete responsibility of the submitting firm. Submission of a response shall not obligate the County to pay any of the costs of preparation, interview or subsequent negotiations.
- By submitting a response to this response the respondent fully acknowledges that it has fully read and understands this RFQ and during the course of reading and responding to the RFQ has had the ability to request additional information or clarification as deemed necessary to submit a response.
- Unless requested to be withdrawn in writing all responses received will be considered valid until the County had made a decision on the underwriter selection.
- The County reserves the right to seek additional information from, interview, and negotiate separately with any respondent in any manner necessary to serve the best interest of the County.
- Decisions of the County are not subject to appeal.
- This RFQ is not and shall not be construed as an offer of a contract by the County, and selection for participation in the underwriting team will not constitute a commitment by the County to enter into a contract.
- All responses should be straightforward and concise and directly address the items requested. Emphasis should be placed on completeness and clarity of content.
- Firms are prohibited from contacting or soliciting any County official or employee regarding this RFQ during the RFQ period.

Scope of Services:

The representative services that the senior underwriter will be expected to provide during the term of this engagement will include, but are not limited to, the following:

- Conduct due diligence on the County and the expected debt offerings.
- Assist in preparation, printing and dissemination of the preliminary and final official statement and other necessary disclosure documents.
- Assume primary responsibility for all activities associated with marketing of securities including the development and execution of a suitable marketing plan.
- Underwrite the County’s debt obligations as engaged.

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- Assist in the preparation and execution of closing documents, including a closing memo, associated with the financing, and in closing the transaction and transfer of funds.

Response Evaluation Criteria:

The below criteria is presented without consideration to weight or emphasis of one point over another.

- Experience and capability of firm to provide scope of services.
- Experience of proposed project team and key team members.
- Overall quality of content and thoughtfulness of response.
- Presence of firm and commitment to Public Finance nationally, Ohio, and to Lucas County.
- Capacity to efficiently market and aggressively price municipal obligations including distribution capabilities both nationally and in Ohio.
- Financial capacity and demonstrated ability and willingness to commit capital.
- Proposed fee levels.

Time Line:

As mentioned, the County will select an underwriting firm for the upcoming note issues. The anticipated timeline for the underwriter selection process is as follows:

- August 12, 2025: Distribute RFQ
- August 26, 2025: Responses due from underwriting firms by 1:00 p.m. ET
- Week of September 1, 2025: Selection of underwriting firm

Questions:

Questions or requests for clarification are to be sent to OMB Director John Wenzlick (jwenzlick@co.lucas.oh.us) and Bob Franz (franzr@stifel.com). The County's responses, if any, will be distributed promptly. The County's responses will be shared with all parties that receive a copy of this RFQ. The County may also choose to not respond to specific requests if it feels that the information request will not substantively improve the quality of the response.

Response Delivery Instructions:

Provide your firm's response to the requested information below by 1:00 pm ET on August 26, 2025 in a single word searchable PDF via email to OMB Director John Wenzlick (jwenzlick@co.lucas.oh.us) and Bob Franz (franzr@stifel.com). Responses should be in a font size of no less than 11.

Response:

Responses must contain the following information presented in the sequence requested. All questions must be answered in order for the response to be considered. Responses can include a cover letter which should not exceed one page.

A. EXECUTIVE SUMMARY (1 PAGE)

The Executive Summary should briefly highlight the qualifications presented in the balance of the response and reference the appropriate materials presented in the body of the response. The Summary should include the name, telephone number and e-mail address of one or more persons to contact for additional information.

B. FIRM INFORMATION (2 PAGES)

- Brief overview of firm including the firm's legal name, organizational structure, years the firm has been in business, areas of business and types of services provided by the firm.
- Briefly describe your firm's commitment to public finance, your firm's national and Ohio public finance and underwriting operations.

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C. FINANCING TEAM (1 PAGES)

- Identify all members of the proposed financing team and the role expected to be filled on the transaction team. Please list only those individuals who will be directly involved in the engagement. Specifically identify and include a detailed resume for the lead individual that would have overall responsibility in the firm's investment banking engagement with the County. Detailed resumes can be included as an appendix without counting against the page limit.

D. CAPABILITIES, IDEAS, AND QUALIFICATIONS (3 PAGES)

- Describe your firm's expertise, qualifications, and capability of your firm to perform the tasks identified in the scope of services and to serve as underwriter on the identified financings.
- Describe your firm's experience, qualifications and resources with respect to its ability to distribute tax-exempt and taxable municipal notes and bonds, both nationally and in the State of Ohio, and to both institutional and retail accounts.
- Provide no more than three references from other public sector clients the County may contact with respect to the firm's work performance. For each reference include a contact name, title, address, email address, phone number, and a brief description of the work performed.
- Provide any other factors that you believe uniquely qualify your firm and discuss any additional factors you believe the County should be aware of when review your firm's response.

E. FEES (1 Page)

- Provide average takedown and management fee (if any) for the reference note issues. Please include expenses, including underwriter's counsel (if necessary).

F. REGULATORY (NO PAGE LIMITATION)

- With respect to the County, describe your firm's compliance with MSRB Rule G-37, if applicable.
- Disclose any financial dealings or contractual relationships you have with the Issuer, the municipal advisor, or any law firm in Ohio.
- Describe any investigation, review or litigation regarding a violation or alleged violation by your firm or the lead banker of your proposed team of any state or federal securities, investment advisor, or tax law or regulation relating to municipal securities that is currently pending or that was concluded since January 1, 2023.
- Describe any official investigation, review, or litigation regarding a violation or alleged violation by your firm of any State of Ohio ethics (Chapter 102 and Sections 2921.42 and 2921.43 of the Ohio Revised Code), campaign financing (chapter 3517 of the Ohio Revised Code), or lobbying (sections 101.70 et seq. and 121.60 et seq. of the Ohio Revised Code), laws or rules that is currently pending or concluded since January 1, 2023.
- Detail any existing or potential conflict of interest that your firm might have if selected to serve as underwriter. Include any such conflict or potential conflict your firm believes would be required to be included in the official statement. Each Firm must also attest that it will not knowingly initiate any new business relationships during the time that it is serving the County as underwriter that would create a real or perceived conflict of interest.
- Each Firm must provide a statement that it has no relationship with any elected official of the County, County employee or any other County official or employee that would result in that person having an interest in a public contract or otherwise violate the State's ethics or public contracting laws.
- Describe your firm's equal employment opportunity and non-discrimination policies.