
\$9,240,000

Town of Breckenridge, Colorado

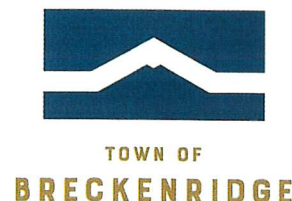
Certificates of Participation

Series 2021

Ratings: Moody's Aa2 (stable)

Pricing Date: September 9, 2021

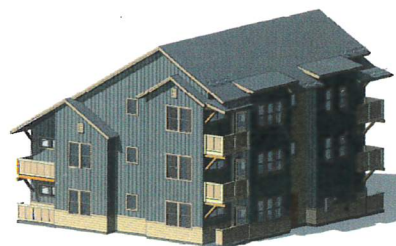
Stifel Role: Sole Manager



Stifel was pleased to serve as sole manager to the Town of Breckenridge (the "Town") on its Certificates of Participation, Series 2021 (the "Series 2021 COPs"), which were issued to fund the construction of workforce housing facilities in the Town. The project includes twenty-seven one bedroom apartments (600 square feet) located towards the northern entrance to the Town across the street from the Blue River. The Series 2021 COPs achieved a 'Aa2' rating with a stable outlook from Moody's.

Providing Housing for the Town's Workforce as Housing

Prices Rise: Over the last several years, the Town has seen increasing demand in its housing market, resulting in a reduction in affordable housing for the Town's work force. Town management has proactively addressed this imbalance through various programs including rental assistance and mortgage buy downs. The Town has also invested in affordable housing projects with previous series of COPs. The apartments being constructed with the Series 2021 COPs will serve local workforce and primarily target 80% AMI households. The income requirements will be managed and verified by the property manager at time of lease. The project will be net zero, producing more energy on site thru roof mounted solar panels than used on site. Additionally, the housing facilities being constructed with the proceeds from the Series 2021 COPs will serve as collateral for the COPs.



Housing Project as the Pledged Asset: As the municipal market has continued to evolve over the past several years, investors and rating agencies have become more flexible when evaluating the pledged asset securing certificates of participation; however, the importance or essentiality of the asset to the issuer is still an essential credit consideration. Given the importance of housing to the Town of Breckenridge, the Town's finance team and Stifel structured the credit with the housing project being financed as the pledged asset. Even though the project was still under construction, the structure secured a strong rating from Moody's (Aa2) and received very strong demand from municipal investors.

Returning to Pre-Pandemic Tourism and Revenue Levels: Although the Town is heavily reliant upon revenues generated by tourism, the Town maintains ample reserves, which has enabled the Town to successfully endure the COVID-19 pandemic. These reserves include an operating reserve equal to four months of expenditures, a separate debt service reserve equal to two years of debt service payments, and a capital reserve equal to three years of capital projects. Additionally, the Town has continued to generate strong tax revenues throughout the pandemic, largely from sales tax revenues, that have even exceeded pre-pandemic revenue levels as the Town and its economy continue to reopen.

Pricing Results: The Series 2021 COPs were well received by the market, emphasized by over \$21 million in orders from over 15 unique investors including money managers, bond funds, bank trusts, retail, and insurance companies. At the end of the order period, Stifel was able to tighten spreads on several maturities throughout the curve, which ultimately resulted in a true interest cost of 2.16% on the 20-year financing.

STIFEL

General Information Disclosure

Stifel, Nicolaus & Company, Incorporated ("Stifel") has prepared the attached materials. Such material consists of factual or general information (as defined in the SEC's Municipal Advisor Rule). Stifel is not hereby providing a municipal entity or obligated person with any advice or making any recommendation as to action concerning the structure, timing or terms of any issuance of municipal securities or municipal financial products. To the extent that Stifel provides any alternatives, options, calculations or examples in the attached information, such information is not intended to express any view that the municipal entity or obligated person could achieve particular results in any municipal securities transaction, and those alternatives, options, calculations or examples do not constitute a recommendation that any municipal issuer or obligated person should effect any municipal securities transaction. Stifel is acting in its own interests, is not acting as your municipal advisor and does not owe a fiduciary duty pursuant to Section 15B of the Securities Exchange Act of 1934, as amended, to the municipal entity or obligated party with respect to the information and materials contained in this communication.

Stifel is providing information and is declaring to the proposed municipal issuer and any obligated person that it has done so within the regulatory framework of MSRB Rule G-23 as an underwriter (by definition also including the role of placement agent) and not as a financial advisor, as defined therein, with respect to the referenced proposed issuance of municipal securities. The primary role of Stifel, as an underwriter, is to purchase securities for resale to investors in an arm's-length commercial transaction. Serving in the role of underwriter, Stifel has financial and other interests that differ from those of the issuer. The issuer should consult with its own financial and/or municipal, legal, accounting, tax and other advisors, as applicable, to the extent it deems appropriate.

These materials have been prepared by Stifel for the client or potential client to whom such materials are directly addressed and delivered for discussion purposes only. All terms and conditions are subject to further discussion and negotiation. Stifel does not express any view as to whether financing options presented in these materials are achievable or will be available at the time of any contemplated transaction. These materials do not constitute an offer or solicitation to sell or purchase any securities and are not a commitment by Stifel to provide or arrange any financing for any transaction or to purchase any security in connection therewith and may not be relied upon as an indication that such an offer will be provided in the future. Where indicated, this presentation may contain information derived from sources other than Stifel. While we believe such information to be accurate and complete, Stifel does not guarantee the accuracy of this information. This material is based on information currently available to Stifel or its sources and is subject to change without notice. Stifel does not provide accounting, tax or legal advice; however, you should be aware that any proposed indicative transaction could have accounting, tax, legal or other implications that should be discussed with your advisors and /or counsel as you deem appropriate.

STIFEL