

TRUETT McCONNELL UNIVERSITY

DECEMBER 2019

CLIENT PROFILE

Truett McConnell University is a fully accredited, private liberal arts university located in northeast Georgia. The University was founded in 1946 as a junior college, growing to a fully accredited university that boasts total enrollment of approximately 3,000 students. Truett McConnell continues to expand to meet the needs of a growing student body, currently offering 40 undergraduate and 10 graduate programs, including residential and online offerings.

TMU is sponsored by the Baptist Convention of the State of Georgia. The University is built on the belief that academic disciplines in higher education can be taught within the context of the Christian faith in order to provide young people quality education in a family friendly environment.

TRANSACTION HIGHLIGHTS

The proceeds of the Series 2019 bonds were used to (i) refinance a 2015 taxable bank obligation, the original proceeds of which refinanced construction loan for a new student wellness center, residence hall and other campus improvements, (ii) refinance equipment loans, (iii) finance the acquisition of real estate parcels, (iv) finance new campus improvements, (v) finance infrastructure improvements on campus, (iv) fund a debt service reserve fund, and (vii) pay certain costs of issuance related to the bond offering. The transaction marks the University's first tax-exempt public bond offering. The bonds do not have a credit rating.

THE ZIEGLER DIFFERENCE

For the 2018-2019 academic year, TMU enjoyed its largest incoming class on record. As with many private liberal arts universities, Truett McConnell has limited financial resources, with most of its previous debt being represented by taxable bank notes with higher interest rates. Additionally, the University had mounting capital needs to address its growing student population.

Ziegler worked closely with University leadership to identify the ideal financing structure to match



\$24,750,000

The Development Authority of White County | Revenue Bonds, Series 2019
Truett McConnell University Project

Truett McConnell's needs. With approaching credit renewal and rate resets on its bank obligations, TMU sought a long-term financing solution that would lower its borrowing rates and provide structural flexibility for the growing institution. Ultimately, the financing team targeted a non-rated fixed rate public bond offering, in light of the attractive rate environment. The University and its leadership were not familiar with the public capital markets, but were passionate about a solution that would help ensure financial stability.

Ziegler worked alongside TMU leadership to highlight its ongoing evaluation and strategies for programming, athletic opportunities, enrollment and retention initiatives, and operational efficiencies to institutional investors. The University's vision and story was well-received, despite a significant number of comparable opportunities in the market at the same time. Ziegler was able to drive several investors to participate in the purchase of the Series 2019 Bonds, ultimately resulting in the order being oversubscribed. This resulted in a successful pricing, that provided for a refinancing of existing debt at attractive rates, access to additional capital, reduced debt service requirements and call flexibility over the 30-year term of the bonds.

The Series 2019 Bonds represent the first transaction Truett McConnell University has done with Ziegler.



REFERENCE

For a reference on Ziegler's role in this financing, please contact:

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This client's experience may not be representative of the experience of other clients, nor is it indicative of future performance or success.

For further information on the outstanding bonds for this issuer, please visit the Electronic Municipal Market Access system at <http://emma.msrb.org/>.

ZIEGLER

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