

Phone: (631) 331-8888
Fax: (631) 331-8834



12 Roosevelt Avenue
Port Jefferson Station, New York 11776
www.munistat.com

September 16, 2019

Financing for The Family Counseling Center of Fulton County (NY), New Money

As Financial Advisor to the Family Counseling Center of Fulton County (the "Counseling Center"), we are hereby requesting proposals from select investment banking firms to serve as the Counseling Center's Underwriter in connection with the issuance of the above referenced bonds. The bond proceeds of approximately \$6 million will be used to construct the Center's new building, an 18,000 square foot addition to an existing 9,000 square foot building. The Counseling Center seeks long-term tax-exempt or taxable fixed rate financing.

Family Counseling Center of Fulton County Inc. ("FCC" or the "Center") is a 501(c)(3) not-for-profit corporation incorporated in the State of New York that provides community mental health services to children, families, and adults. Located in Fulton County, New York, approximately 45 miles from the Schenectady / Albany region, the Center primarily serves county residents and other residents of rural counties that border it including Montgomery, Hamilton, Schoharie, Herkimer and rural Saratoga counties. The Center was established in 1976 as a result of a cooperative effort among community clergy, human service professionals and community-minded individuals in response to the need for counseling services in Fulton County. The Center's FY19 (calendar year) budget is approximately \$6 million, and the majority of its revenue is derived from insurance fees. Fidelis Care, the largest provider for FCC, is owned by Centene, the nation's largest Medicaid managed care plan provider. Centene specializes in Medicaid managed care plans, which are the private-market option for Medicaid recipients.

Several documents related to this transaction are available:

- a. Financial Statements for fiscal years 2016, 2017 and 2018
- b. Draft "Appendix A"
- c. A pro forma .xls file including historical and projected debt service coverage and liquidity is also available

As of the date of this Request for Proposals ("RFP"), September 4, 2019, no contact between the respondents to this RFP and officials of the Counseling Center regarding this RFP will be permitted. Questions regarding this RFP should be directed to the Counseling Center's Municipal Advisor, Matthew Pearson, Senior Vice President, Munistat Services, Inc. ("Munistat").

The Counseling Center is sending this RFP with the intent that market participants may provide advice to the Counseling Center regarding municipal financial products or the issuance of municipal securities and utilize the independent registered municipal advisor exemption from the municipal advisor definition in Securities and Exchange Commission rules.

The Counseling Center is currently represented by, and will rely on the advice of Munistat in considering information that you provide to us contained in this RFP regarding municipal financial products or the issuance of municipal securities.

Proposals should address each of the following:

1. Please provide an overview of your commitment to financing projects for non-profits similar to that of the Counseling Center.
2. Please provide three examples (case studies) of transactions your firm has underwritten, similar to that of the Counseling Center. Please provide a short description of the borrower, the assignment, the investor profile, pricing date, amortization structure, coupons, yields and spread to MMD.
3. Please provide your marketing approach for the Counseling Center's financing.
4. Please identify the lead banker and day-to-day execution banker for the transaction.
5. Please set forth the underwriters' compensation. Including takedown and management fee. Please include an estimate for all expenses including counsel to the underwriter, travel, wire service, Federal Funds and other marketing and transaction fees.
6. If you believe it would be in the interest of the Center to consider a private placement for this financing, please provide a description of how your firm could act as placement agent and the related fees and costs. The issuance of this RFP constitutes only an invitation to present proposals. The Counseling Center reserves the right, in its sole discretion, (a) to seek additional information and/or clarification on any proposal, (b) to negotiate with any respondent, and (c) to reject any and all proposals with or without cause. Under no circumstances will the Counseling Center have any liability to any respondent for any costs or expenses incurred in connection with this RFP or otherwise. The Counseling Center will respect the confidential nature of the proposals and will restrict the distribution other than to the appropriate Counseling Center officials.

Electronic Proposals must be submitted no later than 5:00 PM on September 20, 2019.

The Counseling Center thanks you for your attention to this matter and looks forward to your response.

Matthew E. Pearson
Senior Vice President
Munistat Services, Inc.
Municipal Financial Advisory Service
(631) 331-8888 Office
(917) 224-9137 Cell
mpearson@munistat.com

cc: Michael Countryman, Executive Director, The Family Counseling Center of Fulton County Inc.