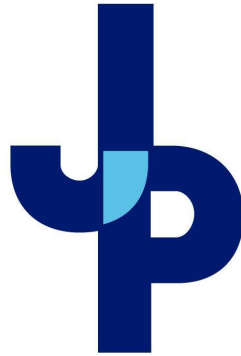


STATEMENT OF QUALIFICATIONS  
# 23-003

UNDERWRITER/PLACEMENT AGENT PROPOSAL

FOR

**JEFFERSON PARISH**



PRESENTED MARCH 1, 2023

BY



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## I. INTRODUCTION

Sisung Securities Corporation (“SSC”) is pleased to submit this Statement of Qualifications to serve as Underwriter/Placement Agent for the Parish of Jefferson (the “Parish”) to assist in:

1. Researching and analyzing Jefferson Parish’s debt to find opportunities for meaningful savings by refunding or restructuring existing debt obligations;
2. Researching and analyzing various Parish revenues to determine if they can support new debt that can be committed to provide new or additional Parish services; and
3. Providing underwriting/placement agent services relative to the issuance of bonds/notes.

SSC brings to the Parish an intimate understanding of the Parish’s current debt portfolio and available financial resources, along with the financial knowledge, experience, and expertise on how to most efficiently utilize those resources in addressing the Parish’s capital, financial, and community needs.

For the past several years, Sisung Securities has served as underwriter or placement agent on bond issues which have saved the Parish over \$14.6 million in present value savings. With a strong and experienced local presence, we can constantly be on-site and/or out in the field focusing on how to efficiently maximize the resources of the Parish. We are highly skilled in every aspect of structuring efficient municipal bond transactions as well as implementing capital programs from inception through completion.

The combination of our firm’s vast experience delivering quality financial solutions, distinct aptitude for assisting governmental entities and in-depth familiarity with the Parish’s objectives and financial condition, produces a final product that affords the Parish with the most effective, efficient, and successful financing structures available.

## **II. CAPABILITY OF RESPONDENT TO PROVIDE UNDERWRITING AND DISTRIBUTION EXPERTISE (30 POINTS)**

SSC is a New Orleans, Louisiana-based full-service investment banking firm that provides financial services to public sector, corporate, nonprofit, retail, and institutional clients. SSC offers a broad range of services that include municipal advisory services and bond underwriting. SSC is registered with the Securities and Exchange Commission (SEC) and is a member of the Financial Industry Regulatory Authority (FINRA), the Municipal Securities Rulemaking Board (MSRB), and the Securities Investor Protection Corporation (SIPC).

Founded in 1985 and incorporated in Louisiana in 1989 by Larry J. Sisung, Jr., SSC has been providing underwriting services for over three decades. In that time, the firm has participated in raising billions of dollars of capital for our clients. SSC is a member of the Sisung Group, which is comprised of related companies that provide investment banking services, asset management services, program management services, venture capital services, healthcare consulting, film financing, utility consulting, real estate development, and real estate financing to government agencies, nonprofits, corporations, and institutions. All SSC employees are located in, and are residents of, Louisiana.

SSC's staff of corporate executives possess extensive management and financial experience. We arm our talented team with the latest technology and resources to provide expert analysis and recommend creative financial solutions to help our clients meet their goals.

SSC utilizes a combination of technology, experience, and industry relationships to achieve competitive bond pricing for our clients. Our professionals engage these resources in the dynamic bond market to capitalize on market conditions at the time bonds are sold. By balancing demand-side and supply-side factors, we can make structural adjustments to the bonds and time the bond sale in a way that increases investors' interest in the bonds, thereby achieving a more competitive interest rate.

SSC has made significant investments to acquire the most sophisticated technological resources available in the industry. Some of the resources we intend to use for the Parish's needs include:

- DBC Finance: The leading bond structuring software for public finance among all investment banks. We use DBC extensively to structure both new money and refunding bond transactions. This technology can be utilized not only to verify calculations, but also to develop alternative financing structures.

- Bloomberg: The leading financial information terminal among financial firms worldwide. We use Bloomberg to monitor the financial markets in real time, access economic research and forecasts, and access a wealth of security information including recent trades, material event disclosures, rating events, etc. Bloomberg is a versatile and “must-have” tool.
- The Municipal Market Monitor (TM3): The industry leading municipal bond market information platform. TM3 includes the benchmark industry interest rate curves upon which all municipal bonds are priced against. We also use TM3 to research past bond issue pricing spreads, monitor the upcoming supply of new market transactions, and examine benchmark pricing valuations for specific bonds. TM3 provides industry specific information and is also a “must-have” tool.

By leveraging these technological resources, along with the experience and industry relationships of our professionals, SSC is able to effectively structure and market the Parish’s bonds in the dynamic municipal bond market.

SSC maintains relationships with major institutional investors and broker/dealers both in and out of Louisiana. Our professionals have built these relationships over decades of trading Louisiana municipal bonds. In addition, we subscribe to services that allow us to analyze the bond holdings of institutional investors nationwide. By examining the types of bonds different investors hold, as well as their need for new bonds due to portfolio growth or maturing investments, our professionals target specific institutional investors, trusts, banks, and retail clients likely to purchase the Parish’s bonds.

SSC also draws on a wealth of industry relationships when marketing and pricing bonds. We have built relationships over the years with key institutional purchasers of Louisiana municipal debt, and we are skilled at accurately pricing bond issues to the market. In addition to the many sole-managed bond issues SSC has underwritten, we have also served as senior managing underwriter for many issues that employ co-underwriters.

Our professionals employ these resources in the dynamic bond market to capitalize on market conditions at the time bonds are sold. In addition to these resources, should the credit structure require an additional underwriter to be utilized in a specific debt issuance, we will provide the necessary affidavits for that specific issuance. By carefully analyzing the market’s reception of other bond issues, we are able to anticipate demand and adjust structure and timing accordingly. Using supply-side information, our professionals can understand the availability and return of alternative investments available to potential investors. Through diligently balancing the demand-side and supply-side factors, we can attain a more competitive interest rate for the Parish.

In a volatile market, investor credit knowledge is the key to competitive bond pricing. Our municipal research analysts are in constant contact with investors, facilitating communications of our view of the credit worthiness of our client and value of our clients' bond issue. These relationships enhance investors' awareness of issues for which we act as dealer or underwriter. Our long-standing relationships with investors, combined with our willingness to commit capital on behalf of our clients, will enable us to achieve superior bond pricing for the Parish.

We apply the latest technology and our broad expertise to develop creative financial solutions to help our clients meet their goals. By drawing upon our technology, experience, and industry relationships, SSC will approach the Parish's bond sales with the objective of achieving the most competitive pricing possible. We would begin with industry-standard generic yield curves and current bond trading results. Then, we would analyze the supply and demand factors prevalent in the current market. After making appropriate structural and timing adjustments with the Parish, we would then offer a preliminary pricing and receive feedback from major market participants. Based upon the response from potential investors, we would make further pricing and structural changes as necessary to ensure distribution of the bonds at the best price.

### **III. EXPERIENCE OF THE FIRM AND THE INDIVIDUAL PROFESSIONALS ASSIGNED TO THE PROJECT INCLUDING THE BREADTH OF EXPERIENCE IN UNDERWRITING AND PLACEMENT WORK (30 POINTS)**

SSC is a registered securities broker-dealer that provides fixed-income securities and financial services to numerous public, non-profit, retail, and institutional clients. The firm was established in 1985 by Larry J. Sisung, Jr., the former Superintendent of the Jefferson Parish Public School System. SSC's services include securities underwriting/public finance, mergers & acquisitions, financial advisory services, and trading & sales.

Through its affiliates, SSC offers its clients investment advisory and asset management services, program management services, venture capital services, healthcare consulting, film financing, utility consulting, real estate development, and real estate financing. SSC, its affiliates, and its professionals, are all licensed and registered with the appropriate securities regulatory agencies, including the Securities and Exchange Commission (SEC), the Financial Industry Regulatory Authority (FINRA), the Securities Investors Protection Corporation (SIPC), the Municipal Securities Rulemaking Board (MSRB) and the Louisiana Office of Financial Institutions.

SSC has built its reputations by investing in the quality of its professionals. Successfully utilizing the strengths, talents, and expertise of our seasoned professionals, we are able to provide customized, quality services to our clients. SSC's professionals have represented local, state, and federal issuing authorities, cities, parish and county governments, hospital districts, 501(c)(3) corporations, school districts, law enforcement districts, charter schools, ports, state agencies and state governments, in the capacity of either financial advisor, investment banker, underwriter, placement agent and revenue coordinator. We have participated in hundreds of municipal financings that have resulted in bringing billions of dollars of capital to our clients.

Unlike typical investment bankers that concentrate in one specific area of public finance, our professionals are experienced and participate in all phases of our clients' transactions, from the initial analysis to the marketing and sales of securities to post-sale analysis monitoring.

Several of the functions of our underwriting role include:

- Assessment of debt capacity and creditworthiness
- Creative alternative financing structures
- Structuring of financing to maximize efficiency
- Recommendation of derivative financing tools (if applicable)
- Presentations to bond investors, rating agencies and bond insurers
- Review of legal documentation
- Oversight of official statement preparation
- Bond marketing and timing of bond sale

SSC and its affiliates have a long history of providing superior financing services to governmental entities throughout the State of Louisiana. In Jefferson Parish, our clients have included: Jefferson Parish, Jefferson Parish Finance Authority, Jefferson Parish Law Enforcement District (Sheriff), Jefferson Parish School Board, West Jefferson Levee District, Jefferson Parish Hospital Service District No. 1 (West Jefferson Medical Center), Jefferson Parish Hospital Service District No. 2 (East Jefferson General Hospital), Greater New Orleans Expressway Commission (Causeway), City of Kenner, City of Gretna, City of Westwego and Jefferson Facilities, Inc.

In recent years, industry changes have led many investment banking firms to reduce their public finance staffs or close offices in Louisiana. Amidst these industry changes, SSC has been, and continues to be, 100% owned and operated in Louisiana. The creative financial solutions we provide are helping governments, non-profits, and private companies throughout the State. During the past year alone, we have provided over half of a billion dollars in financing to Louisiana's local governments and non-profits for capital projects and equipment acquisition.

Our staff is highly trained in financial analysis and research and well equipped with leading technology and information sources. We are known throughout the State for the quantitative and technical capabilities of our staff. Our employees are multifaceted and have extensive experience in a broad range of financially related areas involving State and local governments. Our professionals are good at "thinking outside the box."

The resumes of our highly educated professionals who would be assigned to providing underwriting services to the Parish can be found on the subsequent pages. Our team would be led by Kent Schexnayder and John Mayeaux, who would serve as the principal points of contact. These key financing team members will be immediately available to support the Parish's financing and will be assisted by a diverse group of experienced professionals. Other SSC's team members would include Lawrence Sisung III and Courtney Guppton.

SSC's staff believes in using a very collaborative and fluid team approach. Mr. Schexnayder and Mr. Mayeaux will draw upon the expertise of our team members as needed for particular projects. By assigning the right person to the right task, we are able to most effectively meet the Parish's needs. All resource coordination will take place seamlessly.





**LAWRENCE J. SISUNG, III**

Mr. Sisung holds a Master of Business Administration degree with a concentration in economics from Southeastern Louisiana University.

Mr. Sisung is a fully licensed General Securities Representative (Series 7), General Securities Principal (Series 24), Municipal Securities Principal (Series 53), Financial and Operations Principal (Series 27), Government Securities Principal and Municipal Advisor Representative (Series 50). Mr. Sisung is also a licensed real estate agent in the State of Louisiana

Mr. Sisung joined SSC in 1989 and has been representing governmental agencies, political subdivisions, single purpose financing corporations and not-for-profit organizations at the local, state and national levels in the capacity of investment banker, financial advisor, policy advisor and securities structuring advisor. Mr. Sisung has extensive experience in capital market financial analysis, revenue stream maximization, structuring creative alternative securitizations, credit analysis, working with rating agencies and market credit providers, market timing, bringing transactions to market and developing and managing creative financing programs that are tailored to meet specific client needs.

Mr. Sisung is also affiliated with numerous associations including several ministry-based organizations. He currently serves as a community outreach leader for The Sisung Group.



**JOHN E. MAYEAUX**

Mr. Mayeaux holds a Master of Business Administration degree with a concentration in finance in addition to a Bachelor of Science degree in computer science, both from Tulane University. While at Tulane he earned the award for the top MBA student in finance. He is a FINRA licensed General Securities Representative (Series 7), Municipal Advisor Representative (Series 50), and a Municipal Securities Representative (Series 52). Prior to joining The Sisung Group, he worked in investment banking and commercial banking roles for several regional banks.

Mr. Mayeaux currently serves as Senior Vice President for The Sisung Group. His primary duties include serving as a municipal advisor with the Capital Markets Group at Sisung Securities. He is responsible for originating and structuring taxable and tax-exempt bond investment banking transactions; for structuring and pricing of interest rate derivatives; and for developing and structuring new and unique financing structures for the firm. He is exceptionally skilled in quantitative financial analysis and complex financial structuring.

Since 1996, Mr. Mayeaux has served as investment banker or financial advisor to Louisiana governmental agencies, 501(c)(3) non-profit organizations, and for-profit businesses. For the State of Louisiana, he has served as financial advisor for state debt to the Division of Administration and as an advisor to the Louisiana Legislature regarding the valuation of licensing renewals. He is particularly focused on providing financing for capital projects for elementary, secondary and higher education clients, and has served as an advisor to all four higher education boards in Louisiana (Louisiana Community and Technical College System, Louisiana State University System, Southern University System, and University of Louisiana System).

Mr. Mayeaux has created and implemented ground-breaking financing programs for his clients, with structures including pooled financings, tax-credit bonds, and asset securitization. He has also completed numerous financings for state-sponsored special purpose economic development projects and for companies seeking taxable and tax-exempt industrial revenue bond financing. He is among the leading investment professionals in Louisiana for innovative appropriation secured Public Private Partnerships (P3) with both non-profit and for-profit partners. As advisor to the State of Louisiana, he assisted the State in negotiating its first ever P3 Energy-As-A-Service (EAAS) transaction, and in developing guidelines for the review and approval of such transactions by the Division of Administration and the Joint Legislative Committee on the Budget.

In the area of utility regulation, Mr. Mayeaux is a Certified Rate of Return Analyst by the Society of Utility and Regulatory Financial Analysts. He has served as special consultant and provided testimony to the Louisiana Public Service Commission, including providing testimony regarding credit ratings, cost of

debt and capital availability in three of the largest proposed merger and acquisition transactions for a regulated utility ever considered by the Commission.

Additionally, Mr. Mayeaux is a member of the Sisung Investment Management Services investment committee on which he specializes in municipal securities and advises on portfolio strategy.

Mr. Mayeaux will serve as a primary point of contact for the Parish. He and Mr. Schexnayder will be responsible for coordinating and managing all of our firm's resources for the Parish.



**KENT M. SCHEXNAYDER**

Mr. Schexnayder holds a Master of Business Administration degree with a concentration in finance from Southeastern Louisiana University and is a FINRA licensed General Securities Representative (Series 7) and Municipal Advisor Representative (Series 50).

As Senior Vice President of The Sisung Group, Mr. Schexnayder is responsible for analyzing, developing, implementing and maintaining financial structures for entities operating in the public and private sectors. Since joining The Sisung Group in 1997, he has amassed extensive experience in creative debt and equity structuring and quantitative analysis and has served as lead banker on numerous capital transactions throughout Louisiana and Mississippi.

Mr. Schexnayder focuses on analyzing and preparing statistical reports related to market conditions and their impact on outstanding securities issues; creating proposals for various public and private clients to present to rating agencies, insurance companies and other credit enhancement providers; structuring debt transactions; and the marketing and sale of debt securities for our clients. Mr. Schexnayder served Jefferson Parish as their lead underwriter for the past 17 years and has participated in over \$1.5 billion in various capital financings throughout the Parish. For the past several years,, Mr. Schexnayder has identified and closed refunding transactions which have saved the Parish \$14.6 million.

Additionally, he is a member of the Sisung Investment Management Services investment committee specializing in municipal securities and provides assistance in the overall marketing efforts of The Sisung Group.

Mr. Schexnayder will serve as the primary point of contact for the Parish. He and Mr. Mayeaux will be responsible for coordinating and managing all our firm's resources for the Parish.



**COURTNEY P. GUPTON**

Ms. Gupton holds a Master of Business Administration degree with a concentration in financial economics from the University of New Orleans and a Bachelor of Science degree in computer science from Southeastern Louisiana University with a minor in math. While at Southeastern Louisiana University she was named Outstanding Student of the Year and served as National President and was appointed to the Board of Directors for the National Honor Society, Gamma Beta Phi.

Ms. Gupton is licensed as a FINRA General Securities Representative (Series 7), Municipal Advisor Representative (Series 50) and a Municipal Securities Representative (Series 52). She joined the firm in 2000 and currently serves as Assistant Vice President for Capital Markets at The Sisung Group.

She has extensive experience in various facets of the securities industry and works for both the investment banking and asset management services. On the investment banking side, she is responsible for developing various analytical and comprehensive reports for universities, school boards, and governmental clients. She performs ongoing project revenue projections and assists clients in monitoring projects. She is responsible for the primary examination of client's continuing disclosure requirements and prepares and files annual continuing disclosure reports. Ms. Gupton also serves as an educator on continuing disclosure compliance for the firm's clients.

Since 2018, Ms. Gupton joined the asset management arena and handles the firm's portfolio performance evaluation and monthly reconciliation reporting for fixed income clients, performs problem identification and resolution for trading and sales, and assists with client research and account services.

#### **IV. SIZE OF FIRM AND CAPACITY FOR TIMELY COMPLETION OF THE PROJECT (10 POINTS)**

Today, SSC and its affiliates have grown to employ over 20 professionals located at offices in New Orleans. SSC is by far the largest Louisiana-based broker-dealer actively engaged in the public finance bond underwriting business and is one of the last investment firms still headquartered in Louisiana. Our professionals are committed to bringing the advanced financial tools of Wall Street to the Main Streets of Louisiana.

SSC's model of cross-training professionals in multiple disciplines of public and corporate finance serves our clients well. Our team has completed a wide variety of financing which include:

- Municipal Refundings
- Private placements
- General Obligation financing
- Sales Tax financing
- Lawfully Available Funds financing
- Limited Tax financing
- Hotel/Motel Tax financing
- Public Private Partnerships (P3)
- Utility financing
- Forward delivery financing
- Asset securitizations
- Industrial Revenue Bonds
- Pooled financing loan programs
- Lease/leaseback financing
- Variable Rate Demand Bonds
- State Aid Intercept Programs
- Letter of Credit financing
- Special assessment financing
- Parking facilities financing
- Arena and stadium financing
- Appropriation financing
- Single family housing financing
- Multi-family housing
- Healthcare financing

While key personnel are assigned to various projects, our team works in a very collaborative and fluid manner. We are committed to using all the necessary resources of the firm to complete any of the Parish's projects in a timely manner. SSC is dedicated to always being available to our clients and is proud of our responsiveness of service, along with our ability to meet our clients' deadlines.

**V. NATURE, QUANTITY AND VALUE OF JEFFERSON PARISH WORK PREVIOUSLY AND CURRENTLY BEING PERFORMED (10 POINTS)**

In Jefferson Parish, our clients have included:

- Jefferson Parish
- Jefferson Parish Finance Authority
- Jefferson Parish Law Enforcement District (Sheriff)
- Jefferson Parish School Board
- West Jefferson Levee District
- Jefferson Parish Hospital Service District No. 1 (West Jefferson Medical Center)
- Jefferson Parish Hospital Service District No. 2 (East Jefferson General Hospital)
- Greater New Orleans Expressway Commission (Causeway)
- City of Kenner
- City of Gretna
- City of Westwego
- Jefferson Facilities, Inc.

We are currently structuring and developing a plan of finance relating to the Jefferson Parish Animal Welfare Services (JPAWS) Eastbank Animal Shelter Project. We are meeting with the Administration and Council Members to explore financing options related to the Jefferson Facilities, Inc. development of the parking lot on Huey P. Long for economic development purposes. We continue to analyze the Parish's ongoing 7/8<sup>th</sup> sales tax in relation to the ongoing Road Bond Program and its remaining capacity for issuance. We are also monitoring the Parish's outstanding debt for any refunding opportunities that will produce savings for the Parish.

For the past several years, SSC has served as underwriter or placement agent on bond issues that have saved the Parish of Jefferson over \$14.6 million in present value savings.

A list of our previous services in Jefferson Parish includes:

- \$10,358,000 Louisiana Local Government Environmental Facilities and Community Development Authority, Revenue Bonds (Jefferson Culture and Parks Project) Series 2022
- \$94,785,000 Consolidated Sewerage District No. 1 of Jefferson Parish Sewer Revenue Bonds, Series 2022
- \$150,000,000 Parish School Board of the Parish of Jefferson, State of Louisiana, Hurricane Recovery Revenue Bonds, Series 2022
- \$180,780,000 Consolidated Waterworks District No. 2 of Jefferson Parish, Water Revenue & Refunding Bonds, Series 2022



- \$17,500,000 Parish School Board of the Parish of Jefferson, State of Louisiana, Limited Tax Bonds, Series 2022
- \$36,625,000 Parish School Board of the Parish of Jefferson, State of Louisiana, Taxable Limited Tax Refunding Bonds, Series 2021
- \$3,270,000 Louisiana Local Government Environmental Facilities and Community Development Authority, Parish of Jefferson, State of Louisiana, (Jefferson CPZ Beautification Project), Revenue and Refunding Bonds, Series 2020
- \$8,245,000 Louisiana Local Government Environmental Facilities & Community Development Authority, West Jefferson Park and Community Center and Playground District of the Parish of Jefferson, State of Louisiana (Parc de Families Project), Revenue and Refunding Bonds, Series 2020
- \$34,825,000 City of Kenner, State of Louisiana, Taxable Sales Tax Refunding Bonds, Series 2020
- \$139,630,651 Jefferson Parish Hospital District No. 2 (East Jefferson General Hospital), Defeasance of all outstanding debt
- \$9,500,000 City of Kenner, State of Louisiana, Department of Environmental Quality, Sales Tax Bonds (Taxable), Series 2020
- \$8,880,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (City of Gretna - Public Improvement Bonds), Series 2020
- \$12,045,000 City of Kenner, State of Louisiana, Taxable Sewer Refunding Bonds, Series 2019
- \$23,500,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Jefferson Parish GOMESA Project), Revenue Bonds, Series 2019
- \$52,635,000 / \$227,365,000 Jefferson Sales Tax District, Parish of Jefferson, State of Louisiana, Special Sales Tax Revenue Refunding Bonds, Series 2019A, Special Sales Tax Revenue Bonds, Series 2019B
- \$1,750,000 City of Kenner, State of Louisiana, Excess Revenue Certificates of Indebtedness, Series 2019 (Taxable)
- \$24,000,000 Parish School Board of the Parish of Jefferson, State of Louisiana, Sales Tax School Bonds (1/2%), Series 2018
- \$7,020,000 Parish of Jefferson, State of Louisiana, Eastbank Hotel Occupancy Tax Improvement and Refunding Bonds, Series 2018
- \$3,984,339 Jefferson Parish Home Mortgage Authority, Single Family Mortgage Revenue Refunding Bonds, Series 2007B Mortgage Sale and Bond Redemption



- \$107,815,000 Jefferson Sales Tax District, Parish of Jefferson, State of Louisiana, Special Sales Tax Revenue Bonds, Series 2017B
- \$41,675,000 Jefferson Sales Tax District, Parish of Jefferson, State of Louisiana, Special Sales Tax Revenue Refunding Bonds, Series 2017A
- \$5,360,000 City of Gretna, State of Louisiana, Sales Tax Refunding Bonds, Series 2016
- \$5,819,979 Jefferson Parish Home Mortgage Authority, Single Family Mortgage Revenue Refunding Bonds, Series 2007C Mortgage Sale and Bond Redemption
- \$3,057,315 Jefferson Parish Finance Authority, Single Family Mortgage Revenue Bonds, Series 2006D Mortgage Sale and Bond Redemption
- \$26,000,000 Jefferson Parish School Board, State of Louisiana, Sales Tax School Bonds (1/2%), Series 2016
- \$5,177,813 Jefferson Parish Finance Authority, Single Family Mortgage Revenue Bonds, Series 2006C Mortgage Sale and Bond Redemption
- \$43,010,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Jefferson Parish Projects), Revenue Refunding Bonds, Series 2016
- \$2,420,000 Jefferson Parish Economic Development and Port District, Revenue Bonds, Series 2015
- \$140,610,000 Jefferson Parish Hospital Service District No. 1 (West Jefferson Medical Center), Parish of Jefferson, State of Louisiana, Defeasance of all outstanding debt
- \$15,000,000 City of Kenner, State of Louisiana, Sales Tax Revenue Bonds (DEQ Loan), Series 2015
- \$1,000,000 City of Gretna, State of Louisiana, Limited Tax Revenue Bonds, Series 2015
- \$27,500,000 Jefferson Parish School Board, State of Louisiana, Limited Tax Bonds, Series 2015
- \$11,320,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Jefferson Recreation and Cultural Facilities Project), Revenue Refunding Bonds, Series 2015
- \$36,310,000 Jefferson Parish School Board, State of Louisiana, Sales Tax Refunding School Bonds, Series 2015
- \$7,386,566 Jefferson Parish Home Mortgage Authority, Single Family Mortgage Revenue Refunding Bonds, Series 2006B Mortgage Sale and Bond Redemption

- \$36,165,000 Jefferson Parish Sales Tax District, Special Sales Tax Revenue Refunding Bonds, Series 2015
- \$6,085,000 City of Gretna, State of Louisiana, Sales Tax Revenue Refunding Bonds, Series 2014
- \$4,010,000 Parish of Jefferson, State of Louisiana, Public Improvement Revenue Refunding Bonds, (Second Parish Court Project), Series 2014
- \$9,010,000 Parish of Jefferson, State of Louisiana, Public Improvement Revenue Refunding Bonds, (24<sup>th</sup> Judicial Court Project), Series 2014
- \$8,166,834 Jefferson Parish Home Mortgage Authority, Single Family Mortgage Revenue Refunding Bonds, Series 2005A Mortgage Sale and Bond Redemption
- \$7,545,000 Louisiana Local Government Environmental Facilities and Community Development Authority, Revenue Refunding Bonds, West Jefferson Park and Community Center and Playground District (Parc des Familles), Series 2014
- \$25,545,000 Greater New Orleans Expressway Commission, Refunding Revenue Bonds, Series 2013
- \$42,000,000 City of Kenner, State of Louisiana, Sales Tax Revenue and Revenue Refunding Bonds, Series 2013A&B
- \$6,295,000 Parish of Jefferson, State of Louisiana, Limited Tax Certificates of Indebtedness, Series 2013
- \$9,205,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Kenner Road Project), Revenue Refunding Bonds, Series 2013
- \$45,085,000 Jefferson Parish Sales Tax District, Special Sales Tax Revenue Refunding Bonds, Series 2013
- \$8,509,454.55 Parish of Jefferson Home Mortgage Authority, Single Family Mortgage Revenue Refunding Bonds, Series 2004A Sale of Mortgage Certificates
- \$7,615,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Jefferson Facilities, Inc. – Jefferson Parking Garage Project), Series 2012
- \$21,000,000 City of Kenner, State of Louisiana, Taxable Sewer Bonds, Series 2012
- \$13,380,000 Jefferson Parish Sales Tax District, Parish of Jefferson, State of Louisiana, Special Sales Tax Revenue Refunding Bonds, Series 2012 A & B
- \$119,155,000 Jefferson Parish Hospital District No. 1, Parish of Jefferson, State of Louisiana, (West Jefferson Medical Center), Hospital Revenue and Refunding Bonds, Series 2011

- \$170,000,000 Jefferson Parish Hospital District No. 2, (East Jefferson General Hospital), Hospital Revenue and Refunding Bonds, Series 2011
- \$16,000,000 Kenner Consolidated Sewerage District, State of Louisiana, Sewer Revenue Bonds, Series 2011
- \$6,230,000 Jefferson Parish, Louisiana, Sub-District No. 1 of Consolidated Recreation and Community Center and Playground District No. 2, General Obligation Refunding Bonds, Series 2011
- \$3,110,000 Jefferson Parish, Louisiana, Fire Protection District No. 7, General Obligation Refunding Bonds, Series 2011
- \$3,165,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Jefferson CPZ beautification Project), Revenue Bonds, Series 2010
- \$5,270,000 City of Gretna, State of Louisiana, Sales Tax Revenue Bonds (Public Buildings Project), Series 2009B
- \$6,500,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Jefferson Performing Arts Project), Revenue Bonds, Series 2009C
- \$25,000,000 Jefferson Parish Finance Authority, Single Family Mortgage Revenue Bonds, Series 2009-A (Escrow Bonds Only)
- \$22,000,000 City of Kenner, State of Louisiana, Taxable Sewer Bonds, Series 2009
- \$7,900,000 Greater New Orleans Expressway Commission, Revenue Bonds, Series 2009
- \$25,000,000 Jefferson Parish Hospital Service District No. 1, Parish of Jefferson, State of Louisiana, (West Jefferson Medical Center) Remarketing of Series 1998 as Fixed Rate
- \$20,275,000 Jefferson Parish Hospital Service District No. 1, Parish of Jefferson, State of Louisiana, Revenue Refunding Bonds, Series 2009A-1 & A-2
- \$66,950,000 Louisiana Local Government Environmental Facilities and Community Development Authority, Revenue and Revenue Refunding Bonds (Jefferson Parish Projects), Series 2009A & B
- \$50,000,000 Jefferson Sales Tax District, Parish of Jefferson, State of Louisiana, Special Sales Tax Revenue Bonds, Series 2009A (Taxable Build America Bonds)
- \$109,290,000 Jefferson Sales Tax District, Parish of Jefferson, State of Louisiana, Special Sales Tax Revenue Refunding Bonds, Series 2009B
- \$10,000,000 Jefferson Parish Finance Authority, Single Family Mortgage Revenue Bonds, Series 2008B (Taxable)

- \$55,000,000 Jefferson Parish Hospital District No. 1 (West Jefferson Medical Center), Parish of Jefferson, State of Louisiana, Hospital Revenue Refunding Bonds, Series 2008B-1 & B-2
- \$30,000,000 Jefferson Parish Finance Authority, Single Family Mortgage Revenue Bonds, Series 2007C
- \$75,000,000 Jefferson Sales Tax Parish, Parish of Jefferson, State of Louisiana, Special Sales Tax Revenue Bonds, Series 2007B
- \$20,000,000 Jefferson Parish Finance Authority, Single Family Mortgage Revenue Bonds, Series 2007B
- \$17,000,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Jefferson Recreation and Cultural Project), Revenue Bonds, Series 2007
- \$100,340,000 Jefferson Sales Tax Parish, Special Sales Tax Revenue Refunding Bonds, Series 2007
- \$150,000,000 Jefferson Parish Finance Authority, Single Family Mortgage Revenue Bonds, Series 2007A
- \$20,000,000 Jefferson Parish Finance Authority, Single Family Mortgage Revenue Bonds, Series 2006D
- \$20,000,000 Jefferson Parish Finance Authority, Single Family Mortgage Revenue Bonds, Series 2006C
- \$58,247,500 Jefferson Parish Hospital Parish No. 1, Parish of Jefferson, State of Louisiana, (West Jefferson Medical Center), Swap Transaction I & II
- \$30,000,000 Jefferson Parish Finance Authority, Single Family Mortgage Revenue Bonds, Series 2006B
- \$30,000,000 Jefferson Parish Finance Authority, Single Family Mortgage Revenue Bonds, Series 2006A
- \$100,000,000 Jefferson Finance Authority, Single Family Mortgage Revenue Bonds, Series 2005B
- \$20,000,000 Parish of Jefferson Home Mortgage Authority, Single Family Mortgage Revenue Refunding Bonds, Series 2005A
- \$80,000,000 Jefferson Sales Tax Parish, Parish of Jefferson, State of Louisiana, Special Sales Tax Revenue Bonds, Series 2005

**VI. CONFLICT OF INTEREST AND REGULATORY ISSUES INCLUDING, BUT NOT LIMITED TO, VIOLATIONS OF FEDERAL, STATE OR LOCAL REGULATIONS/LAWS WITHIN THE PAST TEN YEARS, PENDING OR CURRENT LITIGATION, OR ARRANGEMENTS WITH OTHER FIRMS THAT COULD POSE A CONFLICT (10 POINTS)**

SSC has no conflicts of interest or regulatory issues, or violations of federal, state, or local regulations/laws within the past ten years. Additionally, SSC is not party to any pending or current litigation, nor arrangements with other firms that could pose a conflict. SSC's affiliated registered investment advisor, Sisung Investment Management Services Inc. ("SIMS"), currently serves as the Parish's investment manager.

## **VII. NATURE, QUALITY AND VALUE OF WORK FOR OTHER PUBLIC ENTITIES (10 POINTS)**

SSC has a long history of providing superior financial services to governmental entities and has participated in raising billions of dollars for almost every type of governmental issuer. The following list demonstrates the diverse types of transactions, the various public agencies, and many issuers that SSC has represented in the last 10 years, solidifying the deal experience of our firm.

- \$29,820,000 Louisiana Public Facilities Authority, Taxable Revenue Refunding Bonds, Series 2022, (University of New Orleans Research & Technology Foundation - Student Housing Project)
- \$46,210,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (University of Louisiana Monroe Facilities, Inc. Project)
- \$55,000,000 Caddo-Bossier Parishes Port Commission, (Teal Jones-Plain Dealing, LLC Project), Taxable Revenue Bonds, Series 2022
- \$7,500,000 South Lafourche Levee District, Taxable Hurricane Recovery Revenue Bonds, Series 2022
- \$26,495,000 Terrebonne Levee and Conservation District, Taxable Hurricane Recovery Revenue Bonds, Series 2022
- \$50,000,000 Terrebonne Parish Consolidated Government, Taxable Hurricane Recovery Revenue Bonds, Series 2022
- \$11,250,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (McNeese State University Student Housing - Cowboy Facilities Inc Project) Series 2022
- \$11,020,000 Louisiana Local Government Environmental Facilities and Community Development Authority (McNeese State University Student Parking - Cowboy Facilities Inc Project) Series 2021 (Refunding the 2011 Bonds)
- \$41,550,000 Louisiana Public Facilities Authority, Revenue Bonds & Taxable Revenue Bonds, (BBR Schools - Mattered & Mid City Campus)
- \$8,000,000 Pointe Coupee Waterworks District No 1, Water Utility Revenue Bonds, Series 2021
- \$10,855,000 Evangeline Parish Road and Drainage Sales Tax District No. 1, Taxable Sales Tax Revenue Refunding Bonds, Series 2021
- \$18,550,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Ragin Cajun Facilities, Inc. - Lewis Street Parking Garage Project), Revenue Refunding Bonds, Series 2021

- \$17,380,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Ragin Cajun Facilities, Inc. - Athletics Project), Revenue Refunding Bonds, Series 2021
- \$14,550,000 Louisiana Local Government Environmental Facilities and Community Development Authority (Ragin Cajun Facilities, Inc. - Student Union / University Facilities Project), Revenue Refunding Bonds, Series 2021
- \$46,210,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (University of Louisiana Monroe Facilities, Inc. Project), Revenue Bonds, Series 2004A and Series 2004C
- \$150,770,000 Louisiana Local Government Environmental Facilities and Community Development Authority, Taxable Revenue Refunding Bonds, Series 2021, (LCTCS Act 360 Project)
- \$6,000,000 Parish of Terrebonne, State of Louisiana, Public Library Sales Tax Bonds, Series 2021
- \$2,500,000 Parish of Pointe Coupee, Sales Tax Refunding Bonds, Series 2021
- \$11,460,000 Louisiana Public Facilities Corporation, (Mentorship STEAM Academy Project), Revenue Bonds, Series 2021A and Taxable Revenue Bonds, Series 2021B
- \$8,095,000 Caddo-Bossier Parishes Port Commission, Limited Tax Revenue Bonds, Series 2021
- \$5,000,000 Town of Mamou, Louisiana, Utility Revenue Bonds, Series 2021
- \$124,115,000 City of Bossier City, State of Louisiana, Taxable Utilities Revenue Refunding Bonds, Series 2021
- \$38,060,000 Louisiana Local Government Environmental Facilities and Community Development Authority (City of Bossier City Project), Revenue Refunding Bonds, Series 2021
- \$29,000,000 Louisiana Local Government Environmental Facilities and Community Development Authority (City of New Orleans GOMESA Project), Revenue Bonds, Series 2021
- \$3,800,000 City of Oakdale, Louisiana, Water Revenue Bonds, Series 2021
- \$3,140,000 City of Oakdale, Louisiana, Sewer Revenue Bonds, Series 2021
- \$8,415,000 Louisiana Local Government Environmental Facilities and Community Development Authority (Nicholls State University Student Recreation Center / NSU Facilities Corporation Project) Revenue Refunding Bonds, Series 2021
- \$22,135,000 Louisiana Correctional Facilities Corporation, Lease Revenue Bonds, Series 2021, (Office of Juvenile Justice Project)



- \$5,500,000 Louisiana Local Government Environmental Facilities & Community Development Authority, University of Louisiana Monroe Facilities, Inc. Student HUB Project, Series 2020
- \$7,605,000 Board of Supervisors for the University of Louisiana System, University of New Orleans Tax Exempt Bonds (ERP Software), Series 2020
- \$33,385,000 Parish of Terrebonne, State of Louisiana, Public Improvement Sales Tax Revenue Bonds, Series 2020A, Taxable Public Improvement Sales Tax Revenue Refunding Bonds, Series 2020B and Public Improvement Sales Tax Revenue Refunding Bonds, Series 2020C
- \$20,535,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Southeastern Louisiana University Student Union - University Facilities, Inc. Project), Series 2020
- \$5,000,000 St. Landry Parish Government, Taxable Revenue Bonds, Series 2020
- \$103,595,000 Terrebonne Levee and Conservation District, Taxable Public Improvement Sales Tax Refunding Bonds, Series 2020A and Public Improvement Sales Tax Revenue and Refunding Bonds, Series 2020B
- \$8,026,000 City of Opelousas, Utility Revenue Refunding Bonds, Series 2020C
- \$2,627,000 City of Opelousas, Louisiana, Public Improvement Sales Tax Refunding Bonds, Series 2020
- \$4,000,000 St. John the Baptist Parish Law Enforcement District, Limited Tax Revenue Bonds, Series 2020
- \$49,145,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Louisiana Tech University Student Housing / Innovative Student Facilities, Inc. Project), Revenue Bonds, Series 2020
- \$38,175,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (BRCC Facilities Corporation Project), Series 2020
- \$4,650,000 City of Opelousas, Utility Revenue Bonds, Series 2020
- \$23,540,000 Louisiana Public Facilities Authority, (Lake Charles College Prep Project), Revenue Bonds, Series 2019A/B
- \$16,630,000 Louisiana Local Government Environmental Facilities and Community Development Authority, Revenue Bonds, Series 2019, (LCTCS Act 360 Project)
- \$10,000,000 Terrebonne Levee and Conservation District, Revenue Bonds, Series 2019
- \$2,500,000 Pointe Coupee Parish Government, Limited Tax Bonds, Series 2019



- \$1,000,000 St. Landry Parish, State of Louisiana, Revenue Anticipation Notes, Series 2019
- \$2,600,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Ragin Cajun Facilities Inc. - University of Louisiana at Lafayette Cajundome Project), Series 2019
- \$26,285,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Provident Group - ULM Properties), Series 2019 A & B
- \$58,065,000 City of Lafayette, State of Louisiana, Utilities Revenue Bonds, Series 2019
- \$26,070,000 City of Lafayette, State of Louisiana, Public Improvement Sales Tax Bonds, Series 2019A
- \$11,960,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Southeastern Louisianan University - University Facilities, Inc. Project), Revenue Refunding Bonds, Series 2019
- \$66,830,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (LCTCS Act 360), Revenue Bonds, Series 2018
- \$16,855,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Terrebonne Parish GOMESA Project) Revenue Bonds, Series 2018
- \$60,000,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (City of Bossier City, Louisiana Project), Revenue Bonds, Series 2018
- \$38,755,000 City of Lafayette, State of Louisiana, Sales Tax Refunding Bonds, Series 2018 A & B
- \$2,000,000 Allen Parish Hospital Service District No. 3, Hospital Revenue Bonds, Series 2018
- \$32,180,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Northwestern State University Student Housing Project), Rate Reset and amended fourth supplemental indenture on the Series 2004 & 2007 Bonds
- \$675,000 City of Leesville, Louisiana, Excess Revenue Notes
- \$2,500,000 Town of Duson, Louisiana, Sales Tax Bonds (Road Project), Series 2018
- \$2,000,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (University of Louisiana Monroe Facilities, Inc. - Brown Stadium Project), Series 2018
- \$1,500,000 St. Landry Parish Government, Revenue Anticipation Notes, Series 2018

- \$55,737,854.10 Parish of Terrebonne, State of Louisiana, (Morganza Levee Improvement Projects), Taxable Refunding Bonds, Series 2018A & Sales Tax Bonds, Series 2018B
- \$15,170,000 Parish of Terrebonne, State of Louisiana, Sales Tax Bonds (Drainage Projects), Series 2018
- \$47,410,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Ragin' Cajun Facilities, Inc. – Student Housing and Parking Project), Revenue Bonds, Series 2018
- \$5,000,000 Allen Parish Law Enforcement District, Taxable Revenue Bonds, Series 2017
- \$1,100,000 City of Ville Platte, Louisiana, Taxable Utility Revenue Bonds, Series 2017
- \$32,380,000 Louisiana Local Government Environmental Facilities and Community Development Authority, Nicholls State University Student Housing / NSU Facilities Corporation Project, Remarketing of Series 2007B Bonds
- \$10,065,000 Louisiana Local Government Environmental Facilities and Community Development Authority, Nicholls State University Student Housing / NSU Facilities Corporation Project, Fixed Rate Revenue Refunding Bonds, Series 2017A
- \$10,000,000 Terrebonne Levee & Conservation District, Revenue Bonds, Series 2017
- \$20,770,000 Louisiana Local Government Environmental Facilities and Community Development Authority, Revenue Bonds, (LCTCS Act 360 Project), Series 2017
- \$22,750,000 Louisiana Local Government Environmental Facilities and Community Development Authority, Revenue Refunding Bonds, (Delta Campus Facilities Corporation Project), Series 2017
- \$88,590,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (LCTCS Act 391 Project), Revenue Refunding Bonds, Series 2017
- \$54,295,000 New Orleans Aviation Board, General Airport Revenue Refunding Bonds, Series 2017D-1 & 2017D-2
- \$1,500,000 St. Landry Parish, Revenue Anticipation Notes, Series 2017A
- \$6,450,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (City of Bossier City, Louisiana Projects) Revenue Bonds, Series 2017
- \$11,460,000 City of Lafayette, Louisiana, Public Improvement Sales Tax Refunding Bonds, Series 2017A
- \$4,000,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (University of Louisiana Monroe, Inc. – Brown Stadium Project), Series 2017

- \$366,395,000 New Orleans Aviation Board, General Airport Revenue Bonds, Series 2017 A, B & C
- \$35,465,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Southeastern Louisiana University Student Housing / University Facilities, Inc. Project), Revenue Bonds, Series 2017
- \$15,000,000 City of Bossier City, State of Louisiana, Public Improvement Sales Tax Revenue Bonds, Series ST-2017
- \$95,945,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Ragin' Cajun Facilities, Inc. – Student Housing and Parking Project), Revenue Refunding Bonds, Series 2017
- \$3,000,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (St. Landry Parish Schools Project), School Improvement Revenue Bonds, Series 2016
- \$1,000,000 Law Enforcement District of Evangeline Parish, Revenue Anticipation Notes, Series 2016
- \$400,000 Acadia Fire Protection District, Certificates of Indebtedness, Series 2016
- \$36,395,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Louisiana Tech University Student Housing / Innovative Student Facilities, Inc. Project), Revenue Bonds, Series 2016
- \$11,005,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Ragin' Cajun Facilities, Inc. – Cajundome & Convention Center Project), Revenue & Refunding Bonds, Series 2016
- \$8,885,000 St. John the Baptist Law Enforcement District, Limited Tax Revenue Bonds, Series 2016
- \$4,000,000 City of Bossier, State of Louisiana, Public Improvement Sales Tax Bonds, Series 2016
- \$4,000,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Louisiana Tech University Student Housing / Innovative Student Facilities, Inc. Project), Taxable Subordinate Revenue Bonds, Series 2016B
- \$1,046,000 Pointe Coupee Waterworks District No. 1, Waterworks Revenue Refunding Bonds, Series 2016
- \$6,000,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (University of Louisiana Monroe Facilities, Inc. / Student Center Project) Revenue Bonds, Series 2016
- \$13,300,000 City of Bossier City, State of Louisiana, Public Improvement Sales Tax Refunding Bonds, Series 2016B (Taxable)

- \$5,975,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Nicholls State University Student Facilities / NSU Facilities Corporation Project), Revenue Refunding Bonds, Series 2016A&B
- \$4,030,000 City of Bossier, State of Louisiana, Public Improvement Sales Tax Refunding Bonds, Series 2105
- \$43,020,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Louisiana Tech Student Housing / Innovative Student Facilities, Inc. Project), Revenue Refunding Bonds, Series 2105
- \$15,000,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (City of Bossier City, Louisiana Project), Revenue Bonds, Series 2015A
- \$18,500,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Ragin' Cajun Facilities, Inc. – Cajundome Project), Series 2015
- \$35,000,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (City of Bossier City, Louisiana Project), Revenue Bonds, Series 2015
- \$1,500,000 Allen Parish Police Jury, Limited Tax Library Revenue Bonds, Series 2015
- \$1,500,000 Evangeline Parish Communication District, Revenue Bonds, Series 2015
- \$565,325,000 New Orleans Aviation Board, General Airport Revenue Bonds, Series 2015A&B
- \$80,460,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (City of Bossier City, Louisiana Project), Revenue Refunding Bonds, Series 2015
- \$3,800,000 Louisiana Correctional Facilities Corporation, (Prison Enterprise Project), Lease Revenue Bonds, Series 2015
- \$7,035,000 Madison Parish School Board, Sales Tax Revenue Refunding Bonds, Series 2015
- \$128,330,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (LCTCS Act 360 Project), Revenue Bonds, Series 2014
- \$300,000 Allen Parish Hospital Service District No. 3, Certificates of Indebtedness, Series 2104
- \$114,070,000 City of Bossier City, State of Louisiana, Utility Revenue Refunding Bonds, Series 2014
- \$14,945,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (City of Bossier City), Revenue Bonds, Series 2014
- \$62,500,000 Road District No. 1 of the Parish of St. Landry, State of Louisiana, Sales Tax Revenue Bonds, Series 2014

- \$5,560,000 Madison Parish School Board, General Obligation Bonds, Series 2014
- \$9,080,000 Madison Parish School Board, General Obligation Bonds, Series 2013
- \$28,620,000 Road and Drainage Sales Tax District No. 1 of the Parish of Evangeline, State of Louisiana, Sales Tax Revenue Bonds, Series 2013
- \$23,605,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Ragin; Cajun Facilities, Inc. – Athletic Facilities Project), Revenue Bonds, Series 2013
- \$25,205,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Ragin' Cajun Facilities, Inc. – Lewis Street Parking Garage Project), Revenue Bonds, Series 2013
- \$40,910,000 Louisiana Local Government Environmental Facilities and Community Development Authority, (Southeastern Louisiana University Student Housing / University Facilities, Inc. Project), Revenue Refunding Bonds, Series 2013
- \$5,500,000 Allen Parish Law Enforcement District, Revenue Bonds, Series 2013

## VIII. EVIDENCE OF FIRM REPRESENTATIVES WITH 5 YEARS' EXPERIENCE IN UNDERWRITING/PLACEMENT AGENT SERVICES

<p><b>KENT MATTHEW SCHEXNAYDER</b></p> <p>CRD#: 3074481</p> <p>SISUNG SECURITIES CORPORATION    CRD#: 25752  NEW ORLEANS, LA 70170 +1</p> <p>B Broker <i>Regulated by FINRA</i></p> <p>Disclosures  No</p> <p>Years of Experience <u>24</u></p> <p>MORE DETAILS</p>	<p><b>JOHN ELLIS MAYEAUX</b></p> <p>CRD#: 2993410</p> <p>SISUNG SECURITIES CORPORATION    CRD#: 25752  NEW ORLEANS, LA 70170 +1</p> <p>B Broker <i>Regulated by FINRA</i></p> <p>Disclosures  No</p> <p>Years of Experience <u>23</u></p> <p>MORE DETAILS</p>	<p><b>LAWRENCE JOHN SISUNG III</b>  (LAWRENCE JOHN PUNT)</p> <p>CRD#: 1790087</p> <p>SISUNG SECURITIES CORPORATION    CRD#: 25752  NEW ORLEANS, LA 70170 +1</p> <p>B Broker <i>Regulated by FINRA</i>  IA Investment Adviser</p> <p>Disclosures  No</p> <p>Years of Experience <u>34</u></p> <p>MORE DETAILS</p>
<p><b>COURTNEY PAYNE GUPTON</b>  (COURTNEY BROOKE PAYNE)</p> <p>CRD#: 4550265</p> <p>SISUNG SECURITIES CORPORATION    CRD#: 25752  NEW ORLEANS, LA 70170 +1</p> <p>B Broker <i>Regulated by FINRA</i></p> <p>Disclosures  No</p> <p>Years of Experience <u>20</u></p> <p>MORE DETAILS</p>		

Source: FINRA [BrokerCheck](https://finra.org) - Find a broker, investment or financial advisor (finra.org)

See Appendix B for additional information.

## IX. SUMMARY

SSC's distinctive style encourages personal service from our professionals. Our firm offers Jefferson Parish the most experienced professionals available for its debt restructuring or new issuance. We foster a team approach both in-house and within the financial community. It is important for our firm to convey a "work together attitude" to collaborate with the Parish and the finance team and work towards the fundamental success of the assignment. It is with considerable confidence that we make our commitment to our clients. We provide financial services characterized by a measure of skill, efficiency, and integrity unsurpassed by any firm.

We pledge to provide the highest level of 1) research and analysis of Jefferson Parish's debt to find opportunities for meaningful savings in refunding or restructuring existing debt obligations; 2) research and analysis of the various Parish revenues to determine if they can support new debt which can be committed to provide new or additional Parish services; and 3) underwriting/placement agent services relative to the issuance of bonds or notes to the Parish. The combination of our experience with the Parish's financings, our national expertise in tax-exempt/taxable financing, our reputation for exceptional quality, and our strong local presence, prove SSC has the unparalleled qualifications the Parish is seeking. We look forward to the opportunity to continue serving the Parish as underwriter/placement agent on future transactions.

*Please direct any questions regarding this  
Statement of Qualifications to Kent Schexnayder at 504-544-7700.*

# **APPENDIX A PROFESSIONAL SERVICES QUESTIONNAIRE**



## **General Professional Services Questionnaire Instructions**

- The General Professional Services Questionnaire shall be used for all professional services except outside legal services and architecture, engineering, or survey projects.
- **The General Professional Services Questionnaire should be completely filled out. Complete and attach ALL sections. Insert “N/A” or “None” if a section does not apply or if there is no information to provide.**
- Questionnaire must be signed by an authorized representative of the Firm. Failure to sign the questionnaire shall result in disqualification of proposer pursuant to J.P. Code of Ordinances Sec. 2-928.
- All subcontractors must be listed in the appropriate section of the Questionnaire. Each subcontractor must provide a complete copy of the General Professional Services Questionnaire, applicable licenses, and any other information required by the advertisement. Failure to provide the subcontractors' complete questionnaire(s), applicable licenses, and any other information required by the advertisement shall result in disqualification of proposer pursuant to J.P. Code of Ordinances Sec. 2-928.
- If additional pages are needed, attach them to the questionnaire and include all applicable information that is required by the questionnaire.

## General Professional Services Questionnaire

**A. Project Name and Advertisement Resolution Number:**

Statements of Qualifications from firms/individuals interested in contracting with the Parish of Jefferson to provide underwriting/placement agent services relative to the issuance of bonds/notes and to assist with other various refunding opportunities. (Parishwide) Resolution #:141132; SOQ #23-003

**B. Firm Name & Address:**

Sisung Securities Corporation  
201 St. Charles Avenue, Suite 4240  
New Orleans, Louisiana 70170

(504) 544-7700 Telephone  
(504) 544-7701 Facsimile

**C. Name, title, & contact information of Firm Representative, as defined in Section 2-926 of the Jefferson Parish Code of Ordinances, with at least five (5) years of experience in the applicable field required for this Project:**

Kent M. Schexnayder, Senior Vice President  
Telephone: (504) 544-7700  
Email: Kent@sisung.com

**D. Address of principal office where Project work will be performed:**

Sisung Securities Corporation  
201 St. Charles Avenue, Suite 4240  
New Orleans, Louisiana 70170

**E. Is this submittal by a JOINT-VENTURE? Please check:**

YES ☐ NO ☒

If marked "No" skip to Section H. If marked "Yes" complete Sections F-G.

**F. If submittal is by JOINT-VENTURE, list the firms participating and outline specific areas of responsibility (including administrative, technical, and financial) for each firm. Please attach additional pages if necessary.**

1.  
N/A

2.

## General Professional Services Questionnaire

G. Has this JOINT-VENTURE previously worked together? Please check: YES ☐ NO ☒

H. List all subcontractors anticipated for this Project. Please note that all subcontractors must submit a fully completed copy of this questionnaire, applicable licenses, and any other information required by the advertisement. See Jefferson Parish Code of Ordinances, Sec. 2-928(a)(3). Please attach additional pages if necessary.

Name & Address:	Specialty:	Worked with Firm Before (Yes or No):
1. N/A	N/A	N/A
2.		
3.		
4.		
5.		

## **General Professional Services Questionnaire**

<b>I. Please specify the total number of support personnel that may assist in the completion of this Project:</b> <div style="border-bottom: 1px solid black; width: 100px; margin-top: 5px;">20 Total Personnel</div>
<b>J. List any professionals that may assist in the completion of this Project. If necessary, please attach additional documentation that demonstrates the employment history and experience of the Firm's professionals that may assist in the completion of this Project (i.e. resume). Please attach additional pages if necessary.</b>
<b>PROFESSIONAL NO. 1</b>
<b>Name &amp; Title:</b>
Lawrence J. Sisung, III, Director
<b>Name of Firm with which associated:</b>
Sisung Securities Corporation 201 St. Charles Avenue, Suite 4240 New Orleans, Louisiana 70170
<b>Description of job responsibilities:</b>
Underwriter/Placement Agent Services - issuance of bond/notes and assistance with other various refunding opportunities
<b>Years' experience with this Firm:</b>
34 Years of experience
<b>Education: Degree(s)/Year/Specialization:</b>
Refer to Proposal - Individual Resume
<b>Other experience and qualifications relevant to the proposed Project:</b>
Mr. Sisung holds a Masters of Business Administration Degree with a concentration in Economics, is a FINRA licensed Municipal Securities Principal, General Securities Principal, Financial Securities Principal, and Municipal Advisor Representative, is licensed by the Louisiana Real Estate Commission, and is licensed by the Louisiana Insurance Commission. Mr. Sisung was born, raised and currently lives in Jefferson Parish and has spent the last thirty plus years representing governmental agencies and 501c3 municipal bond issuers at the local, state and federal levels. Mr. Sisung's experience and understanding of Jefferson Parish's municipal bond portfolio, resources and assets and how they relate to meeting the short and long-term capital needs is based upon 34 years of creating detailed quantitative analysis, structuring, restructuring, and refunding approximately \$1.5 billion dollars of Jefferson Parish debt, working with almost every source of revenue available to Jefferson Parish and representing Jefferson Parish's capital requirements and financial position to state agencies, every rating agency, and every major municipal bond insurer in the market today.

## **General Professional Services Questionnaire**

<b>PROFESSIONAL NO. 2</b>
<b>Name &amp; Title:</b>
Kent M. Schexnayder, Senior Vice President
<b>Name of Firm with which associated:</b>
Sisung Securities Corporation 201 St. Charles Avenue, Suite 4240 New Orleans, Louisiana 70170
<b>Description of job responsibilities:</b>
Underwriter/Placement Agent Services - issuance of bond/notes and assistance with other various refunding opportunities
<b>Years' experience with this Firm:</b>
24 years of experience
<b>Education: Degree(s)/Year/Specialization:</b>
Refer to Proposal - Individual Resume
<b>Other experience and qualifications relevant to the proposed Project:</b>
Mr. Schexnayder currently serves as Vice President and is responsible for analyzing, developing, implementing and maintaining financial structures for the public and private market sectors. Mr. Schexnayder holds a Masters of Business Administration Degree with a concentration in Finance from Southeastern Louisiana University, is a FINRA licensed General Securities Representative and Municipal Securities Representative. Since joining the firm in 1998, he has amassed extensive knowledge and experience in creative debt structuring and quantitative analysis. Mr. Schexnayder served Jefferson Parish as their lead underwriter for the past 13 years and has participated in over \$1 billion in various capital financings throughout the Parish. Over the past several years, Mr. Schexnayder has identified and closed refunding transactions which have saved the Parish \$14.6 million. He is responsible for analyzing and preparing statistical reports relating to market conditions and their impact on outstanding public debt issues. He is also responsible for creating proposals for various public and private clients to present to rating agencies, municipal insurance companies, and other credit enhancement providers. Mr. Schexnayder has also prepared and coordinated numerous investment packages on debt structures for various funds. Additionally, he is a member of the Sisung Investment Management Services investment committee specializing in municipal securities and provides assistance in the overall marketing efforts of The Sisung Group.

## **General Professional Services Questionnaire**

<b>PROFESSIONAL NO. 3</b>
<b>Name &amp; Title:</b>
John Mayeaux, Senior Vice President
<b>Name of Firm with which associated:</b>
Sisung Securities Corporation 201 St. Charles Avenue, Suite 4240 New Orleans, Louisiana 70170
<b>Description of job responsibilities:</b>
Underwriter/Placement Agent Services - issuance of bond/notes and assistance with other various refunding opportunities
<b>Years' experience with this Firm:</b>
23 years of experience
<b>Education: Degree(s)/Year/Specialization:</b>
Refer to Proposal - Individual Resume
<b>Other experience and qualifications relevant to the proposed Project:</b>
Mr. Mayeaux holds a Masters of Business Administration degree with a concentration in finance in addition to a Bachelor of Science degree in computer science, both from Tulane University. He is a FINRA licensed General Securities Representative (Series 7), a Municipal Securities Representative (Series 52) and Municipal Advisor Representative (Series 50). Prior to joining Sisung Securities, Mr. Mayeaux worked in investment banking and commercial banking roles for several regional banks. Mr. Mayeaux currently serves as Senior Vice President in the Capital Markets Group at Sisung Securities. He is responsible for originating taxable and tax-exempt bond investment backing transactions; for structuring and pricing of interest rate derivatives; and for developing and structuring new and unique financing structures for the firm. He is exceptionally skilled in quantitative financial analysis and complex financial structuring. Mr. Mayeaux has served as investment banker or financial advisor to Louisiana governmental agencies, 501(c)(3) non-profit organizations, and for-profit business since 1996. Mr. Mayeaux has created and implemented ground-breaking financing programs for his clients, with structures including pooled financings, tax-credit bonds, and asset securitization. He has also completed numerous financings for state-sponsored special purpose economic development projects and for companies seeking taxable and tax-exempt industrial revenue bond financing. He is among the leading investment professionals in Louisiana for innovative lease/appropriation secured 501(c)(3) non-profit financings. Additionally, Mr. Mayeaux is a member of the Sisung Investment Management Services investment committee on which he specializes in municipal securities.

## **General Professional Services Questionnaire**

<b>PROFESSIONAL NO. 4</b>
<b>Name &amp; Title:</b>
Courtney P. Gupton, Assistant Vice President
<b>Name of Firm with which associated:</b>
Sisung Securities Corporation 201 St. Charles Avenue, Suite 4240 New Orleans, Louisiana 70170
<b>Description of job responsibilities:</b>
Underwriter/Placement Agent Services - issuance of bond/notes and assistance with other various refunding opportunities
<b>Years' experience with this Firm:</b>
20 years experience
<b>Education: Degree(s)/Year/Specialization:</b>
Refer to Proposal - Individual Resume
<b>Other experience and qualifications relevant to the proposed Project:</b>
Ms. Gupton holds a Master of Business Administration degree with a concentration in finance from the University of New Orleans and a Bachelor of Science degree in computer science from Southeastern Louisiana University. Ms. Gupton is licensed as a FINRA General Securities Representative (Series 7), Municipal Advisor Representative (Series 50), Municipal Securities Representative (Series 52) and currently serves as assistant vice president for Capital Markets at The Sisung Group. She has extensive experience in various facets of the securities industry and works for both the investment banking and asset management services. On the investment banking side, she is responsible for developing various analytical and comprehensive reports for universities, school boards, and governmental clients. She performs ongoing project revenue projections and assists clients in monitoring projects. She is responsible for the primary examination of client's continuing disclosure requirements and prepares and files annual continuing disclosure reports. Ms. Gupton also serves as an educator on continuing disclosure compliance for the firm's clients. Since 2018, Ms. Gupton joined the asset management arena and handles the firm's portfolio performance evaluation and monthly reconciliation reporting for fixed income clients, performs problem identification and resolution for trading and sales, and assists with client research and account services.

## General Professional Services Questionnaire

<b>PROFESSIONAL NO. 5</b>
<b>Name &amp; Title:</b>
N/A
<b>Name of Firm with which associated:</b>
<b>Description of job responsibilities:</b>
<b>Years' experience with this Firm:</b>
<b>Education: Degree(s)/Year/Specialization:</b>
<b>Other experience and qualifications relevant to the proposed Project:</b>



## General Professional Services Questionnaire

**K. List all prior projects that best illustrate the Firm's qualifications relevant to this Project. Please include any and all work performed for Jefferson Parish. Please attach additional pages if necessary.**

<b>PROJECT NO. 1</b>	
<b>Project Name, Location and Owner's contact information:</b>	<b>Description of Services Provided:</b>
<p>\$10,358,000 Louisiana Local Government Environmental Facilities and Community Development Authority, Revenue Bonds (Jefferson Culture and Parks Project) Series 2022</p> <p>Parish of Jefferson Mr. Timothy Palmatier 200 Derbigny Street Gretna, LA 70053 504-364-2767</p>	<p>Placement Agent</p>
<b>Length of Services Provided:</b>	<b>Cost of Services Provided:</b>
<p>2017-present</p>	<p>\$56,969.00</p>

<b>PROJECT NO. 2</b>	
<b>Project Name, Location and Owner's contact information:</b>	<b>Description of Services Provided:</b>
<p>\$94,785,000 Consolidated Sewerage District No. 1 of Jefferson Parish Sewer Revenue Bonds, Series 2022</p> <p>Parish of Jefferson Mr. Timothy Palmatier 200 Derbigny Street Gretna, LA 70053 504-364-2767</p>	<p>Underwriter</p>
<b>Length of Services Provided:</b>	<b>Cost of Services Provided:</b>
<p>2017-present</p>	<p>\$464,446.50</p>

## General Professional Services Questionnaire

<b>PROJECT NO. 3</b>	
<b>Project Name, Location and Owner's contact information:</b>	<b>Description of Services Provided:</b>
<p>\$180,780,000 Consolidated Waterworks District No. 2 of Jefferson Parish, Water Revenue &amp; Refunding Bonds, Series 2022</p> <p>Parish of Jefferson Mr. Timothy Palmatier 200 Derbigny Street Gretna, LA 70053 504-364-2767</p>	<p>Underwriter</p>
<b>Length of Services Provided:</b>	<b>Cost of Services Provided:</b>
<p>2017-present</p>	<p>\$885,822.00</p>

<b>PROJECT NO. 4</b>	
<b>Project Name, Location and Owner's contact information:</b>	<b>Description of Services Provided:</b>
<p>\$3,270,000 Louisiana Local Government Environmental Facilities and Community Development Authority, Parish of Jefferson, State of Louisiana, (Jefferson CPZ Beautification Project), Revenue and Refunding Bonds, Series 2020</p> <p>Parish of Jefferson Mr. Timothy Palmatier 200 Derbigny Street Gretna, LA 70053 504-364-2767</p>	<p>Underwriter</p>
<b>Length of Services Provided:</b>	<b>Cost of Services Provided:</b>
<p>2017-present</p>	<p>\$26,160.00</p>

## General Professional Services Questionnaire

<b>PROJECT NO. 5</b>	
<b>Project Name, Location and Owner's contact information:</b>	<b>Description of Services Provided:</b>
<p>\$8,245,000 Louisiana Local Government Environmental Facilities &amp; Community Development Authority, West Jefferson Park and Community Center and Playground District of the Parish of Jefferson, State of Louisiana (Parc de Families Project), Revenue and Refunding Bonds, Series 2020</p> <p>Parish of Jefferson Mr. Timothy Palmatier 200 Derbigny Street Gretna, LA 70053 504-364-2767</p>	Underwriter
<b>Length of Services Provided:</b>	<b>Cost of Services Provided:</b>
2017-present	\$65,960.00

<b>PROJECT NO. 6</b>	
<b>Project Name, Location and Owner's contact information:</b>	<b>Description of Services Provided:</b>
<p>\$139,630,651 Jefferson Parish Hospital District No. 2 (East Jefferson General Hospital), Defeasance of all outstanding debt</p> <p>Parish of Jefferson Mr. Timothy Palmatier 200 Derbigny Street Gretna, LA 70053 504-364-2767</p>	Escrow Structuring Agent
<b>Length of Services Provided:</b>	<b>Cost of Services Provided:</b>
2017-present	\$50,000.00

## General Professional Services Questionnaire

PROJECT NO. 7	
Project Name, Location and Owner's contact information:	Description of Services Provided:
\$52,635,000 / \$227,365,000 Jefferson Sales Tax District, Parish of Jefferson, State of Louisiana, Special Sales Tax Revenue Refunding Bonds, Series 2019A, Special Sales Tax Revenue Bonds, Series 2019B  Parish of Jefferson Mr. Timothy Palmatier 200 Derbigny Street Gretna, LA 70053 504-364-2767	Underwriter
Length of Services Provided:	Cost of Services Provided:
2017-present	\$1,372,000.00

PROJECT NO. 8	
Project Name, Location and Owner's contact information:	Description of Services Provided:
\$7,020,000 Parish of Jefferson, State of Louisiana, Eastbank Hotel Occupancy Tax Improvement and Refunding Bonds, Series 2018  Parish of Jefferson Mr. Timothy Palmatier 200 Derbigny Street Gretna, LA 70053 504-364-2767	Placement Agent
Length of Services Provided:	Cost of Services Provided:
2017-present	\$35,000.00

## General Professional Services Questionnaire

<b>PROJECT NO. 9</b>	
<b>Project Name, Location and Owner's contact information:</b>	<b>Description of Services Provided:</b>
<p>\$107,815,000 Jefferson Sales Tax District, Parish of Jefferson, State of Louisiana, Special Sales Tax Revenue Bonds, Series 2017B</p> <p>Parish of Jefferson Mr. Timothy Palmatier 200 Derbigny Street Gretna, LA 70053 504-364-2767</p>	<p>Underwriter</p>
<b>Length of Services Provided:</b>	<b>Cost of Services Provided:</b>
<p>2017-present</p>	<p>\$566,028.75</p>

<b>PROJECT NO. 10</b>	
<b>Project Name, Location and Owner's contact information:</b>	<b>Description of Services Provided:</b>
<p>\$41,675,000 Jefferson Sales Tax District, Parish of Jefferson, State of Louisiana, Special Sales Tax Revenue Refunding Bonds, Series 2017A</p> <p>Parish of Jefferson Mr. Timothy Palmatier 200 Derbigny Street Gretna, LA 70053 504-364-2767</p>	<p>Placement Agent</p>
<b>Length of Services Provided:</b>	<b>Cost of Services Provided:</b>
<p>2017-present</p>	<p>\$177,118.75</p>

## General Professional Services Questionnaire

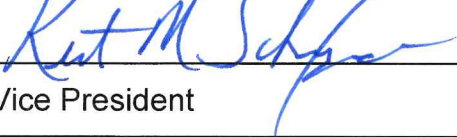
**L. List all prior and/or on-going litigation between Firm and Jefferson Parish. Please attach additional pages if necessary.**

Parties:		Status/Result of Case:
Plaintiff:	Defendant:	
1. N/A	N/A	N/A
2.		
3.		
4.		

**M. Use this space to provide any additional information or description of resources supporting Firm's qualifications for the proposed project.**

Please see Proposal.

**N. To the best of my knowledge, the foregoing is an accurate statement of facts.**

Signature:  Print Name: Kent M. Schexnayder  
 Title: Senior Vice President Date: March 1, 2023

## **APPENDIX B BROKERCHECK REPORTS**

## BrokerCheck Report

**KENT MATTHEW SCHEXNAYDER**

CRD# 3074481

<u>Section Title</u>	<u>Page(s)</u>
Report Summary	1
Broker Qualifications	2 - 3
Registration and Employment History	5



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For more information read our [investor alert](#) on imposters.



## About BrokerCheck®

BrokerCheck offers information on all current, and many former, registered securities brokers, and all current and former registered securities firms. FINRA strongly encourages investors to use BrokerCheck to check the background of securities brokers and brokerage firms before deciding to conduct, or continue to conduct, business with them.

- **What is included in a BrokerCheck report?**

- BrokerCheck reports for individual brokers include information such as employment history, professional qualifications, disciplinary actions, criminal convictions, civil judgments and arbitration awards. BrokerCheck reports for brokerage firms include information on a firm's profile, history, and operations, as well as many of the same disclosure events mentioned above.
- Please note that the information contained in a BrokerCheck report may include pending actions or allegations that may be contested, unresolved or unproven. In the end, these actions or allegations may be resolved in favor of the broker or brokerage firm, or concluded through a negotiated settlement with no admission or finding of wrongdoing.

- **Where did this information come from?**

- The information contained in BrokerCheck comes from FINRA's Central Registration Depository, or CRD® and is a combination of:
  - information FINRA and/or the Securities and Exchange Commission (SEC) require brokers and brokerage firms to submit as part of the registration and licensing process, and
  - information that regulators report regarding disciplinary actions or allegations against firms or brokers.

- **How current is this information?**

- Generally, active brokerage firms and brokers are required to update their professional and disciplinary information in CRD within 30 days. Under most circumstances, information reported by brokerage firms, brokers and regulators is available in BrokerCheck the next business day.

- **What if I want to check the background of an investment adviser firm or investment adviser representative?**

- To check the background of an investment adviser firm or representative, you can search for the firm or individual in BrokerCheck. If your search is successful, click on the link provided to view the available licensing and registration information in the SEC's Investment Adviser Public Disclosure (IAPD) website at <https://www.adviserinfo.sec.gov>. In the alternative, you may search the IAPD website directly or contact your state securities regulator at <http://www.finra.org/Investors/ToolsCalculators/BrokerCheck/P455414>.

- **Are there other resources I can use to check the background of investment professionals?**

- FINRA recommends that you learn as much as possible about an investment professional before deciding to work with them. Your state securities regulator can help you research brokers and investment adviser representatives doing business in your state.

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Using this site/information means that you accept the FINRA BrokerCheck Terms and Conditions. A complete list of Terms and Conditions can be found at [brokercheck.finra.org](http://brokercheck.finra.org)



For additional information about the contents of this report, please refer to the User Guidance or [www.finra.org/brokercheck](http://www.finra.org/brokercheck). It provides a glossary of terms and a list of frequently asked questions, as well as additional resources. For more information about FINRA, visit [www.finra.org](http://www.finra.org).

**KENT M. SCHEXNAYDER**

CRD# 3074481

**Currently employed by and registered with the following Firm(s):**

**B** **SISUNG SECURITIES CORPORATION**  
 PLACE ST. CHARLES  
 201 ST. CHARLES AVE., STE. 4240  
 NEW ORLEANS, LA 70170  
 CRD# 25752  
 Registered with this firm since: 07/09/1998

## Report Summary for this Broker



This report summary provides an overview of the broker's professional background and conduct. Additional information can be found in the detailed report.

### Broker Qualifications

**This broker is registered with:**

- 1 Self-Regulatory Organization
- 2 U.S. states and territories

**This broker has passed:**

- 0 Principal/Supervisory Exams
- 4 General Industry/Product Exams
- 1 State Securities Law Exam

### Registration History

**This broker was previously registered with the following securities firm(s):**

No information reported.

### Disclosure Events

All individuals registered to sell securities or provide investment advice are required to disclose customer complaints and arbitrations, regulatory actions, employment terminations, bankruptcy filings, and criminal or civil judicial proceedings.

Are there events disclosed about this broker? **No**



## Broker Qualifications

### Registrations

This section provides the self-regulatory organizations (SROs) and U.S. states/territories the broker is currently registered and licensed with, the category of each license, and the date on which it became effective. This section also provides, for every brokerage firm with which the broker is currently employed, the address of each branch where the broker works.

**This individual is currently registered with 1 SRO and is licensed in 2 U.S. states and territories through his or her employer.**

### Employment 1 of 1

Firm Name: **SISUNG SECURITIES CORPORATION**

Main Office Address: **PLACE ST. CHARLES  
201 ST. CHARLES AVE., STE 4240  
NEW ORLEANS, LA 70170**

Firm CRD#: **25752**

SRO	Category	Status	Date
<b>B</b> FINRA	General Securities Representative	APPROVED	07/09/1998
<b>B</b> FINRA	Investment Banking Representative	APPROVED	11/03/2009

U.S. State/ Territory	Category	Status	Date
<b>B</b> Louisiana	Agent	APPROVED	07/09/1998
<b>B</b> Mississippi	Agent	APPROVED	09/12/2007

### Branch Office Locations

**SISUNG SECURITIES CORPORATION**  
PLACE ST. CHARLES  
201 ST. CHARLES AVE., STE. 4240  
NEW ORLEANS, LA 70170

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## Broker Qualifications

### Industry Exams this Broker has Passed

This section includes all securities industry exams that the broker has passed. Under limited circumstances, a broker may attain a registration after receiving an exam waiver based on exams the broker has passed and/or qualifying work experience. Any exam waivers that the broker has received are not included below.

**This individual has passed 0 principal/supervisory exams, 4 general industry/product exams, and 1 state securities law exam.**

### Principal/Supervisory Exams

Exam	Category	Date
No information reported.		

### General Industry/Product Exams

Exam	Category	Date
<b>B</b> Investment Banking Registered Representative Examination	Series 79TO	01/02/2023
<b>B</b> Securities Industry Essentials Examination	SIE	10/01/2018
<b>B</b> Municipal Advisor Representative Qualification Exam	Series 50	01/27/2016
<b>B</b> General Securities Representative Examination	Series 7	07/08/1998

### State Securities Law Exams

Exam	Category	Date
<b>B</b> Uniform Securities Agent State Law Examination	Series 63	07/31/1998

Additional information about the above exams or other exams FINRA administers to brokers and other securities professionals can be found at [www.finra.org/brokerqualifications/registeredrep/](http://www.finra.org/brokerqualifications/registeredrep/).

## Broker Qualifications



## Professional Designations

This section details that the representative has reported **0** professional designation(s).

No information reported.



## Registration and Employment History

### Registration History

The broker previously was registered with the following firms:

Registration Dates	Firm Name	CRD#	Branch Location
No information reported.			

### Employment History

This section provides up to 10 years of an individual broker's employment history as reported by the individual broker on the most recently filed Form U4.

**Please note that the broker is required to provide this information only while registered with FINRA or a national securities exchange and the information is not updated via Form U4 after the broker ceases to be registered. Therefore, an employment end date of "Present" may not reflect the broker's current employment status.**

Employment	Employer Name	Position	Investment Related	Employer Location
01/1998 - Present	SISUNG SECURITIES CORPORATION	V.P. PUBLIC FINANCE	Y	NEW ORLEANS, LA, United States

### Other Business Activities

This section includes information, if any, as provided by the broker regarding other business activities the broker is currently engaged in either as a proprietor, partner, officer, director, employee, trustee, agent or otherwise. This section does not include non-investment related activity that is exclusively charitable, civic, religious or fraternal and is recognized as tax exempt.

No information reported.

## BrokerCheck Report

**COURTNEY PAYNE GUPTON**

CRD# 4550265

<u>Section Title</u>	<u>Page(s)</u>
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Registration and Employment History	5



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BrokerCheck offers information on all current, and many former, registered securities brokers, and all current and former registered securities firms. FINRA strongly encourages investors to use BrokerCheck to check the background of securities brokers and brokerage firms before deciding to conduct, or continue to conduct, business with them.

- What is included in a BrokerCheck report?
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- Please note that the information contained in a BrokerCheck report may include pending actions or allegations that may be contested, unresolved or unproven. In the end, these actions or allegations may be resolved in favor of the broker or brokerage firm, or concluded through a negotiated settlement with no admission or finding of wrongdoing.
- Where did this information come from?
- The information contained in BrokerCheck comes from FINRA's Central Registration Depository, or CRD® and is a combination of:
  - information FINRA and/or the Securities and Exchange Commission (SEC) require brokers and brokerage firms to submit as part of the registration and licensing process, and
  - information that regulators report regarding disciplinary actions or allegations against firms or brokers.
- How current is this information?
- Generally, active brokerage firms and brokers are required to update their professional and disciplinary information in CRD within 30 days. Under most circumstances, information reported by brokerage firms, brokers and regulators is available in BrokerCheck the next business day.
- What if I want to check the background of an investment adviser firm or investment adviser representative?
- To check the background of an investment adviser firm or representative, you can search for the firm or individual in BrokerCheck. If your search is successful, click on the link provided to view the available licensing and registration information in the SEC's Investment Adviser Public Disclosure (IAPD) website at <https://www.adviserinfo.sec.gov>. In the alternative, you may search the IAPD website directly or contact your state securities regulator at <http://www.finra.org/Investors/ToolsCalculators/BrokerCheck/P455414>.
- Are there other resources I can use to check the background of investment professionals?
- FINRA recommends that you learn as much as possible about an investment professional before deciding to work with them. Your state securities regulator can help you research brokers and investment adviser representatives doing business in your state.

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**COURTNEY P. GUPTON****CRD# 4550265**

Currently employed by and registered with the following Firm(s):

- B** **SISUNG SECURITIES CORPORATION**  
PLACE ST. CHARLES  
201 ST. CHARLES AVE., STE. 4240  
NEW ORLEANS, LA 70170  
CRD# 25752  
Registered with this firm since: 07/16/2002

## Report Summary for this Broker



This report summary provides an overview of the broker's professional background and conduct. Additional information can be found in the detailed report.

### Broker Qualifications

This broker is registered with:

- 1 Self-Regulatory Organization
- 2 U.S. states and territories

This broker has passed:

- 0 Principal/Supervisory Exams
- 4 General Industry/Product Exams
- 1 State Securities Law Exam

### Registration History

This broker was previously registered with the following securities firm(s):

No information reported.

### Disclosure Events

All individuals registered to sell securities or provide investment advice are required to disclose customer complaints and arbitrations, regulatory actions, employment terminations, bankruptcy filings, and criminal or civil judicial proceedings.

Are there events disclosed about this broker? No



## Broker Qualifications

### Registrations

This section provides the self-regulatory organizations (SROs) and U.S. states/territories the broker is currently registered and licensed with, the category of each license, and the date on which it became effective. This section also provides, for every brokerage firm with which the broker is currently employed, the address of each branch where the broker works.

This individual is currently registered with 1 SRO and is licensed in 2 U.S. states and territories through his or her employer.

### Employment 1 of 1

Firm Name: SISUNG SECURITIES CORPORATION

Main Office Address: PLACE ST. CHARLES  
201 ST. CHARLES AVE., STE 4240  
NEW ORLEANS, LA 70170

Firm CRD#: 25752

SRO	Category	Status	Date
<b>B</b> FINRA	General Securities Representative	APPROVED	07/16/2002
<b>B</b> FINRA	Investment Banking Representative	APPROVED	10/25/2010

U.S. State/ Territory	Category	Status	Date
<b>B</b> Louisiana	Agent	APPROVED	07/16/2002
<b>B</b> Mississippi	Agent	APPROVED	09/12/2007

### Branch Office Locations

SISUNG SECURITIES CORPORATION  
PLACE ST. CHARLES  
201 ST. CHARLES AVE., STE. 4240  
NEW ORLEANS, LA 70170

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## Broker Qualifications

### Industry Exams this Broker has Passed

This section includes all securities industry exams that the broker has passed. Under limited circumstances, a broker may attain a registration after receiving an exam waiver based on exams the broker has passed and/or qualifying work experience. Any exam waivers that the broker has received are not included below.

This individual has passed 0 principal/supervisory exams, 4 general industry/product exams, and 1 state securities law exam.

### Principal/Supervisory Exams

Exam	Category	Date
No information reported.		

### General Industry/Product Exams

Exam	Category	Date
<b>B</b> Investment Banking Registered Representative Examination	Series 79TO	01/02/2023
<b>B</b> Securities Industry Essentials Examination	SIE	10/01/2018
<b>B</b> Municipal Advisor Representative Qualification Exam	Series 50	02/01/2016
<b>B</b> General Securities Representative Examination	Series 7	07/15/2002

### State Securities Law Exams

Exam	Category	Date
<b>B</b> Uniform Securities Agent State Law Examination	Series 63	07/28/2003

Additional information about the above exams or other exams FINRA administers to brokers and other securities professionals can be found at [www.finra.org/brokerqualifications/registeredrep/](http://www.finra.org/brokerqualifications/registeredrep/).

## Broker Qualifications



## Professional Designations

This section details that the representative has reported 0 professional designation(s).

No information reported.



## Registration and Employment History

### Registration History

The broker previously was registered with the following firms:

Registration Dates	Firm Name	CRD#	Branch Location
No information reported.			

### Employment History

This section provides up to 10 years of an individual broker's employment history as reported by the individual broker on the most recently filed Form U4.

Please note that the broker is required to provide this information only while registered with FINRA or a national securities exchange and the information is not updated via Form U4 after the broker ceases to be registered. Therefore, an employment end date of "Present" may not reflect the broker's current employment status.

Employment	Employer Name	Position	Investment Related	Employer Location
01/2001 - Present	SMG	SECURITY	N	NEW ORLEANS, LA, United States
12/2000 - Present	SISUNG SECURITIES CORPORATION	ASSISTANT	Y	NEW ORLEANS, LA, United States

### Other Business Activities

This section includes information, if any, as provided by the broker regarding other business activities the broker is currently engaged in either as a proprietor, partner, officer, director, employee, trustee, agent or otherwise. This section does not include non-investment related activity that is exclusively charitable, civic, religious or fraternal and is recognized as tax exempt.

CANDID CAMPUS PHOTOGRAPHY; NON-INVESTMENT; PHOTOGRAPHER;03/01/06;5HRS, ALL OUTSIDE OF TRADING HOURS; SPECIAL EVENT PHOTOGRAPHER

SMG SUPERDOME; NON-INVSTMENT; SECURITY; 10/01/00;5HRS, ALL OUTSIDE TRADING HOURS; SECURITY FOR LOCAL NFL GAMES

End of Report



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## BrokerCheck Report

**JOHN ELLIS MAYEAUX**

CRD# 2993410

<u>Section Title</u>	<u>Page(s)</u>
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  - information FINRA and/or the Securities and Exchange Commission (SEC) require brokers and brokerage firms to submit as part of the registration and licensing process, and
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**JOHN E. MAYEAUX****CRD# 2993410**

Currently employed by and registered with the following Firm(s):

- B** **SISUNG SECURITIES CORPORATION**  
PLACE ST. CHARLES  
201 ST. CHARLES AVE., STE. 4240  
NEW ORLEANS, LA 70170  
CRD# 25752  
Registered with this firm since: 09/25/2001

## Report Summary for this Broker



This report summary provides an overview of the broker's professional background and conduct. Additional information can be found in the detailed report.

### Broker Qualifications

This broker is registered with:

- 1 Self-Regulatory Organization
- 2 U.S. states and territories

This broker has passed:

- 0 Principal/Supervisory Exams
- 5 General Industry/Product Exams
- 1 State Securities Law Exam

### Registration History

This broker was previously registered with the following securities firm(s):

- B** **REGIONS INVESTMENT COMPANY, INC.**  
CRD# 17618  
BIRMINGHAM, AL  
03/1999 - 04/2001

### Disclosure Events

All individuals registered to sell securities or provide investment advice are required to disclose customer complaints and arbitrations, regulatory actions, employment terminations, bankruptcy filings, and criminal or civil judicial proceedings.

Are there events disclosed about this broker? No



## Broker Qualifications

### Registrations

This section provides the self-regulatory organizations (SROs) and U.S. states/territories the broker is currently registered and licensed with, the category of each license, and the date on which it became effective. This section also provides, for every brokerage firm with which the broker is currently employed, the address of each branch where the broker works.

This individual is currently registered with 1 SRO and is licensed in 2 U.S. states and territories through his or her employer.

### Employment 1 of 1

Firm Name: SISUNG SECURITIES CORPORATION

Main Office Address: PLACE ST. CHARLES  
201 ST. CHARLES AVE., STE 4240  
NEW ORLEANS, LA 70170

Firm CRD#: 25752

SRO	Category	Status	Date
<b>B</b> FINRA	General Securities Representative	APPROVED	09/25/2001
<b>B</b> FINRA	Municipal Securities Representative	APPROVED	09/25/2001
<b>B</b> FINRA	Investment Banking Representative	APPROVED	11/03/2009

U.S. State/ Territory	Category	Status	Date
<b>B</b> Louisiana	Agent	APPROVED	09/26/2001
<b>B</b> Mississippi	Agent	APPROVED	09/12/2007

### Branch Office Locations

SISUNG SECURITIES CORPORATION  
PLACE ST. CHARLES  
201 ST. CHARLES AVE., STE. 4240  
NEW ORLEANS, LA 70170



## Broker Qualifications

### Industry Exams this Broker has Passed

This section includes all securities industry exams that the broker has passed. Under limited circumstances, a broker may attain a registration after receiving an exam waiver based on exams the broker has passed and/or qualifying work experience. Any exam waivers that the broker has received are not included below.

This individual has passed 0 principal/supervisory exams, 5 general industry/product exams, and 1 state securities law exam.

### Principal/Supervisory Exams

Exam	Category	Date
No information reported.		

### General Industry/Product Exams

Exam	Category	Date
<b>B</b> Investment Banking Registered Representative Examination	Series 79TO	01/02/2023
<b>B</b> Securities Industry Essentials Examination	SIE	10/01/2018
<b>B</b> Municipal Advisor Representative Qualification Exam	Series 50	01/25/2016
<b>B</b> General Securities Representative Examination	Series 7	02/04/1999
<b>B</b> Municipal Securities Representative Examination	Series 52	12/16/1997

### State Securities Law Exams

Exam	Category	Date
<b>B</b> Uniform Securities Agent State Law Examination	Series 63	04/16/1999

Additional information about the above exams or other exams FINRA administers to brokers and other securities professionals can be found at [www.finra.org/brokerqualifications/registeredrep/](http://www.finra.org/brokerqualifications/registeredrep/).

## Broker Qualifications



## Professional Designations

This section details that the representative has reported 0 professional designation(s).

No information reported.



## Registration and Employment History

### Registration History

The broker previously was registered with the following firms:

Registration Dates	Firm Name	CRD#	Branch Location
<b>B</b> 03/1999 - 04/2001	REGIONS INVESTMENT COMPANY, INC.	17618	BIRMINGHAM, AL

### Employment History

This section provides up to 10 years of an individual broker's employment history as reported by the individual broker on the most recently filed Form U4.

Please note that the broker is required to provide this information only while registered with FINRA or a national securities exchange and the information is not updated via Form U4 after the broker ceases to be registered. Therefore, an employment end date of "Present" may not reflect the broker's current employment status.

Employment	Employer Name	Position	Investment Related	Employer Location
01/2004 - Present	SISUNG CAPITAL BIDCO, LLC	AUTHORIZED REPRESENTATIVE	Y	NEW ORLEANS, LA, United States
09/2003 - Present	LANDMARK LEASING, LLC	AUTHORIZED REPRESENTATIVE	Y	NEW ORLEANS, LA, United States
04/2001 - Present	SISUNG SECURITIES CORPORATION	INVESTMENT BANKER	Y	NEW ORLEANS, LA, United States

### Other Business Activities

This section includes information, if any, as provided by the broker regarding other business activities the broker is currently engaged in either as a proprietor, partner, officer, director, employee, trustee, agent or otherwise. This section does not include non-investment related activity that is exclusively charitable, civic, religious or fraternal and is recognized as tax exempt.

LANDMARK LEASING - 201 ST. CHARLES AVE., STE. 4240, NEW ORLEANS, LA, 70170 - EMPLOYEE - INVESTMENT RELATED - 20 HOURS PER MONTH, 09/2003 - PRES; LANDMARK DATA SERVICES (SAME ADDRESS)- INVESTMENT RELATED, 09/2003 - PRES, EMPLOYEE; SISUNG CAPITAL, (SAME ADDRESS), INVESTMENT RELATED, 01/2004 - PRES, DIRECTOR

End of Report



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## BrokerCheck Report

**LAWRENCE JOHN SISUNG III**

CRD# 1790087

<u>Section Title</u>	<u>Page(s)</u>
Report Summary	1
Broker Qualifications	2 - 6
Registration and Employment History	8 - 9



Please be aware that fraudsters may link to BrokerCheck from phishing and similar scam websites, trying to steal your personal information or your money. Make sure you know who you're dealing with when investing, and contact FINRA with any concerns.

For more information read our [investor alert](#) on imposters.

## About BrokerCheck®



BrokerCheck offers information on all current, and many former, registered securities brokers, and all current and former registered securities firms. FINRA strongly encourages investors to use BrokerCheck to check the background of securities brokers and brokerage firms before deciding to conduct, or continue to conduct, business with them.

- What is included in a BrokerCheck report?
- BrokerCheck reports for individual brokers include information such as employment history, professional qualifications, disciplinary actions, criminal convictions, civil judgments and arbitration awards. BrokerCheck reports for brokerage firms include information on a firm's profile, history, and operations, as well as many of the same disclosure events mentioned above.
- Please note that the information contained in a BrokerCheck report may include pending actions or allegations that may be contested, unresolved or unproven. In the end, these actions or allegations may be resolved in favor of the broker or brokerage firm, or concluded through a negotiated settlement with no admission or finding of wrongdoing.
- Where did this information come from?
- The information contained in BrokerCheck comes from FINRA's Central Registration Depository, or CRD® and is a combination of:
  - information FINRA and/or the Securities and Exchange Commission (SEC) require brokers and brokerage firms to submit as part of the registration and licensing process, and
  - information that regulators report regarding disciplinary actions or allegations against firms or brokers.
- How current is this information?
- Generally, active brokerage firms and brokers are required to update their professional and disciplinary information in CRD within 30 days. Under most circumstances, information reported by brokerage firms, brokers and regulators is available in BrokerCheck the next business day.
- What if I want to check the background of an investment adviser firm or investment adviser representative?
- To check the background of an investment adviser firm or representative, you can search for the firm or individual in BrokerCheck. If your search is successful, click on the link provided to view the available licensing and registration information in the SEC's Investment Adviser Public Disclosure (IAPD) website at <https://www.adviserinfo.sec.gov>. In the alternative, you may search the IAPD website directly or contact your state securities regulator at <http://www.finra.org/Investors/ToolsCalculators/BrokerCheck/P455414>.
- Are there other resources I can use to check the background of investment professionals?
- FINRA recommends that you learn as much as possible about an investment professional before deciding to work with them. Your state securities regulator can help you research brokers and investment adviser representatives doing business in your state.

Thank you for using FINRA BrokerCheck.



Using this site/information means that you accept the FINRA BrokerCheck Terms and Conditions. A complete list of Terms and Conditions can be found at [brokercheck.finra.org](http://brokercheck.finra.org)



For additional information about the contents of this report, please refer to the User Guidance or [www.finra.org/brokercheck](http://www.finra.org/brokercheck). It provides a glossary of terms and a list of frequently asked questions, as well as additional resources. For more information about FINRA, visit [www.finra.org](http://www.finra.org).





LAWRENCE J. SISUNG III

CRD# 1790087

Currently employed by and registered with the following Firm(s):

**B** SISUNG SECURITIES CORPORATION  
PLACE ST. CHARLES  
201 ST. CHARLES AVE., STE. 4240  
NEW ORLEANS, LA 70170  
CRD# 25752  
Registered with this firm since: 12/20/1989

**IA** SISUNG INVESTMENT MANAGEMENT SERVICES LLC  
201 ST. CHARLES AVENUE  
SUITE 4240  
NEW ORLEANS, LA 70170  
CRD# 107318  
Registered with this firm since: 05/12/2011

## Report Summary for this Broker

This report summary provides an overview of the broker's professional background and conduct. Additional information can be found in the detailed report.

### Broker Qualifications

This broker is registered with:

- 1 Self-Regulatory Organization
- 2 U.S. states and territories

This broker has passed:

- 4 Principal/Supervisory Exams
- 7 General Industry/Product Exams
- 1 State Securities Law Exam

### Registration History

This broker was previously registered with the following securities firm(s):

**B** SISUNG SECURITIES, INC.  
CRD# 16437  
02/1988 - 12/1989

### Disclosure Events

All individuals registered to sell securities or provide investment advice are required to disclose customer complaints and arbitrations, regulatory actions, employment terminations, bankruptcy filings, and criminal or civil judicial proceedings.

Are there events disclosed about this broker? No



## Broker Qualifications

### Registrations

This section provides the self-regulatory organizations (SROs) and U.S. states/territories the broker is currently registered and licensed with, the category of each license, and the date on which it became effective. This section also provides, for every brokerage firm with which the broker is currently employed, the address of each branch where the broker works.

This individual is currently registered with 1 SRO and is licensed in 2 U.S. states and territories through his or her employer.

### Employment 1 of 2

Firm Name: SISUNG INVESTMENT MANAGEMENT SERVICES LLC  
 Main Office Address: 201 ST. CHARLES AVENUE  
 SUITE 4240  
 NEW ORLEANS, LA 70170-1048  
 Firm CRD#: 107318

U.S. State/ Territory	Category	Status	Date
IA Louisiana	Investment Adviser Representative	APPROVED	05/12/2011

### Branch Office Locations

This individual does not have any registered Branch Office where the individual is located.

### Employment 2 of 2

Firm Name: SISUNG SECURITIES CORPORATION  
 Main Office Address: PLACE ST. CHARLES  
 201 ST. CHARLES AVE., STE 4240  
 NEW ORLEANS, LA 70170  
 Firm CRD#: 25752

SRO	Category	Status	Date
B FINRA	Financial and Operations Principal	APPROVED	12/20/1989
B FINRA	General Securities Principal	APPROVED	12/20/1989
B FINRA	General Securities Representative	APPROVED	12/20/1989
B FINRA	Government Securities Principal	APPROVED	12/20/1989
B FINRA	Government Securities Representative	APPROVED	12/20/1989



## Broker Qualifications

### Employment 2 of 2, continued

SRO	Category	Status	Date
<b>B</b> FINRA	Municipal Securities Principal	APPROVED	12/20/1989
<b>B</b> FINRA	Investment Banking Representative	APPROVED	10/25/2010
<b>B</b> FINRA	Investment Banking Principal	APPROVED	10/01/2018
<b>B</b> FINRA	Operations Professional	APPROVED	10/01/2018

U.S. State/ Territory	Category	Status	Date
<b>B</b> Louisiana	Agent	APPROVED	04/15/1991
<b>B</b> Mississippi	Agent	APPROVED	08/23/2019

### Branch Office Locations

SISUNG SECURITIES CORPORATION  
 PLACE ST. CHARLES  
 201 ST. CHARLES AVE., STE. 4240  
 NEW ORLEANS, LA 70170





## Broker Qualifications

### Industry Exams this Broker has Passed

This section includes all securities industry exams that the broker has passed. Under limited circumstances, a broker may attain a registration after receiving an exam waiver based on exams the broker has passed and/or qualifying work experience. Any exam waivers that the broker has received are not included below.

This individual has passed 4 principal/supervisory exams, 7 general industry/product exams, and 1 state securities law exam.

### Principal/Supervisory Exams

Exam	Category	Date
<b>B</b> Municipal Advisor Principal Qualification Examination	Series 54	07/09/2019
<b>B</b> Financial and Operations Principal Examination	Series 27	11/02/1989
<b>B</b> Municipal Securities Principal Examination	Series 53	09/14/1989
<b>B</b> General Securities Principal Examination	Series 24	09/08/1989

### General Industry/Product Exams

Exam	Category	Date
<b>B</b> Government Securities Representative Examination	Series 72	01/02/2023
<b>B</b> Investment Banking Registered Representative Examination	Series 79TO	01/02/2023
<b>B</b> Operations Professional Examination	Series 99TO	01/02/2023
<b>B</b> Securities Industry Essentials Examination	SIE	10/01/2018
<b>B</b> Municipal Advisor Representative Qualification Exam	Series 50	09/08/2017
<b>B</b> General Securities Representative Examination	Series 7	06/17/1989
<b>B</b> Municipal Securities Representative Examination	Series 52	02/01/1988

### State Securities Law Exams

Exam	Category	Date
<b>B</b> Uniform Securities Agent State Law Examination	Series 63	04/04/1988

Additional information about the above exams or other exams FINRA administers to brokers and other securities professionals can be found at [www.finra.org/brokerqualifications/registeredrep/](http://www.finra.org/brokerqualifications/registeredrep/).

# Broker Qualifications



Industry Exams this Broker has Passed, continued

## Broker Qualifications



## Professional Designations

This section details that the representative has reported 0 professional designation(s).

No information reported.



## Registration and Employment History

### Registration History

The broker previously was registered with the following firms:

Registration Dates	Firm Name	CRD#	Branch Location
<b>B</b> 02/1988 - 12/1989	SISUNG SECURITIES, INC.	16437	

### Employment History

This section provides up to 10 years of an individual broker's employment history as reported by the individual broker on the most recently filed Form U4.

Please note that the broker is required to provide this information only while registered with FINRA or a national securities exchange and the information is not updated via Form U4 after the broker ceases to be registered. Therefore, an employment end date of "Present" may not reflect the broker's current employment status.

Employment	Employer Name	Position	Investment Related	Employer Location
12/1989 - Present	SISUNG SECURITIES CORPORATION	OTHER - REPRESENTATIVE	Y	HARVEY, LA, United States

### Other Business Activities

This section includes information, if any, as provided by the broker regarding other business activities the broker is currently engaged in either as a proprietor, partner, officer, director, employee, trustee, agent or otherwise. This section does not include non-investment related activity that is exclusively charitable, civic, religious or fraternal and is recognized as tax exempt.

\*\* TIME ESTIMATES APPROX. 35 - 40% SPENT ON OBA'S AND AFFILIATES.

- 1.SIMS, IR YES, 201 ST. CHARLES AVE NOLA 70170, ASSET MANAGEMENT, VP, 7/1995, OPERATIONS / INVESTMENT COMMITTEE
- 2.UNITED PROPERTY NUMBER ONE, IR NO, 201 ST. CHARLES AVE NOLA 70170, REAL ESTATE INVESTMENTS, DIRECTOR, 8/1992, PASSIVE REAL ESTATE HOLDINGS
- 3.LANDMARK DATA SERVICES, IR NO, 201 ST. CHARLES AVE NOLA 70170, COMPLIANCE REPORTING & DATA SERVICES, DIRECTOR, 8/1994, COMPLIANCE ANALYSIS & REPORT DEVELOPMENT
- 4.SUMMIT HOLDINGS, IR NO, 201 ST. CHARLES AVE NOLA 70170, DORMANT COMPANY, MANAGER, 5/1991, DORMANT
- 5.UNITED PROFESSIONALS, UPC #2, #3, #4, AND SISUNG COMMUNITY DEVELOPMENT FUND, IR NO, 201 ST. CHARLES AVE NOLA 70170, REAL ESTATE & BUSINESS DEVELOPMENT, OWNER/MANAGER, 12/1995, REAL ESTATE & BUSINESS DEVELOPMENT
- 6.LANDMARK LEASING, LANDMARK MANAGEMENT, AND LANDMARK LEASING 2004A, IR NO, 201 ST. CHARLES AVE NOLA 70170, EQUIPMENT AND FACILITIES LEASING,, OWNER / MANAGER, 1999, ANALYSIS OF LEASING OPPORTUNITIES
- 7.SISUNG CAPITAL, SISUNG CAPITAL MANAGEMENT, SISUNG CAPITAL BIDCO, SISUNG LOUISIANA PLATINUM FUND #1, SUN CAPITAL, SISUNG LOUISIANA 2000, SISUNG LOUISIANA 2002, IR YES, 201 ST. CHARLES AVE NOLA 70170, OWNER/MANAGER, 1999, MANAGING MEMBER, PROJECT ANALYSIS, SELECTION COMMITTEE
- 8.SISUNG EXPORT CAPITAL, IR YES, 201 ST. CHARLES AVE NOLA 70170, EXPORT/IMPORT FINANCIAL AND TECHNICAL SERVICES, MANAGER, 2010, MANAGING MEMBER / PROJECT SELECTION / FINANCIAL ANALYSIS



## Registration and Employment History



End of Report



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## **APPENDIX C**

### **MSRB G-17 & G-23 DISCLOSURES**



March 1, 2023

Parish of Jefferson  
200 Derbigny Street, 6<sup>th</sup> Floor  
Gretna, Louisiana 70053  
Attn: Timothy Palmatier

Re: SOQ - Underwriter/Placement agent services to assist the Parish relative to the issuance of bonds/notes and for assistance with other various refunding opportunities

Sisung Securities Corporation would like to thank you for providing us with the opportunity to serve as your underwriter/placement agent in connection with the above referenced financing. The Municipal Securities Rulemaking Board (MSRB) has recently implemented changes to its Rules G-17 and G-23 requiring all underwriters/placement agents to make certain disclosures to municipal bond issuers. In accordance with this regulatory requirement we are hereby providing you with the required disclosures.

**Disclosures Concerning Underwriters/Placement Agents and Municipal Advisors (Rules G-17 and G-23).**

- (i) MSRB Rule G-23 requires a dealer to clearly identify itself as an underwriter/placement agent or municipal advisor at the earliest stages of its relationship with the issuer.
- (ii) MSRB Rule G-17 prohibits an underwriter/placement agent from recommending that the issuer not retain a municipal advisor.
- (iii) We are proposing to serve as underwriter/placement agent to the issuer, and we have not and will not recommend against the issuer retaining a municipal advisor.

**Disclosures Concerning an Underwriter/placement agent's Role (Rule G-17).**

- (i) MSRB Rule G-17 requires an underwriter/placement agent to deal fairly at all times with both municipal issuers and investors;
- (ii) An underwriter/placement agent's primary role is to purchase securities with a view to distribution in an arm's-length commercial transaction with the issuer and it has financial and other interests that differ from those of the issuer;
- (iii) Unlike a municipal advisor, an underwriter/placement agent does not have a fiduciary duty to the issuer under the federal securities laws and is, therefore, not required by federal law to act in the best interests of the issuer without regard to its own financial or other interests;
- (iv) The issuer may choose to engage the services of a municipal advisor with a fiduciary obligation to represent the issuer's interests in the transaction.

- (v) An underwriter/placement agent has a duty to purchase securities from the issuer at a fair and reasonable price, but must balance that duty with its duty to sell municipal securities to investors at prices that are fair and reasonable; and
- (vi) An underwriter/placement agent will review the official statement, if applicable, for the issuer's securities in accordance with, and as part of, its responsibilities to investors under the federal securities laws, as applied to the facts and circumstances of the transaction.

**Disclosure Concerning Compensation (Rule G-17).**

- (i) The compensation we are to receive as underwriter/placement agent will be contingent on the closing of a transaction and the size of a transaction;
- (ii) Accordingly we must disclose that compensation that is contingent on the closing of a transaction or the size of a transaction presents a conflict of interest, because it may cause the underwriter/placement agent to recommend a transaction that it is unnecessary or to recommend that the size of the transaction be larger than is necessary.

**Disclosure Concerning Conflicts of Interest (Rule G-17).**

- (i) We do not anticipate receiving any payments, values or credits from third parties in connection with the underwriting;
- (ii) We do not anticipate providing payments, values or credits to any third parties other than payments that will be made from the cost of issuance and payments for products or services that are routine in the normal course of business and do not give rise to any conflict of interest;
- (iii) We do not anticipate entering into any third party arrangements for the marketing of the issuer's securities;
- (iv) We do not anticipate having any arrangements with any investor purchasing the issuer's securities from us according to which profits realized from the resale by such investor of the securities are directly or indirectly split or otherwise shared with us;
- (v) We do not anticipate issuing or purchasing any credit default swaps for which the reference is the issuer, or an obligation of the issuer;
- (vi) We do not anticipate any incentive for us to make a recommendation of a complex municipal securities financing (examples of complex municipal securities financings include variable rate demand obligations, financings involving derivatives such as swaps, financings involving variable or resettable interest rates, or financings with unique call or put features);
- (vii) We do not anticipate any other conflicts of interest. Our affiliated registered investment advisor Sisung Investment Management Services Inc. ("SIMS") currently serves as the Parish's investment manager.

**Disclosure Concerning Routine Municipal Financings (Rule G-17).**

- (i) We contemplate that the refundings and new money financings may consist of traditional fixed rate debt without any unique, atypical, or complex features;
- (ii) We have explained and will explain the proposed financing to officials of the issuer in a manner considering their individual knowledge and expertise with municipal finance in general and with the proposed financing.

All of the disclosures made herein are as of the date listed above. If at any time during the financing process any of the above disclosures needs to be changed, we will provide you with the appropriate disclosure at such time.

The MSRB Rules require that an underwriter/placement agent must attempt to receive written acknowledgement (other than by automatic e-mail receipt) by the official of the issuer of receipt of the foregoing disclosures. Therefore, we kindly request you to sign below as an acknowledgement of receiving these disclosures. Your signature serves only to acknowledge your receipt of this document, and this document in no way constitutes a contract between the parties or imposes any duties or requirements on the issuer.

*Disclosure Provided By:*

SISUNG SECURITIES CORPORATION



Kent M. Schexnayder  
Senior Vice President

*Receipt Acknowledged By:*

PARISH OF JEFFERSON, STATE OF LOUISIANA

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Timothy J. Palmatier  
Finance Director