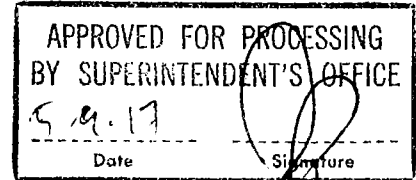


**TITLE: RATIFICATION OF AGREEMENT NO. A17.395 BETWEEN THE SIMI VALLEY UNIFIED SCHOOL DISTRICT AND STIFEL, NICOLAUS & COMPANY, INC. – UNDERWRITER/PLACEMENT AGENT ENGAGEMENT AGREEMENT FOR ISSUANCE OF 2017 GENERAL OBLIGATION BONDS**

Business & Facilities  
Consent #40

May 9, 2017  
Page 1 of 1

Prepared by: Ron Todo, Associate Superintendent  
Business & Facilities



**Background Information**

The Simi Valley Unified School District desires to initiate proceedings for the issuance of a first series of General Obligation Bonds pursuant to its November 8, 2016 general obligation bond authorization, which was approved by more than 55% of qualified voters for the purpose of financing education facilities improvements in the District. Stifel, Nicolaus & Company, Inc. will be retained to provide services in connection with the issuance of the Bonds which are to be performed within the framework of all relevant rules and regulations. Stifel will work with the Issuer, its bond counsel, financial advisor, disclosure counsel, and other members of the Issuer's financing team in evaluating specific terms and conditions affecting the Bonds with the purposes of meeting the Issuer's financing objectives and assuring appropriate credit quality.

**Fiscal Analysis**

The Issuer, from the Bond proceeds, will pay Stifel's costs incurred in the performance of this Agreement. The fee for Stifel's preparation and coordination of the sale of the Bonds shall be: \$3.25 per \$1,000.00 of Bonds sold. If Stifel serves as the underwriter or placement agent, its fee shall be the same as above. The underwriting fee/placement agent fee is contingent on a successful sale of the Bonds and is payable from the proceeds of the Bonds. A copy of the agreement for services is attached.

**Recommendation**

It is recommended that the Board of Education approve Agreement No. A17.395 between the Simi Valley Unified School District and Stifel, Nicolaus & Company, Inc. -- Underwriter/Placement Agent engagement agreement for issuance of 2017 General Obligation Bonds.

On motion # 217 by Trustee Blough, seconded by Trustee LaBelle, and carried by a vote of 5/0, the Board of Education approved, by roll-call vote, Agreement No. A17.395 between Simi Valley Unified School District and Stifel, Nicolaus & Company, Inc. -- Underwriter/Placement Agent engagement agreement for issuance of 2017 General Obligation Bonds.

Motion # 217 Ayes: Blough,  
LaBelle, Lundstrom, White, Daniels;  
Noes: 0; Absent: 0; Abstain: 0

Absent: 6 Abstain: 6

**UNDERWRITER/PLACEMENT AGENT ENGAGEMENT AGREEMENT**

THIS AGREEMENT is made and entered into this 10<sup>th</sup> day of April, 2017, by and among the **Simi Valley Unified School District** (the "Issuer") and **Stifel, Nicolaus & Company, Incorporated**, ("Stifel"), with reference to the following facts:

**RECITALS**

WHEREAS, the Issuer plans to issue General Obligation Bonds (the "Bonds") to finance voter authorized project(s) (the "Project"); and

WHEREAS, the Issuer desires and is authorized by law to retain the services of Stifel in connection with the issuance of the Bonds; and

WHEREAS, Stifel agrees to be retained by the Issuer and to provide to the Issuer the services described herein; and

WHEREAS, Stifel agrees to act as underwriter or placement agent, subject to the conditions set forth herein;

NOW therefore, for and in consideration of the mutual promises, covenants, and conditions herein contained, the parties hereto agree as follows:

***Scope of Services***

The Issuer has engaged Stifel to perform various services related to the issuance of the Bonds, which are to be performed within the framework of all relevant rules and regulations. All services are provided on an arm's length, commercial basis and may or may not be provided in conjunction with services provided by advisors to the Issuer, such as, but not limited to, a financial advisor or a municipal advisor.

With this understanding, Stifel may provide the following services and perform the following functions with respect to the Bonds:

**A. Structuring the Financing**

1. Stifel will work with the Issuer, its bond counsel, financial advisor, disclosure counsel, and other members of the Issuer's financing team in evaluating specific terms and conditions affecting the Bonds with the purposes of meeting the Issuer's financing objectives and assuring appropriate credit quality;
2. Stifel will work with the Issuer to create a feasible and efficient structure for the Bonds in order to enhance the Bonds' marketability;
3. In cooperation with the Issuer, Stifel will assist in the preparation of and/or review of all documents necessary to implement the issuance of the Bonds, including, but not limited to, authorizing resolutions, bond purchase agreement, and preliminary and final official statements distributed to potential investors, as required;

**B. Marketing the Securities**

1. Stifel will provide information and material as needed to support presentations for rating agencies and/or bond insurance companies; if requested;

2. Stifel will coordinate printing and distribution of the preliminary and final official statements, if any;
3. Together with the Issuer and other appropriate parties, Stifel will provide market information on the timing of the sale of the Bonds in relation to the market conditions and financing needs;
4. Stifel will arrange for distribution of the final official statements, if any, in accordance with Section 240.15c2-12 of Title 17 of the Code of Federal Regulations; and
5. Stifel will serve as sole managing underwriter or placement agent of the Bonds, which obligation is conditioned upon the execution of a mutually satisfactory bond purchase agreement, placement agent, and other customary documentation, and coordinate with all parties so as to consummate the sale and delivery of the Bonds in a timely manner.

### ***Regulatory Disclosure***

Issuer is aware of Section 975 of the Dodd-Frank Wall Street Reform and Consumer Protection Act and the Securities and Exchange Commission's adopted rule commonly known as the "Municipal Advisor Rule" (SEC Rule 15Ba1-1 to 15Ba1-8 -"the Rule") and the underwriter exclusion from the definition of "municipal advisor" for a firm serving as an underwriter or placement agent for a particular issuance of municipal securities. Some of the services that the Stifel will be called upon to perform, such as providing advice with respect to the sizing, structure, timing and terms of the Bond issuance, are services that are also commonly provided by financial advisory firms.

However, in providing such services for the Bonds, the parties understand and agree that Stifel is serving as an underwriter or placement agent for this transaction and is permitted to give advice and recommendations under the "underwriter exclusion" provision of the Rule. The Issuer agrees that Stifel will not be serving as the Issuer's financial advisor or acting as an agent or fiduciary for the Issuer and that the Issuer will be consulting with its own legal, financial and other advisors. This Agreement and relationship shall be either executed, approved or acknowledged by the governing board of Issuer (the "Governing Board").

### ***Role Disclosures***

1. Municipal Securities Rulemaking Board ("MSRB") Rule G-17 requires underwriters and placement agents to deal fairly at all times with both municipal issuers and investors.
2. The underwriter's primary role is to purchase securities with a view to distribution in an arm's-length commercial transaction with the Issuer. The placement agent's primary role is to place securities directly with an investor or investors on behalf of the issuer without first purchasing the securities. Stifel has financial and other interests that differ from those of the issuer.
3. Unlike a municipal advisor, the 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.
4. The underwriter has a duty to purchase the securities from the issuer at a fair and reasonable price, but must balance that duty with its duty to sell the municipal securities to investors at prices that are fair and reasonable.
5. Stifel will review the official statement for the securities in accordance with, and as part of, its respective responsibilities to investors under the federal securities laws, as applied to the facts and circumstances of this transaction.

***Disclosures Concerning the Underwriter's Compensation and Placement Agent Fee***

The underwriter will be compensated by a an underwriting discount that will be set forth in the bond purchase agreement to be negotiated and entered into in connection with the Issue. The placement agent will be compensated by a fee agreed upon with the issuer in connection with the private placement of the Issue. Payment or receipt of the underwriting discount or placement agent fee will be contingent on the closing of the transaction and the amount of the discount or fee may be based, in whole or in part, on a percentage of the principal amount of the Issue. While this form of compensation is customary in the municipal securities market, it presents a conflict of interest since the underwriter or placement agent may have an incentive to recommend to Issuer a transaction that is unnecessary or to recommend that the size of the transaction be larger than is necessary.

***Conflicts of Interest Disclosures***

Stifel has not identified any additional potential or actual material conflicts that require disclosure.

***Disclosures Relating to Complex Municipal Securities Financing***

Since Stifel has not recommended a "complex municipal securities financing" to the Issuer, additional disclosures regarding the financing structure for the Issue are not required under MSRB Rule G-17.

However, if Stifel recommends, or if the Issue is ultimately structured in a manner considered a "complex municipal securities financing" to the Issuer, this letter will be supplemented to provide disclosure of the material financial characteristics of that financing structure as well as the material financial risks of the financing that are known to us and are reasonably foreseeable at that time.

***Limitation of Duties***

The Issuer acknowledges and agrees that Stifel is not making a commitment to extend credit, make a loan or otherwise fund the Project beyond the obligations contained in a mutually satisfactory bond purchase agreement or placement agent agreement. The Issuer acknowledges that the services provided under this Agreement involve professional judgment by Stifel and that the results cannot be, and are not, guaranteed.

As addressed above, among the services that Stifel will perform under this Agreement is assistance in preparation of, and/or review of the preliminary and final official statements for the Bonds, if any. We note, however, that under federal securities law, an issuer of securities has the primary responsibility for disclosure to investors. Our assistance with respect to, and/or review of the official statement will be solely for purposes of satisfying our obligations as underwriter or placement agent under the federal securities laws and such assistance and/or review should not be construed by the Issuer as a guarantee of the accuracy or completeness of the information in the official statement.

***Expenses***

The Issuer, from the Bond proceeds, will pay Stifel's costs incurred in the performance of this Agreement, including costs of its legal counsel, if any, communication, preparation of the official statements, and overhead expenses.

The Issuer, from the Bond proceeds or other lawfully available funds, will pay for legal fees, including disclosure counsel; rating agency and credit enhancement fees including all related travel (if any); the cost of appraisal, fiscal

consultant, statistical, computer, and graphics services (if any), cost of printing and distribution of the official statements and expense of publication, advertising, and informational meetings; and the costs of fiscal agent or bond trustee and registrar.

### ***Compensation***

Stifel agrees to prepare and coordinate all aspects of the sale of the Bonds. Stifel will be paid only when the Bonds are sold. The fee for Stifel's preparation and coordination of the sale of the Bonds shall be: \$3.25 per \$1,000.00 of Bonds sold, if Stifel serves as the underwriter in a public offering. If Stifel serves as a placement agent, its fee shall be the same as above. The underwriting fee/placement agent fee is contingent on a successful sale of the Bonds and is payable from the proceeds of the Bonds.

### ***Term of Agreement***

This Agreement is to continue until the Project is financed or until the Governing Board formally abandons the Project, unless previously terminated by mutual written consent of the parties hereto.

This Agreement may be terminated at any time by the Issuer, upon five business days' prior notice to such effect to Stifel, or Stifel upon five business days' prior notice to such effect to the Issuer. Any such termination, however, shall not affect the obligations of the Issuer under the Expenses section hereof.

### ***Severability of Provisions***

If any provision of this Agreement is held invalid, the remainder of the Agreement shall not be affected thereby if such remainder would then continue to conform to the terms and requirements of applicable law.

### ***Governing Law***

This Agreement, and the rights and obligations of the parties hereto, shall be construed, interpreted and enforced pursuant to the laws of the California, and exclusive venue in any and all actions existing under this Agreement shall be laid in the action or proceeding which Issuer or Underwriter may be required to prosecute to enforce its respective rights within this Agreement. The unsuccessful party therein agrees to pay all costs incurred by the prevailing party therein, including reasonable interest and attorney's fees, to be fixed by court, and said costs, interest, and attorneys' fees shall be made a part of the judgment in said action. Prior to the commencement of any litigation concerning this Agreement, the Issuer and Stifel agree to first submit any disagreements to mediation. This mediation requirement is intended to reduce the costs of dispute resolution for both parties.

### ***Subcontractors***

Stifel shall, with the prior written approval of the Issuer, use such subcontractors as are necessary in the fulfillment of this Agreement.

### ***Miscellaneous***

Nothing contained herein shall preclude Stifel from carrying on its customary and usual business activities. Stifel specifically reserves the right, but is not obligated, to bid for and maintain secondary markets on any Issuer outstanding bonds subject to appropriate information barriers. Services provided by Stifel in connection with this

Agreement shall not limit Stifel from providing services for the Issuer in conjunction with other services requested by the Issuer except as limited by rule of law or regulation.

In connection with services agreed to herein, it is understood that Stifel will render professional services as an independent contractor. Neither Stifel nor any of its agents or employees shall be deemed an employee of the Issuer for any purpose.

Stifel shall not assign or otherwise transfer any interest in this Agreement without the prior written consent of the Issuer.


The Issuer acknowledges and recognizes Stifel as Underwriter with respect to the municipal securities referenced for purposes of MSRB Rule G-23 and Securities and Exchange Commission Rule 17 CFR (Registration of Municipal Advisors) and acknowledges receipt of the G-17 disclosures included herein.

This Agreement constitutes the entire agreement between the parties relating to the subject matter thereof and supersedes any prior understandings or representations. The Agreement may be amended or modified only by a writing signed by both parties. It is solely for the benefit of the Issuer and Stifel, and no other person.

This Agreement is submitted in duplicate originals. The acceptance of this Agreement by the Issuer will occur upon the return of one original executed by an authorized Issuer representative, and the Issuer hereby represents that the signatory below is so authorized.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement as of the day and year first written above.

**Stifel, Nicolaus & Company, Incorporated**

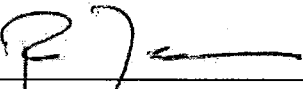
By: 

John R. Baracy, Managing Director

Date: April 10, 2017

**ACCEPTANCE**

**Simi Valley Unified School District**

By:   
Ron Todo, Assistant Superintendent, Business & Facilities

Date: 4/19/17