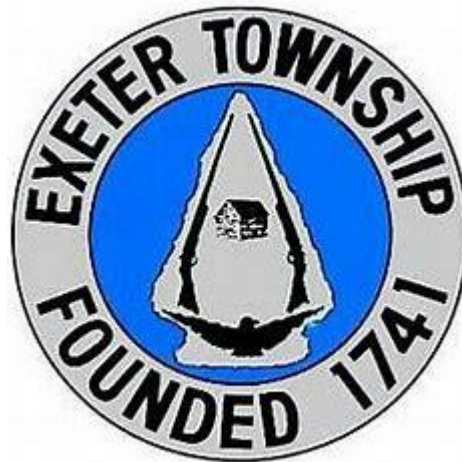


Request for Qualifications
Financial Advisory Services

Qualifications Submittal

Exeter Township, PA



September 11, 2020

Phoenix Capital Partners, LLP
100 N. 18th Street, Suite 300
Philadelphia, PA 19003
Tel: 215-568-9921
Fax: 267-207-3401





Request for Qualifications for Exeter Township, PA

Date: Friday, September 11, 2020

Firm: Phoenix Capital Partners, LLP

Contact: Andre Allen, Principal
100 N. 18th Street, Suite 300- Philadelphia, PA 19103 – Tel: (215) 568-9921
Email: aallen@phoenix-capital-partners.com

Overview: Phoenix Capital Partners, LLP (“Phoenix” or “PCP”) is pleased to respond to Exeter Township, Berks County, Pennsylvania (“Township”) Request for Qualifications. Established in 1997, PCP provides financial, swap and investment advisory services to major cities, states, and their affiliated agencies and authorities across the country. The two founding principals have 60 years of combined experience in municipal finance. Based in the Commonwealth, with offices in Philadelphia, we also have offices in Washington DC, and Chicago, Illinois. Phoenix has had the pleasure to serve as financial advisor to the Township since 2017 assisting with the sale of the Wastewater Facility as well the execution of defeasance agreements for related bonds and issuance of Series 2018 Refunding Bonds.

Relevant Experience: Below is sample list of our clients. Phoenix has served as advisor on over \$80 billion in debt for various issuers and with multiple years of service, including the Township. We believe this chart confirms our commitment to our clients and their trust in our services. We work with major issuers around the country, several for nearly two decades, advising on the issuance of tax-exempt and taxable bonds as well as other financing structures. Our advantage is that since we are active around the country and within different regions, we encounter and adapt to as well as learn from different structures, investors, analysts and often, varying methodologies.

Issuer	Years of Service	Type
PA Higher Education Assistance Agency	20	Ongoing
City of Philadelphia	19	Ongoing
District of Columbia	18	Ongoing
School District of Philadelphia	17	Ongoing
City of Cleveland	14	Ongoing
City of Chicago	7	Ongoing
Franklin Institute	7	Ongoing
Pennsylvania Turnpike Commission	4	Ongoing
Delaware River Joint Toll	4	Transactional
Cook County, IL	4	Ongoing
Exeter Township, PA	3	Transactional
Community College of Philadelphia	3	Transactional
Chicago Public Schools	3	Transactional

We thank you in advance for your consideration of our qualifications, and we welcome the opportunity to assist once again the Township in fulfilling its financial objectives and capitalizing on current market conditions to generate debt service savings.