



February 10, 2021

Larry Hammond, Superintendent
Gallatin County Schools
75 Boardwalk
Warsaw, KY 41095

Dear Mr. Hammond:

On behalf of RSA Advisors, LLC ("RSA"), I would respectfully solicit an appointment by the Gallatin Board of Education to serve as the District's Fiscal Advisor for capital project funding, including the issuance of municipal bonds as needed.

Our firm is unequalled in our commitment to the public-school market, and we consistently rank as the top firm in the Commonwealth with regard to the number of bond issues brought to market each year. We presently serve as fiscal advisor to 121 Kentucky public school districts. We count the very smallest to the very largest school districts as our clients. In our office we have 5 full time and 3 part time employees devoted to only school work. Within this group are investment bankers with more experience in Kentucky school bonds than has any other firm in our state as well as the former Executive Director of the School Facilities Construction Commission, the former Director of Facilities Planning for the Kentucky Department of Education (KDE), and former Kentucky school superintendents. Not only will we be able to provide a breadth of knowledge to support your facility efforts but we also have built in redundancy so if one person is not available for a certain time, we have another equally qualified one to step in to support your needs. We would be happy to provide a list of references from among your neighboring school districts if you so desire.

As you are aware, an appointment of a fiscal advisor is covered by the statutes for obtaining professional services (E.G. Attorney/CPA). Once we are appointed, we work with the District on all facility planning and funding. The added value of working with RSA is that we can use the unique experiences of our team to truly advise your district in all areas of financial planning for your facilities. We are only compensated when a Municipal bond is sold on behalf of the District, and the fees are in accordance with KDE guidelines. As an introductory offer to our services, we will provide the District these services for the first bond issue at a fifty percent discount of the standard fees.

Should you have additional questions regarding our services please contact me at (859) 230-5801 or btarvin@rsamuni.com

325 West Main Street
Suite 300
Lexington, KY
40507

859/977-6600
fax: 859/381-1357
www.rsamuni.com

Sincerely,

A handwritten signature in black ink that reads 'R.E. Tarvin'.

Robert E. Tarvin, Ed.D.
Vice President

Enclosures:

RSA Team and Availability

RSA has a team of professionals to assist your school district. Along with highly qualified, certified investment bankers, we use an educational finance expert with many years of experience in state government and an architect, who has practiced as a private architect for various school districts as well as has experience at the state level in school facility planning, to complete the team that will provide assistance to your district.

Dwight Salsbury, Managing Director

Mr. Salsbury has more than 19 years of experience in public finance. Currently, Mr. Salsbury specializes in providing investment banking and financial advisory services to Kentucky cities, counties, school districts, colleges & universities, special taxing districts and not-for-profit organizations. Mr. Salsbury has expertise and experience in a variety of debt structures including General Obligation Bonds, Certificates of Participation, Revenue Bonds, Leases, Special Assessment Districts, First Mortgage Revenue Bonds, Qualified School Construction Bonds and Qualified Zone Academy Bonds. Over his career, Mr. Salsbury has participated in more than 375 bond issues totaling more than \$2.0 billion. Since 2015, Mr. Salsbury has been the primary banker on more than 100 bond issues totaling more than \$1.0 billion. Mr. Salsbury is a graduate of Washington and Lee University with a B.A. degree in Economics and he holds a Master's in Business Administration from Indiana Wesleyan University. He holds the General Securities Registered Representative designation (Series 7), Municipal Advisor Representative (Series 50), and Uniform Securities Agent (Series 63).

Dr. Robert Tarvin, Vice President

Dr. Robert E. (Bob) Tarvin joined RSA in 2014 after spending 20 years as Executive Director the School Facilities Construction Commission (SFCC). During his leadership of the SFCC, nearly 60% of all Kentucky's school buildings were constructed or renovated. While he guided the SFCC, it had the oversight responsibility for the issuance of \$3.6 billion in well over 1,000 separate bond issues. His extensive knowledge of Kentucky school finance enhances RSA services to its school client base. Dr. Tarvin also served as president of a college in Illinois for 10 years. He holds Bachelor and Master degrees from Eastern Kentucky University and a doctorate in Higher Education Administration from Indiana University. Dr. Tarvin holds the MSRB designation as Municipal Advisor Representative (Series 50).

Lincoln Theinert, Vice President

Lincoln Theinert has served in RSA's Kentucky School District Finance Division as a Financial Advisor for more than 16 years. Mr. Theinert's responsibilities include providing cash flow analysis to 131 of Kentucky's 171 public school districts, continually monitoring outstanding bond issues for refunding savings opportunities and facilitating the Kentucky Interlocal School Transportation Association ("KISTA")

school bus financing program and annual used school bus auction. Mr. Theinert received a B.B.A degree in Finance from Morehead State University and holds the General Securities Registered Representative designation (Series 7), Municipal Advisor Representative (Series 50) and Uniform Securities Agent (Series 63).

Tim Lucas, Marketing Executive

Mr. Lucas retired from the Kentucky Department of Education, Facilities Branch, after 10 years as the head of the Facilities Planning Department. Prior to that, Mr. Lucas spent almost 30 years as an architect working primarily with Kentucky school districts. Since his retirement in March 2014, Mr. Lucas established his own educational planning business, sharing office space and consulting with RSA. He is a valuable asset and provides essential insight as part of our continued service to our clients. Mr. Lucas received his B.A. in architecture from the University of Kentucky. He is a registered architect as well as a member of the American Institute of Architects.

Wendell Emerson, Marketing Executive

Wendell Emerson has served RSA's Kentucky School District divisions for more than 18 years. Mr. Emerson has extensive experience in working with local governments and school districts in planning and implementing public projects. Mr. Emerson served in the Casey County School District for more than 30 years which included 12 years as Superintendent of the District. In 1999, he received the Distinguished Service Award from the Kentucky Association of School Administrators for his exemplary educational leadership abilities. He is currently an active member of Lake Cumberland Area Development District Workforce Investment Board as Chairman and is actively involved with the network of Educational Cooperatives throughout the Commonwealth of Kentucky. Mr. Emerson received his Bachelor of Science in Education from Campbellsville University and a Master of Arts and Rank I in School Administration from Western Kentucky University.

Mitch Crump, Marketing Executive

Mitch Crump joined RSA in 2018 to assist with Business Development of Kentucky School Districts. Mitch has extensive experience within the public school arena having served 33 years in Kentucky public education. He spent 12 years as Superintendent of the Meade County School District and during his tenure as Superintendent he was involved with construction of over \$57 million in new education facilities. Mitch received his undergraduate, Master's degree and Rank 1 from Eastern Kentucky University.

Mitch is very active in his community and has won numerous awards including the James Kimball Outstanding Citizenship Award and Meade County Chamber of Commerce Volunteer of Year. In addition to his work at RSA, he continues to volunteer and work on business development as he currently serves on the Meade County Area Industrial Authority Board.

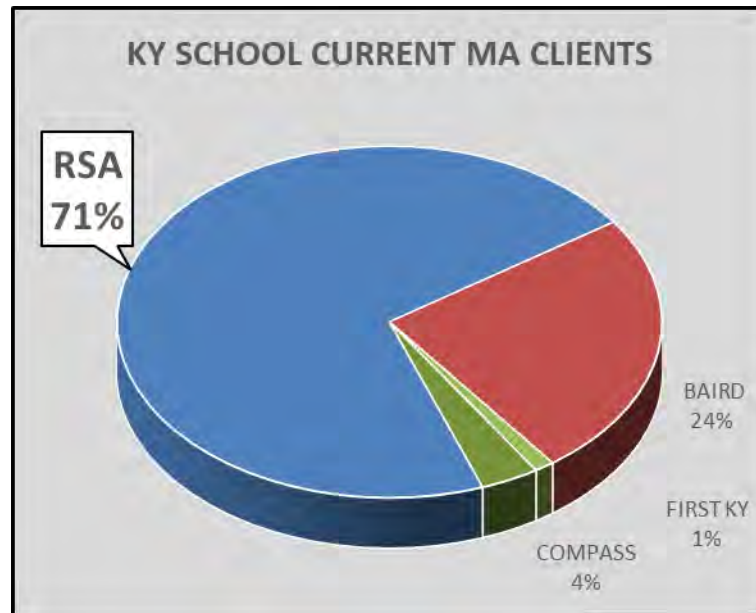
Melanie Smith, Client Services Specialist

Mrs. Smith has been with RSA for more than 30 years serving as administrative support to RSA's Kentucky School District and Kentucky Local Government Divisions. Mrs. Smith provides client support during and after the bond issuance process. She provides daily support as a liaison between clients, bond counsel, underwriters and paying agents. Mrs. Smith is a graduate of Midway College and holds the General Securities Representative (Series 7) and Uniform Securities Agent (Series 63) licenses.

Key Contacts for the Board of Education

The key contacts to your District will be Dr. Bob Tarvin and Dwight Salsbury, with Lincoln Theinert also being available as needed at any time. All members of the team are available as may be needed for your situation at any given time.

RSA Client List as of February 10, 2021



001 Adair County
005 Allen County
006 Anchorage Independent
012 Ashland Independent
013 Augusta Independent
015 Ballard County
016 Barbourville Independent
017 Bardstown Independent
025 Bath County
026 Beechwood Independent
031 Bell County
034 Berea Independent
035 Boone County
045 Boyd County
055 Bracken County
061 Breathitt County
072 Burgin Independent
085 Calloway County
091 Campbell County
092 Campbellsville Independent
095 Carlisle County
101 Carroll County

RSA Client List as of February 10, 2021

105 Carter County
111 Casey County
121 Clark County
125 Clay County
131 Clinton County
133 Corbin Independent
134 Covington Independent
141 Cumberland County
146 Dawson Springs Independent
149 East Bernstadt Independent
151 Edmonson County
155 Elliott County
156 Eminence Independent
157 Erlanger-Elsmere Independent
162 Fairview Independent
171 Fleming County
175 Floyd County
176 Fort Thomas Independent
181 Franklin County
186 Fulton Independent
201 Grant County
215 Green County
221 Greenup County
225 Hancock County
235 Harlan County
241 Harrison County
245 Hart County
246 Hazard Independent
251 Henderson County
255 Henry County
261 Hickman County
271 Jackson County
272 Jackson Independent
275 Jefferson County
281 Jessamine County

RSA Client List as of February 10, 2021

285 Johnson County
291 Kenton County
295 Knott County
301 Knox County
311 Laurel County
315 Lawrence County
321 Lee County
325 Leslie County
331 Letcher County
335 Lewis County
341 Lincoln County
354 Ludlow Independent
365 Madison County
371 Magoffin County
385 Martin County
391 Mason County
401 McCreary County
405 McLean County
411 Meade County
415 Menifee County
421 Mercer County
425 Metcalfe County
426 Middlesboro Independent
431 Monroe County
435 Montgomery County
445 Muhlenberg County
451 Nelson County
452 Newport Independent
455 Nicholas County
465 Oldham County
472 Owensboro Independent
475 Owsley County
477 Paintsville Independent
485 Perry County
491 Pike County

RSA Client List as of February 10, 2021

492 Pikeville Independent
493 Pineville Independent
495 Powell County
501 Pulaski County
502 Raceland Independent
505 Robertson County
515 Rowan County
521 Russell County
522 Russell Independent
523 Russellville Independent
524 Science Hill Independent
531 Shelby County
535 Simpson County
536 Somerset Independent
537 Southgate Independent
541 Spencer County
545 Taylor County
551 Todd County
555 Trigg County
561 Trimble County
565 Union County
567 Walton Verona Independent
575 Washington County
581 Wayne County
585 Webster County
591 Whitley County
592 Williamsburg Independent
593 Williamstown Independent
595 Wolfe County