

CLEARWATER FINANCIAL

*Helping Individuals and Governments
Achieve Their Potential*



CLEARWATER
— FINANCIAL —



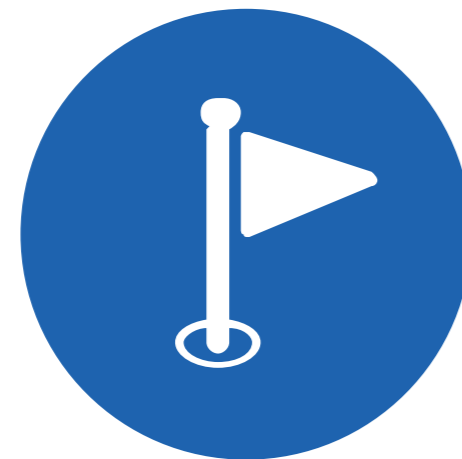
GUIDING PRINCIPLES

WHY WE EXIST, WHERE WE ARE GOING, HOW WE GET THERE



Our Mission

Helping individuals and governments achieve their potential



Our Vision

Go-to for government support



Our Values

C.A.R.E - Connection, Accountability, Respect, Ethics



ABOUT US

INSPIRED TO SERVE

2015

Established
MSRB Registered

Idaho's first
and only headquartered
municipal advisory firm.
We have a fiduciary duty
to you and your goals!

60+

Years combined
experience

Clearwater Financial's fiduciary duty to you:

Duty of Loyalty: We act in your best interest.

Duty of Care: We possess the knowledge and expertise needed to provide the services we offer.



PRINCIPLES

YOUR TEAM LEADS



Jace Perry, CPA

CHIEF OPERATING OFFICER

Municipal Advisor Representative



Cameron Arial, Ph.D.

PRESIDENT

Municipal Advisor Principal



Christine Stoll, M.S

**VICE PRESIDENT : Client Experience &
Growth**

Municipal Advisor Representative



CAMERON ARIAL

President / Ph.D. / Municipal Advisor Principal

Cameron Aerial founded Clearwater Financial in 2015 and has been in municipal services for decades. He is passionate about representing his clients' best interest and is known for his use of competition to achieve superior and transparent results.

Cameron is a pioneering municipal advisor and public & private executive who has presented at numerous municipal conferences and mentored other municipal advisors. He has developed municipal & commercial projects in multiple states and his expertise spans the entire development process through financing and construction.

Cameron earned his Ph.D. in Public Administration and a certificate in Community Planning from Boise State University. He serves on the boards of the Urban Land Institute and Idaho Technology Council. He is a registered Municipal Advisor Principal and holds Series 50, 52, and 54 licenses.



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JACE PERRY

COO / CPA / Municipal Advisor Representative

Jace is an innovative and passionate municipal advisor who has held executive positions in the public and private sector. As the former Executive Director of the Idaho Bond Bank Authority, he oversaw all debt issuances, participant activity, continuing disclosure, application review, and accounting.

Jace managed the accounting for the Idaho State Treasurer's Office including: Local Government Investment Pool (LGIP), Diversified Bond Fund (DBF) and the State's internal investments. He also served as the Chairman of the Idaho College Savings Program. He worked at Eide Bailly, a top 25 CPA firm, auditing various entities including: municipal governments, corporations, hospitals, and non-profit organizations.

Jace holds a bachelor's degree in accounting from Brigham Young University – Idaho and is a licensed Certified Public Accountant and Chartered Global Management Accountant. Jace is a registered Municipal Advisor Representative and holds a Series 50 license.



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CHRISTINE STOLL

Vice President : Client Experience and Growth/ M.S./ Municipal Advisor Representative



Christine spent over two decades implementing and optimizing proactive education and financial services programs for various Idaho State agencies. She has a background in instructional design, human performance, college and career software, technical education development, 529 savings leadership and policy.

She is the former Executive Director of Idaho's 529 College Savings Program and the Next Step Idaho's college and career planning system. Her experience includes directing operational leadership, vision, public relations, partnerships, investment design, federal disclosures, and rating agency relationships. She has worked closely with K12 schools, postsecondary institutions and workforce agencies.

Christine holds a Masters in Instructional Performance & Technology and Bachelors in Psychology & HR Management from Boise State University. Christie is a registered Municipal Advisor Representative and holds a Series 50 license.



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SUITE OF SERVICES



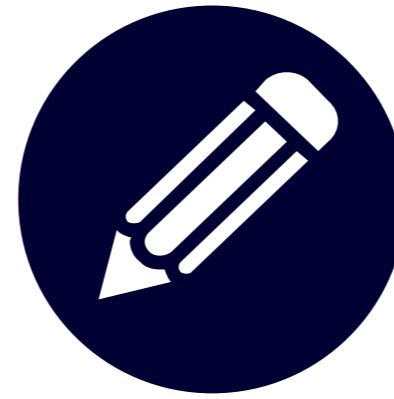
PUBLIC RELATIONS - ELECTIONS, SURVEYS, MARKETING, MESSAGING, SOCIAL MEDIA, INTERGOVERNMENTAL SOLUTIONS, REGIONALIZATION



DEVELOPMENT SERVICES - STRATEGIC/COMP/MASTER PLANS, P&Z, SITE SELECTION, FACILITY PLANS, DESIGN TEAM & PROJECT MANAGEMENT



MUNICIPAL FINANCE - BONDS, PRIVATE PLACEMENTS, LEASES, BOND BANK, INSURANCE, RATINGS, DEQ & USDA-RD, ARPA, IMPACT FEES, GRANT ADMIN



ACCOUNTING - GASB, BUDGET AND ACCOUNTING SUPPORT, FINANCIAL PROJECTIONS AND POLICIES, WHAT IF, COMPREHENSIVE FINANCIAL PLANNING

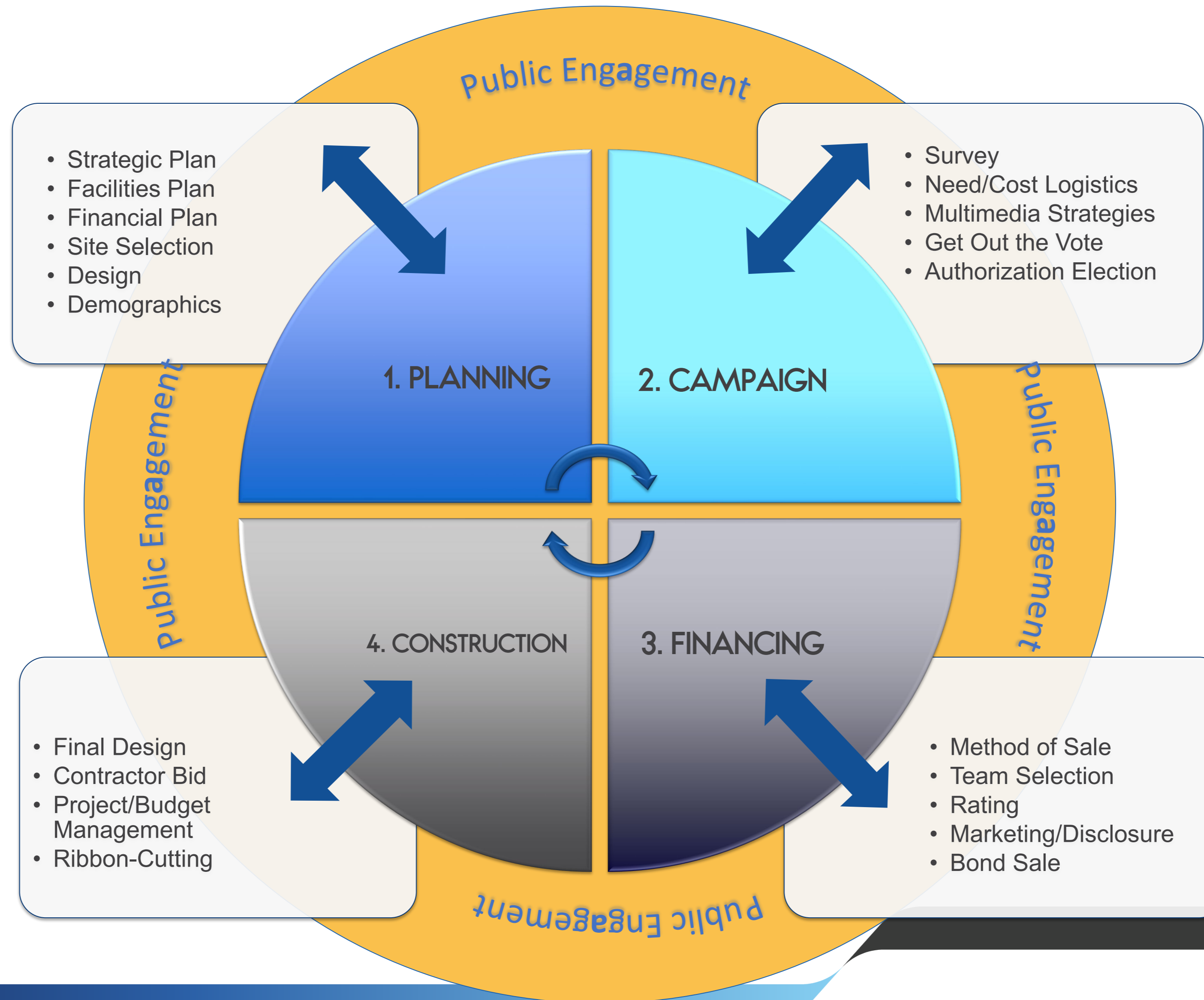


ECONOMIC DEVELOPMENT - URBAN RENEWAL, P3, DOWNTOWNS, DEVELOPMENT RFP, HIGHEST-BEST-USE, MARKET ANALYSIS, ECONOMIC IMPACT



BANKING SERVICES - RFP, LATENT FUNDS, PROCESS/SYSTEM INNOVATION, BOND FUND INVESTMENT

COMPREHENSIVE PROCESS



IMPACT FEES



GROWTH'S IMPACT ON LEVEL OF SERVICE

- Growth is straining City's LOS
- Not enough revenues to sustain current LOS
- Risks of not adding resources and facilities will result in a decline in LOS

HOW TO MAINTAIN LEVEL OF SERVICE WHILE EXPERIENCING GROWTH



- Taxpayers are expressing a desire for “growth to pay for growth”
- Impact fees are a way to equitably assign the burden of the cost of growth-related capital
- State statute allows cities to institute impact fees
- Impact fees are assessed on new development and collected by the City to pay for needed projects and infrastructure related to growth.



STUDY METHODOLOGY



1. Who is currently served by the City?



2. What is the current level of service provided by the City?



3. What assets allow the City to provide this level of service?



4. What is the current investment per household/sf?



5. What future growth is expected in the City?



6. What new infrastructure is required to serve future growth?



7. What impact fee is required to pay for the new infrastructure?



STUDY METHODOLOGY

Numerator: What you need to build or buy to support future growth

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Denominator: Who is coming

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Full Cost Recovery Impact Fee Per Unit



IMPACT FEE PROCESS



INITIATION

1. PROJECT LOGISTICS
2. REVIEW EXISTING DOCUMENTATION
3. COLLECT DATA

ANALYSIS

4. LAND USE & DEVELOPMENT PROJECTIONS
5. CIP AND LOS MODELING



PRESENTATION

TESTING

6. TEST ALLOCATION METHODOLOGIES
7. CREDIT ANALYSIS
8. FUNDING & CASH FLOW ANALYSIS



PRESENTATION

RECOMMEND

9. IMPACT FEE & CIP PLANS
10. PUBLIC HEARING
11. PUBLIC OUTREACH PLAN



PRESENTATION

IMPLEMENT

12. IMPLEMENT PLAN
13. ADVISORY COMMITTEE MEETINGS



ADMINISTRATION OF FEES

- City would assess and collect the appropriate fee at the point of building permit
- Revenue would be used to fund planned projects
 - Update parks impact fees
 - Start pathways impact fees
 - Start police impact fees
- City is responsible for managing required reporting to the development impact fee advisory committee and fund/manage the required study updates at least every