

City of Miami Beach, Florida
Current Team of Investment Banking Firms
As of 3/1/17

Underwriting Experience with the City

Firm	2010 - 2014					2015 Transactions			Total After 2015 Transactions				
	Senior Manager		Co Manager		Total	Senior Manager		Co Manager	Senior Manager		Co Manager		Total
	#		#		#	#		#	#		#		#
	Issues	Year	Issues	Year	Issues	# Issues	# Issues	Issues	Issues	Year	Issues	Year	Issues
1 Bank of America Merrill Lynch	-		1	2011	1	1	1	2	1	2015	2	2015,	3
2 Citigroup	-		1	2010	1	-	2	2	-		3	2010	3
3 Estrada Hinojosa	-		1	2011	1	-	1	1	-		2	2011	2
4 JP Morgan	1	2011	-		1	1	1	2	2	2015,	1	2015	3
5 Loop Capital Markets	-		1	2010	1	-	1	1	-		2	2010	2
6 Morgan Stanley	-		1	2011	1	1	1	2	1	2015	2	2011	3
7 Raymond James Morgan Keegan	1	2011	1	2010	2	-	1	1	1	2011	2	2010	3
8 Siebert Brandford Shank	-		-		-	-	2	2	-		2	2015	2
9 Stifel, Nicolaus & Company, Inc*	1	2010	-		1	-	-	-	1	2010	-		1
10 SunTrust Robinson Humphrey	-		1	2011	1	-	1	1	-		2	2011	2
11 Wells Fargo Securities	-		-		-	1	1	2	1	2015	1	2015	2

Recommended Underwriters for 2017 Transactions

Proposed 2017 Transactions					Total After Proposed 2017 Transactions				
Senior Manager		Co Manager		Total	Senior Manager		Co Manager		Total
#		#		#	#		#		#
Issues	Year	Issues	Year	Issues	Issues	Year	Issues	Year	Issues
-		-		-	1	2015	2	2015,	3
1		-		1	1	2017	3	2010	4
-		1		1	-		3	2011	3
-		-		-	2	2011	1	2015	3
-		1		1	-		3	2010	3
-		-		-	1	2015	2	2011	3
1		-		1	2	2011	2	2010	4
-		-		-	-		2	2015	2
-		1		1	1	2010	1	2017	2
-		-		-	-		2	2011	2
-		1		1	1	2015	2	2015	3

*Was previously Sterne Agee. Stifel acquired Sterne Agee in 2015.