

First Southwest Company

Massachusetts Underwriter Experience

Since 2002, First Southwest Company has participated in over 314 underwritings totaling almost \$2.7 billion for local Massachusetts issuers. As one of the only firms in the Commonwealth with a local office providing underwriting, trading, sales and banking services, First Southwest Company can provide unique insight into the capital raising process for municipalities and other tax-exempt organizations.

First Southwest has a 61-year history of providing exceptional underwriting, financial advisory, and investment management services. Let us put our expertise to work for you, call 617.619.4400 or visit www.firstsw.com.

First Southwest Company's Massachusetts Underwriting Deals from January 2002 to December 2007		
Source: Securities Data Company		
Amount (\$Mils)	Issuer	Issue Description
3.506	Charlton	GO Municipal Purpose Loan
5	Concord Town	Unlimited Tax BANs
33.3	Springfield City	BANs
15	Springfield City	RANs
3.095	Framingham Town	General Obligation Bonds
9.795	Quincy City	GO Municipal Purpose Loan
3.865	Everett City	BANs
4.982	Framingham Town	BANs
6	Upper Blackstone Wtr Pollution Dt	BANs
11.95	Bellingham Town	General Obligation Bonds
1	Holyoke City	BANs
1.5	Holden Town	BANs
4.141	Webster Town	BANs
15.01	Haverhill City	BANs
2.5	Worcester (Mendon-Upton) RSD	BANs
1	Arlington Town	BANs
2.3	Spencer East Brookfield RSD	BANs
17.8	Spencer East Brookfield RSD	BANs
5.049	Canton Town	BANs
1	Rowley Town	BANs
23.6	Foxborough Town	BANs
2	Lunenburg Town	BANs
16.44	Worcester Regional Transport Au	RANs
32.999	Ashburnham-Westminster RSD	BANs
4	Chelmsford Town	BANs
7.015	Springfield City	BANs
1.416	Haverhill City	BANs
1.918	Haverhill City	State Aid Anticipation Notes
4.39	Haverhill City	BANs
0.599	Shrewsbury Town	BANs
25.514	Needham Town	BANs
7	Princeton Co (Wachusett) RSD	RANs
21.997	Springfield City	BANs
8	Woburn City	BANs
0.75	Gloucester City	BANs
20	Westwood City	BANs
10	Springfield City	RANs
7.5	New Bedford City	BANs
7.02	Holden Town	GO Municipal Purpose Loan
7.386	Norwood Town	General Obligation Bonds
10	Tyngsborough Town	GO BANs
9.5	Southborough Town	BANs
15	Medford City	BANs
3.8	Worcester Co (Nashoba) RSD	BANs
0.5	Southborough Town	BANs
35	Springfield City	BANs

Amount (\$Mils)	Issuer	Issue Description
0.275	Haverhill City	GO State Qual Muni Purp Bonds
7.345	Haverhill City	GO State Qual Muni Purp Bonds
4.01	Auburn Town	BANs
2.039	Winchester Town	BANs
17.515	Boston Metropolitan Dt	GO Refunding Bonds
24.352	Worcester Co (Nashoba) RSD	BANs
7.785	Holyoke City	General Obligation Bonds
1.698	Haverhill City	State Aid Antic Notes
4.83	Haverhill City	BANs
4.589	Quincy City	BANs
6.868	West Springfield	General Obligation Bonds
3	Hanover	BANs
2.964	Northborough Town	General Obligation Bonds
68.3	Springfield City	BANs
2.78	Middlesex (Groton-Dunstable) RSD	GO Refunding Bonds
8.5	Lynnfield Town	BANs
1.709	Framingham Town	General Obligation Bonds
9.758	Framingham Town	BANs
10	Acton-Boxborough RSD	BANs
14.567	Haverhill City	BANs
1.75	West Newbury Town	GO Unltd Tax Bonds
0.2	Mattapoisett Town	BANs
5.7	Easton Town	GO Municipal Purpose Loan
31.05	Newburyport City	BANs
3.94	Bellingham Town	General Obligation Bonds
15.158	Holliston Town	BANs
2.082	Berkley Town	GO Municipal Purp Loan Bonds
20.67	Framingham Town	BANs
7.65	Quincy City	GO Refunding Bonds
15.005	Andover Town	GO Refunding Bonds
15.938	Andover Town	BANs
10.12	Ashburnham-Westminster RSD	GO Refunding Bonds
1.85	Barnstable Town	BANs
1.15	Concord Town	BANs
5.95	Templeton Town	General Obligation Bonds
1.25	Holden Town	General Obligation Bonds
8	Needham Town	BANs
4.394	Beverly City	BANs
37.411	Springfield City	BANs
1.175	Fitchburg City	BANs
4.23	Haverhill City	BANs
21.997	Springfield City	BANs
1.25	New Bedford City	BANs
0.73	Gloucester City	BANs
19	Medfield Town	BANs
10	Nashoba Valley Tech High SD	BANs
4.31	Fitchburg City	General Obligation Bonds
20.95	Newton City	BANs
2	Sudbury Water Dt	BANs
1.7	Bershire Co (Adams-Cheshire) RSD	BANs
1.69	Holyoke City	GO Refunding Bonds

Amount (\$ Mills)	Issuer	Issue Description
2.5	New Bedford City	BANs
5.62	Somerset Town	General Obligation Bonds
0.256	Falmouth Town	BANs
6.5	Fitchburg City	State Aid Anticipation Notes
6.16	Greater Lawrence Sanitary Dt	State Aid Anticipation Notes
3.47	Worcester Co (Nashoba) RSD	BANs
2.825	Ipswich Town	General Obligation Bonds
1.75	Avon Town	GO Modular Classroom Bonds
1	Walham City	BANs
24.352	Worcester Co (Nashoba) RSD	BANs
2.408	Haverhill City	BANs
8.775	Haverhill City	BANs
30	Springfield City	RANs
3.835	Lancaster Sewer Dt	General Obligation Bonds
28.8	Salem City	BANs
14.009	Ashburnham-Westminster RSD	BANs
7.955	Leicester Town	GO Refunding Bonds
7.295	Dartmouth Town	BANs
4.06	Quincy City	GO School Bonds
1	Fitchburg City	BANs
19.723	Haverhill City	BANs
6.552	Lancaster Town	BANs
1.75	Uxbridge Town	GO Water Bonds
3.165	Burlington Town	GO Bonds
1	Quincy City	BANs
10.385	Wellesley Town	BANs
19.89	Auburn Town	GO School Bonds
2.59	Chelmsford Town	Unltd Tax Sewer BANs
3.374	Townsend Town	General Obligation Bonds
3	Braintree Town	BANs
33.576	Springfield City	BANs
3.678	North Reading Town	BANs
2.265	Brockton City	BANs
7.845	Haverhill City	BANs
21.997	Springfield City	GO BANS
2.137	Groveland Town	BANs
7	Princeton Co (Wachusett) RSD	RANs
1.49	Revere City	GO State Qual Muni Purpose Loan
2.395	Revere City	GO Refunding Bonds
28.193	Acushnet Town	BANs
14.015	Melrose City	BANs
15.491	Nashoba Valley Tech High SD	BANs
2	Methuen City	BANs
10	Newton City	BANs
5	Quincy City	BANs
2.65	Revere City	BANs
21.345	Revere City	BANs
19	Methuen City	General Obligation Bonds
3.13	Worcester Co (Nashoba) RSD	BANs
22.27	Everett City	GO Refunding Bonds
14.332	Gloucester City	BANs
2.25	Concord Town	BANs
17.875	Holyoke City	GO Refunding Bonds
9.3	Everett City	BANs
33.576	Springfield City	BANs
2.975	Cohasset Town	GO Refunding Bonds
15	Lynn City	BANs
11.4	New Bedford City	GO Refunding Bonds
2.5	Northborough Town	BANs
2.15	Dartmouth Town	GO Refunding Bonds
6.1	Shrewsbury Town	BANs
8.65	Shrewsbury Town	General Obligation Bonds
11.143	Worcester Co (Nashoba) RSD	BANs
7.48	Uxbridge Town	GO Refunding Bonds
13.858	North Reading Town	BANs
2.54	Danvers Town	GO Refunding Bonds
14.5	Salem City	BANs
5.345	Shrewsbury Town	GO Refunding Bonds
13.285	Fall River City	BANs
4	Fitchburg City	BANs
15	Avon Town	BANs
3.927	West Springfield	General Obligation Bonds
3.835	Danvers Town	GO Municipal Purpose Loan
7.025	Danvers Town	BANs
7.845	Haverhill City	BANs
26.295	Haverhill City	State Qualified BANs

Amount (\$ Mills)	Issuer	Issue Description
3.411	East Longmeadow	General Obligation Bonds
21.375	Medford City	BANs
25	Woburn City	BANs
7.71	Falmouth Town	GO Refunding Bonds
1.845	Spencer East Brookfield RSD	BANs
4.908	Bellingham Town	General Obligation Bonds
3.195	Revere City	GO Refunding Bonds
1	Quincy City	BANs
2	Hanover	BANs
31	Cambridge City	General Obligation BANs
1.4	Reading Town	BANs
3.255	Sterling Town	General Obligation Bonds
23.782	Needham Town	BANs
0.964	Fitchburg City	BANs
0.3	Fitchburg City	State Aid Anticipation Notes
6.28	Barnstable Town	GO Municipal Purpose Loan
10.09	Gardner City	General Obligation Bonds
30.206	Springfield City	BANs State Qualified
3	Braintree Town	BANs
6.871	Stoughton Town	BANs
18.82	Danvers Town	BANs
38	Fall River City	BANs
0.697	Wellesley Town	BANs
5.1	Falmouth Town	BANs
22.82	Mansfield	General Obligation Bonds
33.753	Everett City	BANs
2.5	Lynn City	BANs
8.265	Fitchburg City	General Obligation Ref Bonds
34.95	Woburn City	Sales Unlimited Tax BANs
15	Lynn City	General Obligation Bonds
73.005	Malden City	Limited Tax GO Refunding Bonds
7	Mansfield	RANs
2	Northborough Town	BANs
2.985	Harvard	BANs
5	Stoughton Town	RANs
5.112	Haverhill City	State Aid Anticipation & BANs
1.248	Haverhill City	State Aid Anticipation Notes
18.83	Haverhill City	GO Refunding Bonds
5.001	Wareham Town	BANs
2.661	Middlesex (Groton-Dunstable) RSD	BANs
1.475	Easton Town	BANs
2	Raynham Town	Unlimited Tax BANs
11.753	Lexington Town	BANs
1.133	Quincy City	BANs
2.787	Danvers Town	BANs
12.06	Newton City	BANs
12	Haverhill City	RANs
3.6	Lowell City	BANs
9.91	Lowell City	BANs
11.92	Arlington Town	BANs
1.51	Auburn Town	BANs
27.518	Haverhill City	BANs
8	Upper Blackstone Wtr Pollution Dt	BANs
2	Concord Town	BANs
1.151	Ayer	BANs
2.266	Easton Town	BANs
8.083	Needham Town	BANs
1	Worcester (Athol-Royalston) RSD	State Qualified BANs
5.06	Plymouth Town	BANs
1.69	Bolton Town	Unlimited Tax GO Bonds
9.445	Fall River City	BANs
3.342	Barnstable Town	BANs
1.38	Framingham Town	BANs
8.649	Haverhill City	State Qualified Notes & BANs
5.023	Lowell City	BANs
4	Plymouth Town	BANs
2.972	Watertown Town	BANs
8.268	Fall River City	BANs
5.42	Southborough Town	BANs
2.3	Templeton Town	General Obligation Bonds
1.654	Newburyport City	BANs
2.42	Worcester Co (Nashoba) RSD	BANs
30.985	Methuen City	GO Refunding Bonds

Amount (\$ Mills)	Issuer	Issue Description
7	Haverhill City	State Qualified BANs
9.245	Andover Town	General Obligation Bonds
7	Salem City	BANs
7.5	Worcester City	District Imp Financing BANs
9.339	Haverhill City	BANs
15.711	Haverhill City	GO Municipal Purpose Loan
8	Chelmsford Water Dt	BANs
2.265	Bellingham Town	BANs
7	Fitchburg City	RANs
7	Haverhill City	State Qualified BANs
1.179	Norwood Town	BANs
1.095	Walpole Town	BANs
1.133	Quincy City	BANs
3.15	West Springfield	BANs
2.505	Lunenburg Town	GO Muni Purpose Loan Bonds
10	Fitchburg City	RANs
7.725	Haverhill City	State Qualified BANs
2.75	Rowley Town	BANs
5	Lynn City	BANs
8	Upper Blackstone Wtr Pollution Dt	BANs
0.333	Haverhill City	State Aid Anticipation Notes
9	Brockton City	BANs
4.98	Marshfield Town	General Obligation Bonds
2.275	Dover	GO Refunding Bonds
2.95	Holliston Town	BANs
4.2	Andover Town	BANs
4.261	West Springfield	BANs
2.3	Newton City	BANs
0.922	Clinton Town	BANs
7.656	Scituate Town	BANs
0.3	Fitchburg City	State Aid Anticipation Notes
1.748	Lancaster Town	GO Water Bonds
3	Medford City	BANs
2.4	Saugus Town	RANs
2.275	Dartmouth Town	BANs
1	Worcester City	BANs
24.115	Fall River City	BANs
1.45	Nantucket Regional Transit Auth	RANs
15.65	Worcester Regional Transport Au	RANs
3.537	Haverhill City	BANs
1.278	Shrewsbury Town	BANs
2.8	Burlington Town	BANs
1.88	Chatham	BANs
5.45	Methuen City	GO Muni Purpose Loan Bonds
1.493	Tyngsborough Town	GO Muni Purpose Loan Bonds
3.289	Norwood Town	GO Municipal Purpose Loan Bonds
9.504	Bridgewater-Raynham RSD	Unlimited Tax BANs
1.878	Dartmouth Town	BANs
1.396	Cohasset Town	State Aid Anticipation Notes
7	Fitchburg City	RANs
3.215	Lowell City	BANs
7.55	Peabody City	GO Municipal Purpose Loan Bonds
1.815	Uxbridge Town	BANs
7	Haverhill City	State Qualified BANs
1	Falmouth Town	BANs
2.9	Pittsfield City	BANs
1.768	Northborough Town	BANs
3.102	Arlington Town	GO Municipal Purpose Loan Bonds
2.514	Webster Town	BANs
9.274	Haverhill City	BANs
7.8	Shrewsbury Town	BANs
2.55	Boxford Town	BANs
16.351	Plymouth Town	BANs
3.375	Marion	BANs
1.15	Worcester City	BANs
7	Haverhill City	State Qualified BANs

\$2,698,377,000 Total