



Q&A with PNC Public Finance Group



Who we are

PNC Public Finance, part of PNC, is a full-service financial partner to the K-12 education market providing capital markets bond underwriting solutions, direct lending/credit facilities, treasury management and investment services. PNC Public Finance is supported by a local relationship team in our Pennsylvania markets. Our emphasis is on delivering value-added solutions and bringing deep knowledge and transaction expertise across multiple products and sectors. PNC Public Finance is uniquely organized around clients, not products, allowing us to deliver structuring flexibility through access to the full breadth of bank and bond solutions, deposit services and cash management portfolio of products.

How do you help school districts lower borrowing costs?

PNC Capital Markets LLC (PNCCM) provides the structuring, pricing and distribution of municipal securities, and PNC Bank, N.A. (PNC) provides direct lending, credit facilities, cash flow management and investment services to its clients. PNCCM and PNC work together to best support our clients by serving as a strategic advisor sharing insights on industry topics and market trends by comparing financing options, i.e., bank loan vs. bond issue, to optimize the solution. We review borrowing options on the public capital markets side and simultaneously review the borrowing needs structured as a bank loan or direct placement idea. Each option

PNC collaborates with human resources staff to design a custom program to address your employees' financial wellness needs.

provides its own efficiencies regarding overall borrowing costs, and by utilizing both reviews, we can bring final options that may result in lower borrowing costs to our K-12 clients. In some cases, this can also be a combination of a bank loan and capital markets solution, should the situation present itself.

What are some of the solutions PNC offers that reflect best practices?

One of PNC's newest, unique solutions for our K-12 clients is our Organizational Financial Wellness offering, through which PNC collaborates with human resources staff to design a custom program to address our clients' employees' financial wellness needs. PNC WorkPlace Banking® helps to strengthen employee financial awareness and increase convenience through digital banking that includes money management tools. PNC Benefit Plus streamlines employer spending account administration while facilitating employee engagement and utilization of Health Savings Accounts (HSAs) and Flexible Spending Accounts (FSAs). PNC's Financial Wellness Achievement Center encourages and recognizes employees for strengthening their financial knowledge through a fully customized, digital learning tool. Finally, PNC Fiduciary Investment Services provides a customizable suite of

investment advice, an annual employee education campaign and fiduciary support to help plan sponsors understand and meet their fiduciary obligations to participants.

How can PNC help districts save money and time by streamlining payables management?

PNC can assist organizations with transforming their payables management process through its platform of treasury management solutions. Our team can evaluate clients' operations to develop a strategic payment procedure to help achieve maximum value and an optimum payment mix when converting from paper-based payments to electronic payments. Using Integrated Payables, PNC can help businesses automate their disbursement payment function with a single transmission of consolidated payment files — check, card, ACH and wire transfer. This product can help reduce the cost and maintenance of multiple payment systems. Additionally, it provides more control over when payments are released, thereby controlling outbound cash flows and satisfying vendors' needs by being able to schedule payments so that they are on time. **B**