

Headquarters U.S. Air Force

Fly - Fight - Win

Financial Advisor to the Air Force on Energy EUL Projects



Raymond James & Associates, Inc.

Jerry Pierce

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Overview of Raymond James

- **Background**
 - **Provide the Air Force with capital markets experience**
 - **Assist in the evaluation of financial proposals**
 - **Thorough understanding of underwriting process**
 - **Provide up to date information on credit market conditions**
 - **Experience with Department of Defense**

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Raymond James' Role in Energy EUL Projects

- **Raymond James will work closely with Highest Ranked Offeror (HRO) and its financier to assist in the development of an efficient financing plan.**
- **Assist and advise the Air Force on different financing options presented to achieve the lowest cost of capital available in the market.**
- **Evaluate the form of cash and/or in-kind consideration presented to the Air Force by the Offerors.**

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