How Neighborly is Modernizing Public Finance
What is Neighborly?
In a Unique Space

- Finance
- Government
- Technology
Municipal Bonds are the Original Impact Investments
Neighborly’s Leading Investors:

- 8VC
- Emerson Collective
- Sound Ventures
- Stanford University
- Structure Capital
- 500 Startups
- Fintech Collective
- MAVEN Ventures
- Bee Partners
We think a lot about steps between **issuer & investor**

We believe technology can better connect the market
What makes Neighborly different?

**Democratized access.**
Making bonds available directly to residents, not just large institutional or experienced investors.

**Efficient, transparent transactions.**
Easy-to-navigate platform built to digest investment options and offering documents.

**Multi-channel community marketing.**
Reaching out to investors where they live, in places they encounter daily.

**Commitment to ongoing investor education.**
Investor education center and investor dashboard.
Efficient, transparent transactions.
Investors can easily find the projects they care about, buying new bond issuances in real-time. Individuals can open brokerage accounts and place orders via Neighborly Securities (a wholly-owned subsidiary), which is built with both the largest and smallest of investors in mind.

Issuance Summary Page

Investment Options

Offering Documents
## Invest in the future you want.

Finance civic projects around the country while earning interest on your investment with municipal bonds.
Find open offerings and follow upcoming ones to stay in the loop.

<table>
<thead>
<tr>
<th>Offering on sale</th>
<th>State of California</th>
<th>State of Vermont</th>
<th>City of Worcester, Massachusetts</th>
<th>New York City Transitional Finance Authority</th>
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</thead>
<tbody>
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<td>Expected closing date</td>
<td>09/29/2017 7:00pm EDT</td>
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<td>186,1,075,000</td>
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<table>
<thead>
<tr>
<th>Offering on sale</th>
<th>Oakley Union Elementary School District, California</th>
<th>Town of Auburn, Massachusetts</th>
<th>County of Rensselaer, New York</th>
<th>Town of Raynham, Massachusetts</th>
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</table>
Neighborly works with issuers across the country on both competitive and negotiated transactions

Municipal Advisors
- Barstow Unified School District
- State of California
- California State University

Bond Counsel
- Lawrence, Kansas
- NYS Housing Finance Agency

Underwriter’s Counsel
- U. Pittsburgh Medical Center

Other Transactions
- California Public Works Board
- State of Vermont
- New York City Transitional Finance Authority

Alaska Housing Finance Corp.
## A Case Study in Cambridge

<table>
<thead>
<tr>
<th>Postcards sent</th>
<th>Hubway ads placed</th>
<th>City hall attendance</th>
</tr>
</thead>
<tbody>
<tr>
<td>500</td>
<td>14</td>
<td>300</td>
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</tbody>
</table>
City of Cambridge, Massachusetts, General Obligation Bonds, 2017 Series A

- Total number of orders: 240+
- Median order size: $5,000
- Total order amount: $2,095,000

**Sale details:**
- $1,000 denomination
- $20K max order size
- Geographically restricted to Cambridge residents only
- Joint marketing campaign by the City and Neighborly

**Reached investors across age ranges:**
- Under 30
- 30-39
- 40-49
- 50-59
- 60-69
- Over 70

Data provided by Neighborly and is shown as a matter of possible interest and past performance on specific transactions does not indicate future performance.
Thank You!

Neighborly

neighborly.com

e-mail: lindsey@neighborly.com
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