

NEW SALE QUESTIONS

Brookline, MA
New Sale



LEAD ANALYST

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DEBT PROFILE:

1. Please provide an overview of the new bonds and BANs.
2. What are the town's future long term debt plans?
 - a. Since we last spoke, voters approved the Brookline High School project. Could you provide details about construction timing and costs?
 - b. How much debt is authorized and unissued? The POS says \$62 million but does that include the high school project?
3. Any updates to pension funding plan?
4. Are you still targeting OPEB funding of 2046?

ECONOMY/TAX BASE:

5. What is driving the strong increase in equalized values?
6. Any new or ongoing residential or commercial developments that we should know about?
 - a. Any updates to Brookline Village?
7. When do you expect your enrollment increases to level off?
8. Any material tax appeals outstanding?

FINANCES:

9. Any planned overrides or debt exclusions on the horizon?
10. Any increases in water/sewer rates?
11. 2018 audited financials
 - a. What factors drove the operating deficit in 2017?
 - b. Any unplanned or one-time revenues or expenditures?
12. 2019 YTD
 - a. What factors drove the operating surplus in 2018?
 - b. What was the budget to budget % and \$ change from the prior year?
 - c. How was the budget balanced?
 - i. % change in the tax levy?
 - ii. Other sources?
13. 2020 budget
 - a. What was the budget to budget % and \$ change from 2018?
 - b. How was the budget balanced?

- i. % change in the tax levy?
- ii. Use of reserves?
- iii. Other sources?

MANAGEMENT:

- 14. Please provide an update on labor contracts.
- 15. Is there any significant litigation outstanding that could materially impact the town's financial condition?
- 16. Are there any other issues that could materially impact the overall credit strength of the town?
- 17. To the best of your knowledge, have the town's computer systems ever been hacked? Do you maintain insurance specifically for cybersecurity related events?