

# Financial Advisor Rankings for Not-for-Profit Negotiated Healthcare Tax-Exempt Debt Issuance YTD 2017

Rank	Equal Credit to each Advisor	Par Amount (\$ MM)	Market Share (%)	Number of Issues
1	Kaufman Hall & Associates Inc	\$4,342	24.7%	21
2	KNN Public Finance	2,827	16.1	7
<b>3</b>	<b>Melio &amp; Company LLC</b>	<b>2,084</b>	<b>11.9</b>	<b>13</b>
4	Ponder & Co	1,916	10.9	20
5	Hammond Hanlon Camp LLC	1,306	7.4	9
6	Raymond James	926	5.3	3
7	PFM Financial Advisors LLC	636	3.6	7
8	Castle Advisory Company LLC	473	2.7	1
9	Echo Financial Products LLC	423	2.4	5
10	Piedmont Securities LLC	219	1.3	1
11	Acacia Financial Group Inc	184	1.1	3
12	Protective Securities	180	1.0	1
13	Evergreen Financial Services	46	.3	2
14	Government Consultants Inc	4	.0	1

Taxable issuances, competitive sale issuances, private placements and remarketings are excluded. In issues with co-advisor, the par amount of the issue is divided equally among the firms. Source: SDC Thomson Reuters. As of August 28, 2017.



# Financial Advisor Rankings for Not-for-Profit Negotiated Healthcare Tax-Exempt and Taxable Debt Issuance YTD 2017

Rank	Equal Credit to each Advisor	Par Amount (\$ MM)	Market Share (%)	Number of Issues
1	Kaufman Hall & Associates Inc	\$4,428	24.4%	23
2	KNN Public Finance	2,827	15.5	7
<b>3</b>	<b>Melio &amp; Company LLC</b>	<b>2,253</b>	<b>12.4</b>	<b>14</b>
4	Ponder & Co	1,977	10.9	21
5	Hammond Hanlon Camp LLC	1,328	7.3	10
6	Raymond James	926	5.1	3
7	PFM Financial Advisors LLC	696	3.8	8
8	Castle Advisory Company LLC	473	2.6	1
9	Echo Financial Products LLC	423	2.3	5
10	Piedmont Securities LLC	219	1.2	1
11	Acacia Financial Group Inc	206	1.1	4
12	Protective Securities	180	1.0	1
13	Evergreen Financial Services	46	.3	2
14	Government Consultants Inc	4	.0	1

Competitive sale issuances, private placements and remarketings are excluded. In issues with co-advisor, the par amount of the issue is divided equally among the firms. Source: SDC Thomson Reuters. As of August 28, 2017.

