

BOND PURCHASE AGREEMENT

April 20, 2020

Mr. Justin M. Nickels, Mayor
and Members of the Common Council
City of Manitowoc
900 Quay Street
Manitowoc, WI 54220

Dear Mr. Nickels and Members of the Common Council:

Robert W. Baird & Co. Incorporated (the "Underwriter") hereby offers to enter into this Bond Purchase Agreement (the "Agreement") with City of Manitowoc (the "Issuer") for the purchase by the Underwriter and sale by the Issuer of all its \$9,860,000.00 General Obligation Refunding Bonds (the "Securities"), to be dated May 5, 2020. This offer is made subject to acceptance by the Issuer on April 20, 2020. The Securities shall mature, bear interest at the rates, have such terms and be payable at the times, all as set forth in Exhibit A attached hereto. The issuance and terms of the Securities will be duly authorized and adopted by the Issuer by a resolution dated April 20, 2020 (the "Resolution").

Upon the terms and conditions and upon the basis of the representations herein set forth, the Underwriter hereby agrees to purchase from the Issuer and the Issuer hereby agrees to sell to the Underwriter, all (but not less than all) the Securities, at a price of \$10,040,120.00 (representing the principal amount of the Securities, plus original issue premium of \$278,720.00, less underwriter's discount of \$98,600.00), plus accrued interest, if any, from the dated date to the date of Closing (as defined below).

The closing shall occur on May 5, 2020, at a time to be determined, or on such other date mutually agreeable to the Issuer and the Underwriter (the "Closing"). The Securities will be delivered as fully registered bonds, bearing proper CUSIP numbers, and registered in the name of Cede & Co., as nominee of The Depository Trust Company, which will act as securities depository for the Securities.

The Issuer confirms that the Preliminary Official Statement (including any addenda or amendments thereto) delivered to the Underwriter was and hereby is "deemed final" as of its date by the Issuer for purposes of Rule 15c2-12 under the Securities Exchange Act of 1934 (the "Rule"), and the Issuer consented to its distribution and use by the Underwriter prior to the date hereof in connection with the public offering and sale of the Securities.

The Securities are being purchased subject to satisfaction of the following conditions at Closing:

1. The Issuer agrees to take such action as necessary so that the Underwriter will be in receipt of a final Official Statement (the "Official Statement") within seven (7) business days after the date hereof and in sufficient time to accompany any confirmation that requests payment from any customer, and in sufficient quantity to comply with paragraph (b)(4) of the Rule and applicable rules of the Municipal Securities Rulemaking Board (the "MSRB"). The Issuer hereby authorizes and approves the Official Statement and consents to the use and distribution of the Official Statement by the Underwriter in connection with the public offering and sale of the Securities. At the time of or prior to the Closing, the Underwriter will file, or cause to be filed, the Official Statement with the MSRB.
2. If applicable, the current rating on the Securities or on the insurer of the Securities shall not have been lowered, put on negative outlook, suspended or withdrawn by an applicable credit ratings agency.
3. Bond Counsel shall provide an unqualified approving opinion in form and substance satisfactory to the Underwriter.
4. The Issuer shall execute and deliver a written undertaking to provide ongoing disclosure for the benefit of holders of the Securities as required by the Rule, subject to any applicable exemptions under the Rule.
5. The Issuer shall deliver true and complete copies of the Resolution authorizing the issuance and sale of the Securities, which shall be in full force and effect.
6. The Issuer shall deliver one or more closing, compliance, tax and other certificates from its duly authorized representatives as the Underwriter may reasonably request.

7. The Underwriters have not cancelled their obligation to purchase the Securities or terminated this Agreement by written notice to the Issuer following the occurrence, escalation or existence of the following events as of the Closing: (a) any legislation or development adversely affecting the legality of the issuance, sale or delivery of the Securities or the tax treatment of interest to be received on the Securities; (b) any outbreak or escalation of hostilities, a declaration or war by the United States, a national emergency or other national or international calamity or crisis materially affecting the financial markets of the United States or elsewhere; (c) a material disruption in securities settlement, payment or clearance services affecting the Securities or the ability of the Underwriters to enforce contracts for the sale of the Securities, or a new restriction on transactions in securities materially affecting the market for securities (including the imposition of any limitation on interest rates) or extension of credit by, or a charge to the net capital requirements of underwriters; (d) a general banking moratorium shall have been declared by authorities having jurisdiction and be in force; (e) a general suspension of trading on the New York Stock Exchange or other major exchange shall be in force, or minimum or maximum prices for trading shall have been fixed and be in force, or maximum ranges for securities shall have been required and be in force on any such exchange, whether by virtue of determination by that exchange or by order of the SEC or any other governmental authority having jurisdiction; (f) an event or circumstance that either makes untrue or incorrect in any material respect any statement or information contained in the Official Statement or is not reflected in the Official Statement but should be reflected therein in order to make the statements contained therein not misleading in any material respect; (g) a decision by a court of the United States shall be rendered, or a stop order, release, regulation or no-action letter by or on behalf of the SEC or any other governmental agency having jurisdiction, to the effect that the issuance, offering or sale of the Securities, including any underlying obligations as contemplated by this Agreement or by the Official Statement, or any document related to the issuance, offering or sale of Securities, is or would be in violation of any provision of the federal securities laws at the Closing Date, including the Securities Act, the Exchange Act and the Resolution.

The Underwriter agrees to assist the Issuer in establishing the issue price of the Securities and shall execute and deliver to the Issuer at Closing an “issue price” or similar certificate, together with the supporting pricing wires or equivalent communications, substantially in the form attached hereto as Exhibit B, with such modifications as may be appropriate or necessary, in the reasonable judgment of the Underwriter, the Issuer and Bond Counsel, to accurately reflect, as applicable, the sales price or prices or the initial offering price or prices to the public of the Securities.

The Issuer will treat the first price at which 10% of each maturity of the Securities (the “10% test”) is sold to the public as the issue price of that maturity (if different interest rates apply within a maturity, each separate CUSIP number within that maturity will be subject to the 10% test). At or promptly after the execution of this Bond Purchase Agreement, the Underwriter shall report to the Issuer the price or prices at which it has sold to the public each maturity of Securities. If at that time the 10% test has not been satisfied as to any maturity of the Securities, the Underwriter agrees to promptly report to the Issuer the prices at which it sells the unsold Securities of that maturity to the public. That reporting obligation shall continue, whether or not the Closing Date has occurred, until the 10% test has been satisfied as to the Securities of that maturity or until all Securities of that maturity have been sold to the public.

The Underwriter confirms that any selling group agreement and any retail distribution agreement relating to the initial sale of the Securities to the public, together with the related pricing wires, contains or will contain language obligating each dealer who is a member of the selling group and each broker-dealer that is a party to such retail distribution agreement, as applicable, to

(A) report the prices at which it sells to the public the unsold Securities of each maturity allotted to it until it is notified by the Underwriter that either the 10% test has been satisfied as to the Securities of that maturity or all Securities of that maturity have been sold to the public and

(B) comply with the hold-the-offering-price rule, if applicable, in each case if and for so long as directed by the Underwriter. The Issuer acknowledges that, in making the representation set forth in this subsection, the Underwriter will rely on (i) in the event a selling group has been created in connection with the initial sale of the Securities to the public, the agreement of each dealer who is a member of the selling group to comply with the hold-the-offering-price rule, if applicable, as set forth in a selling group agreement and the related pricing wires, and (ii) in the event that a retail distribution agreement was employed in connection with the initial sale of the Securities to the public, the agreement of each broker-dealer that is a party to such agreement to comply with the hold-the-offering-price rule, if applicable, as set forth in the retail distribution agreement and the related pricing wires. The Issuer further acknowledges that the Underwriter shall not be liable for the failure of any dealer who is a member of a selling group, or of any broker-dealer that is a party to a retail distribution agreement, to comply with its corresponding agreement regarding the hold-the-offering-price rule as applicable to the Securities.

The Issuer agrees to indemnify and hold harmless the Underwriter against any and all losses, claims, damages, expenses or liabilities incurred by the Underwriter that arise out of or are based upon any untrue statement or alleged untrue statement of a material fact made in the Preliminary Official Statement or Official Statement or which arise out of or are based upon the omission or alleged omission to state in such connection a material fact required to be stated therein or necessary in order to make the statements made therein not misleading in light of the circumstances under which they are made.

The Issuer shall pay or cause to be paid the fees and expenses of bond counsel, disclosure counsel, rating agencies, fiscal agent and bond insurance premium as well as all other expenses incident to the performance of the Issuer's obligations hereunder. The Issuer shall also pay the Underwriter a fee of \$4,353.89 for its services in preparing the Official Statement, providing various financial analyses, for the use of the Underwriter's capital to advance certain costs prior to settlement and payment of certain third party expenses, including DTC, CUSIP, IPREO (electronic bookrunning/sales order system),

The Issuer acknowledges and agrees that the purchase and sale of the Securities pursuant to this Agreement is an arm's-length commercial transaction between the Issuer and the Underwriter, acting solely as a principal and not as a municipal advisor, financial advisor or agent of the Issuer. The Underwriter has not assumed a financial advisory responsibility in favor of the Issuer with respect to the offering of the Securities or the process leading thereto (whether or not the Underwriter, or any affiliate of the Underwriter, has advised or is currently advising the Issuer on other matters) or any other obligation to the Issuer except the obligations expressly set forth in this Agreement, it being the Issuer's understanding that a financial advisory relationship shall not be deemed to exist when, in the course of acting as an underwriter, a broker, dealer or municipal securities dealer, a person renders advice to an issuer, including advice with respect to the structure, timing, terms and other similar matters concerning a new issue of municipal securities.

Unlike a municipal advisor or financial advisor, the Underwriter does not have a fiduciary duty to the Issuer under the federal securities law and is, therefore, not required by federal law to act in the best interests of the Issuer without regard to its own financial or other interests. Although MSRB Rule G-17 requires an underwriter to deal fairly at all times with both municipal issuers and investors, the Underwriter's primary role is to purchase the Securities with a view to distribution and it has financial and other interests that differ from those of the Issuer. The Underwriter has a duty to purchase the Securities from the Issuer at a fair and reasonable price, but must balance that duty to sell the Securities to investors at prices that are fair and reasonable. The Underwriter has reviewed the Official Statement for the Securities in accordance with, and as part of, its responsibilities to investors under the federal securities laws, as applied to the facts and circumstances of the transaction.

The Underwriter's compensation in the form of a fee or discount from the public offering price is contingent on the closing of the Offering. Such compensation that is contingent on the closing of a transaction or the size of a transaction presents a conflict of interest because it may cause the Underwriter to recommend a transaction that is unnecessary or to recommend that the transaction be larger than is necessary.

Very truly yours,

ROBERT W. BAIRD & CO. INCORPORATED

By: Bradley D. Viegut

Bradley D. Viegut, Managing Director

Date April 20, 2020

ACCEPTED:

City of Manitowoc

By: _____
Justin M. Nickels, Mayor

Date: April 20, 2020

By: _____
Deborah A. Neuser, City Clerk

Date: April 20, 2020

Exhibit A - Debt Service Schedule

| Period Ending | Principal | Coupon | Interest | Debt Service | Annual Debt Service |
|---------------|-----------|--------|--------------|---------------|---------------------|
| 05/05/2020 | | | | | |
| 02/01/2021 | 330,000 | 3.000% | 172,742.98 | 502,742.98 | |
| 08/01/2021 | | | 111,943.75 | 111,943.75 | 614,686.73 |
| 02/01/2022 | | | 111,943.75 | 111,943.75 | |
| 08/01/2022 | | | 111,943.75 | 111,943.75 | 223,887.50 |
| 02/01/2023 | 195,000 | 3.000% | 111,943.75 | 306,943.75 | |
| 08/01/2023 | | | 109,018.75 | 109,018.75 | 415,962.50 |
| 02/01/2024 | 200,000 | 3.000% | 109,018.75 | 309,018.75 | |
| 08/01/2024 | | | 106,018.75 | 106,018.75 | 415,037.50 |
| 02/01/2025 | 1,065,000 | 3.000% | 106,018.75 | 1,171,018.75 | |
| 08/01/2025 | | | 90,043.75 | 90,043.75 | 1,261,062.50 |
| 02/01/2026 | 1,105,000 | 3.000% | 90,043.75 | 1,195,043.75 | |
| 08/01/2026 | | | 73,468.75 | 73,468.75 | 1,268,512.50 |
| 02/01/2027 | 1,130,000 | 2.000% | 73,468.75 | 1,203,468.75 | |
| 08/01/2027 | | | 62,168.75 | 62,168.75 | 1,265,637.50 |
| 02/01/2028 | 1,150,000 | 2.000% | 62,168.75 | 1,212,168.75 | |
| 08/01/2028 | | | 50,668.75 | 50,668.75 | 1,262,837.50 |
| 02/01/2029 | 1,170,000 | 2.000% | 50,668.75 | 1,220,668.75 | |
| 08/01/2029 | | | 38,968.75 | 38,968.75 | 1,259,637.50 |
| 02/01/2030 | 1,195,000 | 2.000% | 38,968.75 | 1,233,968.75 | |
| 08/01/2030 | | | 27,018.75 | 27,018.75 | 1,260,987.50 |
| 02/01/2031 | 235,000 | 2.125% | 27,018.75 | 262,018.75 | |
| 08/01/2031 | | | 24,521.88 | 24,521.88 | 286,540.63 |
| 02/01/2032 | 240,000 | 2.125% | 24,521.88 | 264,521.88 | |
| 08/01/2032 | | | 21,971.88 | 21,971.88 | 286,493.76 |
| 02/01/2033 | 245,000 | 2.125% | 21,971.88 | 266,971.88 | |
| 08/01/2033 | | | 19,368.75 | 19,368.75 | 286,340.63 |
| 02/01/2034 | 250,000 | 2.250% | 19,368.75 | 269,368.75 | |
| 08/01/2034 | | | 16,556.25 | 16,556.25 | 285,925.00 |
| 02/01/2035 | 255,000 | 2.250% | 16,556.25 | 271,556.25 | |
| 08/01/2035 | | | 13,687.50 | 13,687.50 | 285,243.75 |
| 02/01/2036 | 265,000 | 2.500% | 13,687.50 | 278,687.50 | |
| 08/01/2036 | | | 10,375.00 | 10,375.00 | 289,062.50 |
| 02/01/2037 | 270,000 | 2.500% | 10,375.00 | 280,375.00 | |
| 08/01/2037 | | | 7,000.00 | 7,000.00 | 287,375.00 |
| 02/01/2038 | 275,000 | 2.500% | 7,000.00 | 282,000.00 | |
| 08/01/2038 | | | 3,562.50 | 3,562.50 | 285,562.50 |
| 02/01/2039 | 285,000 | 2.500% | 3,562.50 | 288,562.50 | |
| 08/01/2039 | | | | | 288,562.50 |
| | 9,860,000 | | 1,969,355.50 | 11,829,355.50 | 11,829,355.50 |

*Denotes Term Bonds

Exhibit B - Underwriter's Certificate

City of Manitowoc, Wisconsin ("City")
\$9,860,000 General Obligation Refunding Bonds,
dated May 5, 2020

UNDERWRITER'S CERTIFICATE

The undersigned, on behalf of Robert W. Baird & Co. Incorporated ("Baird"), hereby certifies as set forth below with respect to the sale and issuance of the above-captioned obligations (the "Bonds").

1. ***Sale of the Bonds.*** As of the date of this certificate, for each Maturity of the Bonds, the first price at which at least 10% of such Maturity of the Bonds was sold to the Public is the respective price listed in Schedule A.

2. ***Bond Insurance.***

(a) The Municipal Bond Insurance Policy (the "Bond Insurance Policy") issued by Build America Mutual Assurance Company (the "Bond Insurer") was essential in marketing the Bonds at the rates and prices at which they were marketed and the absence of the Bond Insurance Policy would have had a material adverse effect on the interest rates at which the Bonds were sold.

(b) A premium of \$21,292.84 (the "Bond Insurance Premium") will be paid to the Bond Insurer for its Bond Insurance Policy.

(c) In our opinion, the Bond Insurance Premium paid to the Bond Insurer for its Bond Insurance Policy is a reasonable arm's-length charge for the transfer of credit risk which the Bond Insurance Policy represents.

(d) In our opinion, the present value of the Bond Insurance Premium is less than the present value of the interest on the Bonds reasonably expected to be saved as a result of the Bond Insurance Policy. In making this determination present values were computed by using the yield on the Bonds (determined with regard to the Bond Insurance Premium) as the discount rate.

3. ***Defined Terms.***

(a) "City" means the City of Manitowoc, Manitowoc County, Wisconsin.

(b) "Maturity" means Bonds with the same credit and payment terms. Bonds with different maturity dates, or Bonds with the same maturity date but different stated interest rates, are treated as separate Maturities.

(c) "Public" means any person (including an individual, trust, estate, partnership, association, company, or corporation) other than an Underwriter or a related party to an Underwriter. The term "related party" for purposes of this certificate generally means any two or more persons who have greater than 50 percent common ownership, directly or indirectly.

(d) "Underwriter" means (i) any person that agrees pursuant to a written contract with the City (or with the lead underwriter to form an underwriting syndicate) to participate in the initial sale of the Bonds to the Public, and (ii) any person that agrees pursuant to a written contract directly or indirectly with a person described in clause (i) of this paragraph to participate in the initial sale of the Bonds to the Public (including a member of a selling group or a party to a retail distribution agreement participating in the initial sale of the Bonds to the Public).

The representations set forth in this certificate are limited to factual matters only. Nothing in this certificate represents Baird's interpretation of any laws, including specifically Sections 103 and 148 of the Internal Revenue Code of 1986, as amended, and the Treasury Regulations thereunder. Baird understands that the foregoing information will be relied upon by the City with respect to certain of the representations set forth in the Tax Exemption Certificate and compliance with the federal income tax rules affecting the Bonds, and by Quarles & Brady LLP, Bond Counsel, in connection with rendering its opinion that the interest on the Bonds is excluded from gross income for federal income tax purposes, the preparation of the Internal Revenue Service Form 8038-G and other federal income tax advice that it may give to the City from time to time relating to the Bonds.

ROBERT W. BAIRD & CO. INCORPORATED

By: _____

Name: _____

Dated: May 5, 2020

SCHEDULE A
TO
UNDERWRITER'S CERTIFICATE

SALE PRICES

(See Attached)



BOND PRICING

**City of Manitowoc (AA-/AA BAM Insured)
General Obligation Refunding Bonds - FINAL
BQ; Callable 2/1/2028 or any Date Thereafter**

| Bond Component | Maturity Date | Amount | Rate | Yield | Price | Yield to Maturity | Call Date | Call Price | Premium (-Discount) |
|----------------------------|---------------|------------------|--------|--------|-----------|-------------------|------------|------------|---------------------|
| Serial Bonds: | | | | | | | | | |
| | 02/01/2021 | 330,000 | 3.000% | 1.200% | 101.319 | | | | 4,352.70 |
| | 02/01/2023 | 195,000 | 3.000% | 1.250% | 104.696 | | | | 9,157.20 |
| | 02/01/2024 | 200,000 | 3.000% | 1.300% | 106.183 | | | | 12,366.00 |
| | 02/01/2025 | 1,065,000 | 3.000% | 1.370% | 107.453 | | | | 79,374.45 |
| | 02/01/2026 | 1,105,000 | 3.000% | 1.450% | 108.504 | | | | 93,969.20 |
| | 02/01/2027 | 1,130,000 | 2.000% | 1.550% | 102.868 | | | | 32,408.40 |
| | 02/01/2028 | 1,150,000 | 2.000% | 1.700% | 102.165 | | | | 24,897.50 |
| | 02/01/2029 | 1,170,000 | 2.000% | 1.800% | 101.437 C | 1.821% | 02/01/2028 | 100.000 | 16,812.90 |
| | 02/01/2030 | 1,195,000 | 2.000% | 1.850% | 101.075 C | 1.879% | 02/01/2028 | 100.000 | 12,846.25 |
| | | <u>7,540,000</u> | | | | | | | <u>286,184.60</u> |
| Term Bond due 2033: | | | | | | | | | |
| | 02/01/2031 | 235,000 | 2.125% | 2.150% | 99.721 | | | | (655.65) |
| | 02/01/2032 | 240,000 | 2.125% | 2.150% | 99.721 | | | | (669.60) |
| | 02/01/2033 | 245,000 | 2.125% | 2.150% | 99.721 | | | | (683.55) |
| | | <u>720,000</u> | | | | | | | <u>(2,008.80)</u> |
| Term Bond due 2035: | | | | | | | | | |
| | 02/01/2034 | 250,000 | 2.250% | 2.300% | 99.376 | | | | (1,560.00) |
| | 02/01/2035 | 255,000 | 2.250% | 2.300% | 99.376 | | | | (1,591.20) |
| | | <u>505,000</u> | | | | | | | <u>(3,151.20)</u> |
| Term Bond due 2037: | | | | | | | | | |
| | 02/01/2036 | 265,000 | 2.500% | 2.450% | 100.348 C | 2.474% | 02/01/2028 | 100.000 | 922.20 |
| | 02/01/2037 | 270,000 | 2.500% | 2.450% | 100.348 C | 2.474% | 02/01/2028 | 100.000 | 939.60 |
| | | <u>535,000</u> | | | | | | | <u>1,861.80</u> |
| Term Bond due 2039: | | | | | | | | | |
| | 02/01/2038 | 275,000 | 2.500% | 2.550% | 99.256 | | | | (2,046.00) |
| | 02/01/2039 | 285,000 | 2.500% | 2.550% | 99.256 | | | | (2,120.40) |
| | | <u>560,000</u> | | | | | | | <u>(4,166.40)</u> |
| | | <u>9,860,000</u> | | | | | | | <u>278,720.00</u> |

| | | |
|------------------------|---------------|-------------|
| Dated Date | 05/05/2020 | |
| Delivery Date | 05/05/2020 | |
| First Coupon | 02/01/2021 | |
| Par Amount | 9,860,000.00 | |
| Premium | 278,720.00 | |
| Production | 10,138,720.00 | 102.826775% |
| Underwriter's Discount | (98,600.00) | (1.000000%) |
| Purchase Price | 10,040,120.00 | 101.826775% |
| Accrued Interest | | |
| Net Proceeds | 10,040,120.00 | |