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**STATE OF WASHINGTON
DEPARTMENT OF FINANCIAL INSTITUTIONS
SECURITIES DIVISION**

IN THE MATTER OF DETERMINING
whether there has been a violation
of the Securities Act of Washington by:

MERRILL LYNCH, PIERCE, FENNER
& SMITH INCORPORATED,

Respondent.

Order Number S-08-236-09-CO01

CONSENT ORDER

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INTRODUCTION

WHEREAS, Merrill, Lynch, Pierce, Fenner & Smith Incorporated (“Merrill Lynch”) is a
broker-dealer registered in the state of Washington, with a Central Registration Depository
 (“CRD”) number of 7691; and

WHEREAS, coordinated investigations into Merrill Lynch’s activities in connection with
its marketing and sale of financial instruments known as auction rate securities (“ARS”) to retail
and other customers have been conducted by a multistate task force; and

WHEREAS, Merrill Lynch has cooperated with regulators conducting the investigations by
responding to inquiries, providing documentary evidence and other materials, and providing
regulators with access to facts relating to the investigations; and

WHEREAS, Merrill Lynch has advised regulators of its agreement to resolve the
investigations relating to its marketing and sale of ARS on the terms specified in this
Administrative Consent Order (the “Order”); and

WHEREAS, Merrill Lynch agrees to implement certain changes with respect to its
marketing and sale of ARS, and to make certain payments in accordance with the terms of this
Order; and

WHEREAS, Merrill Lynch elects to permanently waive any right to a hearing and appeal

1 under RCW 21.20.440 and RCW 34.05 with respect to this Order; and

2 WHEREAS, solely for the purposes of terminating the multistate task force investigations,
3 including the investigation by the Securities Division of the Washington State Department of
4 Financial Institutions, and in settlement of the issues contained in this Order, Merrill Lynch,
5 without admitting or denying the Statement of Facts and Conclusions of Law contained in this
6 Order, and without an adjudication of any issue of law or fact, consents to the entry of this Order.

7 NOW, THEREFORE, the Securities Division of the Washington State Department of
8 Financial Institutions, as administrator of the Securities Act of Washington, hereby enters this
9 Order:

10 **I.**

11 **STATEMENT OF FACTS**

12 **A. Background Mechanics of Auction Rate Securities.**

13 1. ARS as a general term refers to long-term debt or equity instruments tied to short-
14 term interest rates that are reset periodically through an auction process.

15 2. At auction, ARS always trade at par, with the yield of the instruments being
16 adjusted by the movements of interest rates set by the Dutch auction.

17 3. In the Dutch auction, a security holder had three options, the holder could: (1) hold;
18 (2) purchase or sell; or (3) purchase and hold at rate.

19 4. Investors looking to acquire ARS bid into the auction at the rate and quantity that
20 they were willing to hold the securities.

21 5. Orders for the available quantity of ARS are then filled, starting with the lowest bid
22 rate up until all the shares offered for sale in the auction are allocated.

23 6. The rate at which the final share from the auction is allocated is the clearing rate,
24 and sets the rate to be paid for the entire issue until the next auction.

1 7. If there are not enough purchasers the auction fails, no securities change hands, and
2 the rate resets to a rate that is prescribed in the instrument’s offering documents.

3 **B. Merrill Lynch Marketed And Sold Auction Rate Securities As Safe, Liquid**
4 **Short-Term Investments.**

5 1. Merrill Lynch Marketed Auction Rate Securities as Safe, Liquid
6 Investments.

7 8. Merrill Lynch marketed and sold ARS as money market like instruments, which
8 were safe and liquid.

9 9. Merrill Lynch additionally used research pieces to market ARS to customers.

10 10. Financial advisers (“FAs”) would often forward Merrill Lynch marketing pieces to
11 customers to reassure them of the safety and value of the instruments.

12 11. FAs who sold ARS were not required to provide customers with disclosures, instead
13 customers would receive “customer’s trade confirmations” directing customers to where they could
14 access Merrill Lynch’s “Auction Rate Practices and Procedures.”

15 12. On March 15, 2006, Merrill Lynch ended its practice of sending ARS purchasers a
16 “Master Purchasers Letter.” The Master Purchasers Letter was a disclosure document that all
17 purchasers of ARS had been required to sign and return to Merrill Lynch.

18 13. Merrill Lynch’s policies and procedures did disclose some important elements of its
19 ARS program, including that Merrill Lynch played multiple roles in the ARS market, that Merrill
20 Lynch’s interest may differ from those of its clients who purchased ARS, that Merrill Lynch was
21 permitted but not obligated to submit orders for its own account and routinely does, and that a
22 purchaser’s ability to sell the purchaser’s ARS may be limited.

23 14. Yet, since Merrill Lynch FAs were not required to affirmatively disclose these
24 practices prior to selling a client ARS, purchasers were largely unaware of Merrill Lynch’s
25 practices in supporting its ARS program.

1 15. Merrill Lynch did not undertake any analysis of whether any customers actually
2 went to the website discussing its practices and procedures to review them.

3 2. Merrill Used Triple-A Rating as a Selling Point for Auction Rate Securities
4 Even After it had Allowed to Fail Certain Triple-A Rated Auction Rate
5 Securities.

6 16. The fact that its ARS carried a AAA rating was an important marketing point for
7 Merrill Lynch. The AAA rating on ARS was routinely touted in marketing materials, as well as
8 research pieces that discussed ARS and their safety.

9 17. Marketing materials produced by the ARS desk promoted ARS as follows:

- 10 • **Auction Market Securities provide many advantages for**
11 **investors**
- 12 • Large and liquid market with over \$306 billion currently
13 outstanding
 - 14 • High quality credits with over 92% of the market rated AAA
 - 15 • Incremental yield to comparable securities such as
16 commercial paper and money market funds
 - 17 • Taxable, tax advantaged and tax exempt investment options

18 18. A triple-A rating is a long term credit rating.

19 19. The AAA rating on Merrill Lynch's ARS do not speak to an investor's ability to
20 liquidate the instrument through auction at par.

21 20. A number of the collateralized debt obligations and other auction rate securities
22 underwritten and offered by Merrill Lynch carried the AAA rating from major rating agencies.

23 21. In August 2007, as described below, Merrill ceased supporting the auctions of a
24 number of its triple-A rated action rate securities.

25 22. Those securities became illiquid and subsequently lost most of their market value.

26 23. Despite the fact that Merrill had failed a number of triple-A auction-rate securities
in August 2007, subsequent to August 2007, Merrill continued to use the AAA rating as a selling
point for auction rate securities.

1 24. Merrill Lynch was aware—yet did not disclose to investors—that certain auction
2 rate securities retained their triple-A rating after their auctions had failed.

3 25. Merrill Lynch was aware—yet did not disclose to investors—that the triple-A rating
4 did not provide protection against Merrill deciding to no longer support its auction program.

5 26. Nonetheless, Merrill Lynch relied heavily on the triple-A rating to convince
6 investors the auction rate securities it was selling were safe and principal protected.

7 **C. Merrill Lynch’s Auction Rate Securities Program Stands in Contrast to its**
8 **Representations to Customers.**

9 1. Merrill Lynch’s Auction Rate Program Provided Issuers with Inexpensive
10 Financing and Generated Substantial Fees for Merrill Lynch.

11 27. Merrill Lynch’s ARS program was funded by issuers of ARS, who paid Merrill
12 Lynch fees to underwrite securities and remarket them.

13 28. The ARS market allowed issuers to achieve long-term financing at short-term rates.

14 29. The Merrill Lynch ARS program had four branches, an investment bank that
15 underwrote ARS, the ARS desk that acted as a remarketing agent for the securities, a sales force
16 that sold ARS to retail and other clients, and a research division that assisted the ARS desk in
17 placing ARS.

18 30. The ARS that Merrill Lynch underwrote then sold to its clients consisted of auction
19 preferred shares (“APS”), with perpetual maturity, with dividends that reset every 7 to 35 days at
20 auction, or long-term debt instruments, issued by municipalities and student loan organizations
21 with maturities of 20-40 years with interest rates that reset through the same process.

22 31. Due to the upward sloping yield curve, issuers of long-term instruments would
23 typically have to pay higher interest rates.

24 32. By supporting the auction mechanism, both in its role as a remarketing agent and by
25 purchasing ARS at auction to avoid failures, Merrill Lynch allowed issuers to have long-term
26 financing at short-term rates.

1 33. Purchasers of ARS were willing to accept short-term rates because they believed
2 they would have access to their principal on short-term notice at the next auction, and they would
3 get a slightly higher rate than a money market fund because they would have to wait until the next
4 auction to access their money.

5 34. This belief was cultivated by Merrill Lynch and other broker-dealers who used their
6 own capital to ensure auctions did not fail, and generally touted the 20-year track record of very
7 rare failures, and creating the impression with investors that there was a deep liquid market for the
8 securities.

9 35. Due to the practice of Merrill Lynch and other broker-dealers of placing support
10 bids, for the 20 years prior to August of 2007 there had been only a handful of failed auctions that
11 prevented investors from accessing their principal.

12 2. Merrill Lynch Generated Significant Fees by Underwriting Auction Rate
13 Securities with Constrictive Maximum Rates and Selling them to Clients.

14 a. Merrill Lynch Generated Significant Fees Underwriting Auction
15 Rate Securities and Distributing Them To Clients.

16 36. The investment bank at Merrill Lynch generated significant fees from underwriting
17 new issuances of ARS. From 2001 through 2008 Merrill Lynch underwrote approximately \$13
18 billion of APS, earning \$130 million of underwriting fees.

19 37. In order to help move new issues Merrill Lynch awarded FAs who placed new ARS
20 issues with a placement credits.

21 b. Merrill Lynch Underwrote Auction Rate Securities With Restrictive
22 Maximum Rates, Which Allowed The Securities To Achieve AAA
23 Ratings.

24 38. Upon information and belief 92% of the auction rate securities that Merrill Lynch
25 underwrote received a AAA rating from rating agencies such as Fitch and Moodys, and 97% had
26 ratings of AA or better.

1 39. AAA ratings from agencies such as Fitch and Moodys signify the rating agencies'
2 assessment that there is a high likelihood that the security will pay interest or dividends as well as
3 principal when due in a timely manner.

4 40. Maximum rate provisions place a ceiling on the rate of interest at which an auction
5 can clear, and additionally provide the rate the issuer must pay should auctions fail.

6 41. When evaluating whether an issuer could make payments as due on its ARS, rating
7 agencies would look at the terms of the instrument to determine how much interest it may be
8 obligated to pay. The maximum rate places an absolute cap on the interest or dividend the
9 instrument will pay, restricting its potential obligations, therefore making it easier for the
10 instrument to achieve a AAA rating.

11 42. Once Merrill Lynch stopped placing support bids in the auctions for which it was
12 the lead broker-dealer, there were auction failures across its program.

13 43. When auctions fail the rate resets to the maximum rate.

14 44. The ARS with high maximum rates, typically municipal auction rate certificates
15 (“ARCS”) with maximum rates in the range of 12-15%, have drawn investor interest and have
16 cleared without Merrill Lynch’s support.

17 45. The ARS with low maximum rates, typically taxable and tax-exempt APS with
18 maximum rates in the range of 3-5%, have not drawn investor interest and without Merrill Lynch’s
19 support have continued to fail, leaving investors with illiquid instruments.

20 c. Merrill Lynch Additionally Received Fees To Remarket The Auction
21 Rate Securities It Underwrote.

22 46. When Merrill Lynch underwrote an issue of ARS, it typically served as the broker-
23 dealer or remarketing agent for the issue.

24 47. Merrill Lynch would typically receive a fee of 25 basis points of the value of the
25 ARS for which it acted as remarketing agent.

1 48. Merrill Lynch would share a portion of this fee with FAs in order to incentivize
2 them to place clients into ARS.

3 49. Prior to every auction for which Merrill Lynch was the sole or lead broker-dealer,
4 Merrill Lynch would provide “price talk,” a range of bids provided to FAs indicating where Merrill
5 Lynch expected auctions to clear.

6 50. All ARS for which Merrill Lynch acted as sole broker-dealer were placed through
7 Merrill Lynch FAs.

8 51. Under Merrill Lynch’s ARS program, as remarketing agent, the ARS desk had the
9 option but not the obligation to bid in auctions.

10 52. Until August of 2007 Merrill Lynch had a policy of placing support bids into every
11 auction for which it was sole or lead broker-dealer.

12 53. In August of 2007 Merrill Lynch withdrew its support for certain CDO-backed
13 ARS.

14 54. When placing a support bid, Merrill Lynch would bid for the entire notional value
15 of the issue being auctioned, regardless of the size or volume of buy, sell, or hold orders Merrill
16 Lynch had received.

17 55. By placing support bids for the entire notional value of the issue being auctioned,
18 Merrill Lynch ensured that no auctions in its ARS program would fail.

19 56. Merrill Lynch often set the rate at which the auctions would clear with its support
20 bids.

21 57. For the period of January 3, 2006, through May 27, 2008, 5892 auctions for which
22 Merrill Lynch was the sole lead dealer would have failed but for Merrill Lynch’s support bid.

23 58. Investors were not provided with information about the volume of securities that
24 moved at auction.

1 59. Investors were not provided with information about the level of support from
2 Merrill Lynch that was required to clear the auction.

3 60. Investors were not informed of how many ARS Merrill Lynch was carrying on its
4 own inventory as a result of supporting auctions.

5 **D. Auction Rate Securities Inventory Concerns At Merrill Lynch**

6 1. Weakness in the Credit Markets Initiated Inventory Concerns In Summer Of
7 2007.

8 61. Beginning in late July 2007, certain negative market influences surrounding
9 collateralized debt obligations (“CDOs”) and collateralized loan obligations (“CLOs”) and a credit
10 crunch began to negatively impact Merrill Lynch’s auction market business.

11 62. As investors began selling these ARS due to concerns about their credit quality
12 (despite the fact that many were triple-A rated), Merrill Lynch purchased ARS for its own
13 inventory to make sure those auctions did not fail.

14 63. At a certain point, Merrill Lynch decided to limit the amount of inventory of these
15 instruments it was taking on and ceased submitting support bids, thus allowing the auctions to fail.

16 64. Merrill Lynch FAs began to seek answers to questions concerning ARS as early as
17 August 7, 2007.

18 65. FAs from all over the United States sent emails and made telephone calls to request
19 information from the Global Markets & Investment Banking staff managing the Merrill Lynch
20 Auction Trading Desk.

21 66. The Auction Desk and the Financial Products Group, along with several of the
22 supposedly independent research analysts for closed-end funds and Fixed Income/Cash, organized
23 and participated in Sales Calls during the second and third week of August 2007 in an effort to
24 clear auctions, reduce the rates of important issuers, and maintain a strong interest in ARS among
25 the Merrill Lynch FAs all over the country.

1 2. Communications With Issuers And Others Expressing Concern About The
2 Auction Markets.

3 67. As early as August 3, 2007, senior management of Merrill Lynch was requesting a
4 sample term sheet for AMPS to understand the liquidity and downgrade risk.

5 68. In August 2007, representatives from major issuers in the closed-end fund
6 investment world were also trying to get a sense of the risks and demand reductions for their
7 preferred shares.

8 69. None of these growing risks concerning weak demand in the ARS market were
9 disclosed to Merrill Lynch clients during the third quarter of 2007.

10 70. Upon information and belief, Merrill Lynch began, in late 2007, discussing with
11 issuers, concerns with the auction markets.

12 3. Merrill Lynch Surpasses Its Inventory Limit In September 2007, As ARS
13 Market Conditions Worsened.

14 71. In late September, inventory levels rose significantly and the Auction Desk was fast
15 approaching its limit of \$1 billion dollars.

16 72. In addition, Merrill Lynch had certain lenders that provided financing for its
17 inventory of auction rate securities.

18 73. Those lenders had previously accepted auction rate securities as collateral for the
19 loans.

20 74. In the Fall of 2007, certain of these lenders became uncomfortable with the liquidity
21 of auction rate securities and ceased accepting them as collateral.

22 75. Merrill did not inform its retail and other customers, to whom it was marketing
23 auction rate securities as principal protected cash-like instruments, that entities that financed its
24 inventory no longer accepted certain auction rate securities (even some rated AAA) as collateral.

25 **E. Merrill Lynch's Consolidated Effort to Reduce Inventory – A Three Pronged**
26 **Approach.**

1 1. Calming Fears, Providing Assurances And Motivating Additional Sales Of
2 Auction Rate Securities Through Sales Calls with FAs.

3 76. Just after the first hint of investor concern with the auction market, the Auction
4 Desk and Sales and Trading immediately mobilized to stem the tide of negative news. Managers
5 moved quickly to set up sales calls to provide assurances to FAs and to motivate future sales of
6 ARS.

7 77. In late November and early December, with inventory backing up and reaching new
8 highs at Merrill Lynch, a decision was made to do another national sales call. The formula would
9 be similar to the successful call made previously in August. Auction Desk personnel would be
10 joined by a member or members of the Research Department to reassure and motivate FAs to
11 concentrate on selling Auction Desk inventory.

12 78. During the call, there was no discussion regarding the risk of any type of auction
13 failure, or the likelihood or possibility that any market dislocation could result in retail customers'
14 cash becoming illiquid.

15 79. Moreover, there was no discussion about the possibility that Merrill Lynch could
16 decide at any time to stop its support of the auction market or to otherwise withdraw from
17 supporting the auctions that it sole managed or co-managed.

18 80. There was no mention of the fact that with the pressures that existed in the credit
19 market since August 2007, any auction failure by any auction dealer could spread contagion to the
20 rest of the market.

21 2. FA Incentives - Increased Production Credits Sales Drive.

22 81. At various times during the second half of 2007, Merrill Lynch provided incentives
23 in the form of enhanced production credits as a means of motivating FAs to sell ARS to customers
24 and reduce Merrill Lynch's inventory. Typically, FAs earned 12.5 bps on an annualized basis for
25 investments in ARS. FAs would then earn a percentage of the 12.5 bps according to a payout grid.

1 82. During periods where enhanced credits were awarded, FAs could earn as much as 8
2 times that amount (or 100 bps) for sales of ARS. Other enhanced payouts could include payouts of
3 25 bps, or 50 bps. Similar to regular production credits earned, FAs enhanced production credits
4 would be applied to the grid resulting in FAs being paid a certain predetermined percentage of the
5 enhanced production credit.

6 3. Coordination with Research

7 a. Proactive Involvement From The Supposedly Independent Research
8 Department To Aid In Sales Efforts.

9 83. Merrill Lynch’s Research Department played a pivotal role in assisting sales of
10 Auction Rate Securities.

11 84. On at least two occasions during the Fall of 2007, Sales and Trading and the
12 Auction Desk made direct and specific requests for the Research Department to draft favorable
13 research pieces regarding the auction market to assist in Sales.

14 b. Improper Information Sharing –Between Research and Sales and
15 Trading.

16 85. The task force’s investigation revealed frequent communications among research,
17 sales, and trading staff.

18 86. Merrill Lynch Policy & Procedures Manual (the “Policies Manual”) employs a so-
19 called “Chinese Wall,” which is designed to prevent “the misuse of material non-public
20 information” and to prevent “even the appearance of impropriety.”

21 87. The “Chinese Wall” is designed to “restrict and monitor the flow of information
22 between the various areas of [Merrill Lynch] such as Global Research, Sales [and] Trading,”
23 among others “to avoid the misuse of such information and the appearance of impropriety as well
24 as to manage potential conflicts of interest”

1 88. Among those departments that constitute the “Private Side of the Wall” include:
2 “Investment Banking, including Global Capital Markets and Financing (Equity Capital Markets
3 and Debt Capital Markets),” and “other departments or individuals that regularly receive inside
4 information,” while the Research Division is on the “Public Side of the Wall.”

5 89. Among the categories of information that cannot be discussed between Sales or
6 Trading and Research are the levels or amounts of inventory that Merrill Lynch maintained for its
7 own account.

8 90. Such information was discussed.

9 **F. Improper Influence And Pressure Over Supposedly Independent Research
10 Personnel.**

11 91. Merrill Lynch permitted its Sales and Trading and Auction Desk personnel to have
12 undue influence over its Research Department regarding its coverage of the auction market.

13 92. In addition to the direct requests of Sales and Trading and the Auction Desk to
14 Research for positive published material related to the auction market, undue influence was also
15 exercised over the content of the published research reports.

16 93. Other times, Auction Desk Personnel attempted to directly influence how Research
17 responded to FA questions during sales calls.

18 **G. Events Leading To Merrill Lynch’s Decision To Stop Broadly Supporting Its
19 Auction Program.**

20 94. Concerns surrounding the auction market grew more ominous going into the new
21 year and Merrill Lynch’s Auction Desk personnel began to brace for the worst.

22 95. Likewise, inventory concerns at Merrill Lynch continued.

23 96. On January 23, 2008, word began circulating among broker-dealers that Lehman
24 Brothers had a number of auctions fail the previous day.

25 97. Concerns were not shared with FAs or retail customers.

1 98. Between the dates February 1, 2008 and February 8, 2008, staff wrote or contributed
2 to approximately three published research pieces, including: Fixed Income Digest, “Preserve
3 Income Lock in Yields”; Fixed Income Digest Supplement, “Auction Market Securities” and
4 Auction Market Value Sheet, “Back to Basics In The Auction Market.” Each of these publications
5 continued to recommend that investors should feel confident about the auction market.

6 99. On or about February 1, 2008, Merrill Lynch’s Research Department published a
7 volume of its Fixed Income Digest, entitled “Preserve Income Lock in Yields.” The cover page
8 included a section entitled “Preserve Income.” The last sentence of the section provided: “For
9 funds that investors need to keep liquid, we continue to find the best value in auction market
10 securities.” Inside the research piece, there was a subheading: “For Cash Holdings: auction market
11 securities,” which recommended, [n]aturally, most investors need to keep some portion of their
12 portfolios in liquid cash-like instruments. We find auction market securities (AMS) to be better
13 alternative than money funds for these purposes for investors with larger amounts to invest.” The
14 section was followed immediately by another section dedicated to: “Answering Your Questions
15 About Auction Market Securities” which responded to common questions relating to the auction
16 markets at the time.

17 100. On February 4, 2008, the Research Department re-published the “Answering
18 Questions” piece on its own as a supplement to the Fixed Income Digest in part, because of
19 questions the Research Department was getting calls and that FAs were likely having a problem
20 locating the information in the otherwise lengthy February 1, 2008 publication.

21 101. On the evening of February 12, 2008, Merrill Lynch executives decided to cease
22 supporting its auction rate securities program and intentionally allowed the vast majority of their
23 auctions to fail the following day.

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III.
ORDER

On the basis of the Statement of Facts, Conclusions of Law, and Merrill Lynch’s consent to the entry of this Order,

IT IS HEREBY ORDERED:

1. This Order concludes the investigation by the Securities Division of the Washington State Department of Financial Institutions and any other action that the Securities Division of the Washington State Department of Financial Institutions could commence under applicable Washington law on behalf of Washington as it relates to Merrill Lynch, relating to the marketing and sales of ARS by Merrill Lynch, provided however, that excluded from and not covered by this paragraph 1 are any claims by the Securities Division of the Washington State Department of Financial Institutions arising from or relating to the “Order” provisions contained herein.

2. This Order is entered into solely for the purpose of resolving the referenced multistate investigation, and is not intended to be used for any other purpose.

3. Merrill Lynch will cease and desist from violating the Securities Act of Washington and will comply with the Securities Act of Washington.

4. Merrill Lynch shall pay fines and/or penalties totaling \$125 million (the “Total Penalty”) to the Commonwealth of Massachusetts and the other states, which shall be allocated at the Commonwealth of Massachusetts and the other states’ discretion, to resolve all underlying conduct relating to the sale of auction rate securities.

a. Merrill Lynch shall pay \$1,021,622.95 of the Total Penalty to the State of Washington.

b. Merrill Lynch shall pay \$921,622.95 of Washington’s \$1,021,622.95 proportionate share of the Total Penalty to the Securities Division of the Washington State Department of Financial Institutions, to be deposited in the Securities Prosecution

1 Fund. The payment shall be made payable to the Washington State Treasurer and
2 delivered to Michael E. Stevenson, Securities Administrator, Washington
3 Department of Financial Institutions, Securities Division, 150 Israel Road,
4 Tumwater, WA 98501.

5 c. Merrill Lynch shall pay \$100,000 of Washington's \$1,021,622.95 proportionate
6 share of the Total Penalty to the Investor Protection Trust, a 501(c)(3) non-profit
7 headquartered in Washington, DC, for projects promoting investor education in the
8 state of Washington. The Investor Protection Trust payment shall be made payable
9 to the Investor Protection Trust, delivered to the Investor Protection Trust, 919
10 Eighteenth Street NW, Suite 300, Washington, DC 20006-5517, and submitted with
11 a cover letter stating that funds are to be used for promoting investor education in
12 the state of Washington. Merrill Lynch shall simultaneously transmit photocopies
13 of its payment and cover letter to the Securities Administrator, Washington
14 Department of Financial Institutions. By making this payment, Merrill Lynch
15 relinquishes all legal and equitable right, title, and interest in such funds, and no part
16 of the funds shall be returned to it.

17 d. In the event another state securities regulator determines not to accept Respondents'
18 settlement offer, the total amount of the payment to the State of Washington shall
19 not be affected, and shall remain at \$1,021,622.95.

20 5. Definitions and Buyback Offer. Merrill Lynch will provide liquidity to Eligible
21 Investors by buying Eligible Auction Rate Securities that have failed at auction at least once
22 between February 13, 2008, and the date of this Offer, at par, in the manner described below.

23 "Eligible Auction Rate Securities," for purposes of this Order, shall mean auction rate
24 securities publicly issued by municipalities or closed-end funds or backed by student loans and
25

1 purchased at Merrill Lynch on or before February 13, 2008. Notwithstanding any other provision,
2 Eligible Auction Rate Securities shall not include privately issued or placed auction rate securities
3 that are unregistered and/or offered pursuant to SEC Rule 144A, or other exemptions of the
4 Securities Act of 1933.

5 “Eligible Investors,” for purposes of this Settlement, shall mean:

6 (i) Natural persons (including their IRA accounts, testamentary trust and estate
7 accounts, custodian UGMA and UTMA accounts, and guardianship accounts) who purchased
8 Eligible Auction Rate Securities at Merrill Lynch:

9 (ii) All small business and not for profit clients in Merrill Lynch’s Global Wealth
10 Management Group who purchased Eligible Auction Rate Securities at Merrill Lynch that had
11 \$100 million or less in assets in their accounts with Merrill Lynch, net of margin loans, as of
12 August 7, 2008, or, if the customer was not a customer of Merrill Lynch as of August 7, 2008, as of
13 the date that the customer terminated its customer relationship with Merrill Lynch.
14 Notwithstanding any other provision, “small business and not for profit clients” does not include
15 broker-dealers or banks acting as conduits for their customers.

16 6. Tranche I Eligible Investors. No later than September 26, 2008, Merrill Lynch shall
17 have offered to purchase at par, plus any accrued but unpaid interest or dividends, Eligible Auction
18 Rate Securities for which auctions are not successfully auctioning from Eligible Investors who had
19 less than \$4 million in assets at Merrill Lynch as of August 7, 2008. Merrill Lynch’s offer to
20 purchase such securities from Eligible Investors will remain open from October 1, 2008, through
21 January 15, 2010, and Merrill Lynch shall promptly purchase such securities from any Eligible
22 Investor who accepts this offer between January 2, 2009, and January 15, 2010.

23 For purposes of this Settlement, legal entities forming an investment vehicle for closely
24 related individuals, including but not limited to IRA accounts, Trusts, Family Limited Partnerships
25 and other legal entities performing a similar function, charities and non-profits, and small

1 businesses who had less than \$4 million in assets at Merrill Lynch shall be covered by Section
2 III.5(i).

3 7. Tranche II Eligible Investors. No later than December 18, 2008, Merrill Lynch shall
4 have offered to purchase at par, plus any accrued but unpaid interest or dividends, Eligible Auction
5 Rate Securities from other Eligible Investors who purchased Eligible Auction Rate Securities from
6 Merrill Lynch prior to February 13, 2008, and who had less than \$100 million in assets at Merrill
7 Lynch as of August 7, 2008.

8 Merrill Lynch's offer to purchase such securities from Eligible Investors shall remain open
9 from January 2, 2009 through January 15, 2010, and Merrill Lynch shall promptly purchase such
10 securities from any investor who accepts this offer between January 2, 2009, and January 15, 2010.

11 8. Asset Amounts. Merrill Lynch shall calculate investor asset amounts as of August
12 7, 2008, for all Eligible Investors with assets with Merrill Lynch as of that date. For Eligible
13 Investors with no assets at Merrill Lynch as of that date, Merrill Lynch shall calculate investor
14 asset amounts as of the date such investor removed their assets from Merrill Lynch.

15 9. Notice and Assistance. Merrill Lynch shall provide prompt notice to customers of
16 the settlement terms, and Merrill Lynch shall establish a dedicated telephone assistance line, with
17 appropriate staffing, to respond to questions from customers concerning the terms of the
18 settlement.

19 10. Relief for Eligible Investors Who Sold Below Par. No later than October 1, 2008,
20 any investor covered by Section III.5 that Merrill Lynch can reasonably identify who sold Eligible
21 Auction Rate Securities below par between February 13, 2008, and October 1, 2008, shall be paid
22 by Merrill Lynch the difference between par and the price at which such investor sold the Eligible
23 Auction Rate Securities.

24 11. Consequential Damages Claims. No later than October 1, 2008, Merrill Lynch shall
25 make reasonable efforts promptly to notify those Eligible Investors covered by Section III.5 above

1 who own Eligible Auction Rate Securities, pursuant to the terms of the settlement, that an
2 independent arbitrator, under the auspices of the Financial Industry Regulatory Authority (FINRA),
3 shall be available for the exclusive purpose of arbitrating any Eligible Investor's consequential-
4 damages claim. Merrill Lynch shall consent to participate in the North American Securities
5 Administrators Association's ("NASAA") Special Arbitration Procedures (the "SAP") established
6 specifically for arbitrating any Eligible Investor's consequential damages claim arising from their
7 inability to sell Eligible Auction Rate Securities. Nothing in this Offer shall serve to limit or
8 expand any party's rights or obligations as provided under the SAP. Arbitration shall be conducted
9 before a single non-industry arbitrator and Merrill Lynch will pay all forum and filing fees.

10 Arbitrations asserting consequential damages of less than \$1 million will be decided
11 through a single chair-qualified public arbitrator who will be appointed through the FINRA list
12 selection process for single arbitrator cases. In arbitrations where the consequential damages
13 claimed are greater than or equal to \$1 million, the parties can, by mutual agreement, expand the
14 panel to include three public arbitrators who will be appointed through FINRA's list procedure.

15 Any Eligible Investors who choose to pursue such claims through the SAP shall bear the
16 burden of proving that they suffered consequential damages and that such damages were caused by
17 their inability to access funds invested in Eligible Auction Rate Securities at Merrill Lynch as of
18 February 13, 2008. In the SAP, Merrill Lynch shall be able to defend itself against such claims;
19 provided, however, that: Merrill Lynch shall not contest liability for the illiquidity of the
20 underlying ARS position or use as part of its defense any decision by an Eligible Investor not to
21 borrow money from Merrill Lynch. Special or punitive damages shall not be available in the SAP¹.

22 All customers, including but not limited to Eligible Investors who avail themselves of the
23 relief provided pursuant to this Order, may pursue any remedies against Merrill Lynch available

24 ¹ However, it is agreed by the parties that "consequential damages" shall have a meaning separate and apart
25 from "punitive or special damages." Under no circumstances should this provision be read to mean that a
consequential damages claim may not be maintained due to any state law which may categorize consequential damages
as a subset within punitive and/or special damages.

1 under the law. However, Eligible Investors that elect to utilize the SAP are limited to the remedies
2 available in that process and may not bring or pursue a claim relating to Eligible Auction Rate
3 Securities in another forum.

4 12. Institutional Investors Not Covered By Section III.5. Merrill Lynch shall endeavor
5 to continue to work with issuers and other interested parties, including regulatory and other
6 authorities and industry participants, to expeditiously and on a best efforts basis provide liquidity
7 solutions for investors who purchased Eligible Auction Rate Securities from Merrill Lynch and are
8 not entitled to participate in the buyback described in Section III.5 above (referred to herein as
9 “Institutional Investors”).

10 Beginning January 2, 2009, and then quarterly after that, Merrill Lynch shall submit a
11 written report to a representative specified by NASAA outlining the efforts in which Merrill Lynch
12 has engaged and the results of those efforts with respect to Merrill Lynch Institutional Investors’
13 holdings in Eligible Auction Rate Securities. Merrill Lynch shall confer with the representative no
14 less frequently than quarterly to discuss Merrill Lynch’s progress to date. Such quarterly reports
15 shall be submitted within 20 days following the end of each quarter and continue until no later than
16 January 15, 2010. Following every quarterly report, the representative shall have the option of
17 requiring a meeting between the State and Merrill Lynch to advise Merrill Lynch of any concerns
18 and, in response, Merrill Lynch shall detail the steps that Merrill Lynch plans to implement to
19 address such concerns. The reporting or meeting deadlines set forth above may be amended with
20 written permission from the representative.

21 13. Relief for Municipal Issuers. Merrill Lynch shall refund refinancing fees to
22 municipal auction rate issuers that issued such Eligible Auction Rate Securities in the initial
23 primary market through Merrill Lynch between August 1, 2007, and February 13, 2008, and
24 refinanced those securities through Merrill Lynch after February 13, 2008. Refinancing fees are
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1 those fees paid to Merrill Lynch in connecting with a refinancing and are exclusive of legal fees
2 and any other fees or costs not paid to Merrill Lynch in connection with the transaction.

3 14. No Disqualification. The Order entered pursuant to this Offer hereby waives any
4 disqualification contained in the laws of Washington, or rules or regulations thereunder, including
5 any disqualifications from relying upon the registration exemptions or safe harbor provisions that
6 Merrill Lynch or any of its affiliates may be subject to. The Order entered pursuant to this Offer
7 also is not intended to subject Merrill Lynch or any of its affiliates to any disqualifications
8 contained in the federal securities laws, the rules and regulations thereunder, the rules and
9 regulations of self regulatory organizations or various states' or U.S. Territories' securities laws,
10 including, without limitation, any disqualifications from relying upon the registration exemptions
11 or safe harbor provisions. In addition, this Order is not intended to form the basis for any such
12 disqualifications.

13 15. Nothing herein shall preclude Washington, its departments, agencies, boards,
14 commissions, authorities, political subdivisions and corporations (collectively, "State Entities"),
15 other than the Securities Division of the Washington State Department of Financial Institutions and
16 only to the extent set forth in paragraph 1 above, and the officers, agents or employees of State
17 Entities from asserting any claims, causes of action, or applications for compensatory, nominal
18 and/or punitive damages, administrative, civil, criminal, or injunctive relief against Merrill Lynch
19 in connection with certain auction rate securities sales practices at Merrill Lynch.

20 16. For any person or entity not a party to the Order issued pursuant to this Offer, this
21 Offer and the Order do not limit or create any private rights or remedies against Merrill Lynch
22 including, without limitation, the use of any e-mails or other documents of Merrill Lynch or of
23 others for auction rate securities sales practices, limit or create liability of Merrill Lynch, or limit or
24 create defenses of Merrill Lynch, to any claims.

25 17. In Consideration of the Settlement the Securities Division of the Washington State

1 Department of Financial Institutions will:

2 a. Except as allowed by paragraph 17(b), terminate the investigation by the Securities
3 Division of the Washington State Department of Financial Institutions and any other action that the
4 Securities Division of the Washington State Department of Financial Institutions could commence
5 on behalf of Washington as it relates to Merrill Lynch's underwriting, marketing, and sales of Eligible
6 Auction Rate Securities, provided, however, that excluded from and not covered by this paragraph
7 are any claims by the Securities Division of the Washington State Department of Financial
8 Institutions arising from or relating to the "Order" provisions contained herein.

9 b. Refrain from further investigation and from taking legal action, if necessary, against
10 Merrill Lynch with respect to Institutional Investors until a date after December 31, 2009.

11 c. Not seek additional monetary penalties from Merrill Lynch relating to the issues
12 raised by the Securities Division of the Washington State Department of Financial Institutions
13 relating to Merrill Lynch's marketing and sale of Eligible Auction Rate Securities to investors and
14 the firm permitting trading in auction rates securities by any individuals affiliated with Merrill
15 Lynch.

16 18. Failure to Comply With Terms of Settlement. If after this settlement is executed,
17 Merrill Lynch fails to comply with any of the terms set forth herein, the State may institute an
18 action to vacate this Order. Upon issuance of an appropriate order, after an opportunity for a fair
19 hearing, a state may reinstitute the actions and investigations referenced in this Order.

20 19. This Order and any dispute related thereto shall be construed and enforced in
21 accordance with, and governed by, the laws of Washington without regard to any choice of law
22 principles.

23 20. This Order shall be binding upon Merrill Lynch and its successors and assigns as
24 well as to successors and assigns of relevant affiliates with respect to all conduct subject to the
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1 provisions above and all future obligations, responsibilities, undertakings, commitments,
2 limitations, restrictions, events, and conditions.

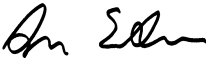
3 Dated this 14th day of July, 2009.

4 BY ORDER OF THE SECURITIES DIVISION OF THE WASHINGTON STATE
5 DEPARTMENT OF FINANCIAL INSTITUTIONS

6 

7 _____
8 MICHAEL E. STEVENSON
9 Securities Administrator

10 Approved by:

11 

12 _____
13 SUZANNE SARASON
14 Chief of Enforcement

15 Presented by:

16 

17 _____
18 JILL VALLELY
19 Enforcement Attorney

1 SUBSCRIBED AND SWORN TO before me this 2nd day of July, 2009.

2 /s/ James E. Dwigins
3 James E. Dwigins, Notary Public

4 My Commission expires: May 2, 2010

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