Discussion and Action RFQ for Financial Advisor

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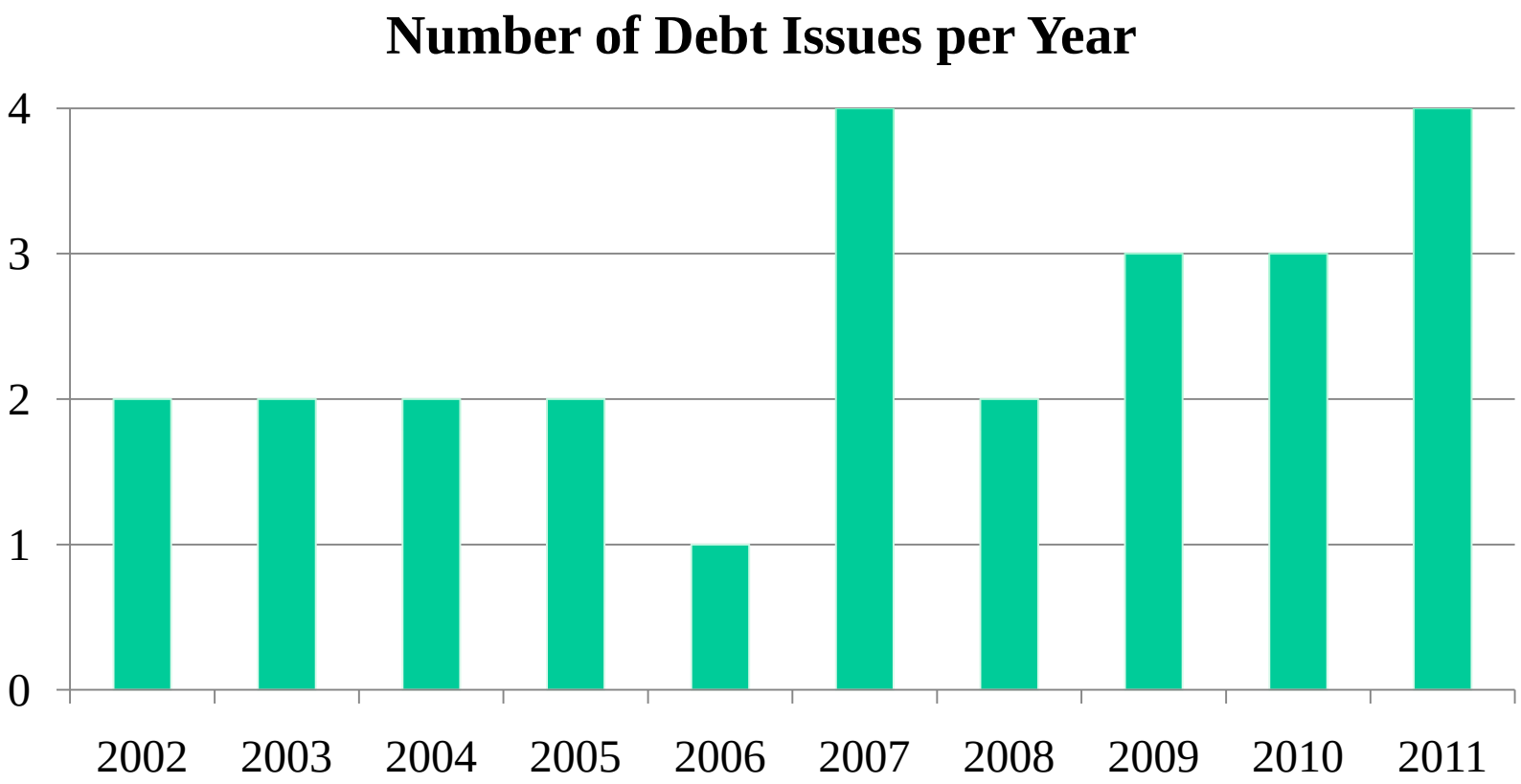
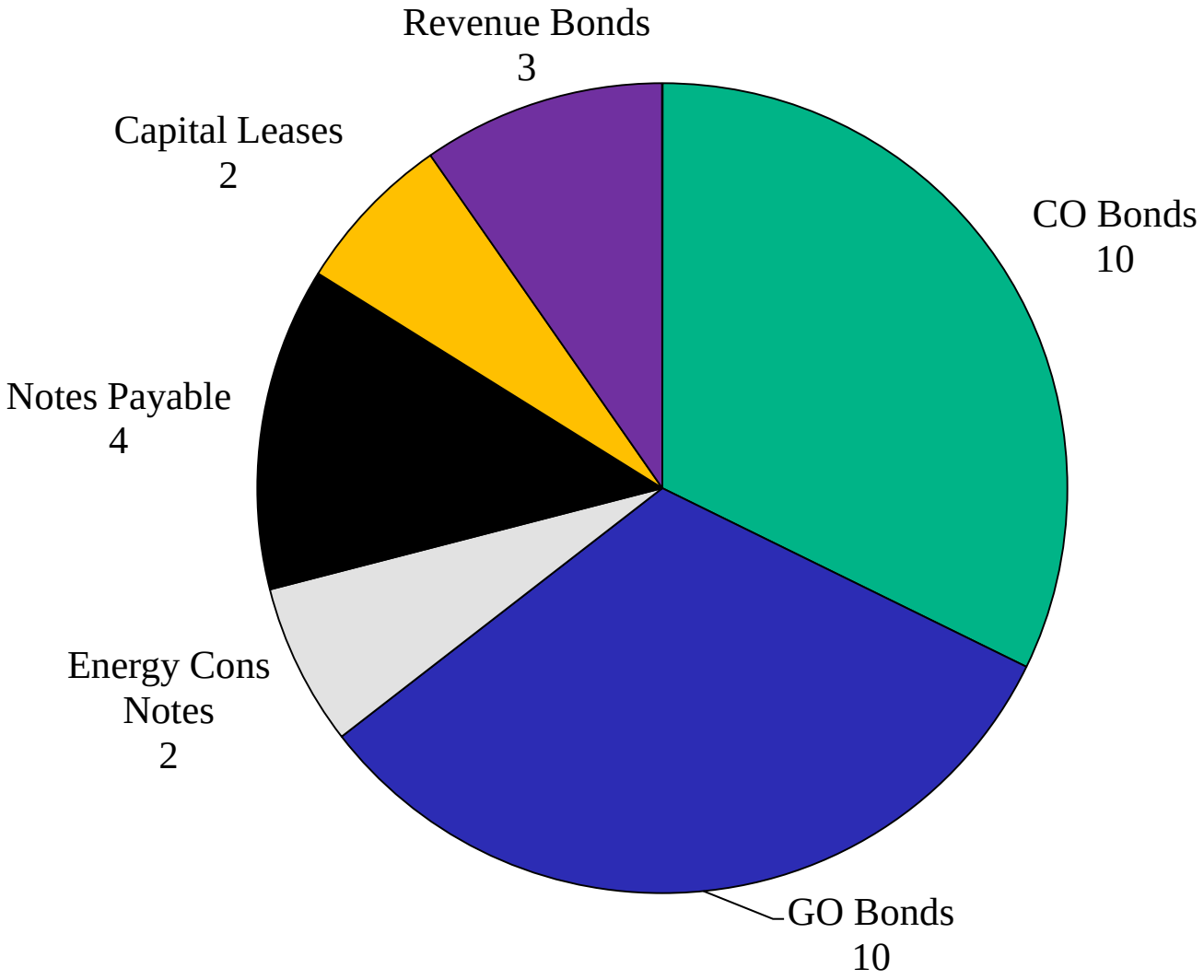
Financial Advisor

- Key Role on Finance Team
  - Structure & issuance of debt
    - Type, term, pledges/coverage, etc.
    - Credit rating strategies
    - Investor marketing strategies
  - Represent the City's interest only
  - Not an underwriter
  - RFQ selection every 5 years (Debt Mgmt Policy Sect 13.1)
  - Contract award is to one firm

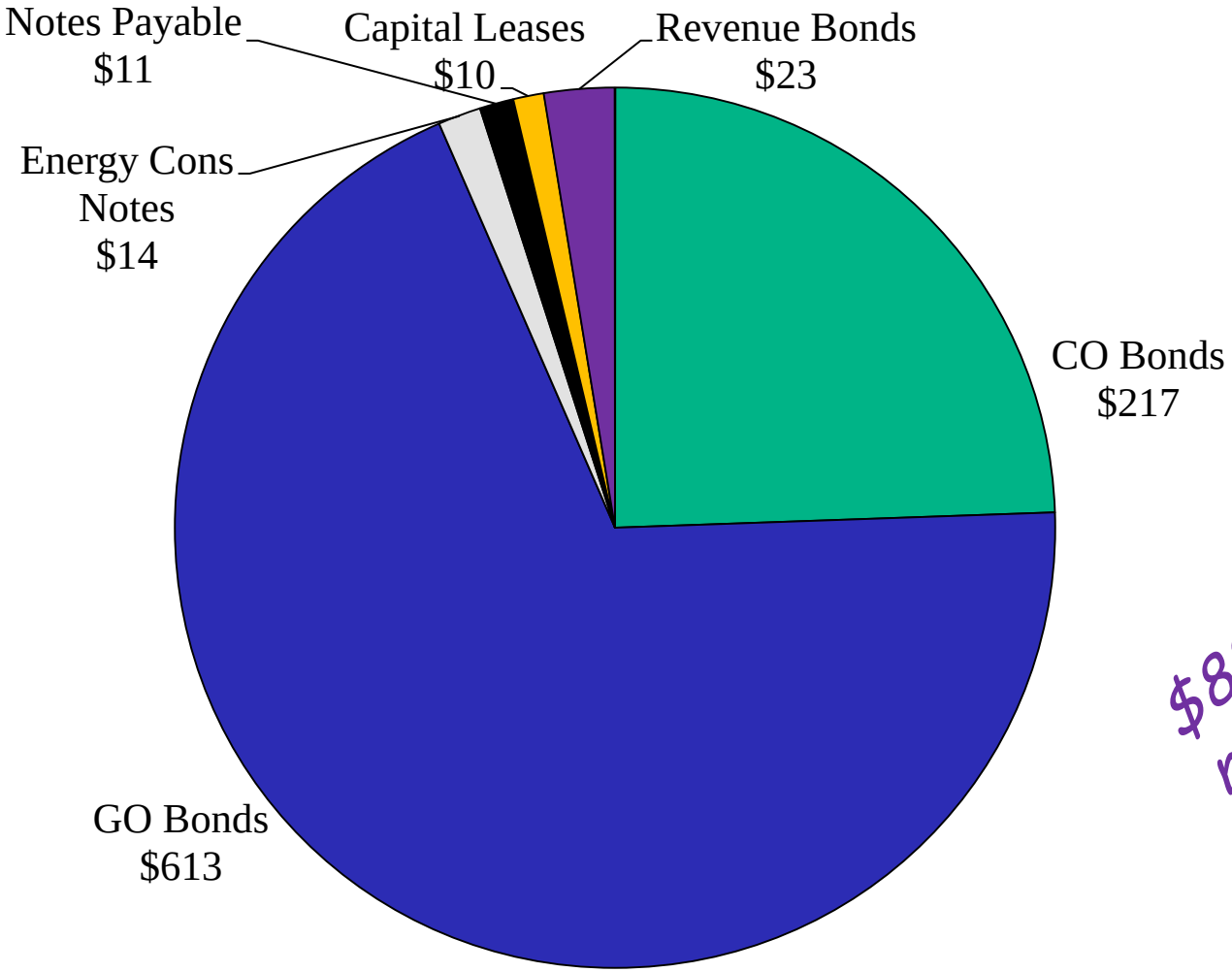
Debt Issues (Quantity)



Debt Issues (Type) at 8/31/11



Debt Issues ($ millions) at 8/31/11



$888 million

Changes to Current RFQ

- Update to include GFOA best practices;
  - FA cannot be underwriter
    - Still need market info access
  - Disclose broker-dealer relationships
- Semi-annual conversation – rating strategy
- Explicit experience requirement
  - Negotiated and competitive sales
  - Taxable and non-taxable issues
- Report Continuing Disclosure Undertaking

Changes to Current RFQ (contd.)

- Expand evaluation criteria
  - Add experience of assigned staff
  - Redistribute points to include new factor

RFQ Process

- Investment Committee Review (completed)
- RFQ published
- Submissions received
- Committee rating (qualifications/experience)
- Negotiation with the top ranked firm
- Council considers the committee recommendation for award to one firm

Questions/Comments?