



**II. FISCAL IMPACT ANALYSIS**

**A. Five Year Summary of Fiscal Impact:**

Fiscal Years	<u>2009</u>	<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>
Capital Expenditures	_____	_____	_____	_____	_____
Operating Costs	_____	_____	_____	_____	_____
Bond Proceeds	_____	_____	_____	_____	_____
Issue Costs	<u>(See Summary of Fiscal Impact Below)</u>				_____
External Revenues	_____	_____	_____	_____	_____
Program Income (County)	_____	_____	_____	_____	_____
In-Kind Match (County)	_____	_____	_____	_____	_____
<b>NET FISCAL IMPACT</b>	_____	_____	_____	_____	_____
No. ADDITIONAL FTE POSITIONS (Cumulative)	_____	_____	_____	_____	_____

Is Item Included In Current Budget? Yes \_\_\_\_\_ No X  
 Budget Account No.: Fund \_\_\_\_\_ Department \_\_\_\_\_ Unit \_\_\_\_\_  
 Object \_\_\_\_\_ Reporting Category \_\_\_\_\_

**B. Recommended Sources of Funds/Summary of Fiscal Impact:**

Underwriter expenses represent costs of marketing the bonds and are negotiated at the time of sale based on then market conditions. They are paid from bond proceeds. Based on terms of the agreement, FP&L will be responsible for the payment of debt service on the bonds.

**C. Departmental Fiscal Review:**

**III. REVIEW COMMENTS**

**A. OFMB Fiscal and/or Contract Dev. and Control Comments:**

John A. Long 11/21/08 N/A  
 OFMB Contract Dev. and Control

**B. Legal Sufficiency:**

Paul F. Long 11/24/08  
 Assistant County Attorney

**C. Other Department Review:**

\_\_\_\_\_  
 Department Director

**PALM BEACH COUNTY**  
**SENIOR MANAGER UNDERWRITER ROTATION LIST**  
**October 21, 2008**

District 4	Wachovia Securities	Senior Manager on next issue
District 2	Raymond James	Not eligible to serve as co-manager
District 7	Jackson Securities	Eligible to serve as co-manager
District 5	Janney Montgomery	Eligible to serve as co-manager
District 3	Merrill Lynch	Eligible to serve as co-manager
District 1	Citigroup (Note 2)	Eligible to serve as co-manager
District 6	Loop Capital Markets	Not eligible to serve as co-manager

**Note 1** - One selection per Commissioner with the senior manager selected for an issue always going to the bottom of the rotation list for future issues. If a Commissioner changes underwriters after the initial appointment in October, 2003, the new appointee will be placed at the bottom of the list.

**Note 2** - Depending on the size of the bond issue, additional co-managers will be selected from the above list as follows: The firm at the top of the list to be appointed as senior manager, the next firm in line to be senior manager and the last firm selected as senior are not eligible to serve as co-manager on the next bond issue. Eligible firm(s) will be selected to be co-managers in order from the senior rotation list. **On October 21, 2008, Janney Montgomery and Merrill Lynch were appointed as additional Co-Managers on the not to exceed \$110 Million Public Improvement Revenue and Refunding Bonds, Series 2008-2. Citigroup is the next firm to be selected as co-manager with others to be selected following in order.** Selection as co-manager does not effect a firm's standing on the senior manager rotation list.

**Note 3** - Staff and the County's Financial Advisor recommend the following guidelines for structuring teams for each bond issue: (1) Up to \$10 Million - 1 Senior, (2) \$10 to \$25 Million - 1 Senior, 1 Co-Manager; (3) \$25 to \$50 Million - 1 Senior, 2 Co-Managers; (4) \$50 to \$75 Million - 1 Senior, 3 Co-Managers; (5) Excess of \$75 Million 1 Senior, 4 or more Co-Managers, depending on the size of the issue.

**Note 4 - Proprietary Proposals** - The County will continue to consider new and innovative proposals from any underwriter. If the Board decides to move forward with a proposal, the underwriter will be given consideration as the book running manager on the bond issue without regard to the senior manager rotation list. If the underwriter selected to be bookrunning manager is on the County's senior rotation list, the underwriter will be moved to the bottom of the list for future issues. Refunding of outstanding bond issues and other proposals that are currently being done by other issuers are not considered proprietary proposals. Submission of these proposals will not necessarily be a factor in the selection of underwriting teams.