

PALM BEACH COUNTY **BOARD OF COUNTY COMMISSIONERS AGENDA ITEM SUMMARY**

Meeting Date:	June 06, 2017	[X]	Consent Ordinance	[]	Regular
Department:	Office of Financi	ll ial Man ———	Public Hearing		

I. Executive Brief

Motion and Title: Staff recommends motion to approve:

The Pre-Qualified Bond Underwriters pool of qualified investment banking firms to serve as senior managers and co-managers for the County's negotiated sale of tax-exempt and taxable municipal bonds and other financing transactions on a non-exclusive and as needed basis selected in accordance with RFP NO. 17-055R/MB. Pre-Qualification of Bond Underwriter Services are as follows: 1. Citigroup Global Markets, Inc., 2. Bank of America – Merrill Lynch, 3. Wells Fargo Securities, 4. Morgan Stanley, 5. J.P. Morgan Securities, L.L.C., 6. Raymond James & Associates, 7. RBC Capital Markets, L.L.C., 8. Goldman, Sachs & Company, 9. Stifel, Nicolaus & Company, Inc., 10. PNC Capital Markets, LLC

The Selection Committee, comprised of the County Finance Committee (CFC). reviewed the RFP responses for the Pre-Qualified Bond Underwriters on April 20, 2017. None of the proposers were certified as County Small Business Enterprises or qualified for Local Preference. These Pre-Qualified Bond Underwriters pool members will be used for negotiated bond sales. A negotiated sale may be considered, for example, when the complexity of the issue requires special expertise, when the negotiated sale would result in substantial savings of time and money, or when market conditions are unusually volatile. In the past few years, the County has issued nine bond issues of which three were negotiated sales. Countywide (PFK)

Background and Justification: In August, 2009, the Board approved written policies for the issuance, management, monitoring, and evaluation of all County debt obligations, including the selection of bond underwriters. These policies established a preference for competitive bond sales with a flexibility to utilize negotiated sales, when recommended by the CFC. Policy and Procedure Memorandum (PPM) #CW-F-078, Competitive Selection of Bond Underwriters Policy for Negotiated Sales, establishes the parameters for a request-for-proposals (RFP) selection process, with a selection committee comprised of the CFC. The Selection Committee voted to have the top ten ranked firms included in the Pre-Qualified Bond Underwriters pool. The Selection Committee will reevaluate the pool of underwriters every three years and recommend the appropriate action in accordance with PPM No. CW-F-078. The purpose of this process is to maintain a pool of pre-qualified bond underwriters to be utilized when a negotiated sale is approved by the Board. Once a negotiated bond issue has been approved by the Board, the CFC and the County's financial advisors will, using a separate RFP process established for the specific bond issue, select an underwriting team from the pre-qualified pool of underwriters and make a recommendation to the County Administrator for approval by the Board. Depending on the size of the issue, an underwriting team will consist of a senior manager and co-managers. All fees will be contingent on the closing of the bond sale.

Attachments: N/A

Recommended by: Department Director

Approved By:

I. FISCAL IMPACT ANALYSIS

A.	Five Year Summary of Fis	Five Year Summary of Fiscal Impact:							
	Fiscal Years	2017	2018	2019	2020	2021			
	ital Expenditures								
Operating Costs									
Debt Service Costs		*	*	*	*	*			
External Revenues									
Program Income (County)						- Andrews			
In-K	Kind Match (County)								
NE.	Γ FISCAL IMPACT *	0	0	0	0	0			
	. ADDITIONAL FTE SITIONS (Cumulative)								
Is Ite	em Included In Current Budg	get?	Yes_	No	X				
Budget Account No.: Fund			Depar	tment	U	nit			
		Category	-						
T D	D 110 C	T 1/0		T					
В.	Recommended Sources of	Funds/Sumn	nary of Fiscal	ımpacı:					
from	re is no fiscal impact associated this pool will only be utilized if t rwriter fees will be determined	he County ap	proves a nego	tiated bond s	underwriters. ale. If that occ	Underwriters urs,			
C.	Departmental Fiscal Revie	ew:			·				
		III. <u>REV</u>	IEW COMM	ENTS					
			10 / 10		^				
A.	OFMB Fiscal and/or Contract Dev. and Control Comments: 1								
В.	Legal Sufficiency: Assistant County Attorney	\$127/17							
C.	Other Department Review	7 :				·			

THIS SUMMARY IS NOT TO BE USED AS A BASIS FOR PAYMENT. $\mbox{WPB}\,383257753v5/013000.012700$

Department Director