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NOVEMBER 16, 2018

TO: BOARD OF DIRECTORS

THROUGH: PHILLIP A. WASHINGTON *PAW*
CHIEF EXECUTIVE OFFICER

FROM: NALINI AHUJA *Nalini Ahuja*
CHIEF FINANCIAL OFFICER

SUBJECT: FINANCIAL ADVISOR BENCH UTILIZATION REPORT

ISSUE

As requested by the Board, staff is providing this annual report showing the utilization of the bench of nine financial advisors ("FA") the Board approved in July 2013. In November 2017, staff reported utilization of the financial advisor bench from October 1, 2016 through September 30, 2017. Attachment A reports utilization of the bench from October 1, 2017 through September 30, 2018.

DISCUSSION

We utilize FAs to support our large and complex debt program. The FA bench is structured into two categories, the Lead FAs and the Project Basis FAs. The Lead FA helps staff plan and coordinate the debt program objectives for the two year term that they serve as the lead. Specific projects and debt transactions are assigned to the Project Basis FA firms on a task order basis. Task Order assignments are awarded through a mini-RFP process whereby the Project Basis FAs elect to bid for work based on their experience and qualifications.

Attachment A shows the number of times each FA bid for work and the number of Task Orders awarded to the respective firm. Since October 1, 2017, five Task Orders have been issued.

NEXT STEPS

Provide an annual report showing the bench utilization through September 30, 2019.

ATTACHMENT A

Financial Advisor Utilization

Five Task Orders Issued from October 1, 2017 – September 30, 2018

Financial Advisor Utilization October 1, 2017 – September 30, 2018		
Financial Advisor	# of Task Orders Bid	# of Task Orders Awarded
Backstrom, McCarley, Berry & Co.	3	1
Fieldman, Rolapp & Associates	4	0
KNN Public Finance	3	0
Lamont Financial Services	1	0
Mazyck Advisors*	0	0
Montague DeRose & Associates (Lead FA from 1/1/16 through 12/31/17)	4	2
Public Financial Management, Inc. (Lead FA from 1/1/18 through 12/31/19)	1	0
Public Resources Advisory Group	2	1
Sperry Capital	2	1
Total Task Orders Awarded		5
<p>Montague DeRose became eligible to bid on task orders after their term as Lead Financial Advisor ended December 31, 2017.</p> <p>PFM is Lead Financial Advisor from January 1, 2018 through December 31, 2019. The Lead Financial Advisor does not bid on task orders during its tenure as Lead Financial Advisor.</p>		

* Mazyck Advisors elected to no longer provide financial advisory services as of August 2017.