

PORT ST. LUCIE CITY COUNCIL
AGENDA ITEM REQUEST

COUNCIL ITEM 13G
DATE 7/9/12

Meeting Date: July 9, 2012

Public Hearing Ordinance Resolution Motion

Item: #20110116 Financial Advisory Services

Recommended Action:

1) Approval to enter into a contract with First Southwest to perform financial advisory services as needed with a minimum debt issue fee of \$14,900.00 when applicable and fixed fees and hourly rates as below:

Up to \$50 million	\$0.75	Managing Director	\$195
Next \$25 million	\$0.70	Senior Vice President	\$185
Next \$25 million	\$0.60	Vice President	\$175
Additional amounts over \$100 million	\$0.50	Associate	\$160
		Admin	\$60

Hourly Rates will only apply if additional services are requested by City not related to debit issues.

Exhibits: Department memo attached yes

Copies of the Bid Tabulation Report, Proposals, Specifications, Committee Scores, Minutes on CD, Copies of original bid documents, proposal broadcast list.

Summary Explanation/Background Information: The Request for Proposal was advertised May 18, 2012, for the Financial Advisory Services. A proposal notification was sent to 606 suppliers and 16 firms requested proposals. The proposal was opened June 12, 2012, at 3:00 P.M. and 2 firms responded. The evaluation committee met June 19, 2012, at 1:00 P.M. and by consensus scored and ranked as follows: #1 First Southwest and #2 PFM Group. The committee felt both firms met the qualifications and both were more than capable of performing the task required and therefore that the lowest price firm should be selected.

The need for the above is: The Government Finance Officers Association recommends that agencies acquire financial advisors to assist in the structuring and issuance of bonds. Therefore, the City issued the Request for Proposal for this type of service.

Purchase is not a replacement
Expenditures will be included within the bond issue.

Purchase is budgeted.

Director of OMB concurs with award: 

City Manager concurs with award: 

Department requests _____ minutes to make a presentation.

Submitted by:

Ed Fry

Representing Committee

Date Submitted June 28, 2012

RFP 20110116 Financial Advisory Services
 Evaluation Committee Individual Scores

June 19, 2012 @ 1 PM

	EF	IL	MB	TOTAL	Rank
First SouthWest					
Criterion	WTG	Points Total	Points Total	Points Total	
Total Firm Exp	4	4 16	4 16	4 16	
Exp Staff FI Gov	5	5 25	4 20	5 25	
FI Municipal Debt Issue	2	3 6	4 8	4 8	
Exp Muni Planning & Dev	2	5 10	5 10	4 8	
Exp Bond Closing Mun	2	5 10	5 10	4 8	
Total Cost to city	5	5 25	5 25	5 25	
Total		92	89	90	271
Ranking					
PFM					
Criterion	WTG	Points Total	Points Total	Points Total	
Total Firm Exp	4	5 20	5 20	5 20	
Exp Staff FI Gov	5	5 25	3 15	4 20	
FI Municipal Debt Issue	2	5 10	5 10	5 10	
Exp Muni Planning & Dev	2	5 10	5 10	5 10	
Exp Bond Closing Mun	2	5 10	5 10	5 10	
Total Cost to city	5	0 0	0 0	0 0	
Total		75	65	70	210
Ranking					
First SW	271				
PFM	210				
	####				
	####				
Committee did not re-score for group score					
Committee selected #1 Firm First SW					

Evaluation Committee
RFP 20110116 CS
Financial Advisory Services for the City of Port St. Lucie
June 19, 2012
1:00 pm

Attendees:

Cheryl Shanaberger, OMB

Edwin Fry, Finance

Marie Bouloy, Finance

Ivy Ladyko, OMB

Cheryl: I need all the original participation agreements and make sure that you have initialed them. I am distributing the individual scores that the committee has looked at for their review.

Ed: In the spirit of full disclosure, I have dealt with both of these firms. I've been involved in previous selection processes with both of these firms, so this is not my first go around with exposure to Southwest and to Public Financial Management. So where would you like to go from here?

Ivy: I'm just trying to review everybody's scores compared to mine.

Cheryl: It seems the major difference was price.

Ed: Yeah, assuming, I guess part of the (garbled), we weighted so heavily on price, certainly in my opinion, either one can do a very good job for the City.

Ivy: Is this correct, where there's a zero for Marie Boulay for experience upon closing from municipalities?

Cheryl: That might not be, because she gave me a new one.

Ivy: I'm just wondering if that's a mistake there, because we all had, Ed and I both had five and you had a zero so I just didn't know.

Cheryl: Good catch. No, she wanted that to be a four for the First Southwest.

Ivy: Oh, okay, so that's a four?

Cheryl: Yes.

Ivy: So that score will be incorrect.

Cheryl: Yeah; that just makes the score for First Southwest even higher.

Ivy: It doesn't matter at this point though.

Cheryl: I'll make that correction though, thanks for catching that.

Ed: So that would give them a total of 90 correct?

Cheryl: Yep.

Ed: So that would boost their total score up to 271.

Cheryl: That's why I said, it only makes their score even higher.

Ed: Yes, I mean, I think that's probably the differential, the Public Financial Management provides financial advisory services to a number of different governments in Florida and are involved in a number of different bond closings.

Cheryl: But, it looks like from your score of First Southwest, which is the debt issue, you felt that PFM had more experience, they've managed a lot more.

Ed: Well, they've just managed a lot more, that's really what it is.

Ivy: They've managed 92 transactions compared to Southwest's 55.

Cheryl: Well they're a bigger firm.

Ed: Yes, so I just mean they've done significantly more. That issue, so that is the one area that I had a pretty significant difference in the scoring of, rather than the total cost.

Cheryl: Which would mean that maybe First Southwest would give us more personal attention, because they're not as large or it doesn't matter? They're both going to do the same?

Ed: They're both going to do the same thing. From other governments that have used both these organizations, they've been very pleased with their services. We not solving, both of them respond, my feeling is we are not going to go wrong no matter which one you get, in my opinion. I felt like they're both very well qualified. I think they'd both do a good job with giving what you feel is personal attention; even though they have a number of clients. You always feel like, "well you're kind of the only one they work on". That's always good; I always have a good feeling with both of them.

Cheryl: It seems like they have six staff members with 1-35 years experience and five for the other one of a medium 9.2. Interesting that First Southwest's been in business longer, I'm getting these all from Ivy's notes.

Ivy: They were both 86/87.

Ed: First Southwest well they've evolved over the years from their beginnings and just Public Financial Management really establishing their presence in Florida in the early 80s. It's really where they started to get going. They just brought on a lot of talented individuals, a lot of people with experience in the municipal environment and that's really what their whole market is, in the municipal environment. First Southwest has also expanded their presence in Florida significantly.

Cheryl: If we remove the, I was thinking if PMF were higher and they would.

Ivy: Yeah, see I didn't understand the total cost to the City, why it had to either a zero or a five. I didn't understand that.

Cheryl: Because you only had two people, two choices. If you had had more you could have done in between, but it was only two choices, then automatically gets to be five and zero. If I were just figuring out if we took off the score which is 75 points, then it actually does make PFM come in a little bit higher, but not a lot. So they're extremely close.

Ed: I think primarily part of the difference is just, in terms of that issue, that PFM has handled compared to Southwest, I think that's where PFM clearly has the edge in the... Total Firm Experience, that one, I just think PFM is a lot more experienced in the Florida market and so I just gave PFM a little bit of an edge in that area, because they're such a ... You know, they've done so many municipal issues, they've worked for so many different local governments throughout the state of Florida, so I just gave them a little bit of an edge on that.

Cheryl: There will be only fourteen points different if we move the cost.

Ivy: I don't know, I guess there was a ten cent difference between the fifty million dollar, if they issued a fifty million dollar, so I don't know, if that means a whole lot or ...

Ed: I would feel that that probably would not. The other thing that I took a look at, the other factor that I considered is that if you started looking at the rates for their hourly rates, which I think would be a factor in reality for, First Southwest are lower, you know, not significantly lower but they are lower. It's enough that you would see the difference.

Ivy: They both seem high to me in today's economy, but that kind of rate.

Ed: My feeling, and that was another factor that I looked at, was some of the work that we would have, either firm will probably be other services. You won't be necessarily related to a bond issue. Just based on what I know what our bond issues really are right now. The only bond issue that I see that would be coming forward any time in the next two to three years is going to be our General Obligation Bond issue. That one will be over fifty million, but not over one hundred million, so in that case, we would be pretty much riding it high.

Cheryl: We are looking at all three, what I see as a major difference is too, is their structure. PFM apparently has administrative costs already structured in to those, as over here you're going to be added \$60. So technically, administrative costs might not be that much difference. Their hourly rate, when you do that... Also this is an RFP, if you select a firm, we can certainly negotiate those rates, and we're not stuck with these; if we want to work while negotiating them. What the committee needs to do now is determine of course, if they want to make a selection today on what information they have or do they want to (garbled) and talk to each firm. If you do decide to talk to each firm and interview them, then these scores are basically thrown out and you make a determination by those interviews. So it's strictly a decision in committee. There's no requirement that you have to interview them. If you think we have enough knowledge from what you've seen, then you can certainly make a decision today.

Ed: I don't feel like I need to interview, I think there's enough in the proposals. I think there was enough information provided, that I'd be able to make a reasonable decision.

Cheryl: Do you want to go out there and say which one you'd like to pick?

Ed: Putting so much weight on the price, I would think, just because of the way that you structured it, they have the minimum fee, it might be interesting though, just out of curiosity, because I never really did bother, I mean the numbers ... Because up to fifty million PFM's going to be higher and then the next twenty-five PFM's still higher, then the next twenty-five, they're the same, so based on that PFM would be slightly higher on their fees, that'd be over one hundred million. I don't know that we are going to be at too many one hundred million dollar bond issues any time soon. I think we've done enough of those to meet the City's needs. I think the GO issue we're going to do, is around seventy five million, in that case, PFM's definitely going to be higher on their fee.

Cheryl: How much higher?

Ed: The point is, they're still going to be higher, and so what difference does it make? Can be small or nothing...

Cheryl: But it's relative, if it's a hundred dollars...

Ed: Well, but still.

Cheryl: But I do think it's going to be significant, ten cents difference, right?

Ed: Yes,

Cheryl: So it's not going to be a small number.

Ed: Yes, I agree. But for any consulting service, there's certainly going to be a difference in the rates there, the admin fees. I understand that pieces in there, but the admin peaks may be an hour so that's sixty bucks where if you looking at the hourly rates, it doesn't take long to make that up, with the difference in the rates.

Ivy: One of them gave us rates for copying and ...

Marie: Expenses, reimbursable and the other didn't.

Ed: And that could be where the difference was, PFM may have had reimbursables...

Marie: Did they say that they had to include reimbursables when we did our RFP?

Cheryl: I don't remember what we said in our RFP.

Ed: But then again, I've dealt with both firms, I've dealt with the individuals in both firm. I've known them for quite a while.

Cheryl: Yeah, we don't pay for reimbursables.

Ivy: Okay, so that was a mistake.

Cheryl: They may want to but ...

Ivy: We're not going to do that.

Cheryl: But, the travel expenses we will pay for. It has to be pre-approved by the Project Manager, who will be Ed Fry, I assume or whoever he designates. But we're not going to pay for is long distance telephone calls, postage, air express charges, fax reproduction, which is I think, what they put in there, copying stuff like that. But we will pay for travel expense if it comes into play.

Ed: So anyway, I'm certainly comfortable with First Southwest.

Ivy: You've n ever had any bad experiences? Are we allowed to ask that?

Ed: I hear good things on both firms. Public Financial Management has become the dominant player in Florida for financial advisors and also for investment advisement, because their focus has been on local governments. It's interesting when you look at the number of clients they're providing services for, the number of bond issues they've assisted with, when you think that they go back to 1980, these things did not exist before, and it is pretty amazing. It tells you "oh, they must do a pretty good job". First Southwest also has seen a lot of good.

Cheryl: So do the rest of you want to agree to go with Southwest?

Ivy: I would, just based on the pricing.

Cheryl: Well, you have to base it on all factors.

Ed: But I certainly feel...

Cheryl: I feel that they're qualified.

Ivy: I feel they're very qualified.

Marie: Very close.

Cheryl: So the committee agrees to recommend the award to First Southwest.

Meeting adjourned.

Proposal to Provide Financial Advisory Services

City of Port St. Lucie, Florida

June 12, 2012

City of Port St. Lucie, Florida



CONTACT:

Edward D. Stull, Jr., Managing Director, Ed.Stull@firstsw.com

450 South Orange Avenue, Suite 460, Orlando, Florida 32801

Phone: 407.426.9611 Fax: 407.425.7835

June 12, 2012
Proposal to Provide |
Financial Advisory Services



450 South Orange Avenue, Suite 460
Orlando, Florida 32801

407.425.9611--- Direct
407.425.7835---Fax

Edward D. Stull, Jr.
Managing Director

Ed.Stull@firstsw.com

June 12, 2012

Ms. Cheryl Shanaberger
Office of Management & Budget
121 SW Port St. Lucie Boulevard
Port St. Lucie, FL 34984-5099

Dear Ms. Shanaberger:

FirstSouthwest greatly appreciates the opportunity to present the capabilities, resources, and experience of our firm to serve as financial advisor to the City of Port St. Lucie, Florida (the "City"). Since 1946, we have served as financial advisor to issuers similar to the City and have gained unique insight into the goals, challenges and opportunities often seen by municipalities throughout the country. We believe that we are the most qualified and capable financial advisor to provide, on an efficient and timely basis, all services described in the City's Request for Proposal.

Understanding of Work to Be Completed. FirstSouthwest is familiar with the City's Scope of Services and is fully capable of assisting the City by providing sound advice in the planning, structuring, and timing of a comprehensive plan of finance in connection with the City's capital and operating programs. As a full service firm, we have the in-house capabilities to provide virtually all services that would be requested by the City including traditional financial advisory services, arbitrage rebate and continuing disclosure, asset management, derivative and investment agreement advisory services, strategic consulting and P3 advisory services, corporate finance, and pension and OPEB consulting among others. To that end, we are fully prepared and equipped to provide the full range of services the City seeks and call upon the vast resources of our firm.

National Financial Advisory Experience. Throughout the course of 66 years, FirstSouthwest has amassed a wealth of knowledge and experience in all types and roles of municipal financing. According to Ipreo MuniAnalytics, from May 1, 2007 to April 30, 2012, FirstSouthwest was ranked as the **#1 financial advisor nationally** for the most debt issues, 4,067 transactions, and totaling \$139.26 billion par amount. According to Ipreo MuniAnalytics, for the **past five years** FirstSouthwest is ranked:

- **Number-one** nationwide among financial advisory firms for number of **overall** issues
- **Number-one** nationwide for number of **competitive** issues
- **Number-one** nationwide for number of **tax-exempt** issues

Florida Financial Advisory Experience. FirstSouthwest also has a long history of providing financial advisory services to Florida issuers, and would be able to provide significant value to the City as its advisor. We have extensive experience assisting our Florida clients in these challenging times of lower revenues, tighter credit conditions, and pressure on expense growth. According to Ipreo MuniAnalytics, from May 1, 2007 to April 30, 2012, FirstSouthwest served as Financial Advisor for **49 transactions totaling \$7.55 billion par amount in Florida**. Additionally, we have assisted numerous Florida issuers including the cities of Fort Lauderdale, Palm Bay and Miami and Martin and Indian River counties in obtaining cost effective bank loan financing as an alternative to traditional bonds. The City can be assured that we will provide depth and a wealth of knowledge to improve its financial status.

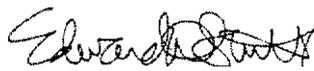
Financial Strength and Stability. On December 31, 2008, FirstSouthwest merged with PlainsCapital Corporation to bring together an array of complementary services and to create a diversified, independent financial services company with \$5.7 billion in assets as of December 31, 2011. FirstSouthwest itself, currently maintains more than \$80 million in equity capital for its operations and the merger provides additional strength to one of the nation's most respected public finance advisors.

Unmatched Expertise. As a leading financial advisor to municipalities throughout the country, FirstSouthwest has been on the forefront of providing independent financial advice to our financial advisory clients. Because our firm maintains a full-line of services and capital markets expertise, we are able to provide a perspective that many of our competitors cannot. Our financial advisors utilize FirstSouthwest's centralized, national underwriting and sales professionals, who are responsible for obtaining market pricing on municipal bond issues. These professionals provide immediate, independent market information, and have the ability to handle issues that may arise during the pricing of a bond issue without reliance on third party for information. Additionally, First Southwest maintains a fully staffed quantitative analysis group, providing independent financial modeling and analysis to meet the needs of our clients independent of outside vendors. Our clients have continuously benefited from our substantial capital markets and analytical expertise to efficiently finance their capital programs.

Accountability and Transparency. FirstSouthwest believes that when an issuer is selecting a financial advisor, accountability and transparency are paramount. As a broker/dealer, FirstSouthwest is subject to the rules and regulations of various governmental bodies such as the U.S. Securities and Exchange Commission ("SEC") and the Financial Industry Regulatory City ("FINRA"), among others, and we adhere to the rules of the Municipal Securities Rule Making Board ("MSRB"). Financial reform is currently taking place in the municipal marketplace, and all financial advisory firms will come under greater regulatory supervision. Compliance to SEC and other rule-making entity mandates is expensive, time consuming and requires focus, time and effort by regulated companies. FirstSouthwest has the infrastructure already in place to stay fully compliant to such rules and regulations so the City can be assured that our focus on the City's needs will not be diverted.

Business Philosophy. We are client driven – not product driven. Our business philosophy is simple: our clients' goals are our goals, and by providing them with access to our wealth of resources and experience firm wide while continuing to develop new resources, we are able to better meet our clients' needs. This philosophy is achieved by way of our team concept, whereby our professionals work collaboratively in an environment that attracts and retains talented professionals across the country. Our approach ensures objective advice that centers on lasting solutions that benefit our clients.

Sincerely yours,



Edward D. Stull, Jr.
Managing Director



Joel G. Tindal
Vice President

**SECTION XXII
ENTIRE AGREEMENT
PROPOSER'S QUESTIONNAIRE
RFP #20110116
Financial Advisory Services**

It is understood and agreed that the following information is to be used by the City of Port St. Lucie to determine the qualifications of Proposers to perform the work required. The Proposer waives any claim against the City that might arise with respect to any decision concerning the qualifications of the Proposer.

The undersigned attests to the truth and accuracy of all statements made on this questionnaire. Also, the undersigned hereby authorizes any public official, engineer, surety, bank material or equipment manufacturer, or distributor, or any person, firm, or corporation to furnish the City of Port St. Lucie any pertinent information requested by the City deemed necessary to vary the information on this questionnaire.

Dated this 12th day of June, 2012

FirstSouthwest
Name of Organization / Proposer

By: Edward D. Stull, Jr., Managing Director
Name and Title

(If more space is needed, please attach additional sheets.)

1. Corporation, Partnership, Joint Venture, Individual or other?

FirstSouthwest is a corporation. On December 31, 2008, FirstSouthwest Holdings LLC, the parent of FirstSouthwest merged with a PlainsCapital Bank, a subsidiary of PlainsCapital Corporation. Holdings, FirstSouthwest and the wholly owned subsidiaries of Holdings are all based in Dallas, Texas. PlainsCapital Corp. is a privately held financial services company also located in Dallas, Texas.

2. Firm's name and main office address, telephone and fax number, e-mail:

Orlando Office: 450 South Orange Avenue, Suite 460, Orlando, FL 32801
Phone: 407.426.9611 Fax: 407.426.7835
Email: ed.stull@firstsw.com

Aventura Office: 18851 NE 29th Avenue, Suite 520, Aventura, FL 33180
Phone: 305.819.8886 Fax: 305.819.9992
Email: lakshmi.mcgrath@firstsw.com

Dallas Headquarters: 325 North St. Paul Street, Suite 800, Dallas, TX 75201
Phone: 214.953.4000 Fax: 214.953.4050
Email: general@firstsw.com

3. Firm's previous names (if any).

N/A

4. How many years has your organization been in business as a Financial Advisor?

FirstSouthwest has been in business for 66 years. Since our founding in 1946, FirstSouthwest has played a pivotal role in shaping the landscape of public finance and has grown to employ approximately 400 personnel nationwide. FirstSouthwest, headquartered in Dallas, Texas, has Orlando and Aventura offices where the team leaders providing financial advisory services to the City are located. FirstSouthwest has earned a national reputation as a trustworthy firm committed to unparalleled excellence. We take seriously the trust our clients place in our abilities, as we have helped meet the financial objectives of more than 1,600 governmental entities nationwide.

How we have grown. FirstSouthwest has grown over the years, both organically and through acquisition. In addition to external acquisitions benefiting our clients, we strategically added departments internally in an effort to provide comprehensive services. For example, in the mid 1990s, FirstSouthwest began hosting seminars and consulting with clients on the new continuing disclosure regulations. We formally established a fully-staffed, dedicated department in 2002. Other examples of our evolution include adding departments related to arbitrage rebate in 1987; investment management in 1988; and swap advisory in 1992.

5. Number of years Florida Municipal Experience? 25 years

FirstSouthwest has maintained an office in the State of Florida since 1987 and currently has offices in Orlando and Aventura, employing six licensed bankers and two other full-time staff. The professionals who are based in our Orlando office will coordinate and manage the City’s engagement. Our eight Florida-based personnel are dedicated solely to public finance operations.

Advantages of a Local Presence; FirstSouthwest’s presence in Central and South Florida provides distinct advantages to the City, including:

- Commitment of **local support** to the City, offering readily available resources. By virtue of an office only **a few hours away**, we can be at the City’s offices within short notice.
- In-depth **knowledge of Florida and Treasure Coast issuers**, providing expertise that rivals that of any other firm.
- Familiarity with entities with which the City will need to associate. Our experience is constantly being built upon by participating in a **multitude of public finance engagements** for state, county, and city-level issuers within Florida, providing invaluable experience that will aid and benefit the City when securing funding for its infrastructure needs.

6. Last three (3) projects of this type completed by your firm for Florida Municipal Governments Give agency, type service and contact person, telephone # and e-mail

Agency	Service	Contact	Telephone	E-mail
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FirstSouthwest believes that strong recommendations from our clients are the most accurate indications of our firm’s level of service and expertise. The following are selected client references for which we have provided financial advisory services that will be helpful in assessing our ability to serve the City.

City of Fort Lauderdale, Florida
Mr. Lee Feldman
 City Manager
 100 N. Andrews Avenue
 Fort Lauderdale, FL 33301
 (954) 828-5013 Ph
 lfeldman@fortlauderdale.gov

Services Provided: Financial Advisory

City of Miami, Florida
Ms. Mirtha Dziedzic
 Treasurer
 Department of Strategic Planning,
 Budgeting and Performance
 444 SW 2nd Avenue,
 Miami, FL 33130
 (305) 416-1503 Ph
 mdziedzic@miamigov.com

Services Provided: Financial Advisory; Arbitrage Rebate; and Investment Management

Martin County, Florida
Ms. Taryn Kryzda
 County Administrator
 County Administrative Center
 2401 S.E. Monterey Road
 Stuart, FL 34996
 (772) 288-5939 Ph
 tkryzda@martin.fl.us

Services Provided: Financial Advisory; Continuing Disclosure; and Investment Management

7. What is your Financial Advisor (FA) “State Ranking” in the State of Florida based on dollar amount, based on the Thomson-Reuters and/or the MuniAnalytics Tracking Services:

According to Ipreo MuniAnalytics, from May 1, 2007 to April 30, 2012, FirstSouthwest ranks fourth as financial advisor in Florida for par amount with more than \$7.55 billion volume total.

8. What is your Financial Advisor (FA) "State Ranking" in the State of Florida based on number of issues, based on the Thomson-Reuters and/or the MuniAnalytics Tracking Services:

According to Ipreo MuniAnalytics, from May 1, 2007 to April 30, 2012, FirstSouthwest ranks fourth as financial advisor in Florida for number of issues completing 49 issues.

9. For the past year from October 1, 2010 thru September 30, 2011, what is the dollar amount and the number of issues for the following:

	<u>\$</u>	<u>Number Issues</u>
Special Assessment Revenue Bonds	\$ 10,000,000	1
Revenue Bonds	\$ 1,512,043,924	51
G O Bonds	\$ 38,013,000	3
Negotiated	\$ 1,526,076,924	53
Competitive	\$ 33,980,000	2

10. List staff that will be assigned to this contract. Give name, years FL Municipal experience and service.

Name	FL Exp in Years	Type Service provided
Edward D. Stull, Jr.	25 years of Experience	Financial Advisory & Underwriting
Joel G. Tindal	7 years of Experience	Financial Advisory & Underwriting
Gary E. Akers	35 years of Experience	Financial Advisory & Underwriting
Mark P. Galvin	29 years of Experience	Financial Advisory & Underwriting
Lakshmi McGrath	24 years of Experience	Financial Advisory & Underwriting
Andrew A. Mazlin	1 year of Experience	Financial Advisory & Underwriting

11. List Municipal Debt issues Exp.

Agency Service Contact Telephone E-mail

Below is a list of Florida municipal debt issues FirstSouthwest has provided financial advisory services to from October 1, 2010 to September 30, 2011.

Issuer	Issue Description	Par Amount (\$ in mils)	Service	Issuer Contact
City of Fort Lauderdale	General Obligation Refunding Bonds, Series 2011B	\$13.98	FA	Lee Feldman City Manager (954) 828-5013 lfeldman@fortlauderdale.gov
City of Fort Lauderdale	General Obligation Bonds, Series 2011 (Fire-Rescue Facilities)	\$20.00	FA	Lee Feldman City Manager (954) 828-5013 lfeldman@fortlauderdale.gov
City of Fort Lauderdale	Special Obligation Revenue Bond, Series 2011B	\$2.55	FA	Lee Feldman City Manager (954) 828-5013 lfeldman@fortlauderdale.gov
City of Fort Lauderdale	Special Obligation Revenue Bond, Series 2011A	\$7.22	FA	Lee Feldman City Manager (954) 828-5013 lfeldman@fortlauderdale.gov
City of Hialeah Gardens	City of Hialeah Gardens, FL Special Assessment Improvement Bond, Series 2011	\$10.00	FA	Marcos Piloto Director of Finance (305) 558-4114 mpiloto@cityofhialeahgardens.com
Bay County	Water and Sewer System Refunding Revenue Bond, Series 2011	\$29.55	FA	Ashley Stuckey Budget Officer (850) 784-4029 astukey@baycountyfl.gov
City of South Miami	Taxable Revenue Note, Series 2011	\$7.58	FA	Alfred Riverol Chief Financial Officer (305) 663-6343 ariverol@cityofsouthmiami.net
Orlando-Orange County Expressway Authority	Orlando Orange County Expressway Authority (Floating Rate Notes Conversion of the Subseries 2008B-4)	\$99.82	FA	Laura Kelley Deputy Director (407) 690-5314 kelleyl@oocea.com
Orlando-Orange County Expressway Authority	Orlando Orange County Expressway Authority (Floating Rate Notes Conversion of the Subseries 2008B-3)	\$149.76	FA	Laura Kelley Deputy Director (407) 690-5314 kelleyl@oocea.com
Sarasota County	Partial Cash Defeasance of Certain Limited Ad Valorem Tax Revenue Bonds, Series 2008 and Limited Ad Valorem Refunding Revenue Bond, Series 2010	\$18.35	FA	Richard Gleitsman Fiscal Consultant (941) 232-6112 rgleitsman@scgov.net
Citrus County	Guaranteed Entitlement Revenue Bond, Series 2011	\$2.00	FA	Cathy Taylor Director of OMB (352) 527-5212 cathy.taylor@bocc.citrus.fl.us
Florida Community Services Corporation of Walton County	Water and Sewer Revenue Refunding Bonds, Series 2011	\$8.69	FA	Melissa Pilcher President (850) 231-5114 melissap@regionalutilities.net

Issuer	Issue Description	Par Amount (\$ in mils)	Service	Issuer Contact
City of Miami	Special Obligation Non-Ad Valorem Revenue Refunding Bonds, Series 2011A	\$70.65	FA	Mirtha Dzedzic Budget Director (305) 416-1503 mdzedzic@miamigov.com
Bay County	Capital Improvement Revenue Bond, Series 2011	\$2.34	FA	Ashley Stuckey Budget Officer (850) 784-4029 astukey@baycountyfl.gov
Lake County	Sales Tax Refunding Revenue Bond (Pari-mutuel Revenues Replacement Program), Series 2011	\$3.64	FA	Barbara Lehman Chief Deputy Clerk (352) 343-9824 blehman@lakecountyclerk.org
Orange County Industrial Development Authority	Industrial Development Refunding Revenue Bonds, Series 2011(Lake Highland Preparatory School, Inc. Project)	\$32.61	FA	Jim Bartlett VP & Chief Financial Officer (407) 206-1900 jbartlett@lhps.org
City of Palm Bay	Cash Defeasance of Certain Utility Bonds Series 2005 A&B	\$20.68	FA	Yvonne McDonald Finance Director (321) 953-8937 mcdony@palmbayflorida.org
Escambia County	Santa Rosa Co Conduit (Spl Project) S11	\$2.23	FA	Amy Lovoy Manager of OMB (850) 595-4960 allovoy@co.escambia.fl.us
Okaloosa County	Capital Improvement Revenue Bonds, Series 2011 (2nd Guaranteed Entitlement)	\$3.60	FA	James Curry County Administrator (850) 651-7515 jcurry@co.okaloosa.fl.us
Florida Ports Financing Commission	Refunding Revenue Bonds (State Transportation Trust Fund), Series 2011B (AMT)	\$141.67	FA	Nancy J. Leikauf Executive Vice President (850) 222-8028 NJL50@aol.com
Florida Ports Financing Commission	Refunding Revenue Bonds (State Transportation Trust Fund), Series 2011A (NON-AMT)	\$10.65	FA	Nancy J. Leikauf Executive Vice President (850) 222-8028 NJL50@aol.com
Florida Ports Financing Commission	Refunding Revenue Bonds (State Transportation Trust Fund - Intermodal Program), Series 2011B (AMT)	\$49.33	FA	Nancy J. Leikauf Executive Vice President (850) 222-8028 NJL50@aol.com
Florida Ports Financing Commission	Refunding Revenue Bonds (State Transportation Trust Fund - Intermodal Program), Series 2011A (NON-AMT)	\$66.30	FA	Nancy J. Leikauf Executive Vice President (850) 222-8028 NJL50@aol.com
Bay County	Utility System Revenue BAN, Series 2011 Extension	\$21.00	FA	Ashley Stuckey Budget Officer (850) 784-4029 astukey@baycountyfl.gov
Riviera Beach Community Redevelopment Agency	Capital Improvement Revenue Bond, Series 2011(Bank Loan)	\$2.56	FA	Tony Brown Executive Director (561) 844-3408 tbrown@rbcr.org
City of Opa Locka	Revenue and Refunding Bank Loan, Series 2011	\$7.61	FA	Ezekiel Orji Finance Director (305) 953-2868 eorji@opalockafl.gov

Issuer	Issue Description	Par Amount (\$ in mils)	Service	Issuer Contact
Charlotte County	Utility System Refunding Revenue Bonds, Series 2011	\$64.90	FA	Tommy Q. White Chief Deputy Board Services (941) 743-1537 tommy.white@co.charlotte.fl.us
Martin County	Capital Improvement Revenue Note, Series 2011	\$5.75	FA	Taryn Kryzda County Administrator (772) 288-5939 tkryzda@martin.fl.us
Tampa Hillsborough County Expressway Authority	Cash Defeasance, Series 2011 (Defeasance of Certain Revenue Bonds, Series 2002 and Series 2005)	\$60.00	FA	Lynne Paul Chief Financial Officer (813) 273-2318 lynne@tampa-xway.com
City of Miami	2 YR Bond Anticipation Loan	\$50.00	FA	Mirtha Dziedzic Budget Director (305) 416-1503 mdziedzic@miamigov.com
City of Haines City	City of Haines City, Florida (Capital Improvement Revenue Bonds, Series 2010 (Federally Taxable - Build America Bonds - Recovery Zone Economic Development Bonds - Direct Subsidy))	\$11.75	FA	Donald Carter Finance Director (863) 421-9901 dcarter@ci.haines-city.fl.us
Orange County Industrial Development Authority	Orange County Industrial Development Authority (Refunding Revenue Bonds, Series 2010B (Catholic Diocese of Orlando Project))	\$12.18	FA	Bryan Joseph Chief Financial Officer (407) 246-4831 bjoseph@orlandodiocese.org
Orange County Industrial Development Authority	Orange County Industrial Development Authority (Refunding Revenue Bonds, Series 2010A (Catholic Diocese of Orlando Project))	\$10.10	FA	Bryan Joseph Chief Financial Officer (407) 246-4831 bjoseph@orlandodiocese.org
City of Venice	Stormwater and Drainage Refunding Revenue Note, Series 2010	\$0.94	FA	Jeff Snyder Finance Director (941) 486-2626 jsnyder@ci.venice.fl.us
Sarasota County	Utility System Revenue Bonds, Series 2010B (Federally Taxable - Build America Bonds - Direct Subsidy)	\$46.66	FA	Richard Gleitsman Fiscal Consultant (941) 232-6112 rgleitsman@scgov.net
Sarasota County	Limited Ad Valorem Tax Refunding Note, Series 2010	\$15.36	FA	Richard Gleitsman Fiscal Consultant (941) 232-6112 rgleitsman@scgov.net
Sarasota County	Communications Services Tax Revenue Bonds, Series 2010 (Federally Taxable - Build America Bond - Direct Subsidy)	\$18.76	FA	Richard Gleitsman Fiscal Consultant (941) 232-6112 rgleitsman@scgov.net
DeSoto County	Capital Improvement Refunding Revenue Note, Series 2010	\$15.45	FA	Linda Nipper Admin Services Director (863) 993-4587 l.nipper@co.desoto.fl.us
Sarasota County	Capital Improvement Bonds, 2010B (Recovery Zone Economic Development Bonds)	\$10.27	FA	Richard Gleitsman Fiscal Consultant (941) 232-6112 rgleitsman@scgov.net
Sarasota County	Capital Improvement Bonds, 2010A (Build America Bonds)	\$9.38	FA	Richard Gleitsman Fiscal Consultant (941) 232-6112

Issuer	Issue Description	Par Amount (\$ in mils)	Service	Issuer Contact
				rgleitsman@scgov.net
Bay County	Utility System Revenue BAN, Series 2010 Extension	\$21.00	FA	Ashley Stuckey Budget Officer (850) 784-4029 astukey@baycountyfl.gov
City of Edgewater	Guaranteed Entitlement Revenue Note, Series 2010	\$0.75	FA	Jonathan C. McKinney Finance Director (386) 424-2400 jmckinney@cityofedgewater.org
Okeechobee Utility Authority	Utility System Capital Improvement Refunding Revenue Note, Series 2010B	\$10.05	FA	Basil Coule Finance Director (863) 763-9460 bcoule@ouafl.com
Okeechobee Utility Authority	Utility System Capital Improvement Refunding Revenue Note, Series 2010A	\$16.16	FA	Basil Coule Finance Director (863) 763-9460 bcoule@ouafl.com
Martin County	Utilities System Refunding Revenue Note, Series 2010	\$16.90	FA	Nancy Shutts Finance Administrator (772) 223-7959 nshutts@martin.fl.us
City of Ocoee	Water and Sewer System Refunding Revenue Note, Series 2010	\$2.07	FA	Wanda Horton Finance Director (407) 905-3100 whorton@ci.ocoe.fl.us
Pace Property Financing Authority	Utility System Refunding Revenue Bond, Series 2010	\$4.35	FA	Damon Boutwell General Manager (850) 994-5129 dotsonpws@bellsouth.net
Orlando-Orange County Expressway Authority	Revenue Bonds, Series 2010C	\$283.61	FA	Laura Kelley Deputy Director (407) 690-5314 kelleyl@oocfa.com
Martin County	Capital Improvement Revenue Notes, Series 2010	\$3.05	FA	Taryn Kryzda County Administrator (772) 288-5939 tkryzda@martin.fl.us
City of Palm Bay	Public Service Tax Revenue Bonds, Series 2010 (Federally Taxable -- Recovery Zone Economic Development Bonds -- Direct Subsidy)	\$5.49	FA	Yvonne McDonald Finance Director (321) 953-8937 mcdony@palmbayflorida.org
Peace River/Manasota Regional Water Supply Authority	Utility System Revenue Bonds, Series 2010B (Federally Taxable -- Build America Bonds -- Direct Subsidy)	\$29.56	FA	Edward Yates Finance/Admin Division Dir (941) 316-1776 eyates@regionalwater.org
Peace River/Manasota Regional Water Supply Authority	Utility System Revenue Bonds, Series 2010A	\$13.14	FA	Edward Yates Finance/Admin Division Dir (941) 316-1776 eyates@regionalwater.org
City of Fernandina Beach	Capital Improvement Refunding Revenue Notes, Series 2010	\$6.60	FA	Patricia H. Clifford Controller (904) 277-7311 pclifford@fbfl.org

Issuer	Issue Description	Par Amount (\$ in mils)	Service	Issuer Contact
City of Fernandina Beach	General Obligation Refunding Notes, Series 2010	\$4.03	FA	Patricia H. Clifford Controller (904) 277-7311 pclifford@fbfl.org
Sarasota County	Recovery Zone Facilities Revenue Bonds, Series 2010 (Tervis Tumbler Project)	\$7.50	FA	Richard Gleitsman Fiscal Consultant (941) 232-6112 rgleitsman@scgov.net

12. Provide examples of research for Internal Revenue Service’s ruling, tax exemption and arbitrage.

In the course of providing financial advisory services to certain clients we have worked with tax counsel in the submission and supporting schedules for IRS rulings. Our experience has also included research on private activity tests and change of use regulations. While FirstSouthwest does not provide legal advice, we are capable of performing research on issues related to deal structures, such as call feature structure related to potential change of use, AMT versus Non-Amt. and escrow structure related issues. Most recently we assisted Dallas Fort Worth Airport and its counsel in the Non-AMT ruling for its people mover.

13. Provide examples with marketing and method for maximizing efforts to market the City’s debt issuance.

City of Fort Lauderdale, Florida

Transaction: General Obligation Bonds, Series 2011A (Fire-Rescue Facilities) and General Obligation Refunding Bonds, Series 2011B

Issuance Amount: \$33,980,000

Closing Date: September 28, 2011

Services Provided: Financial Advisory Services

Transaction Overview: The City of Fort Lauderdale issued its \$20,000,000 General Obligation Bonds, Series 2011A (Fire-Rescue Facilities) and \$13,980,000 General Obligation Bonds, Series 2011B in September of 2011 through a competitive sale process. The Series 2011A bonds were issued to fund a portion of renovation, upgrade or replacement of ten (10) fire-rescue stations throughout the City to enhance fire-rescue coverage, reduce response time and improve the level of fire-rescue serve available within the City. The Series 2011B bonds were issued primarily to provide for a current refunding of the City’s outstanding General Obligation Bonds, Series 2002 for annual debt service savings. By combining the refunding of the Series 2002 Bonds with the issuance of new money bonds for the fire-rescue facilities project the City was able mitigate the full impact to debt service millage on the new issue for the first six years of the project. In fact, the City saved over \$1 million on a present value basis or roughly \$190 thousand per year by refunding the Series 2002 Bonds.

FirstSouthwest assisted the City and its financing team through the entire issuance process. We assisted on the development of the financing plan, preparation of the timetable and distribution list, preparation of the summary and official notice of sale, preparation of the official statement and disclosure documents, preparation of the rating agency presentation, receiving and verifying competitive bids, review of the closing documents, preparation of the closing memorandum, and participation and review of the redemption logistics for the refunded bonds.

Sarasota County, Florida

Transaction: \$17,860,000 Utility System Revenue Refunding Bonds, Series 2011A&B and \$39,435,000 Utility System Revenue Refunding Bond, Series 2011D (Taxable)

Closing Date: November 13, 2011

Services Provided: Financial Advisory services including preliminary refunding analysis and comparison of alternative financing mechanisms, ratings process support, structuring of bonds and loan, bank loan RFP support, documentation review, bond pricing support, investment agreement advisory services, transaction summary, and presentations.

Transaction Overview: FirstSouthwest assisted the County with a refunding of its Series 2002 Utility bond issues with some unique challenges. The County's Series 2002A and 2002B were structured as current refunding bond issues that sold in the second week of October. Preliminary numbers provided for present value savings in excess of 11% of the par amount of the refunded bonds on the Series 2002A and Series 2002B bonds.

Most of the proceeds of the County's Series 2002C bonds were advanced refunding bonds, so they were not refundable on a tax-exempt basis until October 1, 2012. However, in order to take advantage of the favorable interest rate environment, FirstSouthwest assisted the County in the evaluation of the following options to capture refunding savings on the Series 2002C bonds, which matured in 11 years:

1. A forward refunding, where the underwriters would agree to interest rates on the bonds in October, 2011 for delivery in July, 2012;
2. A taxable refunding bond issue, which was allowable under IRS rules; and
3. A taxable bank financing.

In working on this complicated refunding, FirstSouthwest has made a number of presentations to the County's staff and board members in order to thoroughly explain the various options, and identify the risks and rewards of each option, including:

- Did the projected refunding saving levels meet the County's established targets?
- Was the County comfortable with the interest rates on the forward bonds, which included a substantive forward yield premium? Future interest rates are difficult to predict, so if interest rates failed to rise by more than the amount of the forward premium, this would have resulted in the County paying a higher interest rate than market rates on July 3, 2012, the first day that the bonds would have been currently callable.
- The Forward Refunding option had the added risk of a prolonged time period in which the Underwriter could cancel the transaction under the termination provisions in the Forward Bond Purchase Agreement. One of the termination provisions was a change in tax law, which had been recently been introduced as part of President Obama's Jobs Bill of 2011. Was the County comfortable taking this risk, especially if it means an additional \$750,000 in present value savings?

Based upon preliminary numbers, all of the presented options produced present value savings in excess of 7%. In order to obtain the best results possible on a risk adjusted basis, the County sought bids from banking institutions in order to compare the rates and terms offered on a taxable loan so that they can be compared to the 2 bond options.

FIRSTSOUTHWEST SCOPE OF SERVICES		Team Members Involved
<u>Phase 4</u>	Prepare Documentation <ul style="list-style-type: none"> ▪ Create precise documents to provide credit strength and operating flexibility ▪ Assist in the preparation of an Official Statement and other disclosure documents that fully describe all terms and conditions 	Edward Stull Joel Tindal Lakshmi McGrath Andrew Mazlin
<u>Phase 5</u>	Coordinate Rating and Credit Enhancement Process <ul style="list-style-type: none"> ▪ Prepare information required to submit to bond rating agencies and credit enhancers ▪ Consult on Bond ratings ▪ Establish bond-rating goals ▪ Monitor bond-rating progress ▪ Assist and participate in presentations to achieve best rating ▪ Coordinate all efforts related to credit enhancers to ensure bids are based upon desired finance structure 	Edward Stull Joel Tindal Lakshmi McGrath Andrew Mazlin
<u>Phase 6</u>	Conduct Marketing and Competitive/Negotiated Pricing <ul style="list-style-type: none"> ▪ As a registered broker dealer, we will <ul style="list-style-type: none"> ○ Monitor existing transactions ○ Provide timely market developments ○ Recommend appropriate new structures ○ Offer advice on timing of offerings 	Edward Stull Joel Tindal Lakshmi McGrath Andrew Mazlin
<u>Phase 7</u>	Provide Ongoing Services <ul style="list-style-type: none"> ▪ Monitor legislative, economic, budgetary, and regulatory changes 	Edward Stull Joel Tindal Lakshmi McGrath Andrew Mazlin

15. Status of contracts on hand for this type of work:

Agency/Firm	# years	Type Service	#years left on contract
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Since our founding in 1946, FirstSouthwest has played a pivotal role in shaping the landscape of public finance. In fact, FirstSouthwest is one of the earliest founders of the concept of “financial advisor.” During the 1940s and 1950s, the municipal securities industry was virtually unregulated and void of the oversight present today. FirstSouthwest recognized the need for governmental bond issuers to have knowledgeable and experienced advisors acting as their advocates during bond sales.

The onset of our role as a financial advisor began early in a relationship with a city when we advised the city’s leaders that, rather than offering their issue to only one underwriting firm, which was the only method then used, they instead should accept competitive bids from multiple underwriting firms. Our advice and assistance with the competitive bid process resulted in a far lower cost of financing for our client. Soon thereafter, the concept of a financial advisor adding value to issuers’ financings expanded across the State of Texas and eventually nationwide.

Since then, FirstSouthwest has earned a national reputation as a trustworthy firm committed to unparalleled excellence. We take seriously the trust our clients place in our abilities, as we have helped

meet the financial objectives of more than 1,600 governmental entities nationwide. Below is a partial representative list of clients. FirstSouthwest has 1443 current FA clients nationwide and 66 in Florida.

Agency / Firm	# years	Type of Service	# years left on contract
Deltona (City of)	1	FA	5 yrs
Florida PACE Funding Agency (co-FA)	2	FA	4 yrs
Fort Lauderdale (City of)	1	FA	2 yrs
Haines City (City of)	2	FA	3 yrs
Indian River County	7	FA	3 yrs
Lake Highland Preparatory School	1	FA	4 yrs
Martin County	7	FA & CD	4 yrs
North Port (City of)	1	FA	3 yrs
Palm Bay (City of)	7	FA & CD	3 yrs
Punta Gorda (City of)	1	FA	5 yrs
Sebastian (City of)	2	FA	3 yrs

FA: Financial Advisory; CD: Continuing Disclosure

16. Indicate the hourly rate your will charge for additional services that includes all expenses for telephone, faxes, and other reimbursable items.

Title	Hourly Rate
Managing Director	\$195
Senior Vice President	\$185
Vice President	\$175
Associate	\$160
Admin	\$ 60

Indicate all costs associated with debt issues as follows, and minimum fee if applicable:

Debt Issues	Fee (*)
Up to \$50 million	\$ 0.75
Next \$25 million	\$ 0.70
Next \$25 million	\$ 0.60
Additional Amounts over \$100 million	\$ 0.50

(*) Per Bond Fees based upon \$1,000 denominations, and apply to each series of bonds issued.

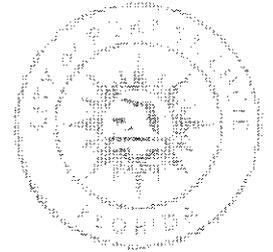
Schedule is subject to a minimum fee of: \$14,900



City of Port St. Lucie

Proposal for Financial Advisory Services

Sealed Electronic Proposal #20110116



June 12, 2012

The PFM Group
300 S. Orange Avenue
Suite 1170
Orlando, FL
32801-3470

407-648-2208
407-648-1323 fax
www.pfm.com

Engagement Manager
David M. Moore, Managing Director
moored@pfm.com

Project Manager
James W. Glover, Senior Managing Consultant
gloverj@pfm.com



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The PFM Group

Public Financial Management, Inc.
PFM Advisory Management, LLC
PFM Advisors

300 S. Orange Avenue
Suite 1170
Orlando, FL
32801-3470

407-648-2208
407-648-1323 fax
www.pfm.com

June 12, 2012

Cheryl Shanaberger, MPA, CPPO
Office of Management & Budget
City of Port St. Lucie
121 SW Port St. Lucie Boulevard
3rd Floor, Suite 390, Building "A"
Port St. Lucie, FL 34984-5099

Dear Ms. Shanaberger:

The PFM Group ("PFM") is pleased to submit our proposal to serve as financial advisor to the City of Port St. Lucie, Florida (the "City"). PFM was founded over thirty-five years ago with the goal of creating an independent financial advisory firm with technical resources matching those of the most sophisticated Wall Street investment banks. This commitment continues today. As a result, PFM has grown to be the leading financial advisor in the nation as well as the State of Florida. From the outset, PFM strived to be a financial advisor that was very different from our competitors. PFM's complete independence is significant, but it is just the beginning of our unique qualifications. PFM is the only firm offering a comprehensive scope of services including: strategic consulting, debt management, investment advice, pension consulting and arbitrage rebate services. The City will have full access to take advantage of as many of these services as it desires. We are confident that you will find that the breadth of our experience with local governments and the depth of our financial planning expertise uniquely qualify PFM to serve the City as its financial advisor.

Why should the City of Port St. Lucie hire PFM as its Financial Advisor?

Leading Advisor to Florida Cities: PFM currently serves as financial advisor to numerous Florida cities including: Boca Raton, Boynton Beach, West Palm Beach, Miami, Lake Worth, Coral Gables, Daytona Beach, Delray Beach, Gainesville, Jacksonville, Melbourne, Orlando, Ormond Beach, Panama City Beach, St. Petersburg, Stuart, Tallahassee, Titusville and Winter Park (see page 6 for a complete listing of all current PFM financial advisory clients). Working with these entities on a day-to-day basis provides us in-depth knowledge on the issues facing local governments in today's uncertain economic times. In PFM's three Florida offices alone, there are four Managing Directors, ten Senior Managing Consultants, eight consultants and five associates to cover this diverse client base. This staffing coverage allows PFM to provide a higher level of service than any of our competitors and uniquely qualifies PFM to serve the City as its financial advisor.

Scope of Services: PFM provides decades of traditional financial advisory experience along with a broad range of complimentary services including investment management, bond pricing, escrow structuring, arbitrage rebate, structured products and strategic consulting such as assistance with workforce management and pension issues. Our expertise developing debt management strategies has earned numerous industry awards (Bond Buyer Deals of the Year) and more importantly, saved our clients millions of dollars. From the mid 1990's until 2006, the financial markets appeared to be

2011 Florida Overall Long Term Municipal New Issues
National Municipal Financial Advisory Ranking - Equal to Each Financial Advisor
Source: Thomson Reuters

	# transactions	dollars in millions	
PFM	41	3,193.2	
Raymond James & Associates Inc	6	925.7	
Spectrum Municipal Services Inc	4	678.8	
RBC Capital Markets	9	547.4	
FirstSouthwest	10	464.0	
Dunlap & Associates	8	301.8	
Tibor Partners	9	276.7	
Ford & Associates	5	195.2	
Fidelity Financial Services	5	181.0	
Southeastern Capital Group Inc	1	93.5	



commoditized, enabling small firms and investment banks to serve as financial advisors and achieve acceptable results. However, when municipal issuers in Florida were faced with the combination of (i) the deterioration of the SBA Investment Pool, (ii) the impact of the sub-prime crisis on the municipal market, and (iii) implementation of the Federal Stimulus package, the value added from the depth of PFM's resources became evident. PFM's understanding of the complicated market dynamics combined with the firm's vast resources enabled us to help our clients quickly gain market access and efficiently restructure or refinance problem credits. Our affiliate, PFM Asset Management LLC, provided leadership to our clients, including the protection of their assets, during the SBA investment pool crisis. Lastly, while other firms were getting up to speed on the various ARRA programs, PFM was implementing them enabling our clients to maximize savings and flexibility before the market was saturated.

Experienced & Broad Team of Professionals: PFM's team is comprised of industry leaders led by David Moore (head of PFM's Southeast Region) who has been the most active public finance professional in Florida during the last decade. Mr. Moore will be supported by James Glover, who will provide the day-to-day project management services and Jeremy Niedfeldt who can provide project management support. As shown on the chart on the previous page, in 2011 PFM completed over 3 times as many transactions in Florida as any of our competitors and this trend continues in 2012. The City will also have access to specialists in PFM's Pricing Group, Strategic Consulting Group, Structured Products Group and Environmental Finance Group.

Quantitative Rigor: Among both independent advisory firms and broker/dealers acting as financial advisors, PFM is set apart by our quantitative tools, analytical capabilities and the originality we bring to these tasks. Throughout this proposal we discuss the technical tools PFM uses and how these have resulted in real dollar savings for our clients. Few other independent advisory firms can match the level of investment or creativity that PFM has placed in this critical area, nor can they offer the quantitative modeling of the City's debt that PFM has established. We believe these resources add significant value to the quality of our services.

Diversity: PFM has a long standing commitment to diversity both within our organization and when selecting the firms we partner with throughout the country. While PFM is not a certified minority business, minorities and women own over 55% of the firm.

Fees: PFM has proposed a fee structure that we believe is reasonable and fair. We are prepared to negotiate the fees in a manner that is mutually agreeable if we are selected. While our proposed fees may not be the lowest, it is important to understand the full array of services that PFM provides and the overall cost benefit that can be accomplished with PFM as the City's financial advisor. Our goal is to create the proper balance of service to provide the most cost effective financial advice.

We have reviewed the RFP scope of work and understand what will be required of PFM should we be fortunate enough to be selected as the City's financial advisor. We are ready to go to work and our team is committed to complete any and all assigned tasks in a professional and timely manner.

Sincerely,
Public Financial Management, Inc.

A handwritten signature in black ink, reading "David M. Moore". The signature is written in a cursive, flowing style.

David M. Moore
Managing Director

A handwritten signature in black ink, reading "James W. Glover". The signature is written in a cursive, flowing style.

James W. Glover
Senior Managing Consultant



Proposer's Questionnaire



PFM's Affirmation

It is understood and agreed that the following information is to be used by the City of Port St. Lucie to determine the qualifications of Proposers to perform the work required. The Proposer waives any claim against the City that might arise with respect to any decision concerning the qualifications of the Proposer.

The undersigned attests to the truth and accuracy of all statements made on this questionnaire. Also, the undersigned hereby authorizes any public official, engineer, surety, bank material or equipment manufacturer, or distributor, or any person, firm, or corporation to furnish the City of Port St. Lucie any pertinent information requested by the City deemed necessary to vary the information on this questionnaire.

Dated this 12 day of June, 2012.

Public Financial Management, Inc
Name of Organization / Proposer

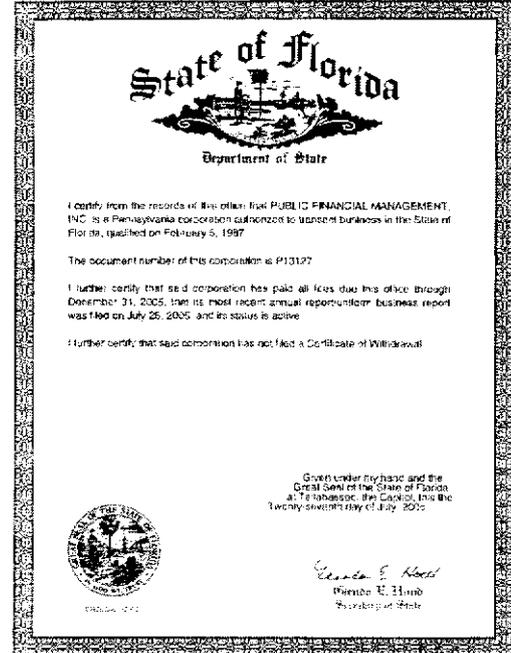
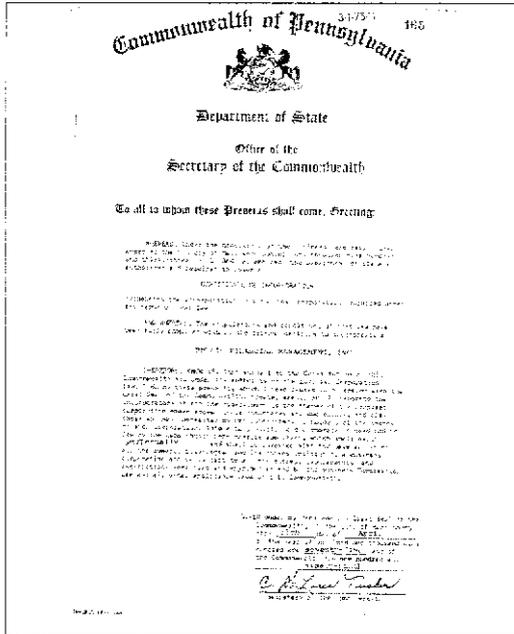
By: 
Name and Title: David M. Moore, Managing Director



PFM's Firm Profile

1. Corporation, Partnership, Joint Venture, Individual or other?

Public Financial Management, Inc. is a Pennsylvania corporation. PFM is licensed to do business in the State of Florida. Copies of PFM's charter authorization for the Commonwealth of Pennsylvania and license to do business in the State of Florida are provided below.



2. Firm's name and main office address, telephone and fax number, e-mail:

Firm Name

Public Financial Management, Inc.

Corporate Headquarters

Two Logan Square, Suite 1600
18th & Arch Street
Philadelphia, PA 19103
215-567-6100
215-567-4180 fax

Florida Office Location (Primary Responsibility for City Account):

Public Financial Management, Inc.
300 South Orange Avenue, Suite 1170
Orlando, Florida 32801
407-648-2208
407-648-1323 fax

David M. Moore, Managing Director
moored@pfm.com

James W. Glover, Senior Managing Consultant
gloverj@pfm.com



PFM's Firm Profile

3. Firm's previous names (if any).

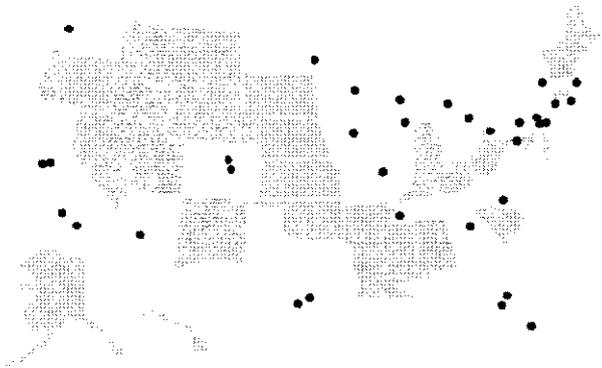
None. See discussion below.

4. How many years has your organization been in business as a Financial Advisor?

PFM was incorporated April 11, 1975 in the state of Pennsylvania with a staff of five and has been providing financial advisory services to local governments for over 37 years. The original firm has grown and diversified its resources and is now known as the PFM Group, LLC, which includes Public Financial Management, Inc. and PFM Asset Management LLC. Today, the PFM Group, LLC is the nation's leading provider of independent financial and investment advisory services with 35 offices and 442 professionals throughout the United States. Ownership of the firm is private (helping to ensure our clients of absolute independence) and is comprised of the Managing Directors and a private investment group.



PFM is the largest financial advisory firm in the public finance industry with professionals located in every region of the country. This proximity gives us a better understanding of the local issues and problems affecting our clients, as well as providing the day-to-day contact needed to properly meet their needs.



PFM's Orlando Office will have primary responsibility for the engagement with the City. Our office is staffed with 3 Managing Directors/Partners, 7 Senior Managing Consultants, 6 Consultants and 2 Associates. Additional Florida offices are located in Tampa and Miami.



PFM's Firm Profile

PFM has been the nation's number one ranked financial advisor for 10 consecutive years completing over 7,000 transactions with a par amount in excess of \$380 billion. In 2011 alone, PFM advised on over 750 transactions with a par amount in excess of \$39 billion.

PFM's First Place Ranking Overall Long-Term 2002 - 2011		
	Par Amount (millions)	# of Transactions
2011	39,632.1	758
2010	63,542.1	1,055
2009	56,290.0	882
2008	49,102.0	814
2007	46,477.5	686
2006	38,165.9	741
2005	41,527.1	897
2004	34,862.9	814
2003	39,226.5	898
2002	36,706.3	861

*"We are what we repeatedly do. Excellence then, is not an act, but a habit."
- Aristotle*

2011 Year End Overall Long Term Municipal New Issues

National Municipal Financial Advisory Ranking - Equal to Each Financial Advisor

Source: Thomson Reuters

	# transactions	dollars in millions
PFM	758	39,632.1
Public Resources Advisory Group	119	20,854.7
FirstSouthwest	614	18,438.2
Govt Development Bank for Puerto Rico	24	9,263.5
RBC Capital Markets	175	6,289.5
Lamont Financial Services Corp	43	5,810.8
Kaufman Hall & Associates Inc	54	5,148.6
A C Advisory Inc	30	4,767.2
KNN Public Finance	57	4,621.5
Montague DeRose & Associates LLC	25	4,503.2

Although rankings provide a shorthand method of measuring success, the length of service and level of satisfaction we provide our clients is a better measure of true success. At PFM, we view our longstanding association with many of our clients as an affirmation of our ability to service their needs thoughtfully and efficiently. We are committed to ensuring our clients' interests are protected and their goals are achieved.

One key to our success in serving our clients is our ability to leverage our nationwide resources and collaborate broadly throughout the firm. New alternatives that have worked for one client can also apply to another client in a different region. Utilizing our technology, PFM employees communicate daily across our offices and can easily access relevant information in a timely manner. This allows us to leverage our institutional knowledge as a national firm and the lessons learned locally so that we may inform clients of best practices and applications of new techniques.



PFM's Firm Profile

Independence

PFM is a firm whose sole business is to provide issuers of tax-exempt debt with a full line of advisory services. We are not underwriters, nor do we engage in any municipal securities sales or trading. We believe it is in the City's best interest to select an independent financial advisory firm rather than an underwriting firm that also provides financial advisory services.

By selecting an independent, non-underwriting firm, the City achieves a critical goal of preserving the maximum possible universe of qualified underwriters for its debt obligations. We believe preserving the City's potential pool of lenders and financiers is extremely critical given the recent developments in the municipal market. Broad and regular participation of these firms, particularly the regional and Florida firms, help the City to reach the widest possible investor base for its bonds. Further, today's market puts a premium on the availability of credit and "off the shelf" lending facilities. It is in the City's best interest to maintain these lending relationships with local and regional credit providers, without concerns for bias or potential conflicts of interest.

In addition, an independent financial advisor is free from certain conflicts inherent when underwriting firms pick and choose between serving in the financial advisory role and the underwriting role. For this reason, GFOA added strong statements in its revised Recommended Practice on the method of sale regarding the need for a financial advisor that is free from conflict. Similarly, recent reforms stemming from Dodd-Frank and currently being tackled by the MSRB and SEC are supportive of the business case for independent financial advisors.

On a regular basis, underwriting firms work with one another as teams in underwriting syndicates and determine one another's compensation on bond transactions. A co-manager bond allocation can be worth several times the fee earned as a financial advisor and these allocations go on daily between banking firms. This situation invites compromise and impedes tough, independent negotiations when the underwriter acts as a financial advisor on the "other side of the table" from a former or current "teammate." Consequently, no investment banking firm, acting as a financial advisor is going to negotiate as strongly as a truly independent financial advisor against another underwriter. Investment banks value their relationships with one another because of the widespread mix of senior manager versus co-manager interactions in the marketplace.



PFM's Florida Experience

5. Number of years Florida Municipal Experience?

PFM's Orlando office opened in 1986 and has been independent financial advisory services for over 25 years. Our dedication to the Florida market is demonstrated by the 17 professionals covering the state from three office locations: Orlando, Miami and Tampa. This is more than any other firm in the state (underwriter or financial advisor).

As a result of our long-term commitment to Florida, PFM has established a strong presence in the state. We are extremely proud of our position as the number one ranked financial advisory firm in the State of Florida each year for the last 10 years. In 2011 alone, PFM served as independent financial advisor on 41 transactions with a par amount in excess of \$3 billion (see ranking chart on page 8.) We feel that it is our unique blend of national presence, local understanding and commitment, and the ability to offer completely independent financial advice that truly sets us apart from our competitors. To better serve our clients, we continue to add resources to the firm despite the significant turmoil in the financial markets. While our competitors are downsizing, PFM continues to grow in order to better service our clients.

As shown to the right, PFM currently advises more cities than any other firm in Florida and our clients range from some of the largest counties in the state to small rural cities and counties. PFM offers its Florida clients a level of expertise that is unmatched in the state or nation. While enjoying the experience and reputation of a national firm, PFM also offers clients the depth of understanding and commitment of a local firm.

PFM's Florida Clients

<p><u>Cities</u></p> <ul style="list-style-type: none"> Alachua Boca Raton Boynton Beach Brooksville Clermont Coral Gables Crystal River Daytona Beach Delray Beach Doral Flagler Beach Gainesville Golden Beach Jacksonville Key West Lake Wales Longboat Key Melbourne Melbourne Beach Miami New Port Richey Ormond Beach Oviedo Panama City Beach Plant City Pompano Beach St. Cloud St. Petersburg Sanibel Sebring Stuart Sunrise Surfside Tallahassee Tarpon Springs Titusville West Palm Beach Winter Haven Winter Garden Winter Park Winter Springs 	<p><u>Counties</u></p> <ul style="list-style-type: none"> Alachua Brevard Broward Clay Collier Flagler Highlands Hillsborough Leon Marion Miami-Dade Monroe Orange Osceola St. Johns St. Lucie Volusia <p><u>School Districts</u></p> <ul style="list-style-type: none"> Broward Citrus Columbia Duval Flagler Hernando Lake Manatee Marion Martin Miami-Dade Orange Palm Beach Pasco Sarasota Santa Rosa Seminole Volusia Walton 	<p><u>Healthcare</u></p> <ul style="list-style-type: none"> Adventist Health System Jackson Health System Nables Community Hospital North Broward Hospital District Orange County Health Facilities Authority <p style="text-align: center;"><u>The State of Florida</u></p> <p style="text-align: center;">Division of Bond Finance</p>	<p><u>Transportation</u></p> <ul style="list-style-type: none"> Jacksonville Aviation Authority Jacksonville Seaport Authority Jacksonville Transportation Authority Lee County Port Authority Okaloosa County (Northwest Florida Regional Airport) Hillsborough County Aviation Authority Tampa Port Authority <p><u>Higher Education</u></p> <ul style="list-style-type: none"> Edison College Embry-Riddle Aeronautical University Flagler College Jacksonville University New College Nova Southeastern University Ringling School of Art and Design Saint Leo University Stetson University University of South Florida University of West Florida <p><u>Utilities</u></p> <ul style="list-style-type: none"> Bonita Springs Utilities Gainesville Regional Utilities Jacksonville Electric Authority Orlando Utilities Commission
		<p><u>Other Authorities</u></p> <ul style="list-style-type: none"> First Florida Governmental Financing Commission South Florida Water Management District Sunshine State Governmental Financing Commission Tampa Bay Water 	<p><u>Special Districts</u></p> <ul style="list-style-type: none"> Alachua Library District Blueprint 2000



PFM's Florida References

6. Last three (3) projects of this type completed by your firm for Florida Municipal Governments. Give agency, type service and contact person, telephone # and e-mail

City of Boca Raton, Florida

201 West Palmetto Park Road
Boca Raton, Florida 33432

Linda Davidson, Financial Services Director
(561) 393-7737
ldavidso@ci.boca-raton.fl.us



Duration of Contract or business relationship: 1998 to Present

PFM has served as Financial Advisor and has assisted the City of Boca Raton with credit agency presentations and bond financings with an approximate par amount of \$400 million. With PFM as its financial advisor, the City of Boca Raton has achieved AAA/Aaa/AAA ratings from all three major ratings agencies on its General Obligation Bonds as well as its Water and Sewer Bonds.

City of Boynton Beach, Florida

100 East Boynton Beach Boulevard
P.O. Box 310
Boynton Beach, Florida 33425-0310

E. Barrett (Barry) Atwood, Sr., CPA, Finance Director
(561) 742-6311
AtwoodB@bbfl.us



Duration of Contract or business relationship: 2010 to Present

PFM was hired by the City via a competitive RFP process in December of 2010. Since that time PFM has worked with the City on \$46 million of Utility System Revenue Bonds that were issued to fund capital projects as well as refinance existing debt. With PFM's help the City was able to lock in an all-in true interest cost under 3.80% and generate over \$1.7 million of net present value debt service savings (5.8% of the refunded par amount).

City of St Petersburg, Florida

One Fourth Street N. 5th FL
St. Petersburg, Florida 33701

Anne Fritz, Finance Director
(727) 892-5113
anne.fritz@stpete.org



Duration of Contract or business relationship: 2004 to Present

PFM's relationship with the City extends beyond a traditional financial advisor capacity in that we also provide consulting work related to the City's deferred compensation plans. As financial advisor PFM has worked with the City on the issuance of multiple series of Public Utility Revenue Bonds to fund capital projects for its water and sewer system. These transactions include tax exempt financings, taxable Recovery Zone Economic Development Bonds, taxable Build America Bonds and SRF loans.



PFM's Florida Experience

7. What is your Financial Advisor (FA) "State Ranking" in the State of Florida based on dollar amount, based on the Thomson-Reuters and/or the MuniAnalytics Tracking Services:

In 2011, PFM was the number one ranked financial advisor firm in the State of Florida based on dollar amount of transactions as well as number of issues. In fact this statement holds true when you consider each year since 2001 and the trend continues in 2012. When comparing PFM's transaction experience to that of our competitors, please take note of the role each firm played in the transactions provided. PFM's role is always that of the independent financial advisor while some firms will combine financial advisor and underwriter experience.

FA \$ amount \$3,193,200,000 Tracking Service Used Thomson-Reuters

8. What is your Financial Advisor (FA) "State Ranking" in the State of Florida based on number of issues, based on the Thomson-Reuters and/or the MuniAnalytics Tracing Services:

FA Issues amount 41 Tracking Service Used Thomson-Reuters

2011 Florida Overall Long Term Municipal New Issues

National Municipal Financial Advisory Ranking - Equal to Each Financial Advisor
Source: Thomson Reuters

	# transactions	dollars in millions
PFM	41	3,193.2
Raymond James & Associates Inc	6	925.7
Spectrum Municipal Services Inc	4	678.8
RBC Capital Markets	9	547.4
FirstSouthwest	10	464.0
Dunlap & Associates	8	301.8
Tibor Partners	9	276.7
Ford & Associates	5	195.2
Fidelity Financial Services	5	181.0
Southeastern Capital Group Inc	1	93.5

PFM's First Place Ranking Florida Tax-Exempt Long-Term 2001 - 2011

	# of Transactions	Par Amount (millions)
2011	40	\$3,184.2
2010	48	\$2,729.1
2009	46	\$3,438.9
2008	43	\$3,947.1
2007	61	\$4,960.4
2006	62	\$3,839.4
2005	70	\$4,156.8
2004	51	\$2,687.8
2003	84	\$4,525.0
2002	72	\$4,101.6
2001	40	\$2,227.4

"We are what we repeatedly do. Excellence then, is not an act, but a habit."
- Aristotle



PFM's National and Florida Experience

9. For the past year from October 1, 2010 thru September 30, 2011, what is the dollar amount and the number of issues for the following:

Type of Issue	PFM's National Experience	
	\$ Amount	Number of Issues
Special Assessment Revenue Bonds	\$70,180,000	6
Revenue Bonds	\$41,251,354,614	485
G O Bonds	\$16,319,383,412	512
Negotiated	\$39,390,392,497	519
Competitive	\$16,696,220,000	431

Type of Issue	PFM's Florida Experience	
	\$ Amount	Number of Issues
Special Assessment Revenue Bonds	\$65,220,000	4
Revenue Bonds	\$3,652,968,352	68
G O Bonds	\$418,565,000	7
Negotiated	\$3,149,175,000	42
Competitive	\$1,259,790,000	22

9. List staff that will be assigned to this contract. Give name, years FL Municipal experience and service.

Name	FL Experience in Years	Type of Service Provided
David Moore	26	Engagement Manager
James Glover	11	Day-to-Day Contact
Jeremy Niedfeldt	6	Senior Support
Laura Howe	2	Analytical Support
Hope Davidson	1	Analytical Support

For more information see resumes on the following pages.



Team Resumes

David M. Moore

Managing Director
 Head of Southern Practice
 26 Years of Experience

David Moore is a Managing Director in the Orlando office. Mr. Moore coordinates PFM's Florida practice and is among the most active financial advisors in Florida completing in excess of 250 financings totaling over \$15 billion. During his twenty-six year professional career, Mr. Moore has worked as an engineer, investment banker and financial advisor focusing on public finance for the past eighteen years.

Mr. Moore is a hands-on, analytical project manager. This approach evolved out of his roots as an analyst in public finance. This technical foundation is a unique asset when advising clients regarding strategic issues with complex financing needs. An example of Mr. Moore's technical accomplishments is that his work for the School Board of Palm Beach County resulted in the District receiving the Bond Buyer's *Southeast Region Deal of the Year* award in 2002 for a multi-series plan of finance included almost \$1 billion in financings incorporating fixed and variable rate obligations. In 2007 another of Mr. Moore's clients—the South Florida Water Management District—was nominated and won the *Deal of the Year* for the entire nation. For the District he helped create the first COP financing program for environmental restoration. Even though COPs are generally viewed as a weak credit structure, Mr. Moore helped the District create a credit presentation that outlined the unique characteristics of the District and the program. This effort led to the District being rated AAA (implied GO) and the COPs being rated AA+. Mr. Moore has applied his expertise for City and County clients on projects including: economic development, airports, housing, convention centers, pooled financings, solid waste, special assessment programs and utility financings.

Below is a sample of Mr. Moore's current and previous clients:

Counties	Cities	Schools	Other
Alachua	Boca Raton	Broward	Leon County/City of Tallahassee – Blueprint 2000
Brevard	Coral Gables	Flagler	South FL Water Management District
Broward	Daytona Beach	Lake	
Leon	Gainesville	Manatee	
Marion	Jacksonville	Palm Beach	
Orange	Key West	Santa Rosa	
Osceola	Melbourne	Seminole	
Volusia	Ormond Beach	Sarasota	First Florida Governmental Financing Commission
	Sunrise	Volusia	
	St. Petersburg		
	Tallahassee		
	Winter Springs		

Mr. Moore holds a M.B.A., cum laude, from the Crummer School of Business at Rollins College and a B.S. in Electrical Engineering from Auburn University.



Team Resumes

James Glover

Senior Managing Consultant
Florida Municipal Finance
11 Years of Experience

Jay Glover is a Senior Managing Consultant in PFM's Orlando office. Mr. Glover has taken an active role in working with clients throughout the southeast providing project management responsibilities and technical support for new money issuances, refundings, pooled financings, derivative products analyses, and innovative financing solutions.

The clients that Mr. Glover serves are primarily located in Florida and include cities, counties, school districts and a variety of authorities. Mr. Glover's project finance experience includes water and sewer, economic development, transportation, education, public power, solid waste, and assessment programs. Specifically, Mr. Glover serves as project manager for the Cities of St. Petersburg, Boynton Beach, Delray Beach, Gainesville, Boca Raton, Melbourne, and the Counties of Orange, Brevard, Volusia, Marion, Flagler, St. Johns, St. Lucie and the School Districts of Sarasota County, Palm Beach County and Broward County, the First Florida Governmental Financing Commission, and the Sunshine State Governmental Financing Commission. In addition, Mr. Glover has lead PFM's efforts in the evolving field of Property Assessed Clean Energy (PACE) financing and has been engaged as financial advisor to the Florida PACE Funding Agency, the only statewide PACE program in the nation

As a Senior Managing Consultant, Mr. Glover is responsible for serving as project manager on financial advisory engagements and managing consultants, creating spreadsheet models, performing refunding analyses, and preparing documentation for debt offerings. He is also responsible for conducting competitive bond sales and negotiating pricings for both tax-exempt and taxable new money and refunding bond issues. Since joining PFM in 2000, Mr. Glover has provided technical support or served as project manager on over 200 transactions with a total par amount of over \$10 billion.

In addition, Mr. Glover has worked with issuers to help improve their bond credit ratings. Recently, Mr. Glover has assisted the School District of Sarasota County with obtaining an AA- rating from S&P, making them one of the only school district in the state with AA category ratings from all three major rating agencies. Mr. Glover has also worked with the City of Boca Raton to help improve the City's water and sewer system ratings to AAA/Aaa/AAA, making them the highest rated systems in the country.

Mr. Glover received a B.S. in Business Administration from the College of Charleston and a M.B.A. from the University of South Carolina.

Jeremy Niedfeldt

Senior Managing Consultant
Florida Municipal Finance
6 Years of Experience

Jeremy Niedfeldt has provided primary analytical support to Florida clients for the past 6 years. Mr. Niedfeldt's experience includes sizing and structuring new money and refunding issues, providing pre-pricing targets and post-pricing analysis, creating client specific models in excel, and developing comprehensive debt profiles for clients. Mr. Niedfeldt has provided project management support for

the past 3 years, and was promoted to Senior Managing Consultant in July of 2010.

Mr. Niedfeldt has provided analytical support for long-term capital planning projects, comprehensive modeling for specific client engagements and technical support on over \$5.5 billion in debt financings. Florida clients include the Cities of Daytona Beach, Jacksonville, Gainesville and Tallahassee and the Counties of Alachua, Leon, Orange and Osceola. Mr. Niedfeldt has also worked with Agencies and Special Districts such as Alachua Library, Blueprint 2000 and South Florida Water Management.

Mr. Niedfeldt graduated Summa Cum Laude from the University of Florida with a degree in Finance, and later received his M.B.A. from the University of Florida, Warrington College of Business.



Team Resumes

Laura Howe

Consultant
Primary Analytical Support
2 years of Experience

Laura Howe joined the firm as a Consultant in the Orlando office in 2010. Her present duties include structuring, sizing, pricing new money and refunding municipal bond issues, performing analysis of refunding opportunities, and developing/assessing debt profiles for current clients.

Before joining PFM, Ms. Howe was a Project Manager for a government contractor supporting the United States Military. During her tenure, Ms. Howe managed over \$8 Million annually with over 90 employees. Prior to her time with General Dynamics, Ms. Howe served as a Session Legislative Analyst for the Florida Senate Majority Office.

Ms. Howe graduated from Florida State University with a degree in Multinational Business, and later received her M.B.A. from Florida State University.

Hope Davidson

Consultant
Primary Analytical Support
1 year of Experience

Hope Davidson joined the firm as a Consultant in the Orlando office in 2011. Her present duties include structuring, sizing, pricing new money and refunding municipal bond issues, performing analysis of refunding opportunities, and developing/assessing debt profiles for current clients.

Ms. Davidson graduated from the University of Florida as a Warrington Finance Scholar with a degree in Finance.



PFM's Florida Municipal Debt Issues Experience

10. List Municipal Debt issues Exp.

The table below provides a listing of all transactions since 2010 that the proposed PFM Team has served as independent financial advisor in Florida. As discussed throughout this proposal, no other firm has a client list or transaction history close to that of PFM. By doing this number of transactions we are in the market on a constant basis which allows us to better service our clients and obtain the lowest cost of capital on their transactions. In addition to the transactions listed below for the core PFM Team assigned to the City's engagement, PFM completes hundreds of transactions annually around the country. A complete listing can be provided upon request.

Issuer Name	Issuer State	Series Sale Date	Principal Amount	Series Name	Safe Method	Project Manager	Contact	Issuer Email	Issuer Phone
Manion County	FL	6/12/2012	39,940,000	Utilities System Refunding Revenue Bonds, Series 2012	Negotiated	Jay Glover	John Gari	john@manioncountyclerk.org	(352) 671-5520
Manatee County School District	FL	5/17/2012	8,500,000	Revenue Anticipation Note, Series 2012	Private	Jay Glover	Angela Fraser	fraser@manateeschools.net	(941) 708-8770 x2108
Lake County School District	FL	5/16/2012	20,655,000	Certificates of Participation, Series 2012B	Negotiated	Jay Glover	Carol Macleod	macleodc@lake.k12.fl.us	(352) 253-6566
Lake County School District	FL	5/3/2012	16,370,000	Sales Tax Revenue Refunding Bond, Series 2012	Private	Jay Glover	Carol Macleod	macleodc@lake.k12.fl.us	(352) 253-6566
City of Daytona Beach	FL	4/12/2012	18,810,000	General Obligation Refunding Bonds, Series 2012	Competitive	Jeremy Niefeldt/ Brent Wilder	Kathie Eichinger	eichingerk@coadb.us	(386) 671-8062
Palm Beach County School District	FL	4/3/2012	20,085,000	Series 2012A - Refunding Series 2002D	Negotiated	David Moore/ Brent Wilder	Leanne Evans	leanne.evans@palmbeachschools.org	(561) 649-6885
Lake County School District	FL	3/27/2012	23,065,000	Certificates of Participation, Series 2012A	Negotiated	Jay Glover	Carol Macleod	macleodc@lake.k12.fl.us	(352) 253-6566
City of Jacksonville	FL	3/21/2012	57,730,000	Series 2012B	Negotiated	David Moore	Ronald Belton	rbelton@coj.net	(904) 630-4999
City of Jacksonville	FL	3/21/2012	151,660,000	Series 2012A	Negotiated	David Moore	Ronald Belton	rbelton@coj.net	(904) 630-4999
City of Jacksonville	FL	3/21/2012	280,050,000	Series 2012	Negotiated	David Moore	Ronald Belton	rbelton@coj.net	(904) 630-4999
Broward County	FL	3/16/2012	101,345,000	General Obligation Refunding Bonds, Series 2012	Negotiated	David Moore	Leah Brasso	lbrasso@broward.org	(954) 357-7133
Manatee County School District	FL	3/1/2012	49,490,000	Sales Tax Revenue Refunding Bond, Series 2012	Private	Jay Glover	Angela Fraser	fraser@manateeschools.net	(941) 708-8770 x2108
City of Panama City Beach	FL	2/23/2012	20,910,000	Utility Revenue Refunding Bonds, Series 2012	Placement	Jay Glover	Holly White	hwhite@pcbgo.com	(850) 233-5100 x2408
Seminole County School District	FL	2/22/2012	27,095,000	Tax Anticipation Notes, Series 2010	Negotiated	Jay Glover	Paul Duren	paul_duren@scps.k12.fl.us	(407) 320-0050
City of Key West	FL	2/14/2012	4,065,000	Sewer System Revenue Bonds, Series 2012	Private	David Moore	Roger Wittenberg	rwittenb@keywestcity.com	(305) 809-3822
City of Boynton Beach	FL	1/18/2012	45,895,000	Utility System Revenue Bonds, Series 2012	Placement	Jay Glover	Barry Atwood	atwoodB@bbf.us	(561) 742-6311
Palm Beach County School District	FL	11/21/2011	15,355,000	Certificates of Participation, Series 2011C	Negotiated	David Moore/ Brent Wilder	Leanne Evans	leanne.evans@palmbeachschools.org	(561) 649-6885



PFM's Florida Municipal Debt Issues Experience

Issuer Name	Issuer State	Series Sale Date	Principal Amount	Series Name	Sale Method	Project Manager	Contact	Issuer Email	Issuer Phone
Palm Beach County School District	FL	11/21/2011	25,065,000	Certificates of Participation Series 2011D	Private	David Moore/ Brent Wilder	Leanne Evans	leanne.evans@palmbeachschools.org	(561) 649-6885
Osceola County Blueprint 2000	FL	11/3/2011	29,500,000	Infrastructure Sales Surtax Revenue Refunding Bonds, Sales Tax Revenue Refunding Bonds, Series 2011	Negotiated	Brent Wilder	Fazie Khan	fkhan@osceola.org	(407) 742-1700
Intergovernmental Agency Broward County School District	FL	10/27/2011	35,945,000	Tax Anticipation Notes, Series 2011	Competitive	David Moore	Wayne Tedder	wayne.tedder@talgov.com	(850) 891-6400
City of Winter Park	FL	10/19/2011	125,000,000	Tax Anticipation Notes, Series 2011	Competitive	David Moore	Ben Leong	benjamin-leong@browardschools.com	(754) 321-1990
City of Boca Raton	FL	9/28/2011	14,155,000	Water and Sewer Refunding Revenue Bonds, Series 2011	Competitive	Jay Glover	Randy Knight	rknight@cityofwinterpark.org	(407) 599-3235
City of Boca Raton	FL	9/27/2011	6,060,000	General Obligation Refunding Bonds, Series 2011A	Competitive	Jay Glover	Linda	ldavidso@ci.boca-raton.fl.us	(561) 393-7737
City of Boca Raton	FL	9/27/2011	9,525,000	General Obligation Refunding Bonds, Series 2011	Competitive	Jay Glover	Linda	ldavidso@ci.boca-raton.fl.us	(561) 393-7737
Palm Beach County School District	FL	9/21/2011	115,000,000	Tax Anticipation Notes, Series 2011	Competitive	David Moore	Leanne Evans	leanne.evans@palmbeachschools.org	(561) 649-6885
Manatee County School District	FL	8/4/2011	50,000,000	Tax Anticipation Notes, Series 2011	Negotiated	Jay Glover	Angela Fraser	fraser@manateeschools.net	(941) 708-8770
Tampa Bay Water	FL	7/19/2011	104,645,000	Utility System Refunding Revenue Bonds, Series 2011	Negotiated	David Moore	Jerry Seeber	gseeber@lampabaywater.org	(727) 796-2301
Tampa Bay Water	FL	7/19/2011	140,645,000	Utility System Refunding Revenue Bonds, Series 2011A	Negotiated	David Moore	Jerry Seeber	gseeber@lampabaywater.org	(727) 796-2301
Tampa Bay Water	FL	7/19/2011	148,920,000	Utility System Refunding Revenue Bonds, Series 2011B	Negotiated	David Moore	Jerry Seeber	gseeber@lampabaywater.org	(727) 796-2301
Sunshine State Governmental Financing Commission	FL	6/30/2011	2,440,000	Revenue Bonds, Series 2011B	Private	David Moore	Richard	gseeber@lampabaywater.org	(727) 796-2301
Sunshine State Governmental Financing Commission	FL	6/30/2011	4,865,000	Revenue Bonds, Series 2011C	Private	David Moore	Richard	ssgfc@embarqmail.com	(850) 878-1874
Sunshine State Governmental Financing Commission	FL	6/30/2011	43,860,000	Revenue Bonds, Series 2011A	Private	Jay Glover	Richard	ssgfc@embarqmail.com	(850) 878-1874
Palm Beach County School District	FL	6/29/2011	166,210,000	Certificates of Participation, Series 2011B	Private	David Moore/ Brent Wilder	Dowdy	ssgfc@embarqmail.com	(850) 878-1874
City of Jacksonville	FL	6/24/2011	79,220,000	Better Jacksonville Sales Tax Refunding Revenue Bonds, Certificates of Participation, Series 2011A	Private	David Moore	Leanne Evans	leanne.evans@palmbeachschools.org	(561) 649-6885
Palm Beach County School District	FL	6/15/2011	112,425,000	Certificates of Participation, Series 2011A	Negotiated	David Moore	Ronald Belton	rbelton@coj.net	(904) 630-4999
City of Jacksonville	FL	6/9/2011	86,800,000	Special Revenue Bonds, Series 2011B	Negotiated	David Moore	Leanne Evans	leanne.evans@palmbeachschools.org	(561) 649-6885
City of Daytona Beach	FL	6/7/2011	35,620,000	Capital Improvement Revenue Bonds, Series 2011A	Competitive	David Moore	Ronald Belton	rbelton@coj.net	(904) 630-4999
City of Daytona Beach	FL	6/7/2011	35,620,000	Capital Improvement Revenue Bonds, Series 2011B	Negotiated	Brent Wilder	Eichinger	eichingerk@codb.us	(386) 671-8062
City of Jacksonville	FL	5/25/2011	108,860,000	Special Revenue Bonds, Series 2011A	Negotiated	Brent Wilder	Eichinger	eichingerk@codb.us	(386) 671-8062
City of Winter Park	FL	5/25/2011	6,955,000	General Obligation Refunding Bonds, Series 2011	Competitive	David Moore	Ronald Belton	rbelton@coj.net	(904) 630-4999
City of Winter Park	FL	5/25/2011	6,955,000	General Obligation Refunding Bonds, Series 2011	Competitive	Jay Glover	Randy Knight	rknight@cityofwinterpark.org	(407) 599-3235



PFM's Florida Municipal Debt Issues Experience

Issuer Name	Issuer State	Series Sale Date	Principal Amount	Series Name	Sale Method	Project Manager	Contact	Issuer Email	Issuer Phone
Broward County School District	FL	5/19/2011	175,510,000	Certificates of Participation, Series 2011A	Negotiated Private	David Moore	Ben Leong	benjamin-leong@browardschools.com	(754) 321-1990
City of Jacksonville Manatee County School District	FL	5/5/2011	64,215,000	Capital Projects Revenue Bonds, Series 2008B	Placement	David Moore	Ronald Belton	rbelton@coj.net	(904) 630-4999 (941) 708-8770 x2108
Miami-Dade County School District	FL	4/20/2011	39,850,000	Certificates of Participation, Series 2011A	Negotiated	Jay Glover	Angela Fraser	fraser@manateeschools.net	(305) 995-1699
Miami-Dade County School District	FL	3/10/2011	137,660,000	Certificates of Participation, Series 2011B	Negotiated	David Moore	Silvia Rojas	SRojas@dadeschools.net	(305) 995-1699
Miami-Dade County School District	FL	3/10/2011	139,055,000	Certificates of Participation, Series 2011A	Negotiated Private	David Moore	Silvia Rojas	SRojas@dadeschools.net	(305) 995-1699
Flagler County	FL	1/27/2011	2,800,000	Taxable Capital Improvement Note, Series 2011	Placement	Jay Glover	Tom Klinker	tklinker@flaglercounty.org	(386) 313-4008
University of South Florida	FL	12/15/2010	2,860,000	Certificates of Participation, Series 2010A	Negotiated	Jay Glover	Fell Stubbs	fstubbs@admin.usf.edu	(813) 974-3298
University of South Florida	FL	12/15/2010	15,140,000	Certificates of Participation, Series 2010B	Negotiated	Jay Glover	Fell Stubbs	fstubbs@admin.usf.edu	(813) 974-3298
City of St. Petersburg	FL	12/7/2010	19,695,000	Taxable Public Utility Revenue Bonds, Series 2010B	Competitive	Jay Glover	Tish Elston	tish.elston@stpete.org	(727) 893-7178
City of St. Petersburg	FL	12/7/2010	29,685,000	Taxable Public Utility Revenue Bonds, Series 2010A	Competitive	Jay Glover	Tish Elston	tish.elston@stpete.org	(727) 893-7178
City of Jacksonville	FL	12/2/2010	27,205,000	Special Revenue Bonds, Series 2010C-1	Competitive	David Moore	Ronald Belton	rbelton@coj.net	(904) 630-4999
Miami-Dade County School District	FL	11/10/2010	24,480,000	Certificates of Participation, Series 2010	Private Placement	David Moore	Silvia Rojas	SRojas@dadeschools.net	(305) 995-1699
Palm Beach County School District	FL	11/3/2010	67,665,000	Certificates of Participation, Series 2010A	Competitive	David Moore	Leanne Evans	leanne.evans@palmbeachschools.org	(561) 649-6885
Tampa Bay Water	FL	11/3/2010	104,645,000	Utility System Refunding Revenue Bonds, Series 2011	Negotiated	David Moore	Jerry Seeber	gseeber@tampabaywater.org	(727) 796-2301
City of Tallahassee	FL	10/27/2010	35,485,000	Energy System Revenue Bonds, Series 2010C	Negotiated	David Moore	Jim Cooke	james.cookeIV@talgov.com	(850) 891-8146
City of Tallahassee	FL	10/27/2010	122,280,000	Energy System Revenue Bonds, Series 2010B	Negotiated	David Moore	Jim Cooke	james.cookeIV@talgov.com	(850) 891-8146
Tampa Bay Water	FL	10/26/2010	66,980,000	Utility System Refunding Revenue Bonds, Series 2010	Negotiated	David Moore	Jerry Seeber	gseeber@tampabaywater.org	(727) 796-2301
Broward County School District	FL	10/5/2010	125,000,000	Tax Anticipation Notes, Series 2010	Competitive	David Moore	Ben Leong	benjamin-leong@browardschools.com	(754) 321-1990
City of Saint Cloud	FL	9/24/2010	20,875,000	Capital Improvement Revenue Bonds, Series 2010A	Negotiated	Jay Glover	Michael Turner	mtturner@stcloud.org	(407) 957-7311
City of Saint Cloud	FL	9/24/2010	34,015,000	Capital Improvement Revenue Bonds, Taxable Series 2010B	Negotiated	Jay Glover	Michael Turner	mtturner@stcloud.org	(407) 957-7311
Palm Beach County School District	FL	9/21/2010	115,000,000	Tax Anticipation Notes, Series 2010	Competitive	David Moore	Leanne Evans	leanne.evans@palmbeachschools.org	(561) 649-6885
City of Jacksonville	FL	9/15/2010	94,945,000	Special Revenue Bonds, Series 2010A	Competitive	David Moore	Ronald Belton	rbelton@coj.net	(904) 630-4999
Orange County	FL	9/14/2010	144,395,000	Tourist Development Tax Refunding Revenue Bonds	Competitive	David Moore	Winterkamp	fred.winterkamp@ocfl.net	(407) 836-2920



PFM's Florida Municipal Debt Issues Experience

Issuer Name	Issuer State	Series Sale Date	Principal Amount	Series Name	Sale Method	Project Manager	Contact	Issuer Email	Issuer Phone
Seminole County School District	FL	9/14/2010	15,000,000	Tax Anticipation Notes, Series 2010	Competitive	Jay Glover	Paul Duren	paul_duren@sccps.k12.fl.us	(407) 320-0050
City of Tallahassee	FL	9/9/2010	25,920,000	Consolidated Utility Systems Revenue Bonds, Series 2010B	Negotiated	David Moore	Jim Cooke	james.cookeIV@talgov.com	(850) 891-8146
City of Tallahassee	FL	9/9/2010	117,015,000	Consolidated Utility Systems Revenue Bonds, Series 2010A	Negotiated	David Moore	Jim Cooke	james.cookeIV@talgov.com	(850) 891-8146
Manatee County School District	FL	9/6/2010	45,000,000	Tax Anticipation Notes, Series 2010	Competitive	Jay Glover	Angela Fraser	fraser@manateeschools.net	(941) 708-8770 x2108
City of Sunrise	FL	9/6/2010	4,740,000	Utility System Revenue Refunding Bonds, Series 2010A	Negotiated	David Moore	Laura Toebe	ltoebe@cityofsunrise.org	(954) 746-3212
City of Sunrise	FL	9/6/2010	19,960,000	Utility System Revenue Bonds, Series 2010B	Negotiated	David Moore	Laura Toebe	ltoebe@cityofsunrise.org	(954) 746-3212
City of Sunrise	FL	9/6/2010	93,915,000	Certificates of Participation, Series 2010A	Negotiated	David Moore	Laura Toebe	ltoebe@cityofsunrise.org	(954) 746-3212
Sarasota County School District	FL	8/30/2010	43,026,000	Certificates of Participation, Series 2010A	Private Placement	Jay Glover	Mitsi Corcoran	mitsi_corcoran@sarasota.k12.fl.us	(941) 927-9000 x31300
Sarasota County School District	FL	8/25/2010	70,070,000	Certificates of Participation, Series 2010B	Negotiated	Jay Glover	Mitsi Corcoran	mitsi_corcoran@sarasota.k12.fl.us	(941) 927-9000 x31300
Osceola County	FL	8/12/2010	24,295,000	Limited General Obligation Bonds, Series 2010	Competitive	Jeremy Niedfeldt/ Brent Wilder	Fazie Khan Linda Davidson	fkhan@osceola.org	(407) 742-1700
City of Boca Raton	FL	7/28/2010	9,225,000	General Obligation Bonds, Series 2010	Competitive	Jay Glover	Davidson	idavidso@ci.boca-raton.fl.us	(561) 393-7737
Broward County School District	FL	7/23/2010	51,645,000	Certificates of Participation, Series 2010A	Negotiated	David Moore	Ben Leong	benjamin-leong@browardschools.com	(754) 321-1990
City of Tallahassee	FL	7/23/2010	43,245,000	Energy System Refunding Revenue Bonds, Series 2010A	Negotiated	David Moore	Jim Cooke	james.cookeIV@talgov.com	(850) 891-8146
Broward County	FL	6/22/2010	48,780,000	Half-Cent Sales Tax Revenue Bonds, Series 2010C	Negotiated	David Moore	Leah Brasso	lbrasso@broward.org	(954) 357-7133
Broward County	FL	6/22/2010	69,950,000	Half-Cent Sales Tax Revenue Bonds, Series 2010B	Negotiated	David Moore	Leah Brasso	lbrasso@broward.org	(954) 357-7133
Broward County	FL	6/22/2010	95,960,000	Half-Cent Sales Tax Revenue Bonds, Series 2010A	Negotiated	David Moore	Leah Brasso	lbrasso@broward.org	(954) 357-7133
City of Gainesville	FL	6/22/2010	4,350,000	Capital Improvement Revenue Bonds, Series 2010	Competitive	Jay Glover	Mark Benton	bentonms@cityofgainesville.org	(352) 393-8767
Miami-Dade County School District	FL	6/11/2010	27,990,000	Certificates of Participation, Series 2010B	Negotiated	David Moore	Silvia Rojas	SRojas@dadeschools.net	(305) 995-1699
Miami-Dade County School District	FL	6/11/2010	46,290,000	Certificates of Participation, Series 2010A	Negotiated	David Moore	Silvia Rojas	SRojas@dadeschools.net	(305) 995-1699
Miami-Dade County School District	FL	6/11/2010	50,000,000	Certificates of Participation, Series 2010A	Negotiated	David Moore	Silvia Rojas	SRojas@dadeschools.net	(305) 995-1699
City of Daytona Beach	FL	6/2/2010	9,345,000	Capital Improvement Revenue Note, Series 2010	Private Placement	Jeremy Niedfeldt/ Brent Wilder	Kathie Eichinger	SRojas@dadeschools.net eichingerk@codb.us	(386) 671-8062 (941) 708-8770
Manatee County School District	FL	5/19/2010	5,000,000	Revenue Anticipation Note, Series 2010A	Private Placement	Jay Glover	Angela Fraser	fraser@manateeschools.net	(941) 708-8770 x2108



PFM's Florida Municipal Debt Issues Experience

Issuer Name	Issuer State	Series Sale Date	Principal Amount	Series Name	Sale Method	Project Manager	Contact	Issuer Email	Issuer Phone
Manatee County School District	FL	5/19/2010	15,000,000	Revenue Anticipation Note, Series 2010B	Private	Jay Glover	Angela Fraser Linda	fraser@manateeschools.net	(941) 708-8770 x2108
City of Boca Raton	FL	5/12/2010	3,705,000	Special Assessment Improvement Bonds, Series Public Improvement, Revenue Series 2010	Competitive	Jay Glover	Davidson	ldavidso@ci.boca.raton.fl.us	(561) 393-7737
Marion County	FL	4/20/2010	32,515,000	Bonds, Series 2010 Energy System Refunding	Negotiated	Jay Glover	John Gairi	john@manioncountyclerk.org	(352) 871-5520
City of Tallahassee Palm Beach County School District	FL	4/7/2010	77,845,000	Revenue Bonds, Series 2010 Revenue Anticipation Notes, Series 2010	Negotiated	David Moore	Jim Cooke	james.cooke1V@talgov.com	(850) 891-8146
Osceola County	FL	2/24/2010	56,000,000	Sales Tax Revenue Refunding Bonds, Series 2010	Competitive	David Moore	Leanne Evans	leanne.evans@palmbeachschools.org	(561) 549-6885
City of Titusville	FL	2/23/2010	43,470,000	Water and Sewer Revenue Refunding Bonds, Series 2010	Negotiated	David Moore	Fazie Khan Robert Erickson	fkhan@osceola.org	(407) 742-1700
		2/2/2010	40,385,000	Refunding Bonds, Series 2010	Negotiated	Jay Glover	Robert Erickson	robert.erikson@titusville.com	(321) 383-5812
92 Transactions			5,187,156,000						



IRS Ruling, Tax Exemption & Arbitrage Experience

11. Provide examples of research for Internal Revenue Services ruling, tax exemption and arbitrage.

Arbitrage Rebate Experience

PFMAM has been providing arbitrage rebate compliance services since 1989. In conjunction with providing comprehensive arbitrage rebate services, PFMAM's Arbitrage Rebate Group also reviews Internal Revenue Service private letter rulings, revenue rulings and other forms of technical guidance provided by the Internal Revenue Services in addition to the applicable tax laws and tax regulations. We provide arbitrage rebate compliance and verification services to over 300 tax-exempt issuers on an annual basis and we have served over 700 tax-exempt issuers and borrowers over the past five years. Organizations that engage PFMAM to provide arbitrage rebate compliance services include:

- Cities
- Colleges & Universities
- Counties
- Health Care Institutions
- Housing Authorities & Corporations
- PFMAM Managed LGIP Programs
- Public Power Agencies
- Public Schools
- States and State Agencies
- State Revolving Funds
- Transportation Organizations

The experience that we have garnered from serving a broad and diverse client base enables the PFMAM Arbitrage Group to work through a variety of scenarios to help our clients achieve compliance, manage audit risk and implement strategies to reduce liabilities.

IRS Audit Experience

PFMAM also has significant experience in assisting issuers in responding to IRS audits, information document requests, and other regulatory proceedings and is often referred to issuers by bond and tax counsel in the event of an IRS audit. The following is a representative sample of the type of assistance PFMAM has provided to our clients:

- We completed a fifth bond year arbitrage rebate computation for an issuer with a bond issue that was under audit. The bonds were advance refunding, variable rate bonds, and the issuer had entered into an interest rate exchange agreement. Our report verified that the advance refunding defeasance escrow was in compliance with the yield restriction requirements. PFMAM's report was distributed to the client, the issuer, bond counsel, tax counsel, and was forwarded directly to the IRS.
- We worked with special tax counsel on an IRS audit of a series of bond issues financing one project and analyzed numerous alternatives before providing a proposal accepted by the IRS that allocated expenditures after each additional issuance pro rata to the issues. This allocation resulted in a significant savings to the issuer over other possible alternatives.
- We completed multiple fifth bond year and final bond year arbitrage rebate computations for an active issuer under audit who had never prepared rebate computations. Due to the age of records, missing records and accounts not designed to provide good tax accounting, forensic accounting and economic analyses were an inherent part of the process. We were the second firm retained. The first firm was unable to complete the assignment due to its complexity. We provided reports to the special tax counsel coordinating the audit response as well as the client. Tax counsel supplied copies to the IRS.



IRS Ruling, Tax Exemption & Arbitrage Experience

- We completed fifth bond year and interim arbitrage rebate computations for an issuer's revenue bonds that were under IRS audit. Our work included arbitrage rebate and yield restriction analyses of new money construction proceeds, advance refunding proceeds, a debt service reserve fund, replacement proceeds, and transferred proceeds analyses for 15 separately refunded issues. In addition to providing the arbitrage rebate and yield restriction computations, PFMAM assembled all bond documents and investment and expenditure records for the issuer to provide to the IRS.
- Ongoing: As a result of the IRS's increased scrutiny of refund requests, we have worked closely with clients for whom we have assisted in submitting refund requests for prior payments made to the IRS. We work closely with our clients to craft appropriate responses, and with our clients' permission, communicate directly with IRS agents regarding follow-up information requests. In addition, we work closely with our clients and their counsel to address violations that are best addressed and cured through the IRS Voluntary Closing Agreement Program.



PFM's Approach

13. Provide examples with marketing and method for maximizing efforts to market the City's debt issuance.

PFM's Approach

At PFM we believe the financial advisor should play an active part in designing and executing the financing strategies of our clients. We see ourselves as both your partner and agent in helping to achieve your specific goals. Our job is to make you aware of all of the options at your disposal and the consequences of utilizing each of them. It is not our job to make policy choices; rather we want to ensure that you have the appropriate tools to craft a financing strategy that can lead to the lowest cost of borrowing consistent with your broader policy and financial objectives. It is our job to provide a forum for ideas, an environment for challenging the conventional wisdom, and a crucible for forging strategies to improve the performance of the program. Most importantly we must help manage the process and execute the transactions.

The efficient marketing and pricing of debt financings is a key strength of PFM. The market intelligence inherent in these important attributes is unmatched by any other financial advisory firm. This significant level of market activity enables PFM to accurately determine where a client's bonds should be priced.

Throughout the course of the financing (plan of finance development, document preparation and negotiation, and rating agency presentation process) PFM will develop an arsenal of City attributes. Armed with this information, PFM is able to negotiate the best possible terms for our clients with the other market players. PFM will serve solely to meet the goals of the City.

When serving as financial advisor, PFM takes an all-encompassing approach that ensures that our client's best interests are taken into account during each step of the bond issuance process. This begins with the creation of a team that consists of the optimal mix of professionals and carries all the way through post issuance compliance on an ongoing basis. Within this section we provide a detailed description of this approach and how it benefits each of our clients.

- Phase 1: Creating the Optimal Team
- Phase 2: Plan of Finance Development
- Phase 3: Transaction Management
- Phase 4: Bond Pricing
- Phase 5: Post Issuance Reporting and Compliance



PFM's Approach

Phase 1: Creating the Optimal Team

PFM's flexible project-oriented approach to staffing engagements enables us to bring the proper mix of resources and experience to bear on a given client's problem or transaction. This may mean bringing together several members of the same advisory practice or it may entail organizing a team from several different practices and offices. Our specialized project teams ensure that our clients receive complete and thorough advice directly from the PFM professionals most appropriate for their particular needs. This approach fosters creativity and innovation between PFM professionals and clients. As discussed in the proposal, the City's team will be led by PFM's Florida general governmental professionals (David Moore and Jay Glover) who will have access to all of PFM's specialty practice professionals.



First, we designate specific team roles and responsibilities. Second, we marry these roles according to professional expertise needed to meet the scope of services. The core team proposed to serve the City is built upon a foundation of senior professionals located in our Orlando office. These individuals advise regional issuers and jurisdictions within the State of Florida. Together they offer a mix of institutional knowledge of the City, expertise in Florida public finance and the professional skills needed to advise a client such as the City. And, third, we have fielded a team capable of matching the City's style and the generally complex and sophisticated environment in which the City operates.

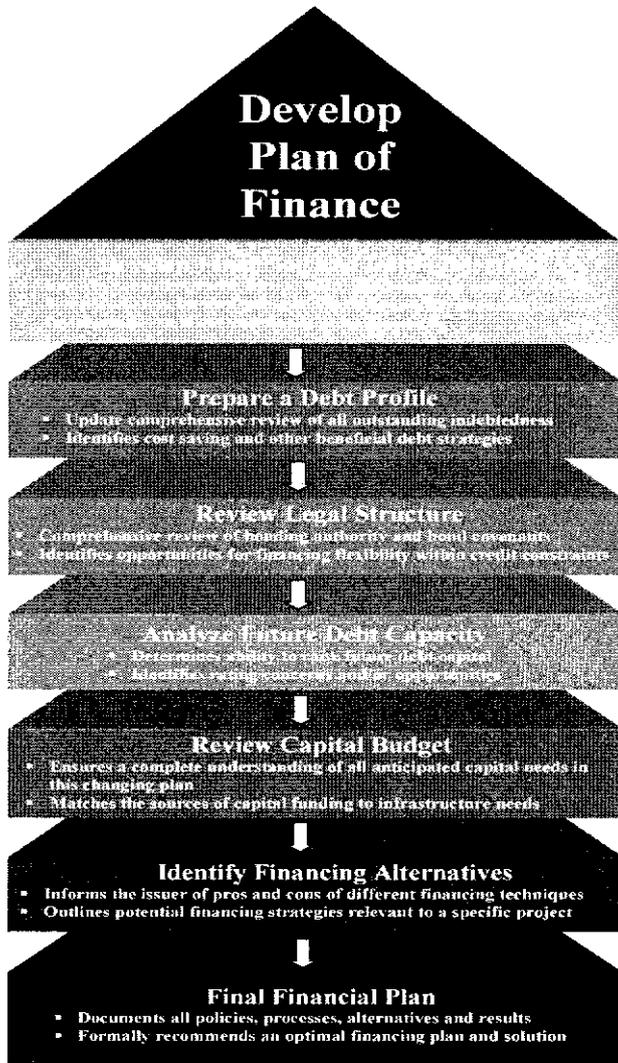
This team is equipped to advise the City regarding any type of transaction, both sold on a competitive and negotiated basis, for long term bonds, short term notes and along the entire credit spectrum. Additionally, the PFM Team has the expertise to advise the City on a vast array of non-transactional assignments, including pension/OPEB consulting, investment management, and long term budget modeling, to name a few. To accommodate this range, PFM has staffed the City's engagement with local, senior project managers augmented both behind the scenes and directly with PFM experts from around the firm.



PFM's Approach

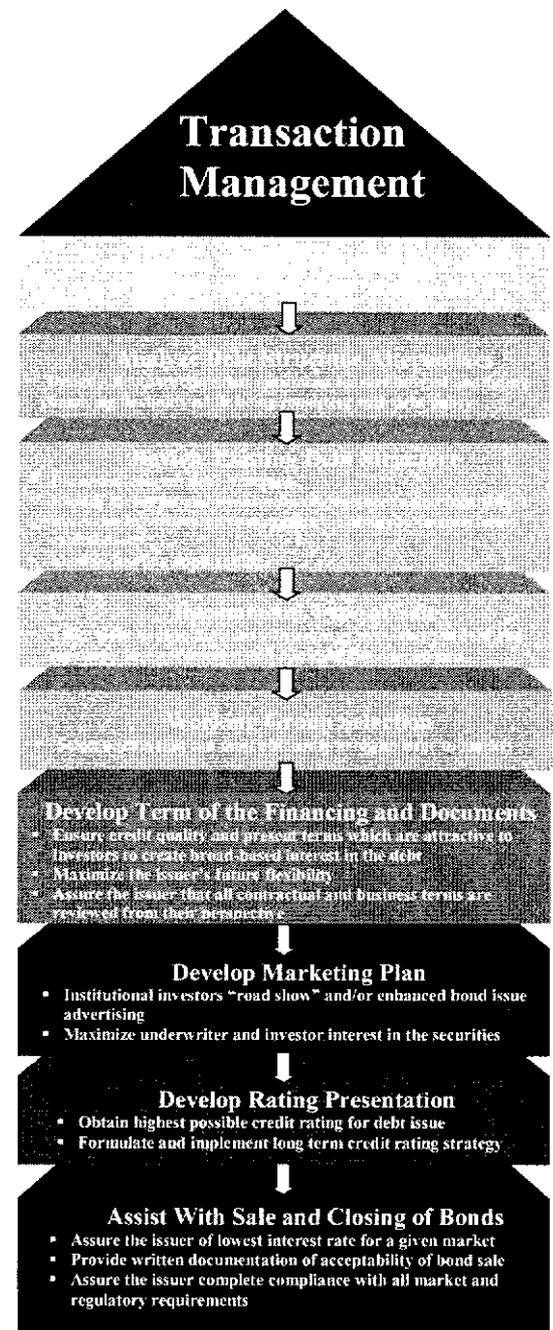
Phase 2 and 3: Plan of Finance Development and Transaction Management

Before the actual issuance of debt, a viable plan of finance must be constructed. Once the Plan of Finance is in place, PFM works through the Transaction Management process to make certain that the necessary actions take place to complete the financing. In many instances, developing the Plan of Finance overlaps with the Transaction Management process. Our expertise in debt structuring, creating credit structures, managing the rating agency/insurer relationship and pricing bonds adds value during each phase of the financing process. The exhibits below outline PFM's approach to the development of long-term strategic financial plans. PFM will serve to administer each step of the plan of finance and transaction management.



PFM will work with the City staff and finance team to address funding needs and will present financing options that best meet the needs of the City.

PFM will analyze different loan structures to determine the best financing terms for the City, while achieving the lowest overall cost of borrowing.





PFM's Approach

The timetable below outlines the steps employed by PFM to facilitate the sale and marketing of a current public offering of debt. PFM serves as the quarterback of the financing team and coordinates the entire process. The value added by PFM during each phase of the transaction results in the City achieving the lowest overall borrowing cost.



**City of Panama City Beach, Florida
Utility Revenue Refunding Bonds, Series 2012
Financing Schedule**

JANUARY							FEBRUARY							MARCH						
S	A	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31				
22	23	24	25	26	27	28	29	30	31											
29	30	31																		

As of January 6, 2012

Date	Action	Responsibility
January 9	Distribute Timetable, Distribution List, and Franchise	FA
January 12	Council Meeting - Informational Item	City
January 18	Distribute 1 st Draft of Resolution	BC
January 24	Distribute 1 st Draft of POS	DC
January 26	Conference Call to Discuss Financing Documents	WG
January 31	Distribute Ratings Packages (S&P Fitch)	FA
January 31	Distribute 2 nd Draft of Resolution and POS	BC, DC
February 1	Final Comments on Resolution	WG
February 3	Agenda Deadline for Feb 9 Meeting	City, BC, DC
Week of Feb 6	Calls with Rating Agencies	City, FA
February 9	Council Meeting - Resolution Approval	City, BC, DC
February 15	Receive Ratings	FA
February 15	Print and Mail POS	DC
Week of Feb 20	Place Series 2012 Bonds	WG
Week of March 12	Pre-Closing	WG
Week of March 12	Closing	WG

Legend

- City - City of Panama City Beach, FL
- BC - Bond Counsel - *Brent, Miller and Oling*
- DC - Disclosure Counsel - *Nancy Gibbs & Associates*
- FA - Financial Advisor - *Public Financial Management*
- WG - Underwriters - *RW Capital Markets*
- WG - Working Group - *All the above*

As PFM works with the City's team to develop a Plan of Finance and then move forward with a financing strategy, there are several key elements in the financing that are considered. Of significant importance is the time that goes into the procurement of documents to meet needs of both policy and credit structure. As documents are prepared for a public debt offering, City staff and PFM will work together to ensure the initial ratings (and insurer) package is complete and provides sufficient detail regarding the credit strength, project significance and management strengths to garner the highest possible credit rating that is warranted. A similar approach exists for bank loans, but the credit process is independent to the potential banks instead of preparing continuing disclosure that is required for a bond transaction. Timing of the bond sale will incorporate consideration for the primary issuance debt calendar, planned release of economic data and general interest rate levels. If the City is issuing refunding bonds, PFM will assist the City in the implementation of the optimal escrow structuring strategy (highest yield on escrow

investments net of costs, to increase realized savings) and time the funding of the escrow to reduce negative arbitrage without a pricing penalty.

If a Bank Loan financing is deemed optimal, PFM will work with City staff to schedule the RFP release and approval/closing dates to optimize the financing's attractiveness to potential bidders and allow for multiple terms and conditions to be evaluated. In the selection and approval process, PFM will clearly outline the risks and benefits of the different financing options proposed, and make a recommendation based on which alternative best meets the City's objectives.



PFM's Approach

Phase 4: Bond Pricing

Market Experience

PFM offers the City a unique blend of Wall Street knowledge, technical resources and an independent, local fiduciary perspective. As indicated in the table below, PFM is the most active Financial Advisor in the country and is a more frequent market participant than even the largest investment banking firms. In 2011, PFM assisted clients with 758 debt issues with a total par amount in excess of \$39.6 billion.

2011 Presence in the Market - Underwriters and Financial Advisors				
		No. Deals	Avg per Week	Total Par (\$ Billion)
1 Public Financial Management Inc	FA	758	14.6	39.632
2 RBC Capital Markets	UW	533	10.3	13.773
3 Morgan Keegan & Co Inc	UW	488	9.4	9.255
4 JP Morgan Securities LLC	UW	385	7.4	37.786
5 Bank of America Merrill Lynch	UW	352	6.8	35.351
6 Citi	UW	332	6.4	36.018
7 Morgan Stanley	UW	242	4.7	21.320
8 Wells Fargo & Co	UW	168	3.2	13.162
9 Bardays Capital	UW	119	2.3	14.228
10 Goldman Sachs & Co	UW	94	1.8	17.510

PFM Pricing Group

A unique feature among financial advisory firms is PFM's in-house Bond Pricing Group. While many firms view pricing as a one-day event, we do not. Rather, we view it as the culmination of several critical decisions made throughout the financing process. The diligence brought to each decision during the financing process will be enhanced by PFM's dedicated in-house Bond Pricing Group, which will join the core financing team to support the pricing of the City's bonds. While not an underwriting desk (PFM does not underwrite or trade municipal bonds), our pricing group is structured to capitalize on one of the characteristics that has proven successful to investment banks; a centralized pricing desk where all market data is available and pricing expertise is concentrated. The PFM Pricing Group has complete, real-time access to every market platform necessary to evaluate the municipal market. We also subscribe to all of the major information vendors and are privy to real-time trade data. However, it is the knowledge we obtain through our daily presence in the markets (an average of over 19 deals per week) combined with our intimate knowledge of our clients' needs that we depend upon the most to shape our advice to clients. Unlike broker dealers that serve as financial advisor, PFM's Pricing Group has the benefit of market views from multiple market participants instead of relying on the views of only one underwriting desk. In negotiated sales, we use this knowledge to determine the target price that we expect the underwriter to meet and provide the underwriter our analysis to support our position. In competitive sales, we structure issues and sale times to ensure that as many investors are bidding on our clients' bonds as possible.

PFM Market Access Systems

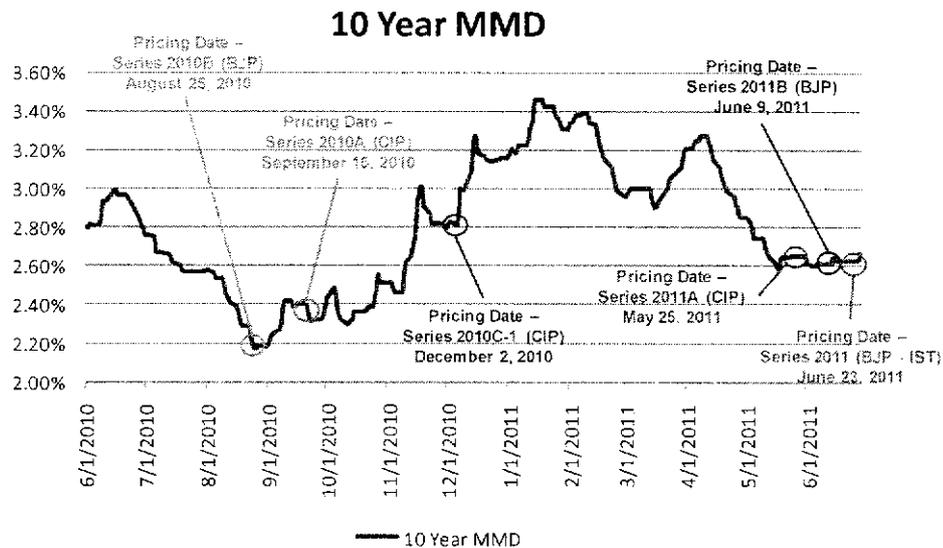
- Bloomberg
- Tradeweb
 - i.e., Teletrate
- Dow Jones and other news sources
- Inter-Dealer Screens
 - Tullet/Tokyo Liberty/Garban Inter Capital
 - Bloomberg Bond Trader/Prebon Yamane
- Credit Services:
 - Moody's/Standard & Poor's/Fitch

PFM can assist the City with achieving policy targets and financing projects when the funding is needed, but the PFM Pricing Group also considers factors that affect access to financing alternatives based on then current market conditions. With either competitive or negotiated bond sales or private placements, the City would receive current information on factors such as market rates and credit spreads, bond issuance volume, timing and size of comparable deals entering the market and scheduled economic



PFM's Approach

releases to avoid inopportune selling conditions when possible. Although timing the market is not our primary driver, there are times that we will recommend postponing pricing a transaction when market conditions are volatile and unfavorable to the client. In late December 2010, one of our clients, the City of Jacksonville, pulled a transaction from the competitive calendar as rates continued to increase and spreads widened out significantly. The City re-entered the market to price that piece of the CIP borrowing on May 25, 2011. The graphic below depicts the timing of Jacksonville transactions over the past 2 years, and spot rates for the 10-yr MMD when each of the deals was priced highlighting the benefit of PFM's approach to active financing management.





PFM's Approach

Negotiated and Competitive Sale Process

PFM possesses extensive expertise and experience in regard to both competitive and negotiated sales. Dependant on our client's needs and situation, PFM has experience in playing a variety of roles in the negotiated sale financing process. We have positive working relationships with all of the national investment banking firms, as well as the major regional firms.

Likewise, PFM, as independent financial advisors, places considerable corporate emphasis on the professional and skillful conduct of competitive issues. The public finance departments of investment banks generate the vast majority of their revenues from negotiated bond issues and therefore have a natural bias both in attitude and experience to negotiated issues. PFM works on hundreds of competitive issues each year and, in fact, the team prides itself on successfully bringing issuers to the competitive markets. PFM is proud of its role as being on the leading edge of the municipal industry in developing innovative ways to use the competitive bid process. Our recommendation regarding the method of sale is derived after considering all the relevant factors.

PFM will recommend the method of sale that will provide the lowest cost of borrowing after taking into consideration market conditions, structural factors and the City's specific goals for the project and broader policies and objectives.

If a negotiated sale is determined to be the appropriate method, PFM has an unmatched expertise in negotiating the lowest cost possible for our clients. Assisting with bond pricing is one of the most critical roles of a financial advisor. Recognizing that, for over 30 years PFM has been at the forefront of the evolution of pricing techniques, resulting in savings to our clients of millions of dollars. Time and time again underwriting firms have said "you can't do that" to many of the concepts PFM has developed, that are now industry standards including par calls, option analysis, minimizing discounts and premiums, designation rules and most recently the PFM Pricing Desk.



PFM's Approach

Phase 5: Post Issuance Reporting/Compliance and Ongoing Debt Monitoring

After each transaction, PFM customarily prepares a financial advisory memorandum that provides its clients with a summary of the transaction, including the financial alternatives considered, the financial impact of the transaction, and a comparison to similar deals that priced within the same timeframe. Part of this post-sale analysis includes detailed information regarding the pricing performance of the bond sale. This detailed analysis includes a review of the City's prior transactions, other transactions in the market that priced within the same time frame, and a summary of the pricing in comparison to the pricing model. PFM will compile this information for the City as part of the "Financial Advisor's Report" and will also identify the on-going administrative requirements over the life of the transaction. Below is a sample excerpt of the post-pricing analysis that PFM recently provided the City of Panama City Beach. PFM would provide the City with a similar Pricing Analysis after a new issuance of Bonds.

Pricing Performance – Series 2012 Bonds



Below is a summary of the Pricing Performance of the 2012 Bonds

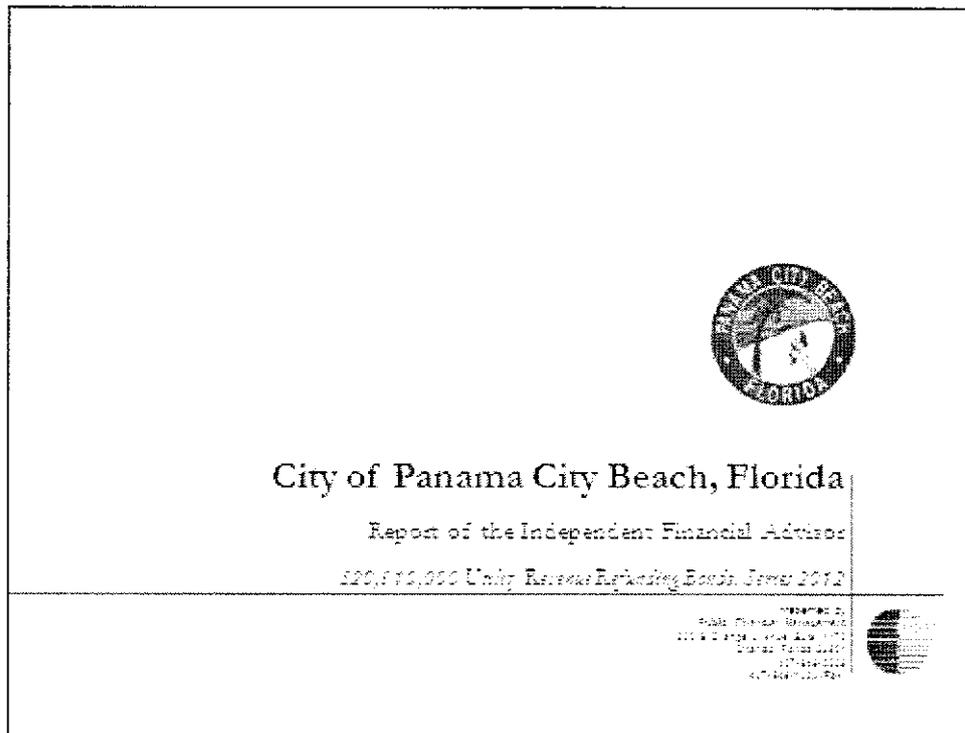
PANAMA CITY BEACH FL UTILITY R PRICING ANALYSIS																
PANAMA CITY BEACH FL																
Maturity	Year	Call Date	Bond Type	Iss	Par Amount	Coupon	Reoffering Yield (NET)	Price	Yield To Call (YTC)	Yield To Maturity (YTM)	30-DAY Bid	30-DAY Offer	30-DAY Spread	30-DAY Bid	30-DAY Offer	30-DAY Spread
6/1/13	1.0		Serial		500,000	3.00%	3.00%	101.34	0.500%	1.00%	32.0	32.0	0.0	29.4	29.4	0.0
6/1/13	2.0		Serial		615,000	2.00%	0.50%	105.26	0.50%	1.26%	33.0	33.0	0.0	28.4	28.4	0.0
6/1/13	3.0		Serial		615,000	3.00%	0.61%	118.40	0.61%	1.20%	33.0	33.0	0.0	28.7	28.7	0.0
6/1/13	4.0		Serial		800,000	3.00%	0.74%	128.40	0.74%	1.20%	42.0	42.0	0.0	27.6	27.6	0.0
6/1/13	5.0		Serial		600,000	4.00%	1.50%	141.81	1.50%	0.98%	42.0	42.0	0.0	28.7	28.7	0.0
6/1/16	6.0		Serial		600,000	4.00%	1.48%	115.23	1.45%	0.96%	41.0	41.0	0.0	28.5	28.5	0.0
6/1/16	7.0		Serial		620,000	2.50%	1.70%	101.40	1.70%	1.21%	49.0	49.0	0.0	27.4	27.4	0.0
6/1/20	8.0		Serial		530,000	4.00%	2.20%	116.50	2.20%	1.48%	53.0	53.0	0.0	27.0	27.0	0.0
6/1/21	9.0		Serial		670,000	3.00%	2.20%	121.40	2.20%	1.71%	52.0	52.0	0.0	27.4	27.4	0.0
6/1/22	10.0		Serial		620,000	3.00%	2.41%	123.32	2.41%	1.80%	53.0	53.0	0.0	26.5	26.5	0.0
6/1/25	11.0	6/1/22	Serial		1,270,000	2.50%	2.75%	97.59	2.77%	1.96%	76.0	76.0	0.0	27.4	27.4	0.0
6/1/25	12.0	6/1/22	Serial		1,100,000	2.75%	3.00%	97.56	3.04%	2.00%	82.0	82.0	0.0	26.4	26.4	0.0
6/1/25	13.0	6/1/22	Serial		1,150,000	3.00%	3.16%	98.07	3.22%	2.12%	104.0	104.0	0.0	26.0	26.0	0.0
6/1/25	14.0	6/1/22	Serial		1,150,000	3.25%	3.20%	95.33	3.42%	2.38%	113.0	113.0	0.0	25.5	25.5	0.0
6/1/25	15.0	6/1/22	Serial		1,200,000	3.25%	3.20%	97.99	3.19%	2.00%	115.0	115.0	0.0	25.5	25.5	0.0
6/1/28	16.0	6/1/22	Serial		1,200,000	3.33%	3.30%	97.37	3.68%	1.96%	113.0	113.0	0.0	25.0	25.0	0.0
6/1/28	17.0	6/1/22	Serial		1,290,000	3.50%	3.30%	97.71	3.77%	2.00%	113.0	113.0	0.0	24.0	24.0	0.0
6/1/30	18.0	6/1/22	Serial		1,300,000	3.65%	3.30%	97.70	3.84%	2.00%	113.0	113.0	0.0	24.0	24.0	0.0
6/1/31	19.0	6/1/22	Serial		1,300,000	3.75%	3.30%	97.86	3.95%	2.00%	113.0	113.0	0.0	24.0	24.0	0.0
6/1/31	20.0	6/1/22	Serial		1,400,000	4.00%	4.00%	101.30	4.00%	2.00%	118.0	118.0	0.0	23.0	23.0	0.0
Total Issue					23,810,000											
Average Life								11.8 years								



PFM's Approach

Independent Financial Advisor's Post Sale Report

This report summarizes the Bond Sale and general market conditions leading up to the sale date of the bonds, as well as the pricing performance. Below are select pages taken from the Report provided to the City of Panama City Beach for its Utility Revenue Refunding Bonds, Series 2012.



Summary of Series 2012



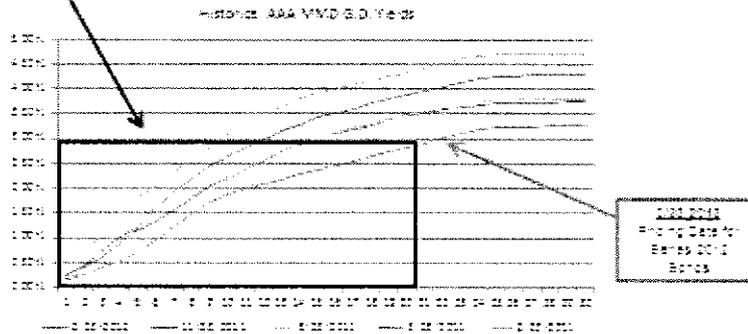
- \$20,910,000 Utility Revenue Refunding Bonds, Series 2012:
 - Purpose of issue: (a) refund the City's outstanding Utility Revenue Bonds, Series 2002 and its outstanding subordinate Utility System Refunding Revenue Bonds, Series 2011, and (b) pay certain costs incurred in connection with the issuance of the Series 2012 Bonds.
 - The refunding generated \$2,921,271 of net present value debt service savings or 15.43% of the refunded par amount. This equates to approximately \$200,000 a year through final maturity of 2032.
- Principal is paid annually on June 1, 2013 through June 1, 2032.
- Interest is paid semi-annually on June 1 and December 1, commencing June 1, 2012.
- The Series 2012 Bonds maturing on or after June 1, 2023 are subject to optional redemption at the option of the City in whole or in part on June 1, 2022, or on any date thereafter at a price of 100% of the principal amount to be redeemed plus accrued interest to the date of redemption.
- The Series 2012 Bonds possess underlying credit ratings of "AA-" and "AA-" from Standard & Poor's Ratings Services and Fitch Ratings, respectively. Copies of the rating reports are included behind Tab III.



Market Conditions for Sale – Yield Curve



- The chart below shows the progression of the "AAA" MMD index on a quarterly basis since February of 2011. The "AAA" MMD is a proxy for interest rates on the highest rated ("AAA") municipal bonds. From early 2011 through the pricing date (2/23/12), municipal interest rates steadily declined. In the 2013 to 2032 maturity range (where the 2012 Bonds mature), tax exempt rates were near historic lows on the sale date.



Issuance Details



- The City issued \$20,910,000 Utility Revenue Refunding Bonds, Series 2012 on March 14, 2012
- The Series 2012 Bonds were sold via negotiation with RBC Capital Markets on February 23, 2012
- The City was able to lock in an all-in true interest cost of 3.27% and net present value debt service savings of \$2,921,271
- Below are the Cost of Issuance and Underwriter's Discount for the Series 2012 Bonds

Cost of Issuance	\$	Amount	Underwriter's Discount	\$	Amount
Legal Counsel Fee	70,000	20,000.00	Underwriter's Discount	1,700,000	1,700,000.00
Contract Counsel Fee	20,000	20,000.00	Average Spread	1,000,000	1,000,000.00
Issue Counsel Fee	70,000	20,000.00	0.5%	1,045,000	1,045,000.00
Finance Advisor Fee	20,000	20,000.00	0.0%	0	0.00
SGP Rating Fee	1,000,000	1,000,000.00	0.0%	0	0.00
Top Rating Fee	300,000	300,000.00	0.0%	0	0.00
Rating Agency Registrar	10,000	10,000.00	0.0%	0	0.00
Arabic Legals	10,000	10,000.00	0.0%	0	0.00
Verification Agent	10,000	10,000.00	0.0%	0	0.00
FDIC CD Pricing	10,000	10,000.00	0.0%	0	0.00
Miscellaneous	10,000	10,000.00	0.0%	0	0.00
Total	2,700,000	2,700,000.00	Total	2,700,000	2,700,000.00



PFM's Approach

Debt Profile

PFM has developed a systematic approach to tracking our clients' debt portfolios and identifying and evaluating various refunding opportunities. In an effort to present a comprehensive, yet simple to understand, analysis of all historical and current debt, PFM has refined a process which has become known as "debt profiling". PFM's debt profiles are easy to use and custom built for each client. Each series report shows the important structural features of the City's bonds including the maturity date, coupon, yield, call date and price, and eligibility for advance, current or forward refunding under the tax code. As the City incurs additional debt and restructures/refinances existing debt, we will update the debt profile to reflect those changes.

We have included, on the following pages, some of the City's Utility System Revenue Bonds debt profile outputs, including the Debt Service Graph (annual debt service), Debt Schematic and Series Report for the Utility System Revenue Bonds, Series 2004 Series Report (summary of all relevant information). These outputs summarize the specific bond transactions, including all of the relevant structural features. PFM will continuously update the City's debt profile and use it as the framework for analyzing financing alternatives and identifying potential opportunities to refund debt for interest cost savings as described below.

PFM actively monitors client debt portfolios for refunding opportunities to achieve net present value savings and/or cash flow relief. Our active approach reduces the likelihood that our clients miss market opportunities and consistently produces significant reductions in interest expense. PFM's recommended savings threshold for a refunding varies depending on the type of refunding structure used (i.e. current refunding, advance refunding, or forward refunding), the risks inherent in the proposed refunding issue, and client preference. Our clients' debt policies often require a minimum of 3% net present value savings for advance refunding. PFM typically recommends higher savings thresholds for forward delivery or other alternative structures and may recommend lower savings thresholds for current refundings with short durations.

Unique among financial advisors, PFM has developed a computer program that estimates the amount of future option value that is captured in a refunding. The program calculates the estimated savings on a maturity by maturity basis due to the inherent differences in future option value of bonds with differing coupons and maturities. PFM typically recommends issuers advance refund bonds only when the savings threshold has been met and at least 60% of the estimated future option value can be obtained.

Lastly, the current interest rate environment of nearly zero short term rates results in a significant amount of negative arbitrage in most refunding escrows. PFM generally does not recommend an issuer proceed with an advance refunding if the negative arbitrage is equal to or exceeds the net present value savings of the refunding. To reduce the impact of the negative arbitrage, PFM has been structuring refunding issues to maximize the time between pricing and closing of refunding bonds to shorten the escrow period. Most underwriting desks have been willing to delay delivery for up to 30 days without any type of forward premium.



PFM's Approach

Utility System Bonds — Debt Schematic

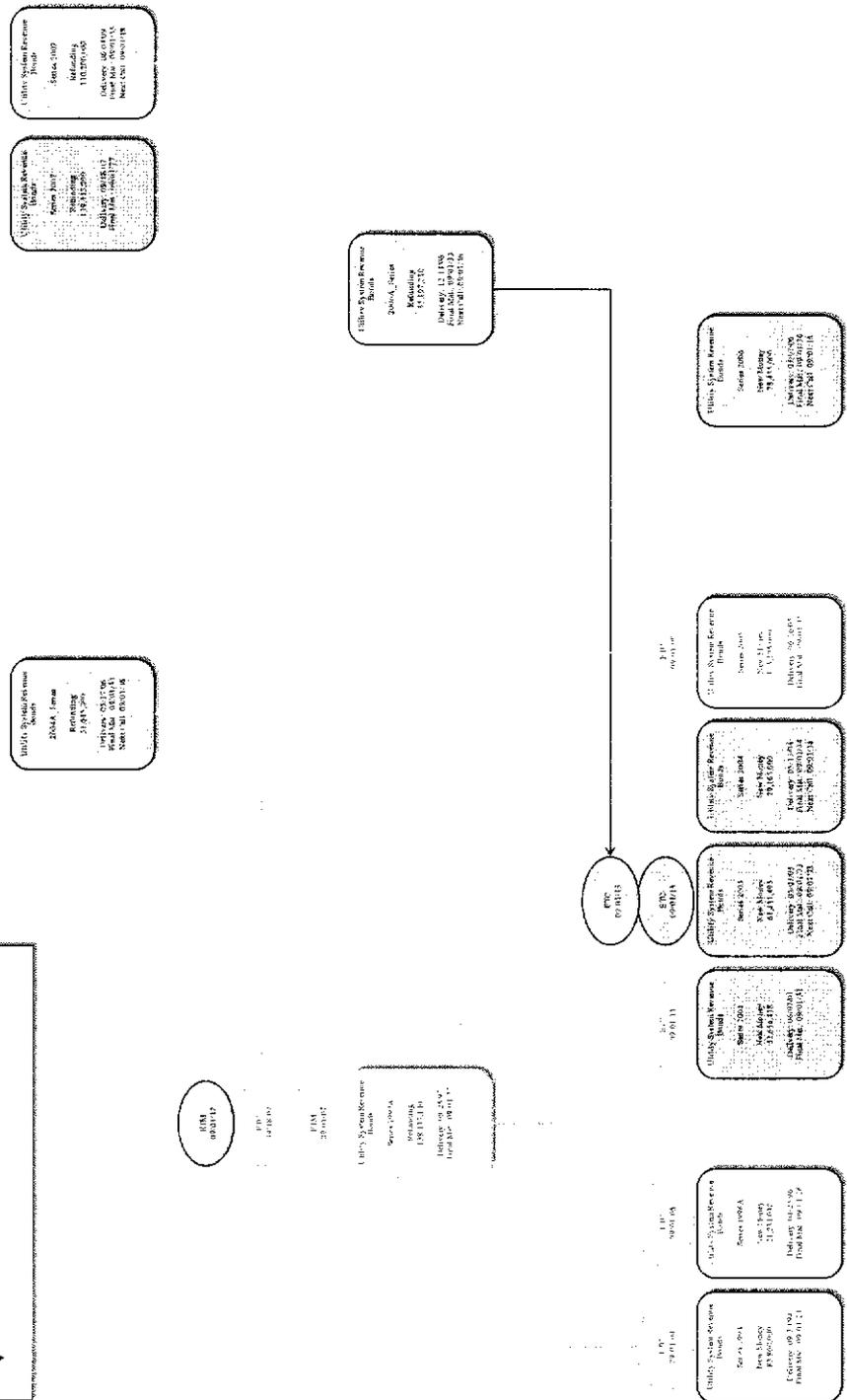
The debt schematic pictorially represents all bonds issued with a specific security. It serves to track which issues remains outstanding and which have been previously refunded. This allows PFM to track a transaction back to its original use and determine its eligibility for a current, advance or forward refunding.

City of Port St. Lucie

Schematic Legend

For the purposes of this schematic, the following symbols have been used to represent bonds and to display bond status with the most descriptive information available:

- Representation of Bonds: Each rectangle represents a bond. The bond's issue date, maturity date, and principal amount are shown in the top left corner. The bond's security type is shown in the top right corner. The bond's status is shown in the bottom right corner.
- Representation of Refunded Bonds: Each circle represents a bond that has been refunded. The bond's issue date, maturity date, and principal amount are shown in the top left corner. The bond's security type is shown in the top right corner. The bond's status is shown in the bottom right corner.
- Direction of Refunding Process: An arrow pointing up indicates the direction of the refunding process.



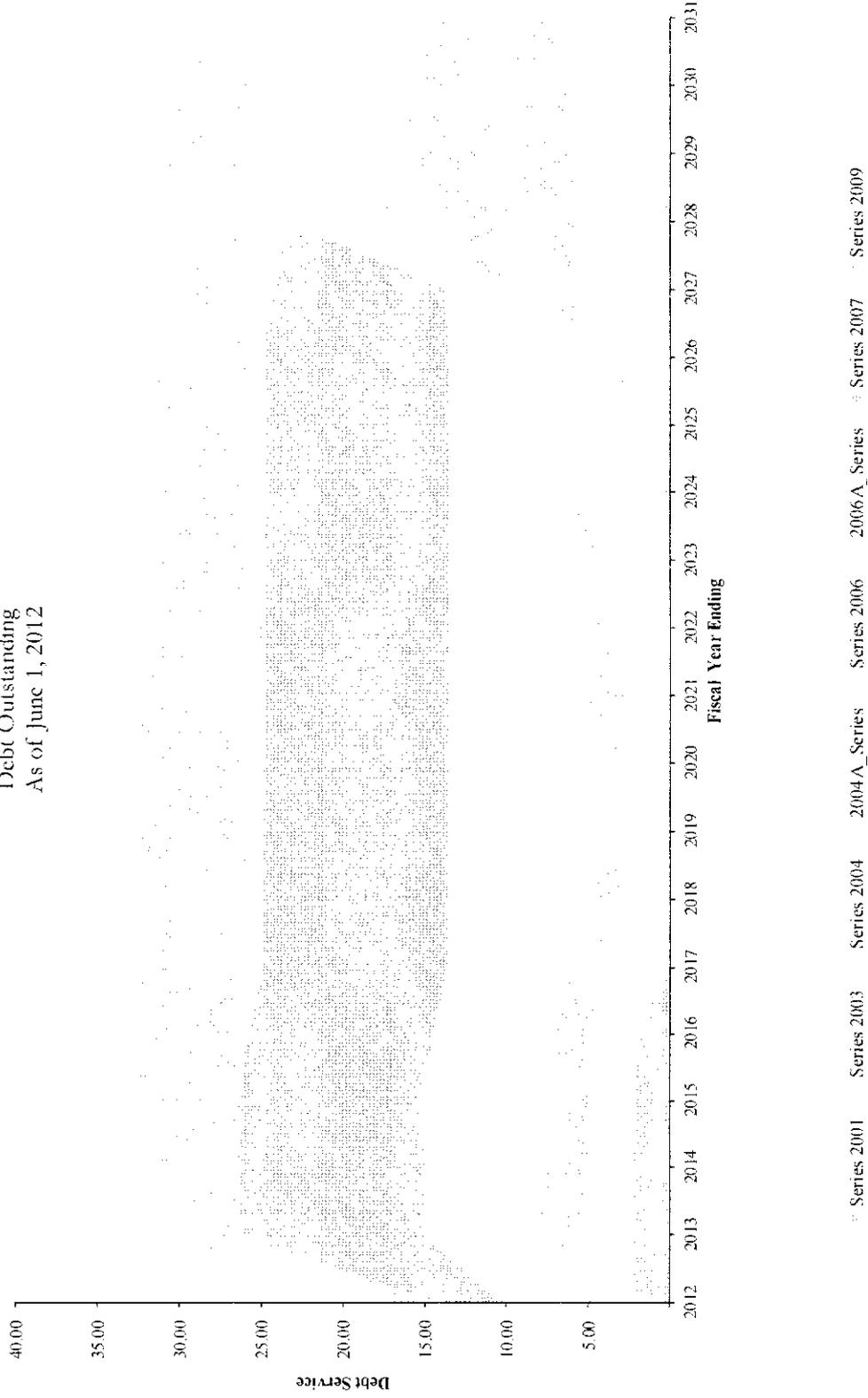


PFM's Approach

Utility System Bonds — Debt Service Graph

The below debt service graphs shows annual debt service requirements broken down by series and is color coordinated with the debt schematic on the prior page and series report on the following page.

City of Port St. Lucie, Florida
Utility System Revenue Bonds
Debt Outstanding
As of June 1, 2012





PFM's Approach

PFM's proprietary Debt Profile model also creates summaries of each individual series of bonds. Below is the Series Report created for the Utility System Revenue Refunding Bonds, Series 2004. It shows the relevant pricing features and shows that these bonds are advance refundable.

City of Port St. Lucie Series 2004 (Tax-Exempt) Utility System Revenue Bonds										Underwriter: RBC Debt Restructuring				Bond Counsel: Squire, Sanders & Dempsey				Outstanding Bond Year Debt Service as of 6/1/12											
Series-by-Series Analysis										Redemption				Optional				Principal				Fees				Debt Service			
Date	Comp	Par Amount	Coupon	Yield	Price	MMD	Insurer	Prem	Status	Date	Date	Price	Year	Principal	Int./Acct.	Fees	Debt Service												
9/1/04	Serial	415,000	2.750%	2.550%	100.807	2.59%	MBIA		Matured	9/1/04			9/1/04				1,335,195												
9/1/05	Serial	485,000	3.000%	2.880%	100.583	2.92%	MBIA		Matured	9/1/05			9/1/05				1,980,550												
9/1/06	Serial	445,000	3.000%	3.140%	99.202	3.18%	MBIA		Matured	9/1/06			9/1/06				1,981,950												
9/1/07	Serial	295,000	3.750%	3.140%	103.458	3.18%	MBIA		Matured	9/1/07			9/1/07																
9/1/08	Serial	570,000	3.250%	3.400%	99.034	3.44%	MBIA		Matured	9/1/08			9/1/08																
9/1/09	Serial	100,000	3.750%	3.400%	102.242	3.44%	MBIA		Matured	9/1/09			9/1/09																
9/1/10	Serial	690,000	3.600%	3.650%	99.640	3.65%	MBIA		Non-Callable	9/1/10			9/1/10																
9/1/11	Serial	715,000	4.000%	3.810%	101.471	3.62%	MBIA		Non-Callable	9/1/11			9/1/11																
9/1/12	Serial	495,000	4.000%	3.980%	100.162	3.96%	MBIA		Non-Callable	9/1/12			9/1/12																
9/1/13	Serial	250,000	4.250%	3.980%	102.258	3.96%	MBIA		Non-Callable	9/1/13			9/1/13																
9/1/14	Serial	775,000	4.000%	4.110%	99.008	4.07%	MBIA		Advance Refundable	9/1/14	100%		9/1/14	775,000	1,206,525		1,981,525												
9/1/15	Serial	810,000	4.125%	4.230%	98.995	4.15%	MBIA		Advance Refundable	9/1/15	100%		9/1/15	810,000	1,175,525		1,985,525												
9/1/16	Serial	840,000	4.250%	4.340%	99.092	4.23%	MBIA		Advance Refundable	9/1/16	100%		9/1/16	840,000	1,142,113		1,982,113												
9/1/17	Serial	875,000	4.250%	4.440%	97.998	4.30%	MBIA		Advance Refundable	9/1/17	100%		9/1/17	875,000	1,106,413		1,981,413												
9/1/18	Serial	565,000	4.500%	4.530%	96.927	4.38%	MBIA		Advance Refundable	9/1/18	100%		9/1/18	565,000	1,069,225		1,984,225												
9/1/19	Serial	350,000	4.500%	4.530%	96.665	4.38%	MBIA		Advance Refundable	9/1/19	100%		9/1/19	350,000	1,029,463		1,984,463												
9/1/20	Serial	955,000	4.500%	4.630%	98.517	4.46%	MBIA		Advance Refundable	9/1/20	100%		9/1/20	955,000	986,488		1,986,488												
9/1/21	Serial	1,000,000	5.000%	4.778%	102.584	4.54%	MBIA		Advance Refundable	9/1/21	100%		9/1/21	1,000,000	936,488		1,981,488												
9/1/22	Serial	1,045,000	5.000%	4.845%	101.847	4.62%	MBIA		Advance Refundable	9/1/22	100%		9/1/22	1,045,000	884,238		1,984,238												
9/1/23	Serial	1,100,000	5.000%	4.903%	101.197	4.70%	MBIA		Advance Refundable	9/1/23	100%		9/1/23	1,100,000	829,238		1,983,238												
9/1/24	Serial	1,155,000	5.250%	4.920%	104.193	4.78%	MBIA		Advance Refundable	9/1/24	100%		9/1/24	1,155,000	768,600		1,984,600												
9/1/25	Serial	1,215,000	5.250%	4.954%	103.863	4.84%	MBIA		Advance Refundable	9/1/25	100%		9/1/25	1,215,000	704,813		1,984,813												
9/1/26	Serial	1,280,000	5.250%	4.973%	103.658	4.87%	MBIA		Advance Refundable	9/1/26	100%		9/1/26	1,280,000	637,613		1,982,613												
9/1/27	Serial	1,345,000	5.250%	4.991%	103.533	4.89%	MBIA		Advance Refundable	9/1/27	100%		9/1/27	1,345,000	567,000		1,982,000												
9/1/28	Term2029	1,415,000	4.750%	4.960%	96.705	4.90%	MBIA		Advance Refundable	9/1/28	100%		9/1/28	1,415,000	499,788		1,984,788												
9/1/29	Term2029	1,485,000	4.750%	4.980%	96.705	4.91%	MBIA		Advance Refundable	9/1/29	100%		9/1/29	1,485,000	429,250		1,984,250												
9/1/30	Term2034	1,555,000	5.000%	5.020%	99.682	4.92%	MBIA		Advance Refundable	9/1/30	100%		9/1/30	1,555,000	351,500		1,981,500												
9/1/31	Term2034	1,630,000	5.000%	5.020%	99.682	4.94%	MBIA		Advance Refundable	9/1/31	100%		9/1/31	1,630,000	270,000		1,980,000												
9/1/32	Term2034	1,710,000	5.000%	5.020%	99.682	4.95%	MBIA		Advance Refundable	9/1/32	100%		9/1/32	1,710,000	184,500		1,984,500												
9/1/33	Term2034	1,800,000	5.000%	5.020%	99.682	4.95%	MBIA		Advance Refundable	9/1/33	100%		9/1/33	1,800,000	94,500		1,984,500												
9/1/34	Term2034	1,890,000	5.000%	5.020%	99.682	4.95%	MBIA		Advance Refundable	9/1/34	100%		9/1/34	1,890,000			1,984,500												
Issuance Par:										28,946,000																			
Average Life:										13.28 years																			
Sources of Funds										Uses of Funds																			
Par Amount:										29,165,000.00																			
Plus: OIP(OID)										72,930.65																			
Total Proceeds:										29,237,930.65																			
Project Fund:										27,350,000.00																			
Capitalized Interest:										1,220,466.80																			
Costs of Issuance:										667,461.75																			
Accrued Interest:																													
Total Sources:										329,237,930.65																			
Total Uses:										329,237,930.65																			



PFM's Bond Experience

14. List Bond Experience in review of bond- closing details, coordinating with bond counsel, reinvestment analysis, schedules & other information for financing.

Provided below are specific examples of PFM's approach to providing financial advisory services.

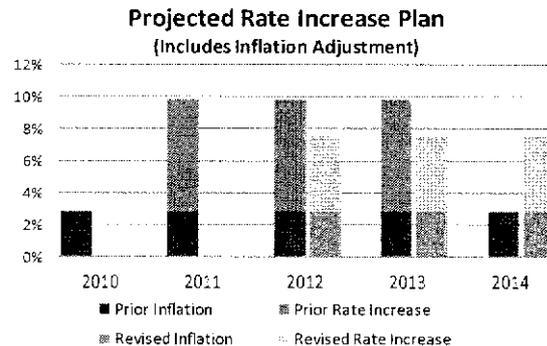
Client: City of Sunrise, Florida

Description of work: Utility System Revenue Bonds

Contact person: Laura M. Toebe, Finance Director / (954) 746-3212



Project Overview: Early in 2009 the City began the process to implement rate increases to fund a \$400 million capital program incorporating \$280 million in debt along with existing cash and residual revenue. The City's utility rate consultant initially proposed a rate increase of 50%, followed by multiple increases approaching 10% in future years, which was unacceptable in that it came at the wrong time for a City hit very hard by the recession and housing foreclosures. In order to keep the capital program moving forward, PFM developed a multifaceted program designed to (i) educate the public and elected officials regarding the rationale for the rate increases, (ii) develop strategies to minimize rate increases and (iii) utilize creative financing tools to lower debt service.



For over a year PFM coordinated:

- Developing new/amended financing documents that incorporate provisions for Build America Bonds and allowing greater flexibility in calculating coverage and reserves,
- Educating staff and elected officials regarding the components of the rate increases that were required to provide for operations, and renewal and replacement in addition to funding long-term capital needs. Creating a cash optimization strategy that enabled the City to use restricted cash to defease existing bonds, facilitating a debt restructuring resulting in net present value savings in excess of \$10 million
- The final plan of finance completed in September of 2010 incorporated a combination of refunding bonds, tax-exempt bonds and Build America Bonds that:
 - Reduced the borrowing to \$120 million,
 - Refunded prior bonds producing \$500,000 in savings in addition to the \$11 million in savings produced by the defeasance, and
 - Enabled rate increases to be decreased and deferred, and potentially eliminated based on the timing of future projects.

The City also locked in an all-time low interest rate of 3.75%, which will provide even greater financial flexibility in the future.



PFM's Bond Experience

Client: City of Jacksonville, Florida

Description of work: Long Term Capital Planning/ Plan of Finance Development:
Better Jacksonville Plan



Contact person: Marc Stickney, Sr. Investment Analyst / (904) 630-0872

Project overview: PFM has served the City of Jacksonville as Financial Advisor for over 12 years, and assisted in the development of the City's debt management policy (Debt Affordability Model) along with advising on the issuance of several types of debt. The combination of traditional fixed rate obligations, variable rate obligations, swap management strategies, use of designated maturity bonds and other asset liability management techniques have saved the City millions of dollars in debt service that was made available to fund projects as approved in the Better Jacksonville Plan. From the initial planning stages to the most recent new money and refunding, PFM has assisted the City by providing revised planning models adjusted to reduced revenue levels and structuring highly rated subordinated debt as approved by City Council to allow for a timely completion of funded projects.

Overview of the Better Jacksonville Plan ("BJP") of Finance

The BJP is a comprehensive undertaking by the City to provide road, transportation and infrastructure improvements, park and environmental improvements, economic development and public facilities.

Beginning more than a year before the first issuance of any BJP bonds, PFM began work with City staff to design an optimal financing structure for funding \$2.25 billion of capital projects within the City over ten years. In fact the two pieces of BJP (\$1.5 billion from Infrastructure Sales Tax and \$750 million from Transportation Sales Tax) were structured in part based upon long term financial planning models developed by PFM which determined the financing and project capacity of each revenue source. Preliminary revenue projections were used to build the initial plan of finance, and updates and revisions to the planning model were made as collections were received. The financial model was in turn driven in part by PFM's knowledge of likely credit ratings, insurance costs and features, and market acceptance of the BJP bonds. The City, and JTA, as applicable, adopted two Bond Ordinances authorizing the BJP bond financing program in its entirety. With PFM's assistance, the entire BJP and associated bond program were reviewed with all three major rating agencies and all four major bond insurers to ensure the program's design would meet the highest standards to the financial community.

The long term financial plan was based on both bond financing and cash funded projects within BJP. It fully incorporated coverage requirements, reserve funds, and liquidity needs. For the Transportation Sales Tax component, the financial model included long-term funding of JTA's transit system operations after payment of debt service and capital needs. For the Infrastructure Sales Tax component, the financial model included long-term defeasance or retirement of the bonds from excess revenues after completion of the \$1.5 billion in projects. The early BJP bonds prepayment is a requirement of the referendum. The requirements to develop and implement such a financial plan include not only debt management but also a full understanding of investment strategies and asset-liability management. With PFM's assistance, the City's BJP Financial Advisory Committee approved an asset-liability management plan that incorporates variable rate debt and structured investment products such as swaps into the comprehensive financial plan, when appropriate.

The financial plan created by PFM was an integral "piece of the puzzle" that made the BJP bonds among fewer than twenty (according to Moody's at that time) "AA" category sales tax bond issues in the nation and reflect, in part, the careful financial planning of the City. The model is routinely updated based on current market conditions and has helped the City retain strong credit ratings throughout economic crisis when revenues declined significantly. Only recently have ratings been lowered on the BJP Sales Tax Revenue Bonds, which had no impact on the City's cost of borrowing since all deals were originally sold as fixed rate debt.



PFM's Bond Experience

Even with lower ratings and wider credit spreads, in July 2011, the City closed on nearly \$80 million of Sales Tax Refunding Bonds which generated over 8.5% savings on a present value basis. To the right is a listing of transactions completed within the program (only BJP bonds are listed here), all of which PFM has served as financial advisor.

Sale Date	Name	Series	Amount
6/23/2011	Better Jacksonville Sales Tax Revenue Bonds, Series 2011	\$	79,220,000
6/9/2011	Special Revenue Bonds, Series 2011B (BJP)		86,600,000
8/25/2010	Special Revenue Bonds, Series 2010B (BJP)		100,205,000
9/24/2009	Taxable Special Revenue Bonds, Series 2009B-1B (BABs)		55,925,000
9/24/2009	Special Revenue Bonds, Series 2009B-1A		52,090,000
4/28/2009	Transportation Revenue Bonds, Series 2008B		117,570,000
9/4/2008	Better Jacksonville Sales Tax Revenue Bonds, Series 2008		105,470,000
5/6/2008	Transportation Revenue Bonds, Series 2008B		121,740,000
4/25/2008	Transportation Revenue Bonds, Series 2008A		154,535,000
9/5/2007	Transportation Revenue Bonds, Series 2007		100,675,000
9/29/2004	Transportation Revenue Refunding Bonds, Series 2004A (ARS)		80,275,000
2/18/2004	Better Jacksonville Sales Tax Revenue Bonds, Series 2004		218,755,000
9/17/2003	Transportation Revenue Bonds, Series 2003B (ARS)		76,800,000
9/17/2003	Transportation Revenue Bonds, Series 2003A (ARS)		76,825,000
6/30/2003	Transportation Revenue Bonds, Series 2003 (ARS)		47,775,000
2/5/2003	Better Jacksonville Sales Tax Revenue Bonds, Series 2003		211,050,000
5/24/2001	Better Jacksonville Sales Tax Revenue Bonds, Series 2001		218,430,000
5/24/2001	Transportation Revenue Bonds, Series 2008A		179,280,000
			\$ 2,083,220,000

As sales tax revenues declined significantly over the past several years, debt service coverage levels on BJP Sales Tax Revenue Bonds and Transportation Revenue Bonds declined to the point that ratings in the "AA" category were at risk. Therefore, after issuing debt to bring BJP Sales Tax coverage levels below 1.50x (currently below 1.30x) the City moved its authorization for remaining BJP funding to be issued as Special Revenue Bond (SRBs). The City recently completed the borrowing for BJP, with the final \$300 million in projects funded with SRBs as approved by an authorizing Ordinance to issue bonds with a subordinate pledge on available BJP Sales Tax Revenues.

Client: City of Boca Raton, Florida

Description of work: Debt Management and Rating Strategy

Contact person: Linda Davidson, Financial Services Director / (561) 393-7737



Project Overview: PFM has served as financial advisor to the City of Boca Raton for over 15 years and during this time has assisted the City with rating agency presentations and bond financings with an approximate par amount of \$400 million. During this time, the City has achieved status as one of the few municipalities to be rated AAA by all three major rating agencies. In addition, the City's water and sewer system maintains AAA ratings from S&P, Moody's and Fitch as well.

During the last 2 years, PFM has worked with the City on the issuance of General Obligation Bonds, Series 2010 to fund the construction of a new downtown library. These bonds were issued in August of 2010 with an all-in true interest cost of 3.33%. In addition, the City issued Special Assessment Revenue Bonds in June of 2010 with an all-in true interest cost of 4.12%. These bonds were issued to finance improvements to the Downtown Special Assessment District.

Through PFM's continuous monitoring of the City's outstanding debt portfolio, we identified two prior issues of bonds that could provide debt service savings that met the City's threshold of 3.0% savings. PFM used the refunding screen to analyze the amount of savings that would be realized on a maturity by maturity basis in order to maximize the amount of savings the City could realize. The City's General Obligation Bonds, Series 2003 were advance refundable and produced the most savings. The City competitively priced the General Obligation Refunding Bonds, Series 2011 on September 27, 2011. On the day of pricing the City received 11 bids, with the winning bid from TD Securities. The City achieved \$1.1 million of net present value debt service savings or 10.51% of the refunded par amount. On the same day, the City successfully sold its General Obligation Refunding Bonds, Series 2011A via competitive bid. This transaction generated \$370,000 of net present value debt service savings or 6.23% of the refunded par amount.

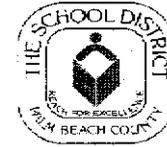


PFM's Bond Experience

Client: School Board of Palm Beach County

Description of work: Capital Planning - Commercial Paper Program

Contact person: Leanne Evans, Treasurer/ (561) 649-6885



Project Overview: The School Board of Palm Beach County passed a sales tax referendum to fund a finite set of projects. Projected sales tax revenues were expected to total in excess of the \$560 million required to fund the projects, but naturally would lag construction expenditures. This created a cash flow mismatch for the District, as the anticipated receipt of Sales Tax revenues were spread out over time, while construction occurred primarily during the first three years. PFM, serving as financial advisor worked with the District and PFM Asset Management to structure an asset liability management strategy designed to minimize, or eliminate, financing costs so that the District could demonstrate to the public that 100% of the Sales Tax proceeds were used for construction. As such, PFM prepared a comprehensive financing study for the District's capital program in which we compared several alternative financing mechanisms and their impact to the District's debt service levels.

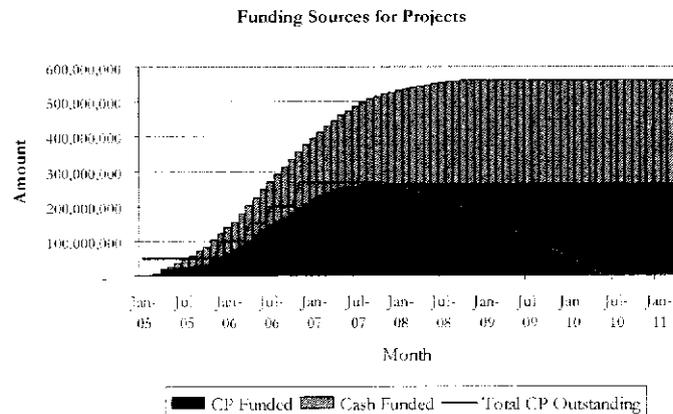
Specifically, PFM evaluated (i) issuing Sales Tax Bonds, (ii) "rolling" RANs, (iii) obtaining a line of credit and (iv) using the District's primary funding source, 2 mills of the taxable property, as the credit. However, each presented a strategic or structural challenge. A significant ancillary issue was the inference to the public during the Sales Tax initiative that there would not be any long-term debt associated with the program and that 100% of the Sales Tax proceeds would be used for projects. PFM developed strategic points and performed technical analysis to aid the District in determining the optimal method of funding. In the end the District determined that a line of credit concept was the optimal approach. This would allow "drawing down" funds only as needed, and the funds could be repaid as soon as sales tax revenues materialized. Unfortunately, a \$560 million line of credit was beyond the reach of the commercial banks.

PFM proposed creating a Commercial Paper program which functions like a line of credit, but has even more favorable interest rates. The Commercial Paper program was structured as an initial authorization of \$275 million, of which \$50 million would be drawn immediately. It was originally anticipated that the District would then draw down approximately \$50 million every six months for the next two years. PFM Asset Management worked with PFM and the District to refine this strategy to manage the draw down schedule in a manner that complied with arbitrage rebate exceptions and allowed the District to retain positive arbitrage. The positive arbitrage in the construction fund offset 100% of the interest expense making the financing program free on a net cash flow basis.

The synergy between PFM and PFM Asset Management resulted in:

- Reduced par amount borrowed (\$250 million instead of \$500 million)
- \$0 in net interest expense
- Maximum proceeds available for construction at all times enabling the District to complete an aggressive construction program (\$500 million in 3 years)
- Excess investment earnings were available to fund other projects

In addition to our state of the art work on the District's CP program, PFM has advised the District on over \$3.5 billion in financings. Our unique approach incorporated enhancements that saved the District approximately \$56 million since 2002.





FM's Current Florida Client Contract – Sample Listing

15. Status of contracts on hand for this type of work:

As shown on page 6, PFM has an extensive list of clients that it represents as financial advisor in the State of Florida. Below is a representative listing that includes specifics about the status of the contracts with these entities. Upon request, PFM will provide details related to other contracts. For many of these clients PFM has served as financial advisor for over a decade which entails being re-hired through multiple RFPs. This demonstrates the high level of service provided by PFM and client satisfaction achieved.

Agency/ Firm	# of Years	Type of Service	# of years left on contract
City of Boca Raton, FL	5 (2009-2013)	Financial Advisory Services	1
City of Boynton Beach, FL	5 (2010-2014)	Financial Advisory Services	2
City of Jacksonville, FL	2005-2010 with 4 additional years Renewal - 2012-2013	Financial Advisory Services	1
City of Miami, FL	1 (2011-2012) with option to renew for 4 additional years Renewal - 2012-2013	Financial Advisory Services	1
City of Orlando, FL	5 (2011-2015)	Financial Advisory Services	3
City of St. Petersburg	5 (2010-2014)	Financial Advisory Services	2
City of West Palm Beach, FL	3 (2010-2012) with renewal option for 2 years	Financial Advisory Services	1
City of Winter Park, FL	5 (2011-2015)	Financial Advisory Services	3
City of Tallahassee, FL	2006-2011 with options of one year renewal 2011-2012	Financial Advisory Services	1
Broward County, FL	5 (2008-2013)	Financial Advisory Services	1
Miami-Dade County, FL	2006-2011 Option to renew 2011-2013	Financial Advisory Services	1
Orange County, FL	3 (2010-2013)	Financial Advisory Services	1
Sarasota County, FL	3 (2012-2015)	Financial Advisory Services	3
Broward County School District, FL	2007-2011 with 2 additional years of Renewal - 2012-2013	Financial Advisory Services	1
Miami-Dade County School District, FL	3 (2010-2012) Renewal 2012-2013	Financial Advisory Services	1
Orange County School District, FL	5 (2010-2014)	Financial Advisory Services	2



PFM's Fee Proposal

15. Indicate the hourly rate your will charge for additional services that includes all expenses for telephone, faxes, and other reimbursable items.

Hourly Rates

PFM works with our clients on a daily basis to meet their needs and rarely charges for hourly work. Hourly fees are only charged for time intensive capital planning or strategic consulting work and all fees must be agreed upon in writing prior to the start of the project.

Title	Hourly Rate
Managing Director	\$200
Senior Managing Consultant	\$195
Consultant	\$185
Administrative	\$0

Expenses

Type of Expense	Rate
Photocopies	\$0.10 per page for Black and White \$1.00 per page for Color Printer
Facsimile	\$1.00 per page
Long Distance Telephone	At Cost
Conference Calls	At Cost
Travel	In accordance with F.S.112.061
Mileage	In accordance with F.S.112.061
Postage	At Cost
Courier, Overnight Delivery	At Cost

Indicate all costs associated with debt issues as follows, and minimum fee if applicable:

Debt Issues	Fee (*)
Up to \$50 million	\$0.85
Next \$25 million	\$0.75
Next \$25 million	\$0.60
Additional Amounts over \$100 million	\$0.40

(*) Per Bond Fees based upon \$1,000 denominations, and apply to each series of bonds issued.

Schedule is subject to a minimum fee of: \$ 17,500



Acknowledgement of Addendum

ADDENDUM ACKNOWLEDGMENT - Proposer acknowledges that the following addenda have been received and are included in his/her proposal:

Addendum Number	Date Issued
1	June 7, 2012

AGREEMENT - Proposer agrees to comply with all requirements stated in the specifications for this RFP.



Certification



The PFM Group

CERTIFICATE OF AUTHORITY

June 6, 2012

In accordance with the By-Laws of Public Financial Management, I affirm that John Bonow and Steve Boyle, as Managing Directors, are authorized to make, enter into, sign, seal and deliver on behalf of this company contractual documents in connection with the operations of the company.

Public Financial Management, Inc.



Steve Boyle
Secretary



Insurance Statement



PFM's Insurance Statement

Insurance

Public Financial Management (PFM) is pleased to conform to the insurance requirements as outlined in the RFP. However, due to constraints imposed by the underlying insurer, our policies cannot be endorsed to guarantee notification if coverage is reduced or materially changed.

Therefore, PFM asserts the following and will be bound by submission of our proposal to the **City of Port St. Lucie**.

"PFM will not materially alter any of the insurance policies currently in force and relied on in this proposal. Further, PFM will not reduce any coverage amount below the limits specified in the RFP." *Note: All cancelation language to follow ACORD 25 Form standards.*

PFM has a complete insurance program, including property, casualty, comprehensive general liability, automobile liability and workers compensation. PFM maintains professional liability and fidelity bond coverages which total \$15 million and \$10 million, respectively.

Our Professional Liability policy is a "claims made" policy. PFM's General Liability policy claims would be made by occurrence.

Deductibles/SIR:

General Liability	\$0
Automobile	\$250 comprehensive \$500 collision
Professional Liability (E&O)	\$500,000
Financial Institution Bond	\$75,000

Additional Notes:

- "Per project aggregate" not possible, however PFM feels confident its Excess/Umbrella coverage of \$15M should suffice.
- No coverage for subcontractors and/or independent contractors for all policies
- Non-Owned & Hired Automobile coverage only. PFM has no owned autos.
- PL is non-cancelable by the insurer except for non-payment of premium. PFM premium has been paid. Prior acts coverage - after August 31, 1996

RFP # 20110116 Financial Advisory Services

Respondent: PFM GROUP

A	B	C	D
Criterion	Weight Factor	Maximum Points Independent Review	Maximum Points Review with Panel
A. Total Firm Experience	4	0 1 2 3 4 <u>5</u>	0 1 2 3 4 5
Comments:			
B. Assigned Staff Experience (Fl Gov)	5	0 1 2 3 <u>4</u> 5	0 1 2 3 4 5
Comments:			
C. FL Municipal Debt Issues Exp	2	0 1 2 3 4 <u>5</u>	0 1 2 3 4 5
Comments:			
D. Exp Muni Planning & Devel	2	0 1 2 3 4 <u>5</u>	0 1 2 3 4 5
Comments:			
E. Exp Bond closing Muni	2	0 <u>5</u>	0 5
Comments:			
F. Total Cost to City	5 <u>0</u>	0 1 2 3 <u>4</u> 5	0 1 2 3 4 5

Instructions to Evaluator: Complete a separate evaluation form for each proposal reviewed. Each criterion must be assigned a score unless you are instructed otherwise on the form. Make additional notes in the "Comments" section for reference and discussion during meetings of the full evaluation panel.

The point values entered above reflect my best independent judgment of the merits of the identified respondent's proposal.

Committee Member: MARIE Bouhey Dept.: FINANCE
 (please print)

Signature: Laura Eouley Date: 6-18-2012

Respondent: *FIRST SOUTHWEST*

A	B	C	D
Criterion	Weight Factor	Maximum Points Independent Review	Maximum Points Review with Panel
A. Total Firm Experience	4	0 1 2 3 <u>4</u> 5	0 1 2 3 4 5
Comments:			
B. Assigned Staff Experience (Fl Gov)	5	0 1 2 3 4 <u>5</u>	0 1 2 3 4 5
Comments:			
C. FL Municipal Debt Issues Exp	2	0 1 2 3 <u>4</u> 5	0 1 2 3 4 5
Comments:			
D. Exp Muni Planning & Devel	2	0 1 2 3 <u>4</u> 5	0 1 2 3 4 5
Comments:			
E. Exp Bond closing Muni	2	0 5 4	0 5
Comments:			
F. Total Cost to City	5	0 1 2 3 4 <u>5</u>	0 1 2 3 4 5

Instructions to Evaluator: Complete a separate evaluation form for each proposal reviewed. Each criterion must be assigned a score unless you are instructed otherwise on the form. Make additional notes in the "Comments" section for reference and discussion during meetings of the full evaluation panel.

The point values entered above reflect my best independent judgment of the merits of the identified respondent's proposal.

Committee Member: MARIE BOULBOY Dept.: FINANCE
(please print)

Signature: *Marie Bouloy* Date: 6-18-2012

RFP # 20110116 Financial Advisory Services

Respondent: First Southwest

A	B	C	D
Criterion	Weight Factor	Maximum Points Independent Review	Maximum Points Review with Panel
A. Total Firm Experience	4	0 1 2 3 <u>4</u> 5	0 1 2 3 4 5
Comments: Has been in business for 66 years, maintained FL office since 1987 4th Place in Ranking			
B. Assigned Staff Experience (FL Gov)	5	0 1 2 3 <u>4</u> 5	0 1 2 3 4 5
Comments: Six Staff members, 1 to 35 years of experience. Median 26.7 years			
C. FL Municipal Debt Issues Exp	2	0 1 2 3 <u>4</u> 5	0 1 2 3 4 5
Comments: 55 Financial Advisory Services Since Oct. 1, 2010 - Sept 30, 2011			
D. Exp Muni Planning & Devel	2	0 1 2 3 4 <u>5</u>	0 1 2 3 4 5
Comments: Entire issuance process (Financial Plan through Bonding, ongoing services)			
E. Exp Bond closing Muni	2	0 <u>5</u>	0 5
Comments			
F. Total Cost to City	5	0 2 3 4 5 <u>5</u>	0 1 2 3 4 5
Hourly rates are high; \$6.75/hr for \$5 million min. fee of \$14,900			

Instructions to Evaluator: Complete a separate evaluation form for each proposal reviewed. Each criterion must be assigned a score unless you are instructed otherwise on the form. Make additional notes in the "Comments" section for reference and discussion during meetings of the full evaluation panel.

The point values entered above reflect my best independent judgment of the merits of the identified respondent's proposal.

Committee Member: Ty Ladyke Dept.: OMB
(please print)

Signature: Ty Ladyke Date: 6/18/2012

RFP # 20110116 Financial Advisory Services

Respondent:

The PFM Group

A	B	C	D
Criterion	Weight Factor	Maximum Points Independent Review	Maximum Points Review with Panel
A. Total Firm Experience	4	0 1 2 3 4 <u>5</u>	0 1 2 3 4 5
Comments: <i>Has been in business for 37 years Florida office since 1986 (36 years) Ranked #1 for the last 10 years.</i>			
B. Assigned Staff Experience (Fl Gov)	5	0 1 2 <u>3</u> 4 5	0 1 2 3 4 5
Comments: <i>The staff members assigned (7-26 years of experience) Median 12 years.</i>			
C. FL Municipal Debt Issues Exp	2	0 1 2 3 4 <u>5</u>	0 1 2 3 4 5
Comments: <i>12 transactions \$5.8M total from 1980's.</i>			
D. Exp Muni Planning & Devel	2	0 1 2 3 4 <u>5</u>	0 1 2 3 4 5
Comments: <i>5 Phases of Approval</i>			
E. Exp Bond closing Muni	2	0 <u>5</u>	0 5
Comments: <i>Extensive list of clients and Florida experience</i>			
F. Total Cost to City	5	<u>0</u> 1 2 3 4 5	0 1 2 3 4 5
Comments: <i>Hourly rates are high up to \$3 mil. 30 cents \$17,500 per month</i>			

Instructions to Evaluator: Complete a separate evaluation form for each proposal reviewed. Each criterion must be assigned a score unless you are instructed otherwise on the form. Make additional notes in the "Comments" section for reference and discussion during meetings of the full evaluation panel.

The point values entered above reflect my best independent judgment of the merits of the identified respondent's proposal.

Committee Member: *Tracy Ladyko* Dept.: *OMIB*
 (please print)

Signature: *Tracy Ladyko* Date: *6/18/12*

Respondent: First Southwest

A	B	C	D
Criterion	Weight Factor	Maximum Points Independent Review	Maximum Points Review with Panel
A. Total Firm Experience	4	0 1 2 <u>3</u> 4 5	0 1 2 3 4 5
Comments:			
B. Assigned Staff Experience (Fl Gov)	5	0 1 2 3 4 <u>5</u>	0 1 2 3 4 5
Comments:			
C. FL Municipal Debt Issues Exp	2	0 1 2 <u>3</u> 4 5	0 1 2 3 4 5
Comments:			
D. Exp Muni Planning & Devel	2	0 1 2 3 4 <u>5</u>	0 1 2 3 4 5
Comments:			
E. Exp Bond closing Muni	2	0 <u>5</u>	0 5
Comments:			
F. Total Cost to City	5	0 1 2 3 4 <u>5</u>	0 1 2 3 4 5

Instructions to Evaluator: Complete a separate evaluation form for each proposal reviewed. Each criterion must be assigned a score unless you are instructed otherwise on the form. Make additional notes in the "Comments" section for reference and discussion during meetings of the full evaluation panel.

The point values entered above reflect my best independent judgment of the merits of the identified respondent's proposal.

Committee Member: Edwin M. Fry Jr. Dept.: Finance
(please print)

Signature: Edwin M. Fry Jr. Date: June 19, 2012

Respondent:

ZFM

A	B	C	D
Criterion	Weight Factor	Maximum Points Independent Review	Maximum Points Review with Panel
A. Total Firm Experience	4	0 1 2 3 4 (5)	0 1 2 3 4 5
Comments:			
B. Assigned Staff Experience (FL Gov)	5	0 1 2 3 4 (5)	0 1 2 3 4 5
Comments:			
C. FL Municipal Debt Issues Exp	2	0 1 2 3 4 (5)	0 1 2 3 4 5
Comments:			
D. Exp Muni Planning & Devel	2	0 1 2 3 4 (5)	0 1 2 3 4 5
Comments:			
E. Exp Bond closing Muni	2	0 (5)	0 5
Comments:			
F. Total Cost to City	5	(0) 1 2 3 4 5	0 1 2 3 4 5

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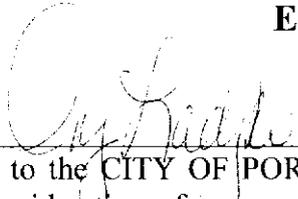
Committee Member: Edwin M. Foy, Jr. Dept: Finance
(please print)

Signature: Edwin M. Foy, Jr. Date: June 19, 2012

Evaluation ATTENDANCE
 SRFP-20110116
 Financial Advisory Services
 June 19, 2012 @ 1:00:00 p.m.

	Name (Please <u>PRINT</u> legibly)	Agency	E-Mail Address	Telephone # & FAX #
1.	Edwin M Fry, Jr	City of PSK		T
2.	MARIE Beckley	FINANCIAL		F
3.	Joy Ladyko	OMB		T
4.	Cheryl Sharabeg	PSK		F
5.				T
6.				F
7.				T
				F

City of Port St. Lucie, Florida
PARTICIPATION AGREEMENT
Request for Proposal #20110116
Evaluation Committee Members / Participants

I,  _____, an individual official, employee, consultant, or subcontractor of or to the CITY OF PORT ST. LUCIE, FLORIDA hereby consent to the terms in this Agreement in consideration of my serving as an evaluation committee member (scoring or non-scoring) and being provided certain information related to the Financial Advisory Services Proposal.

Initials

Applicability of the Florida Sunshine Law

I acknowledge I have been informed and am aware the State of Florida Sunshine Law applies to meetings of the evaluation committee where decisions for recommendations to the City Council apply. I further recognize that discussions between committee members outside of public Evaluation Committee meetings is prohibited and in violation of the State of Florida Sunshine Law. All questions by evaluation committee members shall be directed to the Contract Administrator (OMB).

Initials

Restricted Communications / Cone of Silence

I acknowledge that to insure the proper and fair evaluation of a submittal, the City of Port St. Lucie prohibits any communication between any City employee, representative or official other than the Contract Administrator (OMB) prior to the time of award by City Council has been made. Communication between Respondent and the City will be initiated and coordinated by the Contract Administrator (OMB) in order to obtain information or clarification needed to develop a proper and accurate evaluation of the proposal.

Communication related to this RFP is further restricted with any entity outside the City of Port St. Lucie. Including, but not limited to, sub-contractors of prime respondents, companies in the industry, other agencies or utility entities, etc . . .

Initials

Release or Distribution of Information and/or Material

Evaluation committee members have been provided vendor responses either in hard copy or electronic format. This information, hard copy or electronic, is NOT to be reproduced or distributed under any circumstance. Some information within the proposals may be proprietary and/or confidential. Release of any information will be coordinated by OMB only.

Initials

JK

Non-Collusion

I acknowledge the following with regards to non-collusion in the evaluation process and my scoring:

1. The scores assigned in my evaluation have been arrived at independently and without consultation, communication or agreement with any other Evaluator other than those discussions taking place in a meeting of the Evaluation Committee meeting arranged by OMB.
2. That my scoring of each proposal has not been disclosed to any other Evaluator or person, and they will not be disclosed to other Evaluator except by the OMB during a meeting of the Evaluation Committee.
3. No attempt has been made or will be made to coerce or affect the scoring of any Evaluator.

Signature:

JK

Printed:

JK

Date:

6/18/2012

City of Port St. Lucie, Florida
PARTICIPATION AGREEMENT
Request for Proposal #20110116
Evaluation Committee Members / Participants

I, MARIE Bouchard, an individual official, employee, consultant, or subcontractor of or to the CITY OF PORT ST. LUCIE, FLORIDA hereby consent to the terms in this Agreement in consideration of my serving as an evaluation committee member (scoring or non-scoring) and being provided certain information related to the Financial Advisory Services Proposal.

Initials <i>mb</i>	Applicability of the Florida Sunshine Law
------------------------------	--

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Initials <i>mb</i>	Restricted Communications / Cone of Silence
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Initials <i>mb</i>	Release or Distribution of Information and/or Material
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Initials <i>MB</i>	Non-Collusion
-----------------------	----------------------

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Signature: *Marie Bourne*

Printed: Marie Bourne

Date: 6-18-2012

City of Port St. Lucie, Florida
PARTICIPATION AGREEMENT
Request for Proposal #20110116
Evaluation Committee Members / Participants

I, Edwin M. Fry, Jr., an individual official, employee, consultant, or subcontractor of or to the CITY OF PORT ST. LUCIE, FLORIDA hereby consent to the terms in this Agreement in consideration of my serving as an evaluation committee member (scoring or non-scoring) and being provided certain information related to the Financial Advisory Services Proposal.

Initials EMF **Applicability of the Florida Sunshine Law**

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Initials EMF **Restricted Communications / Cone of Silence**

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Initials: <u>EMF</u>	Non-Collusion
----------------------	----------------------

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Signature: Edwin H Fry, Jr.
Printed: Edwin H Fry, Jr.
Date: June 19, 2012

User: **Shanaberger, CPPO, Cheryl** Organization: **City of Port St. Lucie - Office of Management and Budget** Logout | Help



- My DemandStar
- Buyers
- Account Info
- Log Bid**
- [View Bids]**
- Log Quote**
- View Quotes**
- Supplier Search**
- Build Broadcast List**
- Reports**

Tabulation Sheet

Agency Name: City of Port St. Lucie - Office of Management and Budget
 Bid Number: EBID-20110116-0-2012/CS
 Bid Name: Financial Advisory Services
 Bid Due Date: 6/12/2012 3:00:00 PM Eastern time
 Bid Opening: **Closed**

2 total responses found

✓ online, offline, not submitting, not received

Company	Responded	Address	Bid Amt	Alt Bid Amt	Documents	Sent	Notes	Actions
Complete								
1. First Southwest Company	6/12/2012 12:59:45 PM	450 South Orange Ave Suite 460 Orlando, FL 32801	\$14,900.00		Questionnaire	✓	Please note that \$14,900 is the minimum fee. Fees subject to the services and expenses listed on question 16 of FirstSouthwest's response.	Details, Documents, History
2. Public Financial Management	6/12/2012 1:42:27 PM	300 South Orange Avenue Suite 1170 Orlando, FL 32801	\$17,500.00		Questionnaire	✓	Please refer to page 42 of PFM's Proposal for complete fee proposal 17,500 minimum fee	Details, Documents, History

<< Return

Manage Bid Tabulation

Planholder Responses

When adding a manual response, you can select a vendor off the Planholders List or add a new vendor.
 (Select a Planholder) Add a Planholder Edit Planholders...

Publish Tabulation Sheet

Once you have reviewed the tabulation sheet details, you may create a downloadable PDF version

Include Non-Compliant Supplier details
 Bid Documents...

User: Shanaberger, CPPO, Cheryl Organization: City of Port St. Lucie - Office of Management and Budget Logout | Help



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- Log Quote
- View Quotes
- Supplier Search
- Build Broadcast List
- Reports

Bid Details

Bid Information

EDIT

Agency	City of Port St. Lucie - Office of Management and Budget
Bid Type	Sealed Electronic Bid
Bid Number	EBID-20110116-0-2012/KCS
Fiscal Year	2012
Bid Writer	Cheryl Shanaberger, CPPO
Bid Name	Financial Advisory Services
Bid Status	Under Evaluation
Bid Status Text	None
Award To	
Due Date/Time	6/12/2012 3:00 PM Eastern
Broadcast Date	5/16/2012
Bid Bond	500.00
Project Estimated Budget	
Plan (blueprint) Distribution Options	None
Distribution Method	Download and Mail
Distributed By	Onvia DemandStar
Distribution Notes	None

Scope of Work
 The Financial Advisor shall provide comprehensive financial advisory services to the City. The Financial Advisory Services would include but not limited to: (1) assist the City in the review of debt policies and guidelines for the deployment of various debt strategies on tax exemption and arbitrage, (2) be available as an independent sounding board, (3) provide advice on proposed program/issue related debt strategies; (4) provide consultation and assistance to the City related to various debt issues/decisions and related business transactions with the financial community; (5) provide pricing/transaction comfort to ensure effective exercise of market opportunities for the City.

E-Bidding Yes

E-Bidding

EDIT

View Supplier Info on Tabulation Sheet prior to bid opening Yes

Required Documents 1 Questionnaire

Legal Ad

VIEW

Please select either the View or Edit button to manage legal ad.

Pre-Bid Conference

None

Publications

No Publications Data Found

Documents

EDIT

- Bid Package Scope of Services (Complete)
Addendum #1 (1 Page, Complete)
- Award Bid Tabulation (1 Page, Complete)

Commodity Codes

- SRV-918-49 - Finance/Economics Consulting
- SRV-946-00 - FINANCIAL SERVICES
- SRV-946-48 - Financial Advisor
- SRV-946-49 - Financial Services (Not Otherwise Classified)
- SRV-958-38 - Financial Management Services

Statistics

- Planholders There are 16 planholders for this bid
- Broadcast List 601 suppliers have been notified
- Supplemental Suppliers 5 Supplemental Suppliers
- Filtered No
- Post-Bid Viewers 6 viewer(s)

[<< Return](#)

BID ADDENDUM # 1
BID #20110116
Addendum Date: June 7, 2012

Bid Name: Financial Advisory Services

Please make the following changes/modifications to the subject bid:

Please disregard page 29. This is an electronic bid and proposals are to be sent electronically as per page 7.

NOTE: The bid opening date is unchanged.

Instructions to Bidder:

Each bidder must acknowledge receipt of any addenda on the Questionnaire in order to have his/her bid or proposal/bid to be accepted.

Cheryl Shanaberger

From: Ed Fry
Sent: Thursday, May 10, 2012 5:51 PM
To: Cheryl Shanaberger
Subject: RFP for financial advisor

Cheryl,

Please be sure Damon Adams, Dunlap & Associates, damonadams@comcast.com, gets a copy of the RFP for financial advisor services.

754 565 7509

Thanks,
Ed

Cheryl Shanaberger

From: Ed Fry
Sent: Friday, May 04, 2012 9:25 AM
To: Cheryl Shanaberger
Subject: RE: financial advisor RFP

Here are the names:

Matthew Sansbury
Matt.Sansbury@RaymondJames.com
Raymond James & Associates
407-839-3506

Mark P. Galvin
Mark.Galvin@firstsw.com
First Southwest
407-426-9611

Jerry Ford
Ford and Associates
813-874-6621

David Moore
moored@pfm.com
Public Financial Management
407-648-2208

4078393507
✓
dldenn
✓ ~~ford~~ @fordassocinc.com 813 874 6624
FAY
✓
FAY 407 648 1323

From: Cheryl Shanaberger
Sent: Wednesday, May 02, 2012 8:07 AM
To: Ed Fry
Subject: RE: financial advisor RFP

The City does not provide copies of bids. They must be purchased. If you will send me the firms names, emails and telephone numbers I will made sure that they receive a notice. Thanks

Cheryl Shanaberger, MPA, CPPO
Deputy Director OMB
772 871 7390

From: Ed Fry
Sent: Tuesday, May 01, 2012 5:36 PM
To: Cheryl Shanaberger
Subject: financial advisor RFP

Cheryl,

The attached RFP for financial advisor services is ready to go. Please incorporate my changes. Let me know when it's ready to be issued since there are some firms that I know are interested in proposing and I want to be sure they get a copy.

5/19/2012 4:00:27 AM	Prolivia, Inc. David Taylor	Complete	Email	david.taylor@prolivi.com		
5/19/2012 4:00:27 AM	Prolivia, Inc. Jose Torres	Complete	Email	jose.torres@prolivi.com		
5/19/2012 4:01:27 AM	Public Consulting Group, Inc. Maureen Farrell	Complete	Email	oids@pcgus.com		
5/19/2012 5:00:03 AM	Public Financial Management David Moore	Complete	Supplemental Email	moored@pfm.com		
5/19/2012 4:00:42 AM	Public Financial Management: Jessica Link	Complete	Email	linkje@pfm.com		
6/7/2012 7:00:35 PM	Public Financial Management: Jessica Link	Complete	Addendum Email	linkje@pfm.com		
5/19/2012 4:00:42 AM	Public Financial Management: Melissa Lindman	Complete	Email	LINDMANM@pfm.com		
6/7/2012 7:00:36 PM	Public Financial Management: Melissa Lindman	Complete	Addendum Email	LINDMANM@pfm.com		
6/7/2012 7:00:36 PM	Public Resources Advisory Group: Phyllis Green	Complete	Addendum Email	pgreen@pragny.com		
5/19/2012 4:01:34 AM	Public Safety Solutions, Inc. Leslie Adams	Complete	Email	lesadams@atlanticbb.net		1. Small Business
5/19/2012 4:01:13 AM	Public Trust Advisors LLC John Grady	Complete	Email	John.Grady@publictrustadvisors.com		
6/7/2012 7:00:36 PM	Public Trust Advisors LLC John Grady	Complete	Addendum Email	John.Grady@publictrustadvisors.com		
5/19/2012 4:01:01 AM	Purvis, Gray & Company: Mark White	Complete	Email	markwhite@purvisgray.com		
5/19/2012 4:01:01 AM	Purvis, Gray & Company: Ron Whitesides	Complete	Email	RonW@purvisgray.com		
5/19/2012 4:00:36 AM	Quest Corporation of America: Shailene Lairscey	Complete	Email	Corporate@qcausa.com		1. Woman Owned
5/19/2012 4:00:09 AM	R.I. Behar & Company, Inc. Robert Behar	Complete	Email	rbbelar@rjbehar.com		1. Hispanic Owned 2. Small Business 1. Construction Engineering Inspections
5/19/2012 4:01:05 AM	R.J.P. Enterprises, Inc. Robert Polvere	Complete	Email	rjpbids@rjpent.com		
5/19/2012 4:01:32 AM	Raffels Financial Consultants, Inc.: David George	Complete	Email	dgeorge@raffels.com		
6/7/2012 7:00:35 PM	Raffels Financial Consultants, Inc.: David George	Complete	Addendum Email	dgeorge@raffels.com		
5/19/2012 4:00:52 AM	Raymond, James & Associates: Matthew Sansbury	Complete	Supplemental Email	Matt.Sansbury@RaymondJames.com		
5/19/2012 4:00:51 AM	RBC Capital Markets: Helen Ewin	Complete	Email	helen.ewin@rbcain.com		
5/19/2012 4:00:41 AM	Reef Innovations, Inc.: Larry Beggs	Complete	Email	Reefballer@aol.com		
5/19/2012 4:01:33 AM	REL Enterprises, Inc.: Jon Levinson	Complete	Email	jonlev@bellsouth.net		
5/19/2012 4:00:26 AM	Reynolds, Smith and Hills, Inc. attention: Sue Skinner Marianne Keator	Complete	Email	marianne.keator@rsandh.com		1. Construction Engineering Inspections
5/19/2012 4:00:46 AM	Rice Financial Products Company Shannon Briggs	Complete	Email	shannon.briggs@ricefn.com		
5/19/2012 4:00:36 AM	RKG Associates, Inc. Darren Mochne	Complete	Email	djarr@rkgassociates.com		
5/19/2012 4:01:08 AM	Robert Half Management Resources: Jeanine Mendelow	Complete	Email	jeanine.mendelow@rhm.com		
5/19/2012 4:01:42 AM	Robert Hershberger Construction Kevin Sullivan	Complete	Email	kevin.hershbet@gmail.com		1. Small Business
5/19/2012 4:00:50 AM	Roumelis Planning And Development Services, Inc. Deborah Beicher	Complete	Email	debroumelis@earthlink.net		1. Small Business 2. Woman Owned
5/19/2012 4:00:12 AM	Rqaw Corporation: Art Droste	Complete	Email	ADroste@RQAW.com		
5/19/2012 4:00:12 AM	Rqaw Corporation: Sarah Skipworth	Complete	Email	sskipworth@rqaw.com		
5/19/2012 4:01:36 AM	RSM McGladrey, Inc.: Beth Johnson	Complete	Email	beth.johnson@rsmi.com		
5/19/2012 4:01:36 AM	RSM McGladrey, Inc. Katie Reilly	Complete	Email	katie.reilly@rsmi.com		
5/19/2012 4:00:22 AM	RW Block Consulting: Roy Block	Complete	Email	Roy.Block@rwblockconsulting.com		1. Hispanic Owned
5/19/2012 4:01:30 AM	RWA, Inc.: Christopher Wright	Complete	Email	cwright@consult-rwa.com		1. Small Business
5/19/2012 4:01:30 AM	RWA, Inc.: Emilio Robau	Complete	Email	erj@consult-rwa.com		1. Small Business
5/19/2012 4:01:35 AM	S&ME, Inc (Geotechnical/Environmental/Material Testing) Meg Lashley	Complete	Email	m.ashley@smelnc.com		
5/19/2012 4:01:02 AM	S. B. Fredman & Company: Geoffrey Dickinson	Complete	Email	gdickinson@bfedmanco.com		1. Small Business
5/19/2012 4:01:00 AM	S. Davis & Associates, PA Shaun Davis	Complete	Email	sdavis@sdaassocpa.com		
5/19/2012 4:01:01 AM	Safety Products, Inc.: Karen Cornelius	Complete	Email	kc1@spcsafety.com		
5/19/2012 4:01:01 AM	Safety Products, Inc.: Ted S	Complete	Email	ts1@spcsafety.com		

User: Shanaberger, CPPO Cheryl

Organization: City of Port St. Lucie - Office of Management and Budget

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by ONVIA

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Broadcast List

Member Name: City of Port St. Lucie - Office of Management and Budget

Bid Number: EBID-20110116-0-2012/CS

Bid Name: Financial Advisory Services

565 item(s) found

Modify Search

Date	Member ▲	Status	Type	Fax Number/E-Mail Address	Attributes	Programs
5/19/2012 4:00:51 AM	A2 Group, Inc. Betty Ribas	Complete	Email	ribasb@a2group.com	1. Hispanic Owned 2. Small Business 3. Veteran Owned	
5/19/2012 4:00:51 AM	A2 Group, Inc. Yesmin Cecilio	Complete	Email	cecilioy@a2group.com	1. Hispanic Owned 2. Small Business 3. Veteran Owned	
5/19/2012 4:00:50 AM	ABL MANAGEMENT, INC. John D. Appleton	Complete	Email	sales@abimangement.com		
5/19/2012 4:00:46 AM	Accellify: Joe Jacobs	Complete	Email	jj@accellify.com		
5/19/2012 4:00:47 AM	Acquire: Robert Storrow	Complete	Email	storrow@bellsouth.net		
5/19/2012 4:00:13 AM	Advanced Data Systems: Jan Letchman	Complete	Email	jlethman@adv-data.net		
5/19/2012 4:00:12 AM	Advanced Data Systems: Kathy Will	Complete	Email	kwill@adv-data.net		
5/19/2012 4:00:13 AM	Advanced Data Systems: Richard Mumford	Complete	Email	rmumford@adv-data.net		
5/19/2012 4:00:48 AM	AECOM Master Demandstar Log in: Diane Fencil	Complete	Email	aecom@demandstar.com		
5/19/2012 4:00:40 AM	After School Programs, Inc. Robert Liebman	Complete	Email	liebman@aspkids.com		
5/19/2012 4:00:23 AM	AIM Engineering & Surveying, Inc. Melissa Foster	Complete	Email	mfoster@aimengr.com		
5/19/2012 4:01:05 AM	Alberni Caballero & Company, LLP: Chris Chiocca	Complete	Email	chris@aco-cpa.com	1. Hispanic Owned 2. Small Business 3. Woman Owned	
5/19/2012 4:01:05 AM	Alberni Caballero & Company, LLP: Nestor Caballero	Complete	Email	nestor@aco-cpa.com	1. Hispanic Owned 2. Small Business 3. Woman Owned	
5/19/2012 4:01:16 AM	AMEC AMEC- BCI	Complete	Email	amec-bci-marketing@amec.com		1. Master Environmental Eng
5/19/2012 4:00:20 AM	AMEC: Constance Harbin	Complete	Email	constance.harbin@amec.com		
6/7/2012 7:00:36 PM	AMEC: Constance Harbin	Complete	Addendum: Email	constance.harbin@amec.com		
6/7/2012 7:00:36 PM	AMEC: Martha Krause	Complete	Addendum: Email	makrause@mactec.com		
5/19/2012 4:00:20 AM	AMEC: Martha Krause	Complete	Email	makrause@mactec.com		
5/19/2012 4:00:34 AM	American Acquisition Group, LLC: Andrea Fatkin	Complete	Email	andrea@americanacquisition.com		
5/19/2012 4:00:09 AM	American Government Services Corp.: Wendy Mcaleese	Complete	Email	wmcaleese@egsres.com	1. Small Business 2. Woman Owned	
5/19/2012 4:01:37 AM	Amerinational Community Services, Inc.: Amber Anderson	Complete	Email	aanderson@amerinational.net		
5/19/2012 4:00:24 AM	Angie Brewer & Associates - Grants, SRF, Compliance & Davis Bacon Specialists. Mark Brewer	Complete	Email	president@angiebrewer.com	1. Small Business 2. Woman Owned	
5/19/2012 4:00:48 AM	Arbitrage Compliance Specialists Inc. Stephen Broden	Complete	Email	stephen@rebatebyacs.com	1. Woman Owned	

5/19/2012 4:00:46 AM	BB&T: Andrew Smith	Complete	Email	AOSmith@bbandt.com		
5/19/2012 4:01:09 AM	BB&T: Dale Kahle	Complete	Email	dkahle@bbandt.com		
5/19/2012 4:00:46 AM	BB&T: Louis Lloyd	Complete	Email	LLloyd@bbandt.com		
5/19/2012 4:00:25 AM	BB&T: Louise Wisely	Complete	Email	lwisely@bbandt.com		
5/19/2012 4:01:09 AM	BB&T: Marc Churato	Complete	Email	MChurato@BbandT.com		
5/19/2012 4:00:48 AM	BB&T: Michael Smith	Complete	Email	MSmith@BbandT.com		
5/19/2012 4:01:05 AM	BB&T: Stewart Wyne	Complete	Email	swyne@bbandt.com		
5/19/2012 4:00:37 AM	BBC Research & Consulting: Adam Orens	Complete	Email	aorens@bbcresearch.com		
5/19/2012 4:00:37 AM	BBC Research & Consulting: Caroline Steed	Complete	Email	csteed@bbcresearch.com		
5/19/2012 4:00:21 AM	BBVA Compass: Ernest Smith	Complete	Email	ernest.smith@bbvacompass.com		
5/19/2012 4:01:40 AM	Benalytics Consulting Group, LLC: Charles Atkinson	Complete	Email	geninfo@benalytics.com		
5/19/2012 4:00:59 AM	Berkshire Advisors, Inc.: Michael Walker	Complete	Email	berkshire11@ch.ri.com		
5/19/2012 4:00:16 AM	Berman Hopkins Wright & Lanham: Ross Whitley	Complete	Email	whitley@bermanhopkins.com		
5/19/2012 4:01:42 AM	Bickmore Risk Services & Consulting: Molly Holland	Complete	Email	mnholland@brsrisk.com		
5/19/2012 4:00:45 AM	BKD, LLP: Erich Linneman	Complete	Email	elinneman@bkd.com		
5/19/2012 4:00:44 AM	BKD, LLP: Heath Alloway	Complete	Email	halloway@bkd.com		
5/19/2012 4:01:14 AM	Blankenship Contracting, Inc.: Frances Sellers	Complete	Email	blankenshipcontracting@comcast.net		
5/19/2012 4:01:14 AM	Blankenship Contracting, Inc.: Kenny Blankenship	Complete	Email	blankenshipcontracting@comcast.net		
5/19/2012 4:00:36 AM	Blue CrossBlue Shield of Florida: Toni Phillips	Complete	Email	toni.phillips@bcbsfl.com		
5/19/2012 4:00:10 AM	BMK Architects, Inc.: Mary Ohara	Complete	Email	mohara@bmkarchitects.com		
5/19/2012 4:01:10 AM	Bob's Barricades: Jonathan Elbert	Complete	Email	jelbert@bobsbarricades.com		
6/7/2012 7:00:33 PM	Bolton Partners, Inc.: Agatha Arlington	Complete	Addendum Email	aarlington@boltonpartners.com		
5/19/2012 4:01:14 AM	Bolton Partners, Inc.: Agatha Arlington	Complete	Email	aarlington@boltonpartners.com		
5/19/2012 4:01:35 AM	Bond Logistix: Erik Dingwall	Complete	Email	edingwall@bondlogistix.com		
5/19/2012 4:01:35 AM	Bond Logistix: Karen Proctor	Complete	Email	kproctor@bondlogistix.com		
5/19/2012 4:01:35 AM	Bond Logistix: Rob Kronman	Complete	Email	rkronman@bondlogistix.com		
5/19/2012 4:01:25 AM	Brooks & Freund, LLC: Michelle Wise	Complete	Email	michelle@brooksandfreund.com		
5/19/2012 4:01:19 AM	Brown and Caldwell: Carissa Burakos	Complete	Email	CBurakos@brwncaid.com		
5/19/2012 4:01:15 AM	Brown and Caldwell: Melissa Ariss	Complete	Email	MAriss@brwncaid.com		
5/19/2012 4:01:22 AM	BRPH Companies, Inc.: Julie Collins	Complete	Email	jcollins@brph.com		
5/19/2012 4:01:22 AM	BRPH Companies, Inc.: Susan Merngan	Complete	Email	smerngan@brph.com		
5/19/2012 4:01:28 AM	Bryant Miller Olive: Karen Botno	Complete	Email	kbotno@brmlaw.com		
5/19/2012 4:01:28 AM	Bryant Miller Olive: Susan Nixon	Complete	Email	snixon@brmlaw.com		
5/19/2012 4:01:10 AM	Buffalo Computer Graphics: Nancy Kensy	Complete	Email	nkensy@buffalocomputergraphics.com		
5/19/2012 4:01:39 AM	Burlingham Engineering: Sean Buringham	Complete	Email	Sean@strongbuilding.com		1. Small Business
5/19/2012 4:00:57 AM	Burns & McDonnell: Erin Helander	Complete	Email	ehelander@burnsmcd.com		
5/19/2012 4:00:34 AM	Burns & McDonnell: Marlin Eger	Complete	Email	meger@burnsmcd.com		
5/19/2012 4:00:44 AM	C.A.J. Holdings: Tim Shaw	Complete	Email	shawta@bellsouth.net		
5/19/2012 4:01:42 AM	Calaf, Dorten, Levine et al: Mark Veil	Complete	Email	mveil@cdclpa.com		
6/7/2012 7:00:34 PM	Calvin, Giordano & Associates, Inc: Beth McElroy	Complete	Addendum Email	emcelroy@calvin-giordano.com		1. Construction Engineering Inspections
6/7/2012 7:00:33 PM	Calvin, Giordano & Associates, Inc.: Karne Roy	Complete	Addendum Email	kroy@calvin-giordano.com		1. Construction Engineering Inspections
5/19/2012 4:00:07 AM	Calvin, Giordano & Associates, Inc: Marty Evans	Complete	Email	mevans@calvin-giordano.com		1. Construction Engineering Inspections
6/7/2012 7:00:34 PM	Calvin, Giordano & Associates, Inc.: Marty Evans	Complete	Addendum Email	mevans@calvin-giordano.com		1. Construction Engineering Inspections
5/19/2012 4:00:06 AM	Calvin, Giordano & Associates, Inc.: Robin Banks	Complete	Email	rbanks@calvin-giordano.com		1. Construction Engineering Inspections
6/7/2012 7:00:33 PM	Calvin, Giordano & Associates, Inc: Robin Banks	Complete	Addendum Email	rbanks@calvin-giordano.com		1. Construction Engineering Inspections

5/19/2012 4:00:06 AM	Calvin, Giordano & Associates, Inc.: Victoria Mims	Complete	Email	vmims@calvin-giordano.com		1. Construction Engineering Inspections
6/7/2012 7:00:34 PM	Calvin, Giordano & Associates, Inc.: Victoria Mims	Complete	Addendum Email	vmims@calvin-giordano.com		1. Construction Engineering Inspections
5/19/2012 4:00:07 AM	Calvin, Giordano & Associates, Inc.: West Palm Office Ronnie Furniss	Complete	Email	wobonvia@calvin-giordano.com		1. Construction Engineering Inspections
6/7/2012 7:00:34 PM	Calvin, Giordano & Associates, Inc.: West Palm Office Ronnie Furniss	Complete	Addendum Email	wobonvia@calvin-giordano.com		1. Construction Engineering Inspections
5/19/2012 4:00:59 AM	Capital One Public Funding, LLC: Jaci Bretz	Complete	Email	jaci.bretz@capitalonebank.com		
5/19/2012 4:00:16 AM	CapTrust Financial Advisors: John Griffin	Complete	Email	john.griffin@captrustadv.com		
5/19/2012 4:00:50 AM	Cardno TBE: Ann Schiola	Complete	Email	leads@cardno.com		1. Construction Engineering Inspections
5/19/2012 4:00:50 AM	Cardno TBE: Bob Heck	Complete	Email	leads@cardno.com		1. Construction Engineering Inspections
5/19/2012 4:00:11 AM	Carr, Riggs & Ingram, LLC: Jackie Lynn	Complete	Email	lynn@cricpa.com		1. Small Business
5/19/2012 4:00:11 AM	Carr, Riggs & Ingram, LLC: Wanda Bird	Complete	Email	wbird@cricpa.com		1. Small Business
5/19/2012 4:00:45 AM	CCMSI: Jessi Ehler	Complete	Email	ehler@ccmsi.com		
5/19/2012 4:00:09 AM	CDM Smith: Bill Brooks	Complete	Email	BrooksWG@cdmsmith.com		
5/19/2012 4:00:09 AM	CDM Smith: Debbie Mancusi	Complete	Email	MancusiDL@cdmsmith.com		
5/19/2012 4:00:04 AM	CDM Smith: Louise Kirkpatrick	Complete	Email	KirkpatrickLD@cdmsmith.com		
5/19/2012 4:01:12 AM	CDWG: Jen Watson	Complete	Email	swatsonjen@cdwg.com		
5/19/2012 4:01:27 AM	CH Johnson Consulting: Maria V	Complete	Email	mjohnson@chjc.com		1. Small Business
5/19/2012 4:01:27 AM	CH Johnson Consulting: Ryan Johnson	Complete	Email	rjohnson@chjc.com		1. Small Business
5/19/2012 4:00:32 AM	Cherry, Bekaert & Holland, L.L.P.: Jessica Laubacher	Complete	Email	jmarsh@cbh.com		
5/19/2012 4:00:47 AM	Citadel Consulting, Inc.: Wilner De Daye	Complete	Email	wilnerdaye@comcast.net		
6/7/2012 7:00:36 PM	Citadel Consulting, Inc.: Wilner De Daye	Complete	Addendum Email	wilnerdaye@comcast.net		
5/19/2012 4:00:17 AM	City of Port St Lucie - Office of Management and Budget: Cheryl Shanaberger	Complete	Email	CherylS@cityofpsl.com		1. General Contractors for NSP (Contract 20110069)
5/19/2012 4:00:04 AM	Civil Services Inc: Helga Christoforatos	Complete	Email	helgac@civilservicesinc.com		1. African American Owned
5/19/2012 4:00:04 AM	Civil Services Inc: William Price	Complete	Email	wprice@civilservicesinc.com		1. African American Owned
5/19/2012 4:01:13 AM	Clemons Rutherford & Assoc Inc: Landa Spingler	Complete	Email	lspingler@clemons-rutherford.com		
5/19/2012 4:00:04 AM	Clough Harbour & Associates LLP: Donna Monshower	Complete	Email	dmonshowe@cha-llp.com		
5/19/2012 4:01:09 AM	Coalfire Systems, Inc.: Jim Fish	Complete	Email	jim.fish@coalfiresystems.com		
5/19/2012 4:00:30 AM	Coastal Systems International, Inc: Tim Blankenship	Complete	Email	info@coastalsystemsintl.com		
5/19/2012 4:00:28 AM	Commerce Bank: Frank Hill	Complete	Email	frank.hill@commercebank.com		
5/19/2012 4:00:15 AM	Comprehensive Engineering Services: Alicia Gray	Complete	Email	agray@CESovill.com		1. Small Business
5/19/2012 4:01:21 AM	Con-Air Industries: Charles Adkinson	Complete	Email	cadkinson@conairindustries.com		
5/19/2012 4:00:17 AM	CONNELLY & WICKER INC: April Bussey	Complete	Email	abussey@cweng.com		1. Small Business
5/19/2012 4:00:17 AM	CONNELLY & WICKER INC: Rick Weich	Complete	Email	weich@cweng.com		1. Small Business

5/19/2012 4:01:02 AM	Construction Cost Systems, Inc.: Gavin Parr	Complete	Email	gparr@ccses.com		
5/19/2012 4:01:02 AM	Construction Cost Systems, Inc.: Michael Withers	Complete	Email	gparr@ccses.com		
5/19/2012 4:01:05 AM	Construction Management of Florida, Inc.: Addy C. Lizama	Complete	Email	cmflorida@comcast.net	1. Hispanic Owned 2. Small Business 3. Woman Owned	
5/19/2012 4:00:15 AM	Craig A. Smith & Associates: Amanda Kidwell	Complete	Email	akidwell@craigasmith.com		
5/19/2012 4:00:15 AM	Craig A. Smith & Associates: Connie Vanasse	Complete	Email	conniev@craigasmith.com		
5/19/2012 4:00:15 AM	Craig A. Smith & Associates: Greg Jeffres	Complete	Email	gjeffres@craigasmith.com		
5/19/2012 4:00:15 AM	Craig A. Smith & Associates: Kristen Ferretti	Complete	Email	kferretti@craigasmith.com		
5/19/2012 4:01:18 AM	CT HSU & ASSOCIATES: Debra Crumley	Complete	Email	d.crumley@citsu.com	1. Asian/Hawaiian Owned	
5/19/2012 4:01:18 AM	CT HSU & ASSOCIATES: Kristine Melanson	Complete	Email	k.melanson@citsu.com	1. Asian/Hawaiian Owned	
5/19/2012 4:00:35 AM	Culpepper & Terpening Inc: Kevin Trepanier	Complete	Email	ktrepanier@cteng.com		1. Construction Engineering Inspections 2. Design Master
6/7/2012 7:00:34 PM	Culpepper & Terpening Inc: Kevin Trepanier	Complete	Addendum Email	ktrepanier@cteng.com		1. Construction Engineering Inspections 2. Design Master
5/19/2012 4:00:35 AM	Culpepper & Terpening Inc: Sherry Terpening	Complete	Email	sterpening@ct-eng.com		1. Construction Engineering Inspections 2. Design Master
6/7/2012 7:00:34 PM	Culpepper & Terpening Inc: Sherry Terpening	Complete	Addendum Email	sterpening@ct-eng.com		1. Construction Engineering Inspections 2. Design Master
5/19/2012 4:00:45 AM	Deighan Consultants: Robert Kunkle	Complete	Email	rwabk@belisouth.net	1. Small Business	
5/19/2012 4:00:03 AM	Delesline Construction, Inc.: John Delesline	Complete	Email	deleslinecon@email.msn.com		
5/19/2012 4:01:37 AM	Digitech Computer Inc.: Marty McKellis	Complete	Email	mmckellis@digitechcomputer.com	1. Small Business	
5/19/2012 4:01:37 AM	Digitech Computer Inc.: Tom Pile	Complete	Email	tpile@digitechcomputer.com	1. Small Business	
5/19/2012 4:01:08 AM	DIVDAT: Caryn Altheide	Complete	Email	caltheide@divdat.com		
5/19/2012 4:01:08 AM	DIVDAT: Stephanie Warren	Complete	Email	swarren@divdat.com		
5/19/2012 4:01:16 AM	Diversified Design & Drafting Services, Inc.: Jason Hill	Complete	Email	jason@dddsinc.com	1. Small Business 2. Woman Owned	
5/19/2012 4:01:16 AM	Diversified Design & Drafting Services, Inc.: Joey Jordan	Complete	Email	joey@dddsinc.com	1. Small Business 2. Woman Owned	
5/19/2012 4:01:15 AM	Diversified Design & Drafting Services, Inc.: Pam Nobles	Complete	Email	pam@dddsinc.com	1. Small Business 2. Woman Owned	
5/19/2012 4:01:39 AM	Donadio and Associates, Architects, P.A.: Anthony Donadio	Complete	Email	anthony@donadio-arch.com		
5/19/2012 4:01:39 AM	Donadio and Associates, Architects, P.A.: Mana Davis	Complete	Email	mana@donadio-arch.com		
5/19/2012 4:00:47 AM	DRD Enterprises LLC: Devon Deenah	Complete	Email	ddeenah@drdenierprise.com	1. African American Owned 2. Small Business	
5/19/2012 4:00:16 AM	Dunkelberger Engineering & Testing Inc.: Staci Bellinger	Complete	Email	staciib@detinc.net	1. Geotechnical Master	

5/19/2012 4:00:41 AM	Harris Cotterman Jones Price & Associates CPAs: Robert Harris	Complete	Email	rharris@cpa.io	1. Small Business
5/19/2012 4:01:05 AM	Hay Group, Inc.: Tara Milligan	Complete	Email	Alison_lowery@haygroup.com	
5/19/2012 4:01:12 AM	Hay Group: Yuri Nisenzon	Complete	Email	yuri.nisenzon@haygroup.com	
5/19/2012 4:00:25 AM	Heery International, Inc.: Nancy Cook	Complete	Email	ncook@heery.com	
5/19/2012 4:01:30 AM	Heery International: Mark Sharp	Complete	Email	msharp@heery.com	
5/19/2012 4:01:26 AM	Heery International: Sharon Nichols	Complete	Email	snichols@heery.com	
5/19/2012 4:00:05 AM	Herbert Halback, Inc.: Ginger Corlees	Complete	Email	gcorlees@hhdesign.com	1. Small Business 2. Woman Owned
5/19/2012 4:00:09 AM	Herbert Halback, Inc.: Mark Emquitt	Complete	Email	merquitt@hhdesign.com	1. Small Business 2. Woman Owned
5/19/2012 4:01:12 AM	High Cotton USA: James Howaro	Complete	Email	demandstar@highcottonusa.com	
5/19/2012 4:01:12 AM	High Cotton USA: Jeff Reeves	Complete	Email	demandstar@highcottonusa.com	
5/19/2012 4:01:12 AM	High Cotton USA: John Gendrich	Complete	Email	jgendrich@highcottonusa.com	
5/19/2012 4:00:16 AM	High Line Corporation: Aileen Wong	Complete	Email	awong@highlinecorp.com	1. Small Business 2. Woman Owned
5/19/2012 4:00:18 AM	High Line Corporation: Chris Kyrilidis	Complete	Email	awong@highlinecorp.com	1. Small Business 2. Woman Owned
5/19/2012 4:00:48 AM	HMS: Carly Jordan	Complete	Email	carlyjordan@hms.com	1. Small Business
5/19/2012 4:00:45 AM	HMS: Mac Dehart	Complete	Email	mdehart@chapmankelly.com	1. Small Business
5/19/2012 4:00:08 AM	HNTB Corporation: Luis Diaz	Complete	Email	ldiaz@hntb.com	
5/19/2012 4:01:07 AM	HVS International: Lori Beauchamp	Complete	Email	lbeauchamp@hvs.com	
5/19/2012 4:00:36 AM	Infor: Jean Jones	Complete	Email	jean.jones@infor.com	
5/19/2012 4:00:37 AM	Infor: Maddie McCambridge	Complete	Email	maddie.mccambridge@infor.com	
5/19/2012 4:01:41 AM	InfoSend, INC.: J. D. McNaui	Complete	Email	jd.mcnaui@infoseno.com	
5/19/2012 4:01:34 AM	ING: Gina Fritsch	Complete	Email	gina.fritsch@us.ing.com	
5/19/2012 4:01:34 AM	ING: Keul Thaker	Complete	Email	keul.thaker@us.ing.com	
5/19/2012 4:00:57 AM	Inovia Consulting Group: Jim Wadwell	Complete	Email	jfw@inoviagroup.com	1. Small Business
5/19/2012 4:00:55 AM	Inovia Consulting Group: Russell Large	Complete	Email	rl@inoviagroup.com	1. Small Business
5/19/2012 4:00:55 AM	Inovia Consulting Group: Terri Logan	Complete	Email	tml@inoviagroup.com	1. Small Business
5/19/2012 4:01:29 AM	Intermedix: Don Passaro	Complete	Email	dpassaro@emscclaims.com	
5/19/2012 4:01:29 AM	Intermedix: Erin Coggins	Complete	Email	erin.coggins@intermedix.com	
5/19/2012 4:01:29 AM	Intermedix: Jennifer Mizack	Complete	Email	jmizack@emscclaims.com	
5/19/2012 4:01:29 AM	Intermedix: Rick Fossier	Complete	Email	rfossier@emscclaims.com	
5/19/2012 4:00:07 AM	J. B. Coxwell Contracting, Inc.: Chip Patterson	Complete	Email	chip@jbcxwell.com	
5/19/2012 4:00:07 AM	J. B. Coxwell Contracting, Inc.: Pal Knapp	Complete	Email	MaryR@jbcxwell.com	
5/19/2012 4:00:32 AM	James Moore & Co.: Bernadette Eritz-Parker	Complete	Email	Bernadette@jmco.com	
5/19/2012 4:00:32 AM	James Moore & Co.: Julia Thomas	Complete	Email	juliet@jmco.com	
5/19/2012 4:01:14 AM	JIR STIDHAM & ASSOCIATES INC: William Rollins	Complete	Email	broiles@jnsa.com	
5/19/2012 4:00:13 AM	Johns Eastern Company, Inc.: Gary Strassberg	Complete	Email	JEProcurement@johnseastern.com	
5/19/2012 4:00:26 AM	Jones Edmunds & Associates, Inc.: Audrey Jimenez	Complete	Email	ajimenez@jonesedmunds.com	
5/19/2012 4:00:26 AM	Jones Edmunds & Associates, Inc.: Dana Woodman	Complete	Email	dwoodman@jonesedmunds.com	
5/19/2012 4:00:29 AM	Jones Edmunds & Associates, Inc.: Natalie Sautter	Complete	Email	nsautter@jonesedmunds.com	
5/19/2012 4:00:47 AM	JPMorgan Chase: Daniel McNamara	Complete	Email	daniel.mcnamara@chase.com	
5/19/2012 4:00:27 AM	JPMorgan Chase: Ryan Disch	Complete	Email	ryan.p.disch@jpmchase.com	
5/19/2012 4:01:14 AM	Kaplan Early Learning Company: Brenda Roberts	Complete	Email	brds@kaplanco.com	
5/19/2012 4:00:40 AM	KCI Technologies, Inc.: Deborah Boyd	Complete	Email	deborah.boyd@kci.com	
5/19/2012 4:00:40 AM	KCI Technologies, Inc.: Tobin Burton	Complete	Email	tobi.burton@kci.com	
5/19/2012 4:00:13 AM	Keefe, McCullough & Co., LLP: Israel Gomez	Complete	Email	israel.gomez@kmcopa.com	
5/19/2012 4:00:13 AM	Keefe, McCullough & Co., LLP: William Benson	Complete	Email	bill.benson@kmcopa.com	
5/19/2012 4:00:49 AM	Keith and Schnars, P.A.: Brent Hanks	Complete	Email	bhanks@keithandschnars.com	
5/19/2012 4:00:49 AM	Keith and Schnars, P.A.: Melvyn Atencio	Complete	Email	matencio@keithandschnars.com	
5/19/2012 4:00:16 AM	Kenyon & Partners, Inc.: Lisa Mubins	Complete	Email	wickro.dayer@kenyonandpartners.com	1. Small Business

5/19/2012 4:00:10 AM	Nowlen, Holt & Miner, PA, Terry Morton	Complete	Email	tim@nhmcpa.com	1. Small Business
5/19/2012 4:01:31 AM	O'Brien's Response Management Inc., Craig Schultz	Complete	Email	craig_schultz@obriensrm.com	
5/19/2012 4:01:31 AM	O'Brien's Response Management Inc., Jeff Kyte	Complete	Email	jeff.kyte@obriensrm.com	
5/19/2012 4:01:31 AM	O'Brien's Response Management Inc., Rachel Carmichael	Complete	Email	rachel.carmichael@obriensrm.com	
5/19/2012 4:01:31 AM	O'Brien's Response Management Inc., RoseAnn Hightower	Complete	Email	roseann.hightower@obriensrm.com	
5/19/2012 4:00:00 AM	Ocean Gate General Contractors, Inc., Mark MacDonald	Complete	Email	mark@oceangategc.com	
5/19/2012 4:00:00 AM	Ocean Gate General Contractors Inc., Stephanie Natelle	Complete	Email	snatelle@oceangategc.com	
5/19/2012 4:01:20 AM	Odyssey Manufacturing Co, Patrick M Allman	Complete	Email	pallman@odysseymanufacturing.com	1. Small Business
5/19/2012 4:00:31 AM	Orlando Freightliner, Inc, Matt Dudley	Complete	Email	mdudley@orlandofreightliner.com	1. Small Business
5/19/2012 4:01:26 AM	Otto Environmental Systems, LLC, Sabrina Bowling	Complete	Email	sbowling@otto-usa.com	
5/19/2012 4:00:48 AM	Paymentus Corporation, Peter Guido	Complete	Email	pguido@paymentus.com	
5/19/2012 4:00:08 AM	PEC Surveying and Mapping LLC, Ann Gawthrop	Complete	Email	aw@peconline.com	
5/19/2012 4:00:08 AM	PEC Surveying and Mapping LLC, David White	Complete	Email	dwhite@peconline.com	
5/19/2012 4:01:11 AM	Penn Credit Corporation, Rhett Donagher	Complete	Email	rhett.donagher@penncredit.com	
5/19/2012 4:00:35 AM	Per-Se Technologies, Inc., Mauricio Chavez	Complete	Email	mauricio.chavez@per-se.com	
5/19/2012 4:00:15 AM	Pinnacle Actuarial Resources Inc., Robert Waling	Complete	Email	rwaling@pinnacleactuarial.com	1. Small Business
5/19/2012 4:00:19 AM	Pinnacle Actuarial Resources Inc., Sandy Braasch	Complete	Email	sbraasch@pinnacleactuarial.com	1. Small Business
5/19/2012 4:00:24 AM	Planning Design Group, LLC, Andre Anderson	Complete	Email	aanderson@pdgfla.com	1. African American Owned 2. Small Business
5/19/2012 4:00:24 AM	Planning Design Group, LLC, Kendall Keith	Complete	Email	kkelth@pdgfla.com	1. African American Owned 2. Small Business
5/19/2012 4:00:24 AM	Planning Design Group, LLC, Nnamdi Ibebungo	Complete	Email	ibebugnj@bellsouth.net	1. African American Owned 2. Small Business
5/19/2012 4:01:27 AM	Plante & Moran, PLLC, Mark Warner	Complete	Email	mark.warner@plante Moran.com	
5/19/2012 4:01:40 AM	PNC Bank, Chris Woolums	Complete	Email	chris.woolums@pnc.com	
5/19/2012 4:01:11 AM	PNC Bank, Elaine Szeto	Complete	Email	elaine.szeto@nationalcity.com	
5/19/2012 4:00:25 AM	PNC Bank, Ross Safford	Complete	Email	ross.safford@pnc.com	
5/19/2012 4:00:36 AM	Precision Contracting Services, Inc., Bobby Sanford	Complete	Email	rsanford@pcsfiber.com	1. Woman Owned
5/19/2012 4:00:38 AM	Precision Contracting Services, Inc., Laura Fix	Complete	Email	lfix@pcsfiber.com	1. Woman Owned
5/19/2012 4:00:38 AM	Precision Contracting Services, Inc., Suelien Herbert	Complete	Email	suelien@pcsfiber.com	1. Woman Owned
5/19/2012 4:00:28 AM	Preferred Governmental Claim Solutions, Kenneth Picton	Complete	Email	kpicton@pgcs-lpa.com	
5/19/2012 4:00:47 AM	Premier Appraisal, Inc., Donald F Defenthaler	Complete	Email	premierdon1@comcast.net	
5/19/2012 4:01:06 AM	PricewaterhouseCoopers LLP, Adam Jones	Complete	Email	robert.canton@us.pwc.com	
5/19/2012 4:01:06 AM	PricewaterhouseCoopers LLP, Jennifer Sutherland	Complete	Email	robert.canton@us.pwc.com	
5/19/2012 4:01:06 AM	PricewaterhouseCoopers LLP, Rob Canton	Complete	Email	robert.canton@us.pwc.com	
5/19/2012 4:01:06 AM	PricewaterhouseCoopers LLP, Stephanie White	Complete	Email	robert.canton@us.pwc.com	
5/19/2012 4:01:15 AM	Prince Contracting, LLC, Tricia Hardy	Complete	Email	trhardy@prince-sdc.com	
5/19/2012 4:00:50 AM	Pro-Steel Buildings, Inc. (P.S.B.I.), Aaron Boyette	Complete	Email	aaronboyette@psbionline.com	
5/19/2012 4:00:50 AM	Pro-Steel Buildings, Inc. (P.S.B.I.), Jane Scott	Complete	Email	janescott@psbionline.com	
5/19/2012 4:01:35 AM	Progressive Financial Services, Bids Main	Complete	Email	bgaffney@progressivefinancial.com	
5/19/2012 4:01:07 AM	Prosys IS, Todd Robinson	Complete	Email	trobinson1@prosysis.com	
5/19/2012 4:00:27 AM	Proshiv, Inc., Alexis Reyes	Complete	Email	alexis.reyes@proshiv.com	
5/19/2012 4:00:27 AM	Proshiv, Inc., Dan Fagin	Complete	Email	Dan.fagin@proshiv.com	

5/19/2012 4:01:13 AM	Santa Cruz Construction, Inc.: Dacks Rodriguez	Complete	Email	srod@santacruzconstruction.com	1. Hispanic Owned
5/19/2012 4:00:43 AM	SC&G Jim Speed	Complete	Email	lee.bell@saltmarshcpa.com	
5/19/2012 4:00:40 AM	SC&G Lee Bell	Complete	Email	lee.bell@saltmarshcpa.com	
5/19/2012 4:00:31 AM	Scantron Corporation: April Kinoshita	Complete	Email	april_kinoshita@scantron.com	
5/19/2012 4:00:31 AM	Scantron Corporation: Becky Johnson	Complete	Email	government_contacts@scantron.com	
5/19/2012 4:00:32 AM	Scantron Corporation: Michele Nira	Complete	Email	mnira@globalescholar.com	
5/19/2012 4:00:31 AM	Scantron Corporation: Scott Whitekettle	Complete	Email	scott_whitekettle@scantron.com	
5/19/2012 4:01:38 AM	Schafer Consulting: Sharon Newman	Complete	Email	snewman@schaferconsult.com	1. Small Business 2. Woman Owned
5/19/2012 4:01:28 AM	Schmidt Deli & Associates Inc. Karin Sheridan	Complete	Email	Tamara@schmidtconsulting.com	
5/19/2012 4:01:40 AM	Schulke Bittle & Stoddard: Lauren Hamilton	Complete	Email	lhamilton@sbsengineers.com	1. Construction Engineering Inspections
5/19/2012 4:00:33 AM	Schumaker & Company Inc.: Gail Stopar	Complete	Email	gs@schuco.com	1. Small Business 2. Woman Owned
5/19/2012 4:00:17 AM	SCS Engineers: Aaron Gilman	Complete	Email	Agilman@scsfIELDServices.com	
5/19/2012 4:01:05 AM	Seavy & Associates, Inc.: Allison Brunette	Complete	Email	alison@seaviconsultants.com	1. Small Business
5/19/2012 4:01:04 AM	Seavy & Associates, Inc.: Joe Bujan	Complete	Email	jbujan@seavyassociates.com	1. Small Business
5/19/2012 4:01:04 AM	Seavy & Associates, Inc.: Paul Seavy	Complete	Email	onvia@seavyassociates.com	1. Small Business
5/19/2012 4:00:07 AM	Singhofer & Associates: Lisa Barfield	Complete	Email	lah@saengineers.com	
5/19/2012 4:00:38 AM	Springsted Incorporated: Bonnie Matson	Complete	Email	bmatson@springsted.com	
5/19/2012 4:00:39 AM	Springsted Incorporated: Kelly Drobac	Complete	Email	kdrobac@springsted.com	
5/19/2012 4:01:27 AM	Standard Parking Corporation: David Hoyt	Complete	Email	dscojgins@standardparking.com	
6/7/2012 7:00:37 PM	Stifel, Nicolaus, & Company: Matt Sansbury	Complete	Addendum: Email	sansbury@stifel.com	
5/19/2012 4:00:05 AM	STRATEGIC PLANNING GROUP INC.: Robert Gray	Complete	Email	rgray@sppginc.org	
5/19/2012 4:00:03 AM	Streicher's: Jeff Glockner	Complete	Email	jeffg@streichers.com	1. Small Business
5/19/2012 4:00:32 AM	Summit Construction Mgmt, Inc: Christy Shuman	Complete	Email	christy@summiton.net	
5/19/2012 4:00:26 AM	Summit Security Services Inc: Debbie Martinez	Complete	Email	dmartinez@summitsecurity.com	
5/19/2012 4:00:25 AM	SunTrust Leasing Corp.: Lawanna Gaston	Complete	Email	lawanna.gaston@suntrust.com	
5/19/2012 4:00:17 AM	Sweetwater Environmental, Inc.: Lynette Steadman	Complete	Email	lswadman@sweetwaterenvironmental.com	
5/19/2012 4:00:35 AM	T2 Systems, Inc.: Mike Coyne	Complete	Email	mcoyne@t2systems.com	
5/19/2012 4:01:28 AM	TD Bank, N.A.: Pamela Ramkalawan	Complete	Email	pamela.ramkalawan@yesbank.com	
5/19/2012 4:01:28 AM	TD Bank, N.A.: Renee O'Day	Complete	Email	Rene.O'Day@td.com	
5/19/2012 4:01:38 AM	TD Bank, N.A.: Seana Lassiter	Complete	Email	seana.lassiter@td.com	
5/19/2012 4:01:36 AM	TD Bank, N.A.: Tonya England	Complete	Email	tonya.england@td.com	
5/19/2012 4:00:26 AM	Teachscape: Matthew Nathan	Complete	Email	mnathan@teachscape.com	
5/19/2012 4:01:04 AM	Tele-Works: Erik Amelink	Complete	Email	eamelink@tele-works.com	
5/19/2012 4:01:17 AM	Tetra Tech: Erika Booker	Complete	Email	erika.booker@tetratech.com	
5/19/2012 4:01:37 AM	The Audio Visual Group: Cary B	Complete	Email	cbarrett@theavgroup.com	1. African American Owned 2. Hispanic Owned 3. Small Business
5/19/2012 4:01:38 AM	The Audio Visual Group: Shayne Etienne	Complete	Email	setienne@theavgroup.com	1. African American Owned 2. Hispanic Owned 3. Small Business
5/19/2012 4:00:49 AM	The Flippen Group: Kathy Holt	Complete	Email	kathy.holt@flippenugroup.com	
5/19/2012 4:00:35 AM	The Melgren Planning Group: Michele Melgren	Complete	Email	michele@TMPGplanning.com	1. Small Business 2. Woman Owned
5/19/2012 4:01:41 AM	The Novak Consulting Group: Julia Novak	Complete	Email	jnovak@thenovakconsultinggroup.com	1. Woman Owned

5/19/2012 4:01:41 AM	The Novak Consulting Group Michelle Ferguson	Complete	Email	mferguson@thenovakconsultinggroup.com	1. Woman Owned
5/19/2012 4:00:32 AM	The Rhodes Insurance Group, Lloyd F. Rhodes	Complete	Email	lfrhodes@therhodesinsurancegroup.com	
5/19/2012 4:01:23 AM	THE TRANE COMPANY: Cindy Marmolejo	Complete	Email	cmarmolejo@trane.com	
5/19/2012 4:01:23 AM	THE TRANE COMPANY: Elena Oliveri	Complete	Email	eoliveri@trane.com	
5/19/2012 4:01:22 AM	THE TRANE COMPANY: Elena Perez	Complete	Email	eperez@trane.com	
5/19/2012 4:01:23 AM	THE TRANE COMPANY: MIKE LEVIN	Complete	Email	mlewin@trane.com	
5/19/2012 4:01:23 AM	THE TRANE COMPANY: Sally Contreras	Complete	Email	sally.contreras@trane.com	
5/19/2012 4:00:10 AM	The Waters Consulting Group, Inc Patrice Gasthal	Complete	Email	slayton@watersconsulting.com	
5/19/2012 4:00:09 AM	The Waters Consulting Group, Inc Stacy Layton	Complete	Email	slayton@watersconsulting.com	
5/19/2012 4:00:10 AM	The Waters Consulting Group, Inc. TL Cox	Complete	Email	slayton@watersconsulting.com	
5/19/2012 4:01:03 AM	Thomas Howell Ferguson, Chris Poltschuck	Complete	Email	chris.pa@thf-cpa.com	1. Small Business
5/19/2012 4:01:03 AM	Thomas Howell Ferguson, Jeff Barbacci	Complete	Email	barbacci@thf-cpa.com	1. Small Business
5/19/2012 4:00:49 AM	Thompson Engineering, Jorjalia Roberts	Complete	Email	jroberts@thompsonengineering.com	
5/19/2012 4:01:28 AM	Tischer/Bise, Katherine Dirks	Complete	Email	info@tischlerbise.com	
5/19/2012 4:01:20 AM	Toshiba Business Solutions, Anika Maxwell	Complete	Email	mnenia@tbsf.toshiba.com	
5/19/2012 4:01:19 AM	Toshiba Business Solutions, Brian Curry	Complete	Email	mnenia@tbsf.toshiba.com	
5/19/2012 4:01:19 AM	Toshiba Business Solutions, Brian Lynn	Complete	Email	mnenia@tbsf.toshiba.com	
5/19/2012 4:01:20 AM	Toshiba Business Solutions, Larry Beck	Complete	Email	mnenia@tbsf.toshiba.com	
5/19/2012 4:01:19 AM	Toshiba Business Solutions, Matthew Barnes	Complete	Email	mnenia@tbsf.toshiba.com	
5/19/2012 4:01:19 AM	Toshiba Business Solutions, Melissa Nemie	Complete	Email	mnenia@tbsf.toshiba.com	
5/19/2012 4:01:20 AM	Toshiba Business Solutions, Pauline Gregory	Complete	Email	mnenia@tbsf.toshiba.com	
5/19/2012 4:01:19 AM	Toshiba Business Solutions, Robert Poti	Complete	Email	mnenia@tbsf.toshiba.com	
5/19/2012 4:00:08 AM	Traffic Control Devices, Inc., Rob Rebert	Complete	Email	r.rebert@tcd-usa.com	
5/19/2012 4:00:32 AM	TRINTEC CONSTRUCTION PETULIA SCHVARTZ	Complete	Email	pschvartz@trintecinc.com	
5/19/2012 4:00:35 AM	Universal Field Services, Inc., Marilyn Massey	Complete	Email	mmassey@ufsw.com	
5/19/2012 4:01:42 AM	Urban Economics, Inc., Michael McElveen	Complete	Email	mcelveen@urbaneconomics.com	
5/19/2012 4:00:44 AM	URS - Tallahassee, Ann Rhodes	Complete	Email	ann_rhodes@urscorp.com	
5/19/2012 4:01:21 AM	URS Corporation, Annette Ball	Complete	Email	annette_ball@urscorp.com	
5/19/2012 4:01:21 AM	URS Corporation, Mark Minnery	Complete	Email	Mark_Minnery@URSCorp.com	
5/19/2012 4:00:30 AM	URS Corporation, Meg Freebeck	Complete	Email	meg_freebeck@urscorp.com	
5/19/2012 4:01:22 AM	URS Corporation, Sandy Stephenson	Complete	Email	sandy_stephenson@urscorp.com	
5/19/2012 4:00:36 AM	Utility Financial Solutions, Dan Kasbohm	Complete	Email	dkasbohm@ufsweb.com	
5/19/2012 4:00:36 AM	Utility Financial Solutions, Mark Beauchamp	Complete	Email	mbeauchamp@ufsweb.com	
5/19/2012 4:00:47 AM	Valerin Group, Trudy Gerena	Complete	Email	trudy@valerin-group.com	1. Small Business 2. Woman Owned
5/19/2012 4:00:46 AM	Valerin Group, Valene Ciudad-Real	Complete	Email	valeneo@valerin-group.com	1. Small Business 2. Woman Owned
5/19/2012 4:01:13 AM	Valic, Kathryn Smith	Complete	Email	Kathryn.Smith@valic.com	
5/19/2012 4:01:12 AM	Valic, Roger Seeman	Complete	Email	roger.seeman@valic.com	
5/19/2012 4:00:49 AM	VHB, Chris Leung	Complete	Email	cleung@vhb.com	
5/19/2012 4:00:11 AM	VHB, Diana Gibson	Complete	Email	dkgibson@vhb.com	
5/19/2012 4:00:26 AM	Vistra Communications, Brian Butler	Complete	Email	Brian@ConsultVistra.com	1. African American Owned 2. Small Business 3. Veteran Owned
5/19/2012 4:01:33 AM	Waste Management Central Florida Market Area, Michele Urv	Complete	Email	mrossey@wm.com	
5/19/2012 4:01:33 AM	Waste Management Central Florida Market Area, Rose Mosley	Complete	Email	mrossey@wm.com	

5/19/2012 4:01:13 AM	WASTE MANAGEMENT OF CENTRAL FLORIDA INC. TONY FUGNITTO	Complete	Email	TONYFUGNITTO@WMI.COM	
6/7/2012 7:00:36 PM	Waterford Investors LLC Elaine Coffey	Complete	Addendum Email	ecoffey@waterfordinvestorsllc.com	
5/19/2012 4:00:56 AM	Watson Rice LLP: Ronald Thompkins	Complete	Email	rthompkins@tcbawatsonrice.com	1. African American Owned 2. Asian/Hawaiian Owned 3. Small Business
5/19/2012 4:01:06 AM	Wells Fargo Bank NA: Sibi Stewart	Complete	Email	sibi.stewart@wellsfargo.com	
5/19/2012 4:01:42 AM	Wells Fargo Bank: May Wong	Complete	Email	may.wong2@wellsfargo.com	
5/19/2012 4:00:16 AM	Wendy Grey Land Use Planning: Wendy Grey	Complete	Email	wendygrey@wendygreyplanning.com	1. Small Business 2. Woman Owned
5/19/2012 4:00:19 AM	Westwood Pharmacy: Jake Pasternak	Complete	Email	jake.pasternak@westwoodpharmacy.com	
5/19/2012 4:00:21 AM	Wright Construction Group, Inc: Jim Powell	Complete	Email	jimp@wrightg.com	
5/19/2012 4:01:17 AM	ZEV COHEN & ASSOCIATES: Sherrillton@zevcohen.com	Complete	Email	sherrillton@zevcohen.com	
5/19/2012 4:01:17 AM	ZEV COHEN & ASSOCIATES: Beth Bobelbower	Complete	Email	bbobelbower@zevcohen.com	
5/19/2012 4:01:18 AM	ZEV COHEN & ASSOCIATES: Jonathan Daniels	Complete	Email	jdaniels@zevcohen.com	
5/19/2012 4:01:18 AM	ZEV COHEN & ASSOCIATES: Scott Vanacore	Complete	Email	nancy@vanacorehomes.com	
5/19/2012 4:01:24 AM	Zyscovich, Inc.: Mane Rojas	Complete	Email	mrojas@zyscovich.com	

Search Criteria

Member

Initial / Addendum Initial

Fax #

E-Mail

Format for Printing Yes

When printing, for best results set page layout to landscape



"A City for All Ages"

CITY OF PORT ST. LUCIE

Sealed Electronic Proposal #20110116
(E-Bid)

Financial Advisory Services

Prepared By:
Cheryl Shanaberger
Office of Management & Budget
121 SW Port St. Lucie Boulevard
Port St. Lucie, FL 34984-5099
772-871-7390
cheryls@cityofpsl.com

REQUEST FOR PROPOSAL E-BID #20110116

Financial Advisory Services

Sealed Electronic Proposals for RFP #20110116 for Financial Advisory Services will be received in the Office of Management & Budget, of the City of Port St. Lucie, 3rd Floor, Suite 390, Building "A" of the Municipal Complex located at 121 SW Port St. Lucie Boulevard, Port St. Lucie, FL 34984-5099, no later than 3:00:00 p.m. on June 12, 2012.

All proposals must be received by the date and time specified above. The proposal time must be and shall be scrupulously observed. Under no circumstances shall proposals delivered after the time specified be accepted or considered. Such proposals will be returned to the proposer unopened. It is the sole responsibility of the Proposer to ensure that his or her proposal reaches the Office of Management and Budget on or before the closing date and time. The City shall in no way be responsible for delays caused by any occurrence. No exceptions will be made.

The City of Port St. Lucie reserves the right to reject any and all proposals, to waive any and all informalities or irregularities, to negotiate with any qualified Proposers, and to accept or reject all or any part of any proposal as it may deem to be in the best interest of the citizens of the City.

Cheryl Shanaberger, MPA, CPPO
Office of Management and Budget

CAUTION

Submitters should take caution if United States mail or mail delivery services are used for the submission of proposals. Internal mail distribution in City Hall frequently does not occur prior to 2:00 pm. It is suggested that you mail your response in adequate time to assure that it will arrive on the day prior to the closing date.

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OVERVIEW

The City of Port St. Lucie, Florida, (City) solicits proposals from qualified finance professionals hereinafter referred to as the Consultant to provide independent Financial Advisor Service in the implementation of financing for operating and capital improvement programs and in the conduct of business transaction with financial institutions in accordance with the terms, conditions, and specifications contained in this Request for Proposal.

The Financial Advisor shall provide comprehensive financial advisory services to the City. The Financial Advisory Services would include but not limited to: (1) assist the City in the review of debt policies and guidelines for the deployment of various debt strategies on tax exemption and arbitrage; (2) be available as an independent sounding board; (3) provide advice on proposed program/issue related debt strategies; (4) provide consultation and assistance to the City related to various debt issues/decisions and related business transactions with the financial community; (5) provide pricing/transaction comfort to ensure effective exercise of market opportunities for the City.

BACKGROUND

Port St Lucie is the most populous City in St. Lucie County. It was incorporated in 1961 and is located near the Atlantic Ocean on the southeast coast of Florida. It is situated in the southern part of St. Lucie County which lies between Indian River County to the North and Martin County to the South. The City currently occupies 116 square miles. The population as reported in the 2000 Census was 88,769 and the preliminary number from the 2010 Census is 164,603 and increase of 85.4%. The City was once considered the fastest growing community in both the state and the country but with the present economic conditions and the housing bust the City is no longer in a growth mode. Port St Lucie is the spring training home of the New York Mets major league baseball team and home of the St Lucie Mets. The Professional Golf Association has a home in Port St. Lucie at PGA Village and has built a state of the art learning center along with three outstanding golf courses. The Indian River State College, Florida Atlantic University, Keiser University and Barry University have facilities located within Port St Lucie providing excellent higher education opportunities.

The City utilizes a Mayor/Council/Manager form of government. Four Council Members and a Mayor are elected at large on a non-partisan basis for four-year staggered terms. The City Council appoints the City Manager who is the Chief Administrative Officer of the city and is responsible to oversee the day-to-day operations, make policy recommendations to the City Council and perform other duties assigned to him by the City Council including the preparation of the annual budget and the City's five-year capital improvement plan. The City provides a range of municipal services including police protection, code inspection and enforcement planning and zoning, community and economic development, construction and maintenance of transportation facilities, recreational and cultural activities, emergency preparedness management, water and wastewater utilities, stormwater management and general and administrative support.

The Port St Lucie Community Redevelopment Agency (CRA) established in 2002 under the provisions of Chapter 163 of the Florida Statutes is a dependent special district of the City and would be included in the services provided by the financial advisor.

The City has consistently issued debt on an annual basis over the last several years. The outstanding debt as of September 30, 2011 of the City, including the CRA, was \$1,015,055,506. Details of the City's debt are as follows:

CITY OF PORT ST LUCIE, FLORIDA		
GENERAL & ENTERPRISE FUND LONG TERM DEBT AS OF SEPTEMBER 30, 2011		
DEBT	PAYING AGENT	BALANCE 9/30/2011
S. Lennard Road SAD	US BANK	1,010,000.00
Riverpoint Dev. SAD Bonds, 2002A & B	US BANK	3,685,000.00
Tesor SAD BONDS, Series 2003 A & B	US BANK	17,115,000.00
Sales Tax Improvement Revenue Bonds 2003	WACHOVIA/FIRST UNION	15,015,000.00
Glassman SAD, Series 2003C	US BANK	5,350,000.00
East Lake Village Bonds, Series 2003D	US BANK	6,955,000.00
Certificate of Participation, 2004	US BANK	3,465,000.00
CRA Tax Increment Bonds 2004	US BANK	8,825,000.00
LOGT Bonds, series 2004	BANK OF NEW YORK	12,405,000.00
GO Bonds-1st installment, series 2005	US BANK	43,645,000.00
USA #9 SAD, series 2005B	US BANK	2,370,000.00
St Lucie Land Holding SAD, series 2005A	US BANK	14,955,000.00
GO Bonds-2nd installment-series 2006	US BANK	43,430,000.00
CRA Tax Increment Bonds 2006B	US BANK	45,000,000.00
Combined SADs (Low ry/Peacock) 2007A	US BANK	2,625,000.00
SW Annexation District 1 SAD Bonds, 2007B	US BANK	150,840,000.00
2008 Sales Tax Rfnding Bonds	US BANK	4,885,000.00
2008 COP Refunding	US BANK	42,010,000.00
2008A City Center SAD Rfnding Bonds	US BANK	30,750,000.00
2010 A&B Lease rev bonds-wyndcrest	TD BANK	39,900,000.00
2011A USA3&4 Refunding SAD Bonds	US BANK	10,910,000.00
2011b usa 5-6-7A Refunding SAD Bonds	US BANK	20,665,000.00
TOTAL GOVERNMENTAL DEBT		\$ 525,810,000.00
Revenue Bonds, 2002 series	TD BANK	275,000.00
Revenue Bonds, 2010 A&B	TD BANK	36,000,000.00
Rfnding Revenue Bonds, 2011 series	TD BANK	11,325,000.00
Utility Revenue Bonds, series 2001	US BANK	5,518,276.10
Utility Revenue Bonds, series 2003	US BANK	18,415,000.00
Utility Revenue Bonds, series 2004	US BANK	26,945,000.00
Utility Rfunding Revenue Bonds, series 2004A	US BANK	51,645,000.00
Utility Revenue Bonds, Series 2006	US BANK	78,435,000.00
Utility Rfnding Revenue Bonds, Series 2006A	US BANK	34,967,229.70
Utility Rfnding Revenue Bonds, Series 2007	US BANK	115,520,000.00
Utility Rfnding Revenue Bonds, Series 2009	US BANK	110,200,000.00
TOTAL BUSINESS ACTIVITY DEBT		\$ 489,245,505.80
TOTAL LONG TERM DEBT		\$ 1,015,055,505.80

On June 7, 2005, a majority of city voters approved a bond referendum authorizing the issuance of \$165,000,000 of general obligation debt for the purpose of constructing a crosstown corridor. The City anticipates issuing the remaining \$77,925,000 general obligation bonds in 2013 or 2014 for construction of the Crosstown Parkway Bridge over the North Fork of the St. Lucie River. If market conditions are favorable, the City will issue refunding debt to achieve savings on future debt payments.

The City's current general obligation bond ratings are:

Moody's Aa2
Standard and Poor's AA-
Fitch AA-

INTENT

It is the intent of the City to procure a Financial Advisor to assist in the Scope of Services outlined within this Request for Proposal for a contract term of thirty-six (36) months with one (1) thirty-six (36) month renewal. The City may select more than one firm depending on the responses to the RFP. The City may entertain, more than one consultant working on any City project, as to whatever is in the best interest of the City.

NOTE: The City may not accept proposals from firms, that have had adversarial relationships with the City or firms that have represented entities that have had adversarial relationships with the City. This includes the firm, employees and financial or legal interests.

INQUIRIES

All questions related to the Request for Proposal must be directed to Cheryl Shanaberger in the Office of Management and Budget. She can be reached at (772) 871 7190 or by Fax at (772) 871-7337. Questions shall be submitted in writing, if possible, at least seven 7 business days prior bid opening. To ensure fair consideration for all proposers, it must be clearly understood that Mrs. Shanaberger is the only individual who is authorized to represent the City. Questions submitted to any other person in any other department will not be addressed. Additionally, the City prohibits communications initiated by a Proposer to **any** City Official or employee evaluating or considering the proposals (**up to and including the Mayor and City Council**), prior to the time an award decision has been made.

RESPONSES

Sealed Electronic Proposal #20110116 Financial Advisory Services will be received by the Office of Management and Budget of the City of Port St. Lucie no later **3:00:00 p.m. on June 12, 2012**. Specifications are attached.

All submittals must be received by the date and time specified above, when they will be opened and the names publicly read aloud. The proposal time must be and shall be scrupulously observed. Under no circumstances shall submittals uploaded to Demandstar.com after the time specified be accepted or considered. It is the sole responsibility of the Proposer to ensure that his or her submittal is uploaded on or before the closing date and time. The City shall in no way be responsible for delays caused by any power outages or internet failures. No exceptions will be made.

Electronic replies will be one method allowed for Bidders to respond to this solicitation. All submittals must be compatible with Microsoft Office 2003. E-Bidding will be done through a secure locked box. Bidders can only view/submit their E-Bid and will not have access to any other Bidder's submittals. The Bidder's E-Bid may be changed at the Bidder's discretion until the due date and time have been reached at which time the Bidder will no longer change or have access to the electronic bid submittal. The City will then open the E-Bids. Bidders who are e-bidding for the first time are strongly encouraged to contact Demandstar at (800) 771-1712 or obtain assistance by e-mailing questions to supplierservices@onvia.com. Replies may also be sent directly to the Office of Management and Budget. These replies must be submitted on a CD or other electronic device. The replies must be labeled and in a sealed envelope. Please mark the outside of the envelope with the bid name, bid title and the opening date and time. All submittals must be compatible with Microsoft Office 2003 and all documents should be in one file and in the order requested. The City will not be responsible for manual electronic replies that cannot be opened or read by City equipment. The City recommends using the E-bidding process provided by Demandstar.

The City of Port St. Lucie reserves the right to reject any and all bids, to waive any and all informalities or irregularities, and to accept or reject all or any part of any bid as it may deem to be in the best interest of the citizens of the City.

For the purpose of this bid, the term Bidder, E-Bidder, Proposer and Consultant may be used interchangeably.

Documents required for this E-Bid:
Competed Questionnaire

Submittal of E-Bid - All proposals shall be submitted by completing and returning the Questionnaire. The Questionnaire should be typed or printed and signed in black ink. All submittals are required to be electronic. No hard copies will be accepted.

- A. Request Bid Specifications, #20110116 from Onvia, via phone 800-711-1712 or via internet www.cityofpsl.com
- B. Download the Questionnaire and save to your hard drive, program is in Word 2003 Professional. Enter information requested on the Questionnaire.
- C. Electronically sign the Questionnaire where indicated.
- D. Upload and submit the Questionnaire for E-Bid #20110116 onto Demandstar by the due date and time. Acknowledge all Addenda on the Questionnaire.
- E. Enter the Fixed Fee per bond issue and the hourly rates on the web page for cost or you will receive an error message and your submittal will be denied.

**** Only electronic replies are required. Please do not submit any pictures, maps or graphics.**

Proposers are requested to submit the following information:
Questionnaire

TENTATIVE SCHEDULE

The following projected timetable should be used as a working guide for planning purposes. The City reserves the right to adjust this timetable as required during the course of the RFP process.

Review and Selection Process:

May 18, 2012	Advertisement
June 12, 2012 @ 3:00:00 p.m.	Proposals due
June 19, 2012 @ 1 p.m.	Evaluation Committee*
June 26, 2010 @ 9 am	Optional Presentations from Proposers
July 19, 2012	City Council Contract Approval

*Committee will meet in the Conference Room #390 in the Office of Management and Budget, Building A, located at 121 SW Port St. Lucie, Blvd., Port St. Lucie, FL 34984.

EVALUATION AND AWARD

Responses will be scored in the following manner:

<u>CRITERION</u>	<u>MAXIMUM SCORE</u>
a) Total Firm Experience	20 points
b) Experience Staff (Florida Governments)	25 points
c) FL Municipal Debt Issues Exp	10 points
d) Exp Muni Planning & Development	10 points
e) Exp Bond Closing Muni	10 points
f) Total Cost to City	25 points

Total Maximum Points 100

1. GENERAL REQUIREMENTS

1.1 Request for Proposal - All requirements contained in the RFP are hereby incorporated in these specifications.

1.2 Cost of Preparation of Proposal - The City will not be responsible for any cost incurred by any Proposer in the preparation of his/her proposal

1.2.1 All work compensated for under this Contract, including partial payments, shall become the property of the City of Port St. Lucie without restrictions or limitations. Work under this Contract shall include but not be limited to sketches, tracings, drawings, computations, details, design calculations, plans and other related documents.

1.3 Examination of Drawings and Contract Documents - Proposers shall thoroughly examine these specifications and all other drawings, documents or other materials referred to herein and conduct such investigations and visits as may be necessary to thoroughly inform themselves regarding existing plant, facility, personnel and other conditions relative to compliance with this specification. No plea of ignorance by the Proposer of conditions that exist or may hereafter exist, as a result of failure or omission on the part of the Proposer to make said investigations and visits, and/or failure to fulfill in every detail the requirements of this specification and documents promulgated therein, will be accepted as a basis for varying the requirements of the City or the compensation of the selected Proposer(s).

1.4 Qualifications - Proposers shall have the necessary organization, experience, capital, and equipment to carry out the provisions of the Contract to the satisfaction of the City.

1.5 Award of Contract - The award of the contract, if it is awarded, will be to the most responsive, responsible Proposer(s) whose qualifications indicate the award will be in the best interest of the City and whose proposal shall comply with the requirements of the Proposal Specifications. No award will be made until all necessary investigations have been made into the responsibility of the Proposer and the City is satisfied that the Proposer is qualified to do the work. The City may award to more than one proposer and distribute the work per project as needed to each awarded proposer.

1.5.1 Default - If the selected Proposer to whom a contract is awarded does not execute the contract and furnish the required insurance and other required documentation within **ten (10) days** of the date of Notice of Award, the Proposer may be considered in default and, at the City's discretion, the Proposal Security shall be paid to the City as damages and the City shall have the right to award the contract to an alternative Proposer.

1.6 Variances to Specifications - Proposers must indicate any variances to the Specifications. Additionally, if proposals are based on alternate products, Proposer must indicate the manufacturer's name and number of the alternate item(s) being offered and attach appropriate specifications. If variations and/or alternates are not stated in Proposer's reply, it shall be construed that the proposal fully conforms to the specifications.

1.7 OSHA Compliance - Proposers must agree that the products furnished and application methods will comply with applicable provisions of the Williams-Steiger Occupational Safety and Health Act of 1970. These requirements shall include all primary and refresher training mandated under the OSHA guidelines.

1.8 Timeliness of Submittal - All proposals must be received by the date and time specified above. The proposal time must be and shall be scrupulously observed. Under no circumstances shall proposals

delivered after the time specified be considered. It is the sole responsibility of the Proposer to ensure that his/her proposal reach the Office of Management and Budget located on the 3rd Floor, Suite 390, Building "A", on or before the closing date and time. The City shall in no way be responsible for delays caused by any occurrence. **NOTE:** Responses by telephone, email, telegram or facsimile shall not be accepted.

1.8.1 Right to Reject - The City Council reserves the right to waive irregularities, reject and/or accept any and all proposals, in whole or in part, or take other such action as serves the best interests of the City.

1.8.2 Proposal Opening Extension - The City reserves the right to extend the proposal opening date when no responses or only one (1) response is received. The City will return the received response unopened.

1.8.3 Checklist - Proposers are requested to return the attached Checklist that is contained in the proposal package.

1.9 Shipping Terms - Proposers shall quote F.O.B. Destination.

1.10 Payment Terms – Payment is from the proceeds of the bond issue. Additional services will be paid on the hourly rate submitted in the Questionnaire. Travel will be reimbursed as per Florida Statute 112.061. Invoices shall be submitted by the 10th of the month for hourly rate services and payment will be made net forty-five (45) calendar days unless proposer has chosen to use the Purchasing Card. Cash discounts for using the Purchasing Card will be considered when evaluating proposals.

1.11 Execution of Contract - Selected Proposer will be required to execute a standard City Contract within ten (10) days after notification by the City that contract is available and thereafter comply with the terms and conditions contained therein. No contract shall be considered binding upon the City until it has been properly executed.

NOTE: The selected Proposer will be required to accept the terms and conditions of the City's contract. Read the insurance requirements carefully. If proposer cannot accept these terms and conditions, and the insurance requirements, do not submit a proposal.

1.12 Failure to Execute Contract - Failure on the part of the selected Proposer to execute the contract as required will be just cause for the annulment of the award.

1.13 Subcontracting or Assigning of the Contract - The selected Proposer shall not subcontract, sell, transfer, assign or otherwise dispose of the contract or any portion thereof, or of the work provided for therein, or of his right, title or interest therein, to any person, firm or corporation without the written consent of the City. Each Proposer shall list all subcontractors and the work provided by the suppliers with the proposal submitted.

1.14 Time of Award - The City reserves the right to hold proposals and proposal guarantees for a period not to exceed 90 days after the date of the proposal opening stated in the Request for Proposal before awarding the contract. Contract award constitutes the date that City Council votes to approve the RFP award.

1.15 Public Entity Statement - Section 287.133 of the Florida Statutes places the following restrictions on the ability of persons convicted of public entity crimes to transact business with the City:

“A person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a bid, proposal, or reply on a contract to provide any goods or services to a public entity; may not submit a bid, proposal, or reply on a contract with a public entity for the construction or repair of a public building or public work; may not submit bids, proposals, or replies on leases of real property to a public entity; may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity; and may not transact business with any public entity in excess of the threshold amount provided in s. 287.017 for CATEGORY TWO for a period of 36 months following the date of being placed on the convicted vendor list.”

§ 287.133(2)(a), Fla. Stat. (2010)

1.15.1 Discrimination: - An entity or affiliate who has been placed on the discriminatory vendor list may not submit a proposal on a contract to provide goods or services to a public entity, may not submit a proposal on a contract with a public entity for the construction or repair of a public building or public work, may not submit proposals on leases or real property to a public entity, may not award or perform work as a contractor, supplier, subcontractor, or consultant under contract with any public entity, and may not transact business with any public entity.

1.16 City's Public Relations Image - Selected Proposer's personnel shall at all times handle complaints and any public contact with due regard to the City's relationship with the public. Any personnel in the employ of the selected Proposer involved in the execution of work that is deemed to be conducting themselves in an unacceptable manner shall be removed from the project at the request of the City Manager, or his/her designee.

1.17 Patent Fees, Royalties, and Licenses - If the selected Proposer requires or desires to use any design, trademark, device, material or process covered by letters of patent or copyright, the selected Proposer and his surety shall indemnify and hold harmless the City from any and all claims for infringement by reason of the use of any such patented design, device, trademark, copyright, material or process in connection with the work agreed to be performed and shall indemnify the City from any cost, expense, royalty or damage which the City may be obligated to pay by reason of any infringement at any time during the prosecution of or after completion of the work.

1.18 Tie Proposal Statement - In accordance with Section 287.087, Florida Statutes, preference shall be given to businesses with drug-free workplace programs. Please submit the form that is enclosed with your proposal response if your company has a drug-free workplace program.

1.19 Cooperative Purchasing Agreement - This proposal may be expanded to include other governmental agencies provided a cooperative Purchasing Agreement exists or an Inter-local Agreement for joint purchasing exists between the City of Port St. Lucie and other public agencies. Consultant may agree to allow other public agencies the same items at the same terms and conditions as this proposal, during the period of time that this proposal is in effect. Each political entity will be responsible for execution of its own requirements with the selected Proposer.

1.20 Material Safety Data Sheets – N/A

1.21 Personal Protective Equipment (PPE) – N/A

1.22 Permits - The selected Proposer shall be responsible for obtaining all permits, licenses, certifications, etc., required by Federal, State, County, and Municipal laws, regulations, codes, and

ordinances for the performance of the work required in these specifications and to conform with the requirements of said legislation.

1.22.1 The selected Proposer shall be required to complete a **W-9 Taxpayer Identification Form**, provided with the City's contract, and return it with the signed contract and insurance documents.

1.23 Familiarity with Laws - The selected Proposer is assumed to be familiar with all Federal, State and local laws, ordinances, rules and regulations that may affect the work. Ignorance on the part of the Proposer will in no way relieve him from responsibility. The selected Proposer will submit all proposals in compliance with the 28 C.F.R. § 35.151.

1.24 Damage to Property – N/A

2. SPECIAL REQUIREMENTS

2.1 Implied Warranty of Merchantability – N/A

2.2 Warranty and Guarantee – N/A

2.3 Samples – N/A

2.4 Delivery – N/A

2.5 Safety Precautions – N/A

2.6 Discrepancies - If, in the course of performing work resulting from an award under this specification, the selected Proposer finds any discrepancy between the area defined in these specifications and the actual area where work is being performed, the selected Proposer shall discontinue work on the subject area and inform the Contract Supervisor of the discrepancy. The selected Proposer shall thereafter proceed as authorized by the Contract Supervisor who will document any modification to these specifications that he authorized in writing as soon as possible.

2.7 Suspension of Work - The City may at any time suspend work on the entire job or any part thereof by giving three (3) calendar days written notice, signed by the Contract Supervisor, to the selected Proposer. The selected Proposer shall resume the work within three (3) calendar days after a written notice to resume work, signed by the Contract Supervisor, is issued.

2.8 Emergencies - In the event of emergencies affecting the safety of persons, the work, or property, at the site or adjacent thereto, the selected Proposer, or his designee, without special instruction or authorization from the City, is obligated to act, at his discretion, to prevent threatened damage, injury or loss. In the event such actions are taken, selected Proposer shall promptly give to the Contract Supervisor written notice of any significant changes in work or deviations from the contract documents caused thereby, and if such action is deemed appropriate by the Contract Supervisor a written authorization signed by the Contract Supervisor covering the approved changes and deviations will be issued. Appropriate compensation adjustments will be approved, provided the cause of the emergency was beyond the control of the selected Proposer.

2.9 Standard Production Items – N/A

2.10 Deductions - In the event the City deems it expedient to perform work which has not been done by the selected Proposer as required by these Specifications, or to correct work which has been improperly and/or inadequately performed by the selected Proposer as required in these Specifications, all expenses thus incurred by the City, at the City's option, will be invoiced to the selected Proposer and/or deducted from payments due to the selected Proposer. Deductions thus made will not excuse selected Proposer from other penalties and conditions contained in the Contract.

3. SPECIFIC REQUIREMENTS

3.1 Pre-Proposal Conference – N/A

3.2 Consultant's Questionnaire – Proposers are required to complete the Consultant's Questionnaire and submit it with their proposal package.

3.3 Sub-Contractors – Proposers shall list all sub-contractors on the Consultant's Questionnaire they intend to use. The City reserves the right to reject the successful Proposer's selection of sub-contractors. Failure to include this list shall be ample cause for rejection of RFP as non-responsive.

3.5 Scope of Service

The Financial Advisor shall provide comprehensive financial advisory services to the City. Upon written notice from the City, the Financial Advisor shall perform the following services subject to the conditions and in consideration of payment as hereinafter set forth:

Debt Issue Development and Sales Services

The Financial Advisor shall perform the following services for a debt offering (issue) when authorized by the City.

- ◆ In connection with any financing contemplated, to prepare the necessary financial studies designed to demonstrate the many varying aspects of a particular type of financing and to recommend for City's approval a plan of financing to cover any proposed bonds. Such plan of financing shall include a maturity schedule and other terms and conditions that will result in the issuance of bonds under terms consistent with obtaining minimum net interest cost.
- ◆ Review and make recommendations regarding reports of accountants, engineers, and other consultants to assure that such reports properly address the technical, economic, and financial risk factors from a financial and credit perspective that may affect the marketability of any proposed financing.
- ◆ Assist City with the necessary steps to be taken for the legal issuance of bonds and the final delivery of the bonds, under the direction and legal advice of a firm of recognized bond attorneys to be retained by the City. Work with the City Attorney, bond counsel and underwriters in identifying key bond covenant features that will provide optimum flexibility and minimum net interest cost to the City.
- ◆ Advise City of current market conditions, forthcoming bond issues, potential tax considerations and other general and economic data which might normally be expected to influence interest rate conditions so that the date for the sale or negotiation of terms for a particular funding source can be set at a time which will be favorable for the City.
- ◆ Assist the City's financing team in gathering and analyzing necessary data relating to a proposed bond issue for a rating agency presentation and credit enhancement from an insurance company or a letter of credit bank.
- ◆ Work with City staff, bond counsel, and underwriter in preparation of all the necessary financial statements, legal documents, and certifications which would fully describe the bonds, security, the project, the City and its ability to pay debt service on the bonds.

- ◆ Assist and advise City in negotiating with the City's underwriters regarding fees, pricing, and terms of the bond issue.
- ◆ Arrange for the printing of the bonds and official statements and arrange for the preparation of other necessary certifications.
- ◆ Subsequent to the sale and delivery of debt instruments, review the transaction and transaction documentation with legal counsel for the City, bond counsel, auditors, and other experts and consultants retained by the City and assist in developing appropriate responses to audit procedures, legal or regulatory inquiries, and internal reviews.

4. BID, PERFORMANCE AND PAYMENT BOND REQUIREMENTS

4.1 Proposal Guaranty - A Proposal Bid Bond, certified check, cashiers check, or cash, in a sum of \$500.00 and made payable to the "City of Port St. Lucie", shall accompany each proposal as a guarantee that the selected Proposer will execute the required contract and promptly deliver the required Insurance Certificates, and other documentation required by these Specifications. Proposal Bonds must be executed by a fully authorized Surety licensed by the State of Florida. The failure on the part of the Proposer to comply with this requirement will be cause for the rejection of the proposal.

4.2 Return of Proposal Guaranty - After the proposal prices have been compared, the Purchasing Agent may, at his/her discretion, return the guaranty deposit accompanying such proposals as in his/her judgment would not likely be considered in making the award. All other proposal guaranties will be held until the contract has been executed, and all required Performance and Payment Bonds provided, after which they will be returned to the respective Proposers whose proposals they accompanied.

4.3 Execution of Contract - After the recipient of an award has been determined and necessary approvals obtained, the City will prepare a formal Contract to be executed by the parties. The Contract will be in substance the same as the Contract given to the Proposer with these Specifications. The selected Proposer shall execute the Contract, deliver the required Insurance Certificates and policy, and other documentation, and furnish an acceptable Performance and Payment Bond complying with the statutory requirements set forth in Section 255.05, Florida Statutes, in the amount of 100% of the contract price. It is agreed and understood that the City will not be bound by the Contract unless and until it has been duly authorized by the City Council and has been executed by the City Manager. A fully authorized Surety, licensed by the State of Florida shall execute the Performance and Payment Bond. The Performance and Payment Bond shall remain in effect until one (1) year after work required has been completed and accepted by the City.

4.4 Failure to Execute - The failure on the part of the selected Proposer to execute the Contract and/or punctually deliver the required Insurance Certificates and other documentation will be cause for the annulment of the award. In the event of the annulment of the award, the amount of guaranty deposited with the proposal will be retained or be paid upon demand to the City, not as a forfeiture, but rather as liquidated damages for the breach of the Contract, it being agreed to by each Proposer in advance that the City will sustain certain damages by reason of the failure of the Proposer to sign the Contract and/or deliver the required Insurance Certificates and other documentation and that such damages equal the amount of the proposal security, or exceed the same, and in no event shall the Proposer thereafter be permitted to contest to the contrary and does waive such right upon submitting a proposal.

5. INSURANCE REQUIREMENTS – Proposers are required to submit proof of the types and dollar amount they are currently insured to the City with their Proposal. The Proposer, if awarded a contract, shall maintain insurance coverage reflecting the minimum amounts and conditions required by the City as follows:

5.1 Indemnification - The selected Proposer shall indemnify and hold harmless the City, and its Officers and their employees, from liabilities, damages, losses, and costs, including but not limited to, reasonable attorney's fees, to the extent caused by the negligence, recklessness, or intentionally wrongful conduct of the selected Proposer/Consultant and all persons employed or utilized by the selected Proposer/Consultant in the performance of the contract. As consideration for this indemnity provision the vendor shall be paid the sum of \$10.00 (ten dollars) before execution of this contract. This \$10.00 indemnification payment will be in effect for all work completed under this Master Contract.

5.2 Workers' Compensation - The Bidder shall agree to maintain Workers' Compensation Insurance & Employers' Liability in accordance with Section 440, Florida Statutes. Employers' Liability must include limits of at least \$100,000 each accident, \$100,000 each disease/employee, \$500,000 each disease/maximum. A Waiver of Subrogation endorsement must be provided. Coverage should apply on a primary basis. Should scope of work performed by contractor qualify its employee for benefits under Federal Workers' Compensation Statute (example, U.S. Longshore & Harbor Workers Act or Merchant Marine Act), proof of appropriate Federal Act coverage must be provided..

5.3 Business Auto Policy - The Bidder shall agree to maintain Business Automobile Liability at a limit of liability not less than \$500,000 each occurrence for any auto, owned, non-owned and hired automobiles. In the event, the Bidder does not own any automobiles; the Business Auto Liability requirement shall be amended allowing Bidder to agree to maintain only Hired & Non-Owned Auto Liability. This amended requirement may be satisfied by way of endorsement to the Commercial General Liability, or separate Business Auto Coverage form. Certificate holder must list the City as additional insured. A waiver of subrogation must be provided. Coverage should apply on a primary basis.

5.4 Commercial General Liability - Commercial General Liability insurance issued under an Occurrence form basis, including Contractual liability, to cover the hold harmless agreement set forth herein, with limits of not less than:

Each occurrence	\$1,000,000
Personal/advertising injury	\$1,000,000
Products aggregate	\$2,000,000
General aggregate	\$2,000,000
Fire damage	\$100,000 any 1 fire
Medical expense	\$10,000 any 1 person

Coverage is to be written on an occurrence form basis and shall apply as primary. A per project aggregate limit endorsement should be attached. Defense costs are to be in addition to the limit of liability. A waiver of subrogation is to be provided in favor of the City. Coverage for the hazards of explosion, collapse and underground property damage (XCU) must also be included when applicable to the work performed. Coverage shall extend to independent contractors and fellow employees. Contractual Liability is to be included. Coverage is to include a cross liability or severability of interest's provision as provided under the standard ISO form separation of insurer's clause. There shall be no exclusion for Mold, Silica or Respirable Dust or Bodily Injury or Property Damage arising out of heat, smoke, fumes or ash from a hostile fire.

5.5 Professional Liability - The Proposer shall agree to maintain Professional Liability, or equivalent Errors & Omissions Liability at a limit of liability not less than \$1,000,000 Per Occurrence. When a self-insured retention (SIR) or deductible exceeds \$10,000 the City reserves the right, but not the obligation, to review and request a copy of Proposer most recent annual report or audited financial statement. For policies written on a "Claims-Made" basis, the Proposer warrants the retroactive date equals or precedes the effective date of this Contract. In the event the policy is canceled, non-renewed,

switched to an Occurrence Form, retroactive date advanced, or any other event triggering the right to purchase a Supplemental Extended Reporting Period (SERP) during the life of this Contract, Proposer shall agree to purchase a SERP with a minimum reporting period not less than three (3) years.

5.6 Additional Insured Requirements - Except as to Workers' Compensation and Employers' Liability, said Certificate(s) and policy shall clearly state that coverage required by the Contract has been endorsed to include the City of Port St. Lucie, a political subdivision of the State of Florida, its officers, agents and employees as Additional Insured with a CG 2026-Designated Person or Organization endorsement, or similar endorsement, added to its Commercial General Liability policy and Business Auto policy. The name for the Additional Insured endorsement issued by the insurer shall read "**City of Port St. Lucie, political subdivision of the State of Florida, its officers, employees and agents for Contract #20110116 for the Financial Advisory Services**". The policy shall be endorsed to grant the City of Port St. Lucie thirty (30) days notice of, cancellation, or non-renewal of coverage thereunder. Said liability insurance must be acceptable by and approved by the City as to form and types of coverage. In the event that the statutory liability of the City is amended during the term of this Contract to exceed the above limits, the Bidder shall be required, upon thirty (30) days written notice by the City, to provide coverage at least equal to the amended statutory limit of liability of the City.

5.7 Waiver of Subrogation Selected Proposer shall agree by entering into the contract to a Waiver of Subrogation for each required policy. When required by the insurer, or should a policy condition not permit an Insured to enter into a pre-loss agreement to waive subrogation without an endorsement then Proposer shall agree to notify the insurer and request the policy be endorsed with a Waiver of Transfer of Rights of Recovery Against Others, or its equivalent. This Waiver of Subrogation requirement shall not apply to any policy, which a condition to the policy specifically prohibits such an endorsement, or voids coverage should Proposer enter into such an agreement on a pre-loss basis.

5.8 Subcontractors - It shall be the responsibility of the selected Proposer to insure that all subcontractors comply with the same insurance requirements referenced above.

5.9 Deductible Amounts - All deductible amounts shall be paid for and be the responsibility of the selected Proposer for any and all claims under this contract.

5.10 Certificate(s) of Insurance - Immediately following notification of the award of this Contract, Proposer shall agree to deliver to the City a Certificate(s) of Insurance evidencing that all types and amounts of insurance coverage's required by this Proposal have been obtained and are in full force and effect. Such Certificate(s) of Insurance shall include a minimum thirty (30) day notification due to cancellation or non-renewal of coverage. In the "Description of Operations ..." Certificate shall list the RFP/Contract # 20110116 for Financial Advisory Services.

5.11 Umbrella or Excess Liability - Selected Proposer may satisfy the minimum limits required above for either Commercial General Liability, Business Auto Liability, and Employer's Liability coverage under Umbrella or Excess Liability. The Umbrella or Excess Liability shall have an Aggregate limit not less than the highest "Each Occurrence" limit for either Commercial General Liability, Business Auto Liability, or Employer's Liability. When required by the insurer, or when Umbrella or Excess Liability is written on "Non-Follow Form," the City shall be endorsed as an "Additional Insured."

5.12 Right to Review - City, by and through its Risk Management Department reserves the right, but not the obligation, to review and reject any insurer providing coverage.

6. ADDITIONAL INFORMATION

6.1 Brand Names – N/A

6.2 Collusion - The City reserves the right to disqualify proposals, upon evidence of collusion with intent to defraud or other illegal practices upon the part of the Proposer. Only one (1) proposal from an individual, partnership, corporation, association, firm, or other legal entity under the same or different names will be considered. Reasonable grounds for believing that a Proposer is interested in more than one (1) proposal for the same work will be cause for rejection of all proposals in which such Proposers are believed to be interested. Any or all proposals will be rejected if there is any reason to believe that collusion exists among the Proposers.

6.3 Withdrawal of Proposals - A Proposer may withdraw his proposal without prejudice to himself no later than the day and hour set in the "Request for Proposal" by communicating his purpose in writing to the City at the address given in the "Request for Proposal". When received, it will be returned to him unopened.

6.4 Proposal Information - For information concerning procedures for responding to this RFP, contact Cheryl Shanaberger at (772) 871 7390. Such contact is to be for clarification purposes only. Material changes, if any, to the scope of services, or RFP procedures will be transmitted only by addendum by Onvia.com. The Proposer, in turn, shall acknowledge the Addendum number and the date of issuance on the Addendum Acknowledgment Form. It is the responsibility of the Proposer to receive any and all RFP information and documents. The City will not be responsible for any interpretation, other than those transmitted by Addendum to the RFP, made or given prior to the RFP award. The Proposer is responsible for verifying they have received all RFP Addenda.

If you have obtained this document from a source other than directly from the City or from DemandStar by Onvia.com you are not on record as a plan holder. The Office of Management & Budget takes no responsibility to provide Addenda to parties not listed by the City as plan holders. It is the bidder's responsibility to check with our office prior to submitting your proposal to ensure you have a complete, up-to-date package.

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(THIS IS A SAMPLE ONLY - DO NOT EXECUTE)

**CITY OF PORT SAINT LUCIE
CONTRACT #20110116**

This CONTRACT, executed this _____ day of _____, 200__, by and between the CITY OF PORT ST. LUCIE, FLORIDA, a municipal corporation, duly organized under the laws of the State of Florida, hereinafter called "City" party of the first part, and name of vendor, address, Telephone No. () _____ Fax No. () _____, hereinafter called "Consultant", party of the second part.

RECITALS

In consideration of the below agreements and covenants set forth herein, the parties agree as follows:

Notices

All notices or other communications hereunder shall be in writing and shall be deemed duly given if delivered in person, sent by certified mail with return receipt request, email or fax and addressed as follows unless written notice of a change of address is given pursuant to the provisions of this Contract.

Financial Advisor:

City Contract Administrator: Office of Management & Budget
Att: Cheryl Shanaberger, Deputy Director OMB
City of Port St. Lucie
121 SW Port St. Lucie, Blvd.
Port St. Lucie, FL. 34984
Telephone 772 871 7390 Fax 772 871 7337
Email: cheryls@cityofpsl.com

City Project Manager: Finance Department
Ed Fry, Director of Finance
City of Port St. Lucie
121 SW Port St. Lucie, Blvd.
Port St. Lucie, FL. 34984
Telephone 772 871 5200 Fax 772 871 5203
Email: efry@cityofpsl.com

**SECTION I
DESCRIPTION OF SERVICES TO BE PROVIDED**

Consultant agrees to perform all work pursuant to this Proposal #20110116, **Financial Advisory Services**, which is incorporated herein by this reference.

**SECTION II
TIME OF PERFORMANCE**

Contract period shall commence _____ and terminate _____, 3 years. Renewals as per Section XXI. In the event all work required in the proposal specifications has not been completed by the specified date, the

Consultant agrees to provide work as authorized by the Contract Supervisor until all work specified in the Request for Proposal has been rendered.

SECTION III COMPENSATION

Payment will be included in the proceeds of any bond issue. Hourly rate services will be paid as listed below:

Rate

Senior Project Manager
Project Surveyor

All hourly rates includes all reimbursement of "Out-of-Pocket" expenses. Such expenses include long distance telephone, postage, air express charges, fax, reproduction and related costs necessarily incurred as Financial Advisor.

Travel expenses must be pre-approved by the project manager and will be reimbursed as per Florida Statute 112.061.

The Consultant shall not be paid additional compensation for any loss, and/or damage arising out of the nature of the work, from the action of the elements, or from any delay or unforeseen obstruction or difficulties encountered in the prosecution of the work, or for any expenses incurred by or in consequence of the suspension or discontinuance of the work.

Invoices for services shall be submitted once a month, by the 10th of the month, and payments shall be made net forty-five (45) days unless vendor has chosen to take advantage of the Purchasing Card Program, which guarantees payment within several days. Payments shall be made provided the submitted invoice is accompanied by adequate supporting documentation and approved by Contract Supervisor as provided in Section XII.

No payment for projects involving improvements to real property shall be due until Consultant delivers to City a complete release of all claims arising out of the contract or receipts in full in lieu thereof, and an affidavit on his personal knowledge that the releases and receipts include labor and materials for which a lien could be filed.

All invoices and correspondence relative to this contract must contain the Purchase Order number, Visa number and Contract number.

SECTION IV CONFORMANCE WITH PROPOSAL

It is understood that the materials and/or work required herein are in accordance with the proposal made by the Consultant pursuant to the Request for Proposal and Specifications on file in the Office of Management and Budget of the City. All documents submitted by the Consultant in relation to said proposal, and all documents promulgated by the City for inviting proposals are, by reference, made a part hereof as if set forth herein in full.

SECTION V INDEMNIFICATION/INSURANCE

The Consultant shall indemnify and hold harmless the City, and its Officers and their employees, from liabilities, damages, losses, and costs, including but not limited to, reasonable attorney's fees, to the extent caused by the negligence, recklessness, or intentionally wrongful conduct of the Consultant and all persons employed or utilized by the Consultant in the performance of the contract. As consideration for this indemnity provision the vendor shall be paid the sum of \$10.00 (ten dollars) before execution of this contract. This \$10.00 indemnification payment will be in effect for all work completed under this Master Contract.

The Consultant shall, on a primary basis and at its sole expense, agree to maintain in full force and effect at all times during the life of this contract, insurance coverages, limits, including endorsements, as described herein. The requirements contained herein, as well as City's review or acceptance of insurance maintained by the Consultant are not intended to and shall not in any manner limit or qualify the liabilities and obligations assumed by Consultant under the contract.

The Consultant shall carry or require that there be carried Workers' Compensation Insurance and Employers' Liability coverage in accordance with Chapter 440, Florida Statutes.

The Consultant shall agree to maintain Business Automobile Liability at a limit of liability not less than \$500,000 each occurrence for any auto, owned, non-owned and hired automobiles. In the event the Consultant does not own any automobiles the Business Auto Liability requirement shall be amended allowing Consultant to agree to maintain only Hired & Non-Owned Auto Liability. This amended requirement may be satisfied by way of endorsement to the Commercial General Liability, or separate Business Auto Coverage form.

The Consultant shall maintain, during the lifetime of this contract, at his/her own expense, insurance coverage for public liability with limits of not less than \$1,000,000 per claim and \$2,000,000 per occurrence. Coverage shall include Premises and/or Operations, Independent Contractors, Products and/or Completed Operations, Contractual Liability, and Broad Form Property Damage Endorsements, A Business Auto Policy or similar form, shall have minimum limits of \$500,000 per Occurrence Combined Single Limit for Bodily Injury and Property Damage Liability. This shall include all owned, hired, and non-owned vehicles. All insurance policies shall be issued from a company or companies duly licensed by the State of Florida. All policies shall be on an occurrence-made basis; the City shall not accept claims-made policies.

The Consultant shall agree to maintain Professional Liability, or equivalent Errors & Omissions Liability at a limit of liability not less than \$1,000,000 Per Occurrence. When a self-insured retention (SIR) or deductible exceeds \$10,000, City reserves the right, but not the obligation, to review and request a copy of Consultant's most recent annual report or audited financial statement. For policies written on a "Claims-Made" basis, Consultant warrants the retroactive date equals or precedes the effective date of this contract. In the event the policy is canceled, non-renewed, switched to an Occurrence Form, retroactive date advanced; or any other event triggering the right to purchase a Supplemental Extended Reporting Period (SERP) during the life of this Contract, Consultant shall agree to purchase a SERP with a minimum reporting period not less than three (3) years.

Except as to Workers' Compensation and Employers' Liability, said Certificate(s) shall clearly state that coverage required by the Contract has been endorsed to include the City of Port St. Lucie, a political subdivision of the State of Florida, its officers, agents and employees as Additional Insured with a CG 2026- Designated Person or Organization endorsement, or similar endorsement, to its Commercial General Liability policy and Business Auto policy. The name for the Additional Insured endorsement issued by the insurer shall read "City of Port St. Lucie, political subdivision of the State of Florida, its officers, employees and agents and shall include the Contract and Proposal number. The Certificate of Insurance shall unequivocally provide thirty

(30) days written notice to the City prior to any adverse changes, cancellation, or non-renewal of coverage thereunder. Said liability insurance must be acceptable by and approved by the City as to form and types of coverage. In the event that the statutory liability of the City is amended during the term of this Contract to exceed the above limits, the Consultant shall be required, upon thirty (30) days written notice by the City, to provide coverage at least equal to the amended statutory limit of liability of the City.

Consultant shall agree by entering into the contract to a Waiver of Subrogation for each required policy. When required by the insurer, or should a policy condition not permit an Insured to enter into a pre-loss agreement to waive subrogation without an endorsement then Consultant shall agree to notify the insurer and request the policy be endorsed with a Waiver of Transfer of Rights of Recovery Against Others, or its equivalent. This Waiver of Subrogation requirement shall not apply to any policy, which a condition to the policy specifically prohibits such an endorsement, or voids coverage should Consultant enter into such an agreement on a pre-loss basis.

It shall be the responsibility of the Consultant to insure that all subcontractors comply with the same insurance requirements referenced above.

All deductible amounts shall be paid for and be the responsibility of the Consultant and/or any subcontractor for any and all claims under this contract.

Performance and Payment Bonds

N/A

SECTION VI PROHIBITION AGAINST FILING OR MAINTAINING LIENS AND SUITS

Subject to the laws of the State of Florida and of the United States, neither Consultant nor any subcontractor, supplier of materials, laborer or other person shall file or maintain any lien for labor or materials delivered in the performance of this contract against the City. The right to maintain such lien for any or all of the above parties is hereby expressly waived.

SECTION VII WORK CHANGES

The City reserves the right to order work changes in the nature of additions, deletions or modifications without invalidating the Contract, and agrees to make corresponding adjustments in the contract price and time for completion. Any and all changes must be authorized by a written change order signed by the Director of OMB or his designee as representing the City. Work shall be changed and the contract price and completion time shall be modified only as set out in the written change order. Any adjustment in the contract price resulting in a credit or a charge to the City shall be determined by mutual agreement of the parties before starting the work involved in the change.

SECTION VIII COMPLIANCE WITH LAWS

The Consultant shall give all notices required by and shall otherwise comply with all applicable laws, ordinances and codes and shall, at his own expense, secure and pay the fees and charges for all permits required for the performance of the contract. All materials furnished and work done are to comply with all local state and federal laws and regulations.

**SECTION IX
CLEANING UP**

N/A

**SECTION X
NOTICE OF PERFORMANCE**

When required materials have been delivered and required work performed Consultant shall submit a request for inspection in writing to the Contract Supervisor.

**SECTION XI
DELIVERY DOCUMENTATION**

N/A

**SECTION XII
INSPECTION AND CORRECTION OF DEFECTS**

In order to determine whether the required material has been delivered or the required work performed in accordance with the terms and conditions of the contract documents, the Contract Supervisor shall make inspection as soon as practicable after receipt from the Consultant of a Notice of Performance or delivery ticket. If such inspection shows that the required material has been delivered and required work performed in accordance with terms and conditions of the contract documents and that the material and work is entirely satisfactory, the Contract Supervisor shall approve the invoice when it is received. Thereafter the Consultant shall be entitled to payment, as described in Section III. If, on such inspection the Contract Supervisor is not satisfied, he shall as promptly as practicable inform the parties hereto of the specific respects in which his findings are not favorable. Consultant shall then be afforded an opportunity if desired by him, to correct the deficiencies so pointed out at no additional charge to the City, and otherwise on terms and conditions specified by the Contract Supervisor. Such examination, inspection, or tests made by the Contract Supervisor, at any time, shall not relieve Consultant of his responsibility to remedy any deviation, deficiency, or defect.

**SECTION XIII
ADDITIONAL REQUIREMENTS**

In the event of any conflict between the terms and conditions, appearing on any purchase order issued relative to this Contract, and those contained in this Contract and the Specifications herein referenced, the terms of this Contract shall apply.

**SECTION XIV
LICENSING**

Consultant warrants that he possesses all licenses and certificates necessary to perform required work and is not in violation of any laws. Consultant warrants that his license and certificates are current and will be maintained throughout the duration of the contract.

**SECTION XV
SAFETY PRECAUTIONS**

Precaution shall be exercised at all times for the protection of persons, including employees, and property. The safety provisions of all applicable laws and building and construction codes shall be observed.

SECTION XVI ASSIGNMENT

Consultant shall not delegate or subcontract any part of the work under this contract or assign any monies due him hereunder without first obtaining the written consent of the City.

SECTION XVII TERMINATION, DELAYS AND LIQUIDATED DAMAGES

A. Termination of Contract. If the Consultant refuses or fails to deliver material as required and/or prosecute the work with such diligence as will insure its completion within the time specified in this contract, or as modified as provided in this contract, the City by written notice to the Consultant, may terminate Consultant's rights to proceed. On such termination, the City may take over the work and prosecute the same to completion, by contract or otherwise, and the Consultant and his sureties shall be liable to the City for any additional cost incurred by it in its completion of the work. The City may also in event of termination obtain undelivered materials, by contract or otherwise, and the Consultant and his sureties shall be liable to the City for any additional cost incurred for such material. Consultant and his sureties shall also be liable to the City for liquidated damages for any delay in the completion of the work as provided below. If the Consultant's right to proceed is so terminated, the City may take possession of and utilize in completing the work such materials, tools, equipment and facilities as may be on the site of the work and necessary therefore.

B. Liquidated Damages for Delays. If material is not provided or work is not completed within the time stipulated in this contract, including any extensions of time for excusable delays as herein provided, (it being impossible to determine the actual damages occasioned by the delay) the Consultant shall provide to the City one hundred dollars (\$100.00) as fixed, agreed and liquidated damages for each calendar day of delay until the work is completed. The Consultant and his sureties shall be liable to the City for the amount thereof.

C. Excusable Delays. The right of the Consultant to proceed shall not be terminated nor shall the Consultant be charged with liquidated damages for any delays in the completion of the work or delivery of materials due to: (1) any acts of the Federal Government, including controls or restrictions or requisitioning of materials, equipment, tools or labor by reason of war, national defense or any other national emergency, (2) any acts of the City, (3) causes not reasonably foreseeable by the parties at the time of the execution of the contract that are beyond the control and without the fault or negligence of the Consultant, including but not restricted to, acts of God, acts of the public enemy, acts of another consultant in the performance of some other contract with the City, fires, floods, epidemics, quarantine, restrictions, strikes, freight embargoes and weather of unusual severity such as hurricanes, tornadoes, cyclones and other extreme weather conditions, and (4) any delay of any subcontractor occasioned by any of the above mentioned causes. However, the Consultant must promptly notify the City in writing within two (2) days of the cause of delay. If, on the basis of the facts and the terms of this contract, the delay is properly excusable the City shall extend the time for completing the work for a period of time commensurate with the period of excusable delay.

D. The City may terminate this Contract with or without cause by giving the vendor/Consultant thirty (30) days notice in writing. Upon delivery of said notice and upon expiration of the thirty (30) day period, the vendor/Consultant shall discontinue all services in connection with the performance of this Contract and shall proceed to cancel promptly all related existing third party contracts. Termination of the Contract by the City pursuant to this paragraph shall terminate the City's obligations hereunder and no charges, penalties or other costs shall be due Consultant except for work timely completed. All work performed will become the property of the City at termination of contract and submitted to City in the format the City dictates.

**SECTION XVIII
LAW**

This Contract is to be construed as though made in and to be performed in the State of Florida and is to be governed by the laws of Florida in all respects without reference to the laws of any other state or nation. The venue of any action taken pursuant to this contract shall be in St. Lucie County, Florida.

**SECTION XIX
REIMBURSEMENT FOR INSPECTION**

N/A

**SECTION XX
APPROPRIATION APPROVAL**

The Consultant acknowledges that the City of Port Saint Lucie's performance and obligation to pay under this Contract is contingent upon an annual appropriation by the City Council. The Consultant agrees that, in the event such appropriation is not forthcoming, the City may terminate this Contract and that no charges, penalties or other costs shall be assessed.

**SECTION XXI
RENEWAL OPTION**

The Contract period will be for thirty-six (36) months with an option to renew for one (1) additional thirty-six (36) month period. In the event Consultant offers in writing at least three (3) months, prior to the termination of this Contract, to provide the identical services required in this Contract for the identical period of time in the subsequent calendar period, then the City, without additional bidding or negotiation, may, with the mutual agreement of the Consultant, extend this Contract for an additional thirty-six (36) month period.

NOTE: Consultant may exercise the option to renew by submitting a written submission three (3) months prior to the termination of the contract period.

**SECTION XXII
ENTIRE AGREEMENT**

The written terms and provisions of this contract shall supersede all prior verbal statements of any official or other representative of the City. Such statements shall not be effective or be construed as entering into, or forming a part of, or altering in any manner whatsoever, this contract or contract documents.

IN WITNESS WHEREOF, the parties have executed this contract at Port St. Lucie, Florida, the day and year first above written.

CITY OF PORT ST. LUCIE FLORIDA

By:

City Manager

ATTEST:

By:

City Clerk

By: _____
Authorized Representative of (company name)

State of: _____

County of: _____

Before me personally appeared: _____
(please print)

Personally known _____

Produced Identification: _____
(type of identification)

Identification No. _____

and known to me to be the person described in and who executed the foregoing instrument, and acknowledged to and before me that _____ executed said instrument for the purposes therein expressed.
(he/she)

WITNESS my hand and official seal, this ____ day of _____, 20__.

Notary Signature

Notary Public-State of _____ at Large

My Commission Expires _____.

(seal)

ADDENDUM ACKNOWLEDGMENT - Proposer acknowledges that the following addenda have been received and are included in his/her proposal:

Addendum Number	Date Issued

AGREEMENT - Proposer agrees to comply with all requirements stated in the specifications for this RFP.

CERTIFICATION:

This RFP is submitted by: Name (print) _____ who is an officer of the above firm duly authorized to sign proposals and enter into contracts. I certify that this RFP is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a proposal for the same materials, supplies, or equipment, and is in all respects fair and without collusion or fraud. I understand collusive bidding is a violation of State and Federal law and can result in fines, prison sentences, and civil damage awards. I agree to abide by all conditions of this RFP.

Proposer has read and accepts the terms and conditions of the City’s standard contract:

_____ Signature _____ Title

If a corporation renders this RFP, the corporate seal attested by the secretary shall be affixed below. Any agent signing this RFP shall attach to this form evidence of legal authority.

Witnesses:

If Partnership:

_____ Print Name of Firm
 By: _____
 (General Partner)

If Corporation:

_____ Print Name of Corporation
 By: _____
 (President)
 Attest: _____
 (Secretary)

If Individual:

_____ Signature
 _____ Print Name

CHECKLIST
RFP #20110116
Title of RFP

Name of Proposer: _____

This checklist is provided to assist Proposers in the preparation of their proposal response. Included in this checklist are important requirements that are the responsibility of each Proposer to submit with their response in order to make their proposal response fully compliant. This checklist is only a guideline -- it is the responsibility of each Proposer to read and comply with the Request for Proposal in its entirety.

If proposal is submitted manually please follow the below addressing of sealed envelope

_____ Sealed Mailing envelope has been addressed to:

City of Port St. Lucie
Office of Management & Budget
121 SW Port St. Lucie Boulevard
Port St. Lucie, FL 34984

_____ Mailing envelope should be sealed and identified with:

- Proposers Name and Address
- Proposal Number
- Proposal Title
- Proposal Opening Date and Time

Manually proposal is to be in electronic format 2003 Word. All documents in one file on CD or other electronic device.

_____ Each Proposal Addendum (when issued) is acknowledged.

_____ Consultant's Questionnaire

_____ Has reviewed the Contract and accept all City Terms and Conditions

THIS FORM MUST BE RETURNED WITH YOUR PROPOSAL



Analyze. Control. Save.

RECEIVED

AUG 01 2011

FINANCE DEPT

July 28, 2011

Dear Ms. Dedert,

In April 2008, the State of Florida awarded The Remi Group, LLC the statewide contract to implement a cost reduction and management program for electronic equipment maintenance. If you currently purchase service agreements to maintain electronic equipment, this is your opportunity to save 25% on your annual equipment maintenance expenditures.

Program Features Include:

- Immediate savings of 25% off your current electronic equipment service contracts
- Flexibility to customize coverage levels
- Online reports on equipment and vendor performance
- Freedom to choose your preferred vendor for each service event

Types of Equipment Covered:

- General Office** (*fax machines, printers, folding machines*)
- Information Technology** (*computers, routers, servers*)
- Laboratory/Medical** (*lasers, clinical analyzers, x-rays, microscopes*)
- Security** (*alarm systems, vaults & safes, card access systems*)
- Mail Room** (*binding machines, mail machines, labeling systems*)
- Plus other types of equipment that are electronic in nature**

For more information or to speak with a program specialist, please contact me. I also encourage you to visit our website, www.theremigroup.com.

Regards,

Taylor Griffin
 Business Development
 The Remi Group, LLC
 11325 N Community House Rd., Suite 300
 Charlotte, NC 28277
 1.888.451.8916 Option #1
 1.866.518.7847 Fax
tgriffin@theremigroup.com
www.theremigroup.com

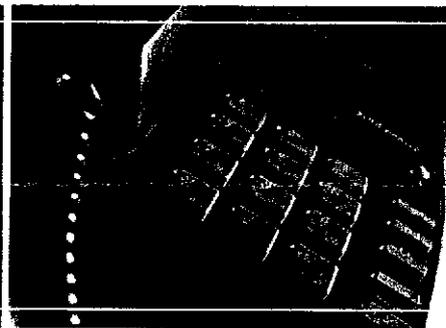
The Remi Group, LLC
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State of Florida *Equipment Maintenance Program*



Cost Reduction

Reduces current equipment maintenance expenditures by 25% compared to conventional service contract pricing.

Singular Contract

Consolidates all of your current service contracts into ONE comprehensive program, eliminating the high costs and inefficiencies of multiple vendor service contracts.

Choice of Service Vendor

Works with national and local service companies and will dispatch your current or preferred service provider. This gives you the ability to choose service providers based on responsiveness, customer service, and quality, ensuring that you are receiving the highest level of service available.

Service Management System

Manages your service call from start to finish. One toll free number for all covered equipment service calls and real-time tracking of each service event ensures that your equipment is maintained properly and fixed right the first time.

Online Management Reports via Remi Online

Enables you to easily access information such as equipment inventory, repair history, performance, and service vendors.

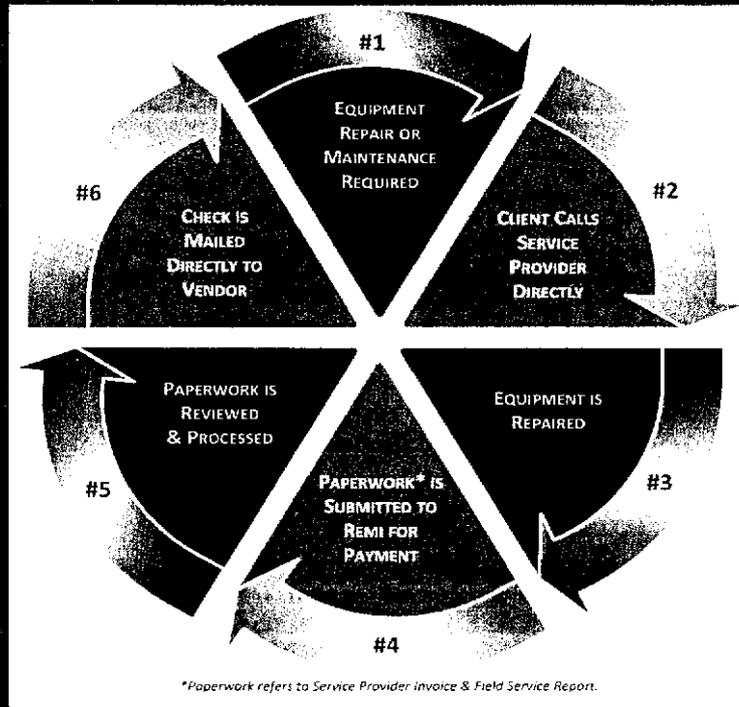
Guaranteed Budget

Solidifies your maintenance budget and protects your investment by providing a "capped cost" solution.

Reduce Your Equipment Maintenance Costs

We analyze your current equipment maintenance portfolio, maintenance agreements, historical maintenance expenditures, and operational practices to develop a customized program to meet your unique needs. The goal of each program is to deliver the specialized management tools, expertise, and support necessary for you to achieve enhanced equipment performance coupled with significant cost savings.

How the Program Works:



For more information:



1.888.451.8916 Option #1
info@theremigroup.com

Typical Equipment Covered:

General Office

- Automated Filing Systems
- Collating Machines
- Dictation Equipment
- Endorsers
- Fax Machines
- Microfiche & Microfilmers
- Plotters
- Printers
- Shredders
- Time Clocks
- Typewriters
- Word Processing Equipment

Information Technology

- CD/DVD Juke Boxes
- Hubs/Switches
- Multiplexors
- PC's & Peripherals
- Routers
- Servers
- Tape Drives

Security

- Alarm Systems
- Card Access Systems
- Vaults & Safes
- Video Surveillance Systems

Communication

- Audio/Visual Systems
- Intercoms
- Pagers
- Paging Systems
- Radios
- Telephone Switches
- Telephone Systems
- Voice Mail Systems

Mail Room

- Addressing Systems
- Bar-coding Equipment
- Binding Machines
- Bursters/Cutters
- Collators/Decollators
- Conveyers
- Ink Jet Addressing
- Ink Jet Drying
- Inserter Systems
- Labeling Systems
- Mail Machines
- Sorters

Plus other equipment that is electronic in nature.

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