



AGENDA REQUEST FORM

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA

ITEM No.:
EE-35.

MEETING DATE	2018-06-12 10:05 - School Board Operational Meeting
AGENDA ITEM	ITEMS
CATEGORY	EE. OFFICE OF STRATEGY & OPERATIONS
DEPARTMENT	Procurement & Warehousing Services

Special Order Request <input type="radio"/> Yes <input checked="" type="radio"/> No
Time
Open Agenda <input checked="" type="radio"/> Yes <input type="radio"/> No

TITLE:
Recommendation of \$500,000 or Less - 19-005V - Financial Advisory Services

REQUESTED ACTION:
Approve the recommendation to award the above Request for Proposal (RFP): Contract term: July 1, 2018 through June 30, 2023, 5 Years; User Department: Treasurer's Office: Award Amount: N/A; Awarded Vendor(s): PFM Financial Advisors, LLC; Small/Minority/Women Business Enterprise Vendor(s): None.

SUMMARY EXPLANATION AND BACKGROUND:
The School Board of Broward County, Florida (SBBC), received one (1) proposal for RFP 19-005V - Financial Advisory Services. The services under this RFP will provide the District with financial advisory services for the issuance of debt and tax-exempt lease/purchase obligations.
A copy of the bid documents are available online at: http://www.broward.k12.fl.us/supply/agenda/19-005V_FinancialAdvisoryServices.pdf
This Agreement has been reviewed and approved as to form and legal content by the Office of the General Counsel.

SCHOOL BOARD GOALS:
 Goal 1: High Quality Instruction Goal 2: Continuous Improvement Goal 3: Effective Communication

FINANCIAL IMPACT:
There is no financial impact to the District.

EXHIBITS: (List)
(1) Executive Summary (2) Agreement (3) Recommendation Tabulation

BOARD ACTION:
APPROVED
(For Official School Board Records Office Only)

SOURCE OF ADDITIONAL INFORMATION:	
Name: Ivan Perrone	Phone: 754-321-1980
Name: Mary C. Coker	Phone: 754-321-0501

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA
Senior Leader & Title
Maurice L. Woods - Chief Strategy & Operations Officer

Signature
Maurice Woods
6/5/2018, 1:13:12 PM

Approved In Open Board Meeting On: **JUN 12 2018**
By: *Nora Ruper*
School Board Chair

EXECUTIVE SUMMARY

Recommendation of \$500,000 or Less 19-005V – Financial Advisory Services

This request is to approve the recommendation to award Request for Proposal 19-005V for five (5) years starting July 1, 2018 through June 30, 2023. The District's current Financial Advisory Services (FAS) provider is an integral member of the District's financing team. The FAS role on the financing team is critical, as they assist the District in determining the appropriate form of financing (i.e., type of debt – General Obligation Bonds, Certificates of Participation, Bank Loans, etc.) structure of debt (i.e., maturity, interest, call/non-call, etc.), and sale (i.e., competitive, negotiated, private placement, etc.).

Procurement Method

Per Purchasing Policy 3320 Part II, D (3), and pursuant to the Department of Education, Rule 6A-1.012(7) Florida Administrative Code, in acceptance of responses to requests for proposals, The School Board may award contracts to one (1) or more responsive, responsible proposers in accordance with the selection criteria published in the request for proposal. Procurement & Warehousing Services (PWS) released RFP 19-005V – Financial Advisory Services on April 2, 2018, with a due date of April 27, 2018. This RFP replaces RFP 14-008V – Financial Advisory Consultant Services that was awarded by the School Board on July 23, 2013, and expires June 30, 2018. There was only one (1) proposal received, PFM Financial Advisor LLC.

While only one (1) proposal was received, it was not surprising due to the following, including, but not limited to:

- The 2017 Tax Cuts and Job Act (TCJA) eliminated Advance Refunding, a tool that all districts used to refund existing bonds to generate interest savings. This elimination decreased the amount of activity in the bond market, as well as the appetite for financial advisors to enter a subsidizing market.
- The TCJA elimination of advance refunding caused many states, school districts and city issuers to complete their refunding prior to year-end (December 2017), as no more advance refunding were permitted after January 1, 2018.
- The market is transitioning from a low-interest environment to modestly higher interest market. Therefore, bond activity has certainly slowed down and is not as robust as when rates were lower.
- Any new potential responders to the District's RFPs are hesitant to submit proposals due to the extremely restrictive indemnification language required.

The Financial Advisory Committee proceeded with the evaluation scoring of the one proposal. After scoring this proposal, the Committee recommended that the District award RFP–19-005V to PFM Financial Advisor LLC. Per Purchasing Policy 3320 Part II, J, if less than two (2) responsive proposals for a commodity or contractual services are received; the school district may negotiate on the best terms and conditions or decide to reject all proposals

PFM Financial Advisors LLC is the current vendor on RFP 14-008V – Financial Advisory Consultant Services. The PWS staff contacted other school districts within the State of Florida regarding Financial Advisory Services. PFM Financial Advisors LLC is currently the Financial advisor for Miami-Dade, Palm Beach, and Orange County school districts. Hillsborough County current financial advisor is Ford and Associates.

Recommendation of \$500,000 or Less
19-005V – Financial Advisory Services
June 12, 2018 Board Agenda
Page 2

PFM is one of the premier financial advisory firms in the nation, and they assist us to ensure that the optimal financing vehicle is utilized and determines the appropriate time to enter the market to sell the District's bonds to investors. PFM was instrumental in assisting the District with compliance of new federal regulations/legislation requirements (i.e., U.S. Securities and Exchange Commission, Dodd-Frank, Wall Street Reform and Consumer Protection Act, Commodity Futures Trading Commission Regulation, etc.).

Since December 2013, PFM assisted with completing seven (7) refunding, which resulted in approximately \$95 million in present value savings. In the next twelve (12) months, the District will start the planning process for several debt issuances (i.e., General Obligation Bonds – second tranches, Tax Anticipation Notes, etc.) and the possibility of several lease financings for the District's facilities.

As evidenced by the TCJA, the Internal Revenue Service (IRS) and Securities and Exchange Commission (SEC), rules and regulations with financing and reporting can be changed and implemented quickly. Therefore, awarding a five (5) year contract for these crucial services enables the District to "lock-in" prices, avoiding any increases for the duration of the contract from July 1, 2018 through June 30, 2023.

PFM Financial Advisors LLC's new cost proposal shows an overall cost savings of approximately eighteen- point nine (18.9) percent, which was achieved through negotiations with the Committee.

The Financial Advisory Committee recommends the selection of PFM Financial Advisors LLC as the District's financial advisor to ensure continuity of these vital services and the continued successful issuance of future tranches of the General Obligation Bonds and other various financings/re-financings.

Financial Impact

There is no financial impact to the district, as fees will be paid from proceeds of financings completed

AGREEMENT

THIS AGREEMENT is made and entered into as of this 15th day of June, 2018, by and between

THE SCHOOL BOARD OF BROWARD COUNTY, FLORIDA
(hereinafter referred to as "SBBC"),
a body corporate and political subdivision of the State of Florida,
whose principal place of business is
600 Southeast Third Avenue, Fort Lauderdale, Florida 33301

and

PFM Financial Advisors LLC
(hereinafter referred to as "VENDOR"),
whose principal place of business is
300 South Orange Avenue, Suite 1170
Orlando, FL 32801

WHEREAS, the SBBC is in need of Financial Advisory Services and has selected the VENDOR to provide such services; and

WHEREAS, VENDOR is willing to provide Financial Advisory Services to the SBBC; and

WHEREAS, SBBC issued a Request for Proposal identified as RFP 19-005V, Financial Advisory Services (hereinafter referred to as "RFP"), dated April 2, 2018, and amended by Addendum No. 1 dated April 20, 2018, all of which are incorporated by reference herein, for the purpose of receiving proposals for financial advisory services; and

WHEREAS, VENDOR offered a proposal in response to the RFP (hereinafter referred to as "Proposal") and which is incorporated herein by reference whereby VENDOR proposed to provide financial advisory consultant services for the issuance of debt and tax exempt lease/purchase obligation.

NOW, THEREFORE, in consideration of the premises and of the mutual covenants contained herein and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the Parties hereby agree as follows:

ARTICLE 1 - RECITALS

1.01 **Recitals.** The parties agree that the foregoing recitals are true and correct and that such recitals are incorporated herein by reference.

ARTICLE 2 – SPECIAL CONDITIONS

2.01 **Term of Agreement**. Unless terminated earlier pursuant to Section 3.05 of this Agreement, the term of this Agreement shall commence on July 1, 2018 and conclude on June 30, 2023. The term of the Agreement may, by mutual agreement in writing between SBBC and VENDOR, be extended, if needed, 180 days beyond the expiration date.

2.02 **Description of Goods or Services Provided**. VENDOR shall provide all services to SBBC as specified in its Proposal and in compliance with this Agreement and the RFP and its Addenda. See **Attachment A**

2.03 **Cost of Goods or Services**. In Consideration for the services provided hereunder, SBBC shall compensate the VENDOR as setforth in **Attachment B**

2.04 **Information to be Furnished to Vendor**. All information, data, reports, and records (“Data”) in the possession of SBBC or any third party necessary for carrying out any services to be performed under this Agreement shall be furnished to VENDOR and SBBC shall, and shall cause its agent(s) to, cooperate with VENDOR in its conduct of reasonable due diligence in performing the services, including with respect to the facts that are necessary in its recommendation(s) to SBBC in connection with a municipal securities transaction or municipal financial product and/or relevant to the SBBC’s determination whether to proceed with a course of action. To the extent SBBC requests that VENDOR provide advice with regard to any recommendation made by a third party, SBBC will provide to VENDOR written direction to do so as well as any Data it has received from such third party relating to its recommendation. SBBC acknowledges and agrees that while VENDOR is relying on the Data in connection with its provision of the services under this Agreement, VENDOR makes no representation with respect to and shall not be responsible for the accuracy or completeness of such Data.

2.05 **Priority of Documents**. In the event of a conflict between documents, the following priority of documents shall govern.

First:	This Agreement, then;
Second:	Addendum No. 1 to RFP 19-005V, then;
Third:	RFP 19-005V – Financial Advisory Services, then;
Fourth:	Proposal submitted by VENDOR in response to RFP 19-005V

2.06 **Required Disclosures; Registered Municipal Advisor**

1. VENDOR is a registered municipal advisor with the Securities and Exchange Commission (the “SEC”) and the Municipal Securities Rulemaking Board (the “MSRB”), pursuant to the Securities Exchange Act of 1934 Rule 15Ba1-2. If SBBC has designated VENDOR as its independent registered municipal advisor (“IRMA”) for purposes of SEC Rule 15Ba1-1(d)(3)(vi) (the “IRMA exemption”), then services provided pursuant to such designation shall be the services described in **Attachment A** hereto, subject to any limitations provided herein. VENDOR shall not be responsible for, or have any liability in connection with, verifying that VENDOR is independent from any other party seeking to rely on the IRMA exemption (as such independent status is required pursuant to the IRMA exemption, as interpreted from time to time

by the SEC). SBBC acknowledges and agrees that any reference to VENDOR, its personnel and its role as IRMA, including in the written representation of SBBC required under SEC Rule 15Ba1-1(d)(3)(vi)(B) shall be subject to prior approval by VENDOR. SBBC further agrees not to represent that VENDOR is SBBC's IRMA with respect to any aspect of a municipal securities issuance or municipal financial product, outside of the scope of services without VENDOR's prior written consent.

2. MSRB Rules require that municipal advisors make written disclosures to their clients of all material conflicts of interest, certain legal or disciplinary events and certain regulatory requirements. Such disclosures are provided in VENDOR's Disclosure Statement delivered to SBBC together with this Agreement.

2.07 **Inspection of VENDOR's Records by SBBC.** VENDOR shall establish and maintain books, records and documents (including electronic storage media) sufficient to reflect all income and expenditures of funds provided by SBBC under this Agreement. All VENDOR's applicable records, regardless of the form in which they are kept, shall be open to inspection and subject to audit, inspection, examination, evaluation and/or reproduction, during normal working hours, by SBBC's agent or its authorized representative to permit SBBC to evaluate, analyze and verify the satisfactory performance of the terms and conditions of this Agreement and to evaluate, analyze and verify the applicable business records of VENDOR directly relating to this Agreement in order to verify the accuracy of invoices provided to SBBC. Such audit shall be no more than one (1) time per calendar year.

(a) **Duration of Right to Inspect.** For the purpose of such audits, inspections, examinations, evaluations and/or reproductions, SBBC's agent or authorized representative shall have access to VENDOR's records from the effective date of this Agreement, for the duration of the term of this Agreement, and until the later of five (5) years after the termination of this Agreement or five (5) years after the date of final payment by SBBC to VENDOR pursuant to this Agreement.

(b) **Notice of Inspection.** SBBC's agent or its authorized representative shall provide VENDOR reasonable advance written notice (not to exceed two (2) weeks) of any intended audit, inspection, examination, evaluation and or reproduction.

(c) **Audit Site Conditions.** SBBC's agent or its authorized representative shall have access to VENDOR's facilities and to any and all records related to this Agreement, and shall be provided adequate and appropriate work space in order to exercise the rights permitted under this section.

(d) **Failure to Permit Inspection.** Failure by VENDOR to permit audit, inspection, examination, evaluation and/or reproduction as permitted under this section shall constitute grounds for termination of this Agreement by SBBC for cause and shall be grounds for SBBC's denial of some or all of any VENDOR's claims for payment.

(e) **Overcharges and Unauthorized Charges.** If an audit conducted in accordance with this section discloses overcharges or unauthorized charges to SBBC by VENDOR in excess of two percent (2%) of the total billings under this Agreement, the actual cost of SBBC's audit shall be

paid by VENDOR. If the audit discloses billings or charges to which VENDOR is not contractually entitled, VENDOR shall pay said sum to SBBC within twenty (20) days of receipt of written demand unless otherwise agreed to in writing by both parties.

(f) Inspection of Subcontractor's Records. If applicable, VENDOR shall require any and all subcontractors, insurance agents and material suppliers (hereafter referred to as "Payees") providing services or goods with regard to this Agreement to comply with the requirements of this section by insertion of such requirements in any written subcontract. Failure by VENDOR to include such requirements in any subcontract shall constitute grounds for termination of this Agreement by SBBC for cause and shall be grounds for the exclusion of some or all of any Payees' costs from amounts payable by SBBC to VENDOR pursuant to this Agreement and such excluded costs shall become the liability of VENDOR.

(g) Inspector General Audits. VENDOR shall comply and cooperate immediately with any inspections, reviews, investigations, or audits deemed necessary by the Florida Office of the Inspector General or by any other state or federal officials.

2.08 Notice. When any of the parties desire to give notice to the other, such notice must be in writing, sent by U.S. Mail, postage prepaid, addressed to the party for whom it is intended at the place last specified; the place for giving notice shall remain such until it is changed by written notice in compliance with the provisions of this paragraph. For the present, the Parties designate the following as the respective places for giving notice:

To SBBC: Superintendent of Schools
The School Board of Broward County, Florida
600 Southeast Third Avenue
Fort Lauderdale, Florida 33301

With a Copy to: Treasurer, Treasurer's Office
The School Board of Broward County, Florida
600 S.E. 3rd Avenue, 2nd Floor
Fort Lauderdale, Florida 33301

To VENDOR: David M. Moore, Managing Director
PFM Financial Advisors LLC
300 South Orange Avenue, Suite 1170
Orlando, Florida 32801

With a Copy to: Chief Executive Officer
PFM Financial Advisory LLC
1735 Market Street, 43rd Floor
Philadelphia, PA 19103

2.09 Background Screening. VENDOR shall comply with all requirements of Sections 1012.32 and 1012.465, Florida Statutes, and all of its personnel who (1) are to be permitted access to school grounds when students are present, (2) will have direct contact with students, or (3) have access or control of school funds, will successfully complete the background

screening required by the referenced statutes and meet the standards established by the statutes. This background screening will be conducted by SBBC in advance of VENDOR or its personnel providing any services under the conditions described in the previous sentence. VENDOR shall bear the cost of acquiring the background screening required by Section 1012.32, Florida Statutes, and any fee imposed by the Florida Department of Law Enforcement to maintain the fingerprints provided with respect to VENDOR and its personnel. The parties agree that the failure of VENDOR to perform any of the duties described in this section shall constitute a material breach of this Agreement entitling SBBC to terminate immediately with no further responsibilities or duties to perform under this Agreement. VENDOR agrees to indemnify and hold harmless SBBC, its officers and employees from any liability in the form of physical or mental injury, death or property damage resulting from VENDOR's failure to comply with the requirements of this section or with Sections 1012.32 and 1012.465, Florida Statutes.

2.10 **Public Records.** The following provisions are required by Section 119.0701, Florida Statutes, and may not be amended. VENDOR shall keep and maintain public records required by SBBC to perform the services required under this Agreement. Upon request from SBBC's custodian of public records, VENDOR shall provide SBBC with a copy of any requested public records or to allow the requested public records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in Chapter 119, Florida Statutes, or as otherwise provided by law. VENDOR shall ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the Agreement's term and following completion of the Agreement if VENDOR does not transfer the public records to SBBC. Upon completion of the Agreement, VENDOR shall transfer, at no cost, to SBBC all public records in possession of VENDOR or keep and maintain public records required by SBBC to perform the services required under the Agreement. If VENDOR transfers all public records to SBBC upon completion of the Agreement, VENDOR shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If VENDOR keeps and maintains public records upon completion of the Agreement, VENDOR shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to SBBC, upon request from SBBC's custodian of public records, in a format that is compatible with SBBC's information technology systems.

IF A PARTY TO THIS AGREEMENT HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO ITS DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THE AGREEMENT, CONTACT THE CUSTODIAN OF PUBLIC RECORDS AT 754-321-1900, REQUEL.BELL@BROWARDSCHOOLS.COM, RISK MANAGEMENT DEPARTMENT, PUBLIC RECORDS DIVISION, 600 SOUTHEAST THIRD AVENUE, FORT LAUDERDALE, FLORIDA 33301.

2.11 **Liability.** This section shall survive the termination of all performance or obligations under this Agreement and shall be fully binding until such time as any proceeding brought on account of this Agreement is barred by any applicable statute of limitations.

(a) By SBBC: SBBC agrees to be fully responsible up to the limits of Section 768.28, Florida Statutes, for its acts of negligence, or its employees' acts of negligence when acting within the scope of their employment and agrees to be liable for any damages resulting from said negligence.

(b) By VENDOR: VENDOR agrees to indemnify, hold harmless and defend SBBC, its agents, servants and employees from any and all claims, judgments, costs, and expenses including, but not limited to, reasonable attorney's fees, reasonable investigative and discovery costs, court costs and all other sums which SBBC, its agents, servants and employees may pay or become obligated to pay on account of any, all and every claim or demand, or assertion of liability, or any claim or action founded thereon, arising or alleged to have arisen out of the products, goods or services wrongfully furnished by VENDOR, its agents, servants or employees; the equipment of VENDOR, its agents, servants or employees while such equipment is on premises owned or controlled by SBBC; or the negligence of VENDOR or the negligence of VENDOR's agents when acting within the scope of their employment, whether such claims, judgments, costs and expenses be for damages, damage to property including SBBC's property, and injury or death of any person whether employed by VENDOR, SBBC or otherwise.

2.12 **Insurance Requirements.** VENDOR shall comply with the following insurance requirements throughout the term of this Agreement:

(a) **General Liability.** VENDOR shall maintain General Liability insurance during the term of this Agreement with limits not less than \$1,000,000 per occurrence for Bodily Injury/Property Damage; \$1,000,000 General Aggregate; and limits not less than \$1,000,000 for Products/Completed Operations Aggregate.

(b) **Professional Liability/Errors & Omissions.** VENDOR shall maintain Professional Liability/Errors & Omissions insurance during the term of this Agreement with a limit of not less than \$1,000,000 per occurrence covering services provided under this Agreement.

(c) **Workers' Compensation.** VENDOR shall maintain Workers' Compensation insurance during the term of this Agreement in compliance with the limits specified in Chapter 440, Florida Statutes, and Employer's Liability limits shall not be less than \$100,000/\$100,000/\$500,000 (each accident/disease-each employee/disease-policy limit).

(d) **Auto Liability.** VENDOR shall maintain Owned, Non-Owned and Hired Auto Liability insurance with Bodily Injury and Property Damage limits of not less than \$1,000,000 Combined Single Limit.

(e) **Acceptability of Insurance Carriers.** The insurance policies required under this Agreement shall be issued by companies qualified to do business in the State of Florida and having a rating of at least A- VI by AM Best or Aa3 by Moody's Investor Service.

(f) **Verification of Coverage.** Proof of the required insurance must be furnished by VENDOR to SBBC's Risk Management Department by Certificate of Insurance within fifteen (15) days of the date of this Agreement. To streamline this process, SBBC has partnered with

EXIGIS Risk Management Services to collect and verify insurance documentation. All certificates (and any required documents) must be received and approved by SBBC's Risk Management Department before any work commences to permit VENDOR to remedy any deficiencies. VENDOR must verify its account information and provide contact details for its Insurance Agent via the link provided to it by email.

(g) Required Conditions. Liability policies must include the following terms on the Certificate of Insurance:

- 1) The School Board of Broward County, Florida, its members, officers, employees and agents are added as additional insured.
- 2) All liability policies are primary of all other valid and collectable coverage maintained by The School Board of Broward County, Florida.
- 3) Certificate Holder: The School Board of Broward County, Florida, c/o EXIGIS Risk Management Services, P.O. Box 4668-ECM, New York, New York 10163-4668.

(h) Cancellation of Insurance. VENDOR is prohibited from providing services under this Agreement with SBBC without the minimum required insurance coverage and must notify SBBC within two (2) business days if required insurance is cancelled.

(i) SBBC reserves the right to review, reject or accept any required policies of insurance, including limits, coverage or endorsements, herein throughout the term of this Agreement.

2.13 Nondiscrimination.

(a) As a condition of entering into this Agreement, VENDOR represents and warrants that it will comply with the SBBC's Commercial Nondiscrimination Policy, as described under, Section D.1 of SBBC's Policy No. 3330 – Supplier Diversity Outreach Program.

(b) As part of such compliance, VENDOR shall not discriminate on the basis of race, color, religion, ancestry or national origin, sex, age, marital status, sexual orientation, or on the basis of disability or other unlawful forms of discrimination in the solicitation, selection, hiring, or commercial treatment of subcontractors, vendors, suppliers, or commercial customers, nor shall VENDOR retaliate against any person for reporting instances of such discrimination. VENDOR shall provide equal opportunity for subcontractors, vendors, and suppliers to participate in all of its public sector and private sector subcontracting and supply opportunities, provided that nothing contained in this clause shall prohibit or limit otherwise lawful efforts to remedy the effects of marketplace discrimination that have occurred or are occurring in the SBBC's relevant marketplace. VENDOR understands and agrees that a material violation of this clause shall be considered a material breach of this Agreement and may result in termination of this Agreement, disqualification of the company from participating in SBBC Agreements, or other sanctions. This clause is not enforceable by or for the benefit of, and creates no obligation to, any third party.

2.14 **Annual Appropriation.** The performance and obligations of SBBC under this Agreement shall be contingent upon an annual budgetary appropriation by its governing body. If SBBC does not allocate funds for the payment of services or products to be provided under this Agreement, this Agreement may be terminated by SBBC at the end of the period for which funds have been allocated. SBBC shall notify the other party at the earliest possible time before such termination. No penalty shall accrue to SBBC in the event this provision is exercised, and SBBC shall not be obligated or liable for any future payments due or any damages as a result of termination under this section.

2.15 **Excess Funds.** Any party receiving funds paid by SBBC under this Agreement agrees to promptly notify SBBC of any funds erroneously received from SBBC upon the discovery of such erroneous payment or overpayment. Any such excess funds shall be refunded to SBBC.

2.16 **Incorporation by Reference.** **Attachments A and B** attached hereto and referenced herein shall be deemed to be incorporated into this Agreement by reference.

ARTICLE 3 – GENERAL CONDITIONS

3.01 **No Waiver of Sovereign Immunity.** Nothing herein is intended to serve as a waiver of sovereign immunity by any agency or political subdivision to which sovereign immunity may be applicable or of any rights or limits to liability existing under Section 768.28, Florida Statutes. This section shall survive the termination of all performance or obligations under this Agreement and shall be fully binding until such time as any proceeding brought on account of this Agreement is barred by any applicable statute of limitations.

3.02 **No Third Party Beneficiaries.** The parties expressly acknowledge that it is not their intent to create or confer any rights or obligations in or upon any third person or entity under this Agreement. None of the parties intend to directly or substantially benefit a third party by this Agreement. The parties agree that there are no third party beneficiaries to this Agreement and that no third party shall be entitled to assert a claim against any of the parties based upon this Agreement. Nothing herein shall be construed as consent by an agency or political subdivision of the State of Florida to be sued by third parties in any matter arising out of any Agreement.

3.03 **Independent Contractor.** The parties to this Agreement shall at all times be acting in the capacity of independent contractors and not as an officer, employee or agent of one another. Neither party or its respective agents, employees, subcontractors or assignees shall represent to others that it has the authority to bind the other party unless specifically authorized in writing to do so. No right to SBBC retirement, leave benefits or any other benefits of SBBC employees shall exist as a result of the performance of any duties or responsibilities under this Agreement. SBBC shall not be responsible for social security, withholding taxes, contributions to unemployment compensation funds or insurance for the other party or the other party's officers, employees, agents, subcontractors or assignees.

3.04 **Default.** The parties agree that, in the event that either party is in default of its obligations under this Agreement, the non-defaulting party shall provide to the defaulting party (30) days written notice to cure the default. However, in the event said default cannot be cured

within said thirty (30) day period and the defaulting party is diligently attempting in good faith to cure same, the time period shall be reasonably extended to allow the defaulting party additional cure time. Upon the occurrence of a default that is not cured during the applicable cure period, this Agreement may be terminated by the non-defaulting party upon thirty (30) days notice. This remedy is not intended to be exclusive of any other remedy, and each and every such remedy shall be cumulative and shall be in addition to every other remedy now or hereafter existing at law or in equity or by statute or otherwise. No single or partial exercise by any party of any right, power, or remedy hereunder shall preclude any other or future exercise thereof. Nothing in this section shall be construed to preclude termination for convenience pursuant to Section 3.05.

3.05 **Termination.** This Agreement may be canceled with or without cause by SBBC during the term hereof upon thirty (30) days written notice to the other parties of its desire to terminate this Agreement. In the event of such termination, SBBC shall be entitled to a pro rata refund of any pre-paid amounts for any services scheduled to be delivered after the effective date of such termination. SBBC shall have no liability for any property left on SBBC's property by any party to this Agreement after the termination of this Agreement. Any party contracting with SBBC under this Agreement agrees that any of its property placed upon SBBC's facilities pursuant to this Agreement shall be removed within ten (10) business days following the termination, conclusion or cancellation of this Agreement and that any such property remaining upon SBBC's facilities after that time shall be deemed to be abandoned, title to such property shall pass to SBBC, and SBBC may use or dispose of such property as SBBC deems fit and appropriate.

3.06 **Compliance with Laws.** Each party shall comply with all applicable federal, state and local laws, SBBC policies, codes, rules and regulations in performing its duties, responsibilities and obligations pursuant to this Agreement.

3.07 **Place of Performance.** All obligations of SBBC under the terms of this Agreement are reasonably susceptible of being performed in Broward County, Florida and shall be payable and performable in Broward County, Florida.

3.08 **Governing Law and Venue.** This Agreement shall be interpreted and construed in accordance with and governed by the laws of the State of Florida. Any controversies or legal problems arising out of this Agreement and any action involving the enforcement or interpretation of any rights hereunder shall be submitted exclusively to the jurisdiction of the State courts of the Seventeenth Judicial Circuit of Broward County, Florida or to the jurisdiction of the United States District Court for the Southern District of Florida. Each party agrees and admits that the state courts of the Seventeenth Judicial Circuit of Broward County, Florida or the United States District Court for the Southern District of Florida shall have jurisdiction over it for any dispute arising under this Agreement.

3.09 **Entirety of Agreement.** This document incorporates and includes all prior negotiations, correspondence, conversations, agreements and understandings applicable to the matters contained herein and the parties agree that there are no commitments, agreements or understandings concerning the subject matter of this Agreement that are not contained in this document. Accordingly, the parties agree that no deviation from the terms hereof shall be predicated upon any prior representations or agreements, whether oral or written.

3.10 **Binding Effect**. This Agreement shall be binding upon and inure to the benefit of the parties hereto and their respective successors and assigns.

3.11 **Assignment**. Neither this Agreement nor any interest herein may be assigned, transferred or encumbered by any party without the prior written consent of the other party. There shall be no partial assignments of this Agreement including, without limitation, the partial assignment of any right to receive payments from SBBC.

3.12 **Captions**. The captions, section designations, section numbers, article numbers, titles and headings appearing in this Agreement are inserted only as a matter of convenience, have no substantive meaning, and in no way define, limit, construe or describe the scope or intent of such articles or sections of this Agreement, nor in any way affect this Agreement and shall not be construed to create a conflict with the provisions of this Agreement.

3.13 **Severability**. In the event that any one or more of the sections, paragraphs, sentences, clauses or provisions contained in this Agreement is held by a court of competent jurisdiction to be invalid, illegal, unlawful, unenforceable or void in any respect, such shall not affect the remaining portions of this Agreement and the same shall remain in full force and effect as if such invalid, illegal, unlawful, unenforceable or void sections, paragraphs, sentences, clauses or provisions had never been included herein.

3.14 **Preparation of Agreement**. The parties acknowledge that they have sought and obtained whatever competent advice and counsel as was necessary for them to form a full and complete understanding of all rights and obligations herein and that the preparation of this Agreement has been their joint effort. The language agreed to herein expresses their mutual intent and the resulting document shall not, solely as a matter of judicial construction, be construed more severely against one of the parties than the other.

3.15 **Amendments**. No modification, amendment, or alteration in the terms or conditions contained herein shall be effective unless contained in a written document prepared with the same or similar formality as this Agreement and executed by each party hereto.

3.16 **Waiver**. The parties agree that each requirement, duty and obligation set forth herein is substantial and important to the formation of this Agreement and, therefore, is a material term hereof. Any party's failure to enforce any provision of this Agreement shall not be deemed a waiver of such provision or modification of this Agreement unless the waiver is in writing and signed by the party waiving such provision. A written waiver shall only be effective as to the specific instance for which it is obtained and shall not be deemed a continuing or future waiver.

3.17 **Force Majeure**. Neither party shall be obligated to perform any duty, requirement or obligation under this Agreement if such performance is prevented by fire, hurricane, earthquake, explosion, wars, sabotage, accident, flood, acts of God, strikes, or other labor disputes, riot or civil commotions, or by reason of any other matter or condition beyond the control of either party, and which cannot be overcome by reasonable diligence and without unusual expense ("Force Majeure"). In no event shall a lack of funds on the part of either party be deemed Force Majeure.

3.18 **Survival**. All representations and warranties made herein, indemnification obligations, obligations to reimburse SBBC, obligations to maintain and allow inspection and audit of records and property, obligations to maintain the confidentiality of records, reporting requirements, and obligations to return public funds shall survive the termination of this Agreement.

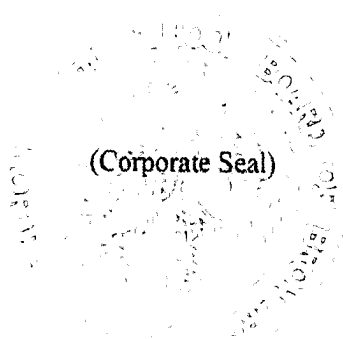
3.19 **Agreement Administration**. SBBC has delegated authority to the Superintendent of Schools or his/her designee to take any actions necessary to implement and administer this Agreement.

3.20 **Counterparts and Multiple Originals**. This Agreement may be executed in multiple originals, and may be executed in counterparts, each of which shall be deemed to be an original, but all of which, taken together, shall constitute one and the same Agreement.

3.21 **Authority**. Each person signing this Agreement on behalf of either party individually warrants that he or she has full legal power to execute this Agreement on behalf of the party for whom he or she is signing, and to bind and obligate such party with respect to all provisions contained in this Agreement.

IN WITNESS WHEREOF, the Parties hereto have made and executed this Agreement on the date first above written.

[THIS SPACE INTENTIONALLY LEFT BLANK; SIGNATURE PAGES FOLLOW]



(Corporate Seal)

FOR SBBC:

THE SCHOOL BOARD OF BROWARD
COUNTY, FLORIDA

By Nora Rupert
Nora Rupert, Chair

ATTEST:

Robert W. Runcie
Robert W. Runcie, Superintendent of Schools

Approved as to Form and Legal Content:

[Signature]
Office of the General Counsel

[THIS SPACE INTENTIONALLY LEFT BLANK; SIGNATURE PAGE FOLLOWS]

FOR VENDOR:

(Corporate Seal)

PFM Financial Advisors, LLC

ATTEST:

By *James W. Glover*
Managing Director

_____, Secretary

-or-

Laura M
Witness

Jh Calder
Witness

The Following Notarization is Required for Every Agreement Without Regard to Whether the Party Chose to Use a Secretary's Attestation or Two (2) Witnesses.

STATE OF Florida

COUNTY OF Orange

The foregoing instrument was acknowledged before me this 1st day of June, 2018 by James W. Glover of PFM Financial Advisors LLC, on behalf of the corporation/agency.

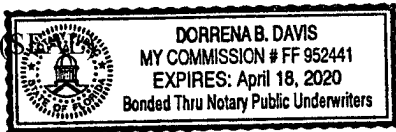
Name of Person
Name of Corporation or Agency
He/She is personally known to me or produced _____ as identification and did/did not first take an oath. Type of Identification

My Commission Expires: April 18, 2020

Dorrena B. Davis
Signature – Notary Public

Dorrena B. Davis
Printed Name of Notary

FF 952441
Notary's Commission No.



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ATTACHMENT A

Scope of Services as Defined in RFP 19-005V

Section	Scope of Services
4.4.2.1	Awardee shall assist the Treasurer's Office on debt management with respect to projects to be financed through the issuances of bonds and assist in the preparation of preliminary and official statements and rating presentations.
4.4.2.2	Awardee shall review existing debt and other financial commitments to determine potential effects, if any, on the proposed financing, and make recommendations to the Treasurer's Office.
4.4.2.3	Awardee shall analyze the financing impact of project costs, cash-flow projections and interest rate implications. Participate in the development of alternate strategies with SBBC
4.4.2.4	Awardee shall advise SBBC on any new financing opportunities and refinancing options.
4.4.2.5	Awardee shall prepare all necessary cash flow and millage projection schedules.
4.4.2.6	Awardee shall analyze and report on the advantages and disadvantages of each proposed financing methodology and program.
4.4.2.7	Awardee shall coordinate the bond financing process and assist underwriters in coordination of sale.
4.4.2.8	Awardee shall evaluate market access and performance criteria of SBBC's debt offerings.
4.4.2.9	Awardee shall assist in reviewing the interest rates being proposed by underwriters and provide advice on the acceptability of such interest rates.
4.4.2.10	Awardee shall prepare all necessary State of Florida treasury applications and monitor the approval process.
4.4.2.11	Awardee shall assist in the negotiation of bond insurance and/or other appropriate credit enhancement vehicles.
4.4.2.12	Awardee shall provide independent advice on bond issues to SBBC.
4.4.2.13	Submit revisions to school construction financing models and feasibility studies. Advise SBBC as to suggested methods of financing the desired improvements, amortization schedules, debt retirement plans, and recommendations on revenue necessary to meet established debt service requirements and capital plans and legislative proposals.
4.4.2.14	Awardee shall evaluate feasibility studies or other documentation generated by SBBC and/or parties relative to the financing of projects and submit findings to SBBC.
4.4.2.15	Awardee shall assist in the preparation of any official statements setting forth financial and other information about SBBC and a description of the security issue. The preparation of the material will be in general conformance with Government Finance Officers Association, Disclosure Guidelines for Offerings of Securities by State and Local Governments, or successor requirements.
4.4.2.16	Awardee shall assist in the preparation of any official statements setting forth financial and other information about SBBC and a description of the security issue. The preparation of the material will be in general conformance with Government Finance Officers Association, Disclosure Guidelines for Offerings of Securities by State and Local Governments, or successor requirements.
4.4.2.17	Awardee shall work cohesively and effectively with SBBC's Financial Advisory Committee, which will consist of various SBBC staff members, external Bond Counsel, financial institutions and/or underwriters (if applicable), and specialized consultants (if applicable).
4.4.2.18	Awardee shall assist the Treasurer's Office in obtaining and maintaining the highest possible credit ratings and coordinate SBBC's representation before credit rating agencies.
4.4.2.19	Awardee shall assist with the selection of printers, paying agent/registrars, escrow agents, trustees, verification agents and other providers, as necessary.
4.4.2.20	Awardee shall advise SBBC on proposed and actual changes in tax laws and financial market developments that could affect SBBC debt financing plans.
4.4.2.21	Awardee shall continually monitor existing debt for potential refunds.
4.4.2.22	Awardee shall assist in assembling information and preparation of materials for rating agencies, and assist in obtaining a favorable rating on each of the offerings.

ATTACHMENT A

Scope of Services as Defined in RFP 19-005V

Section	Scope of Services
4.4.2.23	Analyze, report, and recommend underwriters who have met the criteria required by SBBC when securities are to be sold by negotiation.
4.4.2.24	Awardee shall coordinate and attend all bond closings.
4.4.2.25	Awardee shall monitor and report federal, state, and local statutory and regulatory change that may affect the legal and financial standing of SBBC audits and debt.
4.4.2.26	Awardee shall provide research and testimony as appropriate for legislative items and activities related to school bonds and financing.

Attachment B

PFM Financial Advisors LLC

Cost of Services

Issuance of GENERAL OBLIGATION BONDS (GOBs)	
Minimum Fee per Sale (flat fee)	\$ 17,500
Maximum Fee per Sale (flat fee)	\$ 87,500
Flat Amount for Expenses/Overhead	\$ 1,500
Total	\$ 89,000
Issuance of CERTIFICATES OF PARTICIPATION (COPs)	
Minimum Fee per Sale (flat fee)	\$ 17,500
Maximum Fee per Sale (flat fee)	\$ 87,500
Flat Amount for Expenses/Overhead	\$ 1,500
Total	\$ 89,000
Issuance of TANs/RANs	
Minimum Fee per Sale (flat fee)	\$ 17,500
Maximum Fee per Sale (flat fee)	\$ 17,500
Flat Amount for Expenses/Overhead	\$ 1,000
Total	\$ 18,500
Master Equipment Lease/Purchase Financing	
Flat Fee (Initial Lease)	\$ 15,000
Flat Fee (Subsequent Lease)	\$ 10,000
Total	\$ 25,000
Hourly Rates for other Bond Counsel Services	
Partner	\$ 150
Senior Advisor	\$ 125
Analyst	\$ 75
Administrative	\$ 40
Out of State travel if requested, and approved by the District will be reimburse at cost.	
Reimbursement for District expenses for legal advertisement, notice, etc., required by the District	



RFP #:	<u>19-005V</u>	Tentative Board Meeting Date*:	<u>JUNE 12, 2018</u>	
RFP Title:	<u>FINANCIAL ADVISORY SERVICES</u>	# Notified:	<u>436</u>	# Downloaded: <u>9</u>
		# of Responses Rec'd:	<u>1</u>	# of "No Bids": <u>1</u>
For:	<u>TREASURER'S OFFICE</u>	RFP Opening Date :	<u>APRIL 27, 2018</u>	
	(School/Department)			
Fund:	<u>DEPARTMENT'S OPERATING BUDGET</u>	Advertised Date:	<u>APRIL 2, 2018</u>	

POSTING OF Select One RECOMMENDATION/TABULATION: Select One Recommendations and Tabulations will be posted in the Procurement & Warehousing Services and www.Demandstar.com on **MAY 15, 2018 @ 3:00 pm** and will remain posted for 72 hours. Any person who is adversely affected by the decision or intended decision shall file a notice of protest, in writing, within 72 hours after the posting of the notice of decision or intended decision. The formal written protest shall be filed within ten (10) days after the date the notice of protest is filed. Failure to file a notice of protest or failure to file a formal written protest shall constitute a waiver of proceedings under this chapter. Section 120.57(3)(b), Florida Statutes, states that "The formal written protest shall state with particularity the facts and law upon which the protest is based." Saturdays, Sundays, state holidays and days during which the District is closed shall be excluded in the computation of the 72-hour time period provided. Filings shall be at the office of the Director of Procurement & Warehousing Services, 7720 West Oakland Park Boulevard, Suite 323, Sunrise, Florida 33351. Any person who files an action protesting an intended decision shall post with the School Board, at the time of filing the formal written protest, a bond, payable to The School Board of Broward County, Florida, (SBBC), in an amount equal to one percent (1%) of the estimated value of the contract. Failure to post the bond required by SBBC Policy 3320, Part VIII, Purchasing Policies, Section N, within the time allowed for filing a bond shall constitute a waiver of the right to protest.

(* The Cone of Silence, as stated in the ITB / RFP / RFQ / HARD BID, is in effect until it is approved by SBBC. The Board meeting date stated above is tentative. Confirm with the Purchasing Agent of record for the actual date the Cone of Silence has concluded.

RECOMMENDATION TABULATION

ONE (1) PROPOSAL WAS RECEIVED FOR RFP 19-005V. THE PROPOSAL WAS EVALUATED BY THE FOLLOWING COMMITTEE CONSISTING OF:

- SHELLEY MELONI – DIRECTOR, PRE-CONSTRUCTION SERVICES, FACILITIES & CONSTRUCTION MANAGEMENT
- RAYMOND MONTELEONE – FINANCIAL ADVISORY MEMBER
- IVAN PERRONE – TREASURER, TREASURER'S OFFICE
- JOHN RUFFIN – FINANCIAL ADVISORY MEMBER
- OMAR SHIM – DIRECTOR, CAPITAL BUDGET

S/M/WBE ADVISOR: ANN MARIE RICHARDS, COORDINATOR, SUPPLIER DIVERSITY AND OUTREACH PROGRAM

BASED UPON SECTION 4.4 AND 5.1 OF THE RFP, THE EVALUATION COMMITTEE EVALUATED RESPONSES AND ASSIGNED POINTS TO ALL QUALIFIED RESPONDENTS. THE EVALUATION COMMITTEE HAS SELECTED THE FOLLOWING FIRMS

PFM FINANCIAL ADVISORS LLC

THIS AWARD SHALL BE CONTINGENT UPON COMPLETION OF A WRITTEN AGREEMENT.

CONTRACT PERIOD: JULY 1, 2018 THROUGH JUNE 30, 2023

By:



(Purchasing Agent)

Date: MAY 15, 2018

The School Board of Broward County, Florida, prohibits any policy or procedure which results in discrimination on the basis of age, color, disability, gender expression, national origin, marital status, race, religion, sex or sexual orientation. Individuals who wish to file a discrimination complaint, may call the Executive Director, Benefits & EEO Compliance at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.

Individuals with disabilities requesting accommodations under the Americans with Disabilities Act (ADA) may call the Equal Educational Opportunities (EEO) at 754-321-2150 or Teletype Machine (TTY) at 754-321-2158.

RFP 19-005V Financial Advisory Services	Maximum Points	Shelley Meloni	Raymond Monteleone	Ivan Perrone	Omar Shim	John Ruffin	Average Total
Experience & Qualification	35						
PFM Financial Advisors LLC		35	35	35	34	30	
Scope of Services	40						
PFM Financial Advisors LLC		40	40	40	38	35	
Cost of Services	15						
PFM Financial Advisors LLC		15	15	15	15	15	
S/M/WBE	10						
PFM Financial Advisors LLC		0	0	0	0	0	
	100	90	90	90	87	80	87.4