

Metropolitan Transportation Commission

June 26, 2024

Agenda Item 6b - 24-0749

Consultant Bench – 2024 Municipal Advisory Services– Cycle 1 for Service Category: Conduit Financing (CSG Advisors Incorporated and KNN Public Finance, LLC)

Subject:

Request for Commission approval of:

1) a pre-qualified list of firms (Bench) from which ABAG Finance Authority for Nonprofit Corporations and Advancing California Finance Authority (ABAG FAN/ACFA) may contract with approved firms on an as-needed basis to provide municipal advisory services for ABAG FAN/ACFA. The Commission is authorized to approve the Bench under the Contract for Services between MTC and ABAG. The Bench Performance Period will end on June 30, 2029, with the option to extend for two (2) additional years. The Bench will consist of CSG Advisors Incorporated and KNN Public Finance, LLC.

2) delegation of authority to the Metropolitan Transportation Commission (MTC) to hear and decide upon any protests related to the aforementioned procurement.

Background:

ABAG FAN/ACFA currently have approximately \$1 billion in conduit debt outstanding which requires municipal advisory service firms to assist in the ongoing administration of the portfolio. Additionally, ABAG FAN/ACFA may require municipal advisory service firms to assist in the issuance of debt and restructuring of existing transactions.

Procurement Process:

In March 2024, MTC and the agencies staffed by MTC, including ABAG FAN/ACFA, issued a Request for Qualifications (RFQ) for Municipal Advisory Services to develop a list of firms to serve as a Bench to provide as needed municipal advisory services for the following service categories: 1) Transportation Financing (BATA and BAIFA); 2) Swap Advisory (BATA); 3) Conduit Financing (ABAG); 4) General Obligation (GO) Financing (BAHFA), and 5) Housing Project Revenue Financing (BAHFA). The Bench Performance Period will be until June 30, 2029, with the option to extend for two (2) additional years. The RFQ specified that ABAG FAN/ACFA may elect to use the Bench as needed. The RFQ also specified that consultants may

apply for selection to the Bench in the service category of Conduit Financing pertaining to ABAG FAN/ACFA.

On April 12, 2024, Statements of Qualifications (SOQs) were received from three (3) firms for the ABAG's Service Category: Conduit Financing (ABAG): CSG Advisors Incorporated, KNN Public Finance, LLC, and Montague DeRose and Associates, LLC. The SOQs were evaluated based upon the following evaluation criteria specified in the RFQ: 1) Firm and staff qualifications and experience with advisory services; 2) Relevant experience by Service Category applied for; 3) SOQ quality, completeness, and clarity; 4) Demonstrated commitment to equity; 5) Cost.

Based on the evaluation, staff is recommending CSG Advisors Incorporated and KNN Public Finance, LLC to the Bench for the Municipal Advisory Services Bench for the Conduit Financing service category, as summarized in Attachment A. These firms have significant municipal debt issuance and advisory experience. KNN Public Finance, LLC is a Small Business Enterprise. CSG Advisors Incorporated is neither a small business nor a disadvantaged business enterprise.

Finally, in the event of any protests related to the Bench, such protests will be submitted to MTC for review.

Issues:


None identified.

Recommendation:

Staff recommends that the Commission approve the pre-qualified firms identified in Attachment A to the Bench under Service Category: Conduit Financing to provide municipal advisory services to ABAG FAN/ACFA on an as-needed basis from date of approval through June 30, 2029, with the option to extend for two (2) additional years. Staff also recommends that the Authority delegate to MTC the authority to hear and decide upon any protests related to the aforementioned procurement.

Attachments:

- Attachment A: List of firms for the 2024 Municipal Advisory Services Bench – Service Category: Conduit Financing
- Attachment B: Disadvantaged Business Enterprise and Small Business Enterprises Status
- Attachment C: Request for Commission Approval - Summary of Proposed 2024 Municipal Advisory Services Bench – Cycle 1 - Conduit Financing Service Category



Alix A. Bockelman

Attachment A

**2024 Municipal Advisory Services – Cycle 1
Conduit Financing Service Category**

	Firm Name	Placed on Bench	Not Placed on Bench
Prime Contractor	CSG Advisors Incorporated	1	
Prime Contractor	KNN Public Finance, LLC	1	
Prime Contractor	Montague DeRose and Associates, LLC		1

Attachment B
Disadvantaged Business Enterprise and Small Business Enterprise Statuses

	Firm Name	DBE			SBE		
		No	Yes	If Yes, List #	No	Yes	If Yes, List #
Prime	Montague DeRose and Associates, LLP	X			X		
Prime	CSG Advisors Incorporated	X			X		
Sub	Sperry Capital Inc.	X				X	25586
Prime	KNN Public Finance, LLC	X				X	2001287
Sub	Ross Financial	X			X		

Request for Commission Approval

Summary of Proposed 2024 Municipal Advisory Services Bench – Cycle 1 - Conduit

Financing Service Category

Work Item No.: 1711

Vendors: See the MTC Summary Sheet dated June 26, 2024, Attachment A

Work Project Title: 2024 Municipal Advisory Services Bench – Cycle 1 – Conduit
Financing Service Category

Purpose of Project: Provide as-needed municipal advisory services

Brief Scope of Work: Provide as-needed municipal advisory services to ABAG FAN/ACFA
for Conduit Financing

Project Cost Not to Exceed: To be determined on a per-contract basis

Funding Source: To be determined on a per-contract basis

Motion by Commission: That the consultants listed in the MTC Summary Sheet dated June 26,
2024, Attachment A be prequalified to enter into contracts with ABAG
FAN/ACFA to provide as-needed municipal advisory services through
June 30, 2029, with the option to extend for two (2) additional years, as
described above and in the MTC Summary Sheet dated June 26, 2024,
subject to applicable contract approval procedures and necessary budget
approvals, and that MTC is authorized to hear and decide upon any
protests related to this procurement.

Metropolitan Transportation
Commission:

Alfredo Pedroza, Chair