

Bay Area Infrastructure Financing Authority
BAIFA

June 26, 2024

Agenda Item 3b - 24-0746

**Consultant Bench – 2024 Municipal Advisory Services – Cycle 1 for Service Category:
Transportation Financing (Montague DeRose and Associates, LLC, PFM Financial
Advisors LLC, and Sperry Capital Inc.)**

Subject:

Request for Authority approval of 1) a pre-qualified list of firms (Bench) from which BAIFA may contract with approved firms on an as-needed basis to provide municipal advisory services for BAIFA. 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 Montague DeRose and Associates, LLC, PFM Financial Advisors LLC, and Sperry Capital Inc.; and 2) delegation of authority to the Metropolitan Transportation Commission (MTC) to hear and decide upon any protests related to the aforementioned procurement.

Background:

BAIFA requires municipal advisory service firms to assist in the issuance of debt. BAIFA recently entered into a \$450 million variable rate credit agreement to advance project funds and intends to issue fixed rate bonds to refinance the credit agreement within the next two years.

Procurement Process:

In March 2024, MTC and the agencies staffed by MTC, including BAIFA, 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 or 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 BAIFA may elect to use the Bench as needed.

On April 12, 2024, Statements of Qualifications (SOQs) were received from three (3) firms for the Municipal Advisory Services Bench for Service Category: Transportation Financing (BATA or BAIFA). 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; and 5) Cost. Interviews were conducted with all three (3) firms.

Based on the evaluation, staff is recommending Montague DeRose and Associates, LLC, PFM Financial Advisors LLC, and Sperry Capital Inc. to be included on the Municipal Advisory Services Bench for the Transportation Financing service category, as summarized in Attachment A. These firms have significant municipal debt issuance and advisory experience in the area of transportation finance. Sperry Capital Inc. is a small business enterprise. Attachment A contains information regarding the small business and disadvantaged business enterprise status of each of the three firms.

Finally, in the event of any protests related to this bench, such protests will be delegated and submitted to MTC for review.

Issues:

None identified.

Recommendation:

Staff recommends that the Authority approve the Municipal Advisory Services Bench for Service Category: Transportation Financing to include Montague DeRose and Associates, LLC, PFM Financial Advisors LLC, and Sperry Capital Inc. to provide municipal advisory services 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 2024 Municipal Advisory Services Bench for Transportation
Financing Service Category

Attachment B: Disadvantaged Business Enterprise and Small Business Enterprise Status



Alix A. Bockelman

Attachment A
2024 Municipal Advisory Services Bench – Cycle 1
Transportation Financing Service Category

	Firm Name	Transportation Financing Service Category
Prime Contractor	Montague DeRose and Associates, LLC	1
Prime Contractor	PFM Financial Advisors LLC	1
Prime Contractor	Sperry Capital Inc	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	PFM Financial Advisors LLC	X			X		
Prime	Montague DeRose and Associates, LLC	X			X		
Prime	Sperry Capital Inc	X				X	25586
Sub	Fieldman, Rolapp & Associates	X				X	1754409

Request for Authority Approval

**Summary of Proposed 2024 Municipal Advisory Services Bench – Cycle 1 for
Transportation Financing Service Category**

Work Item No.: 6880

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

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

Purpose of Project: Provide as-needed municipal advisory services

Brief Scope of Work: Provide as-needed municipal advisory services to BAIFA for Transportation Financing

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

Funding Source: Proceeds of bond issuance

Motion by Authority: That the consultants listed in the BAIFA Summary Sheet dated June 26, 2024, Attachment A be prequalified to enter into contracts with BAIFA 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 BAIFA 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.

Bay Area Infrastructure

Financing Authority:

Alfredo Pedroza, Chair

Approved: June 26, 2024