

EVALUATION CRITERIA

RFP P-52-18 – Investment Management Services

VENDOR NAME: CHANDLER ASSET MANAGEMENT, INC.

<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>23</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>25</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: $25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$ Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$	0-25	<u>13</u> ED
Sub-Total*	0-100	<u>77.5</u> ED

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Total* _____

Comments

competitive approach; not many Florida clients; longevity!

[Signature]
Signature of Evaluator

12/11/2018
Date

ERJETA DIAMANTI
Printed Name

EVALUATION CRITERIA

RFP P-52-18 – Investment Management Services

VENDOR NAME: INSIGHT NORTH AMERICA LLC

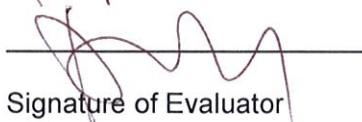
<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>27</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>25</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: $25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$ Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$	0-25	<u>22</u> 25 DD
Sub-Total*	0-100	<u>94</u> 97 ED

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Total* _____

Comments

Very familiar with city's investment policy, not as well represented by Florida clients. Currently working with the city, have previously proposed a change in the current investment policy


Signature of Evaluator

12/11/2018
Date

ERJETA DIAMANTI
Printed Name

EVALUATION CRITERIA

RFP P-52-18 – Investment Management Services


VENDOR NAME: PFM ASSET MANAGEMENT LLC

<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>30</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>25</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: $25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$ Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$	0-25	25 3 ED
Sub-Total*	0-100	75 78 ED

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Total* _____

Comments
Very experienced, highest price out of all other companies
insurance requirements concerns



 Signature of Evaluator

12/11/2018

 Date

ERJETA DIAMANTI

 Printed Name

EVALUATION CRITERIA RFP P-52-18 – Investment

Management Services

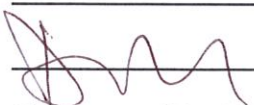
VENDOR NAME: PACIFIC INVESTMENT MANAGEMENT COMPANY LLC

<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>25</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>25</u>
C References	0-10	<u>0</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: $25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$ Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$	0-25	25 0 ED
Sub-Total*	0-100	85 60 ED

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Total* _____

Comments
Did not complete their reference sheet. Not knowledgeable
of the City's current investment policy / international experience



 Signature of Evaluator

12/11/2018

 Date

ERJETA DIAMANTI

 Printed Name

EVALUATION CRITERIA RFP P-52-18 – Investment

Management Services

VENDOR NAME: PUBLIC TRUST ADVISORS LLC

<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>27</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>25</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: $25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$ Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$	0-25	25 20 ED
Sub-Total*	0-100	88 88 92 ED

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Total* _____

Comments

Not very knowledgeable of the City's investment policy
smaller firm



 Signature of Evaluator

12/11/2018

 Date

ERJETA DIAMANTI

 Printed Name

EVALUATION CRITERIA RFP P-52-18 – Investment

Management Services

VENDOR NAME: SAWGRASS ASSET MANAGEMENT

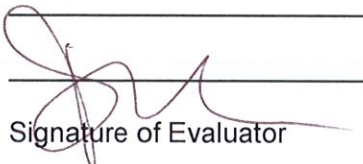
<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>23</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>25</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: $25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$ Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$	0-25	18 21 ED
Sub-Total*	0-100	86 89 ED

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Total* _____

Comments

locally they do not have many clients, conservative approach
independent firm, 100% employee owned.


 Signature of Evaluator

12/11/2018
 Date

ERJETA DIAMANTI
 Printed Name

EVALUATION CRITERIA RFP P-52-18 – Investment

Management Services

VENDOR NAME: VICTORY CAPITAL MANAGEMENT INC

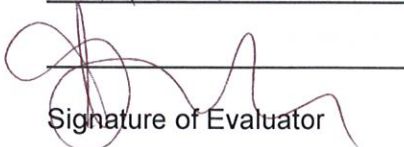
<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>23</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>25</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: $25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$ Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$	0-25	25 10 ED
Sub-Total*	0-100	73 78 ED

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Total* _____

Comments

experiences with pension system, not enough experienced
to make a decision did not make any recommendations for the
City's investment policy.


 Signature of Evaluator

12/11/2018
 Date

ERJETA DIAMANTI
 Printed Name

EVALUATION CRITERIA RFP P-52-18 – Investment

Management Services

VENDOR NAME: WELLS CAPITAL MANAGEMENT

<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>30</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>25</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: $25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$ Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$	0-25	<u>5</u> 10 <i>ETD</i>
Sub-Total*	0-100	<u>80</u> <u>85</u> <i>ETD</i>

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Total*

Comments

team has an extensive experience, company has a lot of assets, very stable aggressive approach 30B. Not a broker dealer but affiliated with Wells Fargo.


Signature of Evaluator

12/11/2018
Date

ERJETA DIAMANTI
Printed Name

EVALUATION CRITERIA

RFP P-52-18 – Investment Management Services

VENDOR NAME: Chandler Asset Management

<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>23</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>25</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: $25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$ Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$	0-25	<u>13</u> AJ
Sub-Total*	0-100	77 <u>81</u> AJ
*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.		
Total*		77 <u>81</u> AJ

Comments Smaller firm compared to some of the other respondents, solid approach to investment policy. Not as well represented in FL clients. Tenure of key staff was shorter than some of the top respondents.

Signature of Evaluator: A. Jean-Pierre Date: 12/11/2018 Printed Name: Andrew Jean-Pierre

EVALUATION CRITERIA

RFP P-52-18 – Investment Management Services

VENDOR NAME: Insight North Agency

<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>27</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>25</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner:	0-25	22 <u>25 AS</u>
$25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$		
Note: If the result is a negative number, the score assigned will be 0		
Example: Proposal 1: \$100,000 Proposal, 2: \$130,000		
Proposal 1 being the lowest, would achieve a score of 25 points		
Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$		
Sub-Total*	0-100	94 <u>97 AS</u>

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Total*

~~94~~ 97 AS

Comments Very solid approach to investing city funds. Assets under management is very sizable. Florida clients, not as well represented as some of the other top respondents. Price is very competitive

Signature of Evaluator

A. Jean-Pierre

Date

12/11/2018

Printed Name

Andrew Jean-pierre

EVALUATION CRITERIA

RFP P-52-18 – Investment Management Services

VENDOR NAME: PFM Asset Management

<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>30</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>23</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: $25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$ Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$	0-25	<u>3</u> AS
Sub-Total*	0-100	73 <u>76</u> AS
*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.		
Total*		73 <u>76</u> AS

Comments

National firm with a very impressive list of Florida clients. Very strong credentials. Price was the highest among all the firms

Signature of Evaluator

A. Jean-Pierre

Date

12/11/2017

Printed Name

Andrew Jean-pierre

EVALUATION CRITERIA

RFP P-52-18 – Investment Management Services

VENDOR NAME: PIMCO

Criteria	Point Range	Score
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>23</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>23</u>
C References	0-10	<u>0</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: $25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$ Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$	0-25	25 <u>0</u> AS
Sub-Total*	0-100	81 <u>56</u> AS
*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.		81 <u>56</u> AS
Total*		81 <u>56</u> AS

Comments

Very impressive Assets under management Portfolio. Number of Florida Client Governments not as impressive as other respondents. Reference sheet Not completed, price is competitive.

Signature of Evaluator

A. Jean-Pierre

Date

12/11/2018

Printed Name

Andrew Jean-Pierre

EVALUATION CRITERIA

RFP P-52-18 – Investment Management Services

VENDOR NAME: Public Trust Advisors

Criteria	Point Range	Score
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>27</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>25</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: $25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$ Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$	0-25	16 <u>20</u> AS
Sub-Total*	0-100	88 <u>92</u> AS
Total*		88 <u>92</u> AS

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Comments Very impressive list of Florida clients. Assets under managements not as substantial as other respondents. Pricing is in the middle of the pack

A. Jean-Pierre

12/11/2018

Andrew Jeanpierre

Signature of Evaluator

Date

Printed Name

EVALUATION CRITERIA

RFP P-52-18 – Investment Management Services

VENDOR NAME: Sawgrass Asset Manager

Criteria	Point Range	Score
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>24</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>25</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: $25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$ Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$	0-25	18 21 AS
Sub-Total*	0-100	87 90 AS
Total*		87 90 AS

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Comments
Good list of Florida client. Assets under management not as substantial as some of the bigger respondents.

A Jean-pierre 12/11/2018 Andrew Jean-pierre
 Signature of Evaluator Date Printed Name

EVALUATION CRITERIA

RFP P-52-18 – Investment Management Services

VENDOR NAME: Victory Capital Management

Criteria	Point Range	Score
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>20</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>20</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: 25 – [25 points X (total cost – lowest total cost) / lowest total cost] Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: 25 – [25 X (\$130,000 – \$100,000) / \$100,000] = 17.5 points	0-25	10 10 AS
Sub-Total*	0-100	65 70 AS
Total*		65 70 AS

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Comments
Assets under management not as substantial as some of the bigger respondent. Overall response to RFP was not as detailed. Price not competitive with other respondents. Did not make any recommendations for City Investment Policy.

Signature of Evaluator: A. Jean-Pierre Date: 12/11/2018 Printed Name: Andrew Jean-pierre

EVALUATION CRITERIA

RFP P-52-18 – Investment Management Services

VENDOR NAME: Well Capital Management

Criteria	Point Range	Score
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>30</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>22</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: $25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$ Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$	0-25	10 <u>10</u> AJ
Sub-Total*	0-100	77 <u>82</u> AJ
*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.		77 <u>82</u> AJ
Total*		77 <u>82</u> AJ

Comments

Very impressive team. Tenure with firm was very good for their proposed team. Assets under management was also comparable with some of the bigger respondents. Price was a bit high. Recommendations were somewhat aggressive compared to our current policy.

Signature of Evaluator

Date

Printed Name

A. Jean-pierre

12/11/2018

Andrew Jean-pierre

EVALUATION CRITERIA

RFP P-52-18 – Investment Management Services

VENDOR NAME: Chandler Asset Management

<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>25</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>25</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: $25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$ Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$	0-25	<u>9 13</u> <i>John</i>
Sub-Total*	0-100	<u>79 83</u> <i>John</i>

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Total*

Comments \$12.8 billion + 133 public agencies EST. 1998
Some Florida clients Florida firm 100%
employee-owned

Phyllis A. Korab 12/11/18
 Signature of Evaluator Date

PHYLLIS A. KORAB
 Printed Name

EVALUATION CRITERIA

RFP P-52-18 – Investment Management Services

VENDOR NAME: Insight North America

Criteria	Point Range	Score
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>30</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>25</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: $25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$ Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$	0-25	<u>22.25</u> <i>Calc</i>
Sub-Total*	0-100	<u>97</u> <u>100</u> <i>Calc</i>

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Total* _____

Comments Current City contractor Florida clients
International \$6.4 billion local government
investment GO BOND & CRA portfolios experience

[Signature]
 Signature of Evaluator

Date

PHYLLIS A. KORAB
 Printed Name

EVALUATION CRITERIA

RFP P-52-18 – Investment Management Services

VENDOR NAME: Pacific Investment Management Company (PIMCO)

Criteria	Point Range	Score
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>15</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>20</u>
C References	0-10	<u>0</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner:	0-25	<u>25</u>

25 – [25 points X (total cost – lowest total cost) / lowest total cost]

Note: If the result is a negative number, the score assigned will be 0

Example: Proposal 1: \$100,000 Proposal, 2: \$130,000

Proposal 1 being the lowest, would achieve a score of 25 points

Proposal 2 would achieve a score of 17.5 points, calculated as follows:

25 – [25 X (\$130,000 – \$100,000) / \$100,000] = 17.5 points

Sub-Total* 0-100 70 45

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Total*

Comments

Large firm. Limited number of Florida clients
California HQ Subsidiary of Allianz Asset Mgmt.
Est. 1971

Greg A. Voral 12/11/18
 Signature of Evaluator Date

PHYLLIS A. KORAB
 Printed Name

EVALUATION CRITERIA

RFP P-52-18 – Investment Management Services

VENDOR NAME: PFM Asset Management

Criteria	Point Range	Score
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>30</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>25</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: $25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$ Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$	0-25	25 <u>3</u> <i>mlc</i>
Sub-Total*	0-100	<u>75</u> <u>78</u> <i>mlc</i>

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Total*

Comments

Florida clients. 29 yrs of operation
\$13.9 billion 136 cities Financial advisor to City in
past. Florida HQ Minimum annual fee = \$25K

Phyllis A. Korab 12/11/18
 Signature of Evaluator Date

PHYLLIS A. KORAB
 Printed Name

EVALUATION CRITERIA

RFP P-52-18 – Investment Management Services

VENDOR NAME: Public Trust Advisors, LLC

<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>30</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>20</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner:	0-25	<u>16</u> 20 <i>pk</i>
$25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$		
Note: If the result is a negative number, the score assigned will be 0		
Example: Proposal 1: \$100,000 Proposal, 2: \$130,000		
Proposal 1 being the lowest, would achieve a score of 25 points		
Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$		
Sub-Total*	0-100	<u>86</u> 90 <i>pk</i>

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Total*

Comments EST. 2011 Some Florida clients - Orlando office
Denver HQ Former Pompano Beach contractor
Minimal recommendation to City's investment policy.
Paul A. Korab 12/11/18 PHYLLIS A. KORAB

Signature of Evaluator

Date

Printed Name

EVALUATION CRITERIA

RFP P-52-18 – Investment Management Services

VENDOR NAME: SEAWASS ASSET MGMT.

Criteria	Point Range	Score
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>20</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>20</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: $25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$ Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$	0-25	18 21 <i>[Signature]</i>
Sub-Total*	0-100	78 81 <i>[Signature]</i>

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Total*

Comments

EST. 1998. Employee owned - smaller firm.
No credits to City Jacksonville Beach, HQ.
Florida clients \$76 million portfolio.

[Signature]
 Signature of Evaluator

12/11/18
 Date

PHYLLIS A. KORAB
 Printed Name

EVALUATION CRITERIA

RFP P-52-18 – Investment Management Services

VENDOR NAME: Victory Capital Mgmt. Inc.

Criteria	Point Range	Score
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>15</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>15</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner: $25 - [25 \text{ points} \times (\text{total cost} - \text{lowest total cost}) / \text{lowest total cost}]$ Note: If the result is a negative number, the score assigned will be 0 Example: Proposal 1: \$100,000 Proposal, 2: \$130,000 Proposal 1 being the lowest, would achieve a score of 25 points Proposal 2 would achieve a score of 17.5 points, calculated as follows: $25 - [25 \times (\$130,000 - \$100,000) / \$100,000] = 17.5 \text{ points}$	0-25	<u>5</u> 10 <i>John</i>
Sub-Total*	0-100	<u>55</u> 60 <i>John</i>

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Total*

Comments
No investment
policy improvement recommendations
Smaller firm headquartered in Midwest
Some Florida clients

Phyllis A. Korab 12/11/18
 Signature of Evaluator Date

PHYLLIS A. KORAB
 Printed Name

EVALUATION CRITERIA

RFP P-52-18 – Investment Management Services

VENDOR NAME: NEWS CAPITAL MGMT.

<u>Criteria</u>	<u>Point Range</u>	<u>Score</u>
A Experience and Expertise The firm's personnel relevant experience and performance in managing similar local government funds, and the experience, resources and qualification of the investment managers and individuals assigned to this account	0-30	<u>30</u>
B Approach and Discipline Investment philosophy and strategy and demonstrated investment performance. Ability to provide necessary portfolio accounting services. Understanding of the scope of services required by the City and ability to provide these services	0-25	<u>20</u>
C References	0-10	<u>10</u>
D Accounting and Reporting	0-10	<u>10</u>
E Cost The firm providing the lowest price to the City will receive the maximum of 25 points. Firms should utilize the City's overall combined (cash and core) portfolio market values as of June 30, 2013 in determining bid proposal price to submit. Points will be awarded to other proposers in the following manner:	0-25	<u>5</u> / 10 <i>safe</i>
25 – [25 points X (total cost – lowest total cost) / lowest total cost]		
Note: If the result is a negative number, the score assigned will be 0		
Example: Proposal 1: \$100,000 Proposal, 2: \$130,000		
Proposal 1 being the lowest, would achieve a score of 25 points		
Proposal 2 would achieve a score of 17.5 points, calculated as follows:		
25 – [25 X (\$130,000 – \$100,000) / \$100,000] = 17.5 points		
Sub-Total*	0-100	<u>75</u> / 80 <i>safe</i>

*0-5% Tier1/Tier2 Local Business will be calculated on combined scoring totals of each company.

Total*

Comments Large firm. Stable team. Recommended
expanding to BBB rated. Some Florida clients
San Francisco HQ

Phyllis A. Korab
 Signature of Evaluator

12/11/18
 Date

PHYLLIS A. KORAB
 Printed Name