



**ONE CITY. ONE JACKSONVILLE.**

**City of Jacksonville, Florida**

**Lenny Curry, Mayor**

**City Hall at St. James  
117 W. Duval St.  
Jacksonville, FL 32202  
(904) 630-CITY  
www.coj.net**

February 1, 2018

To: Mike Weinstein, Director of Finance and Administration, CFO

From: Patrick "Joey" Greive, Treasurer

RE: Strategic Initiatives Financial Advisory Team Selection

The City recently solicited proposals from qualified firms wishing to serve as Financial Advisor for Strategic Initiative opportunities. The purpose of the Request for Proposals (RFP) was to select a team of Advisors qualified to provide complex financial advisory services relating to the market analysis, opportunity review, planning, solicitation, evaluation, negotiation, and award of potential alternative delivery of existing or new projects or services which are similar (but not limited) to public private partnerships or the lease, sale, and/or disposition of City assets. Under municipal code section 126.313, these financial advisory services are procured in accordance with the City of Jacksonville Treasury and Pension Procurement Procedures.

The RFP yielded responses from seven firms. A committee of reviewers independently scored each response in accordance with the criteria set forth in the RFP. Based on the results of the review and scoring, the following four firms will be invited to serve on the City's Strategic Initiatives Financial Advisory Team for a period of three (3) years, with the City's option for two (2) two (2)-year renewals: **JP Morgan, Goldman Sachs, Morgan Stanley, and KPMG.** The selection of these firms in no way constitutes a contract or any guarantee of work during the period of their engagement as members of the Team. Any financial advisory services work will be negotiated separately with team member(s) on a case-by-case basis depending on the size and scope of the project or assignment.

Below are the results of the RFP scoring:

RFP Scoring Summary - Strategic Initiatives Financial Advisory															
Criteria:	Weight	EY		GS		IMG Rebel-BMO		JPM		KPMG		MS		RBC	
		Avg	Cont.	Avg	Cont.	Avg	Cont.	Avg	Cont.	Avg	Cont.	Avg	Cont.		
Experience of firm's primary personnel	25%	9.0	2.3	9.0	2.3	9.0	2.3	10.0	2.5	10.0	2.5	10.0	2.5	7.5	1.9
Experience with similar transactions	35%	8.0	2.0	9.5	2.4	7.5	1.9	10.0	2.5	8.0	2.0	9.5	2.4	8.0	2.0
Advisory/Marketing approach	30%	7.5	1.9	9.5	2.4	8.5	2.1	9.5	2.4	8.5	2.1	8.5	2.1	8.5	2.1
Pricing approach	10%	9.0	2.3	9.0	2.3	9.0	2.3	8.5	2.1	8.5	2.1	8.0	2.0	4.0	1.0
<b>Total</b>			<b>8.4</b>		<b>9.3</b>		<b>8.5</b>		<b>9.5</b>		<b>8.8</b>		<b>9.0</b>		<b>7.0</b>