Office of Community Investment and Infrastructure

FY2016-17
Financial Advisor Contracts

October 4, 2016

O C I I

FY 2016-17 Bond Program

$37 Million Transbay Infrastructure Bonds

Folsom Streetscape - Under-ramp Park - Essex Park
Transbay Park

FY 2016-17 Bond Program

$113 Million Housing Bonds

Mission Bay South		
Location	**Units**	**Type**
Mission Bay 3 East	119	Homeless Veterans & Low-Income Families
Mission Bay 9	100	Homeless Individuals
Mission Bay 4	101	Low-income Families
Hunters Point Shipyard Phase 1		
Location	**Units**	**Type**
Blocks 53/54	60	Low-income Families
Candlestick Point		
Location	**Units**	**Type**
Alice Griffith Phase 5	36	Public Housing Replacement & Low-income Families
Alice Griffith Phase 6	131	Low-income Families
Candlestick 10a	140	Low-income & Homeless Families
Candlestick 11a	150	Low-income & Homeless Families

FY 2016-17 Bond Program

$90 Million Housing Refunding Bonds

- Candidates: 2006A, 2007A, 2009A, 2009E, 2010A, 2011A, 2011E
- 3 percent net present value savings
- List will expand or contract with market conditions

Competitive Process

- **TYPE:** Request for Proposals (RFP) issued to City panel
- **TIMING:** RFP issued July 18, 2016
- **DEADLINE:** Responses due August 1, 2016
- **RESPONDENTS:** Five
- **EVALUATION PANEL**: OCII and City staff

FY 16-17 Financial Advisors

Financial Advisor Recommendations

ROLE	FIRM
Lead Financial Advisor Transbay and Housing Bonds	Public Financial Managers(PFM)
Co-Financial Advisor Transbay and Housing Bonds	Kitahata and Company
Financial Advisor Housing Refunding Bonds	CSG Advisors

Lead Financial Advisor: PFM

- **Financing:** Lead Financial Advisor for Transbay and Housing Bonds
- **Scope**: Pricing, structure & credit strategy
- **Firm Detail:** Industry leader, deep OCII history
- **Amount: $226,000**
  - Fee, $61,000 - $37 million Transbay Bonds
  - Fee, $123,000 - $113 million Housing Bonds
  - Expenses,$6,000 - not to exceed $3,000 per issue
  - Contingency, $36,000 - subject to ED approval
- **Term:** In effect until financings are complete, expected Spring 2017.

Co-Financial Advisor: Kitahata

- **Financing:** Co-Financial Advisor for Transbay and Housing Bonds
- **Scope**: Process administration & credit presentation
- **Firm Detail:** LBE/SBE
- **Amount:** $79,960
  - Fee, $23,760 - $37 million Transbay Bonds
  - Fee, $43,200 - $113 million Housing Bonds
  - Contingency, $13,000 - subject to ED approval
- **Term:** In effect until the financings are complete, expected Spring 2017.

Financial Advisor: CSG

- **Financing:** Housing Refunding Bonds
- **Scope**: Deal structure and process administration
- **Firm Detail:** San Francisco-based
- **Amount:** $41,350
  - Fee, $34,250 - $90 million Housing Refunding Bonds
  - Expenses, not to exceed $250
  - Contingency, $6,850 - subject to the approval of the ED
- **Term:** In effect until financings are complete, expected Spring 2017.

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Questions & Comments