

PROPOSAL SUMMARY FORM

PROJECT NUMBER #2017-02
PROJECT NAME INVESTMENT ADVISORY SERVICES
PROPOSAL DUE DATE AUGUST 31, 2016 – 12:00 NOON
DEPARTMENT FINANCE DIRECTOR

	PFM ASSET MGMT MILWAUKEE WI	DANA INVESTMENTS BROOKFIELD WI	PMA MILWAUKEE WI	INSIGHT INVESTMENTS DENVER CO
RATER 1	83	83	81	70
RATER 2	92	86	90	74
RATER 3	80	90	64	72
RATER 4	90	74	77	70
TOTAL	345	333	312	286

Proposals were evaluated based on the following criteria:

- Experience managing governmental investments portfolios similar to Rock County’s investments. Maximum 20 points
- General Investment Experience. Maximum 10 points
- Staff Qualifications-Education, position in firm and years of relevant experience. Maximum 15 points
- Specific Investment Approach. Maximum 20 points
- Adequacy of reporting requirements. Maximum 10 points
- Historical performance-Net of fees. Maximum 25 points

- Request for Proposal was advertised in the Janesville Gazette and on the Internet.
- Two agencies submitted “No Bids”.
- Two agencies submitted Proposals but failed to meet the mandatory elements and therefore cannot be considered.
- Two additional agencies were solicited that did not respond.

PREPARED BY: JODI MILLIS, PURCHASING MANAGER

DEPARTMENT HEAD RECOMMENDATION: _____

SIGNATURE DATE

GOVERNING COMMITTEE APPROVAL:

CHAIR VOTE DATE

FEE STRUCTURE

PFM ASSET MANAGEMENT

FIRST \$25 MILLION – 10 BASIS POINTS

NEXT \$25 MILLION – 8 BASIS POINTS

NEXT \$50 MILLION – 7 BASIS POINTS

OVER \$100 MILLION – 6 BASIS POINTS

MINIMUM ANNUAL FEE \$25,000

NO ADDITIONAL EXPENSES

FEES GUARANTEED FOR THE LIFE OF THE CONTRACT

DANA INVESTMENTS

FIRST \$10 MILLION – 15 BASIS POINTS

REMAINING ASSETS – 10 BASIS POINTS

NO ADDITIONAL EXPENSES

MINIMUM FEE \$20,000

FEES GUARANTEED FOR THE LIFE OF THE CONTRACT

PMA-PRUDENT MAN ADVISORS

FIRST \$10 MILLION – 12 BASIS POINTS

NEXT \$10 MILLION – 10 BASIS POINTS

OVER \$20 MILLION – 9 BASIS POINTS

MINIMUM FEE \$15,000

COUNTY IS RESPONSIBLE FOR CHARGES FROM ANY QUALIFIED CUSTODIAN, LEGAL, AS WELL AS AUDIT AND/OR OTHER EXPENSES NOT SPECIFICALLY ADDRESS IN THE RFP.

INSIGHT INVESTMENTS

FIRST \$25 MILLION – 10 BASIS POINTS

NEXT \$25 MILLION – 7 BASIS POINTS

NEXT \$50 MILLION – 6 BASIS POINTS

ALL REMAINING ASSETS – 5 BASIS POINTS

MINIMUM MONTHLY FEE OF \$2,000 (\$24,000 ANNUALLY)

FEES GUARANTEED FOR THE LIFE OF THE CONTRACT