

**Lee County Board Of County Commissioners**  
**Agenda Item Summary**

Blue Sheet No. 20041226

**1. REQUESTED MOTION:**

**ACTION REQUESTED:** Concur with the ranking of Consultants by the Competitive Negotiations Committee for CN-04-18 Financial Advisor in the following order of ranking, and authorize staff to negotiate hourly rates and other independent costs with the number one ranked firm: (1) Public Financial Management Inc.; (2) Kirkpatrick, Pettis, Smith, Polian; (3) First Southwest Company; and (4) Public Resources Group and Marianne Edmonds, Inc., for a contract period of three (3) years with two (2) one year renewal options. Also, authorize Chairman on behalf of the Board to execute the agreements upon final negotiations.

**WHY ACTION IS NECESSARY:** Board approval is required.

**WHAT ACTION ACCOMPLISHES:** Provides Lee County with an advisor that will advise the County on the most fiscally responsible process of conducting the sale of bonds by recommending competitive bidding, negotiation, or some other means. The Financial Advisor will not participate either directly or indirectly as underwriters in the sale of the bonds, nor have any financial interest, directly or indirectly in such sale, except as to compensation pair hereunder by the County.

**2. DEPARTMENTAL CATEGORY:**

1. County Manager  
 COMMISSION DISTRICT #:

*CIB*

**3. MEETING DATE:**

*10-05-2004*

**4. AGENDA:**

- CONSENT
- ADMINISTRATIVE
- APPEALS
- PUBLIC
- WALK ON
- TIME REQUIRED:

**5. REQUIREMENT/PURPOSE:**  
*(Specify)*

- STATUTE
- ORDINANCE
- ADMIN. CODE *AC-4-4*
- OTHER

**6. REQUESTOR OF INFORMATION:**

- A. COMMISSIONER \_\_\_\_\_
- B. DEPARTMENT \_\_\_\_\_
- C. DIVISION \_\_\_\_\_
- BY: Tony Majul, Budget Services

**7. BACKGROUND:**

Letters of Interest were solicited on behalf of the Board of County Commissioners for the professional financial advisory services, for LEE COUNTY FINANCIAL ADVISOR.

The deadline for receipt of Letters of Interest was July 12, 2004. A total of two <sup>four</sup> Letters of Interest were received by the established deadline. The Competitive Negotiations Committee consisted of the following staff members: Jim Lavender, Public Works Director as Chairman; Charlie Green, Clerk of Courts, Jim Lewin, Project Manager, Tony Majul, Budget Director, Lindsay Sampson, Solid Waste and Amy Davies, Dept of Transportation. On the basis of the information submitted by all firms in their Letters of Interests and after conducting the interview/presentations held on September 9, 2004, with all firms, the Committee agreed to recommend to the Board the following order of ranking of Consultants: (1) Public Financial Management Inc.; (2) Kirkpatrick, Pettis, Smith, Polian; (3) First Southwest Company; and (4) Public Resources Group and Marianne Edmonds, Inc.

As per Section 6 of the Contracts Manual for annual type contracts, the Board can concur with the selection of consultants and authorize staff to negotiate hourly rates and independent cost within the same blue sheet request. This will eliminate the need for an additional blue sheet requesting Board approval of agreements.

Funds are available in account string no.: GC5190300100.503130

Attachment: Committee Overall Ranking Sheet

**8. MANAGEMENT RECOMMENDATIONS:**

**9. RECOMMENDED APPROVAL:**

A Department Director	B Purchasing or Contracts	C Human Resources	D Other	E County Attorney	F Budget Services				G County Manager
					OA	OM	Risk	GC	
<i>Approved 9/23/04</i>	<i>[Signature] 9/21</i>	<i>N/A</i>		<i>[Signature]</i>	<i>[Signature] 9/23</i>	<i>[Signature] 9/23/04</i>	<i>[Signature] 9/23/04</i>	<i>[Signature] 9/23/04</i>	<i>[Signature] 9/23/04</i>

**10. COMMISSION ACTION:**

- APPROVED
- DENIED
- DEFERRED
- OTHER

RECEIVED BY COUNTY ADMIN:
<i>9/23/04</i>
<i>4/10 pm 5/27</i>
COUNTY ADMIN FORWARDED TO:
<i>9/23/04</i>
<i>5/27/04</i>

COMPETITIVE NEGOTIATIONS COMMITTEE  
INTERVIEW/PRESENTATIONS  
OVERALL RANKING SHEET  
FOR  
CN-04-18 FINANCIAL ADVISOR  
THURSDAY, SEPTEMBER 9  
BEGINNING @ 9:00 A.M.

<u>COMPANY NAME</u>	<u>SELECTED FIRM</u>
First Southwest Company	<u>3</u>
Kirkpatrick, Pettis, Smith, Polian	<u>2</u>
Public Financial Management	<u>1</u>
Public Resources Advisory Group And Marianne Edmonds Inc.	<u>4</u>

COMMITTEE MEMBER  
(PROJECT MGR) SIGNATURE:

James Lewin