

## **Announcement Results**

### **City of Philadelphia**

Request for Qualifications (RFQ) -Underwriter

Qualified pool of senior and co-managing underwriters for General Obligation Bonds (“GO”), Other-Tax Supported Bonds (“OTS”) and Tax and Revenue Anticipation Notes (“Notes”) for calendar year 2010 and 2011

#### **1. Name(s) of All Eligible Applicants:**

Backstrom McCarley Berry	Jackson Securities	Piper Jaffray
Bank of America/Merrill Lynch	Janney Montgomery Scott	PNC
Barclays Capital	Jefferies	Ramirez
Boenning & Scattergood	J.P. Morgan	Raymond James
Cabrera Capital Markets	Lebenthal	RBC
Citigroup	Loop Capital Markets	Rice Financial
Duncan Williams	M&T Bank	Siebert Brandford Shank
Edward Jones	MFR	Sterne Agee
Fidelity	Morgan Keegan	TD Securities
First Tuskegee	Morgan Stanley	Wells Fargo
Goldman Sachs	MR Beal	
Grigsby & Associates	NW Capital	

#### **2. Chosen Applicant(s) for Qualified Pool:**

Bank of America/Merrill Lynch	Loop Capital
Barclays	Morgan Stanley
Cabrera Capital Markets	PNC
Citigroup	Ramirez
Janney Montgomery Scott	RBC
Jefferies	Siebert Brandford Shank
JP Morgan	Wells Fargo

Currently, there is no transaction with respect to General Obligation bonds, Other-Tax Supported bonds or Notes that requires the selection of an underwriting team. As underwriters are needed for future refundings, new money, or note deals, banks will be selected from the qualified pool.

#### **4. Basis for Selection:**

After evaluation of the proposals of all Applicants and consideration of all appropriate factors and selection criteria, the selection of the Chosen Applicants was made in the best interest of the City. Note that this RFQ was intended to evaluate the specific, relevant experience of the Applicants and that low-cost was not sole or primary selection criteria.

The following selection criteria were used to evaluate the firms:

- Overall Underwriter experience (general questions)
- Overall tax-exempt GO financing experience
- Overall tax-exempt short-term financing experience
- Relevant experience with current market conditions, LOC, conversions, refundings
- Relevant investment banking experience and expertise, and in particular, ability to price and market bonds especially BBB credits
- Experience with BBB credits
- Experience of the professionals anticipated to be assigned to work on the transaction(s).
- Overall proposal and understanding of the City’s financing objectives and provided valued added ideas to meet these objectives.
- M/W/DSBE status and/or presence in Philadelphia.