

RESOLUTION

ROCK COUNTY BOARD OF SUPERVISORS

Finance Committee
INITIATED BY



Jeffrey A. Smith, Finance Director
DRAFTED BY

Finance Committee
SUBMITTED BY

December 8, 2010
DATE DRAFTED

Awarding Contract for Investment Advisory Services for Calendar Years 2011 – 2013 (With Options for 2014 – 2016)

- 1 **WHEREAS**, the Purchasing Division advertised and solicited proposals for investment advisory
- 2 services for calendar years 2011 – 2013 (with options for 2014 – 2016); and,
- 3
- 4 **WHEREAS**, the Vice Chair of the Finance Committee, Treasurer, Finance Director and Senior
- 5 Accountant/Assistant to the Finance Director independently analyzed the four proposals received;
- 6 and,
- 7
- 8 **WHEREAS**, as a result of the evaluations, presentation and reference checks the Finance
- 9 Committee recommends a contract with Cutwater Asset Management for investment advisory
- 10 services.
- 11
- 12 **NOW, THEREFORE, BE IT RESOLVED**, by the Rock County Board of Supervisors duly
- 13 assembled this 16th day of December 2010 that the County Board Chair and County Clerk
- 14 be authorized and directed to execute an Investment Advisory Services contract with Cutwater
- 15 Asset Management for calendar years 2011 – 2013 (with options for 2014 – 2016).
- 16
- 17 **BE IT FURTHER RESOLVED**, that the Finance Committee is delegated the authority to
- 18 exercise the options for calendar years 2014 – 2016.

Respectfully submitted,

FINANCE COMMITTEE

PURCHASING PROCEDURAL ENDORSEMENT

Mary Mawhinney
Mary Mawhinney, Chair

Phillip Owens
Phillip Owens, Chair

Sandra Kraft
Sandra Kraft, Vice-Chair

5-0 12/16/10
Vote Date

Mary Beaver
Mary Beaver

Absent
David Diestler

J. Russell Podzilni
J. Russell Podzilni

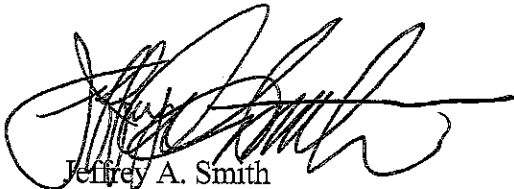
10-12A-227

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2011 – 2013 (With Options for 2014 – 2016)**

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FISCAL NOTE:

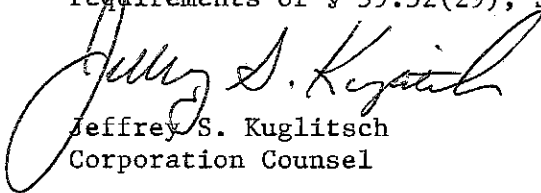
Interest on Investments is credited to the County Treasurer's A/C15-1540-0000-46300 and is a direct offset to County tax levy. The 2011 Budget includes \$727,500 in revenues from Interest on Investments.



Jeffrey A. Smith
Finance Director

LEGAL NOTE:

The County Board is authorized to take this action pursuant to secs. 59.01 and 59.51, Wis. Stats. Professional services are not subject to bidding requirements of § 59.52(29), Stats.



Jeffrey S. Kuglitsch
Corporation Counsel

ADMINISTRATIVE NOTE:

Recommended.



Craig Knutson
County Administrator

EXECUTIVE SUMMARY

The county Purchasing Division issued Request for Proposal 2011-28 for Investment Advisory Services and advertised in the Janesville Gazette and on the county's web site. In addition, the RFP was direct mailed to investment advisory service firms that had expressed an interest in providing services to the county.

We received three (3) responses that met the criteria of the RFP. The Vice Chair of the Finance Committee, Treasurer, Senior Accountant/Assistant to the Finance Director and Finance Director independently analyzed the three proposals using a standardized evaluation form. The evaluation form rated each firm's government portfolio management expertise, general investment approach, adequacy of reporting requirements and historical investment performance. As a result of the evaluations and reference checks the Finance Committee recommends that Rock County contract with Cutwater Asset Management of Denver Colorado for investment advisory services for the period January 1, 2011 through December 31, 2013 with options to renew the contract for up to an additional three year period, 2014-2016.

Cutwater Asset Management [formerly MBIA Investment Advisors] has been the county's investment advisor since April 1, 2005 and has provided good service to the county since then.

ROCK COUNTY, WISCONSIN
FINANCE DIRECTOR

PURCHASING DIVISION
FAX (608) 757-5539
PHONE (608) 757-5517

PROJECT NUMBER #2011-28
PROJECT NAME
PROPOSAL DUE DATE
DEPARTMENT FINANCE



INVESTMENT ADVISORY SERVICES
NOVEMBER 29, 2010 - 12:00 NOON
DIRECTOR

	DANA INVESTMENT ADVISORS BROOKFIELD WI	CUTWATER ASSET MANAGEMENT DENVER CO	PFM ASSET MANAGEMENT CHICAGO IL
RATER 1	76	95	88
RATER 2	84	88	85
RATER 3	66	91	86
RATER 4	64	86	82
TOTAL POINTS	290	360	341
AVERAGE POINTS	73	90	85
COST	First \$20 million at 20 basis points Anything over \$20 million at 15 basis points	12 basis points \$1,000 minimum monthly	First \$25 million at 12 basis points Anything over \$25 million at 8 basis points

Request for Proposal was advertised in the Janesville Gazette and on the Internet. Seven additional vendors were solicited that did not respond. One vendor submitted a non-responsive proposal because they did not meet the minimum qualifications.

PREPARED BY: JODI MILLIS, PURCHASING MANAGER

DEPARTMENT HEAD RECOMMENDATION: CUTWATER ASSET MANAGEMENT

SIGNATURE: [Signature] DATE: 12/18/10

GOVERNING COMMITTEE APPROVAL:

CHAIR: [Signature] VOTE: 4-0 DATE: 12-16-10

PURCHASING PROCEDURAL ENDORSEMENT: [Signature] VOTE: 5-0 DATE: 12/16/10