



NOVEMBER 13, 2018

Q&A MUNICIPAL ADVISOR RFQ

The purpose of this document is to provide responses and clarification to questions received by the SBWMA from potential proposers regarding the SBWMA's Request for Qualification, Municipal Advisory Services issued on November 2, 2018.

1. **Q1:** Under "Section 7 – Submittal Requirements; A. Cover Letter" on page 8: it states "Resumes for key proposed staff members and sub-consultants, if any, should be provided as an appendix, unless otherwise specified herein, no other attachments or appendices are allowed." *What about their two attachments – Proposal Qualifications Certification and Client Reference Form? Attach as part of the body?*

SBWMA A1: Attachment A and Attachment B should be included in proposer's responses as an attachment to the body of the document.

2. **Q2:** Under "Section 5 – Qualifications" on page 7: it states that we are "to include a list of other government agencies in California for which the firm is presently under contract to provide financial advisory services, and the name of the primary municipal advisor for each." *Can we include as an appendix due to length?*

SBWMA A2: A list of other government agencies in California for which the firm is presently under contract to provide financial advisory services will be accepted as an attachment.

3. **Q3:** *Does SBWMA have any other outstanding debt obligations? If so, can we get a copy of the legal agreement(s) securing any such debt as I did not see anything online.*

SBWMA A3: The Series 2009A Bonds are the SBWMA's only currently outstanding debt obligation.

4. **Q4:** *Has SBWMA adopted a Debt Management Policy? If not, you will need to do so in order to comply with relatively new requirements of SB-1029 that went into effect starting 2017.*

SBWMA A4: The SBWMA does not currently have a Debt Management Policy.

5. **Q5:** Looks like the outstanding Series 2009 Bonds received a rating upgrade from Moody's back in 2015 but the S&P rating has not changed. *Has S&P issued any ratings updates or confirmations of their existing rating?*

SBWMA A5: SBWMA's has not been notified of an S&P rating change to the Series 2009A Bonds nor have we been able to locate a correspondence confirming the rating.

6. **Q6:** *Have you received any resistance from Member Agencies for raising their own solid waste rates to meet their funding requirements?*

SBWMA A6: Raising rates is never a popular exercise amongst our member Agencies, but no.