

# Memorandum



CITY OF DALLAS

DATE January 31, 2020

TO Honorable Mayor and Members of the City Council

SUBJECT **Underwriting Procurement Update**

On December 5, 2019, the City advertised a request for qualifications for debt underwriting firms. In response, the City received 32 proposals. The proposals were evaluated by a committee consisting of members from multiple departments, including Aviation, Water, and the Offices of the City Controller and Budget.

After review of the proposals, the committee determined all 32 proposers were qualified. This past week, the Office of Procurement Services notified those firms that as qualified firms, they are now members of a pool who are eligible to submit proposals on future negotiated debt issuances from the City.

The period for this stage of the procurement is now closed. It will re-open when the City issues a request for proposal for a specific negotiated debt issuance. The City expects to release its first request for proposals in the coming quarter and will notify the City Council via Procurement's weekly memo on new opportunities.

If you have any questions, please contact Robert Coalter, Assistant Director, City Controller's Office.

A handwritten signature in blue ink that reads "M. Elizabeth Reich".

M. Elizabeth Reich  
Chief Financial Officer

[Attachment]

c: T.C. Broadnax, City Manager  
Chris Caso, Interim City Attorney  
Mark Swann, City Auditor  
Billerae Johnson, City Secretary  
Preston Robinson, Administrative Judge  
Kimberly Bizer Tolbert, Chief of Staff to the City Manager  
Majed A. Al-Ghafry, Assistant City Manager

Jon Fortune, Assistant City Manager  
Joey Zapata, Assistant City Manager  
Nadia Chandler Hardy, Assistant City Manager and Chief Resilience Officer  
Michael Mendoza, Chief of Economic Development and Neighborhood Services  
Laila Alequresh, Chief Innovation Officer  
M. Elizabeth (Liz) Cedillo-Pereira, Chief of Equity and Inclusion  
Directors and Assistant Directors

**List of Qualified Proposers**

Academy Securities	Mesirow Financial, Inc.
American Veterans Group, PBC	Morgan Stanley
Baird	Multi-Bank Securities, Inc.
Bancroft Capital	Piper Jaffray
Barclays	PNC Capital Markets
Blaylock Van LLC	Ramirez & Co., Inc.
BofA Securities Inc.	Raymond James
BOK Financial Securities, Inc.	RBC Capital Markets
Citigroup Global Markets Inc.	SAMCO Capital Markets, Inc.
Drexel Hamilton, LLC	Siebert Williams Shank & Co., LLC
FHN Financial Capital Markets	Stephens Inc.
Frost Bank	Stern Brothers & Co.
Goldman Sachs	Stifel, Nicolaus & Co., Inc.
Hutchinson, Shockey, Erley & Co.	UBS Financial Services
J.P. Morgan	UMB Bank, n.a.
Loop Capital Markets	Wells Fargo Securities