



CAMINO REAL
REGIONAL MOBILITY
AUTHORITY

CRRMA BOARD PRESENTATION

PROCUREMENT OF FINANCIAL ADVISOR SERVICES

**Robert Studer
February 12, 2020**

Camino Real Regional Mobility Authority



AGENDA

- Background Information
- Proposed Scoring Criteria
- Proposed Selection Committee
- Estimated Timeline
- Requested Board Action

Procurement of Financial Advisor Services



Background Information

- In July 2015, the CRRMA Board selected First Southwest (FSW) as the CRRMA's Financial Advisor
- The CRRMA Board exercised contract extensions with FSW (now known as Hilltop Securities) in July 2018 and July 2019
- The contract is set to expire in July 2020 with no more extensions available to the CRRMA Board
- The proposed scoring criteria was reviewed and approved by the Finance Committee during the most recent meeting

Procurement of Financial Advisor Services



Proposed Scoring Criteria

Firm Experience and Qualifications **35%**

Qualifications and relevance of experience in providing services requested, particularly breadth of experience with all types of transportation financings, including innovative ideas and approaches.

Team Member Experience and Qualifications **35%**

Qualifications, number of years, type of experience and position in firm of individual staff members assigned to provide service to the CRRMA.

Cost of Services **30%**

Overall cost of proposed services.

Procurement of Financial Advisor Services

Proposed Selection Committee

- Selection Committee to develop recommendation:
 - City of El Paso representative
 - County of El Paso representative
 - El Paso Water Utility representative
- Final Selection to be made by the CRRMA Board

Procurement of Financial Advisor Services

Estimated Timeline – SUBJECT TO CHANGE

February 2020 – CRRMA issues a Request for Proposals for Financial Advisory Services

March/April 2020 – Selection Committee evaluates responses and provides recommendation to CRRMA

May 2020 – CRRMA Board selects and engages a Financial Advisor

Procurement of Financial Advisor Services

Requested Action Items

MOTION to approve a Board Resolution to:

- 1) Adopt the selection criteria and scoring presented; and
- 2) Authorize the Executive Director to issue a procurement for Financial Advisor Services.

Questions?



Camino Real Regional Mobility Authority

801 Texas Avenue

El Paso, Texas 79901

(915) 212-1072

info@crrma.org

www.crrma.org