

**REQUEST FOR PROPOSALS (RFP)
FOR
INVESTMENT BANKING SERVICES:
SENIOR MANAGER, CO-SENIOR MANAGER, AND CO-MANAGER**

Appointment to the New Jersey Garden State Preservation Trust's
Refunding Bond Sale – Spring 2012

**Issued by the
State of New Jersey
Treasurer's Office**

Date Issued: January 19, 2012

**Responses due by 3:00 PM NJ Time on
Friday, January 27, 2012**

Andrew Sidamon-Eristoff
State Treasurer
State of New Jersey
Department of the Treasury

REQUEST FOR PROPOSALS (RFP): INVESTMENT BANKING SERVICES

1. PURPOSE AND INTENT

The Treasurer of the State of New Jersey (the "State") is soliciting proposals on behalf of the Garden State Preservation Trust ("GSPT") from qualified firms interested in performing senior manager ("Senior Manager"), co-senior manager ("Co-Senior Manager") or co-manager ("Co-Manager") underwriting services for the GSPT's upcoming Refunding Bond Plan anticipated for Spring 2012.

It is the State Treasurer's policy directive, that when a competitive sale of bonds is not appropriate, to issue a request for proposal for investment banking services on a transaction by transaction basis. Based on a review of the responses to this Request for Proposal ("RFP"), the Authority intends to select a Senior Manager. Firms which apply for Senior Manager, Co-Senior Manager, and Co-Manager will be considered when the syndicate is formed. Firms which apply for Senior Manager but are not selected will be considered for Co-Senior Manager or Co-Manager. All remaining firms, including those who have applied only for Co-Manager, will then be considered for the syndicate.

2. SCOPE OF SERVICES

The selected underwriter will work with the Department of the Treasury, the GSPT, the Office of the Attorney General and other professionals selected by the State and the GSPT, in the negotiated sale or sales of refunding bonds. The Senior Manager selected will be required to provide some or all of the services identified below, at the request of the State and the GSPT. Co-Senior Managers (if any), and Co-Managers shall provide information and assistance upon request and shall act as members of the underwriting syndicate.

- 2.1. Recommend structures for each specific debt series being issued in order to minimize overall debt service costs.
- 2.2. Assist in drafting and reviewing relevant bond documents, including, but not limited to, official statements, purchase agreements, bond resolutions and indentures, leases and contracts.
- 2.3. Assist in preparation of materials or presentations, discussions and meetings or other communications with rating agencies, insurers, credit enhancers and investors.
- 2.4. Obtain bids for credit enhancement and recommend efficient utilization of available credit enhancement, including but not limited to bank facilities and bond insurance. Obtain bids for verification agent and bidding agent services as applicable.
- 2.5. Identify financing opportunities available to the State on behalf of the GSPT.
- 2.6. Manage the underwriting process.
- 2.7. Commit capital to underwrite the bonds or notes being issued.
- 2.8. Provide post-closing analysis of the debt issuance, including but not limited to pricing, orders, allotments and all information required by Executive Order No. 26 (Whitman 1994).
- 2.9. Identify investment opportunities that provide savings and improve the efficiency or execution of a transaction.
- 2.10. Provide such underwriting and investment banking services as requested by the State on behalf of the GSPT.

3. REQUIRED COMPONENTS OF THE PROPOSAL

Each firm submitting a proposal must follow the instructions contained in this RFP in preparing and submitting its proposal. The proposing firm is advised to thoroughly read and follow all instructions. A proposal must contain all of the information in the order and format indicated below. All terms and conditions set forth in this RFP will be deemed to be incorporated by reference in their entirety into any response submitted by your firm. All proposals

received, and any information contained therein, are subject to disclosure in accordance with the NJ Open Public Records Act. Firms interested in being selected for the Senior Manager or Co-Senior Manager position (if any) must respond to all questions provided below. Firms interested in being selected only as Co-Managers must respond to questions 3.1 through and including 3.4.

In your proposal please respond to each question by repeating the question at the top of the section and referring to the question by the numbers used in this RFP.

- 3.1 In lieu of a cover letter, please state the positions (i.e., Senior Manager, Co-Senior Manager, or Co-Manager) for which you are applying. Provide an executive summary of not more than one page identifying and substantiating the basis of your contention that you are the best qualified firm to provide the requested underwriting services to the State and the GSPT.
- 3.2 Provide the name, title, business address, e-mail address, telephone number and fax number of the individual the State should contact regarding your proposal.
- 3.3 Provide a brief description of your firm, its ownership structure and its state/country of incorporation or formation. **Describe your firm's physical presence in the State of New Jersey**, including the number of offices, the number of employees and the type of business activity conducted in the State. Also, please describe the participation of women and minorities in your firm. Please indicate the percentage of your firm that is owned by women and minorities.
- 3.4 Briefly describe, and provide in tabular form, your firm's participation in negotiated, long-term debt issuances for the State and its authorities/agencies (excluding authorities/agencies for which the issuer acted as a conduit for a borrower other than the State) since January 2010. Please describe how your firm's performance evidences its ability to effectively distribute New Jersey paper. Your response should include the following information for each such transaction: (a) the position in which your firm served (for example: senior manager, co-senior manager, co-manager, etc.); (b) the amount of orders placed by your firm during the order period (please differentiate between retail and institutional orders); (c) the amount of bonds allotted to such order; and (d) the amount of designation revenues received by your firm. Your response should also indicate, if possible, the ratio of the total amount of bonds allotted to your firm (retail, member and institutional) to the amount of underwriting liability assumed by your firm (as indicated in the AAU's for the transactions that your firm has participated in).
- 3.5 In tabular form to be included as an appendix, provide details (par amount, number of trades, issuer) of your firm's support of bonds of the State, the GSPT, and other State Authorities' issuing State appropriation backed bonds in the secondary market for the period beginning January 1, 2010 to date.
- 3.6 The Office of Public Finance has participated in the following competitive issuances since January 2010:

• \$2,250,000,000	NJ Tax and Revenue Anticipation Notes	8/19/10
• \$8,600,000	NJEDA's State Police Barracks	8/1/11
• \$86,855,000	NJ Sports and Exposition Authority Refunding	8/31/11
• \$54,435,000	NJ Building Authority Refunding	11/22/11
• \$2,150,000,000	NJ Tax and Revenue Anticipation Notes	12/15/11

In a chart, as listed in the agreement among underwriters, please list your liability (as a percentage of the par amount) for each sale. Please list all issues identified above for which your firm (or syndicate) submitted a bid (successful or not). **Highlight all successful bids.**

- 3.7 List all ideas that your firm has presented in writing to the Office of Public Finance or the Office of the State Treasurer **that have been implemented** (please include the implementation date) by the State for the period beginning January 1, 2010 through the date of this RFP. Separately list all GSPT ideas that your firm has presented in writing during this same time period. Include the submission date and a short synopsis of the idea.

3.8 Given the existing bonds and revenue stream, please provide your ideas for a refunding bond structure that will optimize the GSPT's portfolio. Please address the various benefits and risks inherent in any proposed structure and any key dates or market timelines that may affect the ability to execute a transaction in that regard (limit four (4) pages).

The existing bonds include the GSPT's:

<u>Issue Date</u>	<u>Series</u>
March 25, 2003	2003 Series A
March 25, 2003	2003 Series B
December 1, 2005	2005 Series A
December 1, 2005	2005 Series B
December 8, 2005	2005 Series C

3.9 List your proposed fees and expenses for this transaction, excluding fees and expenses of underwriter's counsel. Your fee must not be contingent on any specified syndicate policy.

3.10 Provide, as an appendix, all appropriate schedules of your quantitative analysis that supports Section 3.8.

3.11 List and describe the primary personnel that will be assigned to provide investment banking and underwriting services to the State and the GSPT with a discussion of their relevant experience.

3.12 In an appendix, identify any existing or potential conflict of interest, or any relationships that might be considered a conflict of interest, that may affect or involve transactions for the State or the GSPT, including but not limited to conflicts with financial advisors, law firms providing services to the State or the GSPT and State employees or GSPT employees.

3.13 In an appendix, describe any pending, concluded or threatened litigation, administrative proceedings or federal or state investigations or audits, subpoenas or other information requests of or involving your firm or the owners, principals or employees. Describe the nature and status of the matter and the resolution, if any.

3.14 In an appendix, list any sanctions or penalties brought against your firm or any of its personnel (including suspension or disbarment) by any regulatory or licensing agencies. Include a description of the reasons for the sanction or penalties and whether such sanctions or penalties are subject to appeal.

3.15 Provide as an appendix, the last two G37 reports your firm has filed and if applicable, form G38t.

4. SUBMISSION OF THE PROPOSAL

All respondents are required to limit their proposals to twelve (12) pages or less (exclusive of appendices) at no smaller than 12 point type. Excess pages and extraneous materials or appendices will detract from the overall quality of the response. Joint proposals will NOT be permitted. All documents and information submitted in response to this RFP generally shall be available to the general public as required by Executive Order No. 26 and applicable law.

Communications with representatives of the State or the GSPT concerning this request, by you or on your behalf, are NOT permitted during the submission process (except as specified below). No telephone inquiries will be accepted. If you have questions or require clarification on any aspect of this RFP, please forward the request via email to: RFQresponses@treas.state.nj.us. Questions must be submitted by Friday, January 20, 2012. The State will post answers on the Office of Public Finance website at: http://www.state.nj.us/treasury/public_finance/ on or about Tuesday, January 24, 2012.

The State and the GSPT will not be responsible for any expenses in the preparation and/or presentation of the proposals and oral interviews, if any, or for the disclosure of any information or material received in connection with the solicitation, whether by negligence or otherwise.

The State and the GSPT reserve the right to request additional information or clarification, if necessary, or to request an interview with firm(s), or to reject any and all proposals with or without cause, and waive any irregularities or informalities in the proposals submitted. The State and the GSPT further reserve the right to make such investigations as deemed necessary as to the qualifications of any and all firms submitting proposals. The State and the GSPT reserve the right to negotiate lower prices with responding firms as deemed in the best interests of the State and the GSPT. Responding firms may withdraw their proposal at any time prior to the filing date and time by written notification signed by an authorized agent of the firm. The proposal may thereafter be resubmitted, but only up to the final filing date and time.

The responding firm assumes sole responsibility for the complete effort required in this RFP. No special consideration shall be given after proposals are opened because of a firm's failure to be knowledgeable about all the requirements of this RFP. By submitting a proposal in response to this RFP, the firm represents that it has satisfied itself, from its own investigation, of all the requirements of this RFP.

Four (4) copies of your proposal (1 signed original and 3 copies) plus a CD with all appendices must be delivered by courier or overnight express mail, no later than 3 PM on Friday, January 27, 2012 to: James Petrino, Director Office of Public Finance, State of New Jersey, 50 West State Street, 5th floor (hand delivery) P.O. Box 005, Trenton, NJ 08625. No fax or email proposals will be accepted. Proposals received after the time and date listed above will not be considered.

5. SELECTION PROCESS

All proposals will be reviewed to determine responsiveness. Non-responsive proposals will be rejected without evaluation. Responsive proposals will be reviewed and scored by an evaluation committee pursuant to the grading scale it creates. The State reserves the right to request clarifying information subsequent to submission of the proposal if necessary. The criteria used to evaluate responsive proposals shall include, but not be limited to, ideas, expertise, capacity, experience and personnel in accordance with Executive Order No. 26.

Interviews may be conducted, at the option of the evaluation committee, with any or all of the firms submitting a proposal. If interviews are to be held you will be notified approximately one week in advance.

6. STATUTORY REQUIREMENTS

6.1 Chapter 51 and Executive Order No. 117 (Corzine 2008). In order to safeguard the integrity of State government procurement by imposing restrictions to insulate the negotiation and award of State contracts from political contributions that pose the risk of improper influence, purchase of access, or the appearance thereof, the Legislature enacted L. 2005, c. 51 (codified at N.J.S.A. 19:44A-20.13-25) ("Chapter 51"), on March 22, 2005, effective retroactive to October 15, 2004, superseding the terms of Executive Order No. 134 (McGreevey 2004). In addition, on September 24, 2008, Governor Corzine issued Executive Order No. 117, effective on November 15, 2008 ("EO 117") setting forth additional limitations on the ability of executive branch departments, agencies, authorities or independent State authorities to contract with a business entity which has made or solicited certain contributions.

Prospective bidders are advised that at the time of execution of the bond purchase agreement between the GSPT and the winning bidder (the "Bond Purchase Agreement"), the winning bidder must be in compliance with Chapter 51 and EO 117. Pursuant to the requirements of Chapter 51 and EO 117, the terms and conditions set forth in Attachment I will be material terms of the Bond Purchase Agreement.

To obtain the necessary forms and information on how to comply with Chapter 51, EO 117 and EO 7, prospective bidders should access:

http://www.state.nj.us/treasury/purchase/forms/eo134/c51_eo117_cd_02_10_09.pdf for the necessary forms and http://www.state.nj.us/treasury/purchase/forms/eo134/c51_eo117_cd_instr%2002_2009.pdf for instructions on using the forms.

Under Chapter 51, EO 117 and EO 7, the GSPT is not permitted, and will not enter into a Bond Purchase Agreement with a firm that is not in compliance with Chapter 51 and EO 117. The GSPT will verify with the Division of Purchase and Property of the New Jersey Department of the Treasury as to whether the prospective bidders are compliant with Chapter 51 and EO 117. By submission of a bid, the winning bidder shall be deemed to have agreed to maintain its compliance with Chapter 51 and EO 117 during the term of the engagement. Failure to do so would constitute a default by the winning bidder.

6.2 Chapter 271. Pursuant to L. 2005, c. 271 (“Chapter 271”), your firm is required to disclose its (and its principals’) political contributions within the immediately preceding twelve (12) month period prior to entering into a contract. No prospective firm will be precluded from entering a contract with the GSPT by virtue of the information provided in the Chapter 271 disclosure provided the form is fully and accurately completed. Prior to award of this engagement, the firm(s) selected pursuant to this RFP shall be required to submit Chapter 271 disclosures. Please refer to <http://www.state.nj.us/Treasury/Purchase/forms/CertandDisc2706.pdf> for a copy of the Chapter 271 disclosure form. It is not required to be completed in connection with the submission of your proposal.

If selected pursuant to this RFP, please also be advised of your firm’s responsibility to file an annual disclosure statement on political contributions with the NJ Election Law Enforcement Commission (ELEC) pursuant to N.J.S.A. 19:44A-20.13 (L. 2005, c. 271, section 3) if your firm receives contracts in excess of \$50,000 from a public entity during a calendar year. It is your firm’s responsibility to determine if filing is necessary. Failure to so file can result in the imposition of financial penalties by ELEC. Additional information about this requirement is available from ELEC at (888)313-3532 or www.elec.state.nj.us.

6.3. Executive Order No. 9. Pursuant to Executive Order No. 9 (Codey 2004), dated and effective as of December 6, 2004, it is the policy of the State that in all cases where bond underwriting services are or may be required by the State or any of its departments, agencies or independent authorities, such department, agency or independent authority shall deal directly with the principals of the underwriting firms or their registered lobbyists. The department, agency, or independent authority shall not discuss, negotiate or otherwise interact with any third-party consultant, other than principals of underwriting firms and their registered lobbyists, with respect to the possible engagement of the firm to provide bond underwriting services. Compliance with Executive Order No. 9 shall be a material term and condition of any bond purchase contract entered into by underwriters selected for this assignment.

6.4. Chapter 92. In accordance with L. 2005, c. 92 (codified at N.J.S.A. 52:34-13.2), all services performed pursuant to this contract shall be performed within the United States.