

REQUEST FOR PROPOSALS (RFP)

SANDOVAL COUNTY TREASURER'S OFFICE

Portfolio Manager Services



RFP# FY19-SCTO-02

Release Date: November 11, 2018

Due Date: November 28, 2018 at 3:00 p.m.

I. INTRODUCTION

A. PURPOSE OF THIS REQUEST FOR PROPOSALS

Sandoval County Board of County Commissioners is requesting sealed proposals on behalf of Sandoval County Treasurer's Office from prospective Offerors for Portfolio Manager Services (NIGP Commodity Code # 94648, 94649, 94656 and 95839. Responses will be accepted in the Finance Department, Attn: Ms. Trish Greene, Procurement Officer, Sandoval County Administrative Bldg., 1500 Idalia Road, Bldg. D 2nd floor, P.O. Box 40, Bernalillo, New Mexico up to 3:00 p.m. (Mountain Standard Time) on **November 28, 2018**. Sandoval County reserves the right to reject any and all responses.

B. SCOPE OF PROCUREMENT

Sandoval County invites written proposals from those individuals and/or firms to provide Portfolio Manager Services to the County and who is desiring to work with the Treasurer on the county investment portfolio. The Portfolio Manager must comply with the current Sandoval County Investment Policy. The Professional Portfolio Manager is defined as follows:

PROFESSIONAL PORTFOLIO MANAGER: The County Treasurer, with advice and consent of the Board of Finance may retain a professional portfolio manager(s), under a contract approved by the Board of Finance, if said manager:

- (a.) is a fiduciary for county assets, whether registered by the Registered Investment Advisor (RIA) under the Investment Advisor's Act of 1940, as amended;
 1. A Registered Investment Advisor (RIA) is an advisor or firm engaged in the investment advisory business and registered either with the Securities and Exchange Commission (SEC).
 2. A "Fiduciary" is a person or organization that owes to another the duties of good faith and trust. A fiduciary's responsibility or duties are both ethical and legal. By law, a "Fiduciary" must make decisions in the best interest of the beneficiary; always put the beneficiaries' interests before their own; and, act prudently;
- (b.) an investment firm with expertise in the management of investment portfolios;
- (c.) has had at least seven (7) years' experience in managing investments approved herein for other governments and fiduciary institutions and has at least \$1,000,000,000 under management for investment disciplines similar to this Policy;
- (d.) does not have a proprietary interest in any fund manager utilized by the County;
- (e.) has the ability to buy and sell securities and assist in trade settlement through a non-proprietary third-party trading desk; and shall not purchase, sell or transfer to and from their own inventory;
- (f.) has liability and fiduciary insurance coverage;
- (g.) agrees to advise the County Treasurer in writing of any significant changes in the investment philosophy, management style, ownership, organizational structure, financial condition or senior personnel staffing of the fund manager or manager assigned to the County within 30 days of each change;
- (h.) is compensated only on a fee (agent only) basis and does not receive commissions, mark-ups or other compensation on securities purchased for the County;
- (i.) agrees to present to the Board of Finance at the request of the Treasurer. The portfolio manager's report must include all items included in Section P of the Investment Policy and given to the Treasurer at least five (5) business days before a scheduled Board of Finance meeting;
- (j.) is required to attend the Sandoval Treasurer's Investment Committee (STIC) quarterly meetings (telephonic attendance may be acceptable for the purpose if approved by the Treasurer); and
- (k.) agrees to the communication requirements herein; and
- (l.) agrees to be bound by the dictates of the Investment Policy.

C. TERM OF CONTRACT

This Request for Proposal is to contract for a term of three (3) years immediately following the award of the contract agreement with the possibility of a one (1) year extension upon agreement by both the successful Offeror and the County Treasurer providing the satisfactory completion of the Scope of Services. The term of the contract shall not exceed four (4) years according to procurement code.

D. PROCUREMENT MANAGER

1. Sandoval County has assigned a Procurement Manager who is responsible for the conduct of this procurement whose name, address, telephone number and e-mail address are listed below:

Name: Trish Greene, Senior Procurement Specialist
Address: Sandoval County Finance Department
1500 Idalia Road Bldg. D 2nd Floor
PO Box 40
Bernalillo, NM 87004

Telephone: (505) 404-5873
Fax: (505) 867-7605
Email: tgreene@sandovalcountynm.gov

2. All deliveries of responses via express carrier must be addressed as follows

Name: Trish Greene, Senior Procurement Specialist
Reference RFP Name: **Portfolio Manager Services**
RFP# FY19-SCTO-02
Address: Sandoval County
1500 Idalia Road Bldg. D
PO Box 40
Bernalillo, NM 87004

3. **Any inquiries or requests** regarding this procurement should be submitted, in writing, to the Procurement Manager. Offerors may **ONLY** contact the Procurement Manager regarding this procurement. Other County employees or Evaluation Committee members do not have the authority to respond on behalf of the SPD. **Protests of the solicitation or award must be delivered by mail to the Protest Manager.** A Protest Manager has been named in this Request for Proposals, pursuant to NMSA 1978, § 13-1-172, **ONLY** protests delivered directly to the Protest Manager in writing and in a timely fashion will be considered to have been submitted properly and in accordance with statute, rule and this Request for Proposals. Emailed protests will not be considered as properly submitted nor will protests delivered to the Procurement Manager be considered properly submitted.

II. CONDITIONS GOVERNING THE PROCUREMENT

This section of the RFP contains the schedule, description and conditions governing the procurement.

A. SEQUENCE OF EVENTS

The Procurement Manager will make every effort to adhere to the following schedule:

Action	Responsible Party	Due Dates
1. Issue RFP	Sandoval County	11-11-18
2. Pre-Proposal Conference	Sandoval County	NONE
3. Return of Acknowledgement of Receipt Form	Potential Offerors	11-16-18
4. Deadline to submit Questions	Potential Offerors	11-19-18 by 3:00 p.m.
5. Response to Written Questions	Procurement Manager	11-21-18
6. Submission of Proposal	Potential Offerors	11-28-18 by 3:00 p.m.
7. Proposal Evaluation	Evaluation Committee	TBD
8. Selection of Finalists	Evaluation Committee	TBD
9. Contract Awards	Sandoval County	TBD
10. Protest Deadline		+15 days

B. EXPLANATION OF EVENTS

The following paragraphs describe the activities listed in the sequence of events shown in Section II. A., above.

1. Issuance of RFP

This RFP is being issued on behalf of the Sandoval County Treasurer's Office.

2. Acknowledgement of Receipt

Potential Offerors may e-mail, hand deliver, return by facsimile or registered or certified mail the "Acknowledgement of Receipt of Request for Proposals Form" that accompanies this document, APPENDIX A, to have the offeror placed on the procurement distribution list. The form should be signed by an authorized representative of the offeror, dated and returned to the Procurement Manager by 5:00 pm MST or MDT on **November 16, 2018**.

The procurement distribution list will be used for the distribution of written responses to questions or any additional updates to this RFP.

3. Deadline to Submit Written Questions

Potential Offerors may submit written questions to the Procurement Manager as to the intent or clarity of this RFP until **November 19, 2018** by 3:00 pm Mountain Standard Time/Daylight Time as indicated in the sequence of events. All written questions must be addressed to the Procurement Manager as declared in

Section I, Paragraph D. Questions shall be clearly labeled and shall cite the Section(s) in the RFP or other document which form the basis of the question.

4. Response to Written Questions

Written responses to written questions will be distributed as indicated in the sequence of events to all potential Offerors whose name appears on the procurement distribution list. An e-mail copy will be sent to all Offeror's that provide Acknowledgement of Receipt Forms. A copy will also be posted to Sandoval County's website at www.sandovalcountynm.gov.

5. Submission of Proposals

ALL OFFEROR PROPOSALS MUST BE RECEIVED FOR REVIEW AND EVALUATION BY THE PROCUREMENT MANAGER OR DESIGNEE NO LATER THAN 3:00 PM MOUNTAIN STANDARD TIME /DAYLIGHT TIME ON **November 28, 2018**. Proposals received after this deadline will not be accepted. The date and time of receipt will be recorded on each proposal.

Proposals must be addressed and delivered to the Procurement Manager at the address listed in Section I, Paragraph D2. **Proposals must be sealed and labeled on the outside of the package to clearly indicate that they are in response to the Portfolio Manager Services and RFP# FY19-SCTO-02.** Proposals submitted by facsimile, or other electronic means will not be accepted.

A public log will be kept of the names of all Offerors that submitted proposals. Pursuant to NMSA 1978, § 13-1-116, the contents of proposals shall not be disclosed to competing potential Offerors during the negotiation process. The negotiation process is deemed to be in effect until the contract is awarded pursuant to this Request for Proposals.

6. Proposal Evaluation

An Evaluation Committee will perform the evaluation of proposals. This process will take place as indicated in the sequence of events, depending upon the number of proposals received. During this time, the Procurement Manager may initiate discussions with Offerors who submit responsive or potentially responsive proposals for the purpose of clarifying aspects of the proposals. However, proposals may be accepted and evaluated without such discussion. Discussions SHALL NOT be initiated by the Offerors.

7. Finalize Contractual Agreements

Any Contractual agreement(s) resulting from this RFP will be finalized with the most advantageous Offeror(s) as per schedule Section II. A., Sequence of Events or as soon thereafter as possible. This date is subject to change at the discretion of Sandoval County. In the event mutually agreeable terms cannot be reached with the apparent most advantageous Offeror in the time specified, the County reserves the right to finalize a contractual agreement with the next most advantageous Offeror(s) without undertaking a new procurement process.

8. Contract Awards

The contract shall be awarded to the Offeror (or Offerors) whose proposals are most advantageous to Sandoval County, taking into consideration the evaluation factors set forth in this RFP. The most

advantageous proposal may or may not have received the most points. The award is subject to appropriate Sandoval County Board of Finance approval.

9. Protest Deadline

Any protest by an Offeror must be timely and in conformance with NMSA 1978, § 13-1-172 and applicable procurement regulations. As a Protest Manager has been named in this Request for Proposals, pursuant to NMSA 1978, § 13-1-172, ONLY protests delivered directly to the Protest Manager in writing and in a timely fashion will be considered to have been submitted properly and in accordance with statute, rule and this Request for Proposals. The 15 calendar day protest period shall begin on the day following the award of contracts and will end at 5:00 pm Mountain Standard Time/Daylight Time on the 15th day. Protests must be written and must include the name and address of the protestor and the request for proposal number. It must also contain a statement of the grounds for protest including appropriate supporting exhibits and it must specify the ruling requested from the party listed below. The protest must be delivered to:

Trish Greene, Senior Procurement Specialist
Sandoval County Finance Department
1500 Idalia Road Bldg. D 2nd Floor
PO Box 40
Bernalillo, NM 87004

Protests received after the deadline will not be accepted.

C. GENERAL REQUIREMENTS

1. Acceptance of Conditions Governing the Procurement

Potential Offerors must indicate their acceptance of the Conditions Governing the Procurement section in the letter of transmittal. Submission of a proposal constitutes acceptance of the Evaluation Factors.

2. Incurring Cost

Any cost incurred by the potential Offeror in preparation, transmittal, and/or presentation of any proposal or material submitted in response to this RFP shall be borne solely by the Offeror. Any cost incurred by the Offeror for set up and demonstration of the proposed equipment and/or system shall be borne solely by the Offeror.

3. Prime Contractor Responsibility

Any contractual agreement that may result from this RFP shall specify that the prime contractor is solely responsible for fulfillment of all requirements of the contractual agreement which may derive from this RFP.

4. Amended Proposals

An Offeror may submit an amended proposal before the deadline for receipt of proposals. Such amended proposals must be complete replacements for a previously submitted proposal and must be clearly identified

as such in the transmittal letter. The County personnel will not merge, collate, or assemble proposal materials.

5. Offeror's Rights to Withdraw Proposal

Offerors will be allowed to withdraw their proposals at any time prior to the deadline for receipt of proposals. The Offeror must submit a written withdrawal request addressed to the Procurement Manager and signed by the Offeror's duly authorized representative.

The approval or denial of withdrawal requests received after the deadline for receipt of the proposals is governed by the applicable procurement regulations.

6. Proposal Offer Firm

Responses to this RFP, including proposal prices for services, will be considered firm for one hundred twenty (120) days after the due date for receipt of proposals or ninety (90) days after the due date for the receipt of a best and final offer, if the Offeror is invited or required to submit one.

7. Disclosure of Proposal Contents

- A. Proposals will be kept confidential until negotiations and the award are completed by the County Treasurer. At that time, all proposals and documents pertaining to the proposals will be open to the public, except for material that is clearly marked proprietary or confidential. The Procurement Manager will not disclose or make public any pages of a proposal on which the potential Offeror has stamped or imprinted "proprietary" or "confidential" subject to the following requirements:
- B. Proprietary or confidential data shall be readily separable from the proposal in order to facilitate eventual public inspection of the non-confidential portion of the proposal.
- C. Confidential data is restricted to:
 - 1. confidential financial information concerning the Offeror's organization;
 - 2. and data that qualifies as a trade secret in accordance with the Uniform Trade Secrets Act, NMSA 1978 § 57-3A-1 to 57-3A-7.
 - 3. PLEASE NOTE: The price of products offered or the cost of services proposed **shall not be designated** as proprietary or confidential information.

8. No Obligation

This RFP in no manner obligates Sandoval County to the use of any Offeror's services until a valid written contract is awarded and approved by appropriate authorities.

9. Termination

This RFP may be canceled at any time and any and all proposals may be rejected in whole or in part when the agency determines such action to be in the best interest of Sandoval County.

10. Sufficient Appropriation

Any contract awarded as a result of this RFP process may be terminated if sufficient appropriations or authorizations do not exist. Such terminations will be effected by sending written notice to the contractor. The County's decision as to whether sufficient appropriations and authorizations are available will be accepted by the contractor as final.

11. Legal Review

The County requires that all Offerors agree to be bound by the General Requirements contained in this RFP. Any Offeror's concerns must be promptly submitted in writing to the attention of the Procurement Manager.

12. Governing Law

This RFP and any agreement with an Offeror which may result from this procurement shall be governed by the laws of the State of New Mexico.

13. Basis for Proposal

Only information supplied, in writing, by Sandoval County through the Procurement Manager or in this RFP should be used as the basis for the preparation of Offeror proposals.

14. Offeror Qualifications

The Evaluation Committee may make such investigations as necessary to determine the ability of the potential Offeror to adhere to the requirements specified within this RFP. The Evaluation Committee will reject the proposal of any potential Offeror who is not a Responsible Offeror or fails to submit a responsive offer as defined in NMSA 1978, § 13-1-83 and 13-1-85.

15. Right to Waive Minor Irregularities

The Evaluation Committee reserves the right to waive minor irregularities. The Evaluation Committee also reserves the right to waive mandatory requirements provided that all of the otherwise responsive proposals failed to meet the same mandatory requirements and the failure to do so does not otherwise materially affect the procurement. This right is at the sole discretion of the Evaluation Committee.

16. Notice of Penalties

The Procurement Code, NMSA 1978, § 13-1-28 through 13-1-199, imposes civil, misdemeanor and felony criminal penalties for its violation. In addition, the New Mexico criminal statutes impose felony penalties for bribes, gratuities and kickbacks.

17. Right to Publish

Throughout the duration of this procurement process and contract term, Offerors and contractors must secure from the County written approval prior to the release of any information that pertains to the potential work

or activities covered by this procurement and/or County contracts deriving from this procurement. Failure to adhere to this requirement may result in disqualification of the Offeror's proposal or removal from the contract.

18. Ownership of Proposals

All documents submitted in response to the RFP shall become property of Sandoval County.

19. Confidentiality

Any confidential information provided to, or developed by, the contractor in the performance of the contract resulting from this RFP shall be kept confidential and shall not be made available to any individual or organization by the contractor without the prior written approval of the County.

The Contractor(s) agrees to protect the confidentiality of all confidential information and not to publish or disclose such information to any third party without the procuring County's written permission.

20. Use of Electronic Versions of this RFP

This RFP is being made available by electronic means. In the event of conflict between a version of the RFP in the Offeror's possession and the version maintained by the agency, the Offeror acknowledges that the version maintained by the County shall govern.

21. Campaign Contribution Disclosure Form

Offeror must complete, sign, and return the Campaign Contribution Disclosure Form as a part of their proposal. Failure to complete and return the signed unaltered form will result in disqualification.

22. Letter of Transmittal

Offeror's proposal must be accompanied by the Letter of Transmittal Form which must be completed and signed by an individual person authorized to obligate the company. The letter of transmittal **MUST**:

1. Identify the submitting business entity.
2. Identify the name, title, telephone, and e-mail address of the person authorized by the Offeror organization to contractually obligate the business entity providing the Offer.
3. Identify the name, title, telephone, and e-mail address of the person authorized to negotiate the contract on behalf of the organization (if different than (2) above).
4. Identify the names, titles, telephone, and e-mail addresses of persons to be contacted for clarification/questions regarding proposal content.
5. Sub-contractor will not be authorized for this procurement.
6. Identify the following with a check mark and signature where required:
 - a. **Explicitly** indicate acceptance of the Conditions Governing the Procurement and
 - b. **Explicitly** indicate acceptance of Section VII of this RFP; and
 - c. Acknowledge receipt of any and all amendments to this RFP.
7. Be signed by the person identified in para 2 above.

23. Disclosure Regarding Responsibility

- A. Any prospective Contractor and any of its Principals who enter into a contract greater than sixty thousand dollars (\$60,000.00) with any state agency or local public body for professional services, tangible personal property, services or construction agrees to disclose whether the Contractor, or any principal of the Contractor's company:
1. is presently debarred, suspended, proposed for debarment, or declared ineligible for award of contract by any federal entity, state agency or local public body;
 2. has within a three-year period preceding this offer, been convicted in a criminal matter or had a civil judgment rendered against them for:
 - a. the commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state or local) contract or subcontract;
 - b. violation of Federal or state antitrust statutes related to the submission of offers; or
 - c. the commission in any federal or state jurisdiction of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, tax evasion, violation of Federal criminal tax law, or receiving stolen property;
 3. is presently indicted for, or otherwise criminally or civilly charged by any (federal state or local) government entity with the commission of any of the offenses enumerated in paragraph A of this disclosure;
 4. has, preceding this offer, been notified of any delinquent Federal or state taxes in an amount that exceeds \$3,000.00 of which the liability remains unsatisfied. Taxes are considered delinquent if the following criteria apply.
 - a. The tax liability is finally determined. The liability is finally determined if it has been assessed. A liability is not finally determined if there is a pending administrative or judicial challenge. In the case of a judicial challenge of the liability, the liability is not finally determined until all judicial appeal rights have been exhausted.
 - b. The taxpayer is delinquent in making payment. A taxpayer is delinquent if the taxpayer has failed to pay the tax liability when full payment was due and required. A taxpayer is not delinquent in cases where enforced collection action is precluded.
 - c. Have within a three year period preceding this offer, had one or more contracts terminated for default by any federal or state agency or local public body.)
- B. Principal, for the purpose of this disclosure, means an officer, director, owner, partner, or a person having primary management or supervisory responsibilities within a business entity or related entities.
- C. The Contractor shall provide immediate written notice to the State Purchasing Agent or other party to this Agreement if, at any time during the term of this Agreement, the Contractor learns that the Contractor's disclosure was at any time erroneous or became erroneous by reason of changed circumstances.
- D. A disclosure that any of the items in this requirement exist will not necessarily result in termination of this Agreement. However, the disclosure will be considered in the determination of the Contractor's responsibility and ability to perform under this Agreement. Failure of the Contractor to furnish a disclosure or provide additional information as requested will render the Offeror nonresponsive.
- E. Nothing contained in the foregoing shall be construed to require establishment of a system of records in

order to render, in good faith, the disclosure required by this document. The knowledge and information of a Contractor is not required to exceed that which is the normally possessed by a prudent person in the ordinary course of business dealings.

- F. The disclosure requirement provided is a material representation of fact upon which reliance was placed when making an award and is a continuing material representation of the facts during the term of this Agreement. If during the performance of the contract, the Contractor is indicted for or otherwise criminally or civilly charged by any government entity (federal, state or local) with commission of any offenses named in this document the Contractor must provide immediate written notice to the State Contractor knowingly rendered an erroneous disclosure, in addition to other remedies available to the Government, the State Purchasing Agent or Central Purchasing Officer may terminate the involved contract for cause. Still further the State Purchasing Agent or Central Purchasing Officer may suspend or debar the Contractor from eligibility for future solicitations until such time as the matter is resolved to the satisfaction of the State Purchasing Agent or Central Purchasing Officer.

24. New Mexico Preferences

To ensure adequate consideration and application of NMSA 1978, § 13-1-21 (as amended), Offerors **must include** a copy of their preference certificate with their proposal. Certificates for preferences must be obtained through the New Mexico Department of Taxation & Revenue:

<http://www.tax.newmexico.gov/Businesses/in-state-veteran-preference-certification.aspx>.

A. New Mexico Business Preference

OR

B. New Mexico Resident Veterans Business Preference

In addition to a copy of the certification is issued by NM Taxation and Revenue, the Offeror must sign and complete the Resident Veterans Preference Certificate form, as provided in this RFP.

An agency shall not award a business both a resident business preference and a resident veteran business preference.

The New Mexico Preferences shall not apply when the expenditures for this RFP includes federal funds.

III. RESPONSE FORMAT AND ORGANIZATION

This section describes the format and organization of the Offeror's responses. Failure to conform to these guidelines may result in the disqualification of the proposal.

A. NUMBER OF RESPONSES

Offerors shall submit only one proposal in response to this RFP.

B. NUMBER OF COPIES

1. Hard Copy Responses

Offeror's proposal must be clearly labeled and numbered and indexed as outlined in **Section III.C. Proposal Format**. Proposals must be submitted as outlined below. The original copy shall be clearly marked as such on the front of the binder. Envelopes, packages or boxes containing the original and the copies must be clearly labeled and submitted in a sealed envelope, package, or box bearing the following information:

Offerors should deliver in separate binders:

1. **Technical Proposals** – One (1) ORIGINAL and three (3) HARD COPIES (4 TOTAL).
2. **Cost Proposals** – One (1) ORIGINAL and three (3) HARD COPIES (4 TOTAL): **MUST BE IN A SEPARATE SEALED ENVELOPE FROM THE TECHNICAL PROPOSAL.3.**
3. **Please provide Technical and Cost Proposal on an electronic version copy.**

The original, hard copy information **must** be identical. In the event of a conflict between versions of the submitted proposal, the Original hard copy shall govern.

Any proposal that does not adhere to the requirements of this Section and **Section III.C.1 Response Format and Organization**, may be deemed non-responsive and rejected on that basis.

C. PROPOSAL FORMAT

All proposals must be submitted as follows:

Hard copies must be typewritten on standard 8 ½ x 11 inch paper (larger paper is permissible for charts, spreadsheets, etc.) and placed within binders **with tabs delineating each section.**

Organization of folders/envelopes for hard copy proposals:

1. TECHNICAL PROPOSAL – Binder 1 - Proposal Content and Organization

Direct reference to pre-prepared or promotional material may be used if referenced and clearly marked. Promotional material should be minimal. The proposal must be organized and indexed in the following format and must contain, at a minimum, all listed items in the sequence indicated.

- A. Signed Letter of Transmittal (Appendix C)
- B. Table of Contents
- C. Proposal Summary (Optional)
- D. Response to Contract Terms and Conditions
- E. Offeror's Additional Terms and Conditions
 1. Response to Specifications
 2. Organizational Experience
 3. Organizational References
 4. Mandatory Specification
 5. Conflict of Interest Affidavit (Appendix E)
 6. Signed Campaign Contribution Form (Appendix B)
 7. New Mexico Preferences (if applicable)
- F. Other Supporting Material (if applicable)

2. COST PROPOSAL – Binder 2

A cost response is part of the evaluation. Please submit the Cost Response Form (Appendix F) for all the costs associated with this RFP in a separate sealed envelope. Points will be allocated based on the formula stated in the RFP.

Within each section of the proposal, Offerors should address the items in the order indicated above. All forms provided in this RFP must be thoroughly completed and included in the appropriate section of the proposal.

The proposal summary may be included by potential Offerors to provide the Evaluation Committee with an overview of the proposal; however, this material will not be used in the evaluation process unless specifically referenced from other portions of the Offeror's proposal.

IV. SPECIFICATIONS

Offerors should respond in the form of a thorough narrative to each specification, unless otherwise instructed. The narratives, including required supporting materials will be evaluated and awarded points accordingly. This RFP is to be awarded on an all or none basis. Sandoval County reserves the right to refuse any and all RFPs for any reason.

V. DETAILED SCOPE OF WORK

The Treasurer is the Investment officer and duties are to keep account of all money received and disbursed; regular accounts of all checks and warrants, drawn on the treasury and paid; and the books, papers and money pertaining to his office ready for inspection by the board of county commissioners at all times. (4-43-2 NMSA)

The Firm will work with the Treasurer to assure all investments fall within the guidelines of the most current Investment Policy approved by the Board of Finance. The summary of services required is as follows:

- Work with the Treasurer in managing the County's investments as per the County's Investment Policy.
- Provide assistance in developing and implementing investment strategies that will maintain or enhance portfolio quality and performance within the parameters of the County Investment Policy.
- Provide detailed reports of investment activity and performance monthly/quarterly/and annually.
- Meet with and provide information to the Treasurer as needed.
- Perform workshops as requested.
- In-house capability or use external resources to evaluate the performance of money managers throughout the United States.
- Review the County's Investment Policy and makes recommendations for amendments and updates as appropriate.
- Provide monthly reporting to the Treasurer on, or before ten (10) calendar days after the end of the previous month.

- Investment reports need to show total amount invested, cost basis and market value of each security, amount invested in each type of security, maturity schedule of the portfolio, yield and cash flow analysis of the portfolio, the time weighted return for each reporting period, the weighted average maturity (WAM) or duration, where applicable, and other items as determined by the Treasurer.
- Reports should include any transactions that occurred during the reporting period, and should reflect any realized gains or losses.
- Any Portfolio Manager must also provide the Treasurer with the end of fiscal year report in a format specified or approved by the Treasurer and shall be submitted within ten (10) days following the end of the preceding fiscal year. Any Portfolio Manager must also submit a performance evaluation of any fund manager(s) other than themselves used in the portfolio he/she manages to the Treasurer within ten (10) calendar days after the end of the preceding fiscal year.
- Any Portfolio Manager must provide any and all documentation that is needed to fulfill the requests of the county or state auditor within five (5) business days.
- The Investment Officer will strive to submit the Treasurer's Report to the Board of Finance by the 15th of each month. The Treasurer's Report will include the investment statement summary. In addition, the Treasurer will submit to the Board of Finance and the County Manager, the portfolio manager's presentation, at least three days before the scheduled quarterly meeting. The investment presentation will show total amount invested, cost basis and market value of each security, amount invested in each type of security, maturity schedule of the portfolio, yield and cash flow analysis of the portfolio, the time weighted return for each reporting period and the third party custodian reports. Any transactions that occurred during the reporting period should be shown. The reports of any Portfolio Manager or Third Party Custodian required in Section Q of the Investment Policy herein shall satisfy this requirement if received.
- Presentations by any Portfolio Manager to the Board of Finance may include views on developments within the national/local economies, the securities markets and the potential effects of these developments on investment strategy, portfolio maturities, potential amendments to the Investment Policy and other fiscal matters.
- Ability to provide other financial services.

Sandoval County Investments need to fall within the parameters of 6-10-10 NMSA and the Sandoval County Investment Policy.

VI. TECHNICAL SPECIFICATIONS

1. Organizational Experience

- a) Offeror shall provide a description of all relevant experience as required in the scope of work with state, county or municipal government and/or the private sector. The narrative **must** thoroughly describe how the Offeror has supplied expertise for similar contracts and must include the extent of their experience, expertise and knowledge as a company who is capable of meeting all the requirements mentioned in this RFP.

2. Organizational References

Offerors should provide a minimum of three (3) references from similar projects performed for private state and/or large local government clients within the last three years. **Offerors are required to submit**

APPENDIX G, Reference Form to the business references they list. The business references must submit the Reference Form directly to the Procurement Officer. It is the Offeror's responsibility to ensure that the completed forms are received by or before the date listed on APPENDIX G, REFERENCE FORM. Please have the Reference Forms returned by November 19, 2018.

The Evaluation Committee may contact any or all references for validation of information submitted. If this step is taken, the Procurement Manager and the Evaluation Committee must all be together on a conference call with the submitted reference so that the Procurement Manager and all members of the Evaluation Committee receive the same information. Additionally, the County reserves the right to consider any and all information available to it in the public domain.

Offerors shall submit the following Business Reference information as part of Offer:

- a) Client name;
- b) Project description;
- c) Project dates (starting and ending);
- d) Technical environment (i.e., Similar background experience performed);
- e) Client project manager name, telephone number, fax number and e-mail address.

3. Mandatory Specification

Required Deliverables

- General Specifications and Knowledge: *(35 points possible)*
 - Education
 - Licensing & Certification
 - FINRA rating/reports
 - At least 7 years of related experience
 - Knowledge of county environment
 - Familiarization of New Mexico statutory requirements for investing
 - Safekeeping
 - Organizational references
- Communications, Reporting, Attendance, and Availability: *(30 points possible)*
 - Accessibility
 - Favorable history of meeting reporting requirements
 - Flexible and adaptive reporting
 - Demonstrated history of responsiveness to governmental clients
 - Ability to meet personally with the Treasurer and the Board of Finance at least Quarterly
 - Must attend STIC meetings on a quarterly basis (telephonic meetings are acceptable if approved by the Treasurer)
 - A sample/example of a presentation for a governmental entity (ex: PowerPoint at a recent Board of Finance or Investment Committee meeting)
 - A sample of the monthly statements and reports given to government clients.
- Institutional Investment Experience: *(20 points possible)*
 - Portfolio size
 - Short bio on people directly expected to work directly with Sandoval county investments
 - Previous performance history with a government agency

- Products and services
- Investment emphasis as it pertains to county government investments
- Registration and Licensing requirements: (5 possible points)
 - Licensed to perform financial advisory services in the State of New Mexico
 - Must be a licensed Registered Investment Advisor under the Investment Advisors Act of 1940

Required

Registration, Licensing, Insurance, and Conflict of Interest requirements:

- Liability and Fiduciary Insurance coverage
- Licensed as a Registered Investment Advisor in the State of New Mexico

4. Cost

Is compensated on a fee (agent only) basis negotiated between the portfolio manager and the Treasurer and does not receive commissions, mark-ups or other compensation on securities purchased for the County.

- Cost: (10 points possible)
 - Billable charges
 - Overhead cost
 - Fees
 - Relevant cost to county portfolio
 - Fee basis cost analysis based on county portfolio for three tiers (\$10 mil; \$15 mil; \$20 mil) for three years, possibility of four

Detail the billable financial charges the County should anticipate if your services are engaged. Provide a sample agreement, along with an estimate of the amount of monies that will be charged to the County during the next twelve (12) months.

Offerors must complete Cost Response Form in APPENDIX F. Cost will be measured by the billable financial charges the County should anticipate if your services are engaged. All charges listed on APPENDIX F must be justified and evidence of need documented in the proposal.

Lowest Responsive Offeror's Bid	X	Award Points
This Offeror's Bid		

5. Business Specifications

Financial Stability

Offerors must submit copies of the most recent years independently audited financial statements and the most current 10k, as well as financial statements for the proceeding three years, if they exist. The submission must include the audit opinion, the balance sheet, statements of income, retained earnings, cash flows and the notes to the financial statements. If independently audited financial statements do not exist, Offeror must state the

reason, and instead, submit sufficient information (e.g. D & B report) to enable the Evaluation Committee to assess the financial stability of the Offeror.

Insurance

ALL RESPONDENTS MUST submit, with their proposal, proof of insurance for Professional Liability in an amount not less than \$1,000,000. Proof shall be by submission of copies of current policies or current Certificates of Insurance, including the effective dates of coverage. Sandoval County requires the following provisions of the awarded vendor:

- Sandoval County to be named as additional insured or an insured on all required policies.
- Sandoval County shall be provided with an unconditional thirty (30) days advance written notice of cancellation or material change (i.e. no limit on the notice of cancellation) on all policies.
- Prior to the execution of the resulting contract, the Sandoval County Purchasing Office shall be supplied with an original certificate of insurance evidencing the stated requirements. This insurance shall be effective for the contract duration and renewal certificates shall also be supplied upon expiration.

APPENDICES

1. Acknowledge of Receipt Form

Potential offerors **should** hand deliver or return by facsimile, registered or certified mail or email the “Acknowledgement of Receipt Form” (see APPENDIX A) that accompanies this document to have their organization placed on the procurement distribution list. The form **should** be signed by an authorized representative of the organization and delivered to the Procurement Manager no later than the date specified in the Sequence of Events. The procurement distribution list will be used for the distribution of important information regarding this procurement.

2. Campaign Contribution Disclosure Form

The Offeror must complete an unaltered Campaign Contribution Disclosure Form and submit a signed copy with the Offeror’s proposal. This must be accomplished whether or not an applicable contribution has been made. (See APPENDIX B)

3. Letter of Transmittal Form

The Offeror’s proposal **must** be accompanied by the Letter of Transmittal Form located in APPENDIX C. The form **must** be completed and must be signed by the person authorized to obligate the company.

4. Resident Business or Resident Veterans Preference

To ensure adequate consideration and application of NMSA 1978, § 13-1-21 (as amended), Offerors must include a copy of their preference certificate in this section. In addition, for resident Veterans Preference, the attached certification Form (APPENDIX D) must accompany any Offer and any business wishing to receive the preference must complete and sign the form.

5. Conflict of Interest Affidavit

Offerors must include signed and completed Conflict of Interest Form (APPENDIX E) with RFP documents. The Offeror warrants that it presently has no interest and shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance or services required under the Agreement. The Offeror certifies that the requirements of the Governmental Conduct Code Act, Sections 10-16-1 through 10-16-18, NMSA 1978, regarding contracting with a public officer or state employee or former state employee have been followed.

6. Cost Response Form

A cost response is part of the evaluation. Please submit the Cost Response Form (APPENDIX F) in a separate sealed envelope. Points will be allocated based on the formula stated in the RFP.

7. Reference Questionnaire

Sandoval County, as a part of the RFP process, requires proposing Offerors to submit a minimum of three (3) business references as required within this document. The purpose of these references is to document the experience relevant to the scope of work and provide assistance in the evaluation process.

The proposing Offeror is **REQUIRED** to send the following Reference Form (APPENDIX G) to each business reference listed. The business reference, in turn, is requested to submit the Reference Form directly to the Sandoval County Procurement Officer by the RFP submission deadline for inclusion in the evaluation process. The form and information provided will become a part of the submitted proposal. The business reference may be contacted for validation of prior experience.

The Reference Forms must be returned by November 26, 2018.

8. September 2018 Investment Portfolio

This portfolio (APPENDIX H) will provide an example of the investment's held by the County.

9. Sandoval County Investment Policy

The attached Investment Policy (APPENDIX I) is the latest version on file. This Appendix will not be attached to the RFP but will be located on our website at www.sandovalcountynm.gov.

10. Relevant State Statutes

In APPENDIX J, the statutes are relevant to the Treasurer Office and the duties of the Treasurer. Any investments must adhere to the guidelines that are set forth by the state and the Investment Policy. The Appendix will not be attached to the RFP but will be located on our website at www.sandovalcountynm.gov.

VII. EVALUATION

A. EVALUATION POINT SUMMARY

The following is a summary of evaluation factors with point values assigned to each. These weighted factors will be used in the evaluation of individual potential Offeror proposals by sub-category.

Factors – correspond to section VI	Points Available
General Specifications and Knowledge	35 points
Communications, Reporting, Attendance and Availability	30 points
Institutional Investment Experience	20 points
Registration and Licensing	5 points
Cost Proposal	10 points
Lowest Responsive cost ----- X Available Award Points This Offeror’s cost	
TOTAL POSSIBLE POINTS	100 POINTS
Letter of Transmittal	Pass/Fail
Proof of Insurance	Pass/Fail
Financial Stability	Pass/Fail
Signed Campaign Contribution Disclosure Form	Pass/Fail
Conflict of Interest Affidavit	Pass/Fail
New Mexico Preference - Resident Business Points	
New Mexico Preference - Resident Veterans Points	

Table 1: Evaluation Point Summary

EVALUATION FACTORS

Points will be awarded based on the thoroughness and clarity of the response of the engagements cited and the perceived validity of the response.

- a. General Specifications and Knowledge**
- b. Communications, Reporting, Attendance and Availability**
- c. Institutional Investment Experience**
- d. Registration and Licensing**
- e. Cost**
- f. Letter of Transmittal**
Pass/Fail only. No points assigned.
- f. Proof of Insurance**
Pass/Fail only. No points assigned.
- g. Proof of Financial Stability**
Pass/Fail only. No points assigned.
- h. Signed Campaign Contribution Disclosure Form**
Pass/Fail only. No points assigned.

i. Conflict of Interest Affidavit

Pass/Fail only. No points assigned.

1. New Mexico Preferences

Percentages will be determined based upon the point based system outlined in NMSA 1978, § 13-1-21 (as amended).

A. New Mexico Business Preference

If the Offeror has provided their Preference Certificate the Preference Points for a New Mexico Business is 5%.

B. New Mexico Resident Veterans Business Preference

If the Offeror has provided their Preference Certificate **and** the Resident Veterans Certification Form the Preference Point are one of the following:

- 10% for less than \$1M (prior year revenue)
- 8% for more than \$1M but less than \$5M (prior year revenue)
- 7% for more than \$5M(prior year revenue)

2. Interview

If an interview is held, the Purchasing Office will distribute questions and instructions to the finalists prior to the scheduled interview. A maximum of 100 points are possible in scoring each interview for this RFP. The Evaluation Committee may, at their discretion, request additional clarification as to the contents of the RFP submittal from any of the Offeror's.

EVALUATION PROCESS

1. All Offeror proposals will be reviewed for compliance with the requirements and specifications stated within the RFP. Proposals deemed non-responsive will be eliminated from further consideration.
2. The Procurement Manager may contact the Offeror for clarification of the response.
3. The Evaluation Committee may use other sources of to perform the evaluation.
4. Responsive proposals will be evaluated on the factors set forth in the RFP, which have been assigned a point value. The responsible Offerors with the highest scores will be selected as finalist Offerors, based upon the proposals submitted. The responsible Offerors whose proposals are most advantageous to the County taking into consideration the evaluation factors will be recommended for award. Please note, however, that a serious deficiency in the response to any one factor may be grounds for rejection regardless of overall score.

APPENDIX A

ACKNOWLEDGEMENT OF RECEIPT FORM

APPENDIX A

REQUEST FOR PROPOSAL

PORTFOLIO MANAGER SERVICES

RFP# FY19-SCTO-02

ACKNOWLEDGEMENT OF RECEIPT FORM

In acknowledgement of receipt of this Request for Proposal the undersigned agrees that s/he has received a complete copy, beginning with the title page and ending with **APPENDIX J**.

The acknowledgement of receipt should be signed and returned to the Procurement Manager no later than **November 16, 2018** by 5:00 pm (Mountain Standard Time). Only potential Offerors who elect to return this form completed with the indicated intention of submitting a proposal will receive copies of all Offeror written questions and the written responses to those questions as well as RFP amendments, if any are issued.

FIRM: _____

REPRESENTED BY: _____

TITLE: _____ PHONE NO.: _____

E-MAIL: _____ FAX NO.: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

SIGNATURE: _____ DATE: _____

This name and address will be used for all correspondence related to the Request for Proposal.

Firm does/does not (circle one) intend to respond to this Request for Proposal.

Trish Greene, Senior Procurement Specialist
Sandoval County
1500 Idalia Road Bldg. D, PO Box 40
Bernalillo, NM 87004
Fax: 505-867-7605
E-mail: tgreene@sandovalcountynm.gov

APPENDIX B

CAMPAIGN CONTRIBUTION DISCLOSURE FORM

Campaign Contribution Disclosure Form

Pursuant to NMSA 1978, § 13-1-191.1 (2006), any person seeking to enter into a contract with any state agency or local public body for professional services, a design and build project delivery system, or the design and installation of measures the primary purpose of which is to conserve natural resources must file this form with that state agency or local public body. This form must be filed even if the contract qualifies as a small purchase or a sole source contract. The prospective contractor must disclose whether they, a family member or a representative of the prospective contractor has made a campaign contribution to an applicable public official of the state or a local public body during the two years prior to the date on which the contractor submits a proposal or, in the case of a sole source or small purchase contract, the two years prior to the date the contractor signs the contract, if the aggregate total of contributions given by the prospective contractor, a family member or a representative of the prospective contractor to the public official exceeds two hundred and fifty dollars (\$250) over the two year period.

Furthermore, the state agency or local public body shall void an executed contract or cancel a solicitation or proposed award for a proposed contract if: 1) a prospective contractor, a family member of the prospective contractor, or a representative of the prospective contractor gives a campaign contribution or other thing of value to an applicable public official or the applicable public official's employees during the pendency of the procurement process or 2) a prospective contractor fails to submit a fully completed disclosure statement pursuant to the law.

THIS FORM MUST BE FILED BY ANY PROSPECTIVE CONTRACTOR WHETHER OR NOT THEY, THEIR FAMILY MEMBER, OR THEIR REPRESENTATIVE HAS MADE ANY CONTRIBUTIONS SUBJECT TO DISCLOSURE.

The following definitions apply:

“Applicable public official” means a person elected to an office or a person appointed to complete a term of an elected office, who has the authority to award or influence the award of the contract for which the prospective contractor is submitting a competitive sealed proposal or who has the authority to negotiate a sole source or small purchase contract that may be awarded without submission of a sealed competitive proposal.

“Campaign Contribution” means a gift, subscription, loan, advance or deposit of money or other thing of value, including the estimated value of an in-kind contribution, that is made to or received by an applicable public official or any person authorized to raise, collect or expend contributions on that official's behalf for the purpose of electing the official to either statewide or local office. “Campaign Contribution” includes the payment of a debt incurred in an election campaign, but does not include the value of services provided without compensation or unreimbursed travel or other personal expenses of individuals who volunteer a portion or all of their time on behalf of a candidate or political committee, nor does it include the administrative or solicitation expenses of a political committee that are paid by an organization that sponsors the committee.

“Family member” means spouse, father, mother, child, father-in-law, mother-in-law, daughter-in-law or son-in-law.

“Pendency of the procurement process” means the time period commencing with the public notice of the request for proposals and ending with the award of the contract or the cancellation of the request for proposals.

“Person” means any corporation, partnership, individual, joint venture, association or any other private legal entity.

“Prospective contractor” means a person who is subject to the competitive sealed proposal process set forth in the Procurement Code or is not required to submit a competitive sealed proposal because that person qualifies for a sole source or a small purchase contract.

“Representative of a prospective contractor” means an officer or director of a corporation, a member or manager of a limited liability corporation, a partner of a partnership or a trustee of a trust of the prospective contractor.

DISCLOSURE OF CONTRIBUTIONS:

Contribution Made By: _____

Relation to Prospective Contractor: _____

Name of Applicable Public Official: _____

Date Contribution(s) Made: _____

Amount(s) of Contribution(s) _____

Nature of Contribution(s) _____

Purpose of Contribution(s) _____

(Attach extra pages if necessary)

Signature Date

Title (position)

—OR—

NO CONTRIBUTIONS IN THE AGGREGATE TOTAL OVER TWO HUNDRED FIFTY DOLLARS (\$250) WERE MADE to an applicable public official by me, a family member or representative.

Signature Date

Title (Position)

APPENDIX C

LETTER OF TRANSMITTAL FORM

APPENDIX C
LETTER OF TRANSMITTAL FORM

RFP#: _____

Offeror Name: _____ **FED ID#** _____

I
tems #1 to #7 EACH MUST BE COMPLETED IN FULL

1. **Identity (Name) and Mailing Address** of the submitting organization:

2. For the person authorized by the organization to contractually obligate on behalf of this Offer:

Name _____

Title _____

E-Mail Address _____

Telephone Number _____

3. For the person authorized by the organization to negotiate on behalf of this Offer:

Name _____

Title _____

E-Mail Address _____

Telephone Number _____

4. For the person authorized by the organization to clarify/respond to queries regarding this Offer:

Name _____

Title _____

E-Mail Address _____

Telephone Number _____

5. Use of Sub-Contractors (Select one)

No sub-contractors will be used in the performance of any resultant contract OR

The following sub-contractors will be used in the performance of any resultant contract:

(Attach extra sheets, as needed)

6. Please describe any relationship with any entity (other than Subcontractors listed in (5) above) which will be used in the performance of any resultant contract.

(Attach extra sheets, as needed)

7. On behalf of the submitting organization named in item #1, above, I accept the Conditions Governing the Procurement

I concur that submission of our proposal constitutes acceptance of the Evaluation Factors contained in Section V of this RFP.

I acknowledge receipt of any and all amendments to this RFP.

_____, 2018
Authorized Signature and Date (Must be signed by the person identified in item #2, above.)

APPENDIX D

RESIDENT'S VETERANS CERTIFICATION

APPENDIX D

RESIDENT VETERANS CERTIFICATION

New Mexico Preference Resident Veterans Certification

Reminder, a copy of Resident Veterans Preference Certificate must be submitted with the proposal in order to ensure adequate consideration and application of NMSA 1978, § 13-1-21 (as amended).

_____ (NAME OF CONTRACTOR) hereby certifies the following in regard to application of the resident veterans' preference to this procurement:

Please check one box only

- I declare under penalty of perjury that my business prior year revenue starting January 1 ending December 31 is less than \$1M allowing me the 10% preference on this solicitation. I understand that knowingly giving false or misleading information about this fact constitutes a crime.
- I declare under penalty of perjury that my business prior year revenue starting January 1 ending December 31 is more than \$1M but less than \$5M allowing me the 8% preference on this solicitation. I understand that knowingly giving false or misleading information about this fact constitutes a crime.
- I declare under penalty of perjury that my business prior year revenue starting January 1 ending December 31 is more than \$5M allowing me the 7% preference on this solicitation. I understand that knowingly giving false or misleading information about this fact constitutes a crime.

"I agree to submit a report, or reports, to the State Purchasing Division of the General Services Department declaring under penalty of perjury that during the last calendar year starting January 1 and ending on December 31, the following to be true and accurate:

"In conjunction with this procurement and the requirements of this business' application for a Resident Veteran Business Preference/Resident Veteran Contractor Preference under NMSA 1978, § 13-1-21 or 13-1-22, when awarded a contract which was on the basis of having such veterans preference, I agree to report to the State Purchasing Division of the General Services Department the awarded amount involved. I will indicate in the report the award amount as a purchase from a public body or as a public works contract from a public body as the case may be.

"I understand that knowingly giving false or misleading information on this report constitutes a crime."

I declare under penalty of perjury that this statement is true to the best of my knowledge. I understand that giving false or misleading statements about material fact regarding this matter constitutes a crime.

(Signature of Business Representative)* _____
(Date)

*Must be an authorized signatory for the Business. The representations made in checking the boxes constitutes a material representation by the business that is subject to protest and may result in denial of an award or termination of award of the procurement involved if the statements are proven to be incorrect.

APPENDIX E
CONFLICT OF INTEREST AFFIDAVIT

APPENDIX E

CONFLICT OF INTEREST AFFIDAVIT

STATE OF NEW MEXICO)
) ss.
COUNTY OF SANDOVAL)

I, _____ (name), being first duly sworn upon my oath, depose and state the following:

I am a former employee of _____ (name of Department/Agency), having separated/retired from state employment as of _____ (date).

I am a current employee of _____ (name of Department/Agency), or a legislator with the state, or the family member (spouse, parent, child, sibling by consanguinity or affinity) of a current employee or legislator with the state. Being a current employee or legislator or family member of a current employee or legislator of the state, I hereby certify that I obtained this Agreement pursuant to Sections 10-16-7 or 10-16-9 NMSA 1978, that is, in accordance with the Procurement Code except that this Agreement has NOT been awarded via the sole source or small purchase procurement methods.

The Department/Agency and I have entered into an agreement in the amount of \$_____.

Section 10-16-8.A(1) NMSA 1978 of the Governmental Conduct Act does not apply to this Agreement because I neither sought a contract with the Department/Agency, nor engaged in any official act which directly resulted in the formation of the Professional Services Agreement while an employee of the Department/Agency.

To the best of my knowledge, this Agreement was awarded in compliance with all relevant provisions of the New Mexico Procurement Code (13-1-28, et. seq., NMSA 1978).

FURTHER, AFFIANT SAYETH NOT.

NAME

Subscribed and sworn to before me by _____ (name of former employee) this ____ day of _____, 20____.

NOTARY PUBLIC

My Commission Expires:

Terms of the Conflict of Interest Affidavit are inapplicable.

APPENDIX F
COST RESPONSE FORM

COST RESPONSE FORM

Estimated cost in basis points per year should be based on permissible investments according to 6-10-10 NMSA; on what is required in the Sandoval County Investment Policy; and scope of work as described in this RFP.

COST RESPONSE FORM (Sample)

Total Portfolio Under Management	Basis Points	Dollar Amount/ month	Yearly Cost
\$10 million			
\$15 million			
\$20 million			

APPENDIX G

REFERENCE QUESTIONNAIRE

Sandoval County, as a part of the RFP process, requires proposing Offerors to submit a minimum of three (3) business references as required within this document. The purpose of these references is to document the experience relevant to the scope of work and provide assistance in the evaluation process.

The proposing vendor is required to send the following reference form to each business reference listed. The business reference, in turn, is requested to submit the Reference Form directly to the Sandoval County Procurement Officer by the RFP submission deadline for inclusion in the evaluation process. The form and information provided will become a part of the submitted proposal. The business reference may be contacted for validation of prior experience.

RFP# FY19-SCTO-02

PORTFOLIO MANAGER SERVICES

**REFERENCE QUESTIONNAIRE
FOR:**

(Name of company requesting reference)

This form is being submitted to your company for completion as a business reference for the company listed above. This form is to be returned to Sandoval County via facsimile or e-mail at:

Name: Trish Greene, Senior Procurement Specialist
Sandoval County Finance Department
Address: 1500 Idalia Road, Building D
Bernalillo, NM 87004

Telephone: 505-404-5873
Fax: 505-867-7605
Email: tgreene@sandovalcountynm.gov

Please return no later than **November 19, 2018** and **must not** be returned to the company requesting the reference.

For questions or concerns regarding this form, please contact the Sandoval County Procurement Officer listed above. When contacting us, please be sure to include the Request for Proposal number listed at the top of this page.

CONFIDENTIAL INFORMATION WHEN COMPLETED

Company providing reference:	
Contact name and title/position	
Contact telephone number	
Contact e-mail address	

QUESTIONS:

1. In what capacity have you worked with this vendor in the past?
COMMENTS:

2. How would you rate this firm's knowledge and expertise?
_____ (3 = Excellent; 2 = Satisfactory; 1 = Unsatisfactory; 0 = Unacceptable)
COMMENTS:

3. How would you rate the vendor's responsiveness to changes in timeline, reporting and advisement?
_____ (3 = Excellent; 2 = Satisfactory; 1 = Unsatisfactory; 0 = Unacceptable)
COMMENTS:

4. What is your level of satisfaction with hard-copy and electronic materials, reports and presentations produced by the vendor?
_____ (3 = Excellent; 2 = Satisfactory; 1 = Unsatisfactory; 0 = Unacceptable)
COMMENTS:

5. How would you rate the dynamics/interaction between the vendor and your staff?
_____ (3 = Excellent; 2 = Satisfactory; 1 = Unsatisfactory; 0 = Unacceptable)
COMMENTS:

6. Who were the vendor's principal representatives involved in your portfolio and how would you rate them individually? Would you comment on the skills, knowledge, behaviors or other factors on which you based the rating?
(3 = Excellent; 2 = Satisfactory; 1 = Unsatisfactory; 0 = Unacceptable)

Name: _____ Rating:

Name: _____ Rating:

Name: _____ Rating:

Name: _____ Rating:

COMMENTS:

7. How satisfied are you with the services provided by the vendor?
_____ (3 = Excellent; 2 = Satisfactory; 1 = Unsatisfactory; 0 = Unacceptable)
COMMENTS:

8. With which aspect(s) of this vendor's services are you most satisfied?
COMMENTS:

9. With which aspect(s) of this vendor's services are you least satisfied?
COMMENTS:

10. Would you recommend this vendor's services to your organization again?
COMMENTS:

APPENDIX H

SEPTEMBER 2018 INVESTMENT PORTFOLIO

SEPTEMBER 2018 INVESTMENT PORTFOLIO

General Fund	Identifier	Market Value
LGIP - General Fund	LGIP	50,000.00
Heartland - Wide Savings	HTLFMM001	\$45,810.34
United States Treasury Note/Bond 1.5% 15 Apr 2020	912828X21	\$343,300.78
United States Treasury Note/Bond 1.625% 30 Nov 2020	912828M98	\$341,058.60
United States Treasury Note/Bond 2% 31 Jul 2022	912828XQ8	\$990,806.00
United States Treasury Note/Bond 3.125% 15 May 2021	912828QN3	\$82,538.13
Fannie Mae Pool FN 735439 6% 01 Sep 2019	31402RBG3	\$171.03
Fannie Mae Pool FN 745238 6% 01 Dec 2020	31403C4X6	\$373.40
United States Treasury Note/Bond 1.375% 30 Sep 2018	912828RH5	\$230,963.91
Fannie Mae Pool FN 745832 6% 01 Apr 2021	31403DSV2	\$239.95
Federal Farm Credit Banks 1.5% 06 Jul 2021	3133EGKA2	\$577,712.40
Federal Home Loan Mortgage Corp 1.25% 24 May 2019	3134G9LD7	\$446,220.00
Federal Home Loan Mortgage Corp 3% 28 Dec 2021	3134GSPC3	\$49,556.00
Federal Home Loan Mortgage Corp Step Cpn 1% 30 Jun 2021	3134G9D79	\$194,974.00
Federal Home Loan Mortgage Corp Step Cpn 1.25% 29 Oct 2020	3134G73S8	\$14,847.60
Federal Home Loan Mortgage Corp Step Cpn 1.25% 30 Sep 2021	3134GAMZ4	\$388,276.00
Federal National Mortgage Association 1.875% 19 Feb 2019	3135G0ZA4	\$125,761.86
Federal National Mortgage Association Step Cpn 1.5% 07 Jun 2019	3136G3PA7	\$309,147.50
New Mexico St Txbl-Severance Tax Bonds-Ser C 23 Jun 2016 2% 01 Jul 2020 S Q 503831	647310Y21	\$220,223.25
Santa Fe Nm Wtr Utility Sys Ca Build Amer. Bonds 15 Dec 2009 6.2% 01 Jun 2039	83164EHG5	\$5,117.41
	802169BQ4	\$102,265.00
		4,519,363.16

Economic Development Acct	Identifier	Market Value
LGIP - Economic Development	LGIP	\$2,271,751.90
Federated US Treasury Cash Reserves	TISXX	\$8,297.47
Heartland - Wide Savings	HTLFMM001	\$12,818.34
United States Treasury Note/Bond 1.25% 15 Nov 2018	912828M64	\$214,774.25
United States Treasury Note/Bond 1.25% 31 Oct 2018	912828WD8	\$224,771.49
United States Treasury Note/Bond 2% 31 Oct 2021	912828F96	\$194,765.63
Federal Home Loan Mortgage Corp Step Cpn 1.25% 29 Oct 2020	3134G73S8	\$4,949.20
Federal Home Loan Mortgage Corp Step Cpn 1.25% 30 Sep 2021	3134GAMC5	\$204,852.90
Federal National Mortgage Association Step Cpn 1.5% 07 Jun 2019	3136G3PA7	\$209,422.50
		\$3,346,403.68

Cash Management	Identifier	Market Value
LGIP -Cash Management	LGIP	\$350,000.00
Heartland - Wide Savings	HTLFMM001	\$14,961.74
United States Treasury Note/Bond 1.25% 31 Jan 2019	912828SD3	\$329,810.47
United States Treasury Note/Bond 1.5% 31 Oct 2019	912828F62	\$493,671.88
United States Treasury Note/Bond 1.875% 31 Oct 2022	912828M49	\$287,847.00
United States Treasury Note/Bond 2% 30 Nov 2022	912828M80	\$289,031.25
United States Treasury Note/Bond 2% 31 Jul 2022	912828XQ8	\$48,332.00
United States Treasury Note/Bond 2% 31 Oct 2021	912828F96	\$340,839.85
United States Treasury Note/Bond 2.125% 30 Jun 2021	912828WR7	\$249,959.77
Federal Farm Credit Banks 1.5% 06 Jul 2021	3133EGKA2	\$481,427.00
Federal Home Loan Banks 2.05% 29 Jun 2022	3130ABMB9	\$625,995.50
Federal Home Loan Banks Step Cpn 1.5% 16 Dec 2021	3130AA6M5	\$73,752.00
Federal Home Loan Mortgage Corp 3% 23 Feb 2022	3134GSMZ5	\$219,665.60
Federal Home Loan Mortgage Corp 3% 28 Dec 2021	3134GSPC3	\$99,112.00
Federal Home Loan Mortgage Corp Step Cpn 1% 30 Jun 2021	3134G9D79	\$487,435.00
Federal Home Loan Mortgage Corp Step Cpn 1.25% 25 May 2021	3134G9KJ5	\$341,925.50
Federal Home Loan Mortgage Corp Step Cpn 1.25% 29 Oct 2020	3134G73S8	\$435,529.60
Federal Home Loan Mortgage Corp Step Cpn 1.25% 30 Sep 2021	3134GAMC5	\$487,745.00
Federal National Mortgage Association 1.58% 30 Dec 2019	3136G4JU8	\$492,405.00
Federal National Mortgage Association 2% 17 Feb 2022	3136G2DF1	\$276,110.85
Discover Bank 3% 16 Aug 2021	254673SV9	\$224,599.50
JPMorgan Chase Bank NA 3.05% 14 Aug 2021	48128FNR9	\$224,925.75
		<u>\$6,875,082.26</u>

Indigent Needs	Identifier	Market Value
Local Government Investment Pool	LGIP	\$350,000.00
Heartland - Wide Savings	HTLFMM001	\$395,769.53
United States Treas Nts Note 31 Mar 2019	912828C65	\$199,140.63
United States Treasury Bill Zero 18 Jul 2019	912796QR3	\$235,214.33
United States Treasury Note/Bond 1.25% 31 Jan 2019	912828SD3	\$188,320.78
United States Treasury Note/Bond 1.25% 31 Oct 2018	912828WD8	\$199,796.88
United States Treasury Note/Bond 1.5% 15 Apr 2020	912828X21	\$156,937.50
Federal Farm Credit Banks 1.5% 06 Jul 2021	3133EGKA2	\$240,713.50
Federal Home Loan Mortgage Corp Step Cpn 1% 30 Jun 2021	3134G9D79	\$292,461.00
Federal Home Loan Mortgage Corp Step Cpn 1.25% 29 Oct 2020	3134G73S8	\$197,968.00
Federal Home Loan Mortgage Corp Step Cpn 1.25% 30 Sep 2021	3134GAMC5	\$214,607.80
Federal National Mortgage Association 1.58% 30 Dec 2019	3136G4JU8	\$246,202.50
Federal National Mortgage Association 2% 17 Feb 2022	3136G2DF1	\$145,321.50
		<u>\$3,062,453.95</u>

Ami-Kids Bond Reserve	Identifier	Market Value
Heartland - Wide Savings	HTLFMM001	\$5,454.61
United States Treasury Note/Bond 2% 31 Oct 2021	912828F96	\$77,906.25
Federal Home Loan Mortgage Corp Step Cpn 1.25% 30 Sep 2021	3134GAMC5	\$78,039.20
Federal National Mortgage Association Step Cpn 1.5% 07 Jun 2019	3136G3PA7	\$74,793.75
		<u>\$236,193.81</u>

Bond Reserve	Identifier	Market Value
Heartland - Wide Savings	HTLFMM001	\$6,434.11
United States Treasury Note/Bond 2% 31 Jul 2022	912828XQ8	\$48,332.00
Federal National Mortgage Association Step Cpn 1.5% 07 Jun 2019	3136G3PA7	\$174,518.75
		<u>\$229,284.86</u>

Ami-Kids Maintenance	Identifier	Market Value
Federated US Treasury Cash Reserves	TISXX	\$1,496.69
Heartland - Wide Savings	HTLFMM001	\$1,873.00
United States Treasury Bill Zero 18 Jul 2019	912796QR3	\$11,760.22
United States Treasury Note/Bond 1.25% 31 Jan 2019	912828SD3	\$9,964.06
United States Treasury Note/Bond 1.375% 31 Jan 2021	912828N89	\$9,666.80
United States Treasury Note/Bond 1.5% 31 Oct 2019	912828F62	\$9,873.44
Federal Farm Credit Banks 1.5% 06 Jul 2021	3133EGKA2	\$24,071.35
Federal Home Loan Mortgage Corp Step Cpn 1.25% 29 Oct 2020	3134G73S8	\$4,949.20
Federal National Mortgage Association 2% 17 Feb 2022	3136G2DF1	\$18,407.39
		<u>\$92,062.15</u>
		\$18,360,843.87

APPENDIX I

2018 SANDOVAL COUNTY INVESTMENT POLICY

(See attached as PDF at www.sandovalcountynm.gov with RFP)

APPENDIX J

RELEVANT STATE STATUTES

(See attached as PDF at www.sandovalcountynm.gov with RFP)