



COUNTY OF ERIE
STEFAN I. MYCHAJLIW
COMPTROLLER

REC'D JUN 13 10 52 27

June 4, 2013

The Honorable
Erie County Legislature
92 Franklin Street, 4th Floor
Buffalo, New York 14202

RE: Awarding Financial Advisor Contract

Dear Honorable Members:

Please find enclosed a resolution requesting authorization to enter into a contract with Capital Markets Advisors, LLC to serve as the Financial Advisor to this Office during Bond and Note transactions.

Should your Honorable Body require any further information. Please contact this Office.

Sincerely yours,

A handwritten signature in blue ink, appearing to read "Stefan I. Mychajliw", with a long horizontal line extending to the right.

Stefan I. Mychajliw
Erie County Comptroller

Encl.

MEMORANDUM

Ro: Erie County Legislature
FROM: Stefan I. Mychajliw, Erie County Comptroller
RE: Financial Advisor Contract
DATE: June 3, 2013

SUMMARY

Approval is requested to contract with Capital Markets Advisors, LLC as the County's Financial Advisor for Bond and Note sales for one year and renewable up to a total of five years.

FISCAL IMPLICATIONS:

Contracted fees are normally paid out of the proceeds of the bond and/or note sale.

BACKGROUND INFORMATION:

The County has utilized the services of a financial advisor since 2006. The contract has expired. A RFP was issued for a financial advisor by this Office. Four responses were received and Capital Markets Advisors, LLC was judged the lowest bidder. In addition to being the lowest bidder Capital Markets Advisors has a local office in Orchard Park, New York.

Capital Markets Advisors is also the Financial Advisor to the Erie County Fiscal Stability Authority ("ECFSA") since their inception as well as being the Financial Advisor to ECMCC. We have asked the ECFSA Executive Director Kenneth Vetter if he thought there would be any issues using the same firm as they are as a Financial Advisor and he saw no issue with that. He also pointed out that he had no issues when Capital Markets Advisors served as Financial Advisor to both them and ECMCC in the 2011 bond transaction to finance capital work at ECMCC.

The initial contract is for one year with annual renewals up to a total of five years. The County is scheduled to sell the Ralph Wilson Stadium work bond and a Revenue Anticipation Note later this year.

CONSEQUENCES OF NEGATIVE ACTION:

The County will have no Financial Advisor for any future bond and note issues.

STEPS FOLLOWING APPROVAL:

The Office of the Comptroller will sign a contract with Capital Markets Advisors, LLC to serve as the County's Financial Advisor in all bond and note transactions for the next year and will renew at the agreed terms for up to a total of five years if agreeable to both parties.

A RESOLUTION SUBMITTED BY
OFFICE OF THE COUNTY COMPTROLLER

RE: Financial Advisor Contract with Capital Markets Advisors, LLC

WHEREAS, the County has utilized the services of a Financial Advisor since 2006, and

WHEREAS, that contract has expired, and

WHEREAS, the Office of Comptroller issued a Request for Proposal ("RFP") this year and received four responses, and

WHEREAS, the lowest responder to the RFP was an organization with an office in the County, Capital Markets Advisors LLP,, and

WHEREAS, the Office of the Comptroller wishes to contract with Capital Markets Advisors, LLP as the County's Financial Advisory on Bond and Note sales

NOW, THEREFORE, BE IT

RESOLVED, that the Office of the Comptroller is hereby authorized to enter into a contract with Capital Markets Advisors, LLC. At the terms stipulated in their response, \$8,500 mirror bond transactions; \$5,000 mirror note transactions; \$800 for Continuing Disclosure filings; \$25,000 for negotiated or competitively sold bonds; \$12,000 for negotiated or competitively sold notes, and be it further

RESOLVED, that the initial contract term be one year with automatic annual renewals at the same terms for up to a total of five years if acceptable to both parties, and be it further

RESOLVED, that a certified copy of this resolution be sent to the Erie County Comptroller, the Erie County Attorney and Capital Markets Advisors LLC..