

City of Alameda
Long-Term Financial Planning RFP
As of December 10, 2019

Below are City responses to the Questions submitted from potential Proposers.

1. Question: Items #5 and #6 of the scope of work seem like you would like the consultant to work with the City Council to identify major strategic issues and priorities? Is this the case, or were items #5 and # 6 of the scope of work included to state that all decisions and actions must be placed within your policy context.

Response: Items #5 and #6 were included to state that the decisions and actions will be placed within the City Council provided policies and direction.

2. Question: Our firm is not a registered financial advisor or in the bond business like an underwriter or an FA. Your RFP appears to want these qualifications. We can analyze OPEB and pension strategies including possible financing options but we do not get involved in any bond transactions, because of SEC regulations. Please advise if the fact that we are not registered FAs makes us unqualified?

Response: No, it is not the City's intent to disqualify firms that are not registered Financial Advisors. Should the City decide to issue bonds as one of the financing options, the City will select a registered financial advisor at that time.

3. Question: Please provide the most recent copy of the GASB 67/38 and 74/75 accounting disclosures.

Response: The City's FY 2017-18 Comprehensive Annual Financial Report (CAFR) has the most current GASB 67/38 and 74/75 accounting disclosures. The FY 2017-18 CAFR can be located on the City's Finance Department website (<https://www.alamedaca.gov/files/assets/public/finance/2018-city-of-alameda-cafr.pdf>).

4. Question: Our firm prefers to contract for actuarial services with a limit on liability for ordinary mistakes. However, we accept unlimited liability for: (i) willful, fraudulent or criminal misconduct, (ii) breach of the confidentiality provisions; and (iii) bodily injury, including death, or damage to tangible personal or real property incurred while performing the Services and to the extent caused by the negligent or willful acts or omissions of our personnel. Please confirm that you are willing to negotiate a prudent amount of potential payment that is acceptable to both parties, with exceptions noted.

Response: Yes, the City will be reasonable in negotiating the contract amount. Insurance requirements, however, are identified in the contract and may be considered for revisions.

5. Question: How many onsite meetings do you anticipate are needed?

Response: Number of onsite meetings will depend on the scope of the work outlined in the Proposer's response to the RFP and could be tied to key milestones.

6. Question: What is the city's established budget for this project?

Response: The City does not have a predetermined budget for this contract. All responses to the RFP will be reviewed. The City will identify a vendor based on experience and quality of staff that provided similar service. The City will further negotiate the price of the contract with a preferred vendor.

7. Question: Is the city willing to hire different providers for different services? The Pension & OPEB assignment likely needs an Actuarial Consultant which is different from the other Financial Advisor assignments.

Response: Yes, the City will consider hiring additional experts, if the City deems it necessary.