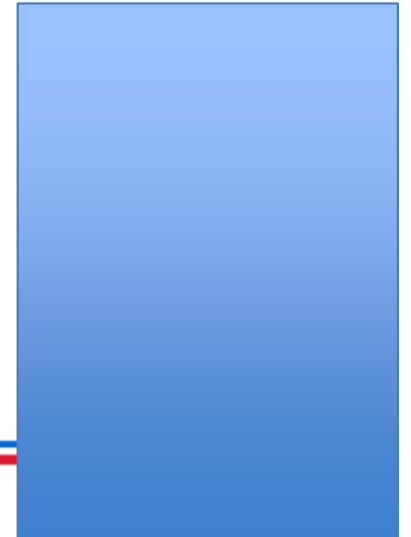




# SUMMARY OF PROPOSED AWARD UNDERWRITING SERVICES

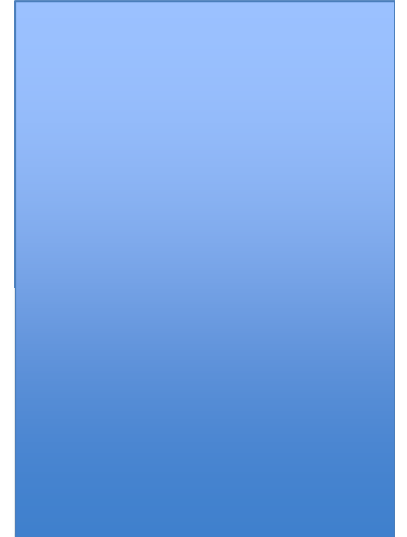
Presented to:  
Organizational, Services & Performance  
Monitoring Committee  
July 14, 2020



## Underwriting Services

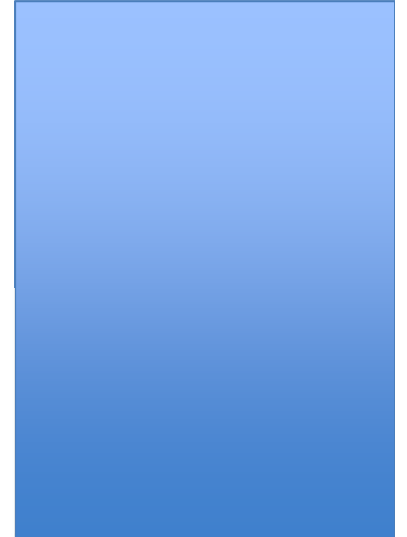
Syndicate will participate in the following for 5 years:

- Long-term debt borrowings to support capital plan
- Short-term debt borrowings for cash flow purposes (if necessary)
- Possible refinancing of current debt
- Other financial needs, as needed



## Duties

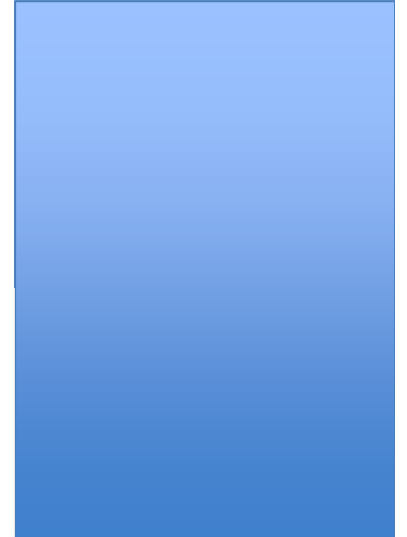
- Assist with official statement preparation
- Assist with rating agency preparation
- Price the transaction
- Actual sale of debt/underwriting



## Underwriting Services

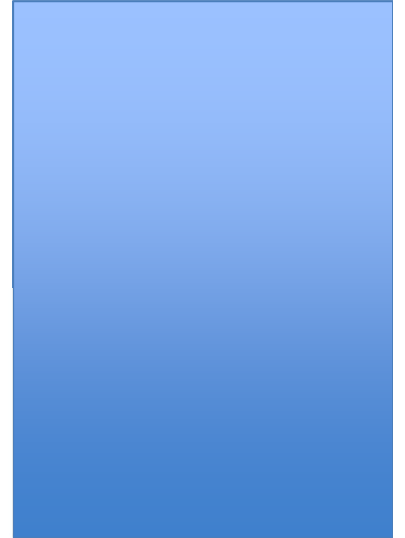
### Projected Services:

- 2021 - \$25 million long term debt
- 2023 - \$25 million long term debt
- 2025 - \$25 million long term debt
- Possible assistance with Rail Car financing
- Possible refundings



## Procurement Overview

- RFP issued on March 30, 2020
- Proposals were solicited for a five year period
- Accessed on the GCRTA website by twenty-eight interested parties
- Thirteen companies proposed



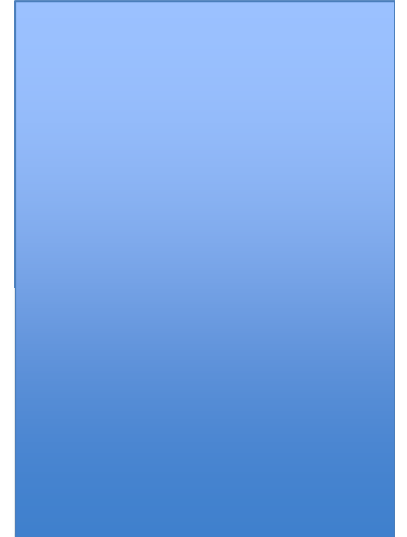
# Procurement Overview

## Evaluation Panel:

- Accounting
- Risk Management
- Programming & Planning
- Office of Business Development
- Procurement

PFM Financial Advisors LLC (GCRTA's Financial Advisor)

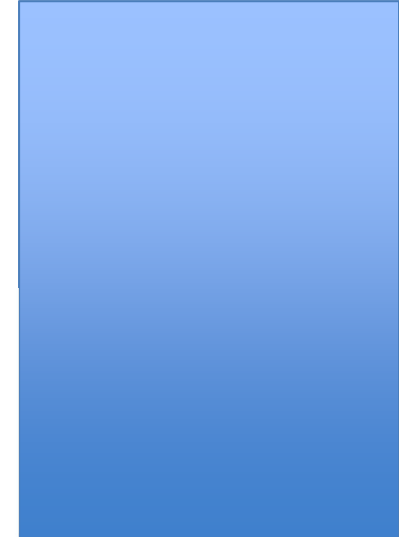
Greater Cleveland Regional Transit Authority



# Procurement Overview

## Evaluation Criteria:

- Prior experience with similar transactions
- Demonstrated understanding of GCRTA's financing needs, rating strengths and weaknesses, and perceived effectiveness of the financing plan proposed
- Marketing plan and ability to obtain lowest overall cost of financing
- Qualifications and availability of the personnel assigned to the transaction(s)
- Underwriting Fees

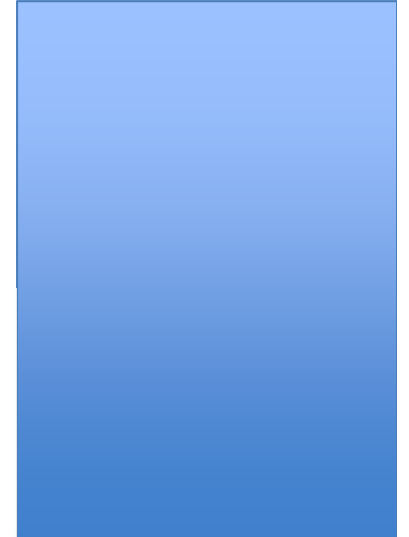


## Procurement Overview

### Recommended Firms for the Syndicate:

- Fifth Third Securities, Inc.
- Huntington Securities, Inc.
- KeyBanc Capital Markets, Inc.
- Stifel, Nicolaus & Company, Inc.
  - Local Office: Cleveland, Ohio
- Piper Sandler & Co.
  - Office: Chicago, Illinois

DBE Goal of 0% was established due to lack of certified DBE firms.

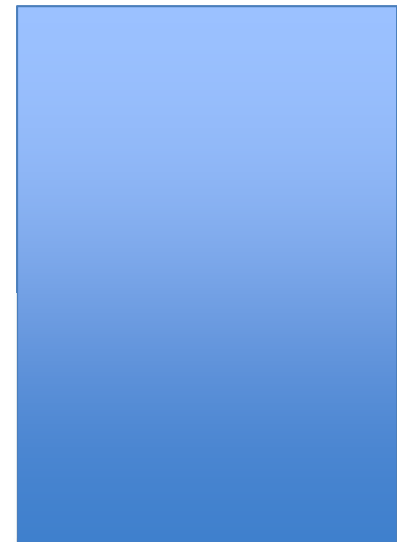




# Procurement Overview

## Firms Experience:

- Fifth Third, Keybanc, Huntington, and Piper Sandler all have prior experience of being in GCRTA's underwriting syndicate in the past.
- All five firms have experience with similar transactions and have underwritten a significant volume of transactions.
- All five firms have qualified and available personnel assigned to the transaction.

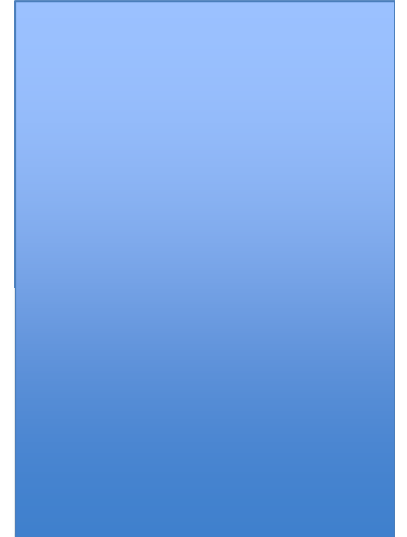


# Procurement Overview

## Clients Include:

- City of Cleveland
- City of Westlake
- City of South Euclid
- Cuyahoga County
- Chicago Transit Authority
- New York Metropolitan Authority

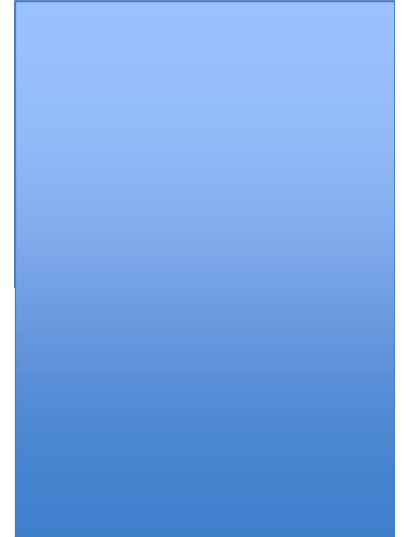
Greater Cleveland Regional Transit Authority



# Procurement Overview

## Fee

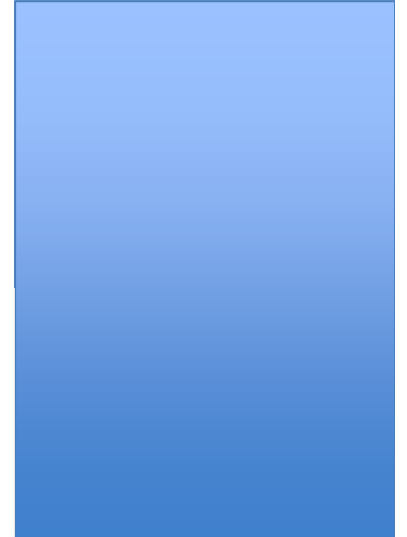
\$3.25 Fee per \$1000.00 of debt issuance  
(payable out of the proceeds of the  
bonds)



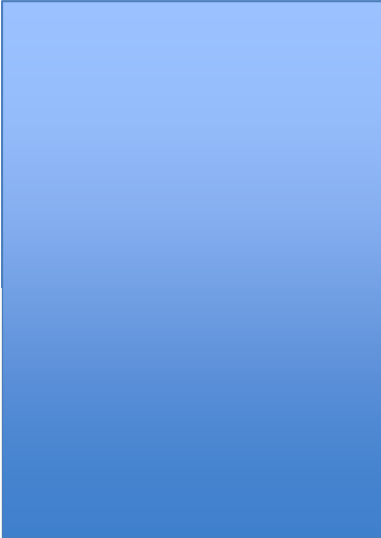
## Procurement Overview

### Recommendation:

- Staff requests that the Organizational, Services & Performance Monitoring Committee recommend the underwriting syndicate of Huntington Securities, Inc., Fifth Third Securities Inc, KeyBanc Capital Markets Inc, Stifel, Nicolaus & Company Inc., and Piper Sandler & Co. for a period of five (5) years.



# QUESTIONS/COMMENTS



Greater Cleveland Regional Transit Authority

