

CITY OF WALLA WALLA, WA
FINANCE DEPARTMENT

REQUEST FOR PROPOSALS
FOR
Investment Advisory Services

Issue Date: 12/15/2023
Due Date: 1/12/2024

CITY OF WALLA
WALLA TABLE OF
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PROPOSER'S SUBMITTAL CHECKLIST

Proposals must be emailed by the time and date designated in the Request for Proposals (RFP). It is the responsibility of the Proposer to email the Proposal by the indicated deadline to the designated location. The City is not responsible for late or mishandled delivery. Proposals received after the designated closing time will be determined nonresponsive and will not be accepted.

If the proposer obtains these documents by means of a website or copied from a Plan Center, it is the responsibility of the proposer to check for any addendums. Failure to include any signed addenda could result in the disqualification of your proposal response.

All Proposals must be received electronically in non-editable PDF format and must use City-provided forms, if applicable, without unauthorized alterations. A response will be generated back to the sender stating, "Proposal has been received by the City." If you do not receive a notification, contact Rikki Gwinn at rgwinn@wallawallawa.gov or 509-524-4351. Proposers should submit responses within a reasonable amount of time before the proposal opening date and time to ensure timely email delivery.

The following should be received to be considered responsive:

- Introductory Letter
- Experience, Qualifications, and Project Team
- Firm Strength and Stability
- Comprehensiveness of Services
- Cost Proposal (*Exhibit A, submitted as a separate pdf*)
- Non-Collusion and Conflict of Interest Certification (*Exhibit B*)
- Certification Statement for Corporation or Independent Contractor (*Exhibit C*)
- Proposer Representations and Certification Regarding Debarment, Suspension and Other Responsibility Matters (*Exhibit D*)
- Certification of Insurance Requirements (*Exhibit E*)
- References (*Exhibit F*)
- Employee Background Check Program Certification (*Exhibit G*)
- Signed Addenda (if applicable)

Other than what is listed above, it is not necessary to submit any additional pages with the proposal.

CITY OF WALLA WALLA, WA
REQUEST FOR PROPOSALS (RFP)

Investment Advisory Services
Proposals Due by 5:00 p.m. (Pacific Time), January 12, 2024

The City of Walla Walla is seeking proposals from qualified firms to provide investment advisory services. The City desires to enter into a professional services agreement with a qualified individual or firm who can demonstrate competency and experience in providing investment advisory services, for three years, commencing (March 2024), with an option to extend the contract for two additional, one-year terms.

The scope of work for the requested services includes the following:

- Full-time, non-discretionary management of the City's investment portfolio under advisement.
- Comply with all federal and state of Washington laws and ordinances, resolutions, and City policies.
- Assist in developing and implementing investment strategies and City policies to maintain or enhance portfolio quality and performance within the parameters of the City's established investment policies and cash flow requirements, considering preservation of principal.
- Assure coordination of investment trades, security delivery, fund availability, trade settlement assistance, market research and yield curve analysis.
- Perform due diligence reviews of brokers, and financial institutions, and monitor creditworthiness.
- Report investment portfolio activity and performance, including earnings and accounting methodology, following GAAP and GASB true-value reporting.

The Request For Proposals (RFP) can be downloaded from the City of Walla Walla website at www.wallawallawa.gov. The City will post all addenda on the City website. Prospective proposers are solely responsible for checking the website to determine if addenda or clarifications have been issued. For questions or clarifications regarding this RFP contact Robert Francis at rfrancis@wallawallawa.gov.

Proposal responses must be submitted to Rikki Gwinn not later than 5:00 p.m., (Pacific Time), January 12, 2024.

The City may reject any proposal not in compliance with all prescribed solicitation procedures and requirements and other applicable laws and may reject any or all proposals in whole or in part when the cancellation or rejection is in the best interest of the City, and at no cost to the City.

SECTION 1 – BACKGROUND AND GENERAL INFORMATION

1.1 INTRODUCTION

The City of Walla Walla is a municipal governmental entity providing a full range of services, including police and fire protection; land use planning; sewer services; water services; construction and maintenance of streets, and infrastructure; recreational activities, and cultural events. The City of Walla Walla, with a population of 34,310, has a diverse mix of housing, abundant parks and recreational activities and has approximately 156 wineries which makes us a tourism destination.

The City was incorporated in 1862 and operates under the laws of the state of Washington applicable to non-chartered code cities, council-manager form of government. Walla Walla is served by a full-time City Manager appointed by a part-time Council of seven members who are elected with four positions being elected in wards and three positions elected at-large. The elections are staggered with alternating four-year terms, including the Mayor, elected to the position by the Council.

Walla Walla employs approximately 310 employees and up to 150 temporary employees seasonally, working in one of 11 departments. The departments are City Attorney, City Manager, Development Services, Finance, Fire/EMS, Library, Parks, Police, Public Works, Support Services, and Tech Services.

The objective of requesting proposals is for the City to contract with a firm that can offer services at the highest quality of service at a cost representing the best value to the City. More information about the City is available at www.wallawallawa.gov.

1.2 BACKGROUND

The City of Walla Walla's previous contract for investment advisory services will expire in January 2024. The City is extending an invitation to prospective consultants to submit proposals for investment advisory services. The proposed contract is for three years, beginning March 1, 2024, with an option to extend the contract for two additional, one-year terms.

The City's portfolio is presently estimated at approximately \$82 million, with \$55 million in the Local Government Investment Pool (LGIP) and \$27 million invested outside the LGIP. The City's Investment Policy is provided as Attachment B. Additional City financial and budgetary information, City Budgets and Comprehensive Annual Financial Report is on the City website at <https://www.wallawallawa.gov/government/finance/financial-reports-cafr>.

SECTION 2 – PROCUREMENT REQUIREMENTS

2.1 ISSUING OFFICE AND SUBMITTAL LOCATION

The City Finance Department will issue the request for proposals document and will be the sole point of contact for the City for questions, concerns, and protests. Proposal responses must be submitted to Rikki Gwinn not later than 5:00 p.m., (Pacific Time). The email subject line should include the project name “Investment Advisory Services.”

City of Walla Walla
City Manager
Rikki Gwinn, Executive Assistant
15 N. 3rd Ave
Walla Walla, WA 99362
rgwinn@wallawallawa.gov

Proposals received after the specified date and time will not be given further consideration. Proposers submitting proposals are solely responsible for the means and manner of their delivery.

2.2 RFP SCHEDULE

The City anticipates the following general timeline for receiving and evaluating proposals and selecting a consultant. The timeline may be changed if it is in the City's best interest to do so.

	<u>DATE</u>
RFP Advertised	December 14, 2023
Date to Submit Changes or Solicitation Protests	December 29, 2023
Last Date for Addenda Issued	January 2, 2024
Proposal Due Date	January 12, 2024
Evaluate Proposals	January 19, 2024
Optional Virtual Presentation and Interview	
Notice of Intent to Award	January 24, 2024
Protest Period ends (seven calendar days)	January 31, 2024
Council Approval	February 14, 2024
Contract Award and Execution	February 24, 2024
Contract Begins	March 1, 2024

2.3 CHANGES TO THE SOLICITATION BY CITY ADDENDA

The City of Walla Walla reserves the right to make changes to the RFP by written addenda posted on the City of Walla Walla website. A prospective proposer may request a change to the RFP by submitting a written request to (email). The request must specify the provision of the RFP in question and contain an explanation for the requested change. All requests for changes or additional information must be submitted no later than the date set forth in the RFP Schedule.

The City of Walla Walla will evaluate any request submitted but reserves the right to determine whether to accept the requested change. If in the City's opinion, additional information or interpretation is necessary; such information will be supplied in the form of an addendum. Any addenda will have the same binding effect as though contained in the main body of the RFP. Oral instructions or information concerning the scope of work of the project given out by City of Walla Walla managers, employees, or agents to the prospective proposers will not bind the City of Walla Walla.

1. All addenda, clarifications, and interpretations will be posted on the City of Walla Walla's website at <https://www.wallawallawa.gov/services/rfps-bids>.
2. No addenda will be issued later than the date set forth in the RFP Schedule, except an addendum, if necessary, postponing the date for receipt of Proposals, withdrawing the invitation, modifying elements of the proposal resulting from a delayed process, or requesting additional information, clarifications, or revisions of proposals leading to obtaining best offers or best and final offers.
3. Each proposer must ascertain, prior to submitting a proposal response, that the proposer has received all addenda issued, and receipt of each addendum must be acknowledged in the appropriate location on each addendum and included with the proposal submittal.

2.4 TRADE SECRETS AND PUBLIC RECORDS LAW

All information submitted by proposers will be public record and subject to disclosure pursuant to the Washington Public Records Act, except such portions of the proposals for which proposer requests exception from disclosure consistent with Washington law. All requests will be in writing, noting specifically which portion of the proposal the proposer requests exception from disclosure. Proposer must not copyright, or cause to be copyrighted, any portion of any said document submitted to the City of Walla Walla as a result of this RFP. Proposer should not mark the whole proposal document "confidential". If a proposal contains any information that is considered a trade secret under Title 42.56 RCW, proposers must mark each sheet of such information with the following legend: "This data constitutes a trade secret under Title 42.56 RCW and will not be disclosed except in accordance with the Washington Public Records Law, Title 42 RCW." Any proposal marked as a trade secret in its entirety will be considered nonresponsive.

2.5 CANCELLATION

The City of Walla Walla reserves the right to cancel the award of this contract at any time before execution of the contract by both parties if cancellation is deemed to be in the City of Walla Walla's best interest. In no event will the City of Walla Walla have any liability for the cancellation of award.

2.6 LATE PROPOSALS, LATE WITHDRAWALS AND LATE MODIFICATIONS

Proposals must be submitted by the time designated in the RFP Schedule. Any proposals submitted after the designated closing time will be considered late and determined nonresponsive. A proposer's request for modification of a proposal, or withdrawal of a proposal received after closing date and time is late. The City will not consider late proposals, late requests for modifications, or late withdrawals.

2.7 CONDITIONS OF SUBMITTAL

By the act of submitting a response to this RFP, the proposer certifies:

1. That each person signing on behalf of any Proposer certifies, and in the case of a sole proprietorship, partnership or corporation, each party thereto certifies as to its own organization, under penalty of perjury, that to the best of their knowledge and belief, no elected official, officer, employee, or person, whose salary is payable in whole or in part by the City of Walla Walla, has a direct or indirect financial interest in the proposal, or in the services to which it relates, or in any of the profits thereof other than as fully described in the Proposer's response to this solicitation.
2. The Proposer has examined all parts of the request for proposal, including all requirements and contract terms and conditions thereof, and, if its proposal is accepted, the proposer must accept the contract documents thereto unless substantive changes are made in same without the approval of the proposer.
3. The Proposer, if an individual, is of lawful age; is the only one interested in this proposal; and that no person, firm, or corporation, other than that named, has any interest in the proposal, or in the proposed contract.
4. The Proposer has demonstrated quality experience providing the required goods and/or services, or consulting services, whichever is applicable.
5. The Proposer has examined the scope of services and conditions thoroughly and can provide the appropriate insurance, deposits, and bonds, if applicable.
6. The Proposer will comply fully with the scope of services for the agreed contract.
7. The Proposer can meet all registration and certification requirements as set forth and required in the Washington Revised Statutes and this RFP.

2.8 PROPOSER REQUESTS INTERPRETATION OF RFP DOCUMENTS

1. Proposers must promptly notify the City of Walla Walla of any ambiguity, inconsistency, or error, which they may discover upon examination of the solicitation documents.
2. Proposers requiring clarification or interpretation of the Documents must make a written request for same to Robert Francis, Deputy City Manager, rfrancis@wallawallawa.gov.
3. The City of Walla Walla will make interpretations, corrections, or changes of the proposal documents in writing by published addenda. Interpretations, corrections, or changes of the proposal documents made in any other manner will not be binding, and proposers must not rely upon such interpretations, corrections, and changes.
4. Should any doubt or difference of opinion arise between the City of Walla Walla and a proposer as to the items to be furnished hereunder or the interpretation of the provisions of this solicitation, the decision of the City of Walla Walla will be final and binding upon all parties.
5. To the maximum extent allowed by law, the City may waive bid/proposal irregularities or strict compliance with any requirement herein if it concludes such action to be in its best interest.

2.9 PROPOSER REQUESTS FOR ADDITIONAL INFORMATION

Requests for information regarding City of Walla Walla services, programs, or personnel, or any other information must be submitted in writing to (**Robert Francis, Deputy City Manager rfrancis@wallawallawa.gov**). Answers will be provided to all proposers of record on the date that answers are available by posting to the City website.

2.10 COMPETITION

Proposers are encouraged to comment, either with their proposals or at any other time, in writing, on any specification or requirement within this RFP, which the respondent believes, will inordinately limit competition.

2.11 SOLICITATION PROTESTS

A protest of any provision in this RFP must be made in writing and emailed to **Robert Francis, Deputy City Manager, rfrancis@wallawallawa.gov**, no later than the date listed in the RFP Schedule. Submittals will be reviewed upon receipt and will be answered in writing. Any protest must address the requirement, provision or feature of this RFP or its attachments, that the potential Proposer believes is ambiguous, unclear, unfair, contrary to law or likely to limit competition. Such submittals will be reviewed upon receipt and will be answered in writing.

In addition to the information required by Title 39, RCW, a prospective proposer's written protest must include a statement of the desired changes to the procurement process or the solicitation document that the prospective proposer believes will remedy the conditions upon which the prospective proposer based its protest. No such protests or requests will be considered if received after the deadline. No oral, telegraphic, telephone protests or requests will be accepted.

2.12 COST OF RFP AND ASSOCIATED RESPONSES

This RFP does not commit the City of Walla Walla to paying any costs incurred by any proposer in the submission or presentation of a proposal, or in making the necessary studies for the preparation thereof. Responses to this solicitation are purely voluntary. Proposers must not include any such expenses as part of their proposals.

2.13 CITY TO REQUEST CLARIFICATION, ADDITIONAL RESEARCH, AND REVISIONS

1. The City of Walla Walla reserves the right to obtain clarification of any point in a proposal or to obtain additional information necessary to properly evaluate a proposal. Failure of a proposer to respond to such a request for additional information or clarification could result in a finding that the proposer is nonresponsive and consequent rejection of the proposal.
2. The City of Walla Walla may obtain information from any legal source for clarification of any proposal or for information on any proposer. The City of Walla Walla need not inform the proposer of any intent to perform additional research in this respect or of any information thereby received.
3. The City of Walla Walla may perform, at its sole option, investigations of the responsible proposer. Information may include, but will not necessarily be limited to credit history, recent financial statements, current litigation, bonding capacity and related history, and contacting references. All such documents, if requested by the City of Walla Walla, become part of the public record and may be disclosed accordingly.

4. The City reserves the right to investigate references including customers other than those listed in the proposer's submission. Investigation may include past performance with respect to its successful performance of similar projects, conformance to owner's budget, compliance with specifications and contractual obligations, its completion or delivery of a project on schedule, and its lawful payment to employees and workers or other criteria as determined by the City.
5. The City of Walla Walla reserves the right to request revisions of proposals after the submission of proposals and before award.
6. The City of Walla Walla reserves the right to negotiate revisions to the final contract, as well as price, with the successful proposer.
7. The City of Walla Walla reserves the right to request revisions of proposals after the submission of proposals and before award for the purpose of obtaining best offers or best and final offers.

2.14 REJECTION OF PROPOSALS

The City of Walla Walla reserves the right to reject any or all proposals received because of this request. Proposals may be rejected for one or more of the following reasons, including but not limited to:

1. Failure of the proposer to adhere to one or more of the provisions established in this RFP.
2. Failure of the proposer to submit a proposal in the format specified herein.
3. Failure of the proposer to submit a proposal within the time requirements established herein.
4. Failure of the proposer to adhere to ethical and professional standards before, during, or following the proposal process.

The City of Walla Walla may reject any proposal not in compliance with all prescribed public procurement procedures and requirements and may reject for good cause any or all proposals upon a finding of the City of Walla Walla that it is in the public interest to do so.

2.15 MODIFICATION OR WITHDRAWAL OF PROPOSAL BY PROPOSER

1. A proposal may not be modified, withdrawn, or canceled by the proposer for 120 calendar days following the time and date designated for the receipt of proposals.
2. Proposals submitted early may be modified or withdrawn only by email to the City of Walla Walla contact person listed in Section 2.1 above, at the submittal location, prior to the time designated for receipt of proposals. All such communications will be so worded as not to reveal the amount of the original proposal or any other material contents of the original proposal.
3. Withdrawn proposals may be resubmitted up to the time designated for the receipt of proposals provided they are then fully in conformance with the proposal submittal instructions.

2.16 PROPOSAL OWNERSHIP

1. All proposals submitted become and remain the property of the City of Walla Walla and, as such, are considered public information and subject to public disclosure within the context of the federal Freedom of Information Act (FOIA) and Washington Revised Statutes public records exempt from disclosure.

2. Unless certain pages or specific information are specifically marked "proprietary" and qualify as such within the context of the regulations stated in the preceding paragraph, the City of Walla Walla will make available to any person requesting information through the City of Walla Walla's processes for disclosure of public records, any and all information submitted as a result of this solicitation without obtaining permission from any proposer to do so after the Notice of Intent to Award has been released.

2.17 DURATION OF PROPOSAL

Proposal prices, terms and conditions will be firm for a period of at least 120 days from the deadline for receipt of submittal. The successful proposal will not be subject to future price escalation or changes of terms if accepted during the 120 calendar-day period. Price decreases or changes in terms by others after the acceptance of a proposal will not be considered.

2.18 AFFIRMATIVE ACTION

By submitting a proposal, the proposer must agree to comply with the Fair Labor Standard Act, Title VII of the Civil Rights Act of 1964, Executive Order 11246 (as amended), Fair Employment Practices, Equal Employment Opportunity Act, Section 503 of the Rehabilitation Act of 1973, as amended; Vietnam Era Veterans' Readjustment Assistance Act of 1974; Americans with Disabilities Act; Age Discrimination in Employment Act of 1967 (ADEA); and Washington Revised Codes (RCW); and all applicable requirements of federal, state and local civil rights and rehabilitation statutes, rules and regulations if awarded a contract by the City.

2.19 SUBCONSULTANTS

In all solicitations either by competitive bidding, proposals, or negotiation made by the successful proposer for work to be performed under a subconsultant/subcontractor, including procurements of materials or leases of equipment, each potential supplier will be notified by the successful proposer of the proposer's obligations under this contract, Title VI of the Civil Rights Act of 1964, and other federal nondiscrimination laws.

2.20 NOTIFICATION OF INTENT TO AWARD

Responsive proposers to this RFP will be notified of the City's recommendation and the City's intent to award an agreement not less than seven (7) days prior to award of agreement. The notice of intent to award an agreement will be directed to the person who has signed the proposal on behalf of the proposer or their designee if an email has not been provided.

2.21 PROTEST OF AWARD

An aggrieved proposer may protest the award of a contract or the intent to award such a contract, whichever occurs first, if the following conditions are satisfied: (1) The proposer must be adversely affected because the proposer would be eligible to be awarded the contract in the event the protest is successful. (2) The reason for the protest is that all the lower bids/proposals, or higher-ranked bids/proposals are nonresponsive; (3) The City has failed to conduct the evaluation of proposals in accordance with the criteria or processes described in the solicitation document; (4) The City has abused its discretion in rejecting the protestor's bid as nonresponsive; (5) The City's evaluation of the proposals or the subsequent determination of award is otherwise in violation of Title 39, RCW.

Written protests must be delivered in writing to the City within seven (7) days after issuance of the notice of intent to award the contract or if no notice of intent to award is issued, within forty-eight hours after award. The city will not consider a protest of contract award submitted after the above timeline.

2.22 OBLIGATION TO AWARD

The City's obligation to award this RFP is contingent upon appropriation or approval of funds.

2.23 AGREEMENT

The successful proposer will be required to sign an agreement to deliver to the City at the cost proposed to provide the scope of services and conditions set forth herein, and an agreed upon statement of work, if applicable. It is the City's intent to award an agreement substantially in the form of the sample agreement attached to this RFP document.

2.24 NOTICE TO PROCEED

Work under the Agreement may not begin until the Notice to Proceed has been issued. The City will issue the Notice to Proceed after execution of the contract. The Notice to Proceed will state the date work under the Agreement will begin.

2.25 INTERGOVERNMENTAL COOPERATIVE AGREEMENT

Pursuant to Title 39, RCW, other public agencies shall have the ability to purchase the awarded goods and services from the awarded contractor under the terms and conditions of the resultant contract. Any such purchases shall be between the contractor and the participating public agency and shall not impact on the consultant's obligation to the City of Walla Walla. If the consultant chooses to participate in such agreements, all agency relationships, including those for contract administration, ordering, deliveries, approvals, billing, and collections shall be between the participating agency and the consultant.

SECTION 3 – GENERAL PROVISIONS

3.1 DEFINITIONS

The following definitions are used in these contract documents, except where the context otherwise clearly requires.

CIMA means Certified Investment Management Analyst.

CITY, OWNER means the City of Walla Walla, Washington.

CITY'S REPRESENTATIVE or DESIGNEE, or CONTRACT ADMINISTRATOR means the person or persons designated by the City to administer this contract and monitor compliance hereunder.

COMPLETED WORK means all meetings conducted, minutes prepared and approved, exercise completed, after-action reports and improvement reports prepared and approved, and final bill submitted to and received by the City of Walla Walla.

CONTRACT DOCUMENTS mean all written documents existing at the time of contract execution and setting forth the obligations of the parties, including the Request for Proposals, Personal Service Agreement, Scope of Services, Non-Collusion and Conflict of Interest Certification, Certification Statement for Corporation or Independent Contractor, Proposer Representations and Certification Regarding Debarment, Suspension and Other Responsibility Matters, Certification of Insurance Requirements, References, Cost Proposal, Proposal Response, and other attachments, exhibits, or addenda applicable to the final Contract Documents. In addition, written amendments to the Contract Documents executed by the parties from time to time, and any documents expressly incorporated by reference elsewhere in Contract Documents enumerated above.

CONTRACTOR, CONSULTANT, PROPOSER, RESPONDENT, VENDOR, SUPPLIER, FIRM means the person or business that has undertaken to perform the work subject to this contract and by whom or on whose behalf the contract was signed.

DELIVERABLE means the acceptable product or service as identified in the statement of work; received as requested at the right time: time, place, quality, quantity, and price. Deliverables must be measurable to determine that all conditions and acceptable performance are met.

FINRA means Financial Industry Regulatory

Authority. LGIP means Local Government

Investment Pool.

PROTECTED CLASS means a group of persons distinguished by race, color, religion, sex, sexual orientation, national origin, marital status, veteran status, disability, or age.

RESPONSIBLE PROPOSER means a person who has submitted an Offer and that has not been debarred or disqualified by the Contracting Agency under RCW.

RESPONSIVE PROPOSAL means an Offer or Proposal that substantially complies in all material respects with all prescribed procurement procedures and applicable solicitation requirements.

When used alone, "Responsive" means having the characteristic of substantially complying in all material respects with applicable solicitation requirements.

SEC means Securities and Exchange Commission.

SPECIFICATIONS mean the directions, requirements, explanations, terms and provisions pertaining to the various features of the work, the manner and method of proposing for the work, the manner and method of performance of the work, and the manner and method of payment all as they appear in the contract documents.

STATEMENT OF TIME means a period, unless stated as a number of City business days, will include Saturdays, Sundays, and holidays. The word "day" as used in this RFP document, and any resulting contract awarded because of this process, will constitute a calendar day of 24 hours measured from midnight to the next midnight.

STATEMENT OF WORK or "SOW" means the formal document that defines the entire scope of the work involved for a vendor or contractor and clarifies deliverables, costs, and timeline, and provides direction on the specific services that the contractor is expected to perform by detailing the work activities and deliverables.

SUBSTANTIAL COMPLETION means a stage in the progress of the "Work" when the "Work" or designated portion thereof is sufficiently complete in accordance with the Contract Documents so that the owner can occupy or use the "Work" or a portion thereof for its intended use.

WORK means all tasks specified or necessarily implied in these Contract Documents to perform and complete their intended result. The term encompasses all labor, materials, supplies, tools, equipment, fuel, administrative and support services, overhead, and other direct and indirect expenses necessary to achieve the result intended by the Contract Documents.

3.2 CITY REPRESENTATIVE OR CONTRACT ADMINISTRATOR

The City's representative or designee will have full authority to act on behalf of the City with respect to administration of the provisions of this contract, including the authority to stop the work whenever such stoppage may be necessary to ensure the proper execution of the contract. The representative or designee will also have authority to reject all work that does not conform to the contract documents. The representative for the purpose of administering this contract will be (Name, Title, contact information).

The City's representative shall observe, monitor, and inspect the work to the extent required to determine the provisions of the contract documents are being properly fulfilled. The inspection of the work completed shall not relieve the consultant of his/her obligation to perform acceptable work in conformance with these contract documents.

3.3 INVOICES

All invoices must be submitted in writing by mail or email to the following: City of Walla Walla
Attn: Accounts Payable
15 N. 3rd Ave
Walla Walla, Washington 99362

And when so addressed, will be deemed given upon deposit in the United States mail, postage prepaid. In all other instances, bills will be deemed given at the time of actual delivery.

SECTION 4 - SCOPE OF WORK

4.1 PROJECT INFORMATION

Because the responsibility for the safety and liquidity of governmental funds cannot be delegated to an investment advisor, the City is looking for a consultant to assist with the management and performance of the City's portfolio by providing non-discretionary management of the portfolio. Non-discretionary management requires that the City maintain control of investments by requiring the advisor to conduct all investment transactions in accordance with the City's Investment Policy, Attachment A.

The City's previous contract for investment advisory services expires (date). The City is extending an invitation to consultants to submit proposals to provide investment advisory services to the City of Walla Walla.

4.2 CONTRACT TERM

The contract term for investment advisory services is five years, commencing (date), with an option to extend the contract for two additional, one-year terms. If the City elects to renew the contract, a written notice will be provided a minimum of thirty (30) days prior to the expiration of the current contract of its intent to do so. Contract extensions will be for the same terms as the original agreement, subject only to renegotiation of compensation.

4.3 INDEPENDENT CONTRACTOR

The consultant must provide all labor, equipment, material, and supervision necessary to perform the scope of services described in this RFP. The parties intend that the consultant, in performing the services specified in this contract, shall act as an independent contractor and shall have control of the work and the manner in which it is performed. A consultant is not considered an agent or employee of the City of Walla Walla and is not entitled to participate in any pension plan, insurance, bonus, or similar benefits the City of Walla Walla provides its employees.

4.4 QUALIFICATIONS

Consultant qualifications include:

1. Have at minimum of five years' experience, three of which are within the state of Washington, providing all referenced services required within the RFP scope of work.
2. Confirm registration with the SEC as an investment advisor, in accordance with the Investment Advisors Act of 1940, as amended.
3. Have team member(s) who hold an active CIMA license to provide Investment Advisory Services in the state of Washington.
4. Be registered representatives with FINRA.
5. Demonstrate the ability to provide the services required in this RFP and a proven history of providing such service for public agencies and local government.
6. Have a record of satisfactory workmanship and ethical conduct. The City will verify this requirement with the licensing authority, the proposer's clients and references, and as many other references as may be deemed appropriate.

4.5 SCOPE OF SERVICES

1. Provide full-time, non-discretionary management of the portion of the City's investment portfolio under advisement. The City's portfolio is presently estimated at approximately \$82 million, with \$55 million in the Local Government Investment Pool (LGIP) and \$27 million invested outside the LGIP.
2. Comply with all federal and state of Washington laws and ordinances, resolutions, and policies of the City.
3. Help develop and implement investment strategies that will maintain or enhance portfolio quality and performance within the parameters of the City's established policies and cash flow needs, taking into consideration the City's primary objective of preservation of principal. The City's current Investment Policy is provided as Attachment A.
4. Work with City staff to ensure coordination of investment trades, delivery of the securities, and availability of funds. Assist with trade settlements. Obtain and document competitive prices for securities transactions. Provide technical and fundamental market research, including yield curve analysis.
5. Perform due diligence reviews of current and proposed broker/dealers and financial institutions; monitor the credit worthiness of the broker/dealers with which the City does business; assist in keeping the authorized broker/dealer list updated; and monitor the creditworthiness of the City's depository and custodian bank and investments in the portfolio.
6. Monitor any repurchase agreement documentation to maintain the necessary paperwork.
7. Provide detailed reports of investment portfolio activity, performance and evaluation on a monthly, quarterly, and annual basis. Include earnings and accounting methodology. Reports shall follow Generally Accepted Accounting Principles (GAAP) and Governmental Accounting Standards Board (GASB) fair market value reporting.
8. Provide City staff with ongoing training and technical advice, as needed.
9. Meet with and provide information to City staff and City Council, a minimum of once a year, and be available to provide additional information, if needed. Meet periodically with staff to review and refine portfolio strategy and performance.

4.6 COMMUNICATION

Proposer must have the communication skill and ability to provide the City with effective, professional advice, and:

1. Be available in person, telephone, virtual meeting, or email, for consultation or advice.
2. Follow established City policies and procedures whenever providing consultation or advice to City representative(s) and implement revisions to procedures where needed.
3. Be familiar with state and federal laws relating to the City.
4. Provide periodic status reports on the services provided.

5. Provide itemized monthly or quarterly invoices of charges.
6. Advise and participate in meetings, including potential meetings held after business hours, i.e., council work sessions and council meetings.

4.7 RESPONSIBILITIES

Responsibility of Consultant – It is understood and agreed that the services the consultant will be required to perform under this contract must be rendered directly by or under close personal supervision by the consultant, and that the work will be faithfully performed with care and diligence. The consultant will return all calls or other communications from the City within a reasonable time. If it is not possible for the called or contacted party to respond, the consultant will plan for a designated member of the consultant to respond to the contact.

Responsibility of the City – The Finance department will provide the consultant with a list of designated City employees who are authorized to contact the consultant. The City will also provide a point of contact for all service and billing issues.

Joint Responsibility – If additional services, supplemental to those included herein, are required, both the City and the consultant have the responsibility to identify those services, include them as an amendment to the contract, and determine fair compensation for the additional services.

4.8 EXPERIENCE AND EXPERTISE

The proposer must meet or exceed the following criteria.

1. Advisors must be a registered investment advisor as defined and regulated by the SEC and registered in the state of Washington.
2. Investment service providers may include qualified banks that provide investment advisory services in the Pacific Northwest.
3. Advisors must be completely independent of any financial institution or securities brokerage firm or must fully disclose any such relationships relevant to the proposer's relationship to the City.
4. Advisors must have a minimum of five years' experience in managing government operating and construction bond proceeds.
5. Advisors must be knowledgeable of Washington government investment statutes and become knowledgeable of the City's Investment Policy, Attachment A.
6. Advisors are preferred to have a minimum of \$1 billion dollars in assets under ongoing management.
7. Advisors must have experience in providing investment advisory services for other institutions, preferably special districts, and local governments.

4.9 KEY PERSONNEL

1. The proposer will provide a principal or partner-level individual to be the first point of contact for all service and billing issues.
2. The proposer must acknowledge and agree that if selected, the proposer is entering into this contract because of the special qualifications of the proposer's

key personnel. In this contract the City is engaging the expertise, experience, judgment, and personal attention of key personnel. The proposer should not reassign or transfer the key personnel to other duties or positions without notifying the City.

3. The proposer will recommend key personnel for other services related to the project if the City requests. The City reserves the right of approval of any key personnel and to select other service providers.
4. Concerning the way services are provided, the City expects that the work will be assigned to individuals in the most efficient manner consistent with their experience and training.
5. If it is necessary to associate with other firms regarding any matter, the proposer must obtain prior approval from the City designated representative. The proposer must inform associated service providers of the procedure set forth herein.

4.10 ADMINISTRATIVE SERVICES

1. Each expense and/or disbursement must be specifically identified on the invoice.
2. Billing should be aligned with the proposed non-discretionary Cost Proposal indicated on Exhibit B. For budgetary purposes, the City's preference is a flat fee methodology.

4.11 INCREASE OR DECREASE IN SERVICES

The City shall have the option to increase or decrease services and may request a consultant to provide additional work and perform special projects for the City. All change orders to the contract will be negotiated and in the form of an amendment to the contract and mutually agreed upon. The amendment will represent a proportional adjustment to the contract price because of the increase or decrease in the scope of work. The amendment shall be executed by both parties. Special projects will be billed separately to the City.

4.12 PROJECT MANAGEMENT

The City anticipates regular communication and coordination with City staff to discuss situations and evaluate processes, security needs, issues, public concerns, and adjustments that may be necessary. The city reserves the right to request additional written status reports, if needed, should a situation arise that warrants written documentation to support an issue, or public concern.

SECTION 5 – PROPOSAL SUBMITTAL REQUIREMENTS

5.1 SUBMITTAL PROCESS

Proposals must be submitted electronically to [Rikki Gwinn](#) by January 12, 2024, no later than 5 p.m., Pacific Time. The email subject line must include the project name "Investment Advisory Services". Considering both entities servers, routers and fire walls, Proposal Responses must be received into the City's email repository system by the date and time required. Proposals that are not received by the closing time in the Procurement email repository will be considered late and not opened.

The total size limit for each email submittal should be less than 20 MB or proposal response may result in non-delivery to the City repository. An automated response will be generated back to the sender stating, "Proposal has been received by the City." If a notification is not received by the sender, contact Rikki Gwinn.

Each proposal must include, at a minimum, the items listed in Section 4, Scope of Work. The proposal must contain the mandatory submittal content requirements requested below. Proposals not including this information may be considered nonresponsive and will not be evaluated. A completeness check will be conducted for each proposal.

5.2 PROPOSAL FORMAT

Proposals should be prepared and submitted in non-editable pdf format and labeled to match those sections in the RFP and with all pages numbered. The Cost Proposal should be included and submitted as a separate PDF. The proposal should be prepared succinctly, providing a straightforward, concise description of the proposer's ability to meet all requirements of the RFP. There should be no unnecessary attachments or exhibits. The city reserves the right to reject proposals that are deemed illegible or too difficult to read.

5.3 PROPOSER REPRESENTATIONS

Before submitting a proposal, the proposer must examine the scope of services and conditions thoroughly; provide for appropriate insurance, deposits and bonds, if applicable and required; comply fully with the scope of services for the agreed contract; and ensure any and all registration and certification requirements are met as set forth and required in the Washington Revised Statutes and this RFP.

5.4 JOINT PROPOSALS

If proposer is a partnership or joint venture, information must be provided for each partner or joint ventures, and each partner or joint ventures must sign the proposal and any contracts on behalf of both it and the proposer, and each will be jointly and severally liable. In the case of a legal partnership or joint venture, a written Memorandum of Understanding between the parties must be submitted with the proposal setting forth the business and service delivery agreements between the parties.

5.5 PROPOSAL REQUIREMENTS

Failure to complete any question or request for information, in whole or in part, or any deliberate attempt by the proposer to mislead the City, may disqualify the proposer. Each proposer must provide the following in addition to meeting the mandatory submittal requirements.

1. A clear understanding of the work to be performed, demonstrated by the comprehensiveness and appropriateness of the Proposal; and
2. Specific qualifications of the Proposer and specific prior work experience within a governmental environment.

5.6 PROPOSAL CONTENT – MANDATORY SUBMITTAL REQUIREMENTS

Proposers must describe their qualifications and commitment to providing the required scope of services and a clear understanding of the work to be performed, demonstrated by the comprehensiveness and appropriateness of the proposal. The following must be submitted.

1. Introductory Letter
 - a. Summarize the key points of their proposal and provide an expression of interest in the project. The proposer should indicate a willingness to enter into a contract with the City based on the terms and conditions contained in the City's Standard Terms and Conditions Professional Services Agreement, Attachment A. The letter should include that the proposer submitting the proposal agrees to perform all of the work outlined in the City's RFP and within the time periods established by the City.
 - b. Provide the name of person(s) authorized to represent the proposer in any negotiations and the name and title of the person(s) legally authorized to sign any contract that may result. The letter must be signed by an authorized representative of the proposer and include email, and telephone and fax numbers. Any exceptions to the City's Standard Terms and Conditions Professional Service Agreement should be provided within this letter. If the proposer is exempt from providing workers' compensation, the proposer should note exemption in the Introductory Letter.
 - c. Certify proposer meets the minimum insurance requirements, as set forth in the City's Certification of Insurance Requirements, Exhibit E. Describe the levels of insurance coverage, including the amounts of errors and omission insurance and any other fiduciary professional liability insurance your firm currently has in force.
2. Firm Strength and Stability
 - a. Provide an overview of the proposer's firm, the year it was established, the type of services available, and the size of staff. Include the full name of your organization, address, telephone and facsimile number, website, mailing address of your main office and the name and CIMA license numbers of the team member who holds an active CIMA license. Include an organizational overview and a description of the corporate structure of the firm, ownership details, year of founding in present form, the legal form of the organization, the parent company (if applicable), and any affiliated companies. If any change to the proposer's corporate structure is anticipated, note this as well.

- b. Indicate the number of years proposer has been performing investment advisory services to the public sector like those described in this RFP. Include exclusive resources dedicated to the public sector.
 - c. Describe your client base, including types of clients served, the number of non-profits for which your organization currently provides services, the length of time of services and the range of asset values among your non-profit clients.
 - d. Disclose all conflicts of interest your organization may have if serving as our investment advisor. Disclose whether the proposer has any financial or other affiliation with other brokerage firms, banks, insurance companies, investment banking firms, or money management firms. Include copies of any conflict-of-interest disclosures.
 - e. Is the proposer willing to disclose upon client request, the dollar amount and nature of all material beneficial relationships that the proposer or any affiliate of the firm, engages in with investment manager clients? If not, please explain.
 - f. Furnish a disclosure statement of any civil or criminal litigation, regulatory, or legal proceedings in which the proposer's firm or any of the principals are or have been involved in over the past five years. Specifically highlight this information for the key personnel proposed for our account.
 - g. Describe any SEC regulatory censure or litigation related to services proposer provides. Provide a copy of the proposer's most recent Form ADV, Part 1 and II (including Schedule 1), as on file with the SEC. Provide verification proposer is registered in the state of Washington.
 - h. Provide audited financial statements for the previous two years; proof of registration as a business in the state of Washington; and certify the proposer read, understood, and agrees to comply with the City's Investment Policy, Attachment B.
3. Experience, Qualifications, and Project Team
- a. Describe proposed Project Team members' qualifications and experience, and availability for the duration of the contract term. Resumes must include special training, specific areas of expertise, project experience, education and certification, and specify the Relationship Manager assigned to the City's account.
 - b. Include Team member's background providing investment advisory services to similar government agencies, as well as their individual roles and assigned responsibilities for this contract. Each team member should have the ability to devote an appropriate amount of time to service the City's account.
 - c. Provide a statement to confirm the proposer's ability to comply with our scope of work and qualifications listed in the RFP Section 4. Also list any exceptions to required services.
 - d. Include a brief description of the proposer's procedures to provide uninterrupted investment advisory services.
 - e. Describe what sets the organization's services apart from the competition and allows the proposer to generate superior performance and service levels.

- f. Provide copies of all the appropriate state and/or national licenses required to act as the City's investment advisor.
 - g. Certify proposer conducts employee background checks prior to employment or as needed by submitting the Employee Background Check Certification (Exhibit G).
4. Comprehensiveness of Services
- a. List the types of investment advisory services proposers can provide. State the dollar value of the assets and the number of portfolios the proposer has under direct and continuous management.
 - b. Describe the proposer's research capability and resources (e.g., Bloomberg, PMA Ratings, Sheshunoff Ratings, etc.).
 - c. Provide performance statistics on investment portfolios currently under your management which are similar to the City's portfolio. Describe how performance is calculated and compare the industry averages or appropriate benchmarks.
 - d. Describe proposer's investment management process. Describe the strategies that will be used to enhance the performance of the City's investment portfolio while complying with the City's Investment Policy, Attachment B.
 - e. Describe proposer's procedures for portfolio review, investment management, and client contact and communication.
 - f. Identify the types of securities held in proposer's portfolios. Describe the types of investment research and the methodology used to recommend investment decisions (including maturity and investment selection).
 - g. Describe the possible communication formats, including virtual; and security techniques, together with hardware and software utilized.
 - h. Describe the frequency and nature of the reports you provide and submit examples of the reports. Include methods and formulas used to calculate return and performance. Describe proposer's electronic reporting, file transmission, and history retrieval.
 - i. Describe reconciliation services offered for third-party safekeeping. Include a sample(s) of your standard reports (monthly, quarterly, annual).
 - j. Describe the frequency the Relationship Manager proposes to meet with City staff to review portfolio performance and revise investment strategies.
 - k. Describe the transition and conversion time frame and processes, as well as training processes to be provided to the City.
 - l. Include new services or features offered by the proposer in the future.
 - m. Discuss overnight investment options such as Sweep Accounts and Repurchase Agreements (REPO) available to maximize the City's earnings potential. If a REPO is proposed, discuss what agreement formats are acceptable.
 - n. Describe how you monitor transfers to and from the Local Government Investment Pool (LGIP) and how you determine and recommend changes to customized portfolio management services for cash reserves.

5. Cost Proposal
 - a. Provide a non-discretionary Cost Proposal that would apply to the City's account over a three-year term and include a proposed cost for two optional extensions. Describe the methodology used (i.e., flat fee, percentage of assets under management). Submit the Cost Proposal based on the proposer's rate structure using Exhibit A and as a separate PDF.
 - b. Describe what expenses are covered under the non-discretionary Cost Proposal. Identify any fees and expenses that would not be covered under this non-discretionary Cost Proposal, but which may be required.
6. References
 - a. Provide five (5) references from clients, including government agencies comparable to the City's size and financial needs, for whom the proposer is currently or has previously provided services, defined in this RFP, within the last three (3) years. Include contact name(s), address, telephone number, and email.
 - b. References must be available and offer adequate information when contacted by the City for a reference check. References will be contacted to assist with the evaluation of experience, expertise, and customer satisfaction.
 - c. The proposer must provide references for Exhibit F. Additional references may be contacted by the City at its discretion.

5.7 ADDITIONAL ATTACHMENTS REQUIRED

1. Cost Proposal (Exhibit A, submitted as a separate PDF)
2. Non-Collusion and Conflict of Interest Certification (Exhibit B)
3. Certification Statement for Corporation or Independent Contractor (Exhibit C)
4. Proposer Representations and Certification Regarding Debarment, Suspension and Other Responsibility Matters (Exhibit D)
5. Certification of Insurance Requirements (Exhibit E)
6. References (Exhibit F)
7. Employee Background Check Certification (Exhibit G)
8. Addenda - All addenda of this RFP should be submitted as part of the Proposal Response. Receipt of each addendum must be acknowledged by the Proposer by signing in the appropriate designated location. Each Proposer should ascertain, prior to submitting a Proposal, that the Proposer has received all addenda issued by the City of Walla Walla. Addenda are posted on the City of Walla Walla's website.

SECTION 6 – EVALUATION CRITERIA

6.1 SELECTION PROCESS

The process to select a consultant will consist of a solicitation of proposals from all proposers interested in providing the required services described in this RFP. Proposers must meet the requirements and demonstrate the necessary experience and qualifications to complete the project with the essential staff on time and within budget and provide the required ongoing services in an efficient and cost-effective manner to the City.

The City reserves the right to reject any or all proposals and is not liable for any costs the proposer incurs while preparing the proposal. All proposals will become part of the public file, without obligation to the City. Upon the completion of the evaluations, the City intends to negotiate a contract with the proposer whose proposal best meets the City's expectations for providing the highest quality of services at a cost representing the best value to the City.

6.2 SELECTION REVIEW COMMITTEE

The Selection Review Committee will be comprised of members of the Finance department. The role of the Selection Review Committee is to evaluate the proposals submitted and make a recommendation for an award. The City may also seek expert advice to help review proposals. Such advisors to the Selection Review Committee may attend evaluation meetings and proposer interviews and demonstrations; and lend any such expertise to the process as requested by the City. However, any such person contacted by the City for their expert advice shall not, from first being contacted until the RFP process is completed, have communications with any proposers regarding their proposals or the process. If additional information is deemed necessary as part of the evaluations, such information will be solicited to allow the committee to complete the evaluation process.

6.3 EVALUATION CRITERIA

The criteria listed below will be used to evaluate the proposals to determine the apparent successful proposer. It will include all mandatory submittal material in Section 5.6 and qualifications and experience in Section 4. Specific attention will be paid to organization and capabilities of the proposer; credentials, experience and reputation of the firm and team; the background and quality of the manager research and asset allocation methodology; competitiveness of management and advisory fees; performance reporting capabilities; client relationships and references; and the ability of offer outsourced chief investment officer (OCIO) capabilities. Total possible points will be 100.

1. Introductory Letter

- Included an Introductory Letter indicating an expression of interest in the project.
- Indicated a willingness to enter into a contract with the City based on the terms and conditions contained in the sample Professional Service Agreement and is able to meet the minimum required insurance coverages. Listed exceptions to the contract, if applicable, in the Introductory Letter.
- Provided a letter indicating the person(s) authorized to represent the proposer in negotiations and legally authorized to sign the agreement.
- Agreed to perform work outlined in the RFP within the term established by the City.

2. Firm Strength and Stability
 - Provided an overview of the firm and corporate structure, resources, certifications, and licensing.
 - Described client base and range of asset values among non-profit clients.
 - Disclosed potential conflicts of interest and civil or criminal litigation and provided audited financial statements.
 - Included sufficient detail to determine firm's financial strength and stability.
3. Experience, Qualifications, and Project Team
 - Included Team's expertise, project experience, certifications and licenses, education, and key personnel's individual roles and assigned responsibilities and Relationship Manager for the City's account.
 - Described what procedures are used to assure uninterrupted investment advisory services and listed exceptions, if any, to the required services in Sections 4 and 5.
 - Defined what sets proposer apart from other investment advisory service providers.
 - Provided adequate detail to determine the firm and proposed relationship management team's qualifications and experience to provide the RFP required services in the manner described in the RFP.
4. Comprehensiveness of Services
 - Provided detailed information on types of services provided, dollar value of assets and number of portfolios under direct management, and types of securities held in portfolios.
 - Described research capabilities, resources used, and investment management strategies utilized to enhance performance.
 - Described processes and procedures for portfolio review, reporting, communication, third-party safekeeping, and LGIP transfer monitoring.
 - Provided detail to assure proposer has a strong comprehensiveness of investment services.
5. Cost Proposal
 - Provided costs for the services described in Section 4 in Exhibit A and the related questions.
 - Costs must be reasonable for the services provided.
6. References
 - Provided five (5) references from clients, including local government agencies, within the past three (3) years.
 - Completed contact information, including name, phone number, email, and mailing address on Exhibit G.
 - Has a high satisfactory record of providing the services defined within this RFP to the references provided in proposer's response, or to others the City chooses to contact for a reference check.

6.4 EVALUATION CRITERIA SCORE GRID

The criteria listed below will be used to evaluate and score proposals to determine the apparent successful proposer. Total possible points will be 100. Points will be weighted as follows:

Introductory Letter	Pass/Fail
Comprehensiveness of Services	30
Experience, Qualifications, and Project Team	30
Cost Proposal – Exhibit A	20
Firm Strength and Stability	15
References – Exhibit G	5
TOTAL POINTS AVAILABLE IS 100	100

6.5 OPTIONAL VIRTUAL PRESENTATIONS AND INTERVIEWS

At the City's option, presentations and interviews may be conducted with all or a select few of the proposers after the proposals are evaluated. The Selection Review Committee may ask additional questions related to the proposal and the scope of the work. The City will schedule the time and locations of the presentations and interviews, if required, on the dates indicated in the RFP Schedule, but dates may be revised if needed.

Presentations and interviews will take place virtually due to COVID-19 requirements and restrictions. The City may provide selected proposers with a set of questions, if applicable, prior to the date. If held, a possible 50 points may be attributed to presentations and interviews, weighted no more than 25 percent.

6.6 RANKING OF PROPOSALS

Proposals may be ranked by the Selection Review Committee based on evaluation of responses and presentations and interviews, if any, with the first-ranked proposer being that proposer that is deemed to be the most appropriate and fully able to perform the services, and the second-ranked proposer being the next most appropriate, all in the sole judgment of the Selection Review Committee. Consultant's scores will be totaled and ranked. Any proposer's response to this RFP will be considered de facto permission to the City of Walla Walla to disclose the results, when completed, to selected viewers at the sole discretion of the City.

6.7 NEGOTIATIONS

The City may commence serial negotiations with the highest ranked, eligible proposers or commence simultaneous negotiations with all eligible proposers. The City may negotiate:

- (a) the statement of work.
- (b) the contract price as it is affected by negotiating the statement of work; and
- (c) any other terms and conditions reasonably related to and expressly authorized for negotiation in the RFP or addenda thereto, or alternative terms and conditions that are reasonable and declared by proposer within their proposal response to be considered for negotiation.

6.8 BEST AND FINAL OFFERS

If in the best interest of the City it has chosen to employ a method of proposer selection leading to best and final offers, the City may conduct private discussions with qualified proposers.

SECTION 7 – CONTRACT REQUIREMENTS

7.1 CONTRACT AWARD

The award of a contract is accomplished by executing a contract with a written agreement that incorporates the entire RFP, attachments, exhibits, proposer's response, clarifications, addenda, and statement of work. All such materials constitute the contract documents. The issuing office is the sole point of contact for the issuance and compliance of the contract and insurance. The contract will be substantially in the form of the Standard Terms and Conditions Professional Service Agreement, Attachment A.

The Proposer must indicate a willingness to negotiate a contract in a timely, reasonable manner with the City. The City reserves the right to negotiate with the second-ranked proposer if the contract negotiation attempts are unsuccessful with the apparent successful proposer.

The Proposer should indicate there is no conflict of interest or collusion on the part of the proposer's submission of a proposal for the services being solicited under this RFP, Exhibit B, Non-Collusion and Conflict of Interest Certification. If a potential conflict could be perceived to exist, then attach a letter of explanation disclosing the potential conflict or relationship.

The Proposer hereby agrees to accept the contract terms of the attached City Standard Terms and Conditions Professional Service Agreement unless exceptions to the contract are submitted by the proposer with their proposal response within the Introductory Letter. If proposer does not provide written exceptions within the Introductory Letter and proposer indicates exceptions after contract evaluations, City reserves the right to reject the proposal and negotiate a contract with the next- ranked proposer or find the proposal response nonresponsive.

7.2 INSURANCE REQUIREMENTS

The successful proposer must be covered by workers' compensation insurance, which will extend to and include work in Washington. If the proposer is exempt from workers' compensation, proposer should indicate they are exempt within the Introductory Letter of the proposal response.

An overview of the insurance requirements is provided in Exhibit E and must be submitted to acknowledge and accept the insurance requirements noted herein with the proposal response. The proposer must provide the following insurance coverage requirements: commercial general liability, automobile and collision insurance, and professional liability insurance.

The Proposer must demonstrate willingness to contract and the ability to provide a certificate of insurance and additional insured endorsement reflecting the insurance requirements within ten (10) days of the Notice of Contract Award. If the proposer does not provide the required insurances, the City may elect to negotiate a contract with the second-ranked proposer.

EXHIBIT A - COST PROPOSAL

For this Cost Proposal, provide a rate structure based on \$_____ million portfolio for three years and include a proposal for optional extensions. Identify your proposed rate structure and annual cost. Additional pages should be submitted with the Cost Proposal for Section 5 cost-related questions.

Investment Advisory Services	Annualized
Cost <u>Three-Year Cost:</u>	
March 2024 through Dec 2024	\$_____
Jan 2025 through Dec 2025	\$_____
Jan 2026 through Dec 2026	\$_____
Subtotal Three-Year Cost	\$_____
<u>Optional Extensions:</u>	
Jan 2027 through Dec 2027	\$_____
Jan 2028 through Dec 2028	\$_____
Subtotal for Extensions	\$_____
<u>TOTAL THREE YEARS, PLUS EXTENSIONS</u>	\$_____

I hereby certify that the undersigned is authorized to represent the firm stated below, and empowered to submit this proposal and if selected, agrees to furnish all services in accordance with the RFP and addenda. In addition, all City of Walla Walla project requirements, including insurance, have been reviewed and are incorporated in this Cost Proposal.

Signature Block

Vendor Name: _____ Phone: _____ Fax: _____

Address: _____ City: _____ State: _____ Zip: _____

Consultant's Name (please print) _____ Tax ID No.: _____

Signature: _____ Title: _____

Date: _____ Email: _____

EXHIBIT B - NON-COLLUSION, CONFLICT OF INTEREST, & INVESTMENT POLICY CERTIFICATION

The undersigned hereby proposes to furnish the services described in accordance with the RFP, exhibits, attachments, and addenda and certifies he/she/they are not in any way involved in collusion, discrimination, conflict of interest, and has read, understood, and agreed to comply with the City's Investment Policy.

Certifications

Non-Collusion The undersigned hereby certifies that it, its officers, partners, owners, providers, representatives, employees and parties in interest, including the affiant, has not in any way colluded, conspired, connived or agreed, directly or indirectly, with any other Proposer, potential Proposer, firm or person, in connection with this solicitation, to submit a collusive or sham bid, to refrain from bidding, to manipulate or ascertain the price(s) of other Proposers or potential Proposers, or to secure through any unlawful act an advantage over other Proposers or the City. The fees, prices, and Response submitted herein have been arrived at in an entirely independent and lawful manner by the Proposer without consultation with other Proposers or potential Proposers or foreknowledge of the prices or Responses to be submitted in response to this solicitation by other Proposers or potential Proposers on the part of the Proposer, its officers, partners, owners, providers, representatives, employees or parties in interest, including the affiant.

Discrimination The undersigned has not discriminated and will not discriminate against any minority, women or emerging small business enterprise or against a business enterprise that is owned or controlled by or that employs a disabled veteran in obtaining a required subcontract.

Conflict of Interest The undersigned and each person signing on behalf of the Proposer certifies, and in the case of a sole proprietorship, partnership, or corporation, each party thereto certifies as to its own organization, under penalty of perjury, that to the best of their knowledge and belief, no member of the City Council, officer, employee, or person, whose salary is payable in whole or in part by the City, has a direct or indirect financial interest in the award of this Response, or in the services to which this Response relates, or in any of the profits, real or potential, thereof, except as noted otherwise herein. The undersigned hereby submits this Response to furnish all work, services, systems, materials, and labor as indicated herein and agrees to be bound by the following documents: Request for Proposals, Addenda, Agreement, Exhibits and Attachments, and associated inclusions and references, specifications, Proposer's response, mutually agreed clarifications, appropriately priced change orders, exceptions which are acceptable to the City, and all other Proposer's submittals.

Proposer must disclose any apparent or perceived conflict of interest, including but not limited to, current or past relationships with contractors, consultants, subconsultants/subcontractors, or engineers associated with this Project. Furthermore, the Proposer must disclose any current or past relationship as a City of Walla Walla employee. If a perceived conflict may exist, then attach a letter of explanation disclosing the potential conflict or relationship.

Investment Policy The undersigned has read, understood, and agreed to comply with the most current version of the City of Walla Walla Investment Policy.

Disadvantaged Business Enterprises (DBE) (*check applicable box*): Yes No

Reciprocal Preference Law – Residency (*check one box*): Resident Proposer Non-

Resident Proposer Intergovernmental Cooperative Agreement Acceptance (*check applicable box*): Yes No

The undersigned hereby certifies that the information contained in these certifications and representations is accurate, complete, and current.

Firm Name

Mailing Address, City, State, Zip

Fax Number

Telephone Number

Tax Identification No.

Email Address

Signature

Date

EXHIBIT C – CERTIFICATION STATEMENT FOR CORPORATION OR INDEPENDENT CONTRACTOR

A. Contractor is a Corporation, Limited Liability Company, or a Partnership

I certify under penalty of perjury that Contractor is a (check one):

- Corporation Limited Liability Company Partnership Nonprofit Corporation
authorized to do business
in the State of Washington

Signature: _____

Title: _____ Date: _____

B. Contractor is a Sole Proprietor Working as an Independent Contractor

Contractor certifies under penalty of perjury, that the following statements are true:

1. If Contractor is providing services under this Contract for which registration is required, Contractor has registered as required by law.
2. The contractor is free to determine and exercise control over the means and manner of providing the service subject to the right of the City to specify the desired results.
3. The contractor is responsible for obtaining all licenses or certifications necessary to provide the services.
4. Contractors are customarily engaged in providing services as an independent business. Contractor is customarily engaged as an independent contractor if at least three of the following statements are true.

Note: Check all that apply. You must check at least three to establish that you are an independent contractor.

- A. Contractor's services are primarily carried out at a location that is separate from Contractor's residence or primarily carried out in a specific portion of the residence which is set aside as the location of the business.
- B. Contractor bears the risk of loss related to the services provided under this Contract.
- C. Contractor provides services to two or more persons within a 12-month period or Contractor routinely engages in business advertising solicitation or other marketing efforts reasonably calculated to obtain new contracts for similar services.
- D. Contractors make a significant financial investment in the business.
- E. Contractors have the authority to hire additional persons to provide the services and has authority to fire such persons.

Contractor Signature: _____ Date: _____

EXHIBIT D - PROPOSER REPRESENTATIONS AND CERTIFICATION REGARDING DEBARMENT, SUSPENSION AND OTHER RESPONSIBILITY MATTERS

Failure of the Proposer to complete and sign this form may result in the rejection of the submitted offer. The Proposer will notify Purchasing in the Finance Department within 30 days of any change in the information provided on this form.

The Proposer certifies to the best of its knowledge and belief that neither it nor any of its principals:

1. Are presently debarred, suspended, proposed for debarment, declared ineligible or voluntarily excluded from submitting bids or proposals by and federal, state or local entity, department or agency.
2. Have within a five-year period preceding the date of this certification been convicted of fraud or any other criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) contract embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
3. Are presently indicted for or otherwise criminally charged with commission of any of the offenses enumerated in Paragraph 2 of this certification.
4. Have, within a five-year period preceding the date of this certification had a judgment entered against the contractor or its principals arising out of the performance of a public or private contract.
5. Have pending in any state or federal court any litigation in which there is a claim against contractor or any of its principals arising out of the performance of a public or private contract; and
6. Have within a five-year period preceding the date of this certification had one or more public contracts (federal, state, or local) terminated for any reason related to contract performance.

If the Proposer is unable to attest to any of the statements in this certification, Proposer must attach an explanation to their offer. The inability to certify all the statements may not necessarily preclude the Proposer from awarding a contract under this procurement.

ATTESTATION:

SIGNATURE OF AUTHORIZED PERSON:

(notarization is not required)

Signature: _____ Date: _____

Print Name and Title _____

Contact Person for this Procurement: _____

Phone: _____ Email: _____

EXHIBIT E – CERTIFICATION OF INSURANCE REQUIREMENTS

Consultant must always maintain in force at consultant's expense the insurance noted below.

CONSULTANT must maintain limits no less than:

- 1. Commercial General Liability: \$2,000,000 Each Occurrence
 \$2,000,000 Personal Injury
 \$3,000,000 General Aggregate
 \$3,000,000 Products/Completed Operations Aggregate

- 2. Automobile Liability: \$2,000,000 Per Occurrence
- 3. Employers Liability: \$1,000,000 Each Accident
 \$1,000,000 Disease Aggregate
 \$1,000,000 Disease Each Employee

- 4. Professional Liability: \$2,000,000 Per Incident/Claim

The General Aggregate and Products/Completed Operations Aggregate must apply separately on a "per project basis."

Certificate holder shall be listed as: City of Walla Walla, 15 N. 3rd Ave, Walla Walla, WA 99362.

Contractor's acceptance: _____ Date: _____

EXHIBIT F - REFERENCES

Proposer Name: _____

Provide five references with telephone numbers and email addresses. References must be able to verify the quality of your previous work in the proposed area of work. Add additional pages if needed.

REFERENCE 1

Organization Name

Phone

Contact Person

Email

Mailing Address

Contract Term

Project Description

REFERENCE 2

Organization Name

Phone

Contact Person

Email

Mailing Address

Contract Term

Project Description

REFERENCE 3

Organization Name

Phone

Contact Person

Email

Mailing Address

Contract Term

Project Description

REFERENCE 4

Organization Name

Phone

Contact Person

Email

Mailing Address

Contract Term

Project Description

REFERENCE 5

Organization Name

Phone

Contact Person

Email

Mailing Address

Contract Term

Project Description

EXHIBIT G - EMPLOYEE BACKGROUND CHECK PROGRAM CERTIFICATION

Proposers shall demonstrate and disclose to the City of Walla Walla that he/she has an Employee Background Check Program in place before a public contract can be awarded.

Therefore, by signing this Certification, the proposer does hereby certify and confirms that, as the proposed consultant for the City of Walla Walla's Investment Advisory Services contract, that he/she has an Employee Background Check Program in place.

CONSULTANT: _____

BY: _____

TITLE: _____

DATE: _____