

10463. RESOLUTION 11-46 – AUTHORIZES A CONTRACT BETWEEN THE AUTHORITY AND BROWN ADVISORY TO PROVIDE PROFESSIONAL INVESTMENT MANAGEMENT AND FINANCIAL ADVISOR SERVICES

WHEREAS, The Delaware River and Bay Authority (the “Authority”) is a bi-state Authority of the State of Delaware and the State of New Jersey created by Compact that owns, operates and controls the Delaware Memorial Bridge, Cape May-Lewes Ferry and five (5) regional airports; and

WHEREAS, the Authority desires to procure professional investment management and financial advisor services (“Services”) with an initial term of three (3) years with one (1) optional one-year renewal, such renewal to be authorized by the originating committee with the consent of the Chairperson and Vice Chairperson of the Board of Commissioners; and

WHEREAS, the Authority publicly advertised and issued a Request for Proposal (“RFP”) for the required Services in compliance with Resolution 98-31, as amended by Resolution 09-52, which governs the procedure for the procurement of professional services; and

WHEREAS, the Authority received and evaluated two (2) proposals pursuant to the aforementioned requirements; and

WHEREAS, the Authority short-listed both firms and conducted oral interviews; and

WHEREAS, Brown Advisory (“Brown”) was designated first on the preference list; and

WHEREAS, the Authority negotiated for services at compensation determined to be fair and reasonable with Brown, and in making such determination, conducted an analysis of the cost of the services in addition to considering the scope and complexity; and

WHEREAS, the estimated budget for such services is five hundred thousand dollars (\$500,000) annually with a not to exceed limit of one million five hundred thousand dollars (\$1,500,000) for the initial three (3) year period and a not to exceed limit of five hundred thousand dollars (\$500,000) for the one (1) year optional renewal period; and

WHEREAS, the Budget & Finance Committee reviewed the recommendation and concurs with the evaluation.

NOW, THEREFORE, BE IT RESOLVED, that the Executive Director is hereby authorized to finalize the terms and conditions of a Services Agreement with Brown to provide such Services for the Authority and to have such Agreement, with the advice and consent of Counsel, executed by the Chairperson, Vice-Chairperson and Executive Director.

A motion to approve Resolution 11-46 was made by Commissioner Favre, seconded by Commissioner Green, and approved by a roll call vote of 11-0.

Resolution 11-46 Executive Summary Sheet

Resolution: Authorizing the Authority to enter into an agreement with Brown Advisory for professional investment management and financial advisor services.

Committee: Budget & Finance

Committee/Board

Date: November 15, 2011

Purpose of Resolution:

To authorize an agreement with Brown Advisory to provide professional investment management and financial advisor professional services.

Background for Resolution:

The proposed Resolution meets the requirements of Resolution 98-31, as amended by Resolution 09-52, to procure and award professional services.

The Authority received and evaluated two (2) written proposals and conducted oral interviews with both of the following firms:

Brown Advisory
The PFM Group

Brown Advisory was the first ranked firm following the oral interviews. The Authority reviewed their rate schedules and negotiated a rate that the Authority determined was fair and reasonable.

The not to exceed limit on this Agreement for the initial three (3) year term is one million five hundred thousand dollars (\$1,500,000). The not to exceed limit for the optional one (1) year renewal is five hundred thousand dollars (\$500,000). Payments to Brown Advisory will be made according to the rate schedules submitted.