

**REQUEST FOR PROPOSALS FROM  
TRUSTEES  
FOR  
HIGHER EDUCATION BOND  
PROGRAM**

**SPECIAL NOTE:** YOUR IMMEDIATE ATTENTION IS CALLED TO SECTION I.C. YOU NEED TO SEND TO US AN E-MAIL ADDRESS FOR TRANSMISSION OF NOTICES OF INQUIRIES.



**November 27, 2006**

**Arkansas Development Finance Authority  
423 Main Street, Suite 500  
Little Rock, AR 72201  
(501) 682-5900**

## SECTION I: INSTRUCTIONS TO PROPOSER/ GENERAL INFORMATION

**A. PURPOSE.** Act 1282 of the 2005 of the Regular Session of the 85<sup>th</sup> General Assembly authorizes the Arkansas Development Finance Authority (ADFA) to issue State of Arkansas general obligation bonds for institutions of higher education to provide funding to improve technology and facility improvements. The voters of Arkansas approved the issuance of up to \$250 million during the last general election on November 7, 2006. The bonds will be backed by the full faith and credit of the state. The proceeds of these bonds will be used to:

1. Restructure existing general obligation bond debt issued under the Arkansas College Savings Bond Act of 1989 with current maturities extending out until 2017,
  - a. there are eleven existing and outstanding series: 1991A, 1991B, 1991C, 1993, 1995, 1996A, 1996B, 1996C, 1997A, 1997B and 1998A,
  - b. a large portion of the outstanding bonds on the existing series are zero coupon bonds which are not subject to early redemption,
  - c. there was a crossover refunding completed on the serial bonds in 2005,
  - d. an estimated size of the restructuring is \$100 million and,
2. Finance a \$150 million expected need for technology and facility improvement projects for state institutions of higher education.

The state currently pays a fixed \$24 million per year in debt service on the bonds issued under the College Savings Bond Act of 1989. The last of these bonds will be repaid in 2017.

With the new \$250 million authorization approved by the voters this year, ADFA seeks proposals from underwriters that restructures the existing bonds and provides a minimum of \$150 million in new money for technology and facility improvements. The state will continue to pay no more than the fixed \$24 million annually but the repayment period for the restructuring and new money issue will be extended. The exact year the new bonds will be retired depends on interest rates at the time of issuing new bonds, the method of restructuring and the beginning date for retiring bond principal.

It will be a stated goal to maximize project dollars for the institutions of higher education in Arkansas while keeping the fixed annual debt service payment of \$24 million in place for the least amount of time.

**B. SUBMISSION OF PROPOSALS.** Written proposals responding to the questions and requests for information in the manner specified in this Request For Proposal (“RFP”) should be submitted to the following:

[rfp@adfa.state.ar.us](mailto:rfp@adfa.state.ar.us)

To be considered, one (1) copy of the proposal should be delivered to ADFA not later than December 11, 2006, 12:00 p.m., via email. Late proposals will not be accepted. ADFA

reserves the right to reject any or all proposals.

**C. ADDITIONAL INFORMATION.** It is the responsibility of the proposer to inquire about and clarify any aspect of the RFP. Questions should be directed to Gene Eagle ([geagle@adfa.state.ar.us](mailto:geagle@adfa.state.ar.us)), Vice President for Development Finance, at (501) 682-5905 or Patrick Patton ([ppatton@adfa.state.ar.us](mailto:ppatton@adfa.state.ar.us)), Vice President for Internal Audit at 501-682-5902. Substantive questions and answers will be documented in letterform and will be sent by electronic mail to all the proposers who provide us with an e-mail address. **IN ORDER TO BE ON THE DISTRIBUTION LIST FOR INTERNET TRANSMISSION OF ALL RESPONSES TO INQUIRIES, YOU MUST IMMEDIATELY ADVISE PATRICK PATTON OF ADFA, THE INTERNET E-MAIL ADDRESS TO WHICH YOU WANT ALL SUCH TRANSMISSIONS SENT.**

**D. PROPERTY OF ADFA.** Any information or materials submitted as a response to this RFP shall become the property of ADFA and will not be returned. All submitted materials will be available for public review.

**E. RESPONSE TO REQUEST FOR PROPOSAL.** Firms wishing to respond to this RFP may contact any of the ADFA staff persons identified herein. **NO CONTACT WITH ADFA BOARD MEMBERS IS ALLOWED AND ANY SUCH CONTACT WILL BE GROUNDS FOR IMMEDIATE REJECTION OF A FIRM'S PROPOSAL.**

**F. SELECTION TIMETABLE.**

November 27, 2006	Request for Proposal Issued
December 11, 2006	Proposals due by 12:00 p.m.
TBA	Oral Presentations (if necessary)
December 21, 2006	Board Action (Appoint/ratify appointment of Trustee, authorizes the President of ADFA to negotiate fees).
TBD	Submission to Legislative Committee for contract review (if required)

**G. SELECTION PROCESS.** ADFA's Staff Professional Selection Committee will review the submitted proposals. Proposals will be evaluated based on the responses to specifics outlined in the Proposal Format section of this RFP and based upon the selection criteria. Proposals that omit any of these items may be rejected as non-responsive. The ADFA Board Professional Selection Committee will make its decision on a recommendation for selection, which will be reported to the Board of Directors of the Authority at its December 21, 2006, regular meeting. The final selection will be made by a vote of Board members.

ADFA may at any time prior to the selection of a firm reject any and all proposals and cancel this RFP, without liability therefore, upon finding that there is good cause for rejecting all proposals and that it would be in its interest to cancel the solicitation. Further, regardless of the number and

quality of proposals submitted, ADFA shall under no circumstances be responsible for any proposer costs and expenses incurred in submitting a response to this RFP. Each proposer who submits a response does so solely at the proposer's cost, risk and expenses. ADFA accepts no responsibility for the return of successful or unsuccessful proposals. This RFP in no way obligates ADFA to select a firm.

Any firm selected will be required to complete a disclosure form in compliance with Governor's Executive Order 98-04.

**H. SELECTION CRITERIA.** The proposals will be reviewed by the Staff Professional Selection Committee composed of selected members of ADFA staff. The committee generally will use the following criteria to rank all acceptable proposals and to develop recommendations to be presented to the ADFA Board Professional Selection Committee; however, ADFA reserves the right to evaluate the ranking of proposals based on factors beyond the listed criteria.

<u>Criteria</u>
1. Firm's prior experience as trustee for: <ol style="list-style-type: none"><li>a. ADFA bond issues.</li><li>b. Other revenue bond issues.</li></ol>
2. Ability to handle daily receipts and payments.
3. Timeliness and clarity of transaction reporting.
4. Qualifications of staff to be assigned. (Position in firm and years and type of experience will be considered.)
5. Responsiveness of written proposals to the purpose and scope of services.
6. Reasonableness of proposed fee.

## **SECTION II: SCOPE OF SERVICES AND REQUIREMENTS**

The trust indenture for this series of bonds, when adopted by the ADFA Board of Directors and accepted by the trustee, shall be deemed to be and shall constitute a contract between ADFA and the trustee. The indentures will require the trustee to perform services normally associated with being trustee for a revenue bond program, including, but not limited to:

1. Authenticate and deliver the Bonds authorized by the trust indenture.
2. Maintain registry books of ADFA showing the person in whose name the Bonds are registered, if applicable.

3. Hold and maintain trust funds pursuant to the trust indentures.
4. Apply or deposit all Bond proceeds, pledged funds and pledged revenues pursuant to the trust indentures.
5. Invest or reinvest moneys held in accounts pursuant to the trust indentures or as directed by an authorized officer of ADFA.
6. Maintain accurate records of all trust fund transactions.
7. Advise ADFA in writing, on or before the 5<sup>th</sup> business day of each calendar month, of the details of all investments held for the credit of each fund and account in its custody under the provisions of the trust indentures as of the end of the preceding month.
8. Select bonds to be redeemed in such manner as prescribed in the trust indenture.
9. Give notice, in the name of ADFA, of redemption of Bonds at the time and in the manner required by the trust indentures.
10. Send copy of all unscheduled Bond Redemptions occurring prior to maturity to the ADFA Financial Manager.
11. Serve as Disclosure Dissemination Agent for ADFA - report all annual financial disclosure and material events to the National Repositories on behalf of ADFA. ADFA should be notified and copied on all correspondence relating to disclosure to the NRMSIRS on ADFA bond issues.
12. Bill and collect the ADFA annual servicing fee.
13. Ability to provide Internet accessibility of trust account information.
14. File continuations of any UCC's related to the financing, on the behalf of ADFA.
15. Prepare and forward, to borrower, UCC terminations.
16. Prepare and forward, to borrower, any mortgage or lien terminations
17. Cancel note evidencing debt.
18. Ensure timely receipt of arbitrage rebate calculations from borrower.

### **SECTION III: STATEMENT OF QUALIFICATIONS**

An updated statement of qualifications should be maintained on file at ADFA for all firms submitting proposals as trustee.

### **SECTION IV: PROPOSAL FORMAT**

**A. TRANSMITTAL LETTER.** A one page transmittal letter prepared on the proposer's business stationery should accompany the submitted proposal.

**B. PROPOSAL.** The proposal should be labeled "Proposal to serve as Trustee for Higher Education Bond Program." The submission must contain sufficient information to enable the ADFA Staff and Board Professional Selection Committees to evaluate the proposal. It should be prepared in a clear and concise manner and should address each of the following subsections:

1. **Experience.** Give a brief summary of your firm's prior experience as trustee for:
  - a) ADFA Bond issues.
  - b) Other revenue bond issues.
  
2. **Staffing and Qualifications.** Give a brief summary of the qualifications and experience of the trust officer and staff who will be assigned to this account.
  
3. **Daily Processing and Reporting.** Please give a brief description of your computer systems and programs utilized in the Trust Division and their capabilities. Comment on your ability to handle daily receipts, daily payments and the timeliness and clarity of transaction reporting. Also discuss what account accessibility via the Internet you offer as well as any experience you have with electronic interfaces between your trust systems and your customer's accounting software.
  
4. **Scope of Services.** Elaborate on the services you propose to perform as trustee for the proposed financing. In what way do you expect the scope of services to differ from those listed in Section II?
  
5. **Financial Strength.** Please comment on your company's financial condition and any issues that might impact your ability to carry out this assignment.
  
6. **Trustee Fee & Reimbursable Expenses.** Complete the attached Proposed Trustee Fee Schedule, and, if necessary, use a narrative description to present the basic assumptions on which your firm's fee proposal is predicated and any factors that would change the proposed fee. List all anticipated expenses to be incurred by your firm for which you expect reimbursement. This includes any wire fees or sweep fees you anticipate to be charged on the account. For each expense item, give an estimated per unit cost and a total cost for the item.
  
7. **Equal Opportunity Statement.** Please submit your Equal Opportunity Policy to ADFA in accordance with Arkansas Act 2157 of 2005. This act requires any firm wishing to respond to an RFP or submit a proposal or statement of qualifications to provide ADFA with your Equal Opportunity Policy.
  
8. **Acceptance.** Submission of proposals, in response to this Request for Proposal, constitutes acceptance of all conditions, requirements and limitations described in this document.

**ARKANSAS DEVELOPMENT FINANCE AUTHORITY  
Higher Education Bond Program**

Proposed Trustee Fee Schedule

Acceptance Fee and Registration Fee. \$ \_\_\_\_\_

Annual Administration Fee:

( ) Fixed annual fee \$ \_\_\_\_\_

( ) Other basis (Explain) \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Fee payable on first anniversary debt service payment date:

\_\_\_\_\_

Additional Fees or Charges (Brief description and estimated \$ amount). **Wire fees and sweep fees should be included here:**

_____	\$ _____
_____	\$ _____
_____	\$ _____
_____	\$ _____

Presented on behalf of: \_\_\_\_\_

By: \_\_\_\_\_

Title: \_\_\_\_\_

Phone: \_\_\_\_\_

**TRUSTEES  
TO RECEIVE RFP'S**

Contact/Firm	Email Address
Rita R. Gronwald Simmons First Trust Company	<a href="mailto:Rita.gronwald@simmonsfirst.com">Rita.gronwald@simmonsfirst.com</a> <a href="mailto:Glenda.dean@simmonsfirst.com">Glenda.dean@simmonsfirst.com</a>
Bill Barber Regions Bank, Trust Division	<a href="mailto:Bill.barber@regions.com">Bill.barber@regions.com</a> <a href="mailto:ddehan@regions.com">ddehan@regions.com</a>
Sheila Mayden Bank of the Ozarks Trust Division.	<a href="mailto:smayden@bankozarks.com">smayden@bankozarks.com</a>
Pam Colbert BancorpSouth Bank	<a href="mailto:Pam.Colbert@bxs.com">Pam.Colbert@bxs.com</a> <a href="mailto:Marilyn.roberts@bxs.com">Marilyn.roberts@bxs.com</a>
BNY Trust Company of Missouri	<a href="mailto:rfoltz@bankofny.com">rfoltz@bankofny.com</a> <a href="mailto:kimwilson@bankofny.com">kimwilson@bankofny.com</a> <a href="mailto:ddwyer@bankofny.com">ddwyer@bankofny.com</a>
Greg Hasty Wells Fargo	<a href="mailto:Greg.hasty@wellsfargo.com">Greg.hasty@wellsfargo.com</a> <a href="mailto:Greg.l.stites@wellsfargo.com">Greg.l.stites@wellsfargo.com</a> <a href="mailto:Sherri.h.owen@wellsfargo.com">Sherri.h.owen@wellsfargo.com</a>
Richard Hann Deutsche Bank	<a href="mailto:Richard.hann@db.com">Richard.hann@db.com</a>
Ty Carlos JP Morgan Trust	<a href="mailto:Ty_e_carlos@jpmorgan.com">Ty_e_carlos@jpmorgan.com</a>
Carliss Knesel Hancock Bank Trust	<a href="mailto:Carliss_knesel@hancockbank.com">Carliss_knesel@hancockbank.com</a> <a href="mailto:Colin_hedlund@hancockbank.com">Colin_hedlund@hancockbank.com</a>
Anne Hendrickson Metropolitan National Bank	<a href="mailto:ahendrickson@metbank.com">ahendrickson@metbank.com</a> <a href="mailto:mnbtrust@metbank.com">mnbtrust@metbank.com</a>