

Financial Services
Richard H. Hinds, Chief Financial Officer

SUBJECT: AWARD BID NO. 001-KK08 – PIANOS

**COMMITTEE: INNOVATION, EFFICIENCY & GOVERNMENTAL
RELATIONS**

**LINK TO STRATEGIC
FRAMEWORK: FINANCIAL EFFICIENCY/STABILITY**

The purpose of this bid is to purchase, at a firm unit price, quantities, as may be required, of pianos, for various locations. This is a term bid which states that the Board may purchase quantities, as may be required, at the unit price bid, but is not obligated to purchase any guaranteed amount. Nine (9) vendors responded to this advertised solicitation. This is an award to a primary and an alternate vendor.

Inasmuch as no items were submitted for testing for Items 3 and 5, the recommendation reflects that these items be rejected. Competitive prices will be solicited for these items, as the need arises, pursuant to Board Rule 6Gx13- 3C-1.111 - Bidding Process – Competitive Bidding Requirements, which describes the procedures and guidelines to be used for bidding based on the estimated dollar expenditure.

No alternates were awarded for Items 2 and 6, due to excessive pricing. The recommendation reflects that these items be rejected.

Fund Source
0100 - General

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD** Bid No. 001-KK08 – PIANOS, to purchase, at a firm unit price, quantities, as may be required, of pianos, for various locations, during the term of the bid, effective May 12, 2010, through May 11, 2012, as follows:

PRIMARY

1. NATIONAL PIANO INSTITUTE, CORP.
1950 S.W. 30TH AVENUE
PEMBROKE PARK, FL 33009 ESTIMATE \$718,577
OWNER: ANTHONY F. SICILIANO, PRESIDENT

Low Unit Price Meeting Specifications: Items 1, 2 and 6.

Item 1 – Studio Upright Piano @ \$3,898.80 each.
Item 2 – Grand Piano @ \$8,995 each.
Item 6 – Baby Grand Piano @ \$5,795 each.

2. PIANOS PLUS, INC.
11771 SOUTH DIXIE HWY
MIAMI, FL 33156 ESTIMATE \$35,400
OWNER: JOHN B. ROSE, PRESIDENT/TREASURER

Low Unit Price Meeting Specifications: Item 4.

Item 4 – Digital Piano @ \$885 each.

ALTERNATE

3. BOBB'S PIANOS & ORGANS OF WEST PALM BEACH, INC.
2512 S.W. 30 AVE.
HALLANDALE BEACH, FL 33009
OWNER: R. MICHAEL MESSINGSCHLAGER
PRESIDENT

Low Unit Price Meeting Specifications: Items 1 and 4.

Item 1 – Studio Upright Piano @ \$4,854 each.
Item 4 – Digital Piano @ \$1,086 each.

4. Reject Items 3 and 5, and alternate Items 2 and 6.
5. Authorized Procurement Management Services to purchase up to the total estimated amount of \$753,977.

RHH/ae

Financial Services
Richard H. Hinds, Chief Financial Officer

SUBJECT: REQUEST AUTHORIZATION TO ENTER INTO CONTRACTUAL SERVICES AGREEMENTS, BETWEEN THE SCHOOL BOARD OF MIAMI-DADE COUNTY, FLORIDA, AND BANK OF AMERICA/MERRILL LYNCH, PIERCE, FENNER & SMITH INCORPORATED; CITIGROUP GLOBAL MARKETS, INC.; J.P. MORGAN SECURITIES; RAYMOND JAMES & ASSOCIATES, INC.; LOOP CAPITAL MARKETS, LLC; MORGAN KEEGAN & COMPANY, INC.; RBC CAPITAL MARKETS CORPORATION; SAMUEL A. RAMIREZ & COMPANY, INC.; SIEBERT BRANDFORD SHANK & CO., LLC; MORGAN STANLEY & CO., INCORPORATED; AND WELLS FARGO BANK, NATIONAL ASSOCIATION, PURSUANT TO REQUEST FOR PROPOSALS NO. 030-KK10 – UNDERWRITING SERVICES

COMMITTEE: INNOVATION, EFFICIENCY & GOVERNMENTAL RELATIONS

LINK TO STRATEGIC FRAMEWORK: FINANCIAL EFFICIENCY/STABILITY

Request For Proposals No. 030-KK10 – UNDERWRITING SERVICES, is to obtain services to identify and appoint an Authorized Underwriters List, to underwrite either Certificates of Participation under the District's Master Lease Program or other planned financings, for the Office of Treasury Management. This is a term proposal. Twenty-five (25) proposers responded to this advertised solicitation.

Underwriting teams for particular negotiated financings to be issued by the District through June 30, 2012, will be selected from the Authorized Underwriters List. Selection for inclusion in the School Board's Authorized Underwriters List under this Request For Proposals does not guarantee any role in any particular financing of the Board.

As upcoming sales are contemplated, the Treasury Advisory Committee will review financing proposals from the Authorized Underwriters List and recommend Underwriting Teams that will be included in the Agenda Item, requesting the Board's authorization for the sale. The Authorized Underwriters List designation may be extended for one additional year.

The Evaluation Committee met on April 26, 2010, to evaluate proposals received in response to the Request For Proposals. Twenty-five (25) proposals were presented for consideration: Blaylock Robert Van, LLC; Cabrera Capital Markets, LLC; Citigroup Global Markets, Inc.; Duncan-Williams, Inc.; Fidelity Capital Markets; Goldman, Sachs & Company/Stern, Agee & Leach, Inc., jointly; Estrada Hinojosa & Company, Inc.; J.P. Morgan Securities; Raymond James & Associates, Inc.; Jackson Securities, LLC; Edward Jones; Loop Capital Markets LLC; Bank of America/Merrill Lynch, Pierce, Fenner & Smith, Incorporated (BAML); MFR Securities, Inc.; Morgan Keegan & Company, Inc.; PNC Capital Markets, LLC; RBC Capital Markets Corporation; Rice Securities, LLC, d.b.a. Rice Financial Products Company; Rockfleet Financial Services; Samuel A. Ramirez & Company, Inc.; Siebert Brandford Shank & Co., LLC; Morgan Stanley & Co., Incorporated; Stern Brothers & Company; Suntrust Robinson Humphrey; and Wells Fargo Bank, National Association.

After considerable deliberation, the Committee unanimously recommended the following firms: Bank of America/Merrill Lynch, Pierce, Fenner & Smith, Incorporated; Citigroup Global Markets, Inc.; J.P. Morgan Securities; Raymond James & Associates, Inc.; Loop Capital Markets, LLC; Morgan Keegan & Company, Inc.; RBC Capital Markets Corporation; Samuel A. Ramirez & Company, Inc.; Siebert Brandford Shank & Co., Incorporated; Morgan Stanley & Company, Inc.; and Wells Fargo Bank, National Association.

All firms will be authorized to fill a role on the Underwriting Team, however, only the following firms are authorized to fill the Lead/Senior Manager Role for a particular financing:

Bank of America/Merrill Lynch, Pierce, Fenner & Smith, Incorporated
Citigroup Global Markets, Inc.
J.P. Morgan Securities
Morgan Stanley & Co., Incorporated
RBC Capital Markets Corporation
Wells Fargo Bank, National Association

Bank of America/Merrill Lynch, Pierce, Fenner & Smith, Incorporated is recommended as the Lead/Senior Manager in the upcoming Qualified School Construction Bond COP sale.

The Lead/Senior Manager runs the books and is responsible for the overall management of the sale, as well as assumes the greatest amount of liability for underwriting the bonds. Co-Senior Managers will assume the next level of liability and should provide additional distribution capabilities for the sale. The Co-Managers have the lowest amount of liability and are also expected to participate in the sale of the bonds. The percentages of liability assumed by each firm are predetermined and agreed to by all the firms in the Underwriting Team.

The composition of the team will take into consideration: the capitalization of the firms; the experience and expertise with the financing product being proposed, the size of the issue; balancing of the team to provide retail, institutional, national, regional, and minority representation; and past experience with prior School Board sales.

RECOMMENDED: That The School Board of Miami-Dade County, Florida, AUTHORIZE the Superintendent of Schools to enter into contractual services agreements with the following firms, pursuant to Request For Proposals No. 030-KK10 - UNDERWRITING SERVICES, and APPOINT firms to the AUTHORIZED UNDERWRITERS LIST, to obtain services to underwrite either Certificates of Participation under the District's Master Lease Program or other planned financings, for the Office of Treasury Management, effective May 12, 2010, through June 30, 2012, as follows:

1. BANK OF AMERICA/MERRILL LYNCH, PIERCE, FENNER & SMITH, INCORPORATED (BAML)
120 EAST PALMETTO PARK ROAD
BOCA RATON, FL 33432
DAVID S. ABRAMS, DIRECTOR
2. CITIGROUP GLOBAL MARKETS, INC.
200 SOUTH ORANGE AVENUE, SUITE 2170
ORLANDO, FL 32801
MICHAEL BALDWIN, DIRECTOR
3. J.P. MORGAN SECURITIES
383 MADISON AVENUE, 8TH FLOOR
NEW YORK, NY 10179
LINDA VANDERPERRE, EXECUTIVE DIRECTOR
4. RAYMOND JAMES & ASSOCIATES, INC.
301 EAST PINE STREET, SUITE 1100
ORLANDO, FL 32801
ALEX BUGALLO, VICE PRESIDENT

5. LOOP CAPITAL MARKETS, LLC
121 SOUTH ORANGE AVENUE, SUITE 1500
ORLANDO, FL 32801
MARGARET LEZCANO, MANAGING DIRECTOR
6. MORGAN KEEGAN & COMPANY, INC.
2800 PONCE DE LEON BLVD., SUITE 1300
CORAL GABLES, FL 33134
PERCY R. AGUILA, JR., MANAGING DIRECTOR
7. RBC CAPITAL MARKETS CORPORATION
100 SECOND AVENUE SOUTH, SUITE 800
ST. PETERSBERG, FL 33701
JULIE SANTAMARIA, DIRECTOR
8. SAMUEL A. RAMIREZ & COMPANY, INC.
61 BROADWAY, SUITE 2924
NEW YORK, NY 10803
SAMUEL RAMIREZ, SR., PRESIDENT/CEO
9. SIEBERT BRANDFORD SHANK & CO., LLC
535 GRISWOLD STREET, SUITE 2250
DETROIT, MI 48226
SEAN WERDLOW, MANAGING DIRECTOR
10. MORGAN STANLEY & CO., INCORPORATED
1560 SAWGRASS CORPORATE PARKWAY, FLOOR 4
SUNRISE, FL 33434
J.W. HOWARD, EXECUTIVE DIRECTOR
11. WELLS FARGO BANK, NATIONAL ASSOCIATION
2363 GULF-TO-BAY BOULEVARD
CLEARWATER, FL 33765
J. MICHAEL OLLIFF, VICE PRESIDENT

RHH/ae