

RFQ# 060418 - Financial Advisement RFQ# 060418 Scoring Summary

Active Submissions

	Total	Fee Schedule	Meet District Needs	Reputation of FA	Quality of Services	Long-term Cost	Additional Resources	All Requested Forms	A - Financial Advisement RFQ# 060418 (Q-68PX)	A-1 - District Relationship and Experience	A-2 - Company Information	A-3 - Requirements
Supplier	/ 100 pts	/ 30 pts	/ 20 pts	/ 15 pts	/ 10 pts	/ 5 pts	/ 3 pts	Pass/Fail	/ 17 pts*	/ 3 pts	/ 5 pts	/ 7 pts
Post Oak MA	98.3 pts	30 pts (\$9,000.00)	20 pts	15 pts	10 pts	5 pts	3 pts	Pass	15.3 pts	3 pts	3.5 pts	7 pts
Hilltop Securities Inc.	97.5 pts	30 pts (\$9,000.00)	20 pts	13.5 pts	9 pts	5 pts	3 pts	Pass	17 pts	3 pts	5 pts	7 pts
Hutchinson, Shockey, Erley & Co.	90.76 pts	27.41 pts (\$9,850.00)	18 pts	13.5 pts	9 pts	4 pts	2.7 pts	Pass	16.15 pts	3 pts	4.25 pts	7 pts
U.S. Municipal Advisors	83.63 pts	27 pts (\$10,000.00)	16 pts	12 pts	8 pts	3.5 pts	2.4 pts	Pass	14.73 pts	2 pts	4 pts	7 pts

RFQ# 060418 - Financial Advisement RFQ# 060418 Post Oak MA

Scoring Summary

Evaluation Group 1 - Main Evaluation

	Total	Fee Schedule	Meet District Needs	Reputation of FA	Quality of Services	Long-term Cost	Additional Resources	A - Financial Advisement RFQ# 060418 (Q-68PX)	A-1 - District Relationship and Experience	A-2 - Company Information	A-3 - Requirements
Reviewer	/ 100 pts	/ 30 pts	/ 20 pts	/ 15 pts	/ 10 pts	/ 5 pts	/ 3 pts	/ 17 pts*	/ 3 pts	/ 5 pts	/ 7 pts
Adam Stearns	98.3 pts	\$9,000.00	10 / 10	10 / 10	10 / 10	10 / 10	10 / 10	15.3 pts	3 pts	3.5 pts	7 pts
Average:		\$9,000.00	10 / 10	10 / 10	10 / 10	10 / 10	10 / 10	Average:	3 pts	3.5 pts	7 pts
		↓	↓	↓	↓	↓	↓		↓	↓	↓
Calculated:	98.3 pts	30 pts (\$9,000.00)	20 pts	15 pts	10 pts	5 pts	3 pts	15.3 pts	3 pts	3.5 pts	7 pts

* - Denotes the group weight has been overridden.

Evaluation Group 2 - Documentation

Reviewer	All Requested Forms Pass/Fail
Adam Stearns	Pass
Average:	Pass
	↓
Calculated:	Pass

Scoring Comments

Fee Schedule - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	30 pts (\$9,000.00)	-	Base fee per \$1M

Meet District Needs - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	10 / 10	Meets or exceeds my expectations	FA provides all required services for the district. The district also has a previous relationship with this FA, and has had exceptional service.

Reputation of FA - Reviewer Scores

Reviewer	Score	Reason	Comments
----------	-------	--------	----------

Adam Stearns	10 / 10	Meets or exceeds my expectations	The district has had a previous relationship with this FA, and has had exceptional service. The organization is a familiar structure for the district.
--------------	---------	----------------------------------	--

Quality of Services - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	10 / 10	Meets or exceeds my expectations	Over the last few years of having this FA, we have received exceptional service.

Long-term Cost - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	10 / 10	Meets or exceeds my expectations	This firm has one of the more advantageous fee structures for the district.

Additional Resources - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	10 / 10	Meets or exceeds my expectations	While the firm has not been around for a long time, the FA has had a previous experience with the district, and is able to provide anything additional the district may require.

All Requested Forms - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	Pass	Meets the requirement(s)	All required documents submitted.

RFQ# 060418 - Financial Advisement RFQ# 060418 Hilltop Securities Inc.

Scoring Summary

Evaluation Group 1 - Main Evaluation

	Total	Fee Schedule	Meet District Needs	Reputation of FA	Quality of Services	Long-term Cost	Additional Resources	A - Financial Advisement RFQ# 060418 (Q-68PX)	A-1 - District Relationship and Experience	A-2 - Company Information	A-3 - Requirements
Reviewer	/ 100 pts	/ 30 pts	/ 20 pts	/ 15 pts	/ 10 pts	/ 5 pts	/ 3 pts	/ 17 pts*	/ 3 pts	/ 5 pts	/ 7 pts
Adam Stearns	97.5 pts	\$9,000.00	10 / 10	9 / 10	9 / 10	10 / 10	10 / 10	17 pts	3 pts	5 pts	7 pts
Average:		\$9,000.00	10 / 10	9 / 10	9 / 10	10 / 10	10 / 10	Average:	3 pts	5 pts	7 pts
		↓	↓	↓	↓	↓	↓		↓	↓	↓
Calculated:	97.5 pts	30 pts (\$9,000.00)	20 pts	13.5 pts	9 pts	5 pts	3 pts	17 pts	3 pts	5 pts	7 pts

* - Denotes the group weight has been overridden.

Evaluation Group 2 - Documentation

Reviewer	All Requested Forms Pass/Fail
Adam Stearns	Pass
Average:	Pass
	↓
Calculated:	Pass

Scoring Comments

Fee Schedule - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	30 pts (\$9,000.00)	-	Base fee per \$1M

Meet District Needs - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	10 / 10	Meets or exceeds my expectations	This firm has provided the district with previous FAs, and the district has received exceptional service from them. Any services needed from the firm would be able to be provided.

Reputation of FA - Reviewer Scores

Reviewer	Score	Reason	Comments
----------	-------	--------	----------

Adam Stearns	9 / 10	Meets or exceeds my expectations	While the district does have a previous relationship with this firm, the FA that was assigned to us is no longer with the firm. The firm was good, but the district would like to have an FA that has previous experience with the district.
--------------	--------	----------------------------------	--

Quality of Services - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	9 / 10	Meets or exceeds my expectations	This firm has provided good services in the past, however, the FA that was assigned to us is no longer with the firm, and the district is seeking someone that is familiar with the district.

Long-term Cost - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	10 / 10	Meets or exceeds my expectations	The fee schedule is one of the most advantageous for the district.

Additional Resources - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	10 / 10	Meets or exceeds my expectations	The firm would be able to provide any necessary resources required by the district.

All Requested Forms - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	Pass	Meets the requirement(s)	All required documents submitted.



RFQ# 060418 - Financial Advisement RFQ# 060418
Hutchinson, Shockey, Erley & Co.

Scoring Summary

Evaluation Group 1 - Main Evaluation

	Total	Fee Schedule	Meet District Needs	Reputation of FA	Quality of Services	Long-term Cost	Additional Resources	A - Financial Advisement RFQ# 060418 (Q-68PX)	A-1 - District Relationship and Experience	A-2 - Company Information	A-3 - Requirements
Reviewer	/ 100 pts	/ 30 pts	/ 20 pts	/ 15 pts	/ 10 pts	/ 5 pts	/ 3 pts	/ 17 pts*	/ 3 pts	/ 5 pts	/ 7 pts
Adam Stearns	90.76 pts	\$9,850.00	9 / 10	9 / 10	9 / 10	8 / 10	9 / 10	16.15 pts	3 pts	4.25 pts	7 pts
Average:		\$9,850.00	9 / 10	9 / 10	9 / 10	8 / 10	9 / 10	Average:	3 pts	4.25 pts	7 pts
		↓	↓	↓	↓	↓	↓		↓	↓	↓
Calculated:	90.76 pts	27.41 pts (\$9,850.00)	18 pts	13.5 pts	9 pts	4 pts	2.7 pts	16.15 pts	3 pts	4.25 pts	7 pts

* - Denotes the group weight has been overridden.

Evaluation Group 2 - Documentation

Reviewer	All Requested Forms Pass/Fail
Adam Stearns	Pass
Average:	Pass
	↓
Calculated:	Pass

Scoring Comments

Fee Schedule - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	27.41 pts (\$9,850.00)	-	Base fee per \$1M

Meet District Needs - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	9 / 10	Meets or exceeds my expectations	This firm does have a prior relationship with the district, but does not have recent experience within the last few years. However, the firm would be able to provide the district with any necessary services.

Reputation of FA - Reviewer Scores

Reviewer	Score	Reason	Comments
----------	-------	--------	----------

Adam Stearns	9 / 10	Meets or exceeds my expectations	This firm has a lot of experience with school districts, specifically in Texas. it has been a while since the firm has worked with the district, but seems fully capable.
--------------	--------	----------------------------------	---

Quality of Services - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	9 / 10	Meets or exceeds my expectations	The firm seems to be able to provide sufficient services for the district.

Long-term Cost - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	8 / 10	Meets or exceeds my expectations	This firm has a fair fee schedule, but is not the most advantageous for the district.

Additional Resources - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	9 / 10	Meets or exceeds my expectations	Firm seems to be able to provide any required resources the district may need.

All Requested Forms - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	Pass	Meets the requirement(s)	All required documents submitted.



RFQ# 060418 - Financial Advisement RFQ# 060418 U.S. Municipal Advisors

Scoring Summary

Evaluation Group 1 - Main Evaluation

	Total	Fee Schedule	Meet District Needs	Reputation of FA	Quality of Services	Long-term Cost	Additional Resources	A - Financial Advisement RFQ# 060418 (Q-68PX)	A-1 - District Relationship and Experience	A-2 - Company Information	A-3 - Requirements
Reviewer	/ 100 pts	/ 30 pts	/ 20 pts	/ 15 pts	/ 10 pts	/ 5 pts	/ 3 pts	/ 17 pts*	/ 3 pts	/ 5 pts	/ 7 pts
Adam Stearns	83.63 pts	\$10,000.00	8 / 10	8 / 10	8 / 10	7 / 10	8 / 10	14.73 pts	2 pts	4 pts	7 pts
Average:		\$10,000.00	8 / 10	8 / 10	8 / 10	7 / 10	8 / 10	Average:	2 pts	4 pts	7 pts
		↓	↓	↓	↓	↓	↓		↓	↓	↓
Calculated:	83.63 pts	27 pts (\$10,000.00)	16 pts	12 pts	8 pts	3.5 pts	2.4 pts	14.73 pts	2 pts	4 pts	7 pts

* - Denotes the group weight has been overridden.

Evaluation Group 2 - Documentation

Reviewer	All Requested Forms Pass/Fail
Adam Stearns	Pass
Average:	Pass
	↓
Calculated:	Pass

Scoring Comments

Fee Schedule - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	27 pts (\$10,000.00)	-	Base fee per \$1M

Meet District Needs - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	8 / 10	Meets or exceeds my expectations	This firm does not have a previous relationship with the district, and does not seem to have as extensive of a list working with Texas school districts as other advisers.

Reputation of FA - Reviewer Scores

Reviewer	Score	Reason	Comments
----------	-------	--------	----------

Adam Stearns	8 / 10	Meets or exceeds my expectations	This firm does not have a previous relationship with the district, and does not have as extensive of a list working with Texas school districts as other advisers do.
--------------	--------	----------------------------------	---

Quality of Services - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	8 / 10	Meets or exceeds my expectations	The firm would be able to provide the services, but does not have a previous relationship and understanding of the district's financial needs.

Long-term Cost - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	7 / 10	Partially meets my expectations	This firm has the least advantageous fee schedule for the district.

Additional Resources - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	8 / 10	Meets or exceeds my expectations	Firm should be able to provide the necessary resources, however, without previous experience there is a level of uncertainty.

All Requested Forms - Reviewer Scores

Reviewer	Score	Reason	Comments
Adam Stearns	Pass	Meets the requirement(s)	All required documents submitted.

RFQ# 060418 - Financial Advisement RFQ# 060418
Questionnaire - Financial Advisement RFQ# 060418 (Q-68PX)

Question Set - District Relationship and Experience

#	Question	Points	Post Oak MA	Average	Adam Stearns - Score	Adam Stearns - Comments	Hutchinson, Shockey, Erley & Co.	Average	Adam Stearns - Score	Adam Stearns - Comments	U.S. Municipal Advisors	Average	Adam Stearns - Score	Adam Stearns - Comments	Hilltop Securities Inc.	Average	Adam Stearns - Score	Adam Stearns - Comments
1.0.1	Do you have a past professional relationship with Magnolia ISD?	1	Response: Yes Comment: Professionals with Post Oak Municipal Advisors LLP previously served as financial advisor to Magnolia ISD from 2015 - 2018.	1 pts	1 pts	Auto-Scoring 3 Questions - Filtering from A-1 - District Relationship and Experience This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:06 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: HSE has served as underwriter for Magnolia ISD on four (two as Senior / Sole manager and two as Co-Manager) occasions with a total par amount of \$190.445 million.	1 pts	1 pts	Auto-Scoring 3 Questions - Filtering from A-1 - District Relationship and Experience This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:06 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: No Comment: No Comment Provided	0 pts	0 pts	Auto-Scoring 3 Questions - Filtering from A-1 - District Relationship and Experience This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:06 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: Hilltop Securities Inc. has a current financial advisory contract with Magnolia ISD.	1 pts	1 pts	Auto-Scoring 3 Questions - Filtering from A-1 - District Relationship and Experience This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:06 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.
1.0.2	Do you have a past professional experience with other Texas School Districts?	1	Response: Yes Comment: Professionals with Post Oak Municipal Advisors LLP have previously served as financial advisor to numerous Texas public school districts over the last 20 years. Details of prior professional engagements can be provided upon request.	1 pts	1 pts	Auto-Scoring 3 Questions - Filtering from A-1 - District Relationship and Experience This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:06 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: Since opening our Texas Public Finance office in 2009, the firm has participated in over 400 transactions totaling more than \$25 billion in par value for issuers such as Willis ISD, Montgomery ISD, Cypress-Fairbanks ISD, and Katy ISD among others. Mr. Ryan O'Hara, primary banker, is a Texas school district municipal expert. Mr. O'Hara, a resident of Montgomery County, has over 25 years of municipal financial advisory experience having served as lead banker on over \$12 billion of municipal underwritings and financial advisory engagements for Texas school districts.	1 pts	1 pts	Auto-Scoring 3 Questions - Filtering from A-1 - District Relationship and Experience This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:06 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: Lewis Wilks has worked with Texas school districts in the State of Texas for more than 30 years. Section 4.1 of our response highlights our/his experience in the last 5 years.	1 pts	1 pts	Auto-Scoring 3 Questions - Filtering from A-1 - District Relationship and Experience This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:06 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: Yes, according to MuniAnalytics, HilltopSecurities has served as financial advisor to over 267 independent school districts in the State of Texas since May 1, 2013.	1 pts	1 pts	Auto-Scoring 3 Questions - Filtering from A-1 - District Relationship and Experience This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:06 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.
1.0.3	Has the firm and/or individual had experience during the last five (5) years as financial advisor or negotiated or competitively bid bond issues of Texas Public School District? If so, please explain in the comment.	1	Response: Yes Comment: Since January 2013, professionals with Post Oak Municipal Advisors LLP have served as financial advisor on 101 negotiated or competitively bid bond issues of Texas public school districts with a cumulative par amount exceeding \$9.9 billion.	1 pts	1 pts	Auto-Scoring 3 Questions - Filtering from A-1 - District Relationship and Experience This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:06 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: In the past 5 years, HSE and Mr. O'Hara have acted as financial advisor on 65 issues totaling approximately \$4 billion in par amount.	1 pts	1 pts	Auto-Scoring 3 Questions - Filtering from A-1 - District Relationship and Experience This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:06 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: USCA utilizes both methods of sale base on the district's needs and market conditions. USCA has completed more than 340 bond transactions in the last 5 years using both competitive and negotiated sale methods.	1 pts	1 pts	Auto-Scoring 3 Questions - Filtering from A-1 - District Relationship and Experience This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:06 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: According to MuniAnalytics, HilltopSecurities is the Number-One ranked financial advisor for Texas independent school districts, for both number of issues and par amount with 679 issues with an aggregate par amount of \$30.8 billion.	1 pts	1 pts	Auto-Scoring 3 Questions - Filtering from A-1 - District Relationship and Experience This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:06 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.

Question Set - Company Information

#	Question	Points	Post Oak MA	Average	Adam Stearns - Score	Adam Stearns - Comments	Hutchinson, Shockey, Erley & Co.	Average	Adam Stearns - Score	Adam Stearns - Comments	U.S. Municipal Advisors	Average	Adam Stearns - Score	Adam Stearns - Comments	Hilltop Securities Inc.	Average	Adam Stearns - Score	Adam Stearns - Comments
2.1	Emplo yees																	
2.1.1	How long has your company been in business?	1	Response: 5 years or less Comment: Post Oak Municipal Advisors LLP was created on March 9, 2018.	0.25 pts	0.25 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.	Response: More than 10 years Comment: For more than 60 years (Established in 1957), HSE has been solely committed to public finance.	1 pts	1 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.	Response: 6-10 years Comment: USCA was founded in October 2010.	0.5 pts	0.5 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.	Response: More than 10 years Comment: HilltopSecurities, formerly Southwest Securities Inc., has been in business since 1972. HilltopSecurities merged with First Southwest Company, LLC in January 2016.	1 pts	1 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.
2.1.2	Is your principal place of business in Texas?	1	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.	Response: Yes Comment: HSE has offices in Houston, Dallas and San Antonio.	1 pts	1 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.	Response: Yes Comment: HilltopSecurities is headquartered in Dallas, Texas.	1 pts	1 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.
2.1.3	How many persons does your firm employ in the state of Texas?	1	Response: Less than 100 Comment: Post Oak Municipal Advisors LLP currently employs five full-time professionals in Texas.	0.25 pts	0.25 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.	Response: Less than 100 Comment: Our Texas team consists of 8 people. HSE has grown to 51 employees nationally operating in 8 states. We will be opening an Atlanta, Georgia office this summer.	0.25 pts	0.25 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.	Response: 101-250 Comment: With offices in Houston, Dallas and Austin Texas, USCA employs more than 120 personnel.	0.5 pts	0.5 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.	Response: 500 or more Comment: Of the firm's approximately 915 employees, over 600 are located in the State of Texas.	1 pts	1 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.
2.2	Reso																	

2.2.1	Do you currently have a contract with a school district of the same or similar size as Magnolia ISD?	1	Response: Yes Comment: Post Oak Municipal Advisors LLP has current contracts with numerous school districts of comparable size to Magnolia ISD, including Montgomery ISD, Sealy ISD, Friendswood ISD and Dickinson ISD.	1 pts	1 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.	Response: Yes Comment: We have FA contracts in place with Deer Park ISD, Goose Creek CISD, Clear Creek ISD, Bastrop ISD and Needville ISD.	1 pts	1 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.	Response: Yes Comment: We provide financial advisory services to many school districts of similar size. Beaumont, Brazosport, Channelview, Sheldon and Carroll ISD are some examples.	1 pts	1 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.	Response: Yes Comment: HilltopSecurities serves as financial advisory to hundreds of Texas independent school districts, from the very smallest to the very largest.	1 pts	1 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.
2.3	Licen																	
2.3.1	Does your company hold the required licensing to perform the necessary work?	1	Response: Yes Comment: Post Oak Municipal Advisors LLP is a registered municipal advisor firm with the United States Securities and Exchange Commission and the Municipal Securities Rulemaking Board. Advisory professionals employed by Post Oak Municipal Advisors LLP are Series-50 Qualified Representatives.	1 pts	1 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.	Response: Yes Comment: HSE and our employees hold all required licenses required to perform the necessary work. We are also fully insured and carry "Errors & Omissions" coverage.	1 pts	1 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.	Response: Yes Comment: We are licensed by FINRA and all appropriate regulatory bodies. Mr. Wilks holds the Series 7, 63 and 50 licenses. Please refer to the biographies for additional information.	1 pts	1 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.	Response: Yes Comment: HilltopSecurities is a Municipal Advisor registered with FINRA (Financial Industry Regulatory Authority), and its registration numbers are as follows: CRD# 6220 / SEC# 8-45123.	1 pts	1 pts	Auto-Scoring 5 Questions - Filtering from A-2 - Company Information This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:08 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: 5 years or less = 25.000%, 6-10 years = 50.000%, More than 10 years = 100.000%.

Question Set - Requirements

#	Question	Points	Post Oak MA	Average	Adam Stearns - Score	Adam Stearns - Comments	Hutchinson, Shockey, Erley & Co.	Average	Adam Stearns - Score	Adam Stearns - Comments	U.S. Municipal Advisors	Average	Adam Stearns - Score	Adam Stearns - Comments	Hilltop Securities Inc.	Average	Adam Stearns - Score	Adam Stearns - Comments
3.0.1	Please confirm that your company agrees to the following: Assist in the survey and analysis of the District's financial resources in light of projected revenue and existing indebtedness, including a study of the District's existing debt structure and trend of assessed valuation, taxing ability and present and future tax requirements.	1	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: HSE confirms that we will assist in the survey and analysis of the District's financial resources in light of projected revenue and existing indebtedness, including a study of the District's existing debt structure and trend of assessed valuation, taxing ability and present and future requirements.	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.
3.0.2	Please confirm that your company agrees to the following: Assist in the analysis and preparation of options for the financing of recommended projects. Such assistance shall include assessment of all possible funding sources, including local, state and other sources.	1	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: HSE confirms that we will assist in the analysis and preparation of options for the financing of recommended projects, including all possible funding sources from local state and other sources.	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.
3.0.3	Please confirm that your company agrees to the following: Assist administration and Board of Trustees in planning and preparing for a bond election, if determined to be necessary, including consultations with a local bond committee if one is established for the purpose of promoting the passage of a bond issue.	1	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: HSE confirms that we will assist the administration and Board of Trustees in planning and preparing for a bond election including consultations with a local bond committee if one is established for the purpose of promoting the passage of a bond issue.	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.
3.0.4	Please confirm that your company agrees to the following: On-site consultation with and presentation to Board of Trustees, administration, and/or various committees throughout the bond process.	1	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: HSE confirms that we will conduct on-site consultation with and presentation to Board of Trustees, administration, and/or various committees throughout the bond process. We are a full-service Financial Advisor.	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.
3.0.5	Please confirm that your company agrees to the following: On-going advice from time to time regarding new developments in the municipal bond industry as they affect the District's current and projected long-term debt financing.	1	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: HSE confirms that we will provide on-going advice regarding new developments in the municipal bond industry as they affect the District's current and projected long-term debt financing and overall financial position.	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.
3.0.6	Please confirm that your company agrees to the following: Advise administration on investment options for bond proceeds and assist with execution of investment selections.	1	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: HSE confirms that we can advise the administration on investment options for bond proceeds and assist with execution of investment selections.	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages: Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.

3.0.7	Please confirm that your company agrees to the following: Advise on compliance with bond covenants.	1	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages. Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: HSE confirms that we will advise on compliance with bond covenants along with the District's other consultants and legal advisors (bond counsel, tax counsel and disclosure counsel). We will handle completely the Annual Continuing Disclosure duties without any additional costs to MISD.	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages. Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages. Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.	Response: Yes Comment: No Comment Provided	1 pts	1 pts	Auto-Scoring 7 Questions - Filtering from A-3 - Requirements This score was automatically generated by Adam Stearns on Jun 4th 2018, 11:10 AM CDT based on the following mapping of Responses to percentages. Pre-Defined Response Auto-Score Values: Yes = 100.000%, No = 0.000%.
-------	---	---	---	-------	-------	---	---	-------	-------	---	---	-------	-------	---	---	-------	-------	---