

Questions and Answers for RFQ 2020-01

Single Family Senior Manager, Single Family Co-Manager, Single Family Selling Group Member, and Multifamily Investment Bankers

Q: The RFP requires submission of an original and hard copies. Due to various government executive orders, as well as firm policies, with regard to the COVID-19 Pandemic declaration, we are currently not working in the firm's offices, and are instead working from their respective homes. In addition, the firm's proposal production department where such hard copies are produced is not currently operating, and may not be operating prior to the due date of the proposal. Is there any possibility Florida Housing would consider changing the hard copy requirements of the RFP and permit submission of proposals electronically in Adobe Acrobat PDF form delivered via email?

A: Florida Housing will not be able to accept Responses via e-mail; however, there is a new online portal where they can be uploaded. Please see Addendum #1.

Q: The RFP requires submission of an electronic version of the proposal in either CD or flash drive format. Due to various government executive orders, as well as firm policies, with regard to the COVID-19 Pandemic declaration, we are currently not working in the firm's offices, and are instead working from their respective homes. It may not be possible for the firm to prepare such electronic version in either of those permitted formats through any of the banking team members' remote access capabilities. Is there any possibility Florida Housing would consider changing the electronic copy requirement of the RFP and permit satisfaction of this component of the proposal submission electronically in Adobe Acrobat PDF form delivered via email?

A: Florida Housing will not be able to accept Responses via e-mail; however, there is a new online portal where they can be uploaded. Please see Addendum #1.

Q: In Table 4, pricing and takedown information is requested for several maturities. Can you please clarify the terms associated with the COB and Note line items? Information such as maturity / tender dates, call / redemption rights, hard or soft put, etc., would be the types of clarifications needed to provide more accurate indicative information.

A: For a COB, Florida Housing would request a 6-month **mandatory tender** with a 3-month optional call and a hard put. For a note, Florida Housing would request a 12-month maturity with a 6-month optional call.

Q: In regard to Section Five, Item H., would a Contractor be prohibited from serving as SF TBA Administrator if selected as SF Bond Underwriter?

A: No, the awarded Contractor can be both the SF TBA administrator and SF Bond Underwriter. It is expected that Florida Housing will go out with a separate competitive solicitation for TBA administrator. Florida Housing is only requesting your capability to provide SF TBA administrator services as a part of this bid.

Q: The RFQ requests the yield expected for FHFC bonds to have priced at as of February 26th. Would the FHFC like a more current date?

A: Yes, at the time the RFQ was posted there was a liquidity issue in the market due to COVID-19. Please see Addendum #1.

Q: Are Exhibits included in the 25 pages in length restriction? (e.g. evidence that the Respondent is qualified to do business in the State of Florida, proof of insurance, example research report, and detailed transaction list, etc.)

A: Yes, exhibits are included. Please see Addendum #1.