



# Harris County, Texas

1001 Preston St., Suite 934  
Houston, Texas 77002

## Staff Report

**File #:** 21-4498

**Agenda Date:** 8/24/2021

**Agenda #:** 330.

**To:** Harris County Commissioners Court

**Through:** DeWight Dopslauf, Purchasing Agent, Purchasing Department  
**Prepared By:** Myra Herrera, Purchasing Coordinator, Purchasing Department

**Subject:** Supplemental Item  
**Project ID (If applicable):**

	YES	NO	ABSTAIN
Judge Lina Hidalgo	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Comm. Rodney Ellis	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Comm. Adrian Garcia	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Comm. Tom S. Ramsey	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Comm. R. Jack Cagle	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

### Purpose and Request:

Request by the Office of the Purchasing Agent for approval of an award on the basis of best proposal meeting requirements and order for the County Judge to execute an agreement with Masterson Advisors, LLC for financial advisory services for Harris County and the Flood Control District for the period of August 24, 2021 - August 23, 2022 with four (4) one-year renewal options (210043).

### Background and Discussion:

*[INSTRUCTIONS: In this section should concisely provide any background and analysis that the Commissioners Court needs to fully understand the action being requested. Please limit background to 3-4 sentences and include any reference to when this item was previously considered by Court. Background should include reference to study or order that led to this item or if the item is a result of compliance with any specific law or statutory requirements.]*

### Fiscal Impact:

*[INSTRUCTIONS: A short description of the cost of the request and where you are requesting funding from. No more than 2 sentences. In addition please fill out the table below. This includes financial impact to the current fiscal year and subsequent fiscal years along with the source of funding (general fund, grant, etc.). If the amount is within the current budget, please indicate the amount from 'Existing Department Budget'. If all of or part of the request is a new expense, please indicate funding source in the space provided.]*

Fiscal Summary			
Expenditures	FY 20-21	FY 21-22 Projected	Future Years Projected [3 additional years]
<b>Service Impacted:</b> <i>[Please specify division where expenditure is incurred]</i>			
Existing Budget			
Additional Appropriation Requested			
<b>Total Expenditures</b>			
<b>Funding Sources</b>			
Existing Department Budget			

Please Identify Funding Source, Special Revenue, Grant, etc.			
[INSERT FUNDING SOURCE]			
<b>Total Sources</b>			

**Alternatives:**

*[INSTRUCTIONS: In this section you should briefly discuss any viable alternatives, including the benefits and consequences of each. Include subtitles on the first line of each alternative to identify it. If appropriate, the financial impact of each alternative can be discussed. If taking no action is a viable alternative it should also be discussed, including any financial or other impacts that would result.]*

**Alignment with Strategic Objective:**

*[INSTRUCTIONS: Please write out the Department Strategic Objective impacted by this item.]*

**Attachments:**

*[INSTRUCTIONS: Please include a list of backup for this item with a short description of each if more than one.]*

Presented to Commissioners Court

August 24, 2021

Approve: G/E



**DeWight Dopslauf, C.P.M., CPPO  
Harris County Purchasing Agent**

August 19, 2021

**SUPPLEMENTAL ITEM**

Commissioners Court  
Harris County, Texas

**RE: Job No. 210043**

Members of Commissioners Court:

Please approve the following award on the basis of best proposal meeting requirements and the attached Order authorizing the County Judge to execute the Agreement for the following:

**Description:** Financial Advisory Services for Harris County and the Harris County Flood Control District

**Proposals Received:** Nine (9) on March 8, 2021 (see attached)

**Vendor:** Masterson Advisors, LLC

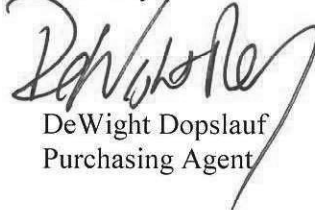
**Term:** August 24, 2021 through August 23, 2022 with four (4) one-year renewal options


**Amount:** See confidential attachment

**Evaluated by:**   X   Evaluation Committee   X   Harris County Purchasing

Purchase order(s) will be issued upon Commissioners Court approval.

Sincerely,

  
DeWight Dopslauf  
Purchasing Agent

CAK  
Attachment(s)

cc: Budget Management  
Precinct 1-4  
County Judge's Office  
Vendors w/o attachments

**FOR INCLUSION ON COMMISSIONERS COURT AGENDA AUGUST 24, 2021**



**CONFIDENTIAL UNTIL APPROVED BY COMMISSIONERS COURT**

**Request for Proposal for Financial Advisory Services for Harris County and the Harris County  
Flood Control District**

Nine (9) proposals were received as follows:

<b><u>Vendors</u></b>	<b><u>Price</u></b>
Baker Tilly Municipal Advisors, LLC	\$ 90,000
Estrada Hinojosa & Company, Inc. *	\$180,000*
PFM Financial Advisors LLC *	\$199,500*
RBC Capital Markets, LLC *	\$262,500*
Masterson Advisors, LLC *	\$300,000*
Tijerina Galvan Lawrence LLC *	\$360,000*
Hilltop Securities Inc. *	\$520,000*
The RSI Group, LLC	N/A
TKG & Associates LLC	N/A

\*Best and Final Offers

**Evaluation Information**

The Evaluation Committee consisted of representatives from Harris County Budget Management, Precinct 1, Precinct 2, Precinct 3, Precinct 4, County Judge's Office and a representative from the Office of the Harris County Purchasing Agent. Upon careful evaluation of the proposals and best and final offers, the Evaluation Committee determined it would be in the best interest of Harris County to award the primary financial advisor but will forgo awarding the co-financial advisor and those services shall be readvertised at a later date. The Evaluation Committee selected Masterson Advisors, LLC as the primary financial advisor on the basis of best proposal meeting the needs and requirements of Harris County.

Masterson Advisors, LLC demonstrates wide-ranging experience, extensive knowledge of complex transactions involving Texas government entities and possesses a good understanding of Harris County's financial position.

The remaining vendors were eliminated on the following basis:

- PFM Financial Advisors LLC was eliminated due to limited experience as a financial advisor.
- Estrada Hinojosa & Company, Inc. was eliminated due to vendor primarily interested in serving as underwriter instead of focusing proposal on financial advisor services.
- RBC Capital Markets, LLC was eliminated due to concerns of firms experience and resources needed by Harris County.
- Hilltop Securities Inc. was eliminated based on higher pricing and/or pricing structure.
- Tijerina Galvan Lawrence LLC was eliminated due to concerns of firm's size, resources and financials.
- Baker Tilly Municipal Advisors, LLC was eliminated based on receiving a lower score on their financials and concerns about experience in Texas. Proposal provided very little financial information.
- The RSI Group, LLC and TKG & Associates submitted proposals for co-financial advisor only and was therefore not considered for the primary financial advisor.

**Amount**  
**\$300,000**

**This project was developed and issued as a Request for Proposal, and as such it is requested that the evaluation and cost information remain confidential until Commissioners Court approves the award and Agreement is executed. At that time, all responses may become available for public review under the "Public Information Act".**