



CITY OF ALLENTOWN

No. 62

RESOLUTION

R - 2017

Introduced by the Administration on April 5, 2017

Authorization for Award of Contract with Manning & Napier for Investment Services, three year contract, may extend for three additional one year term; RFP – multiple proposals.

Resolved by the Council of the City of Allentown, That

WHEREAS, Article 130.16 of the City's Administrative Code requires City Council approval by Resolution for the award of contracts or engagement of professional services.

WHEREAS, it is the desire of the City of Allentown to enter into an agreement/engage the services of the following named contractor/consultant, for the use and purpose indicated in supporting the Recommendation of Award of Bid or Contract dated March 7, 2017:

1. Name of Contractor/Consultant: Manning & Napier
2. Project or Contract Reference: RFP No. 2016-42
3. Description of Service(s) to be provided: Financial Services – Investment Services

NOW, THEREFORE, BE IT RESOLVED that the Council of the City of Allentown, hereby authorizes the Mayor and/or such other City officials as deemed appropriate by the City Solicitor, to sign and execute a Contract or Amendment and such other agreements and documents as are deemed by the City Solicitor to be necessary and/or related thereto, with the above named contractor/consultant, for the project identified.



CITY OF ALLENTOWN
Request for Approval

SUBJECT: Request for Approval by City Council of Contract Award, Service, or Contract Price Increase Pursuant to City Ordinance, Article 130.16

Project or Contract Reference: 2016-42- Financial Services-Investment

TO: City Council, City Clerk, and Council Solicitor

FROM: Brent Hartzell, Department Head

DATE: March 7, 2017

On behalf of the Administration, pursuant to City Ordinances, Article 130.16, I request City Council's approval of the following recommendation of the referenced contract award or price increase.

- Check Type of Contract or Change:

X The contract is for over \$40,000 and required to be competitively bid under the City Code. We have advertised the above referenced project and received qualified bids/proposals. We recommend award of the contract to the bidder/proposer identified and for the reasons stated below.

The recommendation is for a price increase of 10% or more for an existing contract over \$40,000 that was previously bid and awarded under city policies.

The engagement of professional services. We have received and reviewed a proposal or proposals for professional services in connection with above referenced project or requirement for professional services. We recommend award of the engagement.

- Is the contract appropriation or price increase included in this year's budget? X yes no

- Identify contract funding sources (general fund, grants, loans, etc. & account number):

Account numbers are setup at time of implementation

- The number of any alternate quotes/bids and the names of the alternate bidders, if any.

Manning & Napier, Santander, TD Bank, Three + One and Wells Fargo

- The name and address of the recommended Contractor/Vendor/Professional Service Provider/Lowest Responsible Bidder is:

Manning & Napier, 290 Woodcliff Dr., Fairport, NY 14450

- Term of contract or estimated completion date, subject to standard extensions:

Three (3) years from the date of execution.

- Description of project or scope of services to be provided:

Investment Services

- State the actual or estimated price to the City or the proposed Department budget allowance for the initial term; and state payment rate per unit of service if applicable:

M&N will charge an annual administrative fee of 0.25 percent on the first \$10 million invested and 0.2 percent on amounts above that threshold. Fees are collected semiannually and are expected to be paid from additional investment revenue generated. The City must invest a minimum of \$5 million with M&N at all times.

- Number of renewal term options and duration of each renewal, if any:

Upon mutual agreement, contract may extend for three (3) additional one (1) year terms.

- Maximum dollar value of all renewals provided for beyond the original term as if all renewals were exercised:

The same administrative fees and expected collection method will apply for the duration of the contract if all renewals are exercised.

- Reasons for recommendation of Administration and Council approval of contract:

M&N has established methods for investment of liquid assets (cash) that demonstrate approximately a 1 percent better return on investment than maintaining the cash in a standard bank account. M&N also indicates that emergency withdrawals of such investments in many cases can happen quickly without penalty and with immediate access to cash.

- Time Frame

ASAP

Please approve this recommendation by passing the accompanying resolution. A vote of final approval is requested at the first City Council agenda listing of this matter.

By: Brent Hartzell, Department Head

Copies To: Mayor
Director of Finance
Purchasing
Controller

Attachment: proposed resolution