



**Request for Qualifications
to Provide Underwriting Services for
The Washington Township MUA
(County of Gloucester, New Jersey)
*August 12, 2011***

Overview:

The Washington Township MUA, in the County of Gloucester, State of New Jersey (“WTMUA”) is seeking qualifications from firms interested in serving as underwriter in connection with an approximate \$7,600,000 tax-exempt utility system revenue bond issuance of the WTMUA. Selection of underwriter will be conducted through a fair and open process pursuant to *N.J.S.A. 19:44A-20.1* et seq.

Responses must be received no later than **10:00am on Wednesday, August 24, 2011** at the WTMUA’s office: 152 Whitman Drive, Turnersville, New Jersey, 08012. An additional copy should also be sent to the WTMUA’s Financial Advisors at: Phoenix Advisors, LLC, 4 West Park Street, Bordentown, New Jersey, 08505, Attn.: Sherry L. Tracey.

Response Content:

Please evidence your interest in serving the WTMUA and your firm’s capabilities by responding to the following:

- A. Provide a brief description of your firm and the services and resources it offers that are relevant to this request. **Please limit your response to no more than two (2) pages.**
- B. Provide the names, proposed roles, and brief resumes for the individual(s) who would be assigned to the WTMUA on a day-to-day basis. **Please limit your response to no more than two (2) pages.**
- C. Discuss the distribution capabilities of your firm including your firm’s ability to market and sell bonds to both retail and institutional investors. Please discuss any marketing ideas you have for the bonds.
- D. Please attach an analysis showing your firm’s three (3) most recent, negotiated, tax-exempt financings completed in New Jersey that are relevant to this engagement. **Detail underwriting discount, programmatic and underlying rating(s), par amount, coupons, reoffering yields, and spreads to the Municipal Market Data (MMD) “AAA” Scale for the day of pricing.**
- E. Provide a list of your firm’s experience with **negotiated** municipal and authority bond issues for New Jersey issuers over the past two (2) years. Include: (i) name of issuer; (ii) description of issue; (iii) par amount; (iv) final maturity; and (v) ratings (programmatic, enhanced, and underlying). **Please highlight your experience with municipal utility authority transactions.**
- F. Fees: Please indicate your fee for this transaction, including fees for Underwriter’s Counsel, if any. Please note that neither the Underwriter nor Underwriter’s Counsel



(if applicable) will be responsible for the preparation of the Preliminary and Final Official Statements.

Basis of Award:

Proposals are being solicited through a fair and open process in accordance with *N.J.S.A. 19:44A-20.1, et seq.* All bidders are required to comply with the requirements of *N.J.S.A. 19:44A-20.13 (P.L. 2005, c.271, s.3), N.J.S.A. 10:5-31 et seq.*, and the requirements of *N.J.A.C. 17:27.*

Selection of the underwriter will be made based on an evaluation process which will consider the resources and general experience of the respondent, experience with and knowledge of utility authorities, past performance on similar transactions, designated professional and support staff, ability to market bonds to both retail and institutional investors, and other factors as demonstrated to be in the best interest of the WTMUA.

The selected underwriter shall comply with all applicable federal, state and local statutes, rules and regulations. Specifically, any contract entered into between the selected underwriter and the WTMUA must be in accordance with, and subject to compliance by both parties to, the New Jersey Local Public Contracts Law. In addition, the selected underwriter must agree to comply with the nondiscrimination provisions and all other laws and regulations applicable to the performance of services thereunder. The selected underwriter shall sign and acknowledge such forms and certificates as may be required by this section.

Proposal Submission:

Please forward two (2) copies of your proposal via mail or hand-delivery to:

Washington Township MUA
Attn: Elizabeth Rogale
152 Whitman Drive
Turnersville, NJ 08012
Phone: (856) 227-7788

It is solely the proposer's responsibility to ensure timely delivery of the proposer's response. E-mailed and facsimile submissions will not be accepted.

The WTMUA reserves the right to request additional information regarding any of the items in this Request for Qualifications, reject any and all proposals, waive minor errors and inconsistencies, and to negotiate with any proposer upon terms that differ substantially from those set forth herein.

Questions:

Please contact WTMUA's Financial Advisor, Sherry L. Tracey at (609) 291-0130 with any questions.