West Basin Municipal Water District
Underwriter Pool
Proposal and Interview Scores

PROPOSAL SCORE

	Max. Points	E.J. De La Rosa	Goldman Sachs	Morgan Stanley	JP Morgan	Citi	Stone & Youngberg	Loop Capital	Barclay's	Piper Jaffray	Ramirez	RBC	Wells Fargo	MR Beal	Siebert Branford	Wedbush	Backstrom McCarley	Cabrera
Quality and Applicability of Financing Ideas	25	22	22	19	17	17	20	19	18	15	13	14	14	14	10	12	10	8
Demonstrated Ability to Manage Complex Financing Transactions	5	4	4	4	4	4	4	3	4	3	3	3	2	2	2	2	2	2
Demonstrated Ability to Structure Debt Issues Effectively/Efficiently	5	4	4	4	4	4	4	3	4	3	3	3	2	2	2	2	2	2
Demonstrated Willingness to put Capital at Risk	5	4	3	3	5	2	3	3	3	3	3	3	2	3	3	3	1	1
Demonstrated Ability to Sell Debt to Institutional/Retail Investors	5	4	3	4	4	3	3	3	4	3	3	3	3	2	3	3	1	2
Experience and Reputation of Assigned Team	15	12	12	13	12	14	11	10	10	8	10	10	8	8	8	7	7	8
Past Performances and References	10	8	9	9	9	9	8	8	8	4	6	3	6	4	5	4	4	3
Total Proposal Score	70	58	57	56	55	53	53	49	51	39	41	39	37	35	33	33	27	26
Plus Local Business Enterprise Incentive	3	0	0	0	0	0	0	0	0	3	0	0	0	0	0	0	0	0
Total Proposal Score	73	58	57	56	55	53	53	49	51	42	41	39	37	35	33	33	27	26

INTERVIEW AND PROPOSAL TOTAL SCORE

Proposal Score	70	58	57	56	55	53	53	49	51
Interview Score	30	26	27	25	25	26	24	24	17
Local Business Enterprise Incentive	3	0	0	0	0	0	0	0	0
Total Score	103	84	84	81	80	79	77	73	68
Recommended to Underwriting Pool		Yes	Yes	Yes	Yes	Yes	Yes	Yes	No