

Request for Proposals for Bond Underwriter Services for Single Family Housing Programs

Responses to Written Inquiries From Proposers

Published: July 22, 2019

The following questions were submitted to the LHC concerning the above-referenced Request for Proposals, published on July 8, 2019.

- 1. The term Offeror refers to the Firm or an individual...For the minimum qualifications, ie. Length of experience and experience with state housing agencies can it apply to an individual?**

Response: Yes, years of length of experience and experience with state housing agencies can apply to an individual who will be an integral part of the organization's work with the LHC.

- 2. If we are applying for co-managing underwriter only, are there questions that do not have to be answered because they would not be part of our responsibility.**

Response: No, a response should be provided for each criteria.

- 3. With respect to insurance requirements, do we have to provide proof of insurance upon submission of the RFP and are there different insurance requirements for co-managers? The requirement refers to Contractor and normally only the senior underwriter contracts with the issuer.**

Response: Proof of insurance does not have to be provided upon submission of the RFP, however it is required during the term of the contract. The Offerors selected as Senior Underwriter and Co-Underwriters will enter into a Professional Services Agreement, or contract, to be negotiated by LHC.

4. **In reference to page 2: Section A, does LHC intend to rotate the Senior Manager position among the three bond underwriters selected comparable to current procedure.**

Response: Yes, LHC intends to rotate the Senior Manager position among the three bond underwriters selected comparable to current procedure. The language in the RFP will be revised to make this intention clear.

5. **In reference to page 10; Section C13, who is performing Consolidated Cash Flows for all open single family indentures on an annual basis or as needed basis currently?**

Response: The senior underwriter provides Consolidated Cash Flows dependent upon the needs of the issuance. LHC auditors produce cash flow statements on all of the single family bond issues.

6. **In reference to page 10; Section C13, will the Senior Manager of the Bond Underwriters be required to perform Consolidated Cash Flows for all open single family indentures going forward?**

Response: Yes.