West Valley-Mission Community College District

Request for Qualifications and Proposals for Underwriting Services

February 8, 2012

West Valley-Mission Community College District

Underwriter
Underwriter address (see attached list):

Subject: Request for Proposal#14-1112 Investment Banking Firm/Underwriting Services for the West Valley-Mission Community College District

West Valley-Mission Community College District is soliciting proposals for investment banking/underwriting services. In anticipation of a successful June 2012 general obligation bond election for $350,000,000, the District intends a late summer, early fall issuance of general obligation bonds for $100,000,000. KNN Public Finance is the District's financial advisor and Stradling Yocca Carlson and Rauth is the District's bond and disclosure counsel.

Criteria for evaluating the responses to the Request for Proposals will include:

1. Experience with California Community College Districts
2. Experience of the financing team
3. Past performance including analysis with general obligation bond elections
4. Proposed underwriting fees, including take down, expenses and cost of underwriter's counsel.
5. Capital position

There is a 10 page limit.

Deadline for responses is March 1, 2012, at 2:00 PM. Please include a copy of your firm's agreement for services contract with your proposal. Interviews will be held the week of March 19, 2012.

Please send one (1) original proposal and four (4) copies to:

West Valley-Mission Community College District
14000 Fruitvale Avenue
Saratoga, CA 95070
ATTN: Brigit Espinosa, Director, General Services

Electronic submissions will not be accepted.

Please direct all questions to Brigit Espinosa, via email, using this link:
http://www.wvm.edu/group.aspx?id=2242&linkidentifier=id&itemid=2242

Sincerely,

Brigit Espinosa
Director, General Services.

West Valley-Mission Community College District

I. Requested Information

1. Describe the organizational structure of your firm as it relates to municipal investment banking and the underwriting and sales of municipal bonds. Describe your firm's presence and activity in the State of California. Please include summaries of investment banking services, underwriting and trading, and sales.

2. State your firm's capital position (Total Capital, Equity Capital, Net Capital and Excess Capital as of December 31, 2011.

3. Briefly describe your firm's underwriting experience in connection with California school and community college general obligation bonds. Limit discussion to issues sold after January 1, 2009, for which you were Senior Manager or Co-Manager. Please provide separate lists that include sale date, par amount, role, call date, and underwriter's discount.

4. Identify the individual who will be the firm's senior representative for daily management of a bond transaction. Discuss availability of that person and summary of qualifications. Please provide five references.

5. Identify the individuals that would be working on a bond transaction. Include investment banking, quantitative analysis, support staff and underwriting. Please note their location and describe each of their roles.

6. Please describe your approach to a $350 million general obligation bond program including current market conditions and interest rate environment.

7. Please discuss any issues with the issuance of California general obligation bonds. Are there any special credit factors the District could be facing?

8. Include your proposed underwriter's spread, specifying management fee, takedown and itemized expenses assuming an initial issuance of $100, 000,000. Please include who would be your underwriter's counsel and fee. If more than one manager, please provide recommended syndicate rules and policies.

9. Summarize any other points you would like the District to consider in its evaluation of your proposal.