



**Request for Proposals  
to Provide Underwriting Services for  
The Township of Deptford  
In the County of Gloucester, New Jersey  
March 16, 2010**

**Overview:**

The Township of Deptford, in the County of Gloucester, State of New Jersey (“Township”) has received approval from the New Jersey Local Finance Board to refinance its General Obligation Bonds, Series 2002 (“2002 Bonds”) in the approximate amount of \$5,020,000. The 2002 Bonds maturing on March 1 in the years 2012 through 2017, both inclusive, in the aggregate principal amount of \$4,735,000 are subject to redemption prior to maturity at the option of the Township on or after March 1, 2011 at a redemption price equal to 100% of the bonds to be redeemed (“Callable Bonds”).

The Township has authorized Phoenix Advisors, LLC, as Financial Advisor to the Township, to assist it in the refunding of the Callable Bonds and to solicit interest from Underwriters concerning the financing of a refunding bond issue (“Refunding Bonds”) that will meet the Township’s savings goal of achieving the greatest possible savings, net of all costs.

**Proposal Content:**

To help the Township achieve its refinancing goals, please evidence your interest in this refinancing and your 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 the transaction described.
- B. Provide the names and proposed roles for the individual(s) who would be assigned to this project on a day-to-day basis. Provide a brief resume of their experience.
- C. Outline any recommendations for the structure of the proposed transaction. Please include a current market refunding analysis for this transaction. Assume total costs of issuance, excluding underwriter, of \$60,000.
- D. Discuss the distribution capabilities of your firm and the marketing strategy that may be used given the structure, credit quality, and maturity schedule of the Refunding Bonds.
- E. Provide a list of your firm’s experience with **negotiated** bond issues for New Jersey issuers over the past two (2) years.
- 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.

Proposals are being solicited through a fair and open process and 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 Township 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.

The underwriter shall be selected based on an evaluation of the most advantageous technical proposal, price, and other factors.

**Proposal Submission:**

**Please forward one (1) copy of your proposal to the following individuals, via electronic mail AND hard copy, by 12:00PM on Monday, March 29, 2010:**

- Dina L. Zawadski, Township Clerk, Deptford Township, 1011 Cooper Street, Deptford, NJ 08096-3090 (dzawadski@deptford-nj.org);
- Philip A. Norcross, Esq., Parker McCay P.A., Three Greentree Centre, Suite 401, 7001 Lincoln Drive West, Marlton, NJ 08053-3292 (pnorcross@parkermccay.com); and
- Anthony P. Inverso, Managing Director, Phoenix Advisors, LLC, 33 Third Street, Suite 101, Bordentown, NJ 08505 (ainverso@muniadvisors.com)

The Township reserves the right to reject any and all proposals, to waive minor errors and inconsistencies, and to negotiate with any proposer upon terms that differ substantially from those set forth herein. **It is the proposer's responsibility to ensure timely delivery of the proposer's response.**

**Questions:**

Please contact Anthony P. Inverso at 609-291-0130 or [ainverso@muniadvisors.com](mailto:ainverso@muniadvisors.com) with any questions.