

From the Milwaukee County Treasurer, requesting authorization to enter into one-year extensions for investment advisory service contracts with US Bank, PFM Asset Management, LLC, Dana Investment Advisors, Inc., and Johnson Wealth, Inc., beginning August 1, 2020 and ending July 31, 2021, by recommending adoption of the following:

AN AMENDED RESOLUTION

WHEREAS, in 2014, Milwaukee County (the County) approved File No’s 14-486 and 14-487 entering into contracts with US Bank **for custodial banking and trust services**, PFM Asset Management, LLC, Dana Investment Advisors, Inc., and Johnson Wealth, Inc., for investment advisory services; and

WHEREAS, each contract had an original three-year term, with three additional one-year extension options; and

WHEREAS, the County contracts with these investment advisors to:

- Better diversify the County’s portfolio investments in order to better protect the investment principal
- To test different portfolio management strategies and their impact on the portfolio’s performance
- To increase the rate of return on the County’s investments

; and

WHEREAS, the Office of the Treasurer planned to go through a Request for Proposals (RFP) process in 2020 to select **a new custodial banking services provider and** investment advisors, but the coronavirus disease (COVID-19) pandemic has delayed that process; and

WHEREAS, using the option to extend the existing contracts until 2021 allows adequate time for completion of the RFP process; and

WHEREAS, the extension would extend the termination date from July 31, 2020, to July 31, 2021; and

WHEREAS, the 2019-2020 contract amounts are as follows:

Contract	Amount
US Bank	\$37,500
PFM Asset Management, LLC	\$67,000
Dana Investment Advisors, Inc.	\$113,000
Johnson Wealth, Inc.	\$82,500
Total	\$300,000

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; and

WHEREAS, it is anticipated that the contract extension amounts for 2020-2021 would be the same, **however, all three investment advisory firms have agreed to a 10% reduction in their fees for the upcoming one-year extension of their contracts with Milwaukee County;** and

WHEREAS, the Committee on Finance, at its meeting of July 16, 2020, recommended adoption of File No. 20-526 (vote 7-0) as amended; now, therefore,

BE IT RESOLVED, the Office of the Treasurer (the Treasurer) is authorized to enter into one-year contract extensions with US Bank **for custodial banking and trust services**, PFM Asset Management, LLC, Dana Investment Advisors, Inc., and Johnson Wealth, Inc., for investment advisory services; and

BE IT FURTHER RESOLVED, the one-year extension commences on August 1, 2020, and terminates on July 31, 2021; and

BE IT FURTHER RESOLVED, the Treasurer and the Office of the Comptroller are authorized to prepare and execute any documents necessary to enter into one-year renewals of the contracts.

srb
07/16/2020
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