



December 10, 2024

**AWARD NOTICE**  
**RP032-24**  
**Provision of Investment Advisory and Portfolio Management Services on an Annual Contract**

Pursuant to the proposals received on August 7, 2024 for RP037-24 Provision of Investment Advisory and Portfolio Management Services on an Annual Contract the proposal has been awarded to Atlanta Capital Management Company, LLC, and Chandler Asset Management Inc., in the amount of \$353,000.00. Please note the enclosed tabulation.

We appreciate your proposal and interest in Gwinnett County.

Sincerely,

Casey Beauston  
Purchasing Associate II

CB/bc

Enclosure

SCORE TABULATION

RP032-24

Provision of Investment Advisory and Portfolio Management Services on an Annual Contract  
Department of Financial Services

|        |  |                  | Atlanta Capital Management Company (OC) | Buckhead Capital Management, LLC (OC) | Chandler Asset Management, Inc. (OS) | Columbia Management Investment Advisers, LLC (OS) | Dana Investment Advisors, Inc. (OS) | EARNEST Partners, LLC (OC) |
|--------|--|------------------|---|---------------------------------------|--------------------------------------|---|-------------------------------------|----------------------------|
| ITEM # | CRITERIA   | POINTS ALLOCATED | TOTAL POINTS                            | TOTAL POINTS                          | TOTAL POINTS                         | TOTAL POINTS                                      | TOTAL POINTS                        | TOTAL POINTS               |
| 1      | Responsiveness to and demonstrated understanding of RFP requirements; proposed methodology           | 20               | 19.67                                   | 19.33                                 | 19.67                                | 15  | 15.67                               | 12.33                      |
| 2      | Demonstrated ability, capacity and skill to accomplish requested services, tasks and support         | 20               | 18.33                                   | 19.33                                 | 19.67                                | 12.33   | 12.33                               | 15                         |
| 3      | Demonstrated experience and expertise of service to public sectors similar in size, scope and nature | 20               | 19.67                                   | 18                                    | 18.33                                | 13.33   | 10                                  | 14.33                      |
| 4      | Consideration of the firm's financial stability and regulatory compliance                            | 20               | 19.33                                   | 16                                    | 19.33                                | 17.67   | 13.33                               | 18.67                      |
|        | <b>Sub-Total</b>   | <b>80</b>        | <b>77</b>                               | <b>72.67</b>                          | <b>77.00</b>                         | <b>58.33</b>                                      | <b>51.33</b>                        | <b>60.33</b>               |
| 5      | Fees; Value of Services  | 10               | 4.59                                    | 10                                    | 7.41                                 |   |                                     |                            |
| 6      | Optional Interview   | 10               | 10                                      | 6                                     | 8.5                                  |   |                                     |                            |
|        | <b>TOTAL</b>   | <b>100</b>       | <b>91.59</b>                            | <b>88.67</b>                          | <b>92.91</b>                         | <b>58.33</b>                                      | <b>51.33</b>                        | <b>60.33</b>               |

SCORE TABULATION

RP032-24

Provision of Investment Advisory and Portfolio Management Services on an Annual Contract  
Department of Financial Services

|        |  |                  | Garcia Hamilton & Associates, L.P. (OS) | Income Research + Management (IR+M) (OS) | Insight North America, LLC (OS) | Lazard Asset Management, LLC (OS) | Legal & General Investment Management America, Inc. (OS) | Loop Capital Asset Management - TCH, LLC (OS) |
|--------|--|------------------|---|--|---------------------------------|-----------------------------------|--|---|
| ITEM # | CRITERIA   | POINTS ALLOCATED | TOTAL POINTS                            | TOTAL POINTS                             | TOTAL POINTS                    | TOTAL POINTS                      | TOTAL POINTS   | TOTAL POINTS                                  |
| 1      | Responsiveness to and demonstrated understanding of RFP requirements; proposed methodology           | 20               | 19                                      | 14.33                                    | 16                              | 16                                | 11.67  | 16  |
| 2      | Demonstrated ability, capacity and skill to accomplish requested services, tasks and support         | 20               | 12.67                                   | 19                                       | 13.33                           | 14                                | 10   | 6.67  |
| 3      | Demonstrated experience and expertise of service to public sectors similar in size, scope and nature | 20               | 15.33                                   | 16.33                                    | 17                              | 15                                | 1.67   | 13.67   |
| 4      | Consideration of the firm's financial stability and regulatory compliance                            | 20               | 17.67                                   | 19                                       | 18                              | 18.67                             | 14.33  | 16.33   |
|        | <b>Sub-Total</b>   | <b>80</b>        | <b>64.67</b>                            | <b>68.66</b>                             | <b>64.33</b>                    | <b>63.67</b>                      | <b>37.67</b>   | <b>52.67</b>                                  |
| 5      | Fees; Value of Services  | 10               |   | 4.55                                     |                                 |                                   |  |   |
| 6      | Optional Interview   | 10               |   | 8  |                                 |                                   |  |   |
|        | <b>TOTAL</b>   | <b>100</b>       | <b>64.67</b>                            | <b>81.21</b>                             | <b>64.33</b>                    | <b>63.67</b>                      | <b>37.67</b>   | <b>52.67</b>                                  |

RP032-24

Provision of Investment Advisory and Portfolio Management Services on an Annual Contract  
Department of Financial Services

|        |  |                  | Public Trust Advisors, LLC dba PT Advisors, LLC (OC) | Sawgrass Asset Management, LLC (OS) | Sterling Capital Management, LLC (OS) | Teachers Insurance and Annuity Association of America (Nuveen LLC) (OS) | Wellington Management Company (OS) | Western Asset Management Company, LLC (OS) |
|--------|--|------------------|--|-------------------------------------|---------------------------------------|---|------------------------------------|--|
| ITEM # | CRITERIA   | POINTS ALLOCATED | TOTAL POINTS   | TOTAL POINTS                        | TOTAL POINTS                          | TOTAL POINTS  | TOTAL POINTS                       | TOTAL POINTS                               |
| 1      | Responsiveness to and demonstrated understanding of RFP requirements; proposed methodology           | 20               | 19.67  | 15.67                               | 19.33                                 | 14.33   | 15.67                              | 19   |
| 2      | Demonstrated ability, capacity and skill to accomplish requested services, tasks and support         | 20               | 18.33  | 16.33                               | 18                                    | 14.33   | 14.67                              | 19   |
| 3      | Demonstrated experience and expertise of service to public sectors similar in size, scope and nature | 20               | 18.67  | 14.33                               | 15.33                                 | 14.67   | 14.33                              | 17.33                                      |
| 4      | Consideration of the firm's financial stability and regulatory compliance                            | 20               | 18.67  | 17.33                               | 17.33                                 | 19.33   | 16.33                              | 10   |
|        | <b>Sub-Total</b>   | <b>80</b>        | <b>75.33</b>   | <b>63.67</b>                        | <b>70.00</b>                          | <b>62.67</b>  | <b>61.00</b>                       | <b>65.33</b>                               |
| 5      | Fees; Value of Services  | 10               | 7.41   |                                     | 4.76                                  |   |                                    |  |
| 6      | Optional Interview   | 10               | 8  |                                     | 7                                     |   |                                    |  |
|        | <b>TOTAL</b>   | <b>100</b>       | <b>90.74</b>   | <b>63.67</b>                        | <b>81.76</b>                          | <b>62.67</b>  | <b>61.00</b>                       | <b>65.33</b>                               |

**Recommended Vendors:**

Atlanta Capital Management Company  
Attn: James A. Womack, CFA  
1075 Peachtree Street NE, Suite 2100  
Atlanta, GA 30309  
[jim.womack@atlcap.com](mailto:jim.womack@atlcap.com)

Chandler Asset Management, Inc.  
Attn: Mel Hamilton  
9255 Towne Centre Drive, Suite 600  
San Diego, CA 92121  
[mhamilton@chandlerasset.com](mailto:mhamilton@chandlerasset.com)

RP032-24  
 Investment Advisory & Portfolio  
 Management Services on an Annual Contract  
 Department of Financial Services

|  | Atlanta Capital Management Company (OC)<br><b>ORIGINAL PRICING</b> | Atlanta Capital Management Company (OC)<br><b>BAFO PRICING</b> | Buckhead Capital Management, LLC (OC) | Chandler Asset Management, Inc. (OS)<br><b>ORIGINAL PRICING</b> | Chandler Asset Management, Inc. (OS)<br><b>BAFO PRICING</b> | Income Research + Management (IR+M) (OS) | Public Trust Advisors, LLC dba PT Advisors, LLC (OC) | Sterling Capital Management LLC (OS) |
|--|--|--|---------------------------------------|---|---|--|--|--------------------------------------|
| <b>Investment Portfolio Sales Tax Funds</b>          |  |  |                                       |   |   |  |  |                                      |
| @ \$25 Million                                       | \$30,000.00  | \$26,250.00  | \$12,500.00                           | \$15,000.00   | \$15,000.00   | \$25,000.00                              | \$15,000.00  | \$22,500.00                          |
| @ \$50 Million                                       | \$60,000.00  | \$52,500.00  | \$25,000.00                           | \$30,000.00   | \$30,000.00   | \$25,000.00                              | \$30,000.00  | \$45,000.00                          |
| @ \$75 Million                                       | \$84,500.00  | \$75,000.00  | \$35,000.00                           | \$45,000.00   | \$45,000.00   | \$25,000.00                              | \$45,000.00  | \$67,500.00                          |
| @ \$100 Million                                      | \$109,000.00   | \$97,500.00  | \$45,000.00                           | \$60,000.00   | \$60,000.00   | \$25,000.00                              | \$60,000.00  | \$90,000.00                          |
| @ \$125 Million                                      | \$129,000.00   | \$116,250.00   | \$55,000.00                           | \$72,500.00   | \$70,000.00   | \$20,000.00                              | \$72,500.00  | \$110,000.00                         |
| @ \$150 Million                                      | \$149,000.00   | \$135,000.00   | \$65,000.00                           | \$85,000.00   | \$80,000.00   | \$20,000.00                              | \$85,000.00  | \$130,000.00                         |
| @ \$175 Million                                      | \$167,250.00   | \$151,250.00   | \$75,000.00                           | \$97,500.00   | \$90,000.00   | \$20,000.00                              | \$97,500.00  | \$150,000.00                         |
| @ \$200 Million                                      | \$185,500.00   | \$167,500.00   | \$85,000.00                           | \$110,000.00  | \$100,000.00  | \$20,000.00                              | \$110,000.00   | \$170,000.00                         |
| @ \$225 Million                                      | \$201,750.00   | \$182,500.00   | \$92,500.00                           | \$122,500.00  | \$110,000.00  | \$20,000.00                              | \$122,500.00   | \$190,000.00                         |
| @ \$250 Million                                      | \$218,000.00   | \$197,500.00   | \$100,000.00                          | \$135,000.00  | \$120,000.00  | \$20,000.00                              | \$135,000.00   | \$210,000.00                         |
| @ \$275 Million                                      | \$234,000.00   | \$212,500.00   | \$107,500.00                          | \$145,000.00  | \$130,000.00  | \$20,000.00                              | \$147,500.00   | \$227,500.00                         |
| @ \$300 Million                                      | \$250,000.00   | \$227,500.00   | \$115,000.00                          | \$155,000.00  | \$140,000.00  | \$20,000.00                              | \$160,000.00   | \$245,000.00                         |
| @ \$325 Million                                      | \$266,000.00   | \$242,500.00   | \$122,500.00                          | \$165,000.00  | \$150,000.00  | \$20,000.00                              | \$172,500.00   | \$262,500.00                         |
| @ \$350 Million                                      | \$282,000.00   | \$257,500.00   | \$130,000.00                          | \$175,000.00  | \$160,000.00  | \$20,000.00                              | \$185,000.00   | \$280,000.00                         |
| @ \$375 Million                                      | \$298,000.00   | \$272,500.00   | \$137,500.00                          | \$185,000.00  | \$167,500.00  | \$20,000.00                              | \$197,500.00   | \$297,500.00                         |
| @ \$400 Million                                      | \$314,000.00   | \$287,500.00   | \$145,000.00                          | \$195,000.00  | \$175,000.00  | \$20,000.00                              | \$210,000.00   | \$315,000.00                         |
| @ \$425 Million                                      | \$330,000.00   | \$302,500.00   | \$152,500.00                          | \$205,000.00  | \$182,500.00  | \$20,000.00                              | \$222,500.00   | \$332,500.00                         |
| @ \$450 Million                                      | \$346,000.00   | \$317,500.00   | \$160,000.00                          | \$215,000.00  | \$190,000.00  | \$20,000.00                              | \$235,000.00   | \$350,000.00                         |
| @ \$475 Million                                      | \$362,000.00   | \$332,500.00   | \$167,500.00                          | \$225,000.00  | \$197,500.00  | \$20,000.00                              | \$247,500.00   | \$367,500.00                         |
| @ \$500 Million                                      | \$378,000.00   | \$347,500.00   | \$175,000.00                          | \$235,000.00  | \$205,000.00  | \$20,000.00                              | \$260,000.00   | \$385,000.00                         |
| @ \$525 Million                                      | \$394,000.00   | \$362,500.00   | \$182,500.00                          | \$242,500.00  | \$212,500.00  | \$20,000.00                              | \$272,500.00   | \$400,000.00                         |
| @ \$550 Million                                      | \$410,000.00   | \$377,500.00   | \$190,000.00                          | \$251,500.00  | \$221,500.00  | \$20,000.00                              | \$285,000.00   | \$415,000.00                         |
| @ \$575 Million                                      | \$426,000.00   | \$392,500.00   | \$197,500.00                          | \$257,500.00  | \$227,500.00  | \$20,000.00                              | \$297,500.00   | \$430,000.00                         |
| @ \$600 Million                                      | \$442,000.00   | \$407,500.00   | \$205,000.00                          | \$265,000.00  | \$235,000.00  | \$20,000.00                              | \$310,000.00   | \$445,000.00                         |
| @ \$625 Million                                      | \$458,000.00   | \$422,500.00   | \$212,500.00                          | \$272,500.00  | \$242,500.00  | \$20,000.00                              | \$322,500.00   | \$460,000.00                         |
| @ \$650 Million                                      | \$474,000.00   | \$437,500.00   | \$220,000.00                          | \$280,000.00  | \$250,000.00  | \$20,000.00                              | \$335,000.00   | \$475,000.00                         |
| @ \$675 Million                                      | \$490,000.00   | \$452,500.00   | \$227,500.00                          | \$287,500.00  | \$257,500.00  | \$20,000.00                              | \$347,500.00   | \$490,000.00                         |
| @ \$700 Million                                      | \$506,000.00   | \$467,500.00   | \$235,000.00                          | \$295,000.00  | \$265,000.00  | \$20,000.00                              | \$360,000.00   | \$505,000.00                         |
| <b>Pricing will remain the same for all renewals</b> | Yes  | Yes  | Yes                                   | Yes   | Yes   | Yes                                      | Yes  | Yes                                  |