

Initial Matrix

<b>RFP for Financial Advisor Services (021-002; 6100013381)</b>  <b>Score Summary</b> <b>INITIAL EVALUATION</b> <b>March 15, 2021</b>	<b>Maximum Points</b>	Hilltop Securities Inc. 1201 Elm Street, Suite 3500 Dallas, TX 75270	Estrada Hinojosa & Company 14414 Blanco Road Suite 320 San Antonio, TX 78216	FHN Financial Municipal Advisors, a division of First Horizon Bank 17721 Rogers Ranch Parkway, Suite 145 San Antonio, TX 78258	SAMCO Capital Markets, Inc. 6805 Capital of Texas Highway, Suite 350 Austin, TX 78731	Masterson Advisors LLC 3 Greenway Plaza, Suite 1100 Houston, TX 77046	Tijerina Galvan Lawrence LLC 8000 W. Interstate 10 Suite 610 San Antonio, TX 78230
<b>A - Experience, Background,                      Qualifications</b>	<b>25</b>	<b>23.67</b>	<b>21.33</b>	<b>20.33</b>	<b>16.67</b>	<b>16.17</b>	<b>10.33</b>
<b>B - Proposed Plan</b>	<b>40</b>	<b>37.17</b>	<b>33.00</b>	<b>32.00</b>	<b>24.67</b>	<b>28.00</b>	<b>17.50</b>
<b>A - B Sub-Total</b>	<b>65</b>	<b>60.84</b>	<b>54.33</b>	<b>52.33</b>	<b>41.34</b>	<b>44.17</b>	<b>27.83</b>
<b>C - Price</b>	<b>10</b>	<b>9.82</b>	<b>10.00</b>	<b>9.05</b>	<b>9.96</b>	<b>3.01</b>	<b>7.19</b>
<b>D - Small Business Economic                      Development Advocacy Program</b>	<b>10</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>E - Local Preference Program</b>	<b>10</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>10.00</b>
<b>F - Veteran-Owned Small Business                      Preference Program</b>	<b>5</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>TOTAL SCORE</b>	<b>100</b>	<b>70.66</b>	<b>64.33</b>	<b>61.38</b>	<b>51.30</b>	<b>47.18</b>	<b>45.02</b>
<b>RANK BASED ON TOTAL SCORE</b>		<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>

Final Matrix

<b>RFP for Financial Advisor Services (021-002; 6100013381)</b>  <b>Score Summary</b> <b>FINAL EVALUATION</b> <b>March 30, 2021</b>	<b>Maximum Points</b>	<b>Hilltop Securities Inc.</b> <b>1201 Elm Street,</b> <b>Suite 3500</b> <b>Dallas, TX 75270</b>	<b>Estrada Hinojosa &amp; Company, Inc.</b> <b>14414 Blanco Road</b> <b>Suite 320</b> <b>San Antonio, TX</b> <b>78216</b>	<b>FHN Financial Municipal Advisors,</b> <b>a division of First Horizon Bank</b> <b>17721 Rogers Ranch Parkway, Suite 145</b> <b>San Antonio, TX</b> <b>78258</b>
<b>A - Experience, Background, Qualifications</b>	<b>25</b>	<b>24.17</b>	<b>22.33</b>	<b>18.33</b>
<b>B - Proposed Plan</b>	<b>40</b>	<b>37.50</b>	<b>34.33</b>	<b>30.00</b>
<b>A - B Sub-Total</b>	<b>65</b>	<b>61.67</b>	<b>56.66</b>	<b>48.33</b>
<b>C - Price</b>	<b>10</b>	<b>9.82</b>	<b>10.00</b>	<b>9.05</b>
<b>D - Small Business Economic Development Advocacy Program</b>	<b>10</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>E - Local Preference Program</b>	<b>10</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>F - Veteran-Owned Small Business Preference Program</b>	<b>5</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>TOTAL SCORE</b>	<b>100</b>	<b>71.49</b>	<b>66.66</b>	<b>57.38</b>
<b>RANK BASED ON TOTAL SCORE</b>		<b>1</b>	<b>2</b>	<b>3</b>