

Executive Summary

Finance and Investment Committee Meeting, June 25, 2025
Board of Governors Meeting, June 25, 2025

Financial Advisory and Investment Consulting Services

Topic

This Action Item requests approval to contract with Raymond James & Associates for Financial Advisory and Investment Consulting Services. Approval is requested for a five (5) year base term and two (2) optional two (2) year renewals. Most services are included in a fixed fee not to exceed \$7,380,000 across the base and renewal terms. Additional transaction fees apply when Citizens issues Pre- or Post-Event Bond(s) or sponsors Catastrophe Bond(s). If bonds are issued, the transaction fees per bond for Pre- or Post-event Bonds are \$1.00/\$1,000 and for Catastrophe Bonds are \$1.25/\$1,000.

History

Raymond James & Associates' current Financial Advisory and Investment Consulting contract expires on October 1, 2025. On January 13, 2025, Citizens issued Invitation to Negotiate No. 25-0006 for Financial Advisory and Investment Consulting Services. Raymond James & Associates submitted a reply, and no additional replies were received. Citizens proceeded to negotiate with Raymond James and Associates on best terms and conditions in accordance with Section 287.057(6), Florida Statutes.

Raymond James & Associates will assist Citizens with the following:

- developing Citizens' capital structure,
- issuing bank loans, letter of credits, pre- and post-event debt,
- sponsoring the issuance of insurance linked securities in capital markets,
- advising for risk transfer in the traditional and capital markets,
- presentations to rating agencies and investors as necessary,
- advising on the structure of the underwriting team and other financing teams,
- selecting and monitoring Investment Managers, continuous evaluation and monitoring of investment policies, as well as assisting Citizens' staff in the drafting and revising these policies, subject to market conditions,
- recommending specific portfolio transactions and/or positions as needed to pay any claims,
- providing testimony as requested to the Florida legislature and cabinet,
- providing daily advice and expertise to management and staff, and
- assisting with preparation for and attending Citizens' Board of Governors and Committee meetings, including presentations.

Recommendation

The recommendation is listed in the attached Action Item.

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ACTION ITEM

CONSENT ITEM

New Contract

Contract Amendment

Contract Amendment

Existing Contract Extension

Other _____

Existing Contract Additional Spend

Previous Board Approval

Other _____

Action Items: Items requiring detailed explanation to the Board. When a requested action item is a day-to-day operational item or unanimously passed through committee it may be moved forward to the board on the Consent Index.

Move forward as Consent: This Action item is a day-to-day operational item, unanimously passed through committee or qualifies to be moved forward on the Consent Index.

Consent Items: Items not requiring detailed explanation to the Board of Governors. Consent items are contract extensions, amendments or additional spending authorities for items previously approved by the Board.

Purpose/Scope	This Action Item requests approval to contract with Raymond James and Associates for Financial Advisory and Investment Consultant Services. The services provide comprehensive analysis and assistance in financial and investment matters, such as Citizens' capital structure and investment strategies.
Contract ID	Financial Advisory and Investment Consulting Services Vendor: Raymond James & Associates
Budgeted Item	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Procurement Method	On January 13, 2025, Citizens issued Invitation to Negotiate No. 25-0006 for Financial Advisory and Investment Consulting Services. Raymond James and Associates submitted a reply, and no additional replies were received. Citizens proceeded to negotiate with Raymond James and Associates on best terms and conditions in accordance with Section 287.057(6), Florida Statutes.
Contract Amount	Most services are included in a fixed fee not to exceed \$7,380,000 across the base and renewal terms. Additional transaction fees apply to issuance of Pre- or Post- Event Bond(s) or when Citizens acts as a sponsor in the issuance of Catastrophe Bond(s). If bonds are issued, the transaction fees per bond for Pre- or Post-event Bonds are \$1.00/\$1,000 and for Catastrophe Bonds are \$1.25/\$1,000.

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	Issuance or sponsoring of bonds will depend on factors such as Citizens' liquidity, future hurricane events, and market conditions.
Contract Terms	Five (5) year base term with two (2) optional two (2) year renewal terms.
Committee Recommendation	Staff proposes that the Finance & Investment Committee review, and if approved, recommend to the Board of Governors: <ul style="list-style-type: none">a) Approve the Financial Advisory and Investment Consulting Services contract with Raymond James & Associates for a five (5) year base term and two (2) optional two (2) year renewals as set forth in this Action Item; andb) Authorize staff to take any appropriate or necessary action consistent with this Action Item.
Board Recommendation From Committee	If approved at its June 25, 2025 meeting, the Finance & Investment Committee recommends that the Board of Governors: <ul style="list-style-type: none">a) Approve the Financial Advisory and Investment Consulting Services contract with Raymond James & Associates for a five (5) year base term and two (2) optional two (2) year renewals as set forth in this Action Item; andb) Authorize staff to take any appropriate or necessary action consistent with this Action Item.
Contact	Jennifer Montero, Chief Financial Officer