



REQUEST FOR COUNCIL ACTION

MEETING DATE: March 21, 2022
PREPARED BY: Greg Sticha, Finance Director
AGENDA ITEM: Approve Professional Services Agreement for Municipal Financial Advisory Services

PREVIOUS ACTIONS:

January 3, 2022: City Council approved RFP for Municipal Financial Advisory Services.

RECOMMENDED COUNCIL ACTION:

Approve Professional Services Agreement for Municipal Financial Advisory Services with Ehlers Inc.

COMMENTS:

It is a best practice to review professional service agreements on a semi regular basis. The reasons are to maintain transparency when receiving advice from outside entities, make sure pricing is in line with the market and ascertaining the quality of work performed. The city is not required to take the low bidder or change professional service providers. There can be reasons the service provided is either unique or the firm provides a certain expertise that has best served the city over time.

City staff received proposals in late January and conducted interviews in late February from three firms. The city uses Financial Advisory firms for two types of business, Economic Development and Bond Issuance/Long Term financial Planning. All three firms were very well qualified to handle the bond issuance and long-term financial planning portion of the city business. When evaluating the Economic Development portion of advisory services, it was apparent that Ehlers Inc was the most experienced and best capable to continue providing this portion of advisory services for the city. While it would not be required to use the same firm for both types of services, city staff does believe it would provide additional synergy to have one advisory firm leading the city through difficult Economic Development and Long-Term Financial Planning discussions over the next several years.

Therefore, staff is recommending the city utilize Ehlers Inc to provide all Municipal Financial Advisory Services.

ATTACHMENTS:

Attachment A: Professional Services Agreement for Municipal Financial Advisory Services