

January 20, 2022

Sharon Hanson
City Administrator
City of Marshall
344 West Main St.
Marshall, MN 56258

VIA EMAIL

Ms. Hanson,

Thank you for your inquiry regarding legislative services for the 2022 legislative session. This letter serves as both proposal and agreement for Flaherty & Hood, P.A. to provide services related to the City of Marshall's request to the legislature to authorize a local option sales tax during the 2022 session.

Flaherty & Hood is well positioned to assist the City of Marshall in seeking a local option sales tax authorization from the legislature. Flaherty & Hood has deep experience working on local sales tax issues for communities across the state. Over the years we have worked with the cities of Rochester, Mankato, North Mankato, Waite Park, Cloquet, Oakdale, and the six St. Cloud area cities that have a joint sales tax, among others. There are very few firms with as much experience in local option sales taxes, food and beverage taxes, and lodging taxes as Flaherty & Hood.

Scope of Services

In order to successfully secure passage of your local option sales tax, Flaherty & Hood staff will assist the City of Marshall with the following legislative activities:

- Developing and executing a legislative strategy
- Drafting necessary legislation and amendments
- Securing bill authors
- Direct lobbying of committee chairs, key legislators, and the Walz Administration
- Creation of handouts and other materials for committee hearings
- Monitoring progress of the omnibus tax bill through the legislative process
- Coordinating testimony at legislative hearings

Project Management and Costs

Senior Lobbyist Marty Seifert will have day to day responsibility for advancing Marshall's sales tax project and will be assisted by firm members Erik Simonson and Bradley Peterson. Mr. Peterson will have ultimate responsibility for service delivery on behalf of the Firm. Other staff will be available to assist as needed.

Total fee for service would be \$17,500. This is a flat rate fee that will be billed in two increments of \$8,750 with the first invoice in February 2022 and the second in April 2022.

Term of services would commence upon approval and return of this agreement and would run through December 31, 2022. Either party may terminate this agreement with written notice to the other party. Should a termination occur the City of Marshall will be responsible for any invoices sent to the City at the time of the termination.

By entering into this agreement, the City understands that Flaherty & Hood, P.A. represents other cities seeking provisions in the Omnibus Tax Bill. Flaherty & Hood advocates for each client's interest strenuously on its own merits. We do not believe that there is any conflict between our representation of Marshall and other cities that may be seeking a local option sales tax. If we believe a conflict has arisen we will immediately be in touch with both clients and seek to resolve the conflict to the satisfaction of both parties.

Conclusion

Flaherty & Hood, P.A. is pleased to provide legislative services to the City of Marshall for the 2022 session and we are confident that we can have a significant impact in advancing your interests.

If the proposal contained in this letter meets your approval, please sign and return one copy to Flaherty & Hood, P.A. and retain a copy for your records.

Very truly yours,

FLAHERTY & HOOD, P.A.

By:



Bradley Peterson, Shareholder Attorney

Accepted By:

Robert Byrnes, Mayor

Sharon Hanson, City Administrator