



CITY OF MARSHALL AGENDA ITEM REPORT

Presenter:	E.J. Moberg
Meeting Date:	Monday, August 10, 2026
Category:	NEW BUSINESS
Type:	ACTION
Subject:	Authorize Ehlers, Inc. as City's Municipal Advisor
Background Information:	A municipal advisor (MA) is a financial professional who provides guidance to state or local governments, school districts, and public authorities regarding the issuance of municipal bonds. They act in a strict fiduciary capacity and their core responsibilities include structuring debt, managing sales, market negotiations and managing compliance. The City of Marshall has worked with Baker Tilly since Baker Tilly purchased Springsted in January 2019. The City had worked with Springsted dating back decades (possibly the 1950s). Mikaela Huot was our assigned representative from Baker Tilly since Terri Heaton's retirement earlier this decade. Mikaela departed Baker Tilly a few months ago for a City Finance Director position. City staff met with representatives of other municipal advisory firms (Northland Securities and Ehlers) in Spring 2026 after Mikaela's departure. Services impacted by any change in municipal advisors includes: • Assistance with debt issuance • Meeting continuing disclosure requirements through EMMA • Monitoring existing debt for refunding opportunities • Performing arbitrage rebate calculations • Assisting with financial reviews of development proposals and negotiations related to the use of public subsidy • Providing guidance on potential economic development programs and activities • Performing tax increment financing (TIF) analysis and preparation of TIF documents • Performing tax abatement analysis, review, recommendations and preparation of documents • Preparing annual TIF reports for the Office of the State of Auditor

	The topic of municipal advisor was discussed at a Ways and Means Committee meeting in July. The Committee unanimously voted to accept the staff recommendation for a change in municipal advisors from Baker Tilly to Ehlers. Since then, staff from Ehlers have assisted the Economic Development Director with some economic development matters. Ehlers has professional services agreements for continuing disclosure and arbitrage services. Some municipalities and/or municipal advisors have formal professional services agreements for debt issuance and economic development work. Ehlers can provide a cancellation letter to place on City letterhead and send to Baker Tilly to cancel any continuing disclosure and arbitrage services agreement in place.
Fiscal Impact:	
Alternative/ Variations:	Continue using Baker Tilly as municipal advisor or select Northland Securities or some other firm as municipal advisor – which is not recommended by staff.
Recommendations:	Authorize City staff use Ehlers, Inc. as the City’s municipal advisor and to work with legal counsel, as necessary, to review and approve professional service agreements for continuing disclosure and arbitrage services.