CITY OF MAPLE PLAIN

Executive Summary

City Council Workshop

AGENDA ITEM:	Municipal Advisor Services Discussion
PREPARED BY:	Jacob Schillander, City Administrator
RECOMMENDED ACTION: Discussion & Feedback	

Summary:

Following the 2026 bond issuance, staff evaluated the City's experience with both Ehlers and Northland Securities. Based on that evaluation, staff has concerns regarding communication, responsiveness, and overall familiarity with Maple Plain's ongoing development and economic activity during the recent bonding process. By comparison, Northland Securities demonstrated strong communication, responsiveness, and a thorough understanding of City projects and initiatives.

The City currently utilizes Northland Securities for Tax Increment Financing services, and staff's experience with the firm has been consistently positive. As a result, staff is considering transitioning the City's municipal advisory services from Ehlers to Northland Securities following completion of the current bond process.

While management of professional service providers falls within the City Administrator's administrative authority, a Council Member suggested that, given the significance of the City's long-standing relationship with Ehlers and the Council's role in approving professional service contracts, the matter be discussed at a workshop prior to any final decision.

This discussion is intended to provide Council with an opportunity to review staff's experience, ask questions, and provide feedback before the City Administrator makes a final determination regarding municipal advisory services.