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## MEMORANDUM

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**TO:** HONORABLE MAYOR AND CITY COUNCIL  
**FROM:** JOSHUA TETZLAFF, CITY ADMINISTRATOR  
**SUBJECT:** CITY MUNICIPAL ADVISOR RECOMMENDATION  
**DATE:** OCTOBER 22, 2024

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As the Council is aware, the City has been using Baker Tilly as our Municipal Advisor for quite some time. Currently the role of municipal advisor includes assisting the City with: debt issuance and oversight, arbitrage rebate management, continuing disclosure reporting, and overall financial planning/analysis. Due to the amount of time the City has been contracting with Baker Tilly, we issued a Request For Qualifications (RFQ) in August, 2024.

Staff reached out to five municipal firms to notify them of the RFQ. Those firms were:

- Baker Tilly
- David Drown
- Ehlers
- Northland Securities
- RW Baird

Of those five firms, all responded with interest, but ultimately, we received three responses: Baker Tilly, David Drown with RW Baird and Ehlers. On Wednesday, October 9th, City staff interviewed the three firms to determine how each may fit with what the City is looking for in a firm.

Each of the three firms interviewed well, showcasing services they would be able to provide. While the decision was not an easy one, after a lengthy discussion staff has decided to recommend Ehlers as our Municipal Advisor for 2025 and into the future.

Through the interviews, we felt that Ehlers separated themselves not only in the service they are able to provide as Municipal Advisor, but also through other services, such as assistance in long-range planning. There are many things Ehlers offers that the City may be able to take advantage of in the future as we look to continue to grow and become a regional leader.

### **Recommendation**

Staff recommends Ehlers as the Municipal Advisor for 2025 and into the future.