



Request for City Council Committee Action from the Department of

Date: November 29, 2010

To: Ways & Means Committee
Referral to: None

Subject: Financial Services Consultant Panel Contracts

Recommendation: Authorize the proper City officers to enter into three-year Master Contract agreements (with the option for two additional one-year extensions) with twenty-six vendors to provide financial and other consulting services to the City of Minneapolis

Previous Directives: On September 20, 2010, the Financial Services Consultant Panel RFP was approved for release by the Ways & Means/Budget Committee and on September 24, 2010, the RFP was approved for release by the City Council

Department Information

Prepared by: LaLonnie Erickson-Baker, Mgr. Administrative Services, 673-2004 Approved by: Patrick Born, City Finance Officer _____ Steven Bosacker, City Coordinator _____ Presenters in Committee: LaLonnie Erickson-Baker, Mgr. Administrative Services, 673-2004
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Financial Impact

- No financial impact

Supporting Information

The City, from time to time, uses financial consulting services to provide expertise in particular areas in support of real estate management, development and finance. To support the needs of the Finance Department, its six divisions and customer departments, the City previously established a Financial Services Consultant Panel whose members submitted their qualifications and were approved by the City Council; these panel contracts will expire on December 31, 2010. To re-establish the Panel, the City issued a Request for Proposals on October 18, 2010 seeking proposals from individual firms or consultants qualified and experienced in providing actuarial, debt issuance, development and other miscellaneous financial-related services.

Twenty-six firms responded to the RFP. The responses were evaluated, based on the criteria in the RFP, by members of an Evaluation Committee. Based on this review, the reviewers recommend that the City Council authorize the proper City Officials to enter into Master Contract agreements with the following firms:

1. 35W Financial
2. Accounting Services Center, LLC

3. AdamsGabbert, LLC
4. Alvarez & Marsal Public Sector Services, LLC
5. Baker Tilly Virchow Krause, LLP
6. Buck Consultants
7. Deloitte Consulting, LLP
8. Ehlers
9. Grant Thornton
10. Hannover, Ltd.
11. Hawkins Delafield & Wood, LLP
12. HDR Engineering, Inc.
13. Hess, Roise and Company, Inc.
14. JTR Enterprises, Inc.
15. Landscape Research, LLC
16. McComb Group, Ltd.
17. Mead & Hunt, Inc.
18. Monroe Moxness Berg PA
19. Northland Securities, Inc.
20. Oliver Wyman
21. Salo Project Search
22. S.B. Friedman & Company
23. Springsted, Inc.
24. The PFM Group
25. TischlerBise, Inc.
26. Yaggy Colby Associates

The above contractors will enter into three-year agreements with the City agreeing to provide services to the City, if requested, and as available. There will be an option for two additional one-year extensions. Each Scope of Work will be limited to an amount not to exceed \$500,000 and each overall contract will be limited to \$2.5 million over the life of the contract.