

# Financial Advisory Services Contract



Finance Department

March 3, 2020



# Financial Advisory Services Background



- Provides assistance with bond sales
- Analyzes refunding opportunities and offers strategic guidance on financing methods
- Costs vary based on number and size of debt issuances



## Selection Process



- City issued an RFP; six responses received
- Selection team (CMO, Finance, Law, PWU, and Airport staff) interviewed four firms
- Selection criteria included qualifications, proposed scope of services, and price



## Selection Team Recommendation



- Selection team recommends Piper Sandler
- Proposed contract term is one year, with four one-year renewal options



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