



OFFICE OF  
DIRECTOR OF FINANCE AND PURCHASE/TREASURER  
CITY HALL  
400 LA CROSSE ST  
LA CROSSE WI 54601-3396

August 1, 2013

Honorable Mayor Timothy Kabat  
Finance & Personnel Committee Members

Honorable Mayor Kabat and Finance & Personnel Committee Members:

The City of La Crosse received request for proposals (RFPs) for a five (5) year financial advisor services agreement on Tuesday, June 4, 2013 at 11:00 a.m. for the period September 1, 2013 to August 31, 2018. Eight (8) requests for proposals were mailed to financial advisory firms and five (5) responses were received.

The requested proposal is for financial advisor services to perform services in the following areas: Financial Planning and Debt Management, Debt Issue Development and Oversight, Investment Program, Arbitrage Rebate Management and Calculations, Continuing Disclosure, Economic Development/Tax Increment Financing/Housing Financing in accordance with the RFP.

The received proposals were evaluated based on the technical and price proposals submitted (i.e. financial advisor experience working with comparable municipalities, qualifications, completeness of RFP response, references, and pricing).

Based on the thorough evaluation of the proposals received from the 5 financial advisor firms, it is recommended that the proposal from Springsted, Inc. be accepted for a five (5) year financial advisor services agreement with the option of two additional one year renewal periods at the City's discretion and that the Mayor, City Clerk, and the Director of Finance/Treasurer are hereby authorized to take all necessary steps to implement the above recommendation.

Sincerely yours,

Wayne Delagrave  
Director of Finance/Treasurer