

FINANCIAL PLANNING AGREEMENT

**BY AND BETWEEN
THE CITY OF PRINCETON, MINNESOTA
AND
NORTHLAND SECURITIES, INC.**

FINANCIAL PLANNING SERVICES

This Agreement made and entered into by and between the City of Princeton, Minnesota (hereinafter "City") and Northland Securities, Inc., of Minneapolis, Minnesota (hereinafter "NSI").

WITNESSETH

WHEREAS, the City desires to use the services of NSI for financial planning assistance related to the establishment of a property tax abatement for the City to provide funds to finance the acquisition of land for future use as an industrial park within the City (the "Project").

WHEREAS, the Project is intended solely for financial planning and NSI is not providing advice on the timing, terms, structure or similar matters related to a specific bond issue.

WHEREAS, NSI desires to furnish services to the City as hereinafter described.

NOW, THEREFORE, it is agreed by and between the parties as follows:

SERVICES TO BE PROVIDED BY NSI

The scope of work to be performed by NSI is based on the following factors:

1. The City is in need of financial services to assist with consideration of the financial assistance for the Project.
2. The City desires to complete an analysis of financial assistance options and prepare for possible authorization of a tax abatement.

NSI will undertake the following tasks:

The scope of work will undertake the process to establish the property tax abatement. Legal services to review documents, and any related contracts with third parties, is not provided by NSI and are not subject to this agreement. NSI will provide the following services:

1. Work with the City staff to set and distribute calendar of key dates and meeting dates.
2. Collect data for the establishment of the property tax abatement, including, but not limited to:
 - a) Parcels included in any existing property tax abatement previously authorized by the City.

- b) Parcels and property value subject to consideration of the new property tax abatement for the Project.
- c) The rate of property taxation.
- 2. Calculate the maximum amount of new property tax abatement, based on limitation in State law, the City may be authorized to approve.
- 3. Identify property value impact of the Project.
- 4. Work with the City to determine the maximum number of years that property tax abatement will be considered for the Project.
- 5. Prepare notice of hearing and assist the City with complying with statutory requirements for mailing and publication.
- 6. Prepare resolution approving tax abatement.

This scope of work does not include any meeting attendance by NSI.

COMPENSATION

The budget for undertaking the tasks in this agreement is an amount not to exceed \$2,500. The amount is based on the estimated number of hours required to complete these tasks at an hourly billing rate of \$210 per hour plus reimbursable expenses for travel, printing, and mailing. NSI will bill on a monthly basis for actual services performed and reimbursable expenses.

The City may at its discretion authorize NSI to undertake additional tasks, including meeting attendance, beyond the tasks listed above. Additional planning services will be billed monthly at a rate of \$210 per hour.

Invoices will detail the work performed, requested compensation for the period and show amounts previously billed.

ASSIGNED NORTHLAND EMPLOYEE

The NSI employee responsible for providing services pursuant to this agreement and for the services performed is George Eilertson.

SUCCESSORS OR ASSIGNS

The terms and provisions of this Agreement are binding upon and inure to the benefit of the City and NSI and their successors or assigns.

DISCLAIMER

In performing service under this agreement, NSI is relying on the accuracy of information provided by the City and the services provided by Northland are based on current State Law. The parties agree that the Minnesota property tax system and other laws may change and may


affect the accuracy and validity of services provided by NSI. NSI will perform its work using the best available information.

TERM OF THIS AGREEMENT

This Agreement may be terminated by thirty (30) days written notice by either the City or NSI. In the event of early termination by the City, NSI shall provide the City with an itemized hourly statement of services already provided. All billable hours by NSI shall be billed at the stated hourly rates should early termination occur.

Dated this ___ day of _____, 2020.

Northland Securities, Inc.

By: 
George D. Eilertson
Managing Director

City of Princeton, Minnesota

By: _____
Title: _____