



Roseville Economic Development Authority (REDA)

Agenda

Monday, September 21, 2026

6:00 PM

City Council Chambers

In accordance with [Minnesota Statutes §13D.02](#) and City policy, Council and Commission members may attend meetings remotely up to three times per calendar year.

(Times listed are approximate – please note that items may be earlier or later than listed on the agenda)

- 6:00 p.m. **1. Roll Call**
 - Voting & Seating Order: Strahan, Groff, Bauer, Schroeder, and Roe
- 6:01 p.m. **2. Pledge of Allegiance**
- 6:02 p.m. **3. Approve Agenda**
- 6:03 p.m. **4. Public Comment**
- 5. Business Items**
 - 6:05 p.m. a. Consider a resolution authorizing staff to apply for a Metropolitan Council Livable Communities policy and affordable housing program development grant.
 - 6:20 p.m. b. Review REDA attorney Request For Qualification responses and determine next steps
 - 6:35 p.m. c. Review revisions to the preliminary 2027 EDA budget and levy
- 6. Commission Direction on Member Initiated Agenda Items**
- 7. Approval of Meeting Minutes**
- 6:50 p.m. **8. Adjourn to City Council**

REQUEST FOR COUNCIL ACTION

Date: 9/21/2026

Item No.: 5.a.

Department Approval

Janice Gundlach

City Manager Approval

Samir J. Truog

Item Description: Consider a resolution authorizing staff to apply for a Metropolitan Council Livable Communities policy and affordable housing program development grant.

Background

At the July 20, 2026 meeting of the Roseville Economic Development Authority (REDA), staff presented the strategic planning work group recommendations for use of the city's Local Affordable Housing Aid (LAHA). Those recommendations, in order of priority, are as follows:

1. Fund drop-in center in Roseville for those experiencing housing instability,
2. Provide support to seniors and people with disabilities who are struggling to maintain their housing or modify their housing to support evolving needs,
3. Rehabilitate, renovate, replace manufactured homes,
4. Fund emergency congregate living for elderly women and/or single parent households, and
5. Down payment assistance to secure rental housing.

Staff began preliminarily investigating each of these priorities to determine what efforts could be undertaken. Through this research, staff identified an opportunity to apply to the Metropolitan Council for grant funds to assist with paying for a third party to inspect the homes to help identify the amount of work needed to improve habitability. Staff has requested proposals from the Center for Energy and Environment (CEE) and Slipstream to develop and administer such a program. Both organizations have experience doing these types of inspections of manufactured homes. The grant application is due October 15, 2026. Staff has discussed this opportunity, and potential outcomes with Riverstone Communities, the owner of Roseville Estates, and they have indicated support of the grant request, the program itself should it be funded, and assisting with engagement efforts with the owners of the manufactured homes. There are approximately 115 manufactured homes within Roseville Estates and approximately 80% are owner-occupied.

Policy Objectives

The REDA's role is to coordinate and administer housing, economic development and redevelopment efforts for the City of Roseville. Decisions regarding new programs should be considered for alignment with the City's economic vitality strategic priority, specifically goal number two, which states "Housing types and programs are provided in a manner that contributes to the economic success for households at all income levels." If the grant is awarded, and the inspection program funded by the grant reveals a specific housing program need, that program will be evaluated against compliance with this goal.

Equity Impact Summary

This grant, if supported by the REDA, would inform the development of future housing programs to be funded with LAHA. LAHA is direct aid in support of affordable housing efforts. It may only be spent on "qualifying projects", which are defined in Minnesota Statutes 477A.35. Within the definition of qualifying projects is a requirement that individuals and/or households benefiting from the aid earn incomes at or below 115% of the area median income for ownership and 80% of the area median income for rental.

These income restrictions are in place to help ensure equitable access to housing. If the REDA directs staff to explore the creation of a new housing program funded with LAHA, staff will complete the Equity & Inclusion Toolkit to assist REDA members in evaluating the program to ensure it assists those it is intended to assist, as well as considers community voices and potential adverse outcomes and ways to mitigate those adverse outcomes.

Budget Implications

There are no budget implications as grant proceeds would be used to contract with a third party to inspect the units.

Staff Recommendations

Adopt a resolution authorizing staff to apply for a Metropolitan Council Livable Communities policy and affordable housing program development grant to assist in development of a program that would address housing stabilization needs at the Roseville Estates manufactured home park.

Requested Council Action

By motion, adopt a resolution authorizing staff to apply for a Metropolitan Council Livable Communities policy and affordable housing program development grant to assist in development of a program that would address housing stabilization needs at the Roseville Estates manufactured home park.

Prepared by: Jeanne Kelsey, Housing and Economic Development Program Manager

Attachments: 1. Resolution

development guide; and

NOW THEREFORE BE IT RESOLVED THAT, the Roseville Economic Development Authority of Roseville authorizes and directs its Executive Director to submit an application for Roseville Estates Program Development in the amount of \$100,000 and, if the Authority is awarded a Livable Communities grant for this project, and to execute such agreements as may be necessary to implement the Project on behalf of the City, where the Project is located.

Adopted by the Board of the Authority this 21st day of September, 2026.

Certificate

I, the undersigned, being duly appointed Executive Director of the Roseville Economic Development Authority, hereby certify that I have carefully compared the attached and foregoing resolution with the original thereof on file in my office and further certify that the same is a full, true, and complete copy of a resolution which was duly adopted by the Board of Commissioners of said Authority at a duly called and specially held meeting thereof on September 21, 2026.

I further certify that Commissioner _____ introduced said resolution and moved its adoption, which motion was duly seconded by Commissioner _____, and that upon roll call vote being taken thereon, the following Commissioners voted in favor thereof:

and the following voted against the same:

whereupon said resolution was declared duly passed and adopted.

Witness my hand as the Executive Director of the Authority this 21st day of September, 2026

Executive Director, Patrick Trudgeon
Roseville Economic Development Authority

REQUEST FOR COUNCIL ACTION

Date: 9/21/2026

Item No.: 5.b.

Department Approval

Janice Gundlach

City Manager Approval

Samuel Truog

Item Description: Review REDA attorney Request For Qualification responses and determine next steps

Background

On May 11, 2026 the Roseville Economic Development Authority (REDA) reviewed a Request for Qualifications (RFQ) regarding REDA legal services and authorized staff to release the RFQ. The RFQ is provided as Attachment 1. The RFQ had a submission deadline of July 1, 2026. Ten proposals were received, which have been provided to the REDA. Exhibit A of the RFQ established the scoring criteria. All ten RFQ's were scored by four staff members and one REDA member. Scores have been computed and results are attached (see Attachment 6).

The next step in the process is to determine if the results of the scoring necessitate interviews. Based on the scoring results, staff recommends interviewing the top four firms (see Attachments 2 thru 5), which are as follows:

1. Eckberg Lammers
2. KutakRock
3. Dorsey Whitney
4. Kennedy & Graven

The RFQ states that the Executive Director "will appoint the respective firm for legal service based on the highest scoring proposal, coupled with results of an interview, if applicable, subject to confirmation by the REDA." Given the volume of proposals received, the scoring results, and that the top three proposals are firms the REDA has not worked with previously, staff finds the interview process is necessary in order to make the most informed recommendation on legal representation moving forward.

Beyond the staff and REDA member who reviewed and scored all ten RFQ's, staff is suggesting that one additional REDA member participate in the interview process. The REDA should select an additional member (Member Groff is already included) to participate in the interviews. Staff has preliminarily identified the following three days/times to schedule interviews:

- Friday, October 9, 2026: 10am-Noon
- Thursday, October 15, 2026: 1-4pm
- Friday, October 16, 2026: 10am-2pm (hour break for lunch if needed)

If the REDA is agreeable to this process, and a second REDA member is selected to participate in the interviews, staff will reach out to the top four firms.

Following the interview process, staff intends to advance the selected firm to the REDA for confirmation at the REDA's regularly scheduled meeting of November 9, 2026.

Policy Objectives

The REDA's role is to coordinate and administer housing, economic development and redevelopment efforts for the City of Roseville.

Equity Impact Summary

Selection of a REDA attorney will influence the city's ability to achieve goal number two of the city's Economic Vitality strategic priority, which states that "Housing types and programs are provided in a manner that contributes to the economic success for households at all income levels." Success indicators for this goal refer to residents being provided with housing that meets the life-cycle continuum, residents feeling stable in the housing, and residents not being cost-burdened by their housing. Adherence to this goal and these success indicators ensure housing needs are addressed equitably across our community. The REDA's ability to contribute positively to this goal will be through programming of the city's Local Affordable Housing Aid (LAHA), which was an expertise requested within the RFQ and weighted heavily in the scoring process, which will aid in selection of the REDA attorney.

Budget Implications

In preparation of 2027 REDA budget, staff anticipated that the cost for legal services would increase, which could be a result of a higher hourly rate or, more likely, greater utilization given LAHA programming that is anticipated in 2027. The preliminary 2027 REDA budget includes \$29,000 in professional services for attorney expenses, compared to \$14,500 budgeted this year. While outside the city's budget, the REDA attorney provides services in support of various projects, the cost of which is paid for by those project proposers.

Staff Recommendations

Direct staff to engage with the top four scoring firms to schedule interviews and appoint a second REDA member to participate in the interview process.

Requested Council Action

Direct staff to engage with the top four scoring firms to schedule interviews and appoint a second REDA member to participate in the interview process.

Prepared by: Janice Gundlach, Community Development Director

Attachments:

1. RFQ
2. Eckberg Lammers
3. KutakRock
4. Dorsey Whitney
5. Kennedy & Graven
6. Scoring Totals

Roseville Economic Development Authority
REQUEST for
STATEMENT of QUALIFICATIONS
And
PROPOSAL for
LEGAL SERVICES
May 2026

I. PURPOSE

The Roseville Economic Development Authority (REDA) is requesting a statement of qualifications and proposals for legal services from firms experienced in Housing and Redevelopment Authority (HRA) and Economic Development Authority (EDA) law as well as issues related to bonding authority, Local Affordable Housing Aid (LAHA), Section 42 guidelines and general governing laws associated with the operation of a HRA and EDA.

II. BACKGROUND

The City of Roseville, contiguous to Minneapolis and St. Paul, is a fully developed statutory city with a population of 35,637. The HRA was established in 2002 and then transferred all powers in 2015 to a newly established EDA. The REDA board members are the City Council. The approved 2026 REDA total operating budget is \$364,826, which consists 1.5 FTE, multiple professional service contracts and is funded by tax levy and program funds. In addition, the REDA has a variety of outstanding revolving and deferred loans of a residential and commercial nature totaling nearly \$2 million, community land trust assets, over \$3 million in grants administration, and six active Tax Increment Financing Districts consisting of seven paygo notes and one GO Tax Increment Revenue Bond.

Historically the REDA has retained a private firm for three (3) years to provide housing, redevelopment and economic development services. It is expected that the REDA attorney will not be needed more than 20 hours monthly for the normal and routine business of the REDA. However, significantly more or less hours may be needed depending on the status of existing projects and if/when new projects occur.

III. PROCESS

- A. The REDA will use the following process for selecting Legal Service Providers:
1. Various REDA staff, including but not limited to the REDA Executive Director, Community Development Director, and Housing and Economic Development Program Manager, together with one member of the REDA, will review and score the responses based on the criteria outlined in Exhibit A.
 2. If determined necessary based on the results of the scoring exercise, proposers may be requested to interview with the scoring committee.
 3. Pursuant to law, the REDA Executive Director will appoint the respective firm for legal service based on the highest scoring proposal, coupled with results of an interview, if applicable, subject to confirmation by the REDA.

IV. GENERAL INSTRUCTIONS

- A. Responses must provide complete information as described in this request. Three copies shall be submitted by 4:30 p.m. on Wednesday, July 1, 2026 to:

Roseville Community Development Director
ATTN: Janice Gundlach
Roseville City Hall
2660 Civic Center Drive
Roseville, MN 55113-1899

- B. To ensure fairness and uniformity, firms submitting responses should contact only the Community Development Director with questions, comments, or concerns. (Firms are encouraged first to review the City's website for additional information about the REDA www.cityofroseville.com/eda). The Community Development Director be contacted by email at Janice.Gundlach@cityofroseville or by phone at 651-792-7071.
- C. The REDA will not reimburse any expenses incurred by the firm submitting responses including, but not limited to, expenses associated with the preparation and submission of the response and attendance at interviews.
- D. The REDA reserves the right to reject any and all proposals, to request additional information from any and all Proposers, and to negotiate modifications to the terms and conditions of a legal services agreement from that offered by a Proposer.

V. REQUIRED CONTENTS OF RESPONSE

- A. Firms shall conspicuously indicate on their Proposal complete contact information including contact person, mailing address, email address, phone number, and fax number.

B. Firm Background:

1. Brief history of firm.
2. Number of attorneys, including number of partners and associates and areas of specialty.
3. Support personnel: number and expertise.
4. Office organization and support capabilities.
5. Office location(s).
6. Current use of technology, especially capability for computerized legal research and for sharing and editing documents electronically.
7. Statement of any malpractice claims and/or ethics complaints taken against your firm or firm's attorney(s) over the last five years and the status or outcomes of such action. Indicate whether any action is pending or is currently under review by the State Ethics Board.
8. Statement of 2025 billings for HRA and/or EDA work as a percentage of total 2025 billings.
9. Most recent audit or financial report.
10. Description of malpractice insurance coverage: carrier, limits, and exemptions.
11. Statement of compliance with federal and state laws respecting civil rights.

C. Attorney Qualifications:

1. Identify the specific attorney who will serve as the lead attorney for legal services and indicate the following respecting that attorney:
 - Academic training and degrees;
 - Description of background and experience;
 - Description of prior municipal experience including cities served in a similar capacity; and
 - List of litigation in communities where designated attorney served as lead attorney and outcomes of litigation.
2. Identify attorney who will serve in the lead attorney's absence and provide information as requested in paragraph V, item C, #1 above.

3. Identify other attorneys and support staff who will supply services for which the REDA will be charged.
 4. Current responsibilities of person designated to serve as lead attorney.
- D. List of HRA/EDAs the firm currently represents and for what type of service.
- E. List of HRA/EDAs the firm began representing in the past three years and EDAs your firm has stopped representing in the past three years.
- F. Names, telephone numbers, and contact person of at least five (5) client references, at least two of which shall be EDAs.
- G. Description of the firm's view of their responsibilities to the REDA in the provision of legal services.
- H. Copy of Malpractice/liability Insurance Certificate in a minimum amount of \$2,000,000.
- I. Conflict of Interest:
1. Indicate whether designated lead attorneys of the law firm represent, or have represented, any client whose representation may conflict with your ability to provide legal services to the City of Roseville or the REDA.
 2. Indicate whether designated lead attorneys or the law firm currently represent any real estate developers. If so, please identify those companies or persons in detail and provide a percentage breakdown of how much this work represents of your firm's total billings.
 3. Indicate whether designated lead attorneys or the law firm currently represents any other local units of government having jurisdiction within or contiguous to the City of Roseville.
 4. Identify what procedures your firm utilizes to identify and resolve conflicts of interest.
- J. Fees:
1. EDA Attorney—firms desiring to be considered for REDA Attorney services shall clearly indicate a fixed, hourly dollar amount for REDA Attorney, other attorneys and support staff that may be working on REDA business also include any additional costs that could be associated with services provided.

VII. Legal Services Requirements

Following are the primary responsibilities for the REDA attorney:

REDA Attorney

1. Attend any Roseville EDA meeting and other City Board, Commission or Council meetings as requested by the REDA Executive Director, Community Development Director or Housing and Economic Development Program Manager.
2. Advise on real estate matters, including but not limited to the drafting of any notes, mortgages, security agreements, promissory notes and any other loan documents, including those related to land trust assets, as requested.
3. Draft any Professional Service Agreements or amendments to agreements.
4. Advise Executive Director, Community Development Director, Housing and Economic Development Program Manager, Economic Development Specialist, Board members and other staff on HRA and EDA legal matters.
5. Upon request, provide written update on new State or Federal legislation or judicial decisions impacting the REDA and suggested action or changes in operations or procedures to assure compliance.
6. Provide advice on open meeting law, data practice, records retention and privacy issues.
7. Assist in the negotiation and preparation of contracts for private development, assessment agreements, special assessment agreements, interest rate reduction programs, revenue notes, housing bonds and other contractual arrangements between the REDA and a developer or business.
8. Assist with the administration and development of housing and economic development programs and tax increment financing districts and prepare the appropriate documents and resolutions.
9. Assist in the due diligence, acquisition, and disposition of any REDA-owned property.
10. Provide advice on the use, programming and reporting requirements of Local Affordable Housing Aid and any legislative changes that impact the use, programming and reporting requirements of Local Affordable Housing Aid.

11. Provide advice and assist on the drafting and/or reviewing of any grant agreements administered through the REDA.

VIII. Timeline for Selection

It is expected that qualified firm proposals will be reviewed beginning July 6, 2026 with a contract for services to be authorized at the REDA board meeting on or before November 9, 2026 with services commencing January 1, 2027 through December 31, 2029.

Exhibit A (Scoring Worksheet)

PROPOSER	Proposal Completeness	Attorney Qualifications	PSA's	Real Estate	Grants	HRA/EDA law & experience	Housing bonds/programs	TIF/Public Finance	LAHA	TOTAL
Proposal #1										
Proposal #2										
Proposal #3										

Scoring: 1, 5, or 10
 1 = below expectations
 5 = meets expectations
 10 = exceeds expectations

	x1
	x2
	x3



Submitted By:

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Stillwater, Minnesota
Telephone: (651) 439-2878
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City of Roseville, Minnesota

Eckberg Lammers Response to Request
for Statement of Qualifications and
Proposal for Legal Services to the City of
Roseville

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Proposal Summary

Firm	Eckberg Lammers, P.C.
Attorneys	24
Experience	Founded in 1949, Eckberg Lammers is one of the most reputable law firms in the Twin Cities Metro. Our attorneys serve individual, business, and municipal clients throughout both Minnesota and Wisconsin.
Scope of Services	Economic Development Authority
Proposed Lead Attorney	Eric Larson
Fees	We propose an hourly rate for EDA Services.

BACKGROUND

Introduction

Eckberg Lammers, P.C. is pleased to submit this Response to Request for Statement of Qualifications and Proposal for Legal Services to the City of Roseville Economic Development Authority.

Eckberg Lammers' municipal team represents 32 cities in Minnesota and Wisconsin, most of whom have an economic development entity supported by Eckberg Lammers' municipal team.

Eric Larson advises the Saint Paul Port Authority, is lead counsel for the City of Woodbury's Water Treatment Plant project, and is also lead counsel for the City of Blaine's largest economic development project in its history, the 105th Development Project. Amanda Johnson is general counsel for the City of Dayton's EDA. In short, Eckberg Lammers' economic development bench strength is recognized in the public sector market.

Eckberg Lammers is therefore uniquely qualified to represent the City of Roseville as its Economic Development Authority legal counsel. As detailed more fully below, the true strength of Eckberg Lammers is the firm's breadth and depth of knowledge in municipal law (particularly Minnesota Statutes Chapter 469 EDAs), all aspects of real estate development (private and public), and its track record of public sector mission and project success.

We recognize that achieving municipal goals requires proactive legal guidance, strategic problem-solving, and a steadfast commitment to community success. The City of Roseville, like several other communities we serve, is working to balance economic vitality through retention and expansion of local businesses, housing programs for all income levels, and the development and advocacy of public transportation systems. Eckberg Lammers is well positioned to support those priorities, providing the legal guidance and counsel that enables high-performing organizations, informed decision-making, and sound stewardship of community resources.

Brief History

Established in 1949, Eckberg Lammers has been a trusted legal partner to municipalities across Minnesota and western Wisconsin for over seven decades. Our firm serves as civil, prosecution, employment, and special counsel, providing tailored solutions to meet the diverse needs of the communities we represent.

We pride ourselves on fostering strong, collaborative relationships with municipal managers and administrators, elected officials, public safety personnel, staff, and residents. These connections are the foundation of our work and reflect our commitment to serving municipalities with integrity and excellence.

Beyond our comprehensive municipal practice, Eckberg Lammers offers a wide range of legal services, including individual, business law, training and consultation, and more. Our multidisciplinary approach ensures we can support clients across a variety of legal and strategic needs.

Attorneys and Areas of Practice

Eckberg Lammers currently employs 24 attorneys. Our leadership team is comprised of a board of directors and shareholder group; we have five board of directors all which also serve as

shareholders and two additional shareholders. Our full list of practice areas may be found on the firm’s website. See Appendix A.

Support Personnel

The firm employs more than 30 support staff consisting of paralegals, legal assistants, an office administrator, marketing director, human resources, accounting, law clerks, and a receptionist. Our municipal team includes two paralegals – one focused on municipal work, one on real estate- and one dedicated legal assistant.

Office Organization, Technology, and Support Capabilities

Eckberg Lammers uses maximum security and system controls. We utilize Microsoft 365 for Government suite of software applications including SharePoint and Teams, as well as other leading software to maximize its legal services and client data protection. For research capabilities all of our attorneys have access to Westlaw. All attorneys have laptop smart-phone access to email documents as needed. The firm shares, edits, and finalizes documents with our municipal clients on a daily basis. Attorneys frequently bring laptops directly to meetings for instant feedback and research capability. Consistently delivering such timely communication and work product is a source of pride for Eckberg Lammers.

Office Locations

Eckberg Lammers has four office locations, but our attorneys often work in regional workspaces. Our main Minnesota office is located in Stillwater, Minnesota.

Stillwater Office	Hudson Office	Oakdale Office	Bloomington Office
1809 Northwestern Ave	430 2 nd Street	7815 Third Street, 203	7760 France Ave S, #830
Stillwater, MN 55082	Hudson, WI 54016	Oakdale, MN 55128	Bloomington, MN 55435

Malpractice

Over the past five years, the firm has received five professional responsibility complaints. Four were dismissed in finding no violations of any ethical rules and imposing no discipline, while the remaining one is currently under review. The remaining complaint is related to a private client matter and does not involve any municipal representation or municipal attorneys. The firm holds lawyers’ professional liability through CNA insurance with \$5,000,000 limit. A copy of our declarations page is available upon request.

Diversity and Inclusion

Eckberg Lammers is committed to providing fair, just, and quality services to all individuals regardless of race, color, religion, sexual orientation, gender identity, national origin, age, marital status, genetic information, disability or because they are a protected veteran. This practice is emulated through the firm’s practice of equal opportunity employment, incentivizing pro bono representation, and seeking educational opportunities for team members.

ATTORNEY QUALIFICATIONS

Proposed Lead Attorney



Eric D. Larson is the proposed lead HRA/Port Authority legal counsel. Eric is a municipal, economic development, commercial real estate, and non-profit organization attorney. Eric graduated from Carleton College with a degree in Political Science and from Mitchell Hamline School of Law with a Juris Doctor, cum laude. He was admitted to the Minnesota State Bar in 1991.

Eric serves as lead counsel for development projects for the firm's Minnesota city clients, advises the Saint Paul Port Authority, and serves as special counsel for the City of Woodbury's major development projects. Eric is also the City Attorney for the City of Blaine, which is undergoing a large redevelopment project.

As the Saint Paul Port Authority's full-time general counsel from 2008 to February 2023, Eric has been a long-time lead government attorney and, in addition, has an extensive economic development project portfolio.

Furthermore, having been with the Saint Paul City Attorney's Office since 2000, Eric has extensive experience and knowledge in municipal law, working on general municipal, economic development, and land use matters. He is fully capable of and well suited to provide service needs to the city including but not limited to code enforcement, attendance at meetings, legal document drafting and review, public improvement projects, development projects, land use and zoning, and litigation.

Following graduation from Mitchell Hamline School of Law, Eric clerked for Chief Judge H. Richard Hopper, 1st Judicial District, Dakota County, after which, he joined a private firm turning his focus to state and federal litigation, real estate, eminent domain, commercial real estate, and insurance defense. After working for a private firm, as noted above, Eric joined the City of St. Paul as Assistant City Attorney serving the last 15 years as General Counsel for the Saint Paul Port Authority.

Eric joined Eckberg Lammers in February of 2023, adding his Civil Municipal, Economic Development, Real Estate, Finance, and Business experience to the Eckberg Lammers' Team.

Project Team

If the lead attorney is unavailable or additional technical services are needed, our team is well-versed in handling any economic development authority matter.



Amanda Johnson is an attorney in our Municipal and Economic Development group. Her practice spans a diverse array of municipal matters, including land use and zoning, community development, code enforcement, parks and recreation, condemnation, contract negotiations, data practices and more. Amanda has served as Dayton EDA's general counsel since 2024.

Prior to serving as city attorney, Amanda gained valuable experience working for local developers and builders, providing her with a unique perspective on development projects. This experience allows her to effectively navigate projects involving both public and private organizations fostering solutions that benefit all stakeholders.



Nicholas Vivian is a shareholder and attorney in our Municipal, Finance, Economic Development, Commercial Lending and Real Estate groups.

Nick is committed to helping local communities succeed through both municipal development and business growth, and his practice reflects that dedication. Nick's perspective combines the experience of representing lenders, municipalities, businesses, and individuals in complex legal matters. Having represented all sides in these transactions gives Nick the know-how to efficiently negotiate deals and close transactions. He is passionate about economic development and job creation.



Mike Dixon is an attorney in the firm's Real Estate group, where he has built a focused practice advising businesses and organizations on commercial and real estate matters. He routinely guides clients through business formation and development, a wide range of transactional matters, franchising, and financing — bringing a depth of real estate knowledge that makes him a natural fit for complex economic development authority engagements.

Leslie Mills - Municipal Paralegal

Leslie is an experienced paralegal supporting the Municipal Legal Team, for instance drafting and reviewing basic real estate documents, contracts, resolutions, and other municipal documents.

Lynn Brown - Real Estate Paralegal

Lynn has over 30 years of complex residential, mixed-use, commercial, and industrial real estate transaction and development project experience, supporting both public and private sector client needs.

In addition to the attorneys and support staff listed here, Eckberg Lammers has a robust team of experienced corporate, real estate, and finance attorneys and paralegals available to assist with the City's matters. Visit our website at eckbergammers.com for a full list of our attorneys.

Litigation Attorneys

If the EDA is met with litigation, the Firm is well-positioned to assist through its dedicated litigation team. While the designated attorney would remain involved in coordinating strategy, maintaining continuity of representation, and managing the matter on behalf of the EDA, litigation matters would typically be handled by the Firm's litigation attorneys or, where appropriate, tendered to and coordinated with the League of Minnesota Cities Insurance Trust.

The Firm's litigation team includes attorneys **Kevin Sandstrom, Jon Dalager, and Sam Pilney**. This team has experience handling municipal-related litigation, real estate, business, and development disputes, finance-related matters, employment claims, and other legal actions involving public entities.

Kevin Sandstrom is one of the Firm's civil municipal attorneys and has more than a decade of experience representing municipalities in a variety of capacities, including as general counsel, assistant general counsel, specialized litigation counsel, and project-based counsel. He currently serves as City Attorney for the Cities of Woodbury, Oak Park Heights, and St. Mary's Point. Through this experience, he is familiar with managing litigation risk, coordinating with insurers, working with litigation counsel, and advising public bodies throughout the dispute-resolution

process.

Accordingly, while the Firm does not rely on a single designated attorney to personally handle all litigation matters, it provides the EDA with access to an experienced municipal litigation team and a coordinated approach to managing claims, disputes, and litigation from initial assessment through resolution.

KNOWLEDGE & EXPERIENCE

Eckberg Lammers' attorneys are proficient in all areas of Economic Development Authority and Housing Redevelopment Authority, including but not limited to:

PROFESSIONAL SERVICES AGREEMENTS

Eckberg Lammers legal team brings deep transactional experience across the full range of agreements that economic development work demands; Memorandums of Understanding, Letters of Intent, Joint Venture and Membership Agreements, Operating Agreements, Vendor and Professional Services Agreements, and Grant or Forgivable Loan Agreements, including review for federal, state, and county compliance.

Having represented municipalities, lenders, and private developers provide our firm and team with a unique perspective. We understand the priorities and pressure points on every side of the deal, providing our team with a deep understanding of the complexities involved in these transactions.

REAL ESTATE

Attorney Eric Larson has served as lead counsel on a wide variety of projects, including Highland Bridge (former Ford Plant), Beacon Bluff (former 3M Saint Paul headquarters), Allianz Field, and CHS Stadium. His project experience spans industrial, commercial, residential (single-family and multi-family), and mixed-use development in virtually every combination. Project scale has ranged from a single lot to 120 acres — from greenfields to Superfund sites, from bare land to projects requiring more than a million square feet of building demolition, to structure repurposing such as the former Macy's building converted to the Minnesota Wild practice facility and offices.

Eric has negotiated and drafted all Port Authority barge terminal tenant leases, as well as leases for the Port Authority as tenant across three office locations, 4 barge terminal, and 25 business centers and various private and public development project leases for Eckberg Lammers' clients. He brings deep real estate knowledge across the full transaction lifecycle: title review (commitments, surveys, objections and cure, quiet title actions, and title insurance); deed types (warranty, limited, and quitclaim); encumbrances (contracts for deed, easements, leases, and licenses); and ownership structures (individual, corporate, trust, condominiums, and homeowners' associations).

FEDERAL, STATE, AND LOCAL GOVERNMENT GRANTS AND LOAN PROGRAMS

Primarily in his Port Authority general counsel and City of Saint Paul development work, Eric has worked with and on the following grant and loan programs:

Minnesota Department of Employment and Economic Development (DEED)

- Minnesota Investment Fund (MIF)
 - The Port Authority utilized MIF in a few of Port Authority business center development projects.

- Innovative Business Development Program (BDPI)
 - Workforce development grant program (job creation and retention). Until the Port Authority outsourced its workforce program in 2016, Eric Larson provided legal services for the Port Authority in support of this major workforce grant funding.
- Infrastructure Funds and Programs
 - Point Source Implementation Grant
 - Port Authority received a PSIG for its Southport Terminal and its Barge Terminal No. 1 dockwall expansion/upgrade projects.
- Site Cleanup and Redevelopment Funding
 - Contamination Cleanup and Investigative Grant
 - Cleanup Revolving Loan Program
 - Demolition Loan Program
 - Redevelopment Grant

Port Authority obtained all of the above grant and loan fundings at one time or another for its redevelopment work.

Minnesota Pollution Control Agency (MPCA)

- Petroleum Tank Release Cleanup Fund (Petrofund)
- USEPA Brownfield Investigation Fund – MPCA Allocation – Pays for Assessment of Contaminated Properties to support redevelopment and reuse.
- 3M PFAS Settlement Grant Program (MPCA and DNR, joint program). Eric is lead counsel for the City of Woodbury, Water Treatment Plant Project and ensures the City's compliance with this grant program.

Minnesota Department of Natural Resources (DNR)

- 3M PFAS Settlement Grant Program (MPCA and DNR, joint program). Eric is lead counsel for the City of Woodbury, Water Treatment Plant Project and ensures the City's compliance with this grant program.

Minnesota Department of Commerce

- Property Assessed Clean Energy (PACE) funding – Department of Commerce was the conduit of federal stimulus funding, launching with a \$15 million revolving loan program, the Port Authority's PACE program in 2009, now, annually, one of the top three PACE programs in the nation.

Minnesota Housing

- Local Housing Grants Programs (The program uses state funding to match a portion of new housing trust fund dollars to encourage local investment in affordable housing across Minnesota). *Port Authority and Sherman Associates (Developer) leveraging Minnesota Housing financing for its housing development at The Heights (former Hillcrest golf course).

Metropolitan Council

- Livability Communities – Affordable Housing, Job Creation, Small Business, and Mixed-Use.
- Tax Base Revitalization Account (TBRA) - Environmental Site Investigation & Cleanup

Ramsey County Environmental Response Fund (ERF) – Offset Environmental Assessment and Cleanup of contaminated sites.

United States Department of Housing and Urban Development (HUD). Community Development Block Grant (CDBG).

- CDBG
- HOME Program
- Section 8 Funding.

United States Treasury

- Community Development Financial Institutions (CDFI) – New Market Tax Credit (NMTC) – federal program designed to stimulate economic growth and job creation in low-income, distressed census tract communities. Provides private investors a federal income tax credit totaling 39% of their investment over a 7-year period.
- Port Authority's – Capital City Properties (CCP), a 501(c)(3) corporation, applied and was awarded a NMTC allocation in 2010. Eric assisted in the application, NMTC allocation acceptance, and drafting of NMTC transaction documents for CCP recipients.

City of Saint Paul (Planning and Economic Development (PED) and Housing and Redevelopment Authority (HRA).

- Saint Paul's Housing Trust Fund (tenant protections; homelessness support)
- Emergency Solutions Grant (ESG)
- Saint Paul HRA's Emergency Rental Assistance/ Eviction Prevention Program

HRA/EDA Experience

Eric spent 15 years, as full-time general counsel for the Saint Paul Port Authority steeped in all aspects of economic development work and by extension the applicable state and federal laws, such as Minnesota Statutes Chapter 469 (Local Economic Development).

In addition, for 17 years, Eric was the primary support for Saint Paul HRA General Counsel Pete McCall, thus gaining knowledge on all aspects of the HRA's operations and programs, including:

- HUD CDBG
- HOME
- Emergency Solutions Grant (ESG)
- Emergency Rental Assistance/ Eviction Prevention Program
- City's Housing Trust Fund (tenant protections; homelessness support)
- Structure Parking Bond Financing
- Management and Operating Agreements
- Tenant Leases
- Financing Agreements

Occasionally, Eric was asked to take the lead on major Saint Paul/HRA projects, such as:

- Highland Bridge (Ford Plant)
- Hamm's Brewery Site (Multi-Use Redevelopment)
- Westside Flats Phase III (brownfield development)⁵ - two buildings, 264 units, market rate and affordable.
- Jimmy Lee/Oxford Community Center - \$12 million bond-financed expansion and redevelopment of the community center

HOUSING BOND PROGRAMS

Here is a list of some of the major Housing Tax Increment Financing (TIF) (MSA 469.174-.1794), Attorney Eric Larson has worked on.

TIF District #304 – Schmidt Brewery	Issued in 2012 in the principal sum of \$3,770,000 with an interest rate of 4.45% per annum.
TIF District #322 - Ford Site Redevelopment Project	Issued in 2019 in the principal sum up to \$34,493,926. Rent and Owner-Occupied. 20% Rent or Owner Occupied – 763 of approximately 3,807.
TIF District #340 - West Side Flats Phase III Project, Series A Note	Issued in 2022 in the principal sum of \$1,624,679 with an interest rate of 3.90% per annum. Principal and interest is paid on September 1 of the first year in which the HRA.
TIF District #340 - West Side Flats Phase III Project, Series B Note	Issued in 2022 in the principal sum of \$5,375,321 with an interest rate of 3.90% per annum.

TIF/PUBLIC FINANCE

The Eckberg Lammers Legal Team has deep experience in public finance; Tax Increment Financing; abatement; and federal, state, and county grants involving a broad spectrum of public infrastructure and development projects. While we do not provide bond counsel services, we are experienced in its application, regulatory framework, and strategic implementation.

Attorney Eric Larson's recent and substantial public-financed projects include:

105th Redevelopment <i>Blaine Town Center</i> ~69 Acres	➤ \$25 million TIF (land acquisition and public infrastructure) ➤ Other public financing: \$157 Million abatement bonds ➤ Projected total private/public development investment: ~ \$750 million
Highland Bridge <i>Former Ford Plant site</i> ~120 Acres	➤ \$53 million TIF (public infrastructure) ➤ \$49 million TIF (affordable housing) ➤ Other public funding: Capital Improvement Bonds (CIB) Bonds, Section 429 Assessment Bonds, Metropolitan Council (TBRA/Livable Communities), MPCA Point Source ➤ Projected total private/public development investment: over \$500 million

**Treasure Island Center
/ Minnesota Wild
Practice Facility**
Former Macy's Building

➤ \$11 Million TIF

The following is a lengthy but not exhaustive list of the public financing tools that Eric and his clients have utilized to finance projects.

Bonding

- Tax Increment Financing (Development – Eligible Costs) – Pledged Property
- Abatement Bonds (Development) – Identified Property Taxes
- Capital Improvement Bonds (Public Infrastructure) – Property Taxes
- Utility Revenue Bonds (Utility System Improvements) – Utility Revenues
- Improvement Bonds (Streets/ROWs) – Assessments
- Street Reconstruction Bonds (Street Reconstruction) – Property Taxes

State of Minnesota

- DEED (Contamination Cleanup Grants; Minnesota Investment Fund (MIF); Job Creation)
- MN DOT (Port Development Assistance Program – Infrastructure, Facility Expansion)
- MPCA (Brownfield Redevelopment; Point Source Implement Grant)
- MPCA/DNR (3M PFAS Settlement)
- MN Commerce Department – ARRA Grants and Loans
- Minnesota Housing Finance Agency funding

Metropolitan Council (TBRA and Livable Communities)

Federal Government

- HUD (CDBG; HOME; Section 8 Programs)
- EPA
- American Recovery and Reinvestment Act (ARRA)

Saint Paul Port Authority

- MinnPACE- Approximate \$50M+ year program
- Trillion BTU
- Energy Savings Partnerships
- Business Development Fund

Counties. Ramsey County and Anoka County Revolving Loan Funds.

LOCAL AFFORDABLE HOUSING AID

Eckberg Lammers has extensive experience with municipal affordable housing programs, including:

- CDBG
- CDBG (HOME)

- Section 8 Housing Assistance
- Emergency Solutions Grant (ESG)
- Emergency Rental Assistance/ Eviction Prevention Program
- Housing Trust Fund (tenant protections; homelessness support)

Local Affordable Housing Aid Program: In 2023 the Minnesota Legislature established the Local Affordable Housing Aid program for metropolitan local governments. This additional funding may either supplement existing local affordable housing programs or facilitate the creation of a new affordable housing program. The local affordable housing aid monies received from the Minnesota Department of Revenue must be spent within 3 years from the date the monies were received. Qualifying projects are based on AMI with focus on home ownership (80% AMI or less) and rental (50% AMI or less).

HRA/EDA REPRESENTATION

Eric Larson currently serves as legal counsel to the St. Paul Port Authority, City of Blaine EDA and Woodbury EDA. Beyond these engagements, our firm serves as city attorney for more than 30 Minnesota and Wisconsin municipalities. In many of these relationships, our attorneys handle the full spectrum of economic development legal work either because the municipality does not retain separate EDA counsel or because the work arises in an EDA-adjacent context.

REFERENCES

City of Roseville is encouraged to contact any of Eckberg Lammers' current clients, we have provided the contact information for the below references. References include:

Saint Paul Port Authority

Emily Lawrence
General Counsel
651-204-6217
ejl@sppa.com

Saint Paul Port Authority

Louis Jambois
former President/CEO
651-295-3596
ljambois@msn.com

City of Woodbury

Jim Westerman
Assistant Public Works Director
651-714-3719
jim.westerman@woodburymn.gov

MN Climate Innovation Finance Authority

Pete Klein
former Executive Director
952-334-9262
pkpkpete@gmail.com



City of Blaine

Erik Thorvig
City Manager
763-785-6120
ethorvig@blainemn.gov

REDA / EDA ATTORNEY RELATIONSHIP

Eckberg Lammers approaches municipal representation as a true legal partnership. Our attorneys view themselves as the head of the city's legal department, working alongside the Executive Director, Community Development Director, Housing and Economic Development Program Manager, Economic Development Specialists, board members and staff to advance the city's mission and goals. While policy decisions rest with elected officials, our role is to provide the legal guidance and counsel that supports and facilitates sound decision-making at every level.

Our attorneys maintain regular communication with city staff on all active matters, providing periodic status reports on ongoing projects. We proactively monitor proposed legislation and emerging case law affecting municipalities and make it a priority to keep our cities informed. Attorneys are available to supplement regular reporting with scheduled office hours at City Hall on a regular basis if requested, as well as attendance at meetings and other engagements as the city's needs require. The firm maintains regular weekday office hours from 8:00 a.m. to 5:00 p.m., and attorneys are available outside of business hours as needed to fully serve the city. All phone and email inquiries from city staff and officials are returned the same business day, or by the following business day if received late in the day or after hours.

CONFLICTS OF INTEREST

The potential for conflicts of interest always exist. The firm maintains a conflict protocol and client registry as required under existing ethics standards for that purpose. The firm is keenly aware that representation of private individuals, real estate developers, municipalities, contractors and others that may impact any municipal clients and Eckberg Lammers has worked successfully to avoid those conflicts over the years.

At the current time, Eckberg Lammers does not have current client development projects, private clients, or municipalities in conflict with the City. If selected as the Cities EDA Attorney, and if necessary, due to an actual or potential conflict of interest, the firm will promptly notify the affected parties as we are professionally required to do, assist in making requisite referrals and transition files to other counsel in an efficient manner. This representation does not hinder the representation our firm can provide to the City.

The City should be aware that the firm has an extensive client list in its computer system, which notes all clients, co-parties, experts, consultants, and adverse parties. This list is routed past all attorneys and staff on a regular basis. If any of the attorneys or staff question whether or not a conflict of interest may exist, that file is highlighted, and further research is completed to determine whether or not a conflict is present. Before any file is opened, whether for private or public clients, this conflict protocol is followed.

FEES

Eckberg Lammers proposes an hourly pricing structure. We recognize that each city has unique requirements, and our goal is to provide efficient and effective legal support that helps the City achieve its objectives while maintaining cost-effectiveness and transparency.

Under this option, the firm proposes services on an hourly basis according to the schedule outlined below:

	Year 1 (2026)	Year 2 (2027)	Year 3 (2028)	Year 4 (2029)
Hourly Rate - Attorneys				
General Legal Services	\$275	\$285	\$295	\$295
Hourly Rate - Paralegals				
General Legal Services	\$175	\$185	\$195	\$205

We remain committed to transparency in billing and will work with the City to ensure proper cost allocation for each matter.

Hard Costs:

The firm does <u>not</u> charge for the following: • Westlaw Fees • Administrative billings for file setup and computer entry • Mileage reimbursement • Legal assistant services • Office supplies • Electronic copies of documents	Charges passed through at cost: • Postage, Courier/Delivery • Process Server Fees • Publication Fees • Court Filing Fees • Document Recording & Closing Fees
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Billing & Invoicing:

The firm provides detailed monthly billing statements tailored to the City's requirements. Hourly rates are categorized separately for special projects, personnel matters, utilities, and other expenses that may not be charged to the general fund. Charges reimbursed through developer cash deposits or escrow accounts are also itemized accordingly.

Any fee or billing rate adjustments will be made in accordance with the signed contract – no increases or changes will occur outside its scope. Invoices can be sent electronically to the City in a fully searchable format for ease of access and review.

CONCLUSION

The breadth and depth of the firm's experience representing municipal clients makes Eckberg Lammers uniquely qualified to provide effective legal services to the City of Roseville. The firm has enjoyed tremendous success representing municipalities of all sizes due to its complete representation, which results from the commitment, ability and communication of all attorneys and staff to deliver to the client the services requested. Eckberg Lammers is excited for the opportunity to provide comprehensive and thorough municipal legal services to the City of Roseville.

Respectfully submitted this July 1, 2026

ECKBERG LAMMERS, P.C.



Eric Larson
(651) 351-2137
elarson@eckbergglammers.com

APPENDIX A

Roster of Attorneys

Eckberg Lammers has 24 attorneys who work collaboratively to deliver a full spectrum of legal services for every client. The following is a summary of each attorney's area(s) of practice:

Attorney	Practice Areas
Rebecca Baack	Prosecution
Lida Bannink	Labor & Employment, Workplace Investigations, Municipal Labor & Employment, Training & Consulting Services
Christina Benson	Municipal Civil Counsel, Labor & Employment, Municipal Labor & Employment
Leah Boeve	Estate Planning, Trust & Probate
Patrick Boley LL.M	Estate Planning, Trust & Probate
Jon Dalager	Civil Litigation, Business & Commercial Litigation, Municipal Civil Litigation
Michael Dixon	Business Organization, Commercial Real Estate, Franchise & Distribution Law, Mergers & Acquisitions, Nonprofit & Tax Exempt Organizations, Succession Planning
Laura Isenor	Prosecution
Amanda Johnson	Municipal Civil Counsel, Economic Development and Redevelopment
Taylor Kerkela	Prosecution
Jade Klemmensen	Estate Planning, Trust & Probate
Adrian LaFavor-Montez	Prosecution
Eric Larson	Economic Development and Redevelopment, Municipal Civil Counsel, Commercial Real Estate, Municipal Labor & Employment, Nonprofit & Tax Exempt Organizations
Tom Loonan	Municipal Civil Counsel
Anneliese McCahery	Prosecution
Alexis McKim	Prosecution
Sam Pilney	Business Organization, Banking & Finance, Business Litigation
Kevin Sandstrom	Workers' Compensation, Business & Commercial Litigation, Municipal Civil Counsel, Municipal Civil Litigation, Civil Litigation
Jacob Sauflay	Municipal Civil Counsel, Economic Development and Redevelopment, Commercial Real Estate, Business Organization
Kyle Schaffer	Business & Commercial Litigation, Municipal Civil Litigation, Civil Litigation, Business Organization
Kaitlyn Schammel	Labor & Employment

ATTACHMENT 2

Joe Van Thomme	Prosecution
Nicholas Vivian	Banking & Finance, Business & Commercial Litigation, Municipal Civil Counsel, Commercial Real Estate, Business Organization, Succession Planning, Mergers & Acquisitions, Nonprofit & Tax Exempt Organizations, Labor & Employment, Economic Development & Redevelopment
Tom Weidner	Personal Injury & Wrongful Death, Prosecution

Proposal to Provide
Legal Services



Prepared for

Roseville Economic Development Authority



Kutak Rock LLP
60 South Sixth Street, Suite 3400
Minneapolis, Minnesota 55402
office 612.334.5000

June 30, 2026

Gina Fiorini
612.334.5026
gina.fiorini@kutakrock.com

VIA FEDEX

Janice Gundlach

Roseville Community Development Director
2660 Civic Center Drive
Roseville, MN 55113-1899

Re: Proposal to Provide Legal Counsel Services to the Roseville Community Development Authority

Dear Ms. Gundlach:

Kutak Rock LLP ("Kutak Rock" or the "firm") is pleased to submit the enclosed proposal to provide legal counsel services to the Roseville Community Development Authority (the "Authority" or "REDA"). We appreciate the opportunity to respond to your solicitation. As our proposal explains, Kutak Rock's multidisciplinary practice will allow us to provide the Authority with legal counsel services in the scope of work specified in the RFP. We have tailored our proposal to include attorneys who specialize in the relevant practice areas.

Kutak Rock is a national law firm with an emphasis in state and local government financing. Our public finance practice is carried out by more than 145 attorneys located in 16 of the firm's 21 offices. Kutak Rock offers experienced local lawyers with access to a tremendous wealth of shared professional resources with nationwide public finance expertise. The firm works with governmental entities providing various types of incentives to developers to build projects in their communities including but not limited to tax increment financing, tax abatement, loan programs and grants.

Kutak Rock's housing and economic development teams represent national, regional and local clients in all areas of the industry. For more than 40 years, we have been actively involved in the acquisition, development, financing and disposition of virtually every type of housing across the nation. Kutak Rock also has extensive experience working with a wide range of economic development tools and will bring this experience to bear in our engagement with the Authority.

Providing outstanding service to clients is our firm's paramount objective. Our commitment to service results from our core attitudes and culture and from our experience and expertise. We understand and emphasize the importance of being available, responsive and efficient, and we are extremely proud of our efforts in assisting our clients in achieving their goals and objectives, particularly when such efforts require the creation of innovative financing techniques.

We are pleased to have this opportunity to respond to your RFP and welcome the opportunity to further explore how we can best meet your needs. If you should have any questions about our proposal, please contact me at 612.334.5026 or gina.fiorini@kutakrock.com.

Sincerely,

A handwritten signature in black ink, appearing to read "Gina Fiorini", with a long horizontal flourish extending to the right.

Gina Fiorini

Enclosure

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B. Firm Background

1. Brief history of Firm

Kutak Rock is a national firm of more than 600 lawyers with offices in 21 cities. The firm serves local, regional and national clients in a multidisciplinary practice. We encourage our attorneys to take advantage of the national resources and broad range of expertise the firm offers in order to provide the best legal services possible to our clients. Founded as a three-attorney practice in 1965 in Omaha, Nebraska, the firm has risen to prominence through its dedication to service and its ability to create innovative solutions to satisfy clients' needs. Kutak Rock's expansion to cities across the country, paralleling the firm's growth in reputation, demonstrates the entrepreneurial spirit that is the firm's hallmark.

Kutak Rock is a full-service law firm. The firm maintains expertise in the areas of public finance, general corporate law, corporate finance, real estate, litigation, intellectual property and technology law, labor and employment law, employee benefits law, securitization, tax, tax credits, banking, bankruptcy, health care law, insurance, antitrust, environmental law, federal practice, international trade and government relations. The attorneys of Kutak Rock work together in integrated, national practice groups to maintain and enhance their technical expertise and to reinforce and support one another in achieving client objectives.

2. Number of attorneys

Including number of partners and associates and areas of specialty.

The firm currently employs 612 attorneys, including 359 partners and 147 associates. The Minneapolis office employs 29 attorneys, including 13 partners, 8 of counsel and 8 associates. The firm, including the Minneapolis office, includes specialists in fields relevant to the Authority including public finance, tax increment financing, and real estate.

Public Finance Specialty. More than 145 Kutak Rock attorneys, including 8 in Minnesota, devote all or a major portion of their practice to the field of public finance and related aspects of law. The attorneys at Kutak Rock have provided public finance services to various cities, counties, economic development authorities and housing and redevelopment authorities throughout Minnesota for decades, gaining invaluable experience and a deep understanding of the local and state regulations.

The firm has served as bond counsel in more than 20,000 municipal bond issues in all 50 states, the District of Columbia, the Virgin Islands, Guam and Puerto Rico. The firm's national prominence as bond counsel is attributable in part to the large number of subspecialties it maintains within the public finance field. These subspecialties run the gamut of tax-backed and revenue bond debt, including traditional general obligation bond issues, tax and revenue anticipation notes, municipal commercial paper, infrastructure financings (including water, sewer and electric bonds), clean water and drinking water revolving funds, higher education, health care and other 501(c)(3) conduit financings, special district and tax increment bonds, arena and convention center bonds, solid waste project financings, transportation financings (including airport, mass transit, port and toll road bonds), lease financings (including certificates of participation), single-family and multifamily housing bonds, student loan financings and a wide variety of municipal derivative products.

Tax Increment Financing. In addition to serving as bond counsel, Kutak Rock public finance attorneys in Minnesota represent clients on a wide range of tax increment financing matters, ranging from the

initiation of the TIF process to the termination of tax increment districts following the completion of projects or the final payment of tax increment bonds and other obligations. We assist clients with forming tax increment financing districts; reviewing TIF plans and project area plans; negotiating and drafting redevelopment and public financing agreements related to the use of revenues created by the tax increment districts; issuing tax increment bonds; preparing “pay-as-you-go” TIF notes; developing tax increment revenue disbursement alternatives to “pay-as-you-go”; blending tax increment financing with other financing tools for the same redevelopment area; and negotiating collateral assignments of tax increment rights to lenders. We have worked on many complex tax increment financing projects and are experienced in coming up with creative financing solutions. As a result of our broader public finance knowledge, we understand the financing structures of development projects and are able to negotiate with other lenders seeking to subordinate or otherwise limit the rights and projections of TIF authorities under TIF assistance agreements.

The attorneys proposed for this engagement have helped create all types of TIF districts authorized under general Minnesota law and many TIF districts authorized by special law and have used many financing mechanisms within TIF districts, including bonds, notes, pooling and internal loans. We have served as primary development counsel in both simple and complex tax increment financed projects throughout Minnesota from large, multi-parcel developments along various transit lines to small affordable housing developments and industrial warehouse projects.

In addition, our attorneys have participated in drafting and securing adoption of numerous special tax increment financing laws; and have worked with the Office of the State Auditor on legislation clarifying general Minnesota TIF laws. Gina Fiorini has served on the Minnesota Institute of Public Finance’s Legislative Committee for the past 3 years and works on proposing and instituting technical changes to various economic development and public finance laws in Minnesota.

Other Economic Development and Housing Financing Tools. In addition to tax increment financing, the attorneys at Kutak Rock have experience working with other economic development tools. Kutak Rock has handled abatement projects for cities, counties, housing and redevelopment authorities, economic development authorities and school districts, and projects that include industrial/manufacturing developments to urban infrastructure to recreational facilities. We also help clients create housing improvement areas, participate in state and federal grant programs, administer local housing trust funds, structure land write-downs and effectively combine a range of economic development programs to complete successful projects. In addition, we have helped clients create revolving loan programs including loan policies and the preparation of form documents for loan programs, including but not limited to, job creation funds and façade improvement loans.

Often the use of a development tool such as TIF, loans or tax abatement triggers the requirement of a business subsidy agreement to be entered into between a municipality and a private developer. The attorneys at Kutak Rock have drafted many such business subsidy agreements and are very familiar with statutory requirements such as determining the value of a business subsidy, the exceptions to a business subsidy, and the municipal goals to be obtained as a result of the business subsidy. Because tax increment projects and economic development financing tools frequently involve legal issues beyond public finance, our real estate, lending, tax credit, and bankruptcy attorneys provide additional skills for these projects.

The public finance attorneys at Kutak Rock have particular expertise in multifamily housing projects due to our representation of a number of CDAs, EDAs and HRAs in Minnesota with multiple financing sources including Met Council LCDA funds, Met Council TBRA funds, Met Council LHIA funds, historic tax credits, tax increment financing, DEED grants and loans, and local housing trust funds. We have served as bond

counsel and economic development counsel for numerous affordable multifamily housing projects throughout Minnesota involving 4% and 9% low income housing tax credits and governmentally owned housing facilities. Our work on affordable housing transactions involves drafting and negotiating a range of legal documents including indentures, loan agreements, mortgages, disbursing agreements, public assistance agreements, subordination agreements and declarations of restrictive covenants.

Real Estate Practice. Kutak Rock's real estate team, consisting of more than 70 real estate attorneys, including 4 in Minnesota, represents national, regional and local clients in all areas of the industry, including owners, governmental and quasi-governmental entities, developers, lenders, servicers, sponsors, and investors. Representations include CDAs, EDAs, HRAs and other similar organizations in a wide variety of real estate matters, including conveyance and development transactions, quiet title, eminent domain, encroachments, easements, use agreements, license agreements and air rights matters. Attorneys in our real estate practice are well-experienced in all aspects of contracting, including documentation, negotiation, and diligence activities with respect to real estate acquisition, development, disposition, financing, and leasing transactions.

In addition, to the above practice areas, Kutak Rock also has attorneys that specialize in the following practices areas: general corporate law, corporate finance, real estate, litigation, intellectual property and technology law, labor and employment law, employee benefits law, securitization, tax, tax credits, banking, bankruptcy, health care law, insurance, antitrust, environmental law, federal practice, international trade and government relations. The attorneys of Kutak Rock work together in integrated, national practice groups to maintain and enhance their technical expertise and to reinforce and support one another in achieving client objectives.

3. Support personnel

Number and expertise

Kutak Rock currently employs 444 staff members and support personnel. These employees have dedicated experience and expertise in their fields, including legal secretaries, paralegals, accounting, client services, human resources, knowledge management, information technology and system administration, among many others.

4. Office organization and support capabilities

A major factor in Kutak Rock's success in the public finance industry has been the level of service the firm has traditionally afforded to clients. Firm lawyers strive to deliver services in accordance with the desires and needs of the client. Kutak Rock has the resources for extremely quick responsiveness to client requests and efficient turnaround time for legal document preparation. The firm's depth of attorney ranks, large support staff and in-house support systems enable the firm to handle several matters at once with no diminution in the quality of services rendered.

The Minneapolis public finance department uses a team approach to ensure timely responses and work delivery. The office consists of 5 shareholders, 2 associates, 3 paralegals and 2 legal assistants that work closely together to handle multiple matters and respond in a timely manner while maintaining high quality services. Our team concept is focused on meeting the client's schedule and facilitating their objectives. By including at least two attorneys and a paralegal for each deal, Kutak can provide continuity of service and coverage for our clients. Among other client-service strengths, Kutak Rock has the resources for extremely quick preparation of and turnaround of drafts of documents and prompt responsiveness to documents produced or commented on by other parties of the working group. We regularly delegate

initial drafts of documents and integrating comments into documents to legal assistants, paralegals and associates to improve efficiency and cost-effectiveness.

5. Office location(s)

Kutak Rock has offices in 21 locations across the country. The work for the proposed engagement will be headquartered in the Minneapolis office, located at 60 South 6th Street, Suite 3400, Minneapolis, MN 55402. Established in 2011 with three attorneys, the Minneapolis office of Kutak Rock has grown to 29 attorneys assisting local, regional and national clients with a broad array of legal challenges. In addition to being regionally ranked by Best Lawyers® in public finance law, our lawyers have been individually recognized, selected as Minnesota Attorneys of the Year and listed in Super Lawyers®.

6. Technology

Current use of technology, especially capability for computerized legal research and for sharing and editing documents electronically.

The firm employs leading legal research platforms, analytics, and a NetDocuments-based knowledge management to deliver accurate, current, and cost-effective research. We manage cost through right-sizing, saved searches, and reuse of precedents, and we apply strict confidentiality and responsible-AI policies to protect client data.

Our attorneys use a web-based document management system that affords every member of the firm access to all unsecured documents in the firm's document library. In addition, the document library is accessible to any firm member from any computer with an internet connection. This system facilitates document sharing between offices and document transmission to and from clients, primarily through email attachment. The firm has also established extranets for many clients to provide for the secure exchange of information over the internet as well as for case management purposes.

Clients of the firm have access to ShareSpace to provide document access; extranets for document sharing; and use of an application that permits all conference call participants to view the same document. Kutak Rock has a document library containing thousands of document templates and examples that can be adapted for use for new matters.

7. Claims or Complaints Against Firm

Statement of any malpractice claims and/or ethics complaints taken against your firm or firm's attorney(s) over the last five years and the status or outcomes of such action. Indicate whether any action is pending or is currently under review by the State Ethics Board.

To the best of the knowledge of Kutak Rock, in the last five years there have been no federal or state administrative proceedings or investigations involving the firm or any attorney of the firm, nor are we aware of any such activities currently pending.

Like virtually every other national firm providing legal services, our firm occasionally is included as a defendant in professional liability claims. No trier of fact has ever found allegations against the firm to be true, and no judgment has ever been entered against the firm. To the extent there may be pending claims, none would have a materially adverse effect on the firm's ability to provide professional legal services to the Authority. At a later stage of the selection process, we would be willing to provide further information about the firm's recent claims history.

8. Percentage of 2025 Billings

Statement of 2025 billings for HRA and/or EDA work as a percentage of total 2025 billings.

In 2025, billings attributable to clients explicitly identified as Housing and Redevelopment Authorities (HRA) or Economic Development Authorities (EDA) represented less than one percent of total firm billings, however, the public finance group as a whole accounted for 33.5 percent of total 2025 billings. This percentage reflects client naming conventions and does not capture the broader housing and economic development work performed for other public entities and private participants. Many communities for which the firm provides public finance and economic development counsel do not have EDAs or HRAs or the client name is listed as the City. While not always separately tracked for reporting purposes, our experience in these areas is significant.

9. Most Recent Audit or Financial Report

Attached as Appendix A are the firm's redacted financials.

10. Description of Malpractice Insurance Coverage

Kutak Rock maintains substantial professional liability insurance policies provided by a consortium of insurance companies. The firm has never been adjudicated to be liable for any malpractice claim. The firm's policies, renewed annually on June 15, are written on a claims-made basis and contain standard coverage provisions. The firm's policies cover the professional services of all attorneys and staff members in the firm. There is no exclusion for securities engagements. The policies have a \$100 million per claim limit with an aggregate coverage amount of \$200 million.

The firm also maintains policies of commercial general liability (with a limit of \$1 million per claim and general aggregate limit of \$5 million), excess liability (\$10 million per claim), automobile liability (\$1 million per claim) and workers' compensation and employers' liability insurance (statutory limits). The firm's policies are written on an "occurrence" basis. With respect to workers' compensation insurance, Kutak Rock carries at least the minimum coverage amount required for each state in which the firm maintains employees.

11. Statement of Compliance with Federal and State Laws Respecting Civil Rights

Kutak Rock complies with all federal and state laws respecting civil rights.

C. Attorney Qualifications

1. Lead Attorney

Identify the specific attorney who will serve as the lead attorney for legal services and indicate the following respecting that attorney:

- **Academic training and degrees;**
- **Description of background and experience;**
- **Description of prior municipal experience including cities served in a similar capacity; and**
- **List of litigation in communities where designated attorney served as lead attorney and outcomes of litigation.**

Should Kutak Rock be selected to provide legal counsel services to the Authority, the firm would designate **Gina Fiorini**, a public finance partner in the firm's Minneapolis office, to act as lead attorney and serve as the primary relationship manager. Below is a brief resume.



Gina Fiorini is a public finance partner in Kutak Rock's Minneapolis office. Ms. Fiorini acts as legal counsel to a variety of political subdivisions, including counties, cities, economic development authorities, housing and redevelopment authorities, and townships in governmental purpose and conduit revenue bond transactions. She has experience financing numerous types of projects such as multifamily housing projects, sports facilities, senior housing and health care facilities, hospitals, charter schools and other nonprofit facilities. In addition, she acts as development counsel

and assists municipal clients in their economic development and redevelopment projects by advising clients on tax increment financing and other forms of financial assistance for a range of projects large and small. Gina has helped numerous communities structure local loan funds and use a range of financial tools to bring their economic development, affordable housing, and redevelopment goals to fruition.

Gina earned a B.A., *summa cum laude*, from the University of St. Thomas, a M.P.S. from George Washington University and a J.D., *magna cum laude*, from the University of Minnesota Law School where she was a member of the Order of the Coif. She is admitted to practice in Minnesota.

Gina Fiorini serves as economic development counsel and bond counsel to the following communities: Belle Plaine (and its EDA), Martin County (and its EDA), special counsel to the Bloomington Port Authority and the Bloomington HRA, Burnsville (and its EDA), Cohasset (and its EDA), Cottage Grove EDA (economic development counsel only), East Grand Forks (and its EDA), Elk River (and its HRA and EDA), Grand Rapids (and its EDA), Jordan, Minnetonka (and its EDA), Monticello (and its EDA), Hibbing (and its EDA), Norwood Young America (and its EDA), St. Louis Park (and its EDA), Nicollet, and Dundas. In addition, Gina serves as bond counsel to the following communities: Bloomington, Minneapolis, CorcoranLino Lakes, Bethel, Lester Prairie, Maple Plain, Jackson, Columbus, Minnetrista, Owatonna, Park Rapids, and Tracy.

Gina has not served as a lead attorney on any litigation matters and solely focuses on transactional public finance matters.

2. Backup Lead Attorney and Additional

Identify attorney who will serve in the lead attorney's absence and provide information as requested in paragraph V, item C, #1 above.

Should Gina Fiorini be absent and require a replacement, Minneapolis attorney Sofia Lykke would be available to serve in the lead attorney capacity. In addition, to help provide continuity of service and coverage for the Authority, associate Tim Anderson will provide assistance to the Lead Attorney.



Sofia Lykke, a partner in the Minneapolis office of Kutak Rock, has acted as bond counsel to a variety of component units of the State of Minnesota, counties (and their housing and redevelopment authorities), cities (and their economic development and housing and redevelopment authorities), townships and school districts in governmental purpose bond transactions, including general obligation and revenue bond transactions, and conduit revenue bond transactions, including those providing for the financing of senior housing facilities, affordable housing facilities, and charter schools and other educational facilities, as well as tax increment revenue bond transactions. Sofia earned a B.A., magna cum laude, from the University of Minnesota and a J.D. from Mitchell Hamline School of Law. She is admitted to practice in Minnesota and is a member of the National Association of Bond Lawyers, the Minnesota State Bar Association, the Hennepin County Bar Association and Minnesota Women Lawyers.

Timothy Anderson is a public finance associate who supports clients across the municipal sector on a wide range of financing matters. He assists in guiding transactions from early planning through closing, coordinating diligence and documentation and keeping teams informed and on schedule. With a focus on client service – clear communication, responsiveness, and practical problem-solving— Tim is committed to efficient execution and reliable results. Tim earned a B.A. from Bethel University, a M.A. from Bethel Seminary – St. Paul and a J.D., *magna cum laude*, from the University of St. Thomas School of Law. He is admitted to practice in Minnesota.

3. Additional Team Members

Identify other attorneys and support staff who will supply services for which the REDA will be charged.

In addition to Gina, Sofia, and Tim, we propose the use of paralegals throughout the proposed engagement. Specifically, public finance paralegal Andrea McAllister will assist on Authority matters.

To the extent that the Authority needs real estate services, associate attorney Ben Kramer is available to assist the Legal Attorney. If additional specialized services are needed by the Authority, other attorneys at the firm may be called upon to assist the Lead Attorney.

4. Lead Attorney Role

Current responsibilities of person designated to serve as lead attorney.

Providing the Authority with the firm's full attention to complete the proposed project will not be an issue. Gina Fiorini routinely represents multiple clients at one time relating to bond counsel and economic development services. Our team concept ensures that there would be no disruption in the Authority's schedule even if the Authority should assign the firm several matters at once. Kutak Rock is used to dealing with this situation and has the resources for extremely quick preparation of first drafts and efficient

turnaround time. Kutak Rock's depth of attorney ranks, large support staff and in-house support systems enable the firm to handle several matters at once with no diminution in the quality of services rendered.

D. Current HRA/EDA Representation

List of HRA/EDAs the firm currently represents and for what type of service.

Kutak Rock has a long history of partnering with HRAs and EDAs across the country. In the past 20 years, our firm has served as counsel in financings on behalf of more than 500 HRAs and EDAs, totaling more than \$13.9 billion in combined principal amount.

In Minnesota, our attorneys have served as counsel to the following representative public finance clients which includes clients who may undertake similar projects as the Authority but do not have an EDA or a HRA: the counties of Anoka and its HRA (bond counsel), Kandiyohi (bond counsel), Martin and its EDA (bond counsel and economic development counsel), and Ramsey (bond counsel) and the cities of Baxter (bond counsel and economic development counsel), Belle Plaine (bond counsel and economic development counsel), Bethel (bond counsel), Blaine (bond counsel and economic development counsel), Bloomington (bond counsel and special counsel to the Port and HRA), Brainerd (and its HRA) (bond counsel and economic development counsel), Brooklyn Center (and its EDA) (bond counsel and economic development counsel), Brooklyn Park (bond counsel), Burnsville (and its EDA) (bond counsel and economic development counsel), the Carver County Community Development Agency (bond counsel), Centerville (bond counsel), Cohasset (and its EDA) (economic development counsel), Cokato (bond counsel), Columbia Heights (and its EDA) (bond counsel and economic development counsel), Cottage Grove EDA (economic development counsel), Corcoran (bond counsel), Crow Wing County HRA (economic development counsel), Dakota County Community Development Agency (bond counsel), Detroit Lakes (bond counsel), Dundas (bond counsel and economic development counsel), East Grand Forks (and its EDA) (bond counsel and economic development counsel), Elk River (and its HRA and EDA) (bond counsel and economic development counsel), Eveleth (bond counsel and economic development counsel), Forest Lake, (bond counsel and economic development counsel), Golden Valley (bond counsel), Grand Rapids (and its EDA) (bond counsel and economic development counsel), Jordan (bond counsel and economic development counsel), Lake Elmo (bond counsel), Mahtomedi (bond counsel), Marshall (and its EDA and HRA) (bond counsel and economic development counsel), Minneapolis (bond counsel), Minnetonka (and its EDA) (bond counsel and economic development counsel), Minnetonka Beach (bond counsel), Monticello (and its EDA) (bond counsel and economic development counsel), Hibbing (and its EDA) (economic development counsel), New Brighton (bond counsel), New Prague (bond counsel), Northfield (bond counsel and economic development counsel), Norwood Young America (and its EDA) (bond counsel and economic development counsel), Owatonna (bond counsel), Red Wing (and its PA and HRA) (bond counsel and economic development counsel), Rochester (and its EDA) (bond counsel and economic development counsel), Rogers (bond counsel and economic development counsel), St. Louis Park (and its EDA) (bond counsel and economic development counsel), Saint Paul HRA (bond counsel and economic development counsel), Scott County Community Development Agency (bond counsel and economic development counsel), Park Rapids (bond counsel), Owatonna (bond counsel), Robbinsdale (bond counsel), Sherburne County (and its EDA, HRA, and RRA) (bond counsel), Staples (bond counsel and economic development counsel), Vadnais Heights (and its EDA) (bond counsel and economic development counsel), Washington County (bond counsel), Washington County Community Development Agency (bond counsel and economic development counsel), Woodbury (and its HRA) (bond counsel), Willmar (bond counsel) and Wyoming (bond counsel).

E. Past HRA/EDA Clients

List of HRA/EDAs the firm began representing in the past three years and EDAs your firm has stopped representing in the past three years.

To the best of our knowledge, there are no HRA/EDAs that the firm has stopped representing in the previous three years.

In 2025, 4 attorneys joined the Minneapolis office of Kutak Rock. When they joined, the following EDA and HRA clients became clients of the firm.

- Anoka County (and its HRA)
- Belle Plaine (and its EDA)
- Blaine (and its EDA)
- Bloomington Port Authority
- Bloomington HRA
- Brainerd (and its HRA)
- Brooklyn Center (and its EDA)
- Burnsville (and its EDA)
- Cohasset (and its EDA)
- Columbia Heights (and its EDA)
- Cottage Grove EDA
- Crow Wing County HRA
- East Grand Forks (and its EDA)
- Elk River (and its HRA and EDA)
- Eveleth (and its EDA)
- Grand Rapids (and its EDA)
- Hibbing (and its EDA)
- Minnetonka (and its EDA)
- Marshall (and its EDA and HRA)
- Martin County and its EDA
- Monticello (and its EDA)
- Norwood Young America (and its EDA)
- Red Wing (and its PA and HRA)
- Rochester (and its EDA)
- Sherburne County (and its EDA, HRA and RRA)
- St. Louis Park (and its EDA)
- Staples
- Saint Paul HRA
- Scott County Community Development Agency
- Vadnais Heights (and its EDA)
- Woodbury (and its HRA)

Additionally, as of 2025, we no longer represent the Richfield HRA.

F. References

Names, telephone numbers, and contact person of at least five (5) client references, at least two of which shall be EDAs.

Jennifer Monson Planning and Economic Development Manager City of St. Louis Park, Minnesota & St. Louis Park EDA 952.924.2841 jmonson@stlouisparkmn.gov	Rob Mattei Director of Community Development City of Grand Rapids, Minnesota and Grand Rapids EDA 218.326.7622 rmattei@grandrapidsmn.gov	Jim Thares Economic Development Manager City of Monticello and Monticello EDA 763-271-3254 Jim.Thares@ci.monticello.mn.us
Maggie Brockling Economic Development Director City of East Grand Forks & East Grand Forks EDA 218.399.3252 mbrockling@EastGrandForks.gov	Beth Weber Economic Development Coordinator City of Burnsville and Burnsville EDA 952-895-4454 Beth.Weber@burnsvillemn.gov	

G. Responsibilities of Firm

Description of the firm's view of their responsibilities to the REDA in the provision of legal services.

Kutak Rock confirms its ability to provide seamless public finance and economic development services to the Authority including but not limited to the services listed in the RFP.

Kutak Rock has achieved consistent success for decades by emphasizing several key attributes in its practice. The firm has always given primary emphasis to serving the client, a proactive stance with respect to client service and relationships that in our experience subsumes all of the most important qualities any client seeks in a law firm—efficiency, adherence to the client's timetable and objectives, and high-quality work product.

Because Kutak Rock has a nationwide practice with full support services, our lawyers can respond to client needs quickly, meet all deadlines and be accessible by telephone, email and virtually or in person for meetings. The depth of our team in public finance is what sets Kutak Rock apart from many other law firms.

Our philosophy in working with the Authority's staff would be to foster a long-term commitment. We would strive to be a reliable, productive, creative and responsible member of the Authority's team. We are personally committed to the relationships we have built with our municipal clients and their staff over the years, and we have proposed a team of attorneys who can and will provide all required and requested legal services to the City.

We have proposed a team approach with attorneys available in multiple practice areas in order to ensure timely responses and work delivery. Our team approach includes a close working relationship between attorneys, paralegals and legal administrative assistants. We regularly delegate initial drafts of documents

and integrating comments to documents to assistants, paralegals and associates to improve efficiency and cost-effectiveness.

H. Insurance

Copy of Malpractice/liability Insurance Certificate in a minimum amount of \$2,000,000.

See **Appendix B** for a copy of the firm's Certificate of Insurance

I. Conflict of Interest:

1. Lead Attorney Conflicts

Indicate whether designated lead attorneys of the law firm represent, or have represented, any client whose representation may conflict with your ability to provide legal services to the City of Roseville or the REDA.

Gina Fiorini solely represents governmental entities. She does not and will not represent any client whose representation might conflict with the firm's ability to represent the City or the Authority.

2. Real Estate Developers

Indicate whether designated lead attorneys or the law firm currently represent any real estate developers. If so, please identify those companies or persons in detail and provide a percentage breakdown of how much this work represents of your firm's total billings.

Gina Fiorini and the rest of the Minneapolis public finance department do not currently represent real estate developers. Kutak Rock, as a firm, has a real estate practice and does represent developers, however. For the privacy of our clients, we have elected not to include client names and instead note that the 4 attorneys in our Minneapolis office that practice real estate represented approximately 18% of the Minneapolis office's 2025 billings. Much of this work involves real estate matters outside of Minnesota and matters unrelated to real estate development or matters with a public subsidy. To date, our Minnesota public finance practice has not encountered a conflict arising from the firm's representation of a real estate developer in connection with a public subsidy.

3. Roseville Clients

Indicate whether designated lead attorneys or the law firm currently represents any other local units of government having jurisdiction within or contiguous to the City of Roseville.

The firm currently serves as bond counsel and/or economic development counsel to Ramsey County, the City of Minneapolis, the City of Lauderdale, the City of Mounds View, the St. Paul HRA, the Minneapolis-St. Paul Metropolitan Airports Commission and the State of Minnesota

4. Conflicts of Interest Processes and Procedures

Identify what procedures your firm utilizes to identify and resolve conflicts of interest.

Our firm completes a bi-level conflict of interest check before accepting any engagement. The attorney proposing a new engagement identifies the firm's potential clients and all persons who might be related to or adversely affected by the engagement and provides that information to a designated support staff person. The information is then checked against a computerized database that contains all of the firm's current and past engagements, and any common parties are identified. In addition, each day the firm electronically circulates a listing of all new matters and all related, affected and adverse parties; each attorney and associated professional is required to review the list and note any possible conflicts. The

proposed engagement is not accepted until the proposing attorney and his or her department chair determine that no potential conflict exists. If a conflict between clients arises after the firm has accepted the engagement, the firm proceeds as required by applicable professional standards, typically after consultation with all affected parties.

A check of the firm's comprehensive client matter records conducted during the preparation of this proposal did not turn up any open matters in which the Authority, is listed as an adverse party to any client of the firm.

J. Fees:

1. EDA Attorney—firms desiring to be considered for REDA Attorney services shall clearly indicate a fixed, hourly dollar amount for REDA Attorney, other attorneys and support staff that may be working on REDA business also include any additional costs that could be associated with services provided.

1. Hourly Rates

General Rates. Kutak Rock proposes the following discounted rates for general economic development, real estate and tax increment counsel services that are not passed through to third parties:

Partners	\$290.00 per hour
Associates	\$250.00 per hour
Paralegals	\$150.00 per hour

Pass through Rates. Kutak Rock proposes the following discounted rates for economic development, real estate and tax increment counsel services that are to be passed through to third parties according to the Authority's policies:

Partners	\$375.00 per hour
Associates	\$300.00 per hour
Paralegals	\$190.00 per hour

2. Bond Counsel Services

In the event that Kutak is requested to serve as bond counsel to the Authority on a transaction, fees related to a specific bond issue will be determined on a negotiated, flat fee basis, including costs. We can provide up-front fee estimates related to each bond issue, which is standard practice for Gina Fiorini when providing bond counsel services. Our proposed negotiated, fixed-fees will be fair and reasonable fees based on the following factors (established by the terms of Minnesota Statutes, Section 481.21): (i) the time and labor required to provide the bond counsel related services; (ii) the experience and knowledge of the attorney providing the bond counsel related services; (iii) the complexity and novelty of problems involved; (iv) the extent of the responsibilities assumed and the results obtained; and (v) the sufficiency of assets properly available to pay for the services.

3. Costs and Expenses

In addition to the hourly legal service fees for legal services, we propose to bill the Authority for expenses incurred in connection with the anticipated engagement. Set forth below is a schedule of charges for various out-of-pocket expenses:



Overnight deliveries	Actual cost
Westlaw, Lexis and Other Computer Research Services	Actual cost
External Messengers	Actual cost
Postage and Recording Fees	Actual cost



Appendix B: Certificate of Insurance



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
6/10/2025

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Alliant Insurance Services, Inc. 353 N Clark St 11th Floor Chicago IL 60654 License#: 0C36981 KUTAROC-01		CONTACT NAME: Angela Fleege PHONE (A/C, No, Ext): 312-546-5594 E-MAIL: afleege@alliant.com ADDRESS: afleege@alliant.com FAX (A/C, No): INSURER(S) AFFORDING COVERAGE INSURER A : MSIG Specialty Insurance USA I INSURER B : Ironshore Specialty Insurance INSURER C : QBE Specialty Insurance Compan INSURER D : INSURER E : INSURER F :		NAIC # 34886 25445 11515
INSURED Kutak Rock LLP The Omaha Building 1650 Farnam Street Omaha NE 68102				

COVERAGES

CERTIFICATE NUMBER: 494469964

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☐ OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: ☐ POLICY ☐ PROJECT ☐ LOC OTHER:					EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMPIOP AGG \$ \$
	AUTOMOBILE LIABILITY ☐ ANY AUTO ☐ OWNED AUTOS ONLY ☐ HIRED AUTOS ONLY ☐ SCHEDULED AUTOS ☐ NON-OWNED AUTOS ONLY					COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	UMBRELLA LIAB ☐ OCCUR EXCESS LIAB ☐ CLAIMS-MADE DED RETENTION \$					EACH OCCURRENCE \$ AGGREGATE \$ \$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N ☐ N/A				PER STATUTE ☐ OTH-ER E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
A B C	Professional Liability Professional Liability Professional Liability		MSTLPL-00312 LPL7CAB0U5U006 130002910	6/15/2025 6/15/2025 6/15/2025	6/15/2026 6/15/2026 6/15/2026	See Description See Description See Description

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Limits of Liability in excess of: \$10,000,000 per Claim/\$20,000,000 Aggregate

Claims-made coverage

Insurers Affording Coverage schedule continued on Attachment A

CERTIFICATE HOLDER

CANCELLATION

To Whom it May Concern	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE

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ACORD 25 (2016/03)

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Kutak Rock LLP
Certificate of Professional Liability Insurance
Policy Term: June 15, 2025 – June 15, 2026
Attachment A

	Insurer Affording Coverage:	Policy Number:	Policy Term:	NAIC or AIN#
Insurer D:	Vantage Risk Specialty Insurance Company	P03PL0000037492	6/15/2025 – 6/15/2026	16275
Insurer E:	Endurance American Specialty Insurance Co.	LPL30020804603	6/15/2025 – 6/15/2026	41718
Insurer F:	National Fire and Marine Insurance Company	42-EPP-302670-10 42-EPP-335372-02	6/15/2025 – 6/15/2026	20060
Insurer G:	Travelers Excess and Surplus Lines Company	107106135	6/15/2025 – 6/15/2026	29696
Insurer H:	SiriusPoint Specialty Ins Co	LDUSA2505023 LDUSA2505091	6/15/2025 – 6/15/2026	16820
Insurer I:	Indian Harbor Insurance Co	LPE 9038997-06	6/15/2025 – 6/15/2026	36940
Insurer J:	Markel International Insurance Company Ltd.	LDUSA2505023	6/15/2025 – 6/15/2026	AA3190829
Insurer K:	Associated Industries Insurance Company	AES121112805	6/15/2025 – 6/15/2026	23140
Insurer L:	Ascot Specialty Insurance Company	LPXS2510001172-01	6/15/2025 – 6/15/2026	45055
Insurer M:	Great American Fidelity Insurance Company	LAXE558606	6/15/2025 – 6/15/2026	41858
Insurer N:	Westfield Specialty Ins Co	ELP-00013P2-03	6/15/2025 – 6/15/2026	16992
Insurer O:	Starr Surplus Lines Insurance Company	1000634755251	6/15/2025 – 6/15/2026	13604
Insurer P:	Aspen Specialty Insurance Company	LXA72GQ25 LX00MAG25	6/15/2025 – 6/15/2026	10717
Insurer Q:	Canopus Insurance Svcs; Lloyd's Syndicate 4444	CUAI0696-04	6/15/2025 – 6/15/2026	AA1122000
Insurer R:	Underwriters at Lloyd's	LDUSA2505091 LDUSA2505023	6/15/2025 – 6/15/2026	AA1122000
Insurer S:	General Security Indemnity Company of AZ	FA0022187-2025-1 FA0022187-2025-2	6/15/2025 – 6/15/2026	20559
Insurer T:	Palms Insurance Company Ltd	NPPLPXBB0027-02	6/15/2025 – 6/15/2026	AA3770038

Response to Request for Statement of Qualifications and Proposal for Legal Services

Prepared for:



Contact:

Jay R. Lindgren
Partner
Dorsey & Whitney LLP
50 South Sixth Street
Suite 1500
Minneapolis, MN 55402
lindgren.jay@dorsey.com
P: (612) 492-6875
F: (612) 340-2868

July 1, 2026



July 1, 2026

Re: Dorsey & Whitney's
Response to Request for
Statement of Qualifications and
Proposal for Legal Services

Jay R. Lindgren

Partner
(612) 492-6875
lindgren.jay@dorsey.com

Roseville Economic Development Authority

Janice Gundlach, Community Development Director

Roseville Economic Development Authority

Dear Janice,

Dorsey & Whitney LLP (Dorsey) is pleased to participate in the Request for Statement of Qualifications and Proposal for Legal Service for the Roseville Economic Development Authority (Authority).

Dorsey is a full-service law firm with more than 650 lawyers across 22 offices around the globe. Yet, we remain deeply immersed in this metropolitan region where we were established over 100 years ago. Helping build healthy communities through economic development programs has always been a focus of our firm. We go beyond understanding the legal requirements of development projects by being deeply immersed in the development community so we understand how to protect our municipal clients' interests, but also how to get a deal done.

I am honored to serve as the primary contact for this proposal and, if selected for the engagement, would be the lead partner for the Authority's legal matters.

If you have any questions related to our RFQ response, please do not hesitate to contact me.

Sincerely,



Jay R. Lindgren
Partner

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Firm Background

Brief History of Firm

We were formed in 1912 in Minneapolis at the request of a client that is still a valued client today. We believe the longevity of our client relationships is something that distinguishes us and that speaks to the competitive edge we deliver. From the 1980s to the present, Dorsey has continued to expand to meet client needs. Today, more than 650 Dorsey lawyers practice in locations throughout the United States and in Canada, Europe, and the Asia-Pacific region and serve clients worldwide.

Attorneys: Partners, Associates and Specialties

Practice Area	Partners	Associates	Other Attorneys
Benefits & Compensation	4	1	1
Capital Markets & Corporate Compensation	18	8	2
Commercial Litigation	36	22	14
Construction & Design	10	5	2
Corporate	0	20	2
Emerging Companies	5	2	2
Finance & Restructuring	37	24	17
General	2	0	1
Government Solutions & Investment	14	4	0
Healthcare Litigation	11	5	1
Healthcare Transactions & Regulations	8	8	2
Intellectual Property Litigation	21	8	2
Labor & Employment	16	18	5
Mergers & Acquisitions	50	29	7
Patent	20	11	9
Pro Bono	0	0	0
Public Finance	8	4	5

Real Estate	15	12	4
Regulatory Affairs Group	13	12	11
Securities & Financial Services Litigation	18	3	1
Tax Trusts & Estates	25	13	6
Technology Commerce	7	3	2
Trademark	11	6	0
Trial	0	28	2
Totals	349	246	97

Support Personnel: Number and Area of Coverage

Practice Area	Business Professionals
Benefits & Compensation	3
Capital Markets & Corporate Compensation	
Commercial Litigation	4
Construction & Design	
Corporate	54
Emerging Companies	
Finance & Restructuring	15
General	330
Government Solutions & Investment	
Healthcare Litigation	
Healthcare Transactions & Regulations	7
Intellectual Property Litigation	
Labor & Employment	20
Mergers & Acquisitions	

Patent	50
Pro Bono	3
Public Finance	14
Real Estate	14
Regulatory Affairs Group	12
Securities & Financial Services Litigation	
Tax Trusts & Estates	25
Technology Commerce	
Trademark	25
Trial	65
Totals	641

Office Organization and Support Capabilities

Dorsey is a limited liability partnership and has approximately 205 general partners. Dorsey is managed by an elected Policy Committee and a Management Committee appointed by the Managing Partner. The Policy and Management Committees help shape our strategic direction and development as a firm. The Management Committee has a cross-functional structure with practice, geographic, and administrative emphasis. The Management Committee meets regularly to review firm operations and management.

Dorsey has 641 support staff, including paralegals.

Office Locations

Anchorage

1031 West Fourth Avenue
Suite 600
Anchorage, AK 99501-5907

Dallas

200 Crescent Court
Suite 1600
Dallas, TX 75201

Hong Kong

Alexandra House
18 Chater Road Central
Hong Kong, China

Chicago

71 S. Wacker Drive
Suite 1860
Chicago, IL 60606

Beijing

Unit 603, Tower C, Yintai Centre
Chaoyang District, Beijing 100022
P.R. China

Wilmington

300 Delaware Avenue
Suite 1010
Wilmington, DE 19801

Des Moines

801 Grand Avenue
Suite 4100
Des Moines, IA 50309-2790

Boise

101 S. Capitol Boulevard
Suite 1100
Boise, ID 83702-7705

Denver

1400 Wewatta Street
Suite 400
Denver, CO 80202-5549

Minneapolis

50 South Sixth Street, Suite 1500
Minneapolis, MN 55402-1498

New York

51 West 52nd Street
New York, NY 10019-6119

Salt Lake City

111 South Main Street
Suite 2100
Salt Lake City, UT 84111-2176

Southern California

Plaza Tower
600 Anton Boulevard, Suite 2000
Costa Mesa, CA 92626

Washington, D.C.

1401 New York Avenue NW, Suite 900
Washington, D.C. 20005

London

199 Bishopsgate
London EC2M 3UT
England

Palo Alto

430 Cowper Street
Suite 250
Palo Alto, CA 94301

Seattle

Columbia Center
701 Fifth Avenue, Suite 6100
Seattle, WA 98104-7043

Toronto

TD Bank Tower
66 Wellington St. West
Suite 3400
Toronto, ON M5K 1E6

Missoula

Millennium Building
125 Bank Street, Suite 600
Missoula, MT 59802-4407

Phoenix

2325 E. Camelback Road
Suite 900
Phoenix, AZ 85016

Shanghai

CITIC Square, Suite 3707-3708
1168 Nanjing Rd (W)
Jing 'An, Shanghai 200041

Vancouver

1095 West Pender Street, Suite 855
Vancouver, BC V6E 2M6

Use of Technology

The Authority can expect some of the legal industry's most innovative service delivery from Dorsey; our proposed team will leverage our leading-edge client technology to save time and money. A few tools we expect to use with the Authority (at no extra cost) are outlined below:

- **Legal Project Management (LPM).** Dorsey is ahead of its peers in the category of legal project management (LPM), a discipline which allows us to forecast, communicate, update, and manage budgets on legal matters. Our LPM team uses powerful software which helps our project managers plan staffing and budgets, produce progress updates on tasks and deadlines, and alerts team members of possible budget or deadline problems.
- **Net Documents and Secure Client Access.** "NetDocs" is Dorsey's document management system. It is an internet-based platform that allows for firm-wide collaboration on a 24-7 basis. All Dorsey lawyers can share, assemble and review documents from anywhere with an internet connection. NetDocs also allows us to share documents with clients through secure extranet sites. Our clients have appreciated the time savings and convenience of having easy access to matter-specific information, including pleadings, transcripts, and case status information, as well as spreadsheets tracking all their matters.
- **ndMax.** ndMax is a secure generative AI platform designed to streamline legal workflow. ndMax integrates with NetDocs. Among other things, ndMax can be used to mine Dorsey experience and present that information for drafting documents (in all litigation, transactional, advice, and regulatory contexts).
- **Nuix Discover.** For matters involving large document review projects, we use a platform called Nuix Discover. By using Discover's analytics and predictive coding, we can prioritize the review population, and determine which documents are relevant to our review and our further attention. Prioritizing relevant and key documents provides a more consistent review. Discover's analytics and predictive

coding functionality allows our review teams to achieve higher levels of productivity over linear review, saving costs for our clients.

- **Opus2 Case Management.** Our Opus2 Case Management platform is used post document review for ongoing case management of key documents and transcripts. Using Generative AI functionality, the legal team can query content and develop case chronologies, identify and track key events and discrepancies in testimony, and much more.

Malpractice Claims/Ethics Complaints

We are not aware of any actions pending or currently under review by the State Ethics Board. Like all large law firms, Dorsey is periodically the subject of negligence claims or other complaints, which are handled and resolved in the ordinary course of business.

Statement of 2025 HRA/EDA Billings/Percentage of Total Billings

Fees billed to HRAs and EDAs made up less than 1% of Dorsey's total billings in 2025. However, Dorsey has represented hundreds of municipal and governmental entities in a variety of matters every year from its earliest history.

Most Recent Audit/Financial Report

As a private enterprise, Dorsey does not provide financial data publicly.

Malpractice Insurance Coverage

Dorsey would be glad to discuss the Authority details about its liability insurance, which is aligned with what firms of similar size provide. However, the firm seeks to avoid having the amounts of liability insurance published in a public document. Our carrier is Marsh Risk & Insurance Services.

Statement of Compliance with Civil Rights Laws

Dorsey complies with Civil Rights Laws.

Attorney Qualifications

Profile of Lead Attorney: Jay Lindgren



Academic Training and Degrees

University of North Dakota School of Law (J.D. 1994) with Distinction
Concordia College (B.A., 1984), *cum laude*

Background and Experience

Jay is a nationally recognized legal professional in innovative finance and regulatory strategies for urban redevelopment and public infrastructure projects. He helps clients structure public-private partnerships for infrastructure and urban redevelopment projects, and is a nationally recognized legal expert in innovative finance and regulatory strategies. He represents project developers and governments seeking to solve complex

land use, real estate development, urban redevelopment, and infrastructure issues. He is a self-proclaimed "public policy wonk" who has spent his professional life helping clients navigate the intersection of government and business.

Prior Municipal Experience

Jay has helped build billions of dollars' worth of projects that create vibrant, sustainable communities and have the infrastructure needed to make the projects successful. His representative legal skills include:

- Development agreements
- Representation of clients before executive, legislative, regional, and municipal governments
- Public-private partnerships, including construction and operations agreements
- Municipal comprehensive planning, zoning and boundary adjustments
- Public finance, municipal budgeting and economic development programs including tax increment financing ("TIF") and tax abatement
- HRAs and EDAs
- Cooperative agreements between governmental units
- Municipal corporation governance, including public hearing and open meeting requirements and procedures
- Government contracting and public procurement, both competitive and negotiated
- Ethical practices requirements of public officials
- Legislative bill drafting

He began his legal career in the Public Finance practice group, serving as bond counsel, issuer's counsel and underwriter's counsel in state, municipal and industrial development bond financings.

Jay is the former Chief Administrative Officer of the Metropolitan Council, the regional agency in charge of community development, land use planning, transit, open space and wastewater treatment for the seven-county Twin Cities metropolitan area. As regional administrator, he oversaw a \$530 million annual budget and 3,700 employees. Jay was the Council's general counsel prior to being named regional administrator. While at the Council, he worked on comprehensive land use planning programs throughout the Twin Cities region and was instrumental in the development of the region's first light rail line.

Jay was an elected member of the North Dakota Legislative Assembly for 10 years, serving in both the House and the Senate.

List of Relevant Matters

- Counsel to Developer on redevelopment of former automotive manufacturing plant in St. Paul into a mixed-use urban village with nearly \$1 billion of total estimated development costs.
- Counsel to Developer of \$200 million medical-technology campus in Maple Grove.
- General Counsel to the public authority that developed and owns the \$1.1 billion U.S. Bank Stadium -- home of the Minnesota Vikings.

- General Counsel to public agency that owns and operates Minnesota's first light rail line.
- Redevelopment counsel to City of Edina on multiple mixed-use urban redevelopment projects.
- Redevelopment counsel to City of Wayzata on a \$200 million downtown redevelopment project.

Profile of Assistant Lead Attorney: Grant Turpin



Academic Training and Degrees

University of Wisconsin Law School (J.D., 2015), *cum laude*; Dean's List; Senior Note and Comment Editor, *Wisconsin Law Review*; National Criminal Procedure Moot Court Competition, First Place

University of Wisconsin – River Falls (B.S., 2012), *summa cum laude*; Dean's list

Background and Experience

As a senior attorney in Dorsey's Public Finance Group, Grant engages with both public and private sector clients in Minnesota, Wisconsin, and North and South Dakota on a number of issues ranging from municipal bonds to public-private partnership financing. He regularly assists counties, cities, and development authorities with governmental bonding, TIF, and tax abatement development issues. He also has broad experience with conduit financings for charter schools and other 501(c)(3) organizations.

Prior Municipal Experience

Grant has advanced key projects for municipalities and their EDAs/HRAs statewide by:

- Drafting the tax Increment resolutions and development-related documents relating to workforce rental housing, warehouse distribution centers, manufacturing facilities and apartment complexes.
- Assisting with deferred loans for affordable housing projects.
- Assisting with establishing a spending plan as well as loan and grant programs for unobligated tax increment financing.
- Drafting various loan and grant agreements.

List of Relevant Matters

- City of Thief River Falls, Minnesota: Bond Counsel and Economic Development Council.
 - o Drafted the tax Increment resolutions and development-related documents relating to a workforce housing economic development TIF district for 65 units of workforce rental housing.
 - o Drafted the tax Increment resolutions, development, and business-subsidy related documents relating to a warehouse and distribution center in an economic development TIF district.
- City of Edina, Minnesota: Bond Counsel and Economic Development Council.
 - o Assisted HRA with a deferred loan for an affordable housing project relating to a Multifamily Housing Revenue Bond Project.
 - o Assisted HRA with establishing a spending plan and loan and grant programs for unobligated tax increment; drafted various loan and grant agreements.

- City of Chaska, Minnesota: Bond Counsel and Economic Development Council.
 - o Drafted the tax Increment resolutions, development, and business-subsidy related documents relating to a 235,000-square-foot office, manufacturing, and warehouse facility in an economic development TIF district.
- City of Austin, Minnesota: Bond Counsel and Economic Development Council.
 - o Drafted the tax Increment resolutions, development-related documents relating to 91 market-rate apartment units in a redevelopment TIF district.

Additional Attorneys and Support Staff



Sarah Zach

Partner
Minneapolis
(612) 492-6576
zach.sarah@dorsey.com

Sarah's practical insight and deep experience in real estate development, finance, and leasing projects across the country allow her to deliver efficient, cost-effective results for her clients. She is a diligent partner on every aspect of her client's real estate projects. Her responsive and collaborative approach supports smooth transactions from concept to closing. Sarah previously served as the co-chair of the Real Estate & Land Use group. [Full bio.](#)



Brian Bell

Partner
Minneapolis
(612) 492-6178
bell.brian@dorsey.com

Brian assists clients in obtaining governmental approvals for controversial energy, natural resources, and development projects. Consequently, he regularly works with EDAs, HRAs, and municipalities on these projects and has a deep understanding of their operations. His work includes advocating for companies before local, state, and federal administrative and judicial tribunals, so he can bring to REDA critical first-hand perspective of developers and other organizations who often appear on the other side of the negotiating table. Brian's environmental enforcement work involves negotiating early resolution of enforcement matters with state and federal regulators. When early resolution is not possible, Brian litigates against regulators to reduce or eliminate penalties and corrective actions. [Full bio.](#)



Spencer Tauchen

Associate
Minneapolis
(612) 492-5049
tauchen.spencer@dorsey.com

Spencer offers expertise to real estate owners, developers, and users engaging with complex real estate issues. He has broad experience with real estate development, acquisitions/dispositions, financing, and leasing. He lends practical assistance to help his clients resolve challenges and meet their goals. [Full bio.](#)



Frannie LaBudda
 Associate
 Minneapolis
 (612) 492-5395
labudda.frannie@dorsey.com

Frannie supports clients through all stages of commercial real estate transactions. Her unwavering commitment guarantees that her clients receive the highest level of service and achieve their real estate goals with confidence. [Full bio.](#)



Kara Tonolli
 Paralegal
 Minneapolis
 (612) 492-6548
tonolli.kara@dorsey.com

Kara is an experienced legal professional who assists in a wide variety of financing transactions. She began her career at Dorsey as a legal assistant in the Public Finance practice group where she developed her knowledge of municipal transactions for 12 years before transitioning to the role of paralegal in 2020. [Full bio.](#)

Lead Attorney's Current Responsibilities

Please see Jay's [list of relevant matters](#) under his profile in the Attorney Qualifications section.

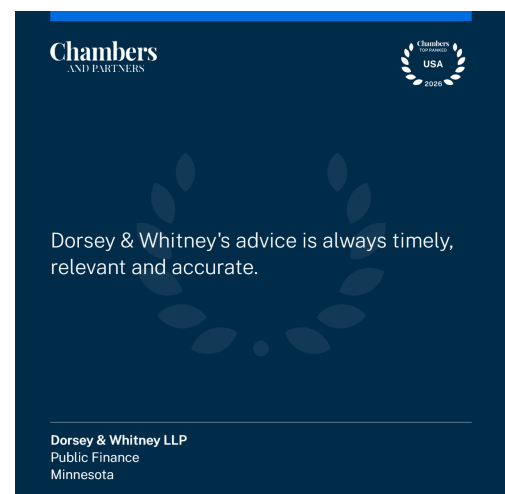
HRA/EDA Experience Profile

Dorsey presently serves more than 50 community development, housing, economic development, port authorities and similar organizations nationwide. Below is a representative sample. We are not aware of any HRAs or EDAs terminating our representation in recent years.

- Chaska Economic Development Authority
- Shakopee Economic Development Authority
- Edina Housing & Redevelopment Authority
- Wayzata Housing & Redevelopment Authority
- St. Anthony Village Housing & Redevelopment Authority
- Anchorage Community Development Authority
- Housing Authority of Salt Lake City

Below are a handful of the ways we have supported these HRA/EDAs and others:

- **Closing financial gaps.** We possess a deep understanding of and experience with all public financing tools including tax abatement and tax increment. We have worked extensively with each of Minnesota's tax increment districts, including (most often) redevelopment, housing and economic



development districts. This experience allows us to not only accurately apply the law, but think creatively to solve the financial gaps in any kind of project.

- **Preparing, reviewing and negotiating contracts.** Dorsey attorneys routinely review, draft and negotiate governmental contracts for our governmental clients, including economic development agreements, TIF agreements, PILOT agreements, loan agreements, lease purchase agreements, federal and state/local grant agreements and asset purchase agreements. This contract experience is a core legal service to government clients. Our team has structured development and redevelopment agreements for everything from mega projects like U.S. Bank Stadium and Highland Bridge in St. Paul to numerous urban infill projects in cities ranging from Edina to Wayzata to St. Anthony Village to multiple affordable housing projects.

In addition, Dorsey's government contracts practice includes attorneys from many practice areas, hailing from offices around the country. Drawing upon their respective areas of expertise, they can provide big-picture perspective and specific advice on the complex and constantly changing rules governing contracts awarded by the U.S. Federal Government, states, and other public entities.

- **Managing and structuring complex, high-value real-estate transactions and agreements.** The Authority will benefit from the deep and broad real estate and development experience of Dorsey attorneys. With more than 40 lawyers and paralegals who work exclusively on real estate matters and more than 60 lawyers and paralegals who work exclusively on finance matters that encompass real estate, we have extensive experience in providing a full range of real estate legal services. This includes acquisitions, dispositions, leases and financing which encompass TIF, housing projects and related financial structures. We know how to deftly manage and structure complex, high-value real estate transactions and agreements, as evident in the small sampling of representative matters below; we would be happy to provide additional experience.
 - o Represented the Minnesota Sports Facilities, as general counsel, throughout the demolition of the Metrodome and development, and the construction and financing of U.S. Bank Stadium. This included negotiating the multi-party agreements that led to additional significant redevelopment in Downtown East.
 - o Lead counsel to the City of Edina in a multi-party redevelopment agreement to replace an outdated 90,000-square-foot retail store with a mixed-use development including three seven-story apartment buildings and an 11-story condominium residential building with a total of 572 residential units.
 - o Lead counsel for the high-profile \$210,000,000 acquisition, development and construction of a state-of-the-art life science headquarters for a Fortune 500 company in the Twin Cities area, including negotiating tax increment financing with the City. The complex transaction involves a multi-party and multi-jurisdictional credit tenant lease structure with a complicated syndication of institutional lenders. Documents drafted and negotiated include a Credit Tenant Lease, a Development Services Agreement, a Guaranteed Maximum Price Construction Contract, a Design Agreement, a Purchase and Sale Agreement, and dozens of related ancillary agreements. Dorsey had primary responsibility for the structure of the transaction, the creation of the primary documentation and the negotiation and consummation of the same on behalf of the project developer.
 - o Lead counsel for the relocation, lease and construction agreement for one of the largest private foundations in the Midwest. The high-profile effort included negotiating the termination of the client's existing lease, assisting with the selection of a new site, drafting and negotiating a new

50,000-square-foot lease in two historically designated buildings, and negotiating a \$20 million construction contract for a complete tenant improvement overhaul and expansion, including state-of-the-art green energy improvements.

- **Advising on Tax Increment Financing.** Dorsey has advised municipalities and their authorities on countless tax increment financing projects. We have drafted development and redevelopment agreements, and the necessary resolutions, ordinances, and other documentation associated with the establishment, modification, and duration extension of tax increment districts. We also assist with the implementation of property tax abatement and compliance with the business subsidy law. We have represented:
 - o The City of Edina and its HRA in multiple redevelopment projects utilizing tax increment, with total values in excess of \$1 billion.
 - o Ryan Companies US in all aspects of the development and tax increment agreements for redevelopment of the former Ford manufacturing plant in St. Paul into the Highland Bridge project, including approximately \$90 million of tax increment.
 - o The City of Wayzata in redevelopment of the former Wayzata Bay Center into a vibrant mixed-use waterfront development with tax increment.
 - o The City of Austin in its development of apartment housing.
 - o The City of Edina in establishing its grant and loan program for small businesses, including the historic Edina Mann Theatre.
 - o The City of Hutchinson in the expansion of the RD Machine manufacturing facility in the city.
 - o The City of Thief River Falls in the demolition and redevelopment of former Sanford Health hospital facilities.
- **Identifying and mitigating issues.** Jay Lindgren can quickly pinpoint issues that would be very easy for other attorneys to overlook, thanks to his deep and broad experience. He has been instrumental in creating beautiful, sustainable communities, having helped build billions of dollars' worth of projects while ensuring the infrastructure was in place for their success. Beyond this, he is the former Chief Administrative Officer of the Metropolitan Council. There, he oversaw a \$530 million annual budget and 3,700 employees.
- **Getting deals done right.** Dorsey attorneys have expertly navigated complex real estate negotiations and can provide guidance, established in successful negotiation experience, to advance the Authority's interests. Jay Lindgren is well known in the local development community as a "deal guy" who works across the table to bring parties together. We typically utilize a detailed term sheet before drafting complex contracts and have appropriate materials to keep policymakers fully informed as these actions help bring the parties together
- **Managing compliance.** The Authority will benefit from Dorsey's extensive regulatory experience in all federal and state compliance issues, all of which affect housing and redevelopment authorities. In fact, we have been active in the areas of local government, state and federal agency regulation for decades. Our practice integrates deep knowledge of land use, affordable housing, public financing, and regulatory compliance. We regularly counsel owners, purchasers, developers, contractors and governmental authorities in zoning, land use, permitting and construction matters, and help them navigate the complex maze of regulations that these matters involve. Furthermore, we also regularly handle regulatory and administrative matters through legislative change as well as through state administrative procedures and the courts.

- **Attending board meetings – in person and virtually.** Our goal is to provide timely and effective legal support. This includes:
 - o Attending all regular and special board meetings as requested.
 - o Reviewing agendas, proposed resolutions and supporting materials in advance.
 - o Advising on procedural matters, compliance with open-meeting laws and other legal issues.

We understand that the Authority's work could involve fast-moving projects and sensitive legal matters, and we will be available on short notice to respond.

- **Collaborating with in-house professionals.** Every day, Dorsey attorneys closely collaborate with clients' in-house professionals. They view us as an extension of their own organizations. We have extensive experience working closely with governmental boards, committees, and consultants. Our firm will facilitate open communication, be readily available for meetings, and maintain strong working relationships with all stakeholders.

References

Scott Neal

Executive Director, Edina Housing & Redevelopment Authority
952-292-6237
sneal@ci.edina.mn.us

Charlie Yunker

Executive Director
St. Anthony Village HRA
612-782-3315
charlie.yunker@savmn.com

Tony Barranco

President, Northern Division
Ryan Companies US, Inc.
612-492-4339
Tony.Barranco@RyanCompanies.com

Michael Vekich

Chair, Minnesota Sports Facilities Authority
612-709-6262
Vekich@msfa.com

Bill Neuendorf

Economic Development Manager
City of Edina
952-826-0407
BNeuendorf@EdinaMN.gov

Dorsey's Responsibilities to REDA in Providing Legal Services

Jay Lindgren will serve as the overall relationship partner, with primary assistance from Grant Turpin. Jay will serve as the main contact at Dorsey, collaborating with Grant who will step in as necessary. As such, they will be the primary advisors working in conjunction with EDA staff and the City Attorney. Their goal is to serve as integrated team members available, as early as desired, for any project, in addition to being available to negotiate, draft and finalize all required transactional documents. Their service will include:

- Staying current on the full scope of Authority's matters to coordinate team efforts and provide proactive as well as reactive advice.
- Providing regular updates on billing, and the impact of current and projected workflow on billing.
- Developing and promoting use of both internal and client-facing work product delivery processes to ensure clear, user-friendly work product is delivered to the Authority in a manner that best meets the needs of its internal teams and individual contributors.
- Organizing regular monthly "big picture" update meetings if desired by the Authority (at no cost).
- Organizing a client service team which meets on a regular basis and communicates through email groups to coordinate internal knowledge and efforts on a firm-wide basis at no cost to the Authority.
- Actively searching out opportunities to coordinate alternative fee arrangements, promote cost savings, and support the Authority's budgeting needs.

Malpractice Insurance

Please see the certificate in the [Appendix](#); Dorsey would be glad to discuss with the Authority details about its liability insurance, which is aligned with what firms of similar size provide (it exceeds \$2,000,000). However, the firm seeks to avoid having the amounts of liability insurance published in a public document.

Conflicts of Interest

Conflicting Clients

Dorsey represents no clients that conflict with our ability to represent the Authority.

Real Estate Developers Represented

Dorsey does represent clients in the real estate sector and we believe that REDA will be better represented by us because of it. We understand the needs of developers and how to collaborate with them; in fact, when developers know that we are representing an EDA/HRA they are more enthusiastic about moving forward. They know we understand their business, so they are confident that transactions will advance much more smoothly.

Units of Government Contiguous/Within the City of Roseville.

Dorsey represents the City of Maplewood and the City of St. Anthony Village.

Conflicts Check Procedure

Dorsey has a robust firm-wide conflicts check system, and prior to undertaking any representations, all conflicts must be cleared. Firm policy requires that all parties known to be involved in a matter be entered into our conflict management system before a new file may be opened. In addition, firm policy requires that lawyers immediately add to our conflicts management system additional parties that are identified after a file is opened. Once a conflict check is submitted to the conflicts department, those names are run against our database to identify any conflicts of interest. Any issues identified by the conflicts staff must be cleared by the attorney responsible for the matter and, if necessary, the Firm's Ethics Partner before a new file can be opened.

Once the matter is approved, the conflicts staff ensures that all file-opening policies were followed, including resolution of the identified conflicts (e.g., obtaining waivers or confirmation of conflict waivers) before the file is formally opened and a billing number is assigned.

Fees

The hourly billing rates for the proposed team members are below. We will be happy to provide estimates projecting the potential legal investment to provide counsel for specific initiatives. Furthermore, we would be interested in providing a monthly flat rate, as opposed to the full hourly rate, for the lead attorneys to participate in routine meetings. This will benefit REDA as doing so will significantly enhance communications and collaboration, and help attorneys rapidly get up to speed and remain there.

Dorsey Attorney	Role	Standard Hourly Rate*	Discounted REDA Rate
Jay R. Lindgren, Partner	Lead Attorney	\$990	\$866
Grant Turpin, Senior Attorney	Assistant Lead Attorney	\$705	\$617
Brian Bell, Partner	Land Use and Environmental Matters	\$790	\$691
Sarah Zach, Partner	Real Estate Development, Financing and Leasing Matters	\$810	\$709
Spencer Tauchen, Associate	Day-to-day support	\$590	\$516
Frannie LaBudda, Associate	Day-to-day support	\$490	\$429
Kara Tonolli, Paralegal	Day-to-day support	\$375	\$328

**Dorsey considers across-the-board hourly rate increases on an annual basis (typically in the Fall).*

Appendix: Insurance Certificate

CERTIFICATE OF LIABILITY INSURANCE		DATE (MM/DD/YYYY) 04/14/2026																																																																																																								
THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.																																																																																																										
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PRODUCER MARSH RISK & INSURANCE SERVICES FOUR EMBARCADERO CENTER, SUITE 1100 CALIFORNIA LICENSE NO. 0437153 SAN FRANCISCO, CA 94111 CN101284079-FINP-E&O2-26-27	CONTACT NAME: Rachele Green PHONE (A/C, No, Ext): 846-670-1416 FAX (A/C, No): E-MAIL: Rachele.Green@marsh.com ADDRESS: <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="text-align: left;">INSURER(S) AFFORDING COVERAGE</th> <th style="text-align: left;">NAIC #</th> </tr> <tr> <td>INSURER A: Lexington Insurance Company</td> <td>19437</td> </tr> <tr> <td>INSURER B:</td> <td></td> </tr> <tr> <td>INSURER C:</td> <td></td> </tr> <tr> <td>INSURER D:</td> <td></td> </tr> <tr> <td>INSURER E:</td> <td></td> </tr> <tr> <td>INSURER F:</td> <td></td> </tr> </table>		INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A: Lexington Insurance Company	19437	INSURER B:		INSURER C:		INSURER D:		INSURER E:		INSURER F:																																																																																											
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PROPOSAL FOR ECONOMIC DEVELOPMENT LEGAL SERVICES

CITY OF ROSEVILLE ECONOMIC
DEVELOPMENT AUTHORITY

June 26, 2026



Contact: Rachel G. Tierney

(612) 337-9234 | rtierney@kennedy-graven.com | kennedy-graven.com

June 26, 2026

Via U.S. Mail

Janice Gundlach
Community Development Director
City of Roseville
Roseville City Hall
2660 Civic Center Drive
Roseville, MN 55113-1899

Re: Proposal for Economic Development Legal Services

Community Development Director Gundlach:

Thank you for the opportunity to present the City of Roseville Economic Development Authority with this proposal for Economic Development Legal Services.

Kennedy & Graven focuses almost exclusively on local government work, and we are committed to providing responsive, high-quality legal service to local units of government. We represent cities, townships, school districts, economic development authorities, housing and redevelopment authorities, port authorities, counties, and various other government entities throughout Minnesota. The foundation of our success rests on solid, long-term client relationships and the delivery of responsive, practical, and high-quality solutions to both common and unique problems.

We understand the scope of services requested and have the experience and capacity to perform the work. We are fully committed to performing our work with excellence and in a timely manner. We are confident that we can provide the highest level of legal services to the City of Roseville Economic Development Authority.

Please feel free to contact me if you have any questions or if you would like any additional information.

Thank you for your consideration.

Sincerely,

KENNEDY & GRAVEN, CHARTERED

/s/ Rachel G. Tierney

Rachel G. Tierney

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FIRM BACKGROUND

Brief History

We combine the tradition of two of the state's leading law firms in the fields of local government law, public finance, and development. The law firms of LeFevre, Lefler, Kennedy, O'Brien & Drawz, P.A., founded in 1958, and Holmes & Graven, Chartered, founded in 1973, combined their law practices in 1989 to form Kennedy & Graven.

Since 1989, Kennedy & Graven has expanded and diversified its representation of public clients.

The firm's practice continues to focus on local government law, public finance, litigation, labor and employment law, condemnation, education law, and real estate.

We provide services in all major areas of law related to local government.

Team Approach

Kennedy & Graven's greatest strength is its team approach to legal representation. By using this approach, we are able to deliver services in a comprehensive and economical manner. We take maximum advantage of the unique knowledge and experience that our attorneys have in specific areas of local government law, including and especially economic development. Kennedy & Graven's representation of many local government entities often means that the firm has previously encountered an issue and can therefore respond quickly and efficiently. Kennedy & Graven has a team of economic development attorneys to support Roseville's need for all matters, from the routine to the highly complex.

Attorneys & Qualifications

The firm has 36 attorneys and over 98 percent of the firm's work is local government law. The firm has 22 shareholders (partners), 11 associates, and 3 of-counsel attorneys.

Please see **Exhibit A** for a full list of Kennedy & Graven's attorneys.

Support Personnel

Kennedy & Graven has four paralegals: one in public finance, two in real estate, and one in litigation. The firm has 14 additional staff in legal administrative assistant or administrative positions, including a firm administrator who is a former city attorney.

Office Organization and Support Capabilities:

Kennedy & Graven is a professional corporation. The Firm is run by an Executive Committee, which consists of five members who serve staggered two-year terms. The Firm's President is elected annually by the Firm's Board of Directors. A full-time office administrator reporting to the President and the Executive Committee is responsible for the implementation of the directives from the Executive Committee and Board of Directors and for overseeing the day-to-day operations of the Firm. Legal Administrative Assistants are assigned to designated attorneys. Law clerks and paralegals are available to all attorneys on an as-needed basis.

Office Location

Fifth Street Towers
150 South Fifth Street
Suite 700
Minneapolis, MN 55402
(612) 337-9300
(800) 788-8201 Toll free
(612) 337-9310 Fax

Current Use of Technology

The firm uses technology in a variety of ways to increase efficiency and effectiveness.

The firm has a centralized document management system which allows every user in the firm to easily find and access any document. This database includes all of the firm's documents since 1997.

The firm utilizes the Microsoft Office 365 software suite. The firm uses a variety of other programs for things such as time and billing, file transfer protocols, e-signatures and litigation support.

The firm primarily uses Westlaw for computerized legal research with an inclusive subscription containing all major sources relevant to municipal law.

Malpractice or Ethics Claims

The firm has had no malpractice claims or ethics complaints in the last five years and there are no claims or complaints pending.

Statement of 2025 HRA and EDA Billings

HRA and/or EDA work accounted for about 5.0 percent of total 2025 billings, and work related to economic development and tax increment financing for all entity types (including Port Authorities and Cities) is about 7% of total 2025 billings.

Copy of Audit or Financial Report

The firm is a private professional corporation and has not included the requested attachment of Audit or Financial information because such information may become public if submitted as part of the proposal. The firm is willing to address the topic in person, if needed.

Professional Liability Insurance

The firm has professional liability insurance with Swiss Re Corp. Coverage is \$5,000,000 per claim/aggregate with a \$100,000 deductible per claim/aggregate.

Statement of Compliance with Civil Rights Laws

Kennedy & Graven, Chartered complies with all federal and state civil rights laws.

ATTORNEY QUALIFICATIONS

The firm proposes Rachel Tierney as the lead counsel for the EDA. Rachel would be responsible for the overall coordination of work when additional firm attorneys are involved. Andrew Biggerstaff would serve as assistant EDA counsel and a second point of contact. Peter Martin would serve as bond counsel and Sarah Sonsalla would serve as real estate counsel for the EDA.



Rachel G. Tierney

Proposed Lead Counsel

PROFESSIONAL CHRONOLOGY

1996	B.A. (cum laude), Political Science, Minnesota State University, Moorhead
1999	J.D., William Mitchell College of Law
1999	Admitted to Minnesota State Bar
1999	Saint Paul City Attorney's Office, Assistant City Attorney
2016	Saint Paul City Attorney's Office, Deputy City Attorney
2022	Attorney, Kennedy & Graven, Chartered

PROFESSIONAL AFFILIATIONS

Minnesota State Bar Association, Member
 Hennepin County Bar Association, Member
 Minnesota State Bar Association, Public Law Section, Member

BACKGROUND AND EXPERIENCE

Rachel Tierney is a shareholder at Kennedy & Graven, Chartered. She has over 25 years of experience in all areas of municipal law. She has been with Kennedy & Graven since 2022. Rachel is currently the City Attorney for the cities of Roseville, Empire, and Crystal, Minnesota, and Assistant City Attorney for the city of Oakdale, Minnesota. Rachel also serves as General Counsel for the City of Bloomington Port Authority and the Housing and Redevelopment Authority in and for the City of Bloomington, represents the TCAAP Joint Development Authority and the Brooklyn Park Economic Development Authority, and performs work on an ongoing basis for the City of Rochester negotiating agreements with the Mayo Clinic related to the "Bold. Forward. Unbound." project in Rochester.

Prior to joining Kennedy & Graven, Rachel spent 23 years as an attorney for the City of Saint Paul, 17 years as an Assistant City Attorney and 6 years as Deputy City Attorney for the Civil Division. As an Assistant City Attorney Rachel represented several Saint Paul city departments including the Department of Planning and Economic Development, the Housing and Redevelopment Authority, the Office of Finance, and served as General Counsel for the Saint Paul RiverCentre and Convention and Visitors Authority.

During her time as Deputy, she managed and coordinated the legal work for all City Departments, served as the attorney directly advising the City Council, and advised city leadership through complex and controversial legal challenges. Over the course of her career, Rachel has developed expertise in various areas including economic development, housing, data practices and contract negotiation.



Andrew M. Biggerstaff

Proposed Assistant EDA Counsel

PROFESSIONAL CHRONOLOGY

2008	B.A. <i>Dean's List</i> , University of Minnesota, Duluth
2012	J.D., <i>cum laude</i> , Hamline University School of Law
2012	Admitted to Minnesota State Bar
2012-2014	Legislative Analyst/Attorney, Minnesota House of Representatives
2005-2017	477 th Medical Company, United States Army Reserve
2015-2022	Shareholder, Kennedy & Graven, Chartered
2022-2025	Attorney, Allete, Inc.
2025-Present	Shareholder, Kennedy & Graven, Chartered

PROFESSIONAL AFFILIATIONS

Minnesota State Bar Association, Member
National Association of Bond Lawyers
Justice North Private Attorney Involvement Member (Pro Bono Service)

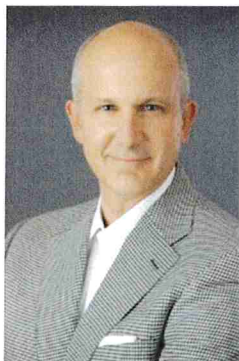
BACKGROUND AND EXPERIENCE

Andrew Biggerstaff is a shareholder at Kennedy & Graven, Chartered, where his practice focuses on municipal law, real estate, project development, Tax Increment Financing (TIF), and utility matters. He partners with cities and developers to structure practical, business-minded solutions that balance growth, compliance, and community goals.

Andrew also served as in-house counsel at a publicly traded investor-owned utility. In that role, he provided counsel on large-scale renewable energy projects, sourcing and procurement, real estate transactions, data privacy and cybersecurity, general corporate law, and physical security. This experience gives him a unique perspective on how public and private entities can collaborate effectively to achieve shared objectives.

Drawing on his background in both public and corporate settings, Andrew approaches each matter with a focus on strategy, efficiency, and long-term outcomes. Clients value his ability to see issues from multiple angles and to translate complex legal frameworks into clear, actionable guidance.

Andrew previously served as City Attorney for the cities of Fridley, Tonka Bay, and Robbinsdale, and has advised dozens of other municipal clients throughout Minnesota. His work has included guiding cities through complex development projects, drafting and negotiating development agreements, and advising on governance, land use, and regulatory matters.



Peter A. Martin

Proposed Bond Counsel

PROFESSIONAL CHRONOLOGY

1987	B.S., <i>cum laude</i> , University of Wisconsin-Stevens Point, Stevens Point, WI, Chancellor's Leadership Award
1987-2004	United States Army Reserve; Rank: Major; Medals: Meritorious Service Medal; Army Commendation Medals
1990	J.D., Marquette University Law School, Milwaukee, WI – Managing Editor, <i>Marquette Law Review</i>
1990-2000	Lathrop & Clark, LLP, Madison, Wisconsin – Associate Attorney and Partner
2000-2002	Rider Bennett LLP, Minneapolis, Minnesota - Attorney
2002-2021	Knutson, Flynn & Deans, P.A., Mendota Heights, Minnesota - Partner
2021-Present	Kennedy & Graven, Chartered, Minneapolis, Minnesota - Shareholder

PROFESSIONAL AFFILIATIONS

Minnesota Institute of Public Finance – Board of Directors
National Association of Bond Lawyers
Minnesota Association of School Business Officials
Minnesota State Bar Association
Wisconsin State Bar Association

BACKGROUND AND EXPERIENCE

Peter Martin is a shareholder at Kennedy & Graven, Chartered. He represents local governmental entities in all matters related to the issuance of taxable and tax-exempt municipal debt. He has acted as bond counsel in a variety of financing structures, including general obligation bonds, certificates of participation, lease-purchase financings and short-term borrowing through aid anticipation certificates of indebtedness.

Peter works with all the municipal advisor firms in Minnesota, including Northland Securities, Inc., Ehlers and Associates, Inc., and Baker Tilly Municipal Advisors, LLC.

Peter is also General Counsel to the Board of Trustees of the Minnesota Association of Governments Investing for Counties ("MAGIC" Fund) and the Minnesota School District Liquid Asset Fund Plus ("MSDLAF+").



Sarah J. Sonsalla

Proposed Real Estate Counsel

PROFESSIONAL CHRONOLOGY

1998	B.A., (Philosophy and Political Science), University of Wisconsin – La Crosse
2001	J.D., University of Minnesota Law School
2001	Admitted to Minnesota State Bar
2001-2005	Associate Attorney, Kelly & Fawcett, P.A. (municipal, real estate, and employment law)
2005-2009	Associate Attorney, Kennedy & Graven, Chartered
2009-Present	Shareholder, Kennedy & Graven, Chartered

PROFESSIONAL AFFILIATIONS

Minnesota State Bar Association, Member
 Ramsey County Bar Association, Member
 International Municipal Lawyers Association (IMLA), Member
 Minnesota Women Lawyers, Member
 University of St. Thomas Law School Mentor Program
 Minnesota Association of City Attorneys

BACKGROUND AND EXPERIENCE

Sarah Sonsalla is a shareholder at Kennedy & Graven, Chartered. Sarah has significant real estate experience including drafting real estate documents such as purchase agreements, easements, and deeds and bringing quiet title actions, proceedings subsequent actions and Torrens registration actions. Sarah Sonsalla also is the City Attorney for the cities of Sandstone (since 2006), New Brighton (since 2016), Lake City (since 2013), Lake Elmo (since 2016), Minnetrista (since 2022), Fridley (since 2022), Watson (since 2023), Finlayson (since 2026) and Brook Park (since 2026). She is also general counsel to Local Government Information Systems (LOGIS) (since 2007) and Metro-INET (since 2023).

Sarah Sonsalla routinely represents cities with respect to land use and planning matters, including drafting zoning and subdivision regulations, drafting development agreements, drafting city council resolutions relating to approval of variances, conditional use permits, and plats. Sarah also works closely with the League of Minnesota Cities Insurance Trust regarding risk management issues and worked with the League of Minnesota Cities Insurance Trust with respect to the City of Lake Elmo's risk management issues. With respect to environmental law, Sarah along with other attorneys at the firm represented the City of Lake Elmo in a lawsuit against 3M relating to contamination of the City's well. Sarah also represents municipal, school district, and economic development clients with respect to real estate matters, including drafting and negotiating purchase and development agreements, drafting leases, examining title for platting purposes, reviewing plats, drafting easements, and bringing actions to clear title.

OTHER INFORMATION

HRAs and EDAs that Kennedy & Graven Represents

Please see **Exhibit B** for a list of the HRAs and EDAs that the firm currently represents. This work is primarily general counsel and for specific economic development projects.

HRAs or EDAs that the firm began representing in the last three years include Baxter, Inver Grove Heights, Olivia, Paynesville, Wanamingo, Wells and Windom.

In 2025, the Firm stopped representing certain EDAs along with the departure of some of our public finance attorneys. These included Burnsville, Columbia Heights, Duluth, Grand Rapids, Hibbing, Monticello, Oak Park Heights and St. Louis Park.

Professional References

Please see **Exhibit C** for Rachel Tierney's client references.

Kennedy & Graven's Responsibility to Clients

Delivering sound, timely, and responsive legal advice and opinions to our clients is our central objective. We have also made efforts to invest in technologies which we believe allow us to practice law in a more efficient way, thereby allowing us to pass those costs along to our clients. Finally, we rely heavily on a team-based approach to the practice of law, which allows us to leverage the experiences and expertise of everyone within the Firm to deliver high-quality service at significant cost savings when compared to other firms.

Copy of Malpractice and Liability Insurance

See **Exhibit D** for a copy of the firm's liability insurance certificate.

CONFLICT OF INTEREST

We are not aware of any current or former client representation that would create a conflict with our representation of the Roseville Economic Development Authority.

The firm does not currently represent any real estate developers.

The firm does represent the contiguous city of Lauderdale.

The Firm has a computerized conflict-checking system that is used to identify potential conflicts. The system maintains a database containing the names of all clients of the Firm and all opposing parties. This database is checked each time that the Firm opens a new matter. If a potential conflict exists, we notify each client. If an actual conflict were identified, the Firm would address it consistent with applicable professional responsibility rules, including withdrawal or client consent where appropriate.

FEE SCHEDULE

Please see **Exhibit E** for a description of Kennedy & Graven's fee structure.

CONCLUSION

We believe that our firm is without an equal in terms of the depth and quality of municipal and economic legal services we offer. We also believe our experience permits us to provide the highest quality legal services to cities in the most cost-effective and efficient way.

Thank you for this opportunity to offer Kennedy & Graven's services to the City of Roseville's Economic Development Authority. Please feel free to contact me if you have any questions or need any additional information.

Dated: June 26, 2026

/s/ Rachel G. Tierney

Rachel G. Tierney

Kennedy & Graven, Chartered

EXHIBIT A

FULL LIST OF KENNEDY & GRAVEN ATTORNEYS

Kennedy & Graven has 36 attorneys with diverse backgrounds and expertise. Below is a summary of each attorney's areas of practice:



Robert A. Alsop
Of-Counsel

Employment Law, Housing Law, Litigation



Dave T. Anderson
Shareholder

Municipal Law



Ronald H. Batty
Shareholder

Municipal Law, Economic Development & Redevelopment



Andrew M. Biggerstaff
Shareholder

Municipal Law, Economic Development and Redevelopment



Greta L. Bjerkness
Shareholder

Municipal Law, Real Estate Law, and Eminent Domain



Josh P. Devaney
Associate

Litigation



Zac DesAutels
Associate

Municipal Law, Litigation



Bridget E. Finn
Associate

Employment Law



Alex W. Furcich
Associate

Municipal Law, Economic Development and Redevelopment



Alex D. Ivan
Shareholder

School Law, Special Education



Sam B. Ketchum
Associate

Municipal Law, Litigation, Environmental Law



Gregory S. Madsen
Shareholder

Employment and Labor Law, School Law



Peter Martin
Shareholder

School Law, Employment and Labor Law, Real Estate Law



Tessa M. McEllistrem
Shareholder

Litigation



Peter G. Mikhail
Shareholder

Litigation, Construction Law, Real Estate Law



Bridget M. Nason
Shareholder

Municipal Law



Mallory P. Nordberg
Associate

School Law



Scott J. Riggs
Shareholder

Municipal Law, Economic Development & Redevelopment, Real Estate Law, Township Law



Haley Taylor Schlitz
Associate

Municipal Law



Joseph L. Sathe
Associate

Municipal Law, Economic Development and Redevelopment



Jessica E. Schwie
Shareholder

Litigation, Employment Law



Nicholas A. Smoger
Associate

Litigation



Carlos Soto-Quezada
Associate

School Law



Jana O. Sullivan
Shareholder

Municipal Law, Employment and Labor Law, Litigation



Sarah J. Sonsalla
Shareholder

Real Estate Law, Economic Development, Municipal Law



James M. Strommen
Of-Counsel

Litigation, Public Utility Law, Construction Law



James J. Thomson
Shareholder & President

Municipal Law, Land Use, Litigation



Rachel G. Tierney
Shareholder

Municipal Law, Economic Development



Mary D. Tietjen
Shareholder

Municipal Law, Employment and Labor Law



Siobhan L. Tolar
Associate

Municipal Law, Economic Development & Redevelopment



John Utley
Of-Counsel

Municipal Bonds, Public Finance



Robert J.V. Vose
Shareholder

Municipal Law, Public Utility Law



Maggie R. Wallner
Shareholder

Employment and Labor Law, Litigation, School Law



Michelle Weinberg
Shareholder

Litigation



Josh P. Weir
Shareholder

Real Estate Law, Eminent Domain



Pamela Whitmore
Shareholder

Municipal Law, Employment Law, Mediation

EXHIBIT B

LIST OF HRAS AND EDAS REPRESENTED

GENERAL COUNSEL TO THE FOLLOWING ECONOMIC DEVELOPMENT AUTHORITIES,
HOUSING AND REDEVELOPMENT AUTHORITIES, AND PORT AUTHORITIES:

Baudette	Maple Plaine
Baxter	Marshall
Belle Plaine	Medina
Blaine	Minnetonka
Bloomington	Minnetrista
Brainerd	Monticello
Brooklyn Center	Montrose
Brooklyn Park	Mounds View
Burnsville	New Prague
Carver	Olivia
Chanhassen	Osseo
Clearwater	Paynesville
Cokato	Pine Island
Crystal	Richfield
East Gull Lake	Robbinsdale
Eveleth	Rosemount
Excelsior	Roseville
Faribault	St. Paul Park
Golden Valley	Sandstone
Grand Rapids	South St. Paul
Hopkins	Shakopee
Inver Grove Heights	Victoria
Kenyon	Virginia Eveleth
Lake City	Wanamingo
Lake Elmo	Wells
Lino Lakes	West Concord
Mankato	West St. Paul
Mantorville	White Bear Lake
Maplewood	Windom
Maple Lake	Worthington

EXHIBIT C

RACHEL TIERNEY'S PROFESSIONAL REFERENCES

City of Rochester

Cindy Steinhauser
Assistant City Administrator
Phone: 507-328-2015
Email: csteinhauser@rochestermn.gov

City of Bloomington

Sarah Abe
Housing and Redevelopment Administrator
Phone: 952-563-8937
Email: seabe@BloomingtonMN.gov

City of Brooklyn Park

Tim Gladhill
Community Development Director
Phone: 763-493-8050
Email: tim.gladhill@brooklynpark.org

City of Oakdale

Andrew Gitzlaff
Community Development Director
Phone: 651-730-2806
Email: Andrew.gitzlaff@oakdalemn.gov

City of Crystal

Adam Bell
City Manager
Phone: 763-531-1140
Email: adam.bell@crystalmn.gov

EXHIBIT D

COPY OF MALPRACTICE INSURANCE



CERTIFICATE OF LIABILITY INSURANCE

 DATE (MM/DD/YYYY)
 3/23/2026

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Edgewood Partners Insurance Center 3780 Mansell Rd. Suite 370 Alpharetta GA 30022		CONTACT NAME: EPIC Law Firm Group COI Specialist PHONE (A/C, No, Ext): 770-552-4225 E-MAIL ADDRESS: EPICLFCerts@epicbrokers.com FAX (A/C, No):	
INSURED Kennedy & Graven, Chartered 150 South 5th Street, Suite 700 Minneapolis MN 55402		INSURER(S) AFFORDING COVERAGE INSURER A: Swiss Re Corp Solutions Cap Ins Corp INSURER B: INSURER C: INSURER D: INSURER E: INSURER F:	
KENNIGRA		NAIC # 34916	

COVERAGES		CERTIFICATE NUMBER: 180022621		REVISION NUMBER:		
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.						
INSR LTR	TYPE OF INSURANCE	ADDL SUBR INSD WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	COMMERCIAL GENERAL LIABILITY CLAIMS-MADE OCCUR GEN'L AGGREGATE LIMIT APPLIES PER POLICY PROJECT LOC OTHER:					EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) MED EXP (Any one person) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG
	AUTOMOBILE LIABILITY ANY AUTO OWNED AUTOS ONLY HIRED AUTOS ONLY SCHEDULED AUTOS NON-OWNED AUTOS ONLY					COMBINED SINGLE LIMIT (Ea accident) BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)
	UMBRELLA LIAB OCCUR EXCESS LIAB CLAIMS-MADE CED RETENTION \$					EACH OCCURRENCE AGGREGATE
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N N/A				PER STATUTE OTH-ER E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYEE E.L. DISEASE - POLICY LIMIT
A	Professional Liability		FNA337999003613	10/1/2025	10/1/2026	Each Claim Aggregate \$5,000,000 \$5,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER

CANCELLATION

	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE

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ACORD 25 (2016/03)

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EXHIBIT E

FEE SCHEDULE

Hourly rates for 2027 for all services, including travel time are below. The minimum increment of billable time is six minutes (0.1 hour). Hourly fees will be increased by 3% per year on January 1 of each year.

	2027
Hourly rates for legal services identified in the RFP	
Shareholders (pass-through)*	\$280 (\$330)
Associates (pass-through)*	\$250 (\$320)
Paralegals	\$140
Law Clerks	\$100

For as long as Rachel Tierney serves as City Attorney for the City of Roseville pursuant to a retainer agreement, Kennedy & Graven will not separately charge REDA for attendance or travel time for Rachel Tierney related to regular meetings of the EDA Board that precede a regular City Council meeting. Fees for such attendance and travel will be charged pursuant to the City Attorney retainer agreement.

In accordance with Minnesota Statutes, Section 481.21, we generally quote a fixed fee for our legal services as bond counsel on specific bond issues. The fixed fee is based on the following factors:

- (i) the time and labor required to complete our legal work as bond counsel;
- (ii) the complexity and novelty of problems involved in a particular bond issue;
- (iii) the extent of the responsibilities assumed by bond counsel and the results obtained; and
- (iv) the sufficiency of assets properly available to pay for the services as bond counsel.

*The pass-through rate will be charged for legal work with a funding source outside of the EDA general fund, such as legal work passed on to developer.

OVERHEAD COSTS

The firm bills its out-of-pocket costs for such things as postage, filing fees and witness fees, and similar items.

Photocopying: No charge

Mileage: Then-current IRS business rate

Westlaw fees: No charge

TOTALS

PROPOSER	Proposal Completeness	Attorney Qualifications	PSA's	Real Estate	Grants	HRA/EDA law & experience	Housing bonds/programs	TIF/Public Finance	LAHA	TOTAL	
<i>Barna, Guzie & Steffen</i>	21	25	25	50	10	75	63	75	15	359	5
<i>Campbell & Knutson</i>	17	21	21	50	26	63	39	51	39	327	7
<i>Dorsey Whitney</i>	30	45	21	70	44	135	105	120	15	585	3
<i>Eckberg Lammers</i>	25	45	25	70	100	135	90	120	66	676	1
<i>Flaherty Hood</i>	17	22	21	50	18	27	15	39	15	224	9
<i>Hoff Barry</i>	13	22	21	52	34	66	39	78	15	340	6
<i>Just Law</i>	9	5	9	18	18	15	27	15	15	131	10
<i>K&G</i>	22	35	17	62	26	78	78	63	27	408	4
<i>KutakRock</i>	30	50	21	60	26	150	135	120	27	619	2
<i>LGM</i>	18	26	17	44	10	78	27	42	15	277	8

Scoring: 1, 5, or 10
 1 = below expectations
 5 = meets expectations
 10 = exceeds expectations

	x1
	x2
	x3

REQUEST FOR COUNCIL ACTION

Date: 9/21/2026

Item No.: 5.c.

Department Approval

Janice Gundlach

City Manager Approval

Samir J. Truogian

Item Description: Review revisions to the preliminary 2027 EDA budget and levy

Background

On July 20, 2026 the Roseville Economic Development Authority (REDA) adopted a resolution recommending to the City Council a preliminary 2027 budget and tax levy of \$389,347. This represented a budget increase of 6.7%, or \$24,521, and a levy increase of 47%, or \$124,521, from 2026. Since that time, the City Manager, Department Heads and City Council have conducted budget work sessions to help inform the City Manager's recommended budget, which was presented to the City Council on August 24, 2026. This included the following revisions to the REDA's recommended budget and levy:

- Remove \$5,000 from Marketing Studies (funds Housing Needs Assessment update on as-needed basis)
- Remove \$850 from Ownership Rehab Program (Sustainable Steward award program)
- Remove \$19,500 in professional services from the Ownership Rehab Program (CEE's costs for per-loan administration) and move this expense to EDA fund 723
- Lower the levy by \$50,000 and use EDA fund 725 excess reserves to balance the budget
- Opt to leave the \$70,500 budgeted in 2023 (\$50,000) and 2024 (\$20,500) for the Small Business Loan fund (726) in the general fund

These changes lower the budget to \$362,300 and the levy to \$312,300 (see Attachment 1). The purpose of this request is to present these revisions to the REDA and determine whether additional discussion or feedback is necessary.

Policy Objectives

Per the by-laws adopted by the Roseville Economic Development Authority, the REDA must review and recommend a preliminary budget to the City Council annually. This resolution represents a recommendation and the City Council may pass a budget and levy that differs from the REDA's recommendation.

Equity Impact Summary

The budget development process should consider how proposed investments support equitable access to REDA programming and the city's strategic plan. As the REDA has explored, and continues to explore, the development of new programs, decisions have been informed through completion of the Equity and Inclusion Toolkit.

The REDA's recommended budget and levy did not include funding for any new programs. The recommended revisions outlined herein do not terminate any existing programs. However, these revisions reflect suspension of the city's sustainable steward award program for at least one year, saving \$850. By not making sustainable steward award recognitions, goal number two of the city's Park and

Natural Environment strategic priority could be minimally impacted. This goal states that "Roseville's natural environment is actively protected and restored." By not recognizing sustainable stewards through the award program, the following success indicators may be impacted: City programs and regulations support community members in their efforts to maintain, protect and restore the environment; and Residents and stakeholders are empowered to preserve and restore Roseville's natural resources.

Budget Implications

These revisions lower the recommended budget from July 20, 2026 by \$27,047 to \$362,300, representing a \$2,526 decrease (or 0.69%) from 2026. With the proposed use of \$50,000 of reserves to balance the budget in 2027, compared to \$100,000 used in 2026, these revisions result in a 2027 levy of \$312,300, a \$47,474 increase (or 17.9%) from 2026.

As of September 15, 2026 the cash balance of the EDA Operating Fund (725) is \$303,973.06. The city's Operating Fund Reserve Policy states the EDA's general operating fund (725) should maintain a reserve level of 35% of the annual budget to ensure that it has sufficient funds to provide for operating in-between property tax collection periods. With a proposed 2027 budget of \$362,300, a reserve level of \$90,575 would be required. Be advised the 2026 budget included the use of \$100,000 of reserves, if needed.

Staff Recommendations

Review the information and provide feedback as necessary.

Requested Council Action

No formal action is required at this time.

Prepared by: Janice Gundlach, Community Development Director

Attachments: 1. Budget Comparison

City of Roseville Economic Development Authority 2027 Proposed Budget Fund 725 as September 15, 2026							
Account		2024	2025	2026	2026	2027	
Number	Description	Actuals	Actuals	Adopted Budget	Actuals (as of 9-15-2026)	Proposed Budget	
725	Proposed Revenues:						
	Investment Income	\$11,539.95	\$13,183.37		\$4,331.45		
	Cashflow Reserve			\$100,000.00		\$50,000.00	
	Southeast Roseville (St. Paul & Maplewood)	\$85,000.00					
	EDA Levy	\$353,790.30	\$351,643.00	\$264,826.00	\$139,980.42	\$312,300.00	
	Total Revenue	\$450,330.25		\$364,826.00	\$144,311.87	\$362,300.00	
73	Ownership Rehab Program						
430000	Professional Services-CEE	\$31,950.00	\$33,175.00	\$25,000.00	\$17,500.00	\$5,500.00	
490000	Green Award Program	\$850.00	\$850.00	\$850.00	\$850.00	\$0.00	
490000	Energy Efficiency Program	\$5,900.00	\$3,900.00	\$11,000.00	\$2,950.00	\$0.00	
73	Ownership Rehab Program Total	\$38,700.00	\$37,925.00	\$36,850.00	\$21,300.00	\$5,500.00	
82	Marketing Studies						
434000	Printing Marketing Materials	\$24,093.50	\$33,367.25	\$5,000.00		\$0.00	
82	Total	\$24,093.50	\$33,367.25	\$5,000.00	\$0.00	\$0.00	
56	Economic Development						
430000	Golden Shovel (Including Intern as needed)	\$11,550.00	\$10,500.00	\$15,000.00	\$9,450.00	\$15,000.00	
430000	Economic Development Consultant On-Call	\$10,000.00		\$10,500.00	\$10,000.00	\$10,500.00	
434000	BR&E Newsletter page, other outreach	\$7,803.43	\$7,000.00	\$7,000.00	\$5,250.00	\$7,000.00	
448000	Salesforce & Misc.	\$1,490.97	\$1,490.97	\$1,500.00	\$1,475.00	\$1,500.00	
56	Economic Development Program Total	\$30,844.40	\$18,990.97	\$34,000.00	\$26,175.00	\$34,000.00	
727	Southeast Roseville Initiatives	\$125,000.00	\$40,000.00	\$40,000.00	\$40,000.00	\$40,000.00	
726	Open-to-Business/Small Business Loan Program	\$20,500.00	\$0.00	\$0.00	\$0.00	\$0.00	
00 & 56	General EDA Expenditures						
430000	City of Roseville Economic Development Sta	\$198,317.73	\$203,641.03	\$212,162.00	\$141,422.69	\$216,872.00	
430000	Prof. Svs. (Secretary)	\$324.06	\$1,457.00	\$1,000.00	\$1,196.00	\$1,000.00	
430000	Prof. Svs. (EDA Attorney)	\$4,533.00	\$7,479.79	\$14,500.00	\$11,688.00	\$29,000.00	
460001	Admin Service Fee	\$15,000.00	\$15,000.00	\$15,000.00	\$11,250.00	\$23,931.00	
441000	Education (Training/Conferences)	\$880.00	\$250.00	\$3,000.00	\$280.00	\$3,000.00	
441000	Training for Board			\$0.00		\$0.00	
	Office Supplies/postage	\$87.10	\$80.28		\$12.39		
442000	Mbrship/Subscriptions	\$2,040.00	\$1,965.00	\$2,040.00	\$1,020.00	\$2,055.00	
448000	Miscellaneous	\$255.26	\$16.24	\$0.00		\$0.00	
431000	Telephone	\$182.00	\$203.16	\$200.00	\$156.75		
432000	Mileage Reimbursement	\$146.86	\$74.90	\$700.00	\$27.55	\$300.00	
443500	Minor Equipment (computer)	\$1,224.44					
443610	Metro Inet	\$558.52	\$366.00	\$374.00	\$280.29	\$6,642.00	
	Operating Reserves						
00	General EDA Expenditures Total	\$223,548.97	\$230,533.40	\$248,976.00	\$167,333.67	\$282,800.00	
	Subtotal Expenditures	\$462,686.87	\$360,816.62	\$364,826.00	\$254,808.67	\$362,300.00	
	Use of Reserves					\$50,000.00	
	Total Budgeted Expenses	\$442,186.87		\$364,826.00		\$362,300.00	