



## Staff Report

**TO:** City Council  
**FROM:** Jennifer Ustation, Finance Director  
**DATE** July 15, 2025  
**SUBJECT:** Approval of Agreement with Urban Futures, Inc. (UFI) for Financial Advisory Services

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**Description** Consider approving a professional services agreement with Urban Futures, Inc. (UFI) to provide financial advisory services to the City of Beaumont. UFI will assist with debt issuance planning and execution, capital financing strategies, budget and fiscal impact analysis, and other advisory services related to the City's long-term financial management. The agreement will allow the City to engage UFI on an as-needed basis to support key financial initiatives.

### **Background and Analysis:**

The City of Beaumont periodically requires the support of an independent financial advisor to provide expert guidance on municipal financing strategies, debt issuance, and long-range financial planning. To ensure continued access to qualified advisory services, the City issued a Request for Proposals (RFP) for Financial Advisor Services. Four firms submitted proposals:

- CSG Advisors
- Kosmont Companies
- NHA Advisors
- Urban Futures, Inc. (UFI)

Proposals were evaluated based on firm qualifications, key personnel, proposed strategies and approach, compensation, and references.

Urban Futures, Inc. (UFI) received the highest evaluation score due to its:

- Deep institutional knowledge of the City's financial structure, having served Beaumont since 2015;
- Strong track record with Community Facilities Districts (CFDs), utility rate modeling, and capital project financing;
- Comprehensive approach to long-term fiscal strategy and debt management; and
- Competitive fee structure.

UFI has consistently demonstrated the ability to support complex municipal financing transactions and provide strategic advice tailored to Beaumont's evolving needs.

The term of the agreement is for five years with two one-year renewals as allowable per Beaumont Municipal Code 3.02.070.

**Fiscal Impact:**

The cost of financial advisory services will be funded through the associated bond proceeds, project funds, or applicable departmental budgets, depending on the nature of the engagement. There is no direct impact to the General Fund unless specifically authorized for a General Fund-related initiative.

The estimated cost to prepare the report is \$260.

**Recommended Action:**

Approve a professional services agreement with Urban Futures, Inc. (UFI) for as-needed financial advisory services for the period of July 15, 2025, through July 15, 2030, with compensation based on actual services rendered in accordance with the terms and rates established in the agreement; and authorize the City Manager to execute the agreement and any related documents.

**Attachments:**

- A. Professional Services Agreement with Urban Futures, Inc.
- B. Financial Advisor Proposal Evaluation Summary