

Resolution #22-0263  
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**RESOLUTION AWARDING CONTRACT FOR FINANCIAL ADVISORY SERVICES  
 FOR THE CITY OF WINSTON-SALEM, NORTH CAROLINA**

**WHEREAS**, the City of Winston-Salem has historically contracted with a financial advisor when debt is issued; and

**WHEREAS**, the Securities and Exchange Commission requires a local government to obtain a registered municipal advisor before meeting or discussing any financing idea with an underwriter; and

**WHEREAS**, the City of Winston-Salem issued a request for proposal soliciting bids for financial advisory services; and

**WHEREAS**, one responsive proposal was received as follows:

Company	Recurring Services				FY 2026 FY 2027 Optional Renewals
	FY 2023	FY 2024	FY 2025	3-year Total	
First Tryon Advisors, LLC	\$30,000	\$30,000	\$30,000	\$90,000	\$60,000

Financing Type	Non-recurring Services
Revenue Bonds	\$ 40,000
Limited Obligation Bonds	40,000
Special Obligation Bonds	40,000
General Obligation Bonds	30,000

**WHEREAS**, First Tryon Advisors, LLC was selected by the evaluation panel because of the highest score received based on a criteria of: MWBE commitment, business location, experience, references, and cost effectiveness, and

**WHEREAS**, the City Manager and Chief Financial Officer recommend a three-year contract for recurring services (with an option for two additional one year renewals) be awarded to First Tryon Advisors, LLC for financial advisory services for the City of Winston-Salem for fiscal years of 2023, 2024, 2025 (with options for 2026 and 2027).

**NOW, THEREFORE, BE IT RESOLVED** by the Mayor and City Council of the City of Winston-Salem, North Carolina, that First Tryon Advisors, LLC be awarded a three-year contract to perform recurring financial advisory services for the City of Winston-Salem for fiscal years 2023, 2024, and 2025 (with options for 2026 and 2027).

**BE IT FURTHER RESOLVED** by the City Council of the City of Winston-Salem, North Carolina, that the City Manager and Chief Financial Officer are hereby authorized to execute a three-year contract for recurring services with First Tryon Advisors, LLC.