

October 23, 2018

Ben Martig, City Administrator
City of Northfield
801 Washington Street
Northfield, MN 55057-2565

Re: City of Northfield 2019 City Attorney Legal Services

Dear Ben:

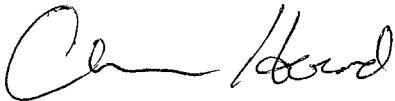
Effective January 1, 2019, Flaherty & Hood, P.A. will be raising our hourly rate for providing legal services to the City of Northfield (City) for 2019 for general municipal matters from \$135 to \$140 per hour, for real estate matters from \$140 to \$145 per hour and for labor and employment matters from \$150 to \$155 per hour. Please note that this latter rate for labor and employment services would be less if the City was a member of the CGMC in which case the first 25 hours of labor services would be at \$125 per hour and services over 25 hours would be at \$145 per hour). Please recognize that our governmental service rates are low relative to other legal services, but with our costs of doing business continually rising as well as our need to hire and retain qualified personnel, we must raise our rates to keep pace. This change is being made for all of the firm's city attorney clients.

We have very much appreciated the opportunity to work with you and the City Council over the past year and look forward to continuing to provide legal services for the City in 2019 and beyond.

Should you have any questions or require additional information, please do not hesitate to contact me at (651) 225-8840 or via email at cmhood@flaherty-hood.com. Thank you.

Very truly yours,

FLAHERTY & HOOD, P.A.



Christopher M. Hood

CMH/kp

cc: Deb Little, City Clerk