



HINSON CONSULTING, LLC

LOCAL GOVERNMENT HIRING, PLANNING & FINANCE

City Manager Search

SUMMARY OF QUALIFICATIONS AND FIT FOR INDIANOLA

NOVEMBER 29, 2021



HINSON CONSULTING, LLC

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Our Team

- ❑ Team made up of current and former City Managers in Iowa; over 68 years of combined experience in manager/administrator roles
 - ❑ Consultants: Brent Hinson, Mark Jackson, Patrick Callahan
- ❑ Completed 35 City Manager searches in Iowa since 2013
- ❑ Strong and deep relationships with experienced managers that will make up the bulk of the candidate pool



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Resume: Brent Hinson

- ❑ 18 years of service to 4 Iowa communities; currently Deputy City Administrator/Finance Director in Mason City, Iowa
- ❑ 16 years in manager/administrator roles
- ❑ ICMA Credentialed Manager
- ❑ 10 years of consulting experience in executive search
 - ❑ Lead role on 15 searches
 - ❑ Support role on 20 searches
 - ❑ Recent searches successfully completed include: Maquoketa CM, Marion CM, Decorah Clerk/Finance Officer, Decorah CM, Burlington CM





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Resume: Mark Jackson

- ❑ 30 years of city management experience in Iowa and Michigan; currently City Administrator in Story City, Iowa
- ❑ 30 years in manager/administrator roles
- ❑ ICMA Credentialed Manager
- ❑ 10 years of consulting experience in executive search
 - ❑ Lead role on 10 searches
 - ❑ Support role on 10 searches
 - ❑ Recent searches successfully completed include: Marion CM, Decorah Clerk/Finance Officer, Decorah CM, Burlington CM





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Resume: Patrick Callahan

- ❑ 47 years of consulting and city management experience
- ❑ 22 years in manager/administrator roles
- ❑ Consulting experience with University of Iowa Institute of Public Affairs, Brimeyer Group, Ruan Securities, and Snyder & Associates
- ❑ Iowa League of Cities Hall of Fame
- ❑ 23 years of consulting experience in executive search
 - ❑ Recent searches successfully completed include: Maquoketa CM, Marion CM, Decorah Clerk/Finance Officer, Decorah CM, Burlington CM





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Client Listing- CM Searches

Garner	2011/2019	Center Point	2019
Fairfield	2014/2017	Webster City	2019
Tiffin	2015	Riverside	2019
Forest City	2016	Polk City	2019
Tipton	2017	Huxley	2019
Central City	2017	Orange City	2019
Mason City	2018	Burlington	2020
Carlisle	2018	Decorah	2021
Keokuk	2018	Marion	2021
Sheldon	2018	Maquoketa	2021



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Our Approach

- ❑ We believe in a flexible approach customized to each community we serve.
- ❑ We believe deeply in public service and will go the extra mile to ensure a satisfactory result.
- ❑ We believe through a multi-step screening process and thorough vetting of candidates, we can provide the best chance of the right fit for the position.
- ❑ We believe a city manager search is a key team-building activity for the organization and properly executed, will not only determine the right and lasting fit for the position, but position that person and the organization for success going forward.
- ❑ We believe in the appropriate level of public transparency in the process.
- ❑ We believe in working toward a fair and equitable result in negotiations for both the organization and the candidate.

Thanks for Considering Us!



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