

(7) Total Compensation Proposed

Having upfront conversations builds relationships.

Throughout this proposal, you’ve seen the value we can provide your organization, helping you uncover revenue opportunities and put dollars in your pocket. While we are addressing your compliance needs, our insight and solutions also represent a return on your investment.

Based on our understanding of your requirements, we propose the following fees for the fiscal years ending September 30, 2024, 2025, and 2026:

Professional Services	Year 1	Year 2	Year 3
Financial statement audit	\$70,000	\$72,100	\$74,300
Total all-inclusive price	\$70,000	\$72,100	\$74,300

We propose the following fees for the additional three-year extensions for the fiscal years ending September 30, 2027, 2028, and 2029:

Professional Services	Extension Year 1	Extension Year 2	Extension Year 3
Financial statement audit	\$76,300	\$78,600	\$80,900
Total all-inclusive price	\$	\$	\$

Fee considerations

The fee proposal is based on the following:

- The 2024 fee estimate is based upon the expected level of effort of audit time to be consistent with what is reported in the City’s 2022 financial statements. Should the City’s operations, funding, or personnel change, we reserve the right to negotiate a fee adjustment, higher OR lower.
- The audit fee above is not inclusive of a fee for the single audit. Each major program, Federal or State, selected for testing will be negotiated annually and cost will vary dependent upon the nature and complexity of the single audit program required to be tested. Each additional program will generally range between \$5,000 and \$10,000 each.
- The 2024 fee estimate does not incorporate time and effort related to the City's implementation of GASB 96 - *Subscription Based Information Technology Arrangements* and a separate fee will be negotiated based upon the City's implementation and the level of testing required during the audit.
- The City personnel will help periodically throughout the year and during the assurance fieldwork regarding account analysis and provision of year-end account reconciliation workpapers and schedules.
- The assurance reports will be delivered in accordance with the City’s deadlines.
- All audit requests are received as mutually agreed to for meeting the City’s deadlines.



- Professional standards and regulations currently in effect. We reserve the right to modify your proposed fee if professional standards or regulations change for any engagement period.
- No significant changes in the operations of the City after the date of this proposal.

Fee increase

Our fees are based on professional standards and regulations currently in effect and barring any changes in the nature or requirements of the engagement, our annual fees will increase in accordance with the increases in our payroll and overhead costs. In addition, costs could increase due to substantial changes in your office locations, asset size and/or operational structure. If fee increases are expected outside of the ranges provided above, we would discuss with management prior to the completion of the work.

No surprises

Our clients don't like fee surprises. Neither do we. If changes occur, we will discuss a revised fee proposal with you before beginning any work. For any "out-of-scope" work, we will provide an estimate for your approval.

We're invested in our relationships and strongly encourage intentional and frequent communication. Contact us year-round as changes or questions arise — we do not bill for routine inquiries or advice.

Hourly rates

The table below shows our standard hourly billing rates by classification:

Staff Level	2023
Principal/Signing Director	\$345 - \$515
Director	\$230 - \$320
Manager	\$185 - \$285
Senior	\$160 - \$220
Associate	\$140 - \$170

We are committed to creating a long-standing relationship. If you have concerns about the fee structure, give us a call and let's discuss.

Transparent: Clear, authentic communication and market-based fees.

