



**SEALED COST
RFP # CAUD-170010-DH
PROPOSAL TO PROVIDE
PROFESSIONAL AUDITING SERVICES TO:
THE GAINESVILLE REGIONAL
UTILITIES**

PREPARED BY: MAULDIN & JENKINS, LLC
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October 27, 2016 | 3:00 PM

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City of Gainesville
General Government Purchasing
200 East University Avenue, Room 339
Gainesville, Florida 32601

Ladies and Gentlemen:

Mauldin & Jenkins, LLC is pleased to submit its proposal, including this cost portion of the proposal, to provide annual financial and compliance auditing services for the Gainesville Regional Utilities (GRU). It is our understanding that the GRU wishes to establish a contract for such audit services for the fiscal years ended September 30, 2017, 2018, and 2019 with options to renew for two (2) additional one year terms, subject to annual review and the annual availability of an appropriation for audit services by the GRU.

We have enclosed on the following pages the Schedule a Professional Fees for All Services. This sealed cost proposal contains all pricing information relative to their performance.

As a Member of Mauldin & Jenkins Certified Public Accountants, LLC, I am certified and authorized to represent Mauldin & Jenkins; empowered to submit the bid; and authorized to sign a contract with the GRU.

The GRU would be a very important client to us and one we would be proud to serve. We offer you a team with significant government experience in Florida and the southeast. We sincerely appreciate the opportunity to serve the GRU and look forward to hearing from you.

Sincerely,
MAULDIN & JENKINS, LLC



Wade Sansbury, CPA
Partner
Direct: 941-741-2255
wsansbury@mjcpa.com

SCHEDULE OF PROFESSIONAL FEES AND EXPENSES
FOR THE AUDIT OF THE GRU's 2017 FINANCIAL STATEMENTS

	<u>Hours</u>	<u>Standard Hourly Rates</u>	<u>Quoted Hourly Rates</u>	<u>Total</u>
Partner/Director	170	\$ 340	\$ 250	\$ 42,500
Managers	380	190	150	57,000
Supervisory Staff	0	150	130	-
Staff	400	130	100	40,000
Other (Specify)				-
Subtotal				<u>139,500</u>
Total for all services described in Section II E of the RFP				<u>139,500</u>
Out-of-pocket expenses				
Meals and lodging				2,500
Transportation				500
Other (specify): M&J Discount from Standard Fees				<u>(32,600)</u>
Total All-inclusive Maximum Price for 2017 Audit				<u>\$ 109,900</u>

Important Notes to be Considered:

Note (1) – Unlimited Correspondence: It is Mauldin & Jenkins’ policy to not charge for simple discussions and conversations that occur between the governmental entity and Mauldin & Jenkins that are only simple discussions (i.e., a phone call to ask certain questions that do not require additional research).

Note (2) – Free Periodic Continuing Education: As noted in our technical proposal, we provide free continuing education classes to our clients. This could amount to approximately \$1,000 of annual savings for the GRU’s finance department per person.

Note (3) – Additional Services: If it should become necessary for the GRU to request Mauldin & Jenkins to provide any additional services (such as bond issuances, etc.), then such additional work shall be performed only if set forth in an addendum to the contract between the GRU and Mauldin & Jenkins. Any such additional work agreed to between the GRU and the firm shall be performed at the same rates set forth in the schedule of fees and expenses included in the sealed dollar cost bid.

Note (4) - Cost Savings: As noted throughout our technical proposal, we believe Mauldin & Jenkins has the experience and expertise to serve the GRU at the highest level (our experience includes service to over 300 governments including 82 municipalities and numerous public utilities). Our experience allows us to be extremely efficient in providing the necessary services to the GRU. Additionally, we continue to look for "**Cornerstone**" clients to add to our client base, and **the GRU would certainly fall into the "Cornerstone" client category.** A Cornerstone client, like Pensacola, Florida, Augusta, Georgia, and Charleston, SC (all current Mauldin & Jenkins clients), is one we feel benefits our firm to serve, so much so that, we are willing to provide the services at a lower cost than that of our standard rates. This is a significant benefit to the GRU as well.

Note (5) – No Hidden Fees or Costs: The pricing schedules contain all pricing information relative to performance of the audit as required by the GRU including all reimbursement for travel, lodging, communications, etc. Our estimated number of hours and the associated fee estimate indicated are based on our professional judgment and experience with similar governmental entities. So long as there are no significant changes in the operations or the scope of services requested or significant problems requiring additional time, our quoted fees will not change.

Note (6) – Manner of Payment: Progress payments will be made on the basis of hours of work completed during the course of the engagement and out-of-pocket expenses incurred in accordance with our dollar cost bid proposal. Interim billing shall cover a period of not less than a calendar month.

Note (7) – Single Audits: We have excluded from the pricing above costs associated with potential needs for state or federal single audits as these costs should only be incurred by the GRU when applicable. If the GRU is required to have a federal or state single audit, we propose an additional fee of \$3,500 per major program.

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