

Professional auditing services
from utility industry specialists for
Gainesville Regional Utilities
Price proposal

October 27, 2016



Candor. Insight. Results.



Professional fees

We have prepared a fee estimate for Gainesville Regional Utilities (GRU) based on the needs and objectives you have shared with us and our experience conducting similar audit engagements. Our estimate allows for thorough and insightful advice and services from experienced professionals, without unnecessary add-ons or start-up charges.

| Gainesville Regional Utilities | | 2017 | | |
|---|--------------------------|---------------------------|-----------------------------|------------------------|
| Audit year | | | | |
| <u>Professional</u> | <u>Position</u> | <u>Total hours</u> | <u>Rate per hour</u> | <u>Total **</u> |
| Hissom | Partner-in-Charge | 70 | \$ 210 | \$ 14,700 |
| Unke | Concurring Partner | 10 | \$ 210 | 2,100 |
| Ryers | Senior Manager | 80 | \$ 138 | 11,000 |
| LaHaye | Manager | 100 | \$ 138 | 13,800 |
| Zech | Senior Accountant | 90 | \$ 128 | 11,500 |
| DeBano | Senior Accountant | 90 | \$ 128 | 11,500 |
| Diestler | Senior Accountant | 90 | \$ 128 | 11,500 |
| Wakai | IT Subject Matter Expert | 40 | \$ 128 | 5,100 |
| Staff | Accountants | 230 | \$ 95 | 21,900 |
| Subtotal - Professional hours and fees | | 800 | | \$ 103,100 |
| Travel expenses | | | | \$ 13,000 |
| Total - Annual proposed fee - 2016 audit | | | | \$ 116,100 |

** rounded to nearest \$100

We feel that our clients should not have to pay the costs for the hours involved with the auditor transition process and Baker Tilly does not charge for those costs. Our fee quote does not include the additional first year hours for the audit transition that we estimate at 60 hours.

During each year of the engagement, we will provide GRU with additional accounting advisory services at no cost.

- > We will provide **40 hours annually of accounting advice or other related services for no additional fees**. Our team will provide complimentary research and whitepapers on industry topics or new accounting standards throughout the year. We can also provide services in analyzing key business processes, making recommendations for any improvements that will benefit GRU with greater efficiencies.



- Should GRU have accounting advice needs that might result in a more structured and involved engagement of more than 40 hours, we would provide an estimate of hours in consultation with you and provide you with an estimate of the fees for these services.
- In addition to the 40 annual hours of accounting advisory services, we will provide GRU with **eight hours annually of certified education courses on financial topics at no fee**. Baker Tilly is an accredited professional training organization under the requirements of the *National Association of State Boards of Accountancy (NASBA)*. These course hours will count towards certified professional education (CPE) licensing requirements. We propose to hold these courses on-site at GRU.


If you have any questions regarding our price proposal, please do not hesitate to contact Russ Hissom at 608 240 2361 or russ.hissom@bakertilly.com.

Sincerely,

PROPOSER:
BAKER TILLY VIRCHOW KRAUSE, LLP

ATTEST:

Signature: 
By: Russell A. Hissom
Title: Partner

Signature: 
By: Samantha L. Clouse
Title: Notary Public

