



## PRICE PROPOSAL



October 27, 2016

**Proposal to Provide Professional auditing services to:**

**City of Gainesville, Florida**  
***(General Government Segment)***

*Prepared by:*

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# ORIGINAL



WEALTH ADVISORY | OUTSOURCING | AUDIT, TAX, AND CONSULTING

Investment advisory services are offered through CliftonLarsonAllen Wealth Advisors, LLC, an SEC-registered investment advisor.

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## FEE ESTIMATE

Our fees are based on the timely delivery of services provided, the experience of personnel assigned to the engagement, and our commitment to meeting your deadlines. Please note that this proposal is not a joint venture. As requested in the City of Gainesville, Florida's (the City) Request for Proposal (RFP) NO. CAUD-170010-DH, the first year fee will be adjusted according to the previous year's Consumer Price Index (CPI) for the Southern region all urban consumers, all items with a five (5) percent limit on any increase. No decrease will be implemented if the CPI happens to fall in any particular year. However, future adjustments will be measured from the base year's (first year contract) CPI index to the future CPI index, minus the increases already provided, again not allowing a decrease in any year.

CliftonLarsonAllen (CLA) understands the importance of providing our clients with value-added solutions. We propose to provide routine, proactive quarterly meetings—as part of our fee—that will allow us to review and discuss with you the impact of new accounting issues, as well as any other business issues you are facing and how they should be handled. This level and frequency of interaction will no doubt enable CLA to help you tackle challenges as they come up, and take full advantage of every opportunity that presents itself. Below is our first years' total all-inclusive maximum price including all direct and indirect costs for the General Government Audit:

Professional Services	FY 2017
Financial Statement Audit	\$69,000
Single Audit**	\$16,000
<b>Total</b>	<b>\$85,000</b>

\*\* Note that the single audit fee estimate above includes the audit of two major federal programs and two major state projects. Additional costs associated with auditing more than two major program and state projects are \$4,000 per program/project.

### Hourly Rates for Additional Services

Our hourly rates for each staffing level are listed below, please note that these are our *standard* hourly rates.

Staff Level	Cost/Hour
Principal	\$235
Manager/Director	\$190
Senior Associate	\$140
Associate	\$100
Clerical	\$70



## Manner of Payment

CLA understands that payments will be made based upon a schedule of payments to be developed upon awarding of the contract. The City reserves the right to inspect records supporting the auditor's billings.

## Fee Considerations

The fee proposal is based on the following:

- The City of Gainesville, Florida (the City) personnel will provide assistance periodically throughout the year and during the assurance fieldwork with regard to account analysis and provision of year-end account reconciliation work papers and schedules.
- The assurance reports will be delivered in accordance with the City's deadlines.
- Satisfactory completion of our firm's normal client acceptance procedures.
- 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 subsequent to the date of this proposal.

## Billing for Phone Calls and Questions

It is not our policy or practice to bill our clients every time we receive a phone call. In the course of providing our services to you, we will regularly consult with you regarding accounting, financial reporting, and significant business issues. If a specific project is complex or requires significant time or resources, we will discuss the scope of the project and its fee with you first to make sure there are no surprises. While it is difficult to establish an exact policy for billing in these situations, we commit to discussing the request with you in advance of performing our services if we believe the time requirement to provide you the desired assistance is other than routine. We will discuss the scope of the project and our estimate to complete it prior to commencing work.

As requested in the City's RFP NO. CAUD-170010-DH, Andrew P. Laflin, engagement principal, is legally authorized to enter into a contractual relationship on behalf of CLA.

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Andrew P. Laflin, CPA

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Notary

