

FEES

Our billing rates are presented below:

Johnson Consulting Hourly Rate Schedule	
	2008-2009 Hourly Rates
Principal/President	\$340
Senior Consultant/Project Director	\$250-\$325
Project Consultant	\$175-\$240
Support	\$85

As has been the procedure in our current relationship with the State, we will assess work required to address the topics outlined in the RFP, submit a scope of work, a cost estimate and a schedule for completion. We will bill for assignments with the State at 80% of our standard billing rates.

CONTRACTUAL CONDITIONS

Subject to the actual terms and conditions of any subsequent agreement with you, the following conditions are standard policy for Johnson Consulting and are customary for engagements of this type. Should you have any questions concerning any of these conditions, please feel free to contact us.

The findings and recommendations of our research will reflect analyses of primary and secondary sources of information. Estimates and analyses presented in our report will be based on economic trends, market assumptions, and financial data that are subject to variation. Johnson Consulting will use sources that it deems reliable, but will not guarantee their accuracy. Recommendations will be made from information provided by the analyses, internal databases, and from information provided by management.

It is understood in accepting this proposal that neither fees nor payment thereof is contingent upon the findings of the study. Upon receipt of invoices, payment is to be made within 30 days of receipt unless prior arrangements have been made with management. Additionally, all outstanding invoices must be current prior to the release of any draft and final reports.

Johnson Consulting will have no responsibility to update its report for events and circumstances occurring after the date of its report. If you decide not to proceed

RECEIVED