



## VII. Fee Proposal

PFM's fees are based on the complexity of the project, time commitment, and the number of proposals evaluated. In consideration of the City's request to limit the engagement fee, we are proposing only one on-site meeting for bank finalist interviews. In lieu of conducting the initial Discovery meetings on-site, we are proposing conducting them by webinar to save on time and travel expense.

Treasury Management Consulting Services	Engagement Fee
Task 1: Preliminary Review of Banking Relationships Task 2: Discovery Meetings with Officials and Key Staff Task 3: Evaluate and Provide Recommendations Regarding the City's Current Use of Banking Services Task 4: Develop RFP for Banking Services Task 5: Evaluation of Proposals/Select Qualified Firms Task 6: Interview Selected Proposing Institutions Task 7: Make Final Recommendations Task 8: Contract/Agreement Negotiations Task 9: Contract Review	\$50,000
<b>Additional On-Site Meetings</b> One on-site meetings are included in the engagement fee above.	\$5,000 per additional meeting
<b>Review of Additional Proposals</b> If the City receives more than 8 proposals, an additional fee per proposal reviewed would apply.	\$2,500 per additional proposal

We would also ask to be reimbursed for expenses related to travel, meals and lodging. Appropriate documentation and third-party receipts will be provided with each invoice.