

ATTACHMENT G
COST PROPOSAL

(Consisting of two (2) pages)

COSTS OR FEES IN ANY AREA OUTSIDE OF THE COST PROPOSAL SHALL RESULT IN
RESPONDER'S PROPOSAL BEING DEEMED NON-RESPONSIVE.

Responder must complete and submit the attached pages of the Cost Proposal. The cost proposal must be submitted in a separate, sealed envelope with the responder's name, solicitation name, solicitation number, and "Cost Proposal" clearly identified on the outside of the envelope.

By signing this page, Responder acknowledges that he has carefully examined and fully understands the Contract, Scope of Work, and other attached documents, and hereby agrees that if his proposal is accepted, he will contract with

Augusta, Georgia according to the Request for Proposal documents.

<u>Marci Rubensohn</u>	<u>1180 West Peachtree Street N.W., Suite 1800</u>
Print Name of Authorized Signer	Business Entity Street Address
<u>Senior Policy Advisor</u>	<u>Atlanta, GA 30309</u>
Title of Authorized Signer	Business Entity City, State and Zip Code
	<u>404.817.8552</u>
Authorized Signature	Contact Person's Phone Number
<u>Holland & Knight LLP</u>	<u>404.881.0470</u>
Name of Business Entity Submitting Bid	Contact Person's Fax Number
<u>Atlanta, GA</u>	<u>marci.rubensohn@hklaw.com</u>
Business Entity City	Contact Person's E-Mail Address

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(Page 2 of 2)

State a FIRM FIXED LUMP SUM that includes all direct and indirect costs as well as all things necessary to State advisory services.

DO NOT INCLUDE FEES OR COSTS IN ANY AREA OUTSIDE OF THIS COST PROPOSAL.

State Legislative Lobbying Services

	Hourly Rate	Estimated Total Project	Total Project Cost
Year One (1)	N/A	N/A	\$96,000
Year Two (2)	N/A	N/A	\$96,000
Year Three (3)	N/A	N/A	\$96,000
Total			\$288,000

Holland & Knight does not offer a billable hour approach because our Public Policy & Regulation Group, the lobbying arm of the firm, ended that practice more than a decade ago. While most law firms continue to use a billable hour approach in charging for their state advocacy services, we found the practice of logging time and billing public entity clients has several drawbacks.

- ▶ For example, there is the inability of being able to use the full public policy talent within a firm without seeking to charge clients for the additional hours. Holland & Knight's approach provides the client with all of that advocacy talent and expertise as needed – at no additional cost.

THIS RFP AND THE RESULTING CONTRACT ARE CONTINGENT UPON AVAILABLE FUNDING.

FEE Proposal shall be submitted in a separate sealed envelope

with the following information on the outside of it:
RFP 25-300 – State Lobbying and Legislative Representation Services –
Fee Proposal

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Samuel S. Olens
Print Name of Authorized Signer

303 Peachtree Street, NE, Suite 5300, Atlanta, GA 30308
Business entity Street Address

Partner
Title of Authorized Signer

303 Peachtree Street, NE, Suite 5300, Atlanta, GA 30308
Business Entity City, State and Zip Code


Authorized Signature

404 527 4108
Contact Person's Phone Number

Dentons US LLP
Name of Business Entity Submitting Bid

404 527 4198
Contact Person's Fax Number

Atlanta
Business Entity City

solens@dentons.com
Contact Person's E-Mail Address

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Based on our expectations about the amount of work that would be involved in the areas identified, we propose a total not-to-exceed fixed monthly fee of US\$20,000 that is inclusive of the scope of work laid out in this proposal, as well as ordinary out-of-pocket (indirect) expenses. Our fee proposal constitutes our best estimate from external research and experience working on behalf of other similar organizations. However, we do not want price to be the primary determinant for your decision and are willing to discuss our proposed fees in the context of a discussion on the scope of work.

	Hourly Rate	Estimated Total Project	Total Project Cost
Year One (1)		\$10,000 per month – State \$10,000 per month – Federal	\$240,000
Year Two (2)		\$10,000 per month – State \$10,000 per month – Federal	\$240,000
Year Three (3)		\$10,000 per month – State \$10,000 per month – Federal	\$240,000
Total			\$720,000

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