

## 4.2.3 FEE PROPOSAL

The Proposer shall provide a proposed rate of compensation, marked as “Fee Proposal”, detailing a comprehensive fee schedule that designates the total flat rate of compensation for a twelve-month term that includes compensation for any and all reasonable out-of-pocket costs and expenses, including but not limited to copying, messenger services, telephone and cell phone charges, postage, food, parking, and mileage expenses. If the City determines it to be advantageous, it may extend the term of the contract for up to four (4) one-year periods. It is expressly understood and agreed that the obligation of the City to make payments to the successful Proposer shall only extend to monies appropriated annually by the Council and encumbered for the purposes of this Agreement.

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For state lobbying services only, GrayRobinson proposes a flat annual fee of \$54,000 broken up into equal monthly increments of \$4,500.

Should the City require federal lobbying services in Washington, D.C., we will adjust the flat rate of compensation proposed above to an amount mutually agreed upon by both parties.

Any additional out-of-pocket expenses incurred or advanced on behalf of the City will be itemized on our billing invoice and, in the aggregate, will not exceed \$500 per month without preapproval by the City.