



A PROPOSAL TO SERVE AS TRUSTED
ADVISORS TO:

Children's Trust of Alachua County

JULY 2024



BDO's National Nonprofit Industry Practice

NONPROFIT ORGANIZATIONS WE WORK WITH INCLUDE:

- ▶ Advocacy groups
- ▶ Affordable housing organizations
- ▶ Associations/membership organizations
- ▶ Charter schools, middle schools, high schools
- ▶ Colleges, universities, and vocational schools
- ▶ Cultural arts/museums
- ▶ Foundations
- ▶ Government entities
- ▶ Healthcare organizations
- ▶ Human service organizations
- ▶ National and local public charities
- ▶ Non-governmental organizations (NGOs)
- ▶ Professional societies and research organizations
- ▶ Religious organizations
- ▶ Trade associations and membership organizations



5,400+

Nonprofit/Higher Education Clients Nationwide



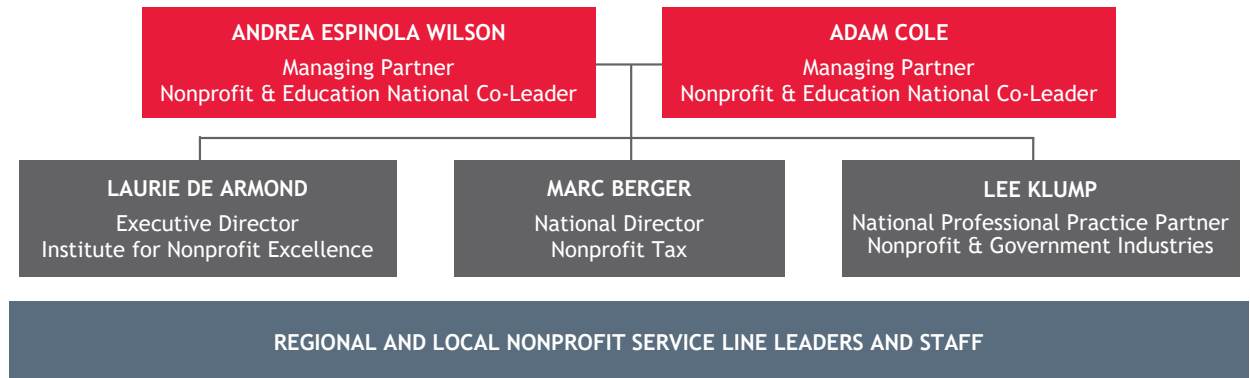
1,500+

Nonprofit/Higher Education Professionals Nationwide

ABOUT THE BDO NONPROFIT INDUSTRY PRACTICE

- ▶ BDO has more than 1,500 professionals who primarily serve nonprofits and higher education institutions, as well as the BDO Institute for Nonprofit ExcellenceSM (the Institute), a resource center dedicated to helping organizations thrive.
- ▶ We understand the unique accounting, financial, and consulting requirements that deserve experienced attention in the nonprofit sector. Working in close cooperation on a year-round basis with our clients, our knowledgeable partners and staff can help resolve issues and design approaches to yield more productive operations while maintaining the commitment and values that drive your organization.
- ▶ BDO's chief executive officer, Wayne Berson, is the former leader of our Nonprofit Industry group.

BDO's NATIONAL NONPROFIT PRACTICE STRUCTURE



Overall Project Approach

As part of our review of your organization’s structure and operations, BDO’s service method will address Children’s Trust of Alachua County ’s needs using a modular approach with a series of interrelating phases.



BDO Leaders Serving Children's Trust of Alachua County

Children's Trust of Alachua County needs professionals that are responsive to your needs, technically competent, understand your growth plans, and will meet mutually established deadlines. BDO provides you with such professionals through one central point of contact: Sisil John.

Choosing the right professionals to serve you is a critical element of success. In selecting your core service team, we reviewed carefully our understanding of your needs, as well as your plans, and identified the people whose credentials are best suited to your needs. Please find detailed team biographies highlighting technical capabilities and relevant client credentials in the following pages:



Principal

Robby Vanrijkel is a Partner with BDO's Industry Specialty Services practice, serving clients in the nonprofit sector with areas of specialty in process improvement contracts and grants management, compliance, and financial management.



Engagement Leader

Sisil John is a Manager within BDO's Nonprofit Advisory group with over a decade of experience in nonprofit accounting, finance, and operations. She will be the primary point of contract for Children's Trust of Alachua County and ensure all deliverables are met and with the highest quality.



Senior Associate

Mlyssa Sarandos is a Senior Associate with BDO's Industry Specialty Services practice, She will guide and support the day-to-day functions throughout the engagement and specializes in process and operational improvement reviews.



STREAMLINED STRUCTURE

To stay agile and flexible we have cut out needless hierarchies, and bureaucracy, affording your organization direct access to senior technical and executive leadership with an integrated project coordinator to ensure streamlined communications. This translates to swift resolution of issues or questions (within 1-2 business days), open communication channels, and enhanced service delivery.



ENGAGEMENT ROLES

As is true for all of our engagements, our performance will be led by an experienced professional who will be heavily involved in the engagement and staffed by professionals with the appropriate skill levels and industry knowledge to perform the requirements in an exemplary manner.

Proposed Professional Fees

ENGAGEMENT FEES

Services	Est. Hours	Low Estimate	High Estimate
Phase 1: Discover - Understand Current Finance Function	28-31	\$9,500	\$10,500
Phase 2: Stabilize & Standardize - Enhance Ongoing Grants Management (estimated at a level of effort of 20 hours a week but is also dependent on T&M)	20-22 hrs per week	\$6,000 p/w	\$6,600 p/w
Phase 3: Optimize Roadmap and Recommendations for Improvement	60-70	\$23,000	\$26,000

OUR INVESTMENT IN CHILDREN'S TRUST OF ALACHUA COUNTY

- ▶ BDO is willing to invest in a long-term business relationship with Children's Trust of Alachua County. We will make every effort to help ensure the process will occur with minimum disruption and no surprises.
- ▶ We will schedule update meetings with you throughout the project as needed.
- ▶ Our fees are all inclusive to perform the services and staffing support described in this proposal, as well as conversations, meetings, and phone calls as needed throughout the project.
- ▶ A \$20 per hour fee will be charged to this project. This time is associated with our internal quality control processes and other engagement oversight that is critical to the effectiveness of each engagement. These resources do not charge hours directly to the engagement.