

EXHIBIT A

SCOPE OF SERVICES AND COSTS

The cost shown does not include any follow-up review of any supplemental documents provided to address or contest any audit findings, nor does it include any assistance with the appeal of any enforcement action by the City or any other subsequent actions. Any costs associated with such additional services would be billed at HdL's hourly rate.

Once under contract, prices shall be honored for the first full year, with successive years subject to an annual increase based upon the Consumer Price Index for the Los Angeles-Long Beach-Anaheim region.

Scope of Service Objectives	Estimated
Annual Revenue Audits	\$10,000 per audit
Additional Subject Matter Expertise (Optional)	Hourly rate
Travel (if and as needed for in-person meeting attendance)	Hourly rate ¹
TOTAL NOT TO EXCEED	\$170,000
¹ Or at a flat rate to be determined in consultation with the City.	

Hourly Rates for HdL Staff

The prices in this proposal are based on the hourly rates for HdL staff as shown in the chart below. Any additional services requested by the client that are not specifically described in this proposal would be billed at the standard rate for the assigned staff person

HdL Staff Person	Title	Hourly Rate
Matt Eaton	Director of Compliance	\$300
Mark Lovelace	Senior Policy Advisor	\$300
Elizabeth Eumurian	Audit Manager	\$300
Michelle Shaw	Compliance Inspector	\$235
Teresa Schnieder	Compliance Inspector	\$235
Valerie Carter	Senior Auditor	\$250
Tao Lu	Senior Auditor	\$250
Pamela Davis	Auditor	\$235
Eric Magana	Auditor	\$235
Dante Chegini	Audit Analyst	\$225
Jennifer Erwin	Audit Analyst	\$225
Michael Cimino	Audit Analyst	\$225
Kristi Lervold	Compliance Administrator	\$200
All rates current as of the date of this proposal		