



April 29, 2022

County of Hidalgo
Attn: Alexandra Vela
alexandra.vela@co.hidalgo.tx.us
2812 S Business Hwy 281
Edinburg, TX 78539

Dear Ms. Vela,

LANCE, SOLL & LUNGHARD, LLP (LSL) was pleased to hear that the County of Hidalgo (County) would like to continue negotiations for RFQ No. 22-0106-03-28-ABV for Professional Governmental Accounting and Reporting Services and we look forward to continuing our relationship with the County of Hidalgo. Pursuant to your request to continue contract negotiations, please accept this letter as our best and final cost proposal for the services requested.

Our approach is detailed out in the technical proposal that has been previously submitted. More specifically, LSL would utilize best practices for audit preparation that have been developed through our expertise in auditing, while leveraging off of the technical abilities of your software solution, CaseWare. During the engagement, we would strive to identify opportunities for efficiencies and improvements to reconciliations and audit documentation to help control project costs and set the County up for success in future years.

Our quoted hourly rates based on level of experience required for the services requested are as shown below. These rates are effective through December 31, 2022. Should services be required after this date, the hourly rates are anticipated to increase by 3-5% each year. Travel related costs, if necessary, would be billed on a reimbursement basis as costs are incurred.

HOURLY COUNSULTING RATES	
Position	Rate
Partner	\$310
Senior Manager	\$215
Manager	\$200
Supervisor	\$175
Senior	\$155
Experienced Staff	\$130
Staff	\$110



Our cost proposal is a firm and irrevocable offer for a period of 90 days. For the purposes of this proposal, Gail Gray, Partner, is authorized to make representations for our firm. She can be reached via email at gail.gray@lsicpas.com. We would welcome a conversation about this cost proposal as a start to the negotiation process.

Very truly yours,

Lance, Solt & Lingham, LLP

County of Hidalgo:

Signature

Date