



230 Lee Deforest Drive
Suite 103
Columbia, MD 21046
Tel: 410-309-4929
Fax: 667-200-5972
www.bmc-llc.net

February 24, 2023

Elena Gomez, Contract Specialist II
Hidalgo County Purchasing Department
Administration Building
2812 S. Business Hwy 281
Edinburg, Texas 78539

**Subject: Hidalgo County
22-0713-01-06-MEG Professional Consulting Service -ARPA
Best and Final Offer (BAFO)**

Dear Ms. Gomez:

Thank you for the opportunity to submit our Best and Final Offer (BOFA) for the MEG Professional Consulting Services-ARPA solicitation. Our offered rates in the proposal were heavily discounted from our commercial rates. In the table below we show our commercial rates, the original proposed rates, the rates being offered in this BAFO, and the discount %. We further discounted all the rates except for the Principal rate which was already discounted at 33%.

Labor Category	Commercial Rates	Original Proposed Rates	BAFO Rates	Discount (Commercial Rates)
Principal	\$425.00	\$285.00	\$285.00	33%
Project Manager	\$250.00	\$125.00	\$110.00	56%
Grants Specialist I	\$155.00	\$85.00	\$80.00	48%
Senior Auditor	\$172.00	\$95.00	\$90.00	48%
Auditor	\$101.00	\$85.00	\$70.00	31%
Technical Writer	\$85.00	\$60.00	\$55.00	35%
Project Coordinator	\$60.00	\$45.00	\$45.00	25%

We look forward to working with your organization. Please do not hesitate to contact me if you have any questions or I can be of any further assistance.

Sincerely,

Robin L. Booth, CPA, CFE
Principal, Booth Management Consulting, LLC