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## TRANSMITTAL FORM

Today's Date: 12/06/2021 Department: 000 - Hidalgo County

Contract No.: C-21-0904-11-30 Effective Date: 11/30/2021

Description of Project: Consulting Agreement

Awarded Vendor: Absolute Business Consulting Group, LLC

CC Approval on 11/30/2021 AI- 83431

### Routing of documents:

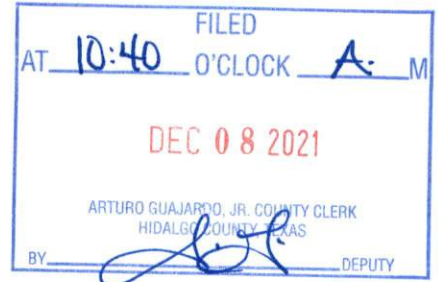
- ✓ 1. Executive Office – Attn: Monica Salinas
- ✓ 2. District Attorney's Office – Attn: Robert Viña
- \_\_\_\_\_ 3. County Judge's Office – Attn: Richard F. Cortez
- \_\_\_\_\_ 4. County Clerk's Office – Attn: Arturo Guajardo, Jr.
- \_\_\_\_\_ 5. Purchasing Department – Attn: Yolanda Velasquez ext. 4881

### ATTENTION COUNTY CLERK'S OFFICE:

Please do not attach the following to the minutes of this agenda due to the confidential nature of the information contained herein:

- Contract/Agreement
- Exhibit A – RFB Procurement Packet
- Exhibit B – Fee Schedule/Bid Page ( Pgs. \_\_\_\_\_ to \_\_\_\_\_ )
- Exhibit C – Certificate of Liability Insurance
- Other: \_\_\_\_\_

THE STATE OF TEXAS §  
§  
COUNTY OF HIDALGO §



**AGREEMENT FOR CONSULTING SERVICES**  
**C-21-0904-11-30**

THIS AGREEMENT is made on the 30<sup>TH</sup> day of November, 2021 by and between **THE COUNTY OF HIDALGO, TEXAS**, a political subdivision of the State of Texas (hereinafter "County") and **Absolute Business Consulting Group, LLC** ("Consultant") to serve at the pleasure of the Hidalgo County Commissioner's Court.

**WITNESSETH:**

**WHEREAS**, County desires to contract with Consultant to perform the services necessary to the County of Hidalgo that are more specifically set forth hereinafter;

**WHEREAS**, Consultant has agreed to provide services enumerated hereinafter to County.

**NOW, THEREFORE**, for the mutual consideration expressed hereinafter, County and Consultant agree as follows:

1. Consultant agrees to provide the County with ongoing, as needed **Public Relations and Communications Consulting** (hereinafter "Service") as offered by Consultant under Contract No. 200601–Consulting Services–via the County's membership with The Interlocal Purchasing System (TIPS). The Services include, but are not limited to, the items listed on Exhibit "A" and/or Exhibit "B", which is attached and made a part of this Agreement.

2. **Entire Agreement.** This Agreement contains the entire Agreement between the parties hereto, and each party acknowledges that neither has made (either directly or through any agent or representative) any representations or agreements in connection with this Agreement not specifically set forth herein. This Agreement shall supersede the prior agreement entered into between the parties on or about April 7, 2020. This Contract may be modified or amended only by agreement in writing executed by County and Consultant and not otherwise.

3. Consultant will report any problems or recommended changes in the performance of the Services to County.

4. **Consideration.** As consideration for the services to be rendered by the Consultant, as identified in Exhibit "A" and/or Exhibit "B", attached hereto, County agrees to pay Consultant the fees as outlined in Exhibit "B" Fee Schedule, which is attached to and made a part of this contract for Public Relations and Communications Consulting. Payments to the Consultant for Services shall be payable against written invoice submitted by Consultant in accordance with the Texas Prompt Payment Act, Govt. Code Ch. 2251.

5. **Independent Contractor.** Consultant must comply with all applicable County policies. Notwithstanding the foregoing sentence, Consultant represents and maintains that s/he is an independent Consultant and is not an employee of County or any agency thereof, and represents and warrants that s/he does not desire or request any fringe benefits provided to employees to County. Consultant agrees to be responsible for any federal income tax, withholding or social security tax liability that might arise from payments received hereunder.

6. **Termination.** County may terminate this Agreement without cause upon thirty (30) days written notice at any time for any reason or no reason at all. In the event this Agreement is terminated without cause by County, but not otherwise any unpaid fees or compensation owing to Consultant at the time of termination under this Agreement will be due and payable to Consultant within thirty (30) days following the time of termination of the Agreement.

7. **Assignment.** Consultant may not assign the obligations or rights under this Agreement to any person without the prior written consent of County.

8. **Nondiscrimination.** Consultant, including subcontractors, assignees and successors in interest, ensures that no person shall on the grounds of race, religion, color, national origin, sex, age, or disability, or any other protected class under law, be excluded from participation in, be denied the benefits of, or be otherwise subjected to discrimination or retaliation in any federally or non-federally funded program or activity when providing any services described herein under this

agreement. Consultant agrees to comply with the Title VI of the Civil Rights Act of 1964.

9. **Term.** The term of this Agreement shall commence upon execution of the Agreement by all parties, and will continue in force and effect until August 27, 2023, (“the Expiration Date”).

10. **Notice.** Except as may be otherwise specifically provided in this Agreement, all notices, demands, requests or communications required or permitted hereunder shall be in writing and shall be either be (i) personally against a written receipt, or (ii) sent by registered or certified mail, return receipt requested, postage prepaid and addressed to the parties at the addressed set forth below, or at such other addressed as may have been theretofore specified by written notice delivered in accordance herewith.

If to County:                   **The County of Hidalgo**  
  **Attn: County Judge**  
  **100 E. Cano St., 2<sup>nd</sup> Floor**  
  **Edinburg, Texas 78539**

If to Consultant:               **Absolute Business Consulting Group, LLC**  
  **Attn: Karina Cardoza**  
  **6508 N. 26<sup>th</sup> St.**  
  **McAllen, Texas 78504**

Each notice, demand, request or communication which shall be delivered or mailed in the manner described above shall be deemed sufficiently given for all purposes at such time as it is personally delivered to the addressee or, if mailed, at such time at it is deposited in the United States mail.

10. **Conflict with Applicable Law.** Nothing in this Consultant shall be construed so as to require the commission of any contrary to law, and whenever this is any conflict between any provision of this Contract and any present or future law, ordinance or administrative, executive or judicial regulation, order or decree, or amendment hereof, contrary to which the parties have no legal right to contract, the latter shall prevail, but in such event the affected provision or provisions of this Contract shall be modified only to the extend necessary to bring them within the legal requirements and only during the time such conflict exists.

11. **No Waiver.** No waiver by County of any breach of any provision of this Contract shall be deemed to be a waiver of any preceding or succeeding breach of the same or any other provision hereof.

12. **Texas Law to Apply.** This Agreement shall be construed under and in accordance with the

laws of the State of Texas, and all obligations of the parties created hereunder are performable in Hidalgo County, Texas. The parties hereby consent to personal jurisdiction in Hidalgo County, Texas.

13. **Additional Documents.** The parties hereto covenant and agree that they will execute such other further instruments and documents as are or may become necessary or convenient to effectuate and carry out the terms of this Contract.

14. **Successors.** This Contract shall be binding upon and inure to the benefit of the parties hereto and their respective heirs, executors, administrator, legal representatives, successors, and assigns where permitted by this Contract.

16. **Assignment.** This Agreement shall not be assignable; provided, however, that Consultant may assign its right to receive payments hereunder for the purpose of obtaining financing so long as Consultant is not excused from and/or does not delegate its duties hereunder.

17. **Headings.** The headings and captions contained in this Contract are solely for convenient reference and shall not be deemed to affect the meaning or interpretation of any provision or paragraph hereof.

18. **Gender and Number.** All pronouns used in this Contract shall include the other gender, whether used in the masculine, feminine or neuter gender, and the singular shall include the plural whenever and as often as may be appropriate.

19. **Authority to Execute.** The execution and performance of this Contract by County and Consultant have been duly authorized by all necessary laws, resolutions or corporate action, and this Contract constitutes valid and enforceable obligations of County and Consultant in accordance with its terms.

20. **Ethical Provision.** It is understood that County employees or individuals acting as agents for County are not authorized to receive any type of personal payment, reimbursement, compensation, commission, gift or gratuity for services provided under this Contract. Consultant warrants that no employee or agent of the County has been retained to solicit or secure this Contract and that Consultant has not paid or agreed to pay any employee of County any fee, commission, percentage brokerage fee, gift or any other consideration contingent upon the making of this Contract, or as an inducement for entering into

this Contract. The unauthorized offering or receipt of such payments may result in the immediate termination of this Contract.

21. **Commitment of Current Revenues Only.** In the event that, during any term hereof, the Commissioners Court does not appropriate sufficient funds to meet the obligations of the County under this Agreement, County may terminate this Agreement upon ninety (90) days written notice to Consultant. County agrees however, to use reasonable efforts to secure funds necessary for the continued performance of this Agreement. The parties intend this provision to be a continuing right to terminate this Agreement at the expiration of each budget period of County pursuant to the provision of Tex. Loc. Govt. Code Ann §271.903 (Vernon Supp. 1995).

22. **Indemnity and Hold Harmless.** Consultant agrees to indemnify and hold County harmless from any loss, costs, liabilities or damages which are incurred by County which are primarily attributable to the acts or omissions of Consultant or the acts or omissions of Consultant employees, agents or other representatives, including the violation of any law or regulation related to Consultant's duties under this Agreement.

23. **Representation and Warranties.** Consultant represents and warrants to County all representations and warranties of Consultant as contained in its Contract No. 200601 with The Interlocal Purchasing System (TIPS) are true and correct as of the date hereof. In the event any representation or warranty of Consultant hereunder is or becomes incorrect or untrue, Consultant agrees to promptly notify County thereof, in which event County may, in its sole discretion elect to terminate this Agreement, for cause, in the manner herein provided. Consultant acknowledges and agrees that County has relied and continues to rely upon the representations and warranties of Consultant as herein contained as a material inducement to County to enter into the Agreement.

24. **Insurance.** Consultant shall obtain and maintain insurance in the limits of liability for each of the types of insurance coverage identified as follows:

- (1) **Workers Compensation,** endorsed with a waiver or subrogation in favor of the

County in accordance with the statutory obligations imposed by Worker's Compensation or Occupational Disease laws under the Texas Workers Compensation Law ("Statutory Texas")

- (2) **Commercial General Liability**, endorsed with the County as an additional insured and endorsed with a waiver of subrogation in favor of the County with limits of liability not less than one million dollars (\$1,000,000.00) combined single limit, each occurrence and in the aggregate for bodily injury and property damage.
- (3) **Texas Business Automobile Policy**, endorsed with the County as an additional insured and endorsed with a waiver of subrogation in favor of the County in limits of liability not less than two hundred fifty thousand dollars (\$250,000.00) per person and Five Hundred Thousand Dollars (\$500,000.00) per occurrence for bodily injury, and one hundred thousand dollars (\$100,000.00) each occurrence for property damage.
- (4) **Professional Liability** in limits of \$1,000,000.00 each claim and aggregate.

The Consultant covenants and agrees to maintain an insurance policy in the minimum limits of liability for each of the types of insurance coverage identified above by an insurance company authorized to do business in the State of Texas. These requirements do not establish limits of Consultant's liability. The Consultant shall furnish the County a certificate(s) of insurance, and all renewals throughout the duration of the Project, acceptable to County showing the said policies to be in full force and effect during the period of service, identified in numbered paragraph 8 hereto, for this Agreement. The completed County Certificate of Insurance shall be attached hereto and identified as **Exhibit "C"**- County Certificate of Insurance, incorporated herein for all purposes. For each applicable policy, Company shall name the County as an additional insured. The Consultant will be considered in breach of agreement should the Consultant fail to maintain an insurance policy in the minimum limits of liability and requirements identified above while performing services for and under this Agreement, and will be subject to default and termination of this Agreement hereto. Company shall notify County a minimum of thirty (30) days in advance of cancellation of all or part of a policy. Company shall

make any other insurance documentation available to County upon request.

25. **Immunities.** Nothing in this Agreement is intended to and County does not hereby waive, release or relinquish any right to assert any of the defenses County enjoys by virtue of the state or federal constitution, laws, rules or regulations, and any sovereign, official or qualified immunity available to County as to any claim or action of any person, entity, or individual against County.

26. **Provisions.** In case any one or more of the provisions contained in this Agreement shall for any reason be held to be invalid, illegal or unenforceable in any respect, such invalidity, illegality, or unenforceability shall not affect any other provision thereof and this Agreement shall be construed as if such invalid, illegal, or unenforceable provision had never been contained herein.

27. **Required Contract Provision for Contracts Subject to Federal Award (if applicable).** Pursuant to 2 CFR 200.326, a non-federal entity's contracts must contain the applicable provisions described in appendix II to 2 CFR 200-Contract Provisions for non-Federal Entity Contracts under Federal Awards. Additionally, County contracts under Federal award which are subject to assistance from the Federal Emergency Management Agency (FEMA) are also required to contain additional contract clauses. If applicable, the appropriate contract clauses are incorporated herein by reference and made part of this agreement for all purposes.

[SIGNATURE PAGE TO FOLLOW]

EXECUTED and effective as of the day first written above.

**COUNTY OF HIDALGO, TEXAS**

By: Richard F. Cortez  
Richard F. Cortez, County Judge

**ATTEST:**

By: Arturo Guajardo, Jr.  
Arturo Guajardo, Jr., County Clerk



APPROVED BY  
COMMISSIONERS COURT  
ON: 11/30/21

**Absolute Business Consulting Group, LLC**

By: Karina Cardoza  
Karina Cardoza, Consultant

APPROVED BY COMMISSIONERS COURT: Nov. 30, 2021

**APPROVED AS TO FORM**

Office of the Criminal District Attorney,  
Ricardo Rodriguez, Jr.

By: Ricardo Rodriguez, Jr.

Robert Viña, III, Assistant District Attorney

## **EXHIBIT "A"**

1. Consultant will provide ongoing strategic public and communications consulting services to promote upcoming County Projects;
2. Consultant will work to inform the County community and constituents regarding safety and awareness, upcoming events, and community services projects;
3. Consultant will assess communication needs and target audience(s);
4. Consultant will work with client to develop and implement plans and process to promote client's identified needs to target audience(s);
5. Consultant will develop implement public awareness and outreach strategies to increase awareness of client;
6. Consultant will promote client's successes in community and beyond;
7. Consultant will assist with creative digital and print content development, and marketing and promotional campaigns;
8. Consultant will also provide on an as needed basis the services listed and described on TIPS Pricing for Services - Contract #200601 attached as Exhibit "B".
9. Consultant will meet with County Judge, County Commissioner(s) and/or designee(s) in person or via video or phone conference on an as needed basis.
10. Consultant will document all time spent providing services and provide reports of the same to the County for accurate billing purposes.

## **DELIVERABLES**

Project deliverables will be produced on an as-requested basis and may include a combination of any one or more of the following public relations and communications products and/or services:

- Newsletters (digital and/or print)
- Direct mail pieces
- Brochures
- Letters
- Remarks/Scripts
- Opinion editorials
- Invitations
- Reports
- Presentations
- Graphic design services
- Coordination of special events (press conferences, ribbon cuttings, State of the Precinct, etc.)
- Print, digital and other advertising
- Media relations services, including press releases/media advisories/coordinating & scheduling media
- Print publications
- Social media posts
- Flyers, posters, etc.
- Public involvement
- Needs assessments, surveys, and reports
- Special projects
- Other types of deliverables as needed, including but not limited to, those listed and described on TIPS Pricing for Services - Contract #200601 included as Exhibit "B"

\*\* All deliverables can be bilingually produced (English and Spanish) at no additional charge\*\*

**EXHIBIT "B"**  
**FEE SCHEDULE**

Absolute Business Consulting Group  
TIPS Pricing for Services - Contract #200601

Service or Travel type or service component name	Description	Level	Fixed, Hourly or other measurable Unit Cost	Unit	% Disc	TIPS Price
1a <b>Public Relations and Communications Consulting Services</b>	Provide ongoing, as-needed strategic public relations and communications consulting services, including but not limited to, analysis of communication needs and target audience(s); develop and implement plans and processes to promote client's identified needs to target audience(s); develop and implement public awareness and outreach strategies to increase awareness of client, and promote client's successes in community and beyond; develop marketing and promotional campaigns; assist with creative digital and print content development.	up to 40 hrs	\$5,000.00	month	10%	\$4,500.00
1b <b>Public Relations and Communications Consulting Services</b>	Provide ongoing, as-needed strategic public relations and communications consulting services, including but not limited to, analysis of communication needs and target audience(s); develop and implement plans and processes to promote client's identified needs to target audience(s); develop and implement public awareness and outreach strategies to increase awareness of client, and promote client's successes in community and beyond; develop marketing and promotional campaigns; assist with creative digital and print content development.	up to 15 hrs	\$2,500.00	month	10%	\$2,250.00
2a <b>Media Relations Consulting Services</b>	Develop and implement strategies for effective relations with media outlets to maintain optimal media coverage of client on an ongoing basis. Utilize proven earned media strategies and foster relationships with media to promote client's needs. Services include overseeing development of press releases and media statements, organizing press conferences, assisting with opinion editorials, columns, and more. Provide ongoing support to government spokesperson, elected officials and administration to enhance client's presence and appearance in the media and in the community.	up to 40 hrs	\$5,000.00	month	10%	\$4,500.00
2b <b>Media Relations Consulting Services</b>	Develop and implement strategies for effective relations with media outlets to maintain optimal media coverage of client on an ongoing basis. Utilize proven earned media strategies and foster relationships with media to promote client's needs. Services include overseeing development of press releases and media statements, organizing press conferences, assisting with opinion editorials, columns, and more. Provide ongoing support to government spokesperson, elected officials and administration to enhance client's presence and appearance in the media and in the community.	up to 15 hrs	\$2,500.00	month	10%	\$2,250.00

Absolute Business Consulting Group  
TIPS Pricing for Services - Contract #200601

Service or Travel type or service component name	Description	Level	Fixed, Hourly or other measurable Unit Cost	Unit	% Disc	TIPS Price
3a Public Information Consulting Services	Provide ongoing consulting services for government entities to comply with the Texas Public Information Act or Freedom of Informaiton Act. Develop and implement policies and procedures for processing requests for public information. Research prior opinions and changes to the Act(s) when determining a basis for asserting exeptions to disclosure public information. Assist with writing and submitting of briefs to the Texas Attorney General's Office for determination of confidentiality of public information. Work with client's designated public information officer and/or legal counsel to ensure compliance with the Act.	up to 40 hrs	\$5,000.00	month	10%	\$4,500.00
3b Public Information Consulting Services	Provide ongoing consulting services for government entities to comply with the Texas Public Information Act or Freedom of Informaiton Act. Develop and implement policies and procedures for processing requests for public information. Research prior opinions and changes to the Act(s) when determining a basis for asserting exeptions to disclosure public information. Assist with writing and submitting of briefs to the Texas Attorney General's Office for determination of confidentiality of public information. Work with client's designated public information officer and/or legal counsel to ensure compliance with the Act.	up to 15 hrs	\$2,500.00	month	10%	\$2,250.00
4a Public Involvement Consulting Services	Provide ongoing public involvement consulting services to comply with any and all requirements for public involvement, public hearings, household and customer surveys, etc., as required by federal, state, or private funding agencies; assist in coordinating town hall meetings,	up to 40 hrs	\$5,000.00	month	10%	\$4,500.00
4b Public Involvement Consulting Services	Provide ongoing public involvement consulting services to comply with any and all requirements for public involvement, public hearings, household and customer surveys, etc., as required by federal, state, or private funding agencies; assist in coordinating town hall meetings,	up to 15 hrs	\$2,500.00	month	10%	\$2,250.00
5a Efficiency and Process Improvements Consulting Services	Documenting and assessing current business activites and flows, including customer service management; identify opportunities to improve processes, increase efficiency, and save time and cost; develop and implement new processes and procedures; recommend technology solutions where appropriate	up to 40 hrs	\$5,000.00	month	10%	\$4,500.00
5b Efficiency and Process Improvements Consulting Services	Documenting and assessing current business activites and flows, including customer service management; identify opportunities to improve processes, increase efficiency, and save time and cost; develop and implement new processes and procedures; recommend technology solutions where appropriate	up to 15 hrs	\$2,500.00	month	10%	\$2,250.00

Absolute Business Consulting Group  
TIPS Pricing for Services - Contract #200601

	Service or Travel type or service component name	Description	Level	Fixed, Hourly or other measurable Unit Cost	Unit	% Disc	TIPS Price
6a	Policy Research and Development Consulting Services	Ongoing consulting support regarding client's policies; draft new policies as needed; research past policies and ordinances to ensure compliance and no conflicting policies exist; etc.	up to 40 hrs	\$5,000.00	month	10%	\$4,500.00
6b	Policy Research and Development Consulting Services	Ongoing consulting support regarding client's policies; draft new policies as needed; research past policies and ordinances to ensure compliance and no conflicting policies exist; etc.	up to 15 hrs	\$2,500.00	month	10%	\$2,250.00
7a	Management Consulting Services	Provide management consulting services to meet client's needs; may include evaluation of effectiveness of managerial staff and consultants; Coordinate oversight of contracted consultants to ensure contractual obligations, timelines, and performance measures are satisfactorily being met; etc.	up to 40 hrs	\$5,000.00	month	10%	\$4,500.00
7b	Management Consulting Services	Provide management consulting services to meet client's needs; may include evaluation of effectiveness of managerial staff and consultants; Coordinate oversight of contracted consultants to ensure contractual obligations, timelines, and performance measures are satisfactorily being met; etc.	up to 15 hrs	\$2,500.00	month	10%	\$2,250.00
8a	Justice and Courts Consulting Services	Consulting services in both criminal and civil case types, streamlining justice processes and management systems, develop strategies to improve justice efficiencies and protocols for law enforcement, justice courts, governments and officials; increase collection ratios for fines & fees; reviews and recommendations for federal, state, and local reporting requirements, etc.	up to 40 hrs	\$5,000.00	month	10%	\$4,500.00
8b	Justice and Courts Consulting Services	Consulting services in both criminal and civil case types, streamlining justice processes and management systems, develop strategies to improve justice efficiencies and protocols for law enforcement, justice courts, governments and officials; increase collection ratios for fines & fees; reviews and recommendations for federal, state, and local reporting requirements, etc.	up to 15 hrs	\$2,500.00	month	10%	\$2,250.00

Absolute Business Consulting Group  
TIPS Pricing for Services - Contract #200601

	Service or Travel type or service component name	Description	Level	Fixed, Hourly or other measurable Unit Cost	Unit	% Disc	TIPS Price
9	Strategic Planning Services	Analysis of strengths, weaknesses, opportunities and threats; identifying and coordinating meetings with key stakeholders; development of vision, mission statement, goals and strategies; etc. <i>(6 month project)</i>		\$25,000.00	flat fee	10%	\$22,500.00
10	Website Development Services	Create and launch a high-quality, user-friendly, informative website for government organization, to include meeting and agenda postings, fillable forms, jobs and bid modules, news section, customer relations, events calendar. <i>(Basic site - Average 6 month project)</i>		\$28,500.00	flat fee for basic site	10%	\$25,650.00
11	Website Development and Management Services	Create and launch a high-quality, user-friendly, informative website for government organization, to include meeting and agenda postings, fillable forms, jobs and bid modules, news section, customer relations, events calendar. Provide ongoing management services including hosting, content creation, news updates and posts, newsletter creation, and support and editing of website as needed. <i>(Minimum 2-year contract with option to renew)</i>		\$5,000.00	month	10%	\$4,500.00
12	Graphic Design & Creative Development Services	Provide ongoing graphic design and creative development services on an as-needed basis to client; includes creation of layout and message for digital and print advertisements, logos, branding, etc. <i>(Monthly base rate - Maximum of 30 hours/month)</i>	up to 40 hrs	\$5,000.00	month	10%	\$4,500.00
13	Graphic Design & Creative Development Services	Provide ad-hoc graphic design and creative development services on an as-needed basis to client; includes creation of layout and message for digital and print advertisements, logos, branding, etc. <i>(Minimum 10 hours to engage)</i>		\$150.00	hour	10%	\$135.00
14	Video Production Services	Provide strategic and professional video production services for a specific campaigns; design concept, message, produce and direct, coordinate talent, and provide additional resources for continuity of campaign across all mediums - social, print, digital, etc. <i>(Average 1-3 month project)</i>		\$20,000.00	flat fee for project	10%	\$18,000.00
15	Video Production Services	Provide professional video production services to include coverage of event and production of video for posting on website and/or social media <i>(Minimum 10 hours to engage)</i> .		\$200.00	hour	10%	\$180.00
16	General Consulting Services	Any service outside the scope of the selected service but within this catalog of services can be included as an add-on service, but will be charged at the hourly rate of \$175. General consulting services include but are not limited to: public relations and communications consulting services, media relations consulting services, etc.		\$175/hour		0%	\$175.00

Absolute Business Consulting Group  
TIPS Pricing for Services - Contract #200601

Service or Travel type or service component name	Description	Level	Fixed, Hourly or other measurable Unit Cost	Unit	% Disc	TIPS Price
17a Newspaper Mailer (8 pages)	Design, write, print, package and mail full-color newspaper to targeted homes by geographic service area. 8 page mailer on 35 lb. newsprint paper (size 9.75" X16"). Can be bilingual English/Spanish as requested.	Min 5k+	\$0.63	unit	Discount is Included in unit price	
		10k+	\$0.60	unit	Discount is Included in unit price	
		25k+	\$0.57	unit	Discount is Included in unit price	
		50k+	\$0.54	unit	Discount is Included in unit price	
17b Newspaper Mailer (12 pages)	Design, write, print, package and mail full-color newspaper to targeted homes by geographic service area. 12 page mailer on 35 lb. newsprint paper (size 9.75" X16"). Can be bilingual English/Spanish as requested.	Min 5k+	\$0.66	unit	Discount is Included in unit price	
		10k+	\$0.63	unit	Discount is Included in unit price	
		25k+	\$0.60	unit	Discount is Included in unit price	
		50k+	\$0.57	unit	Discount is Included in unit price	
17c Newspaper Mailer (16 pages)	Design, write, print, package and mail full-color newspaper to targeted homes by geographic service area. 16 page mailer on 35 lb. newsprint paper (size 9.75" X16"). Can be bilingual English/Spanish as requested.	Min 5k+	\$0.69	unit	Discount is Included in unit price	
		10k+	\$0.66	unit	Discount is Included in unit price	
		25k+	\$0.63	unit	Discount is Included in unit price	
		50k+	\$0.60	unit	Discount is Included in unit price	
18 Newsletter Mailer (4 page)	Design, write, print, package and mail full-color newsletter mailer to targeted homes by geographic service area. 4 page mailer on 75 lb. paper (size 8.5" x 11"). Can be bilingual English/Spanish as requested.	Min 5k+	\$0.70	unit	Discount is Included in unit price	
		10k+	\$0.66	unit	Discount is Included in unit price	
		25k+	\$0.62	unit	Discount is Included in unit price	
		50k+	\$0.59	unit	Discount is Included in unit price	

Absolute Business Consulting Group  
TIPS Pricing for Services - Contract #200601

Service or Travel type or service component name	Description	Level	Fixed, Hourly or other measurable Unit Cost	Unit	% Disc	TIPS Price
19a Mailer (2 page)	Design, write, print, package and mail full-color mailer to targeted homes by geographic service area. 2 page (double-sided) mailer on 75 lb. paper (size 8.5" x 11"). Can be bilingual English/Spanish as requested.	Min 5k+	\$0.67	unit	Discount is Included in unit price	
		10k+	\$0.63	unit	Discount is Included in unit price	
		25k+	\$0.59	unit	Discount is Included in unit price	
		50k+	\$0.56	unit	Discount is Included in unit price	
19b Glossy Mailer (2 page)	Design, write, print, package and mail full-color high-gloss mailer to targeted homes by geographic service area. 2 page (double-sided) mailer on 110 lb. glossy paper (size 8.5" x 11"). Can be bilingual English/Spanish as requested.	Min 1k+	\$1.28	unit	Discount is Included in unit price	
		2.5k	\$1.13	unit	Discount is Included in unit price	
		5k up to 8k	\$0.98	unit	Discount is Included in unit price	
20a Door Hanger (Large)	Design, write, print, package and deliver full-color door hangers to targeted homes by geographic service area. 2 page mailer on 75 lb. paper (size 4.75" x 14.5"). Can be bilingual English/Spanish as requested.	5k+	\$0.60	unit	Discount is Included in unit price	
		10k+	\$0.53	unit	Discount is Included in unit price	
20b Door Hanger (Medium)	Design, write, print, package and deliver full-color door hangers to targeted homes by geographic service area. 2 page mailer on 75 lb. paper (size 3.25" x 10.25"). Can be bilingual English/Spanish as requested.	5k+	\$0.53	unit	Discount is Included in unit price	

**EXHIBIT "C"**  
**INSURANCE DOCUMENTATION**