

Memo

To: Judge Dan A. Gattis, Williamson County
Williamson County Commissioners Court

From: Michael J. Weaver

Date: February 16, 2009

Re: Hourly Rates

As we discussed, I would like to request an increase in the hourly billing rate for Prime Strategies, Inc. employees. Our current billing rate, set in the Fall of 1998, has not changed for over 10 years. Since that time we have had a number of outside audits on our hourly rates as well as our overhead rate. Our new hourly rate schedule is being used by a number of our public sector clients including Hays County, TxDOT and the City of Fort Worth. The table below shows our current (1998) Williamson County rates and the most recent audited rates we are using with other public sector clients.

Current Williamson County		Current Public Sector Rates	
Principal	\$150/hour	Principal	\$285/hour
Senior Engineer	\$100/hour	Senior Engineer	\$150/hour
Project Manager	\$90/hour	Project Manager	\$150/hour
Technician	\$60/hour	Technician	\$ 80/hour
		Senior Planner	\$150/hour
		Planner	\$125/hour
		Administrative	\$60/hour

I would like to propose that the Commissioners Court consider adopting the new titles and hourly rates consistent with our other public sector clients, with the exception that we freeze my hourly rate at Principal (\$150/hour).

There is never a good time to consider increasing hourly rates and contract terms. However, at this point and time I am requesting your consideration to increase our employee rates in order that we may recover real out of pocket expenses for our employees. This proposal would still provide a very attractive and discounted rate for my time.

I hope you find my proposal fair and acceptable. Let me know if you need additional information or have any questions. And again, thank you for the opportunity to work with Williamson County.