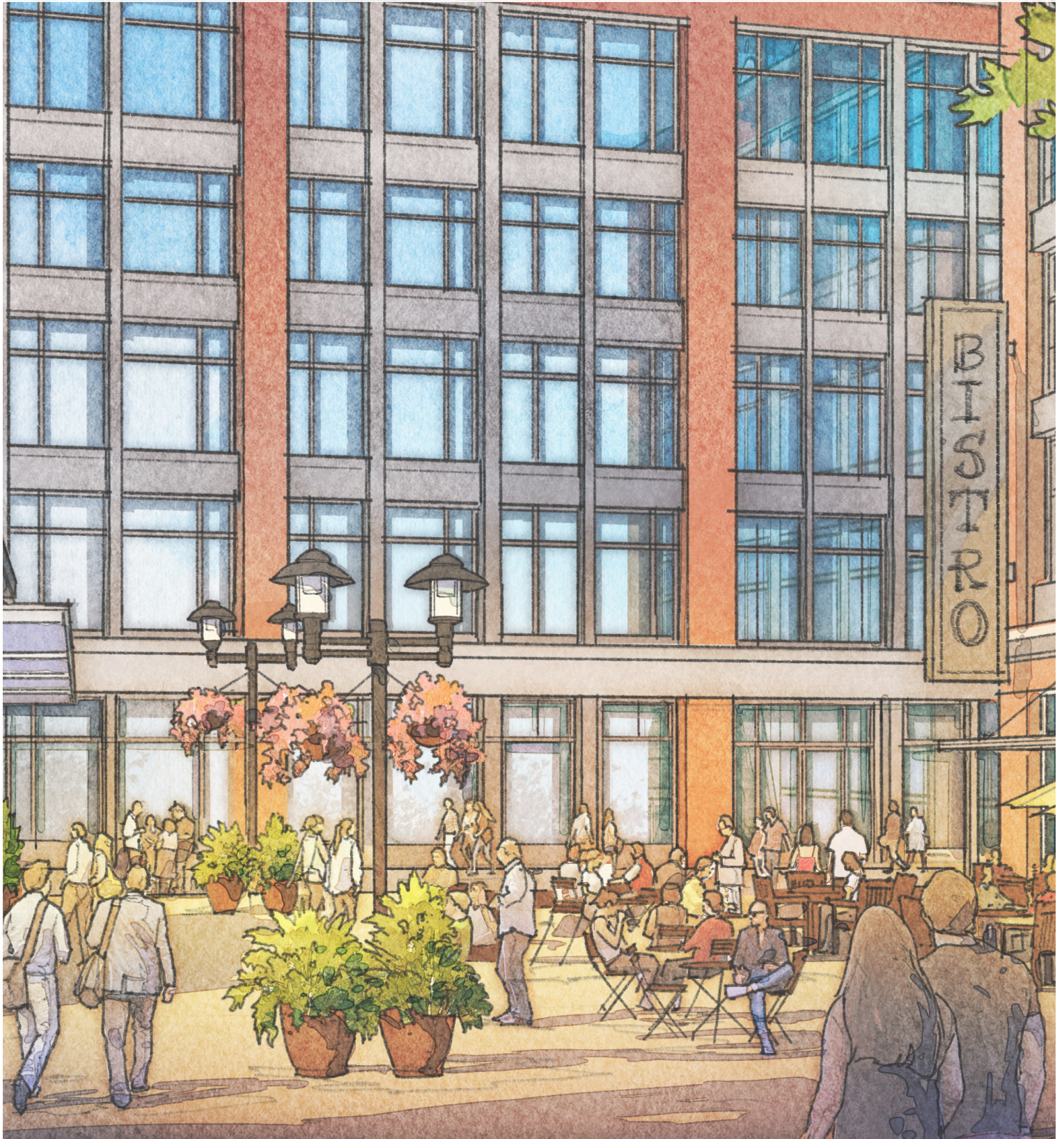


COST



RATES + FEES

Based on our current understanding of the work to be performed, we propose the following not-to-exceed base fee structure, effective 120 days from the date of this proposal:

FEES

The total fee for each deliverable is as follows. The Retail Market Analysis will cost \$52,500 and the Economic Development Strategy will cost 41,750. The fee breakdown by project phase and partner is below.

PHASE OF WORK	YARD	MJB	KSA	TOTAL
PHASE 1: EXPLORE	\$16,500	\$25,000	\$3,500	\$45,000
PHASE 2: TEST	\$18,250	\$12,500	\$4,250	\$35,000
PHASE 3: BUILD	\$7,750	\$5,000	\$1,500	\$14,250
TOTAL FEE	\$42,500	\$42,500	\$9,250	\$94,250

HOURLY RATE SCHEDULE

STAFF LEVEL	YARD	MJB	KSA
PRINCIPAL	\$200	\$250	\$185
ASSOCIATE	\$125		
SUPPORT	\$90		

EXPENSES

EXPENSE	COST
Travel	\$1,250
Lodging/Per Diem	\$1,950
Printing	\$1,150
TOTAL EXPENSES	\$4,350