

BROWN ARMSTRONG

Certified Public Accountants

SANTA BARBARA COUNTY EMPLOYEES' RETIREMENT SYSTEM

COST PROPOSAL FOR PROFESSIONAL AUDITING SERVICES

December 5, 2022

Andrew J. Paulden, CPA/Managing Partner

Neeraj Datta, CPA, CGMA/Partner

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COST PROPOSAL

Santa Barbara County Employees' Retirement System

Sealed Dollar Cost Bid

a. Total Not-To-Exceed Maximum Price

1. Name of Firm:

Brown Armstrong Accountancy Corporation

2. Certification

Brown Armstrong certifies that the person signing the proposal is entitled to represent the Firm, empowered to submit the bid, and authorized to sign a contract with SBCERS.

We, the undersigned, certify that we are duly authorized to represent the above named firm and are empowered to submit this bid. In addition, we certify that we are authorized to contract with SBCERS on behalf of the above named firm.


Signature _____ Managing Partner _____ December 5, 2022
Title _____ Date _____

Andrew J. Paulden, CPA
Name (Print) _____


Signature _____ Partner _____ December 5, 2022
Title _____ Date _____

Neeraj Datta, CPA, CGMA
Name (Print) _____

This fee is valid for 90 days from the deadline for submission of proposals.

3. -5. Total Not-to-Exceed Maximum Price – Audit, GASB 68 Audit, GASB 75 Audit

	2023	2024	2025	2026	2027	Total
ACFR Audit Engagement	\$ 52,300	\$ 52,300	\$ 52,300	\$ 52,300	\$ 52,300	\$ 261,500
GASB 68 Audit Engagement	\$ 8,230	\$ 8,230	\$ 8,230	\$ 8,230	\$ 8,230	\$ 41,150
GASB 75 Audit Engagement	\$ 6,135	\$ 6,135	\$ 6,135	\$ 6,135	\$ 6,135	\$ 30,675
Out-of-Pocket	\$ 2,860	\$ 2,860	\$ 2,860	\$ 2,860	\$ 2,860	\$ 14,300
Total Not-To-Exceed Maximum Price for Fiscal Year	\$ 69,525	\$ 347,625				

b. Rates by Staff Classification and Anticipated Hours

The schedules of professional fees and expenses on the following pages provide the staff levels, hours assigned to these levels, and the assigned hourly rates.

COST PROPOSAL

Santa Barbara County Employees' Retirement System

Schedule of Professional Fees and Expenses for the Audit of SBCERS 2023

Financial Statement Audit				
	Hours	Standard Hourly Rates	Quoted Hourly Rates	Total
Partners	40	\$260	\$225	\$ 9,000
Manager	80	\$200	\$175	14,000
Supervisory Staff	160	\$110	\$90	14,400
Staff	170	\$100	\$80	13,600
Clerical	20	\$80	\$65	1,300
Subtotal	470			\$ 52,300
GASB 68				
	Hours	Standard Hourly Rates	Quoted Hourly Rates	Total
Partners	6	\$260	\$225	\$ 1,350
Manager	12	\$200	\$175	2,100
Supervisory Staff	15	\$110	\$90	1,350
Staff	38	\$100	\$80	3,040
Clerical	6	\$80	\$65	390
Subtotal	77			\$ 8,230
GASB 75				
	Hours	Standard Hourly Rates	Quoted Hourly Rates	Total
Partners	4	\$260	\$225	\$ 900
Manager	9	\$200	\$175	1,575
Supervisory Staff	15	\$110	\$90	1,350
Staff	24	\$100	\$80	1,920
Clerical	6	\$80	\$65	390
Subtotal	58			\$ 6,135
Out of Pocket Expenses				
Meals and Lodging			\$ 2,010	
Transportation			850	
Other			-	
Subtotal Out-of-Pocket Expenses				\$ 2,860
Total	605			\$ 69,525

COST PROPOSAL

Santa Barbara County Employees' Retirement System

Schedule of Professional Fees and Expenses for the Audit of SBCERS 2024

Financial Statement Audit				
	Hours	Standard Hourly Rates	Quoted Hourly Rates	Total
Partners	40	\$260	\$225	\$ 9,000
Manager	80	\$200	\$175	14,000
Supervisory Staff	160	\$110	\$90	14,400
Staff	170	\$100	\$80	13,600
Clerical	20	\$80	\$65	1,300
Subtotal	<u>470</u>			<u>\$ 52,300</u>
GASB 68				
	Hours	Standard Hourly Rates	Quoted Hourly Rates	Total
Partners	6	\$260	\$225	\$ 1,350
Manager	12	\$200	\$175	2,100
Supervisory Staff	15	\$110	\$90	1,350
Staff	38	\$100	\$80	3,040
Clerical	6	\$80	\$65	390
Subtotal	<u>77</u>			<u>\$ 8,230</u>
GASB 75				
	Hours	Standard Hourly Rates	Quoted Hourly Rates	Total
Partners	4	\$260	\$225	\$ 900
Manager	9	\$200	\$175	1,575
Supervisory Staff	15	\$110	\$90	1,350
Staff	24	\$100	\$80	1,920
Clerical	6	\$80	\$65	390
Subtotal	<u>58</u>			<u>\$ 6,135</u>
Out of Pocket Expenses				
Meals and Lodging			\$ 2,010	
Transportation			850	
Other			-	
Subtotal Out-of-Pocket Expenses			<u>\$ 2,860</u>	
Total	<u>605</u>			<u>\$ 69,525</u>

COST PROPOSAL

Santa Barbara County Employees' Retirement System

Schedule of Professional Fees and Expenses for the Audit of SBCERS 2025

Financial Statement Audit				
	Hours	Standard Hourly Rates	Quoted Hourly Rates	Total
Partners	40	\$260	\$225	\$ 9,000
Manager	80	\$200	\$175	14,000
Supervisory Staff	160	\$110	\$90	14,400
Staff	170	\$100	\$80	13,600
Clerical	20	\$80	\$65	1,300
Subtotal	<u>470</u>			<u>\$ 52,300</u>
GASB 68				
	Hours	Standard Hourly Rates	Quoted Hourly Rates	Total
Partners	6	\$260	\$225	\$ 1,350
Manager	12	\$200	\$175	2,100
Supervisory Staff	15	\$110	\$90	1,350
Staff	38	\$100	\$80	3,040
Clerical	6	\$80	\$65	390
Subtotal	<u>77</u>			<u>\$ 8,230</u>
GASB 75				
	Hours	Standard Hourly Rates	Quoted Hourly Rates	Total
Partners	4	\$260	\$225	\$ 900
Manager	9	\$200	\$175	1,575
Supervisory Staff	15	\$110	\$90	1,350
Staff	24	\$100	\$80	1,920
Clerical	6	\$80	\$65	390
Subtotal	<u>58</u>			<u>\$ 6,135</u>
Out of Pocket Expenses				
Meals and Lodging			\$ 2,010	
Transportation			850	
Other			-	
Subtotal Out-of-Pocket Expenses			<u>\$ 2,860</u>	
Total	<u>605</u>			<u>\$ 69,525</u>

COST PROPOSAL

Santa Barbara County Employees' Retirement System

Schedule of Professional Fees and Expenses for the Audit of SBCERS 2026

Financial Statement Audit				
	Hours	Standard Hourly Rates	Quoted Hourly Rates	Total
Partners	40	\$260	\$225	\$ 9,000
Manager	80	\$200	\$175	14,000
Supervisory Staff	160	\$110	\$90	14,400
Staff	170	\$100	\$80	13,600
Clerical	20	\$80	\$65	1,300
Subtotal	470			\$ 52,300
GASB 68				
	Hours	Standard Hourly Rates	Quoted Hourly Rates	Total
Partners	6	\$260	\$225	\$ 1,350
Manager	12	\$200	\$175	2,100
Supervisory Staff	15	\$110	\$90	1,350
Staff	38	\$100	\$80	3,040
Clerical	6	\$80	\$65	390
Subtotal	77			\$ 8,230
GASB 75				
	Hours	Standard Hourly Rates	Quoted Hourly Rates	Total
Partners	4	\$260	\$225	\$ 900
Manager	9	\$200	\$175	1,575
Supervisory Staff	15	\$110	\$90	1,350
Staff	24	\$100	\$80	1,920
Clerical	6	\$80	\$65	390
Subtotal	58			\$ 6,135
Out of Pocket Expenses				
Meals and Lodging			\$ 2,010	
Transportation			850	
Other			-	
Subtotal Out-of-Pocket Expenses				\$ 2,860
Total	605			\$ 69,525

COST PROPOSAL

Santa Barbara County Employees' Retirement System

Schedule of Professional Fees and Expenses for the Audit of SBCERS 2027

Financial Statement Audit				
	Hours	Standard Hourly Rates	Quoted Hourly Rates	Total
Partners	40	\$260	\$225	\$ 9,000
Manager	80	\$200	\$175	14,000
Supervisory Staff	160	\$110	\$90	14,400
Staff	170	\$100	\$80	13,600
Clerical	20	\$80	\$65	1,300
Subtotal	470			\$ 52,300
GASB 68				
	Hours	Standard Hourly Rates	Quoted Hourly Rates	Total
Partners	6	\$260	\$225	\$ 1,350
Manager	12	\$200	\$175	2,100
Supervisory Staff	15	\$110	\$90	1,350
Staff	38	\$100	\$80	3,040
Clerical	6	\$80	\$65	390
Subtotal	77			\$ 8,230
GASB 75				
	Hours	Standard Hourly Rates	Quoted Hourly Rates	Total
Partners	4	\$260	\$225	\$ 900
Manager	9	\$200	\$175	1,575
Supervisory Staff	15	\$110	\$90	1,350
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Subtotal	58			\$ 6,135
Out of Pocket Expenses				
Meals and Lodging			\$ 2,010	
Transportation			850	
Other			-	
Subtotal Out-of-Pocket Expenses				\$ 2,860
Total	605			\$ 69,525

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c. Out-of-Pocket Expenses Included in the Total Not-to-Exceed Maximum Price and Reimbursement Rates

All out-of-pocket expenses are included in the schedule of professional fees and expenses. Brown Armstrong will accept reimbursement to be charged against the total not-to-exceed maximum price that is submitted.

d. Rates for Additional Professional Services

We do not anticipate that additional services will be necessary to complete the audit. If it should become necessary for SBCERS to request Brown Armstrong to render any additional services to either supplement the services requested in the Request for Proposal, or to perform additional work as a result of the specific recommendations included in any report issued on this engagement, then such additional work shall be performed only if set forth in an amendment to the contract between SBCERS and the Firm. Any such additional work agreed to between SBCERS and the Firm shall be performed at the same rates set forth in the schedule of professional fees and expenses included in this sealed dollar (\$) cost bid.

e. Manner of Payment

Brown Armstrong agrees to progress payments on the basis of hours of work completed during the course of the engagement and out-of-pocket expenses incurred in accordance with our cost bid proposal. Interim billings shall cover a period of not less than a calendar month. We understand that final payment will be made after completion of the audit and audit report has been issued.