

REVISED ATTACHMENT A

COST PROPOSAL

Hourly rate(s) shall be fully loaded fixed hourly rates to include all labor, markup, benefits, travel, overhead and profit and any incidentals to provide Technical Assistance Services as identified in the Scope of Work.

| Description | Estimated Hours/Month | Number of Business assisting/month | Hourly Rate | Total Extended Cost (Est. Hrs. X # of Business/month X Hourly Rate) |
|--|--------------------------------|------------------------------------|-------------|--|
| Monthly Meeting with AED and/or BizLaunch Staff | 1 hour | N/A | | |
| Initial Monthly Assessments | 1 hour per business | 16 businesses | | |
| Assisting businesses in financial management and sourcing capital | 12 hours per business | 2 businesses | | |
| Assisting businesses in pivoting or adapting a business plan. | 12 hours per business | 4 businesses | | |
| Assisting businesses in developing and adapting branding and marketing initiatives | 12 hours per business | 6 businesses | | |
| Assisting businesses with creating or managing their digital presence | 12 hours per business | 3 businesses | | |
| Promoting business knowledge and management of legal structures, documentation, and requirements | 12 hours per business | 1 business | | |
| Collaborating with municipalities on educational programming tailored to the needs of the community's small businesses | Minimum of 4 programs per year | NA | | |
| Grand Total | | | | |