

**EXHIBIT B
CONTRACT PRICING**

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	\$155	\$155
Initial Monthly Assessments	1 hour per business	16 businesses	\$197	\$3,152
Assisting businesses in financial management and sourcing capital	12 hours per business	2 businesses	\$197	\$4,728
Assisting businesses in pivoting or adapting a business plan.	12 hours per business	4 businesses	\$197	\$9,456
Assisting businesses in developing and adapting branding and marketing initiatives	12 hours per business	6 businesses	\$197	\$14,184
Assisting businesses with creating or managing their digital presence	12 hours per business	3 businesses	\$197	\$7,092
Promoting business knowledge and management of legal structures, documentation, and requirements	12 hours per business	1 business	\$197	\$2,364
Collaborating with municipalities on educational programming tailored to the needs of the community's small businesses	Minimum of 4 programs per year	NA	\$197	\$620
Grand Total				\$41,751