

RFP2019-55 MUNICIPAL AUDITING SERVICES FOR THE DEPARTMENT OF WATER AND SEWER	
NUMBER OF RESPONDENTS:	1
NAME OF BIDDER	MERCADIEN, P.C., CERTIFIED PUBLIC ACCOUNTANTS
ADDRESS	3625 QUAKERBRIDGE ROAD
CITY, STATE, ZIP	HAMILTON, NJ 08619
CONTACT NAME	WARREN A. BROUDY
TELEPHONE	609-689-2326
FAX	609-689-9720
E-MAIL	<a href="mailto:WBROUDY@MERCADIEN.COM">WBROUDY@MERCADIEN.COM</a>
STATEMENT OF OWNERSHIP DISCLOSURE	INCLUDED
MANDATORY EQUAL EMPLOYMENT OPPORTUNITY LANGUAGE EXHIBIT A	INCLUDED
REQUIRED EVIDENCE EEO/AFFIRMATIVE ACTION REGULATIONS QUESTIONNAIRE	INCLUDED
ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA	INCLUDED
NJ BUSINESS REGISTRATION CERTIFICATE	INCLUDED
NON-COLLUSION AFFIDAVIT	INCLUDED
ETHICS COMPLAINT DISCLOSURE	INCLUDED
AMERICANS WITH DISABILITIES ACT OF 1990 LANGUAGE	INCLUDED
CERTIFICATION AND DISCLOSURE OF POLITICAL CONTRIBUTIONS	INCLUDED
DISCLOSURE OF INVESTED ACTIVITIES IN IRAN	INCLUDED
DEBARMENT NOTICE REQUIRED	INCLUDED
EIC	CERT# 18798 EXP. 4/15/2022
CERTIFICATE OF INSURANCE	REQUIRED FROM AWARDED VENDOR
CITY OF TRENTON RESIDENT EMPLOYMENT POLICY	INCLUDED
60-DAY EXTENSION COMPLIANCE	YES
WILLING TO PROVIDE PRIORITY EMERGENCY SERVICES	YES
W-9	INCLUDED
REFERENCES	INCLUDED
TOTAL AMOUNT	\$48,360.00 (SEE ATTACHED BREAKDOWN OF PRICING)
FATAL DEFECT	NONE

## *Cost Proposal*

Your investment is more than price. The value you receive through our areas of expertise is, by itself, a proven reason to become a client. You're not just getting a traditional CPA, you're gaining an advisor that brings expertise on a variety of subjects and issues. It is for this reason that we are very confident that we create value for our clients.

We propose a flat fee of \$48,360 including meetings, site visits and out-of-pocket expenses. Our fees are based on the time expended by each of our staff and are calculated at their respective standard hourly rates. These rates are established on the basis of staff members' levels of experience and responsibilities, are quite fair and very competitive with the rates of other CPA firms offering the types of services that we provide.

We will conduct the necessary procedures and provide guidance to assist the City in evaluating its needs for the Water department. Our process will enable us to comply with our professional standards, as well as allow the City to meet its objectives. Our fees for these services are based on estimated hours and rates as shown below. If our time is less than estimated, we, of course, always bill you the lesser amount.

<b>Discounted</b>			
	<b>Hours</b>	<b>Hourly Rates</b>	<b>Totals</b>
Partner	24	\$ 310	\$ 7,440
Manager	60	\$ 217	13,020
Senior	<u>180</u>	<u>\$ 155</u>	<u>27,900</u>
	<u><u>264</u></u>		<u><u>\$ 48,360</u></u>

Any other services requested by the City will be charged at the discounted hourly rates identified below.

Discounted Hourly Rates	
Principals	\$310
Managers	\$217
Seniors	\$155
Staff	\$110

As the City's auditors for the years ended June 30, 2018 and 2017, we followed our core values in the performance of those services. We will bring the same level of effort and attention to detail on this engagement. We will utilize our knowledge of the City's operations and apply it to the overall scope of this engagement. Due to our previous experience in working with the City's management, we believe we can smoothly and efficiently complete this engagement on a timely basis. This sets us apart and makes us far superior to other firms proposing on this engagement.



Mercadien has a history of meeting clients' statutory deadlines and a proven track record of providing services within budgeted costs.

Sincerely,

**MERCADIEN, P.C.**  
**CERTIFIED PUBLIC ACCOUNTANTS**

A handwritten signature in blue ink that reads "Warren A. Broudy".

Warren A. Broudy, CPA, RMA, CGFM, CGMA, PSA  
Principal