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January 11, 2023

Town of Avon

Attn: Mr. Ryan Cannon
Town Manager

6570 E. U.S. Hwy. 36
Avon, Indiana 46123

VIA EMAIL: RCannon@avongov.org; jloker@avongov.org

**RE: PROPOSAL FOR GENERAL FINANCIAL CONSULTING, SUSTAINABILITY/
REVENUE & SPENDING PLAN, CIP, TIF, BUDGET**

Mr. Cannon:

We are submitting a proposed agreement for Financial Solutions Group, Inc. ("FSG Corp.") to perform certain professional services, for Calendar Year 2023, in connection with the Sustainability/Revenue & Spending Plan, as well as general financial consulting services, to the Town of Avon (the "Town"), including assisting on numerous projects (on an "as needed" basis). *This agreement does not cover "Municipal Advisory" services, for issuing bonds, which will be covered by separate agreements, as needed, for Calendar Year 2023.*

Scope of Services

Our scope of services will include, but not be limited to, the following:

Budget

1. Assistance with the economic analysis associated with the 2023 Budget, implementation of any State cuts or adjustments to the budget;
2. Review and projection of the Miscellaneous Revenue, by fund; assistance to the Town in the development of the 2024 Budget;
3. Recommendation of new potential revenue sources to assist in funding the 2024 Budget;
4. Assistance with a 2024 appeal (if available);
5. Assistance to the Town with entering required information on Indiana Gateway for Government Units website ("Gateway") **NOTE: When the Town enters PIN/submits its budget on Gateway, the submitter needs to fully understand what is being submitted;** and
6. Assistance with and the preparation of the Capital Improvement Plan (CIP).

Sustainability/ Revenue & Spending Plan

The scope of our services in the development of the Sustainability/Revenue & Spending Plan will include all, or part, of the following professional services:

1. Updating the Sustainability/Revenue & Spending Plan (Financial Plan) detail for actual 2022 revenue and expense, by line item, by fund, by department, as well as the approved 2023 budget, and input of the preliminary 2024 Budget;

2. Further development of the three-year projected model, utilizing 2023 as the baseline for the projection of 2024, 2025 and 2026;
3. Development of numerous revenue and expense growth factors, by fund, for the projected period;
4. Projection of ending cash balance, by fund, as well as calculation of potential Circuit Breaker impact in 2024;
5. Development of recommendations to improve or suggest changes to improve or maintain the Town's financial health based on results of analysis;
6. Potential solutions to Circuit Breaker impact;
7. Preparation of a report setting forth the projection model and detailed assumptions, as well as a written report on recommendations for action and changes to the 2023 Budget; and
8. Additional projects as directed by the Town Manager.

"1782" Notice Review

1. Review of the Final "1782 Notice" from the DLGF; and
2. Preparation of "1782 Notice" Comparison Report/Budget Review model, including the testing of the DLGF's work, and recommendations as necessary.

TIF Neutralization

1. Assistance with and preparation of the Pay 2024 TIF Neutralization forms for the Town's TIF Districts.

Misc. General Consulting Services

1. General financial advisory services to the Town during Calendar Year 2023;
2. Attendance at required meetings (as requested by the Town) to discuss financial matters;
3. Evaluation and review of existing financial plans, cash flows and the Town's current and future financial goals to assist in improving or maintaining the Town's financial health;
4. Preparation of documentation and reports pertaining to services requested by the Town;
5. Preparation of the Sustainability/Revenue & Spending Plan and Capital Improvement Plan (CIP);
6. Presentation to the Town (at a meeting) of all documents and reports prepared; and
7. Assistance to the Economic Development team, as needed, and other projects as directed by the Town Manager.

General Provisions

1. This contract will hereby terminate on 12/31/23;
2. This agreement may be terminated by either party upon written notice and with payment of fees accrued to the written notice date;
3. FSG Corp. will not assign our rights under this agreement to anyone; and
4. FSG Corp. agrees that no modification to this agreement can be made orally (it can only be done by a written agreement signed by both parties).

Fees

The hourly rates, miscellaneous fees and our not-to-exceed total fee for our professional services shall be as follows:

CPA, MA, MA Principal:	\$ 250 - 350	Mileage: \$.575 per mile
CPA, MA:	\$ 225 - 325	Copies: At Cost
Supervisory:	\$ 150 - 175	Mailings: At Cost
Financial Analyst:	\$ 150 - 175	
Administration/Operation:	\$ 100 - 150	

Billing will occur on a monthly basis and payment is assumed to be made within thirty (30) days of the invoice date. Bond issues and Redevelopment work will be billed separately.

In the event the Town approves the engagement of FSG Corp. for this assignment, please sign, date and return a copy to us. Thank you for the opportunity to once again serve the Town of Avon!

Respectfully Submitted,
Financial Solutions Group, Inc.



Gregory T. Guerrettaz

AGREED AND ACCEPTED:

TOWN OF AVON, INDIANA

By: _____

Date: _____