



**BARTLE WELLS ASSOCIATES**  
INDEPENDENT PUBLIC FINANCE ADVISORS

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July 13, 2009

Rich Cunningham, Public Works Manager  
City of Albany  
1000 San Pablo Avenue  
Albany, CA 94706

Proposal Modifications: Comprehensive Wastewater Financial Plan for City of Albany

In response to our discussion with City Engineer Randy Leptien, we are pleased to submit the following additions and modifications to our January 2009 proposal.

We understand that the City would provide most of the services listed in our Task 10 Proposition 218 Rate Notices. We would modify our proposed services to assist the City with the requirements of Proposition 218 including assistance in writing the notification letter and attendance at the public hearing.

Bartle Wells Associates usually staffs two or more consultants to a financing assignment. We would plan to assign Tom Gaffney as principal in charge and Ernie Tedeschi as project consultant. The project would be shared roughly about 30 to 40 per cent to Tom and about 60 to 70 per cent Ernie. Ernie would perform much of the data collection, information development, and report tables and text. Tom would provide input and guidance, recommend alternatives and solutions and also prepare certain of the report text and tables. Both would be available to City staff and others on a day to day basis.

Our office is located in Berkeley, about 15 to 20 minutes from the City offices. We expect that any direct expenses would not exceed \$250. In any event, direct expenses are included in our not-to-exceed fee. In consideration of the reduced scope of services for Task 10, we would agree to perform all of the professional services listed in our proposal for a not-to-exceed fee of \$19,500.

Bartle Wells Associates specializes in providing financial advisory and utility rate consulting services to California water and wastewater agencies. We are currently in our 45<sup>th</sup> year. Nearby wastewater agencies that we have served include: Novato Sanitary District, Union Sanitary District, City of Pleasanton, Ora Loma Sanitary District, City of Petaluma, City of Benicia, San Rafael Sanitation District, Sausalito-Marin City Sanitary District, East Bay Municipal Utility District, Mt. View Sanitary District, Rodeo Sanitary District, City of Rio Vista, City of South San Francisco, City of American Canyon, Napa Sanitation District, City of Vacaville, and many others. BWA has prepared financing plans and utility rate and fee studies for hundreds of California cities and special districts.

We are very interested in working with the City on this project and hope this proposal provides a suitable basis for our selection.

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Very truly yours,

BARTLE WELLS ASSOCIATES

Thomas E. Gaffney, CIPFA, Principal

CC: Randy Leptien, City Engineer