

EXHIBIT A

Contingency Fee

We provided a pricing of 9% on some accounts and 8% on others that the City would be assigning. Specifically, we proposed 9% on the parking citations (this fee is passed on to the customer upon payment of the account), which is the same as we are currently charging for these services. The rationale is that there would be programming requirements for the City with its parking vendor to change the pricing on accounts going forward and that could come with a cost from the City's parking vendor to Delray Beach. As stated before the fee of 9% is passed along to the customer at the time they are paying (an average of \$7.02 per account with the most common account assigned to us at \$78.00) and therefore comes at no cost to the City.

If the City is agreeable to maintain our current 9% fee on any account that is assigned that we are able to add our collection fees, which would include utilities and fire inspection, that would still cause no difference in pricing to the City and is lower than industry standards for the cost of collections. We will agree to an 8% quoted rate if the City prefers based on our proposal. All Fire Medical accounts would be charged at 8% based on our proposal and the fact that our collection fee is not able to be added to the amount due based on Florida statutes for collection of ambulance transport accounts.

There are no other fees for hourly rates or fee per project, just our contingency fee.

The pricing on any account previously assigned will stay at our contracted 9%. The pricing above would be on any account that is assigned after a contract is fully executed and approved.