

REQUEST FOR PROPOSALS FOR PROFESSIONAL FINANCIAL AND COMPLIANCE AUDITING SERVICES FOR THE FISCAL YEARS ENDING DECEMBER 31, 2004, 2005, 2006 WITH 4TH AND 5TH YEAR OPTIONS

Name	Plante & Moran, PLLC	Virchow Krause-Milwaukee,Bing.Fms	Abraham & Gaffney, P.C.	Martin, Arrington & Hasse, P.C.
Address	Southfield, Michigan	Wolinski & Co - Detroit, MI	St. Johns, RH, Michigan	Bingham Farms, MI
Years in Business	80 years	73 years	13 years	29 years
Years Providing Fin & Compliance Auditing	80 years	73 years	13 years	29 years
Public Sector Clients	125 municipalities, 50 special purpose govt entities, over 70 school districts, 16 universities, 400 non profit orgs Comprehensive Listing provided	200 city, village, town and county govt clients Listing provided	70 govt organizations. Audit Dept. performs 100% govt & nonprofit acctg, auditing and mgmt consulting services	Ecorse-2004; Highland Park-2000; Detroit-2004; Detroit Public Schools - 2004
Municipal Clients	125 municipalities, 50 special purpose govt entities. Capacity to serve additional	80 city clients with financial and compliance audit services, regulatory filings and consulting	More than 50 govt orgs including counties, cities, villages, townships, school dist and govt orgs - acctg audit, mgmt consult & other procedures	Ecorse, Highland Park, Detroit Area Ag on Aging, US Dept Hs, Highld Park Hous Fin & Compl Audits. Single audits. Component unit audits
Public Sector Client References-Last 3 yrs	AH-Audit CAFR 12/74 to present Waterford Twp-Audit of GPFS 12/86 to present Birmingham-Audit of CAFR 6/93 to present Canton Twp-Audit CAFR 12/82 to present Novi-Audit CAFR 6/75 to present	New Berlin,WI-Audit all funds-since the year 1955 Milwaukee County,WI-Audit all funds since 2002 Sheboygan,WI-Financial & single audit, since 1990 Wauwatosa,WI-Financial & single audit since 1978	Portland-Fin & Single Audit-13 years Greenville-Fin & Single Audit-5 years Ionia-Fin & Single Audit-7 years St Johns-Fin Audit-27 years Corunna-Fin Audit - 10 years	Highland Park-Fin & Compl Audit-97-00 Ecorse-Fin & Compl Audit, Review Treas, contract compl, GASB-34 - 1990-2003 Det Area Agency on Aging-Fin & Single Audits, procuremt policies - 1992-2002 US Dept Hs & Urban Dev-Audits 89-pres Highland Park Hs Auth-Fin and Compl audit for component unit - Period-2002
Number of employees	1300 full time employees w/ over 700 CPA's, 200 serving local govt, 150 school districts and 50 public colleges and universities	827 full time employees, 99 part time employees, 358 CPA's, 121 employees in govt section	22 full time/ 1 part time employee 11 CPA's/ 12 employees in govt section	12 full time/6 part time employees 6 CPA's/8 govt section
Resources - Staff Profiles	Heffernan-Leader of Govt Standards 100% of time Watterworth - Leader of Municipal Professional Standards; 2/3 time on local govt	Rahn-Partner Knepel- Partner Pub Sector Group Henke-Sr Mgr Pub Sector Pract Grp Houghton (Wolinski)-President Carlino (Wolinski) - Sr. Mgr	Gaffney-Engagement Principal Panter-Engagement Manager Stevens-Review Principal Tucker - Review Principal Bradley- Accountant	Hasse-Project Director Gallagher- Quality Control Monica Meyers - Project Manager Denske- Field Auditor
Experience with submissions to GFOA	Yes - 12 reports per year Well-versed in requirements Never had a client denied the award	Yes - 17 clients receive GFOA certificates of achievement for CAFR's	Assisted 4 govt units to preparation and submit fin statements to GFOA certificate program	Exp preparing CAFR, but not filing with GFOA. Most govt units worked with have had fiscal issues/state supervision

REQUEST FOR PROPOSALS FOR PROFESSIONAL FINANCIAL AND COMPLIANCE AUDITING SERVICES FOR THE FISCAL YEARS ENDING DECEMBER 31, 2004, 2005, 2006 WITH 4TH AND 5TH YEAR OPTIONS

Name	Plante & Moran, PLLC	Virchow Krause-Milwaukee,Bing.Fms	Abraham & Gaffney, P.C.	Martin, Arrington & Hasse, P.C.
Management of auditors/consultants	Strong supervisory structure, formal evaluations after each engagement, semi-annual career dev sessions, each auditor assigned to a team of 5 to 7 people	Hierarchy - traditional structure w/ every individual working as part of a team	3 prin oversee govt services. Each auditor supervised by Sr. Acct, Mgr or prin. Prin & Mgr perform audit field work due to size of firm	All managed by Terry Hasse, Director of Audit and Accounting.
Method to keep up-to-date on news laws, standards and pronouncements in governmental accounting	Stays on leading edge of prof developments, participates actively in due process system, utilize intranet to share information on a timely basis, semi-annual municipal update memos and an annual classroom training	Attendance at continuing education courses and becoming active in professional organizations including GASB and AICPA	Constantly review changes to accting standards; attend workshops & confs; In-house training to review accting and auditing standards	All supervisory or in-charge staff are required to maintain prof education as required by Govt Audit Standards - the Yellow Book
Types of municipal finance organizations organization/personnel participates	Steering Comm MI Comm Govt Acct & Auditing, MMFOA, AICPA (service on subcomm & task force), GASB (advisory board, due process system), GFOA (Spec Review Comm Achieve in Excell award)	GFOA, AICPA, WICPA (WIS), WGFOA (WIS), WMCA (WIS) WTA (WIS), Govt Reporting Awards Comm, GRATE Review Comm Wolinski- AICPA, MACPA, GFOA, MMFOA, HFMA	GFOA, MMFOA, MSBO Principals assigned also members of MCGAA committee	MML, Michigan Association of Counties
Requirements for physical work conditions	RH has an ideal office situation - all areas provided have worked well	Secure office space, desks and/or tables & chairs, access to copy machine, fax machines & telephone, storage space. Online inquiry to City's gen ledger is highly desirable	Workspace to accommodate up to 4 individuals, telectrical access and telephone	One room where all staff can work, telephone, fax and photocopier access, Desk or fiing cabinet where confidential records and audit work can be secured.
Contract Requirements	No	Letter of Engagement	Engagement Letter	Engagement Letter
Billing procedures	Monthly billing	Procedures vary slightly from partner to partner, generally monthly	Monthly progress billings	Billing on 15th and end of month
Financial Statement attached	No, proprietary information	Yes	No, confidential	Yes

RFP FOR PROFESSIONAL FINANCIAL COMPLIANCE AUDITING SERVICES FOR THE FISCAL YEARS ENDING
DECEMBER 31, 2004, 2005, 2006 W/ 4TH AND 5TH YEAR OPTIONS

Name	Plante & Moran	Virchow Krause	Abraham Gaffney	Martin Arrington
Total All Inclusive Maximum				
City of Rochester Hills				
Year 2004	\$52,525	\$46,775	\$41,640	\$46,000
Year 2005	\$59,882	\$49,775	\$43,740	\$47,065
Year 2006	\$68,181	\$52,250	\$46,060	\$48,075
Year 2007 Option	\$69,887	\$54,750	\$49,860	\$49,140
Year 2008 Option	\$71,632	\$57,250	\$52,360	\$50,215
Hours Annually	680 Hours	395 Hours	588 Hours	510 Hours
RARA				
Year 2004	\$1,616	\$2,300	\$3,450	\$2,190
Year 2005	\$1,656	\$2,450	\$3,624	\$2,240
Year 2006	\$1,698	\$2,550	\$3,818	\$2,286
Year 2007 Option	\$1,740	\$2,675	\$4,130	\$2,346
Year 2008 Option	\$1,784	\$2,800	\$4,340	\$2,396
Hours Annually	17 Hours	20 Hours	50 Hours	24 Hours
OPC				
Year 2004	\$7,277	\$4,080	\$5,970	\$3,460
Year 2005	\$7,459	\$4,350	\$6,280	\$3,542.00
Year 2006	\$7,645	\$4,550	\$6,626	\$3,610
Year 2007 Option	\$7,837	\$4,775	\$7,178	\$3,702
Year 2008 Option	\$8,032	\$5,000	\$7,556	\$3,784
Hours Annually	70 Hours	35 Hours	90 Hours	40 Hours