



TRANS-NATIONAL DEVELOPERS CONSULTANTS

2010 CONSULTING FEE SCHEDULE

1. HOURLY RATE BASIS

- Project Manager or Funding Economist: \$1400/day (\$175/hr)
- Senior Engineer: \$1200/day (\$150/hr)
- Staff Engineer – Civil, Electrical, etc: \$1000/day (\$125/hr)
- Other Staff Consultants: \$1000/day (\$125/hr)
- Standard Finder's Fee Schedule (See below)

2. CONTINGENCY BASIS (Not currently available to new clients)

- No retainer fee.
- Standard Finder's Fee Schedule (See below)
- No time commitment is promised or implied.

3. RETAINER BASIS

- \$5000 per month for a minimum of 3 months, paid at the beginning of each month.
- All retainer fees paid may be subtracted from the fee payable upon the consummation of a transaction.
- Retainer covers staff overhead, miscellaneous expenses, and at least 30 hours per month of a specified consultant's personal time.
- If the Project Seller has not established a set Finder's Fee for a given project, the following fee schedule will apply:

FEE SCHEDULE

- ... 5% Commission on the first million dollars of the transaction.
- ... 4% Commission on the second million dollars of the transaction.
- ... 3% Commission on the third million dollars of the transaction.
- ... 2% Commission on the fourth million dollars of the transaction.
- ... 1% Commission on everything over \$5 million, unless negotiated.
- ... 10% Commission on transactions less than \$250,000.

Examples:

A \$5 million transaction generates a \$150,000 commission (3%).

A \$10 million transaction generates a \$200,000 commission (2%).

Client will pay Consultant's pre-approved expenses and all fees will be paid within 10 days of transaction closing or be subject to a 1% per day late payment penalty.

Fees:

- Hourly rate is \$250 per hour for ongoing engagements with a retainer/deposit
- Hourly rate is \$375 per hour for non-engagements
- Cost effective hourly rates for longer term projects will be negotiated with the client
- A deposit of \$5,000 is generally required for all major projects and is credited back to the client on the last invoice
- Travel time is billed at 50% of normal hourly rate and calculated on a door to door basis
- No travel time charge for normal travel within the Greater Victoria area
- Telephone and email time spent on behalf of client projects will be billed in 15 minute increments at the agreed to hourly rate
- Work is client driven and there are no minimum number of hours per month
- Most of our client work is international and the average client engagement is between 8 to 20 hours per month.

Expenses:

- Domestic - Travel prepayment for air and ground transportation is at cost with air at either economy or business class as appropriate to schedules and travel distances.
- International - Travel prepayment for air and ground transportation is at cost with air at either economy or business class as appropriate to schedules and travel distances. VISA fees, per diems and expenses will be calculated and paid in advance of travel.
- Mileage for use of car outside the Great Victoria area is charged at the rate of \$.33 per kilometer.
- Overnight lodging, meals while traveling and other related expenses are billed at cost
- Support staff is billed at \$100 per hour for research and analysis and \$40 per hour for clerical services.
- Costs are billed as incurred.

Payment Terms and Conditions:

- Invoices are sent out at the end of each month or at the end of the project for engagements under 4 hours in duration
- Payment is expected upon receipt of the invoice
- Past due accounts are charged at a 1.5% per month interest rate.