



TO: Finance Committee, Tampa Sports Authority
Board of Directors, Tampa Sports Authority

FROM: Deltecia Jones, Procurement Manager

DATE: May 21, 2015

RE: Recommendation for Award – RFP #14-08 (Financial Audit & Related Services)

Please be advised that sealed proposals regarding the above-referenced service were received on Friday, May 1, 2015 at 2:00p.m. Requests for Proposal were issued to fifteen (15) prospective proposers and a total of eight (8) companies responded.

The Selection Committee shortlisted the following companies of the eight (8) respondents:

Rivero, Gordimer & Company
Mayer Hoffman McCann
Clifton Larson Allen

After interviews and a final ranking meeting held on Monday, May 18, 2015 at 2:00p.m., the Selection Committee Review Team final ranked the top Proposers as follows:

1. Rivero, Gordimer & Company
2. Clifton Larson Allen
3. Mayer Hoffman McCann

The Procurement Department has received and reviewed all proposals and follow up documentation submitted and recommended for award as the most responsible Proposer is Rivero, Gordimer & Company.

The recommendation is based on the following evaluation factors and/or criteria:

<u>Evaluation Criteria</u>	<u>Maximum Awarded Points</u>
Management Plan	50
Cost to Authority	35
Value Added Items	15
Minority Business Participation	5

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Recommendation for Award

RFP #14-08 (Financial Audit & Related Services)

The term of this contract shall be for a three (3) year period beginning October 1, 2015 through September 30, 2018. At the sole option of the Authority, this contract may be renewed for one additional two-year period, at the same terms and conditions. The second two year period would commence on October 1, 2018 through September 30, 2020.

Bids Evaluated By: David Byrne, VP of Finance and Administration
Erma Rinberger, Assistance VP of Stadium Operations
Tom Fesler, Director, Management & Budget (Hillsborough County)
Lorrie Simmons, General Accounting & Grants Supervisor (City of Tampa)
Deltacia Jones, Procurement Manager

cc: RFP File

Short List Reviewer Ranked by Rank

	Tom Fesler	Lorrie Simmons	David Byrne	Erma Rinberger	Average
1 Rivero, Gordimer & Company	2	3	1	1	1.75
2 Clifton Larson Allen	1	2	2	3	2.00
3 Mayer Hoffman McCann	3	1	3	2	2.25

Financial Audit and Related Services RFP

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Shortlist Interview Evaluation Form

Proposer:

Rivero Gordimer

Evaluation Criteria	Points Available	Points Awarded
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Management Plan	Points Available	Points Awarded
Organization and Proposed Management	20	19
History/Experience	15	15
Local Availability	15	15
Total	50	49

Cost To Authority	Points Available	Points Awarded
Base Cost	25	20
Hourly Cost for Additional Work	10	10
Total	35	30

Value Added Items	Points Available	Points Awarded
Additional Services or Cost Reductions	15	14
Total	15	14

Sub Total	100	93
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Disadvantaged Minority/Disadvantaged Women Business Enterprise Participation	Points Available	Points Awarded
Bonus Points	5	5
Total	5	5

Grand Total With Bonus Points	105	98
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Evaluator

David Byrne

Financial Audit and Related Services RFP

x

Shortlist Interview Evaluation Form

Proposer: Clifton Larsen Allen

Evaluation Criteria	Points Available		Points Awarded
Management Plan			
Organization and Proposed Management	20		18
History/Experience	15		14
Local Availability	15		15
Total	50		47
Cost To Authority			
Base Cost	25		25
Hourly Cost for Additional Work	10		7
Total	35		32
Value Added Items			
Additional Services or Cost Reductions	15		12
Total	15		12
Sub Total	100		91
Disadvantaged Minority/Disadvantaged Women Business Enterprise Participation			
Bonus Points	5		5
Total	5		5
Grand Total With Bonus Points	105		96

Evaluator David Byrne

Financial Audit and Related Services RFP

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Shortlist Interview Evaluation Form

Proposer: Mayer Hoffman McCann

Evaluation Criteria	Points Available	Points Awarded
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Management Plan		
Organization and Proposed Management	20	17
History/Experience	15	13
Local Availability	15	15
Total	50	45

Cost To Authority		
Base Cost	25	22.5
Hourly Cost for Additional Work	10	5
Total	35	27.5

Value Added Items		
Additional Services or Cost Reductions	15	13
Total	15	13

Sub Total	100	85.5
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Disadvantaged Minority/Disadvantaged Women Business Enterprise Participation		
Bonus Points	5	0
Total	5	0

Grand Total With Bonus Points	105	85.5
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Evaluator David Byrne

Andrew - Principal - St. Local Govt & SD
90-95
Local Govt - Technical
30 yrs ✓

Clifton Larson Allen

David Byrne

SHORTLISTED COMPANIES

Rivero, Gordimer & Company, P.A. Monday May 18, 2015 at 9:30 a.m.

Clifton Larson Allen..... Monday, May 18, 2015 at 10:30 a.m.

Mayer Hoffman McCann, P.C. Monday, May 18, 2015 at 11:30 a.m.

Each presentation shall be limited to 30 minutes with a 15 minute question and answer period after the presentation.

Final rankings will be based upon the following criteria, therefore please use your shortlist presentation to highlight these strengths or omissions from your submitted proposal.

Organization and Proposed Management

HART - Hills City Aviation Authority - Bonds - Ruth Eckerd

Manatee Civic Center
Golf Course - Manatee - Temple Terrace - Largo
Eckerd Hall - Tampa Sports Commission.

History/Experience

Natural Firm

Local Availability

Base Cost

Hourly Cost for Additional Work

Additional Services or Cost Reductions

Specialist IT - Computer

Please be prepared to answer the following questions:

1. Define what differentiates your firm from other firms.

Audit approach - yields more efficient questions. - Payroll example
- Example eliminate journal entry uses.
SMARTER

EFFICIENT

2. How does your firm add value to your audit services?

Acts reasonable example
C-C - pay to industry ags. -
GC cost of operations - fertilized

Hack ✓

Security Awareness Seminar
Telecom analysis

3. How responsive can we expect your firm to be?

- ✓ Airport transition
educated prepared - learn

- immediately

Byrne

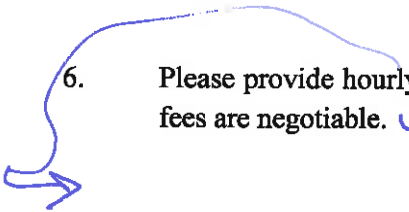
David Byrne

25%
industry

4. What is your staff turnover rate? = < 12% TO

5. If proposed, please describe the involvement of subcontracted firm in the engagement.

Antonio Chase - PWC 1992
own firm 2006-



6. Please provide hourly fees, if not included in proposal response. Please indicate if these fees are negotiable. Yes

7. Please be prepared to describe instances when fees would be incurred beyond the base cost of the engagement (when does hourly billing take place)?

Forwarded. upfront.
↳ profits

8. Please describe what expenses would not be included in your base audit fee. Please indicate if your base audit fee is negotiable.

Yes

None

9. Please provide an explanation of your/engagement team's familiarity with Navigator.

Use Navigator at detail - input into their system,
Great Plains - Import

10. Have you ever audited any sports or entertainment facilities?

Yes

Sue
20-16 by 4
govt-non-profit

Crystal - Sr.
8

Laura
35 all non-profit
govt

DAVID Byrne

SHORTLISTED COMPANIES

Rivero, Gordimer & Company, P.A. Monday May 18, 2015 at 9:30 a.m.

Clifton Larson Allen..... Monday, May 18, 2015 at 10:30 a.m.

✓ Mayer Hoffman McCann, P.C. Monday, May 18, 2015 at 11:30 a.m.

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Robert

David

Arer Kirkland, Russ

Best consulting firm

FRS
OPEB

Organization and Proposed Management
Large firm -
100+ years served.
History/Experience

Page 6

PSA - Transit Auth
City St. Pete / Clearwater
100+ single audits for proposing

Crystal /
Sarasota City
Monitor
team. 1.

Local Availability

150 professionals, 5th largest in Tampa,

Base Cost

Hourly Cost for Additional Work

Additional Services or Cost Reductions

— HUB — Audit list —
PCI — Construction Cost Review. Risk based — SAS 99 —

Please be prepared to answer the following questions:

1. Define what differentiates your firm from other firms.

Suggest to consider interim procedures.
National firm w/ local presence

2. How does your firm add value to your audit services?

— Clearwater transition —
→ other consulting
Audit efficiencies — Journal entries for Bond
— Pension requirements

3. How responsive can we expect your firm to be?

Testimonials — Local CW

Byrne

4. What is your staff turnover rate?

Not going to other firms necessarily

16% (TO)

→ higher bk national

5. If proposed, please describe the involvement of subcontracted firm in the engagement.

6. Please provide hourly fees, if not included in proposal response. Please indicate if these fees are negotiable.

who
Yes

7. Please be prepared to describe instances when fees would be incurred beyond the base cost of the engagement (when does hourly billing take place)?

Δ in scope.

8. Please describe what expenses would not be included in your base audit fee. Please indicate if your base audit fee is negotiable.

all inclusive → YES
no travel - photocopies

9. Please provide an explanation of your/engagement team's familiarity with Navigator.

Robert Limi →

10. Have you ever audited any sports or entertainment facilities?

→ BUCS - while at KPMG → Lowry Park Zoo
Pete Eckerd Hall - Florida Orchestra.

Leslie - in field
AICPA
Govt

State
Sign Le
Audit

AICPA
pass

(RA)

TSA-10/15 → Chris
15+

Steve
20/15

Sam
30+

David Byrne
Human
35/15 = 31/16

SHORTLISTED COMPANIES

- Rivero, Gordimer & Company, P.A. Monday May 18, 2015 at 9:30 a.m.
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TEAM
Special Dist - 40 people
10-yr Sports Authority - Timely

Organization and Proposed Management
Remained focused in area
Tampa focused - Authority SP

History/Experience
Special Independent District
Tampa Peitt Hills Hwy Auth

Local Availability
- All local team

Base Cost included

Hourly Cost for Additional Work included

Additional Services or Cost Reductions
Cash receipt policy - CFO turnover - legal assistance @ no charge

1983 All partners started as staff.
15 years Part/Temp Adh.

Condo Association Tax reporting.

Please be prepared to answer the following questions:

1. Define what differentiates your firm from other firms.

Focused in Spec Dist - not in an act w/ economy.
Certified Fraud Examiner -
Special District/Authority focused.

2. How does your firm add value to your audit services?

Technical report delivered to all levels of understanding.
All levels of staff had asked ?'s w/o charge.
Govt continue extra govt training b/c area of focus.
Get reconcile w/ City.
Transition Band mgmt.

3. How responsive can we expect your firm to be?

local - proven responsiveness
Leslie?

Byrne

4. What is your staff turnover rate? *low less than 10%*
15 year team experience.

5. If proposed, please describe the involvement of subcontracted firm in the engagement.

N/A

6. Please provide hourly fees, if not included in proposal response. Please indicate if these fees are negotiable. *Yes*
5% discount

7. Please be prepared to describe instances when fees would be incurred beyond the base cost of the engagement (when does hourly billing take place)?

Added, bond ?'s → Forearmed Tax Return Condo - no added costs.
No additional.

8. Please describe what expenses would not be included in your base audit fee. Please indicate if your base audit fee is negotiable. *Yes*

None-

9. Please provide an explanation of your/engagement team's familiarity with Navigator.

Microsoft Dynamics worked through *Save staff time.*

10. Have you ever audited any sports or entertainment facilities?

Aviation Authority. *TSA/V* *↓ MOST* *Tampa PA*
Agreements Contracts *FL Strawberry*
Glazier Childrens
Valspar Classic

Fesler

Financial Audit and Related Services RFP

Shortlist Interview Evaluation Form

Proposer: Clifton Larson Allen

Evaluation Criteria	Points Available	Points Awarded
Management Plan		
Organization and Proposed Management	20	19
History/Experience	15	14
Local Availability	15	15
Total	50	48

Cost To Authority	Points Available	Points Awarded
Base Cost	25	25
Hourly Cost for Additional Work	10	8
Total	35	33

Value Added Items	Points Available	Points Awarded
Additional Services or Cost Reductions	15	14
Total	15	14

Sub Total	100	95
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Disadvantaged Minority/Disadvantaged Women Business Enterprise Participation	Points Available	Points Awarded
Bonus Points	5	5
Total	5	5

Grand Total With Bonus Points	105	100
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Evaluator Fesler

Financial Audit and Related Services RFP

Shortlist Interview Evaluation Form

Proposer: *Rivero, Gordimer*

Evaluation Criteria	Points Available	Points Awarded
Management Plan		
Organization and Proposed Management	20	<i>17</i>
History/Experience	15	<i>14</i>
Local Availability	15	<i>15</i>
Total	50	<i>46</i>

Cost To Authority		
Base Cost	25	<i>21</i>
Hourly Cost for Additional Work	10	<i>10</i>
Total	35	<i>31</i>

Value Added Items		
Additional Services or Cost Reductions	15	<i>12</i>
Total	15	<i>12</i>

Sub Total	100	<i>89</i>
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Disadvantaged Minority/Disadvantaged Women Business Enterprise Participation		
Bonus Points	5	<i>5</i>
Total	5	<i>5</i>

Grand Total With Bonus Points	105	<i>94</i>
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Evaluator *Fesler*

Fesler

Financial Audit and Related Services RFP

Shortlist Interview Evaluation Form

Proposer: Mayer Hoffman

Evaluation Criteria	Points Available	Points Awarded
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Management Plan	Points Available	Points Awarded
Organization and Proposed Management	20	17
History/Experience	15	12
Local Availability	15	15
Total	50	44

Cost To Authority	Points Available	Points Awarded
Base Cost	25	22
Hourly Cost for Additional Work	10	6
Total	35	28

Value Added Items	Points Available	Points Awarded
Additional Services or Cost Reductions	15	13
Total	15	13

Sub Total	100	85
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Disadvantaged Minority/Disadvantaged Women Business Enterprise Participation	Points Available	Points Awarded
Bonus Points	5	0
Total	5	0

Grand Total With Bonus Points	105	85
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Evaluator Fesler

Foster

SHORTLISTED COMPANIES

Rivero, Gordimer & Company, P.A. Monday May 18, 2015 at 9:30 a.m.

✓ **Clifton Larson Allen..... Monday, May 18, 2015 at 10:30 a.m.**

Mayer Hoffman McCann, P.C. Monday, May 18, 2015 at 11:30 a.m.

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Final rankings will be based upon the following criteria, therefore please use your shortlist presentation to highlight these strengths or omissions from your submitted proposal.

Organization and Proposed Management

History/Experience

Local Availability

Base Cost

Hourly Cost for Additional Work

Additional Services or Cost Reductions

Please be prepared to answer the following questions:

1. Define what differentiates your firm from other firms.

Data mining and specialized resources

2. How does your firm add value to your audit services?

PCI Specialized Analysis of IT Environment and controls IT Security Review

3. How responsive can we expect your firm to be?

Fester

Page 2
Shortlisted Companies – RFP #14-08
Financial Audit & Related Services, Tampa Sports Authority

4. What is your staff turnover rate?

12%

5. If proposed, please describe the involvement of subcontracted firm in the engagement.

Antonio Chase

6. Please provide hourly fees, if not included in proposal response. Please indicate if these fees are negotiable.

7. Please be prepared to describe instances when fees would be incurred beyond the base cost of the engagement (when does hourly billing take place)?

8. Please describe what expenses would not be included in your base audit fee. Please indicate if your base audit fee is negotiable.

9. Please provide an explanation of your/engagement team's familiarity with Navigator.

10. Have you ever audited any sports or entertainment facilities?

Experience with golf course operations

HART
Aviation Authority

Ruth Ekord Hall

Fesler

SHORTLISTED COMPANIES

Rivero, Gordimer & Company, P.A. Monday May 18, 2015 at 9:30 a.m.

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Final rankings will be based upon the following criteria, therefore please use your shortlist presentation to highlight these strengths or omissions from your submitted proposal.

Organization and Proposed Management

History/Experience

Local Availability

Base Cost

Hourly Cost for Additional Work

Additional Services or Cost Reductions

Please be prepared to answer the following questions:

1. Define what differentiates your firm from other firms.

2. How does your firm add value to your audit services?

*Benefits Consulting
Cost Recovery Audits*

3. How responsive can we expect your firm to be?

Testimonials

Tom Fessler

4. What is your staff turnover rate?

16%

5. If proposed, please describe the involvement of subcontracted firm in the engagement.

None

6. Please provide hourly fees, if not included in proposal response. Please indicate if these fees are negotiable.

7. Please be prepared to describe instances when fees would be incurred beyond the base cost of the engagement (when does hourly billing take place)?

8. Please describe what expenses would not be included in your base audit fee. Please indicate if your base audit fee is negotiable.

No additional Fee

9. Please provide an explanation of your/engagement team's familiarity with Navigator.

10. Have you ever audited any sports or entertainment facilities?

PSTA
Cities

Lowry Park Zoo

Tampa Bay Bucs
Golf Courses

Fesler

SHORTLISTED COMPANIES

- ✓ **Rivero, Gordimer & Company, P.A. Monday May 18, 2015 at 9:30 a.m.**
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- Mayer Hoffman McCann, P.C. Monday, May 18, 2015 at 11:30 a.m.**

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Final rankings will be based upon the following criteria, therefore please use your shortlist presentation to highlight these strengths or omissions from your submitted proposal.

Organization and Proposed Management

History/Experience

Local Availability

Base Cost

Hourly Cost for Additional Work

Additional Services or Cost Reductions

Please be prepared to answer the following questions:

1. Define what differentiates your firm from other firms.

Strong local representation by Partners

2. How does your firm add value to your audit services?

3. How responsive can we expect your firm to be?

Fester

4. What is your staff turnover rate?

10%

5. If proposed, please describe the involvement of subcontracted firm in the engagement.

None

6. Please provide hourly fees, if not included in proposal response. Please indicate if these fees are negotiable.

7. Please be prepared to describe instances when fees would be incurred beyond the base cost of the engagement (when does hourly billing take place)?

8. Please describe what expenses would not be included in your base audit fee. Please indicate if your base audit fee is negotiable.

None

9. Please provide an explanation of your/engagement team's familiarity with Navigator.

10. Have you ever audited any sports or entertainment facilities?

Incumbent

MOSI

Valspar Golf

Glazer Museum

Financial Audit and Related Services RFP

Shortlist Interview Evaluation Form

Proposer: Rivero Gordimer & Co.

Evaluation Criteria	Points Available	Points Awarded
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Management Plan		
Organization and Proposed Management	20	20
History/Experience	15	15
Local Availability	15	15
Total	50	50

Cost To Authority		
Base Cost	25	23
Hourly Cost for Additional Work	10	10
Total	35	33

Value Added Items		
Additional Services or Cost Reductions	15	15
Total	15	15

Sub Total	100	98
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Disadvantaged Minority/Disadvantaged Women Business Enterprise Participation		
Bonus Points	5	5
Total	5	5

Grand Total With Bonus Points	105	103
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Evaluator Ernest D. Riley

Financial Audit and Related Services RFP

Shortlist Interview Evaluation Form

Proposer: Mayer Hoffman McCann

Evaluation Criteria	Points Available	Points Awarded
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Management Plan	Points Available	Points Awarded
Organization and Proposed Management	20	19
History/Experience	15	15
Local Availability	15	15
Total	50	49

Cost To Authority	Points Available	Points Awarded
Base Cost	25	24
Hourly Cost for Additional Work	10	8
Total	35	32

Value Added Items	Points Available	Points Awarded
Additional Services or Cost Reductions	15	14
Total	15	14

Sub Total	100	95
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Disadvantaged Minority/Disadvantaged Women Business Enterprise Participation	Points Available	Points Awarded
Bonus Points	5	0
Total	5	0

Grand Total With Bonus Points	105	95
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Evaluator Uma Y. Reinger

Financial Audit and Related Services RFP

Shortlist Interview Evaluation Form

Proposer: Clifton Larson Allen

Evaluation Criteria	Points Available	Points Awarded
Management Plan		
Organization and Proposed Management	20	17
History/Experience	15	15
Local Availability	15	13
Total	50	45

Cost To Authority		
Base Cost	25	25
Hourly Cost for Additional Work	10	8
Total	35	33

Value Added Items		
Additional Services or Cost Reductions	15	11
Total	15	11

Sub Total	100	89
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Disadvantaged Minority/Disadvantaged Women Business Enterprise Participation		
Bonus Points	5	5
Total	5	5

Grand Total With Bonus Points	105	94
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Evaluator Erica D. Reizer

Rivero Gordimer & Co

38,800

13,200

156,000 3yrs

52,000

only one time Add'l ^{Bonds} Costs

Price is Negotiable

175

125

100

85

70

40

Herman

Steve
Sam

Chris

Leslie

15 yrs Experience

Local owned & operated

Back Ground

1983

40 People

All meetings - Attend - Timely Audits
Minority, (S) up to Date on Education
& New Laws

Turnover 10%

Knows Navigator

Notes -
Erin Zinberger

Clifton Larson Allen

46,000

47,000

48,000

141,000 3 yrs

↓
is Negotiable

Golf Course & Municiple Exp (Manatee County)
Does have Sports & Concession Exp

No Hourly Rates

Neg Will Provide

225 185 145 105

50

3/4 Detail

Antonio Chase - Will Be Used in Audit
(Larex Roll)

National Firm

Local - will go through Lakeland
Does have Local office Office (IT)

Turnover - 12%

Responsive - immediately

Has Exp Navigator

Minority (5)

43
33
187

88
74
12

83
5
88

43
33
76

Notes - Erma
Kinberger

Mayer Hoffman & McCann

37,500

12,000

49,500

⑤ 148,500 3 yrs

will
Negot

275, 225, 175, 140 - will
Negot

City St Pete Clearwater Transit Auth

25 yrs 20 yrs 8 yrs

2nd Review after it's Done.

National

Turnover 16%

All Local in Tampa office

Responsive - Very

Change in the scope will bring
Hourly Rates

No Travel in Addition

Does have some Exp Navigator

Buccaneers

Museum of Arts

Financial Audit and Related Services RFP

①

Shortlist Interview Evaluation Form

Proposer: *Mayer Hoffman McCann, P.C.*

Evaluation Criteria	Points Available	Points Awarded
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Management Plan	Points Available	Points Awarded
Organization and Proposed Management	20	<i>18</i>
History/Experience	15	<i>15</i>
Local Availability	15	<i>15</i>
Total	50	<i>48</i>

Cost To Authority	Points Available	Points Awarded
Base Cost	25	<i>25</i>
Hourly Cost for Additional Work	10	<i>10</i>
Total	35	<i>35</i>

Value Added Items	Points Available	Points Awarded
Additional Services or Cost Reductions	15	<i>15</i>
Total	15	<i>15</i>

Sub Total	100	<i>98</i>
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Disadvantaged Minority/Disadvantaged Women Business Enterprise Participation	Points Available	Points Awarded
Bonus Points	5	
Total	5	

Grand Total With Bonus Points	105	<i>98</i>
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Evaluator *Louise Simmons*

Financial Audit and Related Services RFP

②

Shortlist Interview Evaluation Form

Proposer: Clifton Larson Allen

Evaluation Criteria		Points Available	Points Awarded
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Management Plan			
Organization and Proposed Management		20	20
History/Experience		15	15
Local Availability		15	12
Total		50	47

Cost To Authority			
Base Cost		25	25
Hourly Cost for Additional Work		10	5
Total		35	30

Value Added Items			
Additional Services or Cost Reductions		15	15
Total		15	15

Sub Total		100	92

Disadvantaged Minority/Disadvantaged Women Business Enterprise Participation			
Bonus Points		5	5
Total		5	5

Grand Total With Bonus Points		105	97

Evaluator Louie Seminary

Financial Audit and Related Services RFP

③

Shortlist Interview Evaluation Form

Proposer: Rivero, Gordimer + Company, P.A.

Evaluation Criteria	Points Available	Points Awarded
---------------------	------------------	----------------

Management Plan	Points Available	Points Awarded
Organization and Proposed Management	20	15
History/Experience	15	15
Local Availability	15	15
Total	50	45

Cost To Authority	Points Available	Points Awarded
Base Cost	25	20
Hourly Cost for Additional Work	10	10
Total	35	30

Value Added Items	Points Available	Points Awarded
Additional Services or Cost Reductions	15	10
Total	15	10

Sub Total	100	85
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Disadvantaged Minority/Disadvantaged Women Business Enterprise Participation	Points Available	Points Awarded
Bonus Points	5	5
Total	5	5

Grand Total With Bonus Points	105	90
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Evaluator Louie Simmons

Lorre

SHORTLISTED COMPANIES

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Organization and Proposed Management

History/Experience

state/local government, Manatee, Largo with Golf Course Operations

Local Availability

POC, Principal here locally

independent Special District HART Airport Authority

Base Cost

Hourly Cost for Additional Work

Additional Services or Cost Reductions

Telecom Expenses analysis then maybe additional if project arise

Please be prepared to answer the following questions:

1. Define what differentiates your firm from other firms.

Data analysis of Trial Balance with **IDEA** software that can assist with identifying Risk more efficient with data mining Deep bench of resources with Specialist

2. How does your firm add value to your audit services?

the additional analytics Analytics of Operations and growth or salaries Specialist to implement technical analysis and reports Information Security testing

3. How responsive can we expect your firm to be?

Proactive, quickly respond, learn upfront, HART, Airport, references Answer immediately

Andrew Haffner - Engagement Principal

Walter Wikstroms QC Aaron Crall Primary POC

Corrie

4. What is your staff turnover rate?
Turnover right at about 12%
Last year has been lower.
5. If proposed, please describe the involvement of subcontracted firm in the engagement.
Antonio Chase integral part.
6. Please provide hourly fees, if not included in proposal response. Please indicate if these fees are negotiable.
Hourly fees will be provided
7. Please be prepared to describe instances when fees would be incurred beyond the base cost of the engagement (when does hourly billing take place)?
Yes, anything negotiable
8. Please describe what expenses would not be included in your base audit fee. Please indicate if your base audit fee is negotiable. ^{But no additional fees}
Out of the ordinary scope of the audit. mutual understanding with ^{outside of audit} upfront dialogue.
9. Please provide an explanation of your/engagement team's familiarity with Navigator.
MS Navigator familiar but will use their software to export data.
10. Have you ever audited any sports or entertainment facilities?
Yes, golf courses, HART.

SHORTLISTED COMPANIES

Rivero, Gordimer & Company, P.A. Monday May 18, 2015 at 9:30 a.m.

Clifton Larson Allen..... Monday, May 18, 2015 at 10:30 a.m.

Mayer Hoffman McCann, P.C. Monday, May 18, 2015 at 11:30 a.m.

Each presentation shall be limited to 30 minutes with a 15 minute question and answer period after the presentation.

Final rankings will be based upon the following criteria, therefore please use your shortlist presentation to highlight these strengths or omissions from your submitted proposal.

Organization and Proposed Management

History/Experience

Transit authority, municipalities
Governmental Audits and Single Audit

Local Availability

Yes but review of it of state
Sports Entertainment
Golf Course

Base Cost

All inclusive fee
Tampa, Clearwater area will staff this engagement

Hourly Cost for Additional Work

Schedule provided

Additional Services or Cost Reductions

can provide IC reports and attestations
less than prior auditors

Please be prepared to answer the following questions:

1. Define what differentiates your firm from other firms.

Audit efficiencies the Hub
SAS 99
Risk based approach
National firm but local services

2. How does your firm add value to your audit services?

the Hub helps streamline processes
add an interim
audit efficiencies, looking at other services

3. How responsive can we expect your firm to be?

testimonials very responsive

35+ years experience
Excellent references

Corria

4. What is your staff turnover rate?

16% within industry standard

5. If proposed, please describe the involvement of subcontracted firm in the engagement.

N/A

6. Please provide hourly fees, if not included in proposal response. Please indicate if these fees are negotiable.

no additional out of pocket negotiable

7. Please be prepared to describe instances when fees would be incurred beyond the base cost of the engagement (when does hourly billing take place)?

Will discuss based on project hourly rates can be discussed
Change in scope or addendum

8. Please describe what expenses would not be included in your base audit fee. Please indicate if your base audit fee is negotiable.

negotiable; no out of pocket for travel
* all inclusive

9. Please provide an explanation of your/engagement team's familiarity with Navigator.

Yes Expertise in MS Dynamic Navigating Software
Robert Chini expert in Navigator Software

10. Have you ever audited any sports or entertainment facilities?

yes, HART, Golf Courses, see handout
Tampa Bay Bucs, Lowry Park Zoo
Ruth's Eckerd Hall see handout

Lorrie

SHORTLISTED COMPANIES

- Rivero, Gordimer & Company, P.A. Monday May 18, 2015 at 9:30 a.m. 10:00 am
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Final rankings will be based upon the following criteria, therefore please use your shortlist presentation to highlight these strengths or omissions from your submitted proposal.

Organization and Proposed Management

Leslie - Lead Auditor

History/Experience (10 years)

Govt experience growth / Special Independent Districts / Rotated Managers with Interest

Local Availability

All managers are local, available

Large non-profit

Base Cost

Cost effective

Hourly Cost for Additional Work

Discounted

Additional Services or Cost Reductions

15+
Opened in
* 1983
40 people
currently

Please be prepared to answer the following questions:

1. Define what differentiates your firm from other firms.

Team approach, specialize in Authorities
Do not select every client, very selective on who they accept as a client.

2. How does your firm add value to your audit services?

Experience with Nonprofit, Government rather the larger Private sector publicly traded companies.
Strong focus on local government authorities

3. How responsive can we expect your firm to be?

Available, local, all Managers are here.
Here for all meetings, finance meetings, and issues can be addressed.
Responsive and able to answer.

Corrie

4. What is your staff turnover rate?
15 years experience
Less than 10% turnover
5. If proposed, please describe the involvement of subcontracted firm in the engagement.
No subcontractors
6. Please provide hourly fees, if not included in proposal response. Please indicate if these fees are negotiable.
Offered at discounted rates
fees have been reduced over the years
7. Please be prepared to describe instances when fees would be incurred beyond the base cost of the engagement (when does hourly billing take place)?
Described in proposal, no additional amounts related to audit
Additional fees related to bond issue
8. Please describe what expenses would not be included in your base audit fee. Please indicate if your base audit fee is negotiable.
Everything is negotiable, but no other expenses.
9. Please provide an explanation of your/engagement team's familiarity with Navigator.
All familiar with MS Navigator
10. Have you ever audited any sports or entertainment facilities?
Yes 10 years with Tampa Sports Authority
In addition Mosi Glazer Museum, MOST,
Tampa Port Authority, Aviation Authority.