

**EXHIBIT B, Attachment 1
(Standard Agreement)**

COST WORKSHEET

In Table 1: Rates identified in the Cost Worksheet shall be fully loaded and inclusive of all direct and indirect costs for all activities, labor, materials, tools, equipment, and travel required to perform and/or support services under this Agreement.

Deliverable	Estimated Percentage of Contract Total*	Fixed Cost Payment Amount Per Item
Work Stream 1: Landscape Scan and Diagnostic	30%	
Work Stream 2: Strategic Goal Development and Leadership Alignment	30%	
Work Stream 3: KPI Framework, Implementation Roadmap, and Budget Alignment	10%	
Work Stream 4: One-Year Business Planning Tools and Templates	20%	
Work Stream 5: Communications, Change Management, and Adoption	10%	

*This column is for informational purposes only and intended to assist Proposers determine a total cost.

In Table 2: *This table is for informational purposes only.* Rates, please identify the key positions with descriptions and fully loaded hourly rates which should be inclusive of indirect costs. Fully loaded hourly rates should include indirect costs: fringe, overhead, as well as general and administrative expenses(G&A) and any profits or other fees. Please add additional rows as needed for each position. Actual hours worked may differ depending on the services required during the term of the Agreement.

Personnel Description	Estimated Hours	Fully Loaded Hourly Rate	Extended Total

Total Contract Amount: \$ _____