

EXHIBIT A

Pricing

This appendix is provided separate from the rest of the **Daymark Energy Advisors** proposal, as requested in the Commission’s RFP.

This appendix includes our team’s hourly billing rates, as well as example pricing schemes for example project types.

Confidential Billing Rates – Daymark Energy Advisors

LEVEL	2018 HOURLY RATES
President	\$375
Principal Consultant	\$350
Managing Consultant	\$285
Senior Consultant	\$230
Consultant	\$190
Senior Analyst	\$155
Analyst	\$140

Confidentiality of our rates

Daymark Energy Advisors considers its billing rates and other financial information proprietary and confidential, and not for public viewing/disclosure. We ask that you treat this information as confidential and exempt from disclosure. Daymark Energy Advisors has used its best efforts to maintain the confidentiality of financial information and its disclosure could competitively harm our firm.

Confidential Pricing Schemes for Example Projects

Based on prior work efforts, for both the Guam Commission and other commissions and stakeholders engaging in similar regulatory dockets, the following pricing schemes can be used as budgetary guidelines for the expected types of services we expect to provide, pursuant to this proposal.

EXAMPLE PROJECT	ESTIMATED HOURS	ESTIMATED PRICE
Bond review (per utility)	55 hours	\$11,000
Revenue requirement review (per utility)	250 hours	\$61,600
Load forecast review	780 hours	\$180,000

Our proposal for pricing and fees in service to the Commission is likely to be a combination of time and materials based assignments – some with a not to exceed agreement where scope is well defined – and others with regular communication of spend to the Commission where scope is not easy to define. We also anticipate that we could include fixed fee assignments in which we price the deliverable as a fee and do not charge on an hourly basis.

We are open to discussion of the pricing approach – our team is comprised of a variety of staff levels in addition to the leadership team introduced here – therefore we can balance the higher hourly fees with lower level staff and reduce the average hourly rate on all assignments.