



275 W Campbell Road
Suite 440
Richardson, TX 75080
Phone: (972) 680-2000

May 13, 2025
via email

Ray Silva-Reyes
Director of Public Works
City of Farmers Branch, TX
13000 William Dodson
Farmers Branch, TX 75234

Subject: Rate Study Scope Pricing

Ray,

Per our discussion regarding rate study scope items needed by the City, I'm including pricing and scope for the details we discussed.

Consultant and Client agree that this Contract will be for the following scope items, unless specifically agreed upon by both NewGen and the City of Farmers Branch.

Scope of Services

This contract will include the following scope items:

- Customer data evaluation and financial data analysis
- 2 Staff Meetings (in person or video at client's preference)
- 2 Council Workshops or Public Meetings (in person)
- Rate design scenario analysis

Fee for Services

The cost associated with this contract is a lump sum, not-to-exceed cost of \$ 19,957, including expenses.

Should additional meetings or services be requested, they will be priced based upon the hours required and the following hourly rates.

**NewGen Strategies and Solutions
2025 Billing Rates**

Position	Hourly Billing Rate
Partner	\$280 – \$425
Principal	\$265 – \$425
Senior Manager	\$235 – \$295
Manager	\$205 – \$245
Senior Consultant	\$180 – \$205
Consultant	\$165 – \$180
Administrative Services	\$135

Note: Billing rates are subject to change based on annual reviews and salary increases.

City of Farmers Branch, TX

NewGen Strategies and Solutions, LLC

Richard L. Campbell

Signature _____

Signature _____

Name _____

Name Richard L Campbell

Title _____

Title Managing Director - Water

Date _____

Date 05/13/2025

Sincerely,

NewGen Strategies and Solutions, LLC

Richard L. Campbell

Richard L Campbell
Managing Director – Water Practice