

**J. R. HUSTON CONSULTING**  
**“Down Economy Rates”**  
**(Rate Card # 46)**

| <u>Consulting:</u>                                                                                                                          | <u>Rate</u>                                  | <u>Expenses</u>                  | <u>W/ Discount-#</u>    | <u>Remarks</u> |
|---------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------|----------------------------------|-------------------------|----------------|
| <b>Bidding with confidence (BWC)</b>                                                                                                        | \$3,295                                      | *, ## Incl.                      | \$2,400 *               | 1 day on site  |
| Snow & winter work bidding with confidence (S-W-BWC)                                                                                        | \$3,295                                      | *, ## Incl.                      | \$2,400 *               | 1 day on site  |
| Designing with confidence Dynascape training (DWC)                                                                                          | \$3,295                                      | *, ## Incl.                      | \$2,400 *               | 1 day on site  |
| Strategic planning with confidence (SPWC)                                                                                                   | \$3,295                                      | *, ## Incl.                      | \$2,400 *               | 1 day on site  |
| <b>Whole day (over 4 and up to 8 hours in 1 day)</b>                                                                                        | <b>\$1,700</b>                               | <b>** \$400</b>                  | <b>\$1,400 + exp. #</b> |                |
| <b>Half day (up to 4 hours in 1 day in AM or PM)</b>                                                                                        | <b>\$1,100</b>                               | <b>** \$300</b>                  | <b>\$900 + exp.#</b>    |                |
| Hourly (3 or less hours)                                                                                                                    | \$350/hr                                     | ** \$75/hr                       | \$275 + exp.#           |                |
| <b>Telephone or webinar consulting</b>                                                                                                      | <b>\$5/min</b>                               | <b>*** None</b>                  | <b>\$4/min #</b>        |                |
| <b><u>Seminars / Talks / Speakers bureau:</u></b>                                                                                           |                                              |                                  |                         |                |
| Full day (over 4 and up to 8 hours)                                                                                                         | \$3,500                                      | Plus expenses (\$500 **)         |                         |                |
| Half day (up to 4 hours either in am or pm)                                                                                                 | \$2,750                                      | Plus expenses (\$500 **)         |                         |                |
| Colleges & Technical schools                                                                                                                | No charge                                    | None                             |                         |                |
| Talks: Local Association Chapters (sub-state level)                                                                                         | \$250                                        | case-by-case                     |                         |                |
| <b><u>Workshops:</u></b> (cost to associations & vendors)                                                                                   | \$3,500/day                                  | Plus expenses (\$500 **)         |                         |                |
| <b><u>Webinars:</u></b> (cost to associations & vendors)                                                                                    | \$2,750/day                                  | For up to 10 attendees           |                         |                |
| <b><u>Webinars:</u></b> (sponsored by JRHC): Internet Estimating Workshop (4 two hour modules) \$200 per module, \$600 for all four modules |                                              |                                  |                         |                |
| GBC Internet Estimating Workshop (4 two hour modules)                                                                                       | \$150 per module, \$400 for all four modules |                                  |                         |                |
| *****                                                                                                                                       |                                              |                                  |                         |                |
| Brainstorming meeting                                                                                                                       | \$995                                        | First person (up to four people) |                         |                |
|                                                                                                                                             | \$95                                         | Each additional person over four |                         |                |
| Brainstorming meeting for GBC members                                                                                                       | \$695                                        | First person (up to four people) |                         |                |
|                                                                                                                                             | \$75                                         | Each additional person over four |                         |                |

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\* Special introductory offer for new clients. Includes a 50% discount on any of Mr. Huston’s books, audio books, or MS Excel CDs and 90 days of free telephone support. Consulting is conducted in conjunction with other clients to economize on travel expenses.

\*\* Expense rate applies for clients where travel is required and whose consulting is conducted in conjunction with other clients consulting. Expense rate for mileage is \$.50 per mile if an overnight stay is not required. Expense rate for seminars and workshops is \$500 per day or actual expenses, whichever is greater.

\*\*\* Telephone consulting billed when consulting occurs at current rate.

# Discount is for repeat clients.

## Includes book, audio CD.

**Notes:** (1). All fees and expense reimbursements are due & payable at end of consultation unless arranged prior to consultation.  
(2). For stand-alone consultations, payment of 50% of consultation fee plus 50% of expenses (or 100% of airfare, if applicable) is required prior to/and in order to schedule a consultation. **Refunds will only be made for expense portion of down payment unless cancellation notice is received in writing 21 days prior to date of consultation. Airfare refunds will be provided only if refunds are obtainable from airlines.**