



1 March 2024

Ary Faraji  
Salt Lake City Mosquito Abatement District (SLCMAD)  
2215 North 2200 West  
Salt Lake City, UT 84116

RE: PROPOSAL FOR CREATION OF FINANCIAL SUSTAINABILITY MODEL AND RATE ANALYSIS

Dear Ary:

Zions Public Finance enthusiastically submits this Proposal to provide consulting services to SLCMAD to create an Excel financial model that will evaluate growth in operating expenses, need for capital projects, debt obligations, growth in taxable value and other factors that influence the amount of property taxes that need to be charged. We greatly enjoyed working with you on this project a few years ago and are eager to assist you in updating your model.

Information that we will need in order to move forward includes:

- 3-years of historic budgets, including detailed operating expenses
- Projected capital projects, costs and year anticipated
- Cash balance
- Breakout of taxable value for the past few years (showing growth in appreciation v. new construction); if you do not have this we can research this
- Any outstanding debt and amortization schedules (we can get this from Brian)

The proposed fee for the financial sustainability model and rate analysis is \$8,500.

Please feel free to give me a call if you have questions or need any further information. We look forward to working with you.

Best Regards,

A handwritten signature in cursive script that reads "Susie Becker".

Susie Becker  
Vice President, Zions Public Finance, Inc.