



J A M E S H O G G A N
+ A S S O C I A T E S I N C.

December 8, 2008

Geoff Meggs
City of Vancouver
453 West 12th Avenue
Vancouver, BC V5Y 1V4

SENT BY EMAIL

Dear Geoff:

Re: Communications Support for the City of Vancouver

Thank you for contacting Hoggan & Associates.

We welcome the opportunity to work with you and the City of Vancouver to provide ongoing communications support for the City and its involvement in the 2010 Olympic Athletes' Village.

As discussed, Hoggan will assist the City with the following communications activities:

- Provide ongoing strategic communications counsel
- Plan and execute stakeholder relations
- Develop and refine messaging
- Conduct media training (if required)
- Advise city staff that supports the communications effort

Given the high-level nature of this project, Hoggan's team primarily will be comprised of three senior level consultants, including:

- Jim Hoggan, president
- Nancy McHarg, vice president, strategic counsel
- Kristin Treat, vice president



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Similar to other professional service firms, Hoggan's fees are based on hourly rates. Below you will find our 2008/2009 rack rates as well as a special government rate we have prepared for the City of Vancouver for this specific project.

| 2008/2009 Rack Rates | Hourly Rate |
|-----------------------------|--------------------|
| Jim Hoggan | \$350 |
| Vice President | \$255 |
| Account Manager | \$195 |
| Account Coordinator | \$95 |

| City of Vancouver—Government Rate | Hourly Rate |
|---|--------------------|
| Jim Hoggan | \$295 |
| Blended Client Services* | \$195 |
| *NOTE: all staff VP, AM, AC will be billed at \$195 per hour. We envision the majority of the work will involve VP level staff. | |

Please let me know if you require additional information at this point.

We forward to working with you and the City and are ready to begin work as soon as approval is granted.

Sincerely,

Kristin Treat
Vice President &
Senior Counsellor

cc: Jim Hoggan, Nancy McHarg

APPENDIX B - HOURLY CHARGE-OUT RATES

| Team Member | | Hourly Charge-Out Rate | |
|---|---------------|-----------------------------------|----------------|
| JAMES HOGGAN & ASSOCIATES INC. | | | |
| | Jim Hoggan | President | \$295 per Hour |
| | Nancy McHarg | Vice President, Strategic Counsel | \$195 per Hour |
| | Kristin Treat | Vice President | \$195 per Hour |