SCHEDULE B – Development Consultant Services Fee

Development Consultant Fees should be indicative of the Services Matrix and the applicable services provided by the Development Consultant. The following fee schedule should be in substantial accord with the services included in Schedule A.

Determining Fees based on basic Services in the Service Matrix
See Service Matrix for list of basic services in Schedule A. Fees are calculated on the Gross Capital Budget (excluding land costs) as follows:

- 4.80% on First $2,000,000 of value or part thereof
- 2.00% on next $2,000,000 of value or part thereof
- 1.00% on next $4,000,000 of value or part thereof
- 0.50% on next $8,000,000 of value or part thereof
- Fee maximum of $216,000 for value above $16,000,000

Determining Fees based on all Services in the Service Matrix
Fee guidance is calculated on the Gross Capital Budget (excluding land costs) as follows:

- 5.00% on First $2,000,000 of value or part thereof
- 4.00% on next $5,000,000 of value or part thereof
- 2.00% on next $10,500,000 of value or part thereof
- 1.00% on next $7,500,000 of value or part thereof
- 0.65% on next $20,000,000 of value or part thereof
- 0.50% on next $20,000,000 of value or part thereof
- 0.25% of value in excess of $65,000,000

Determining Fees based on a portion of the Service Matrix
In Development Consultant Services Agreements where the Development Consultant is not providing all services outlined in the Service Matrix, adjustments are recommended in proportion to the number of service items that are provided. Fees are calculated on the Gross Capital Budget (excluding land costs) as follows:

1. Count the number of service items provided by the Development Consultant from the Service Matrix
2. Subtract 47 the number of service items provided and divide that number by 74 to calculate the “Service Ratio”
3. Calculate the fee based on all Services in the Service Matrix
4. Calculate the fee based on basic Services in the Service Matrix
5. Subtract the “Basic Services” fee from the “All Services” fee to calculate the “Fee Delta”
6. Calculate the Fee by multiplying the Service Ratio by the Fee Delta then subtracting that number from the calculated all services fee
Alternative Methods for Determining Fees

In instances where there is no valid relationship between the scope of services and the capital budget, Time Basis fees may be considered. Time-basis fees are appropriate for partial scopes of work or additional services. It may be appropriate to utilize time-basis fees at early stages of project until a conceptual plan is formed. Once a relationship between scope of services and capital budget can be established, fee calculations can be completed, and time-basis fees can be absorbed into the project fee. Recommended hourly fees are as follows:

- $175 / hr for Principal
- $125 / hr for Development Professionals
- $80 / hr for Staff or Administrative