

| EVENT   | <b>PROFESSIONAL FEE</b>  |                          | EVENT   | <b>PROFESSIONAL FEE</b>  |                          |
|---|--------------------------|--------------------------|---|--------------------------|--------------------------|
|   | Effective<br>Jan. 1, '23 | Effective<br>Jan. 1, '24 |   | Effective<br>Jan. 1, '23 | Effective<br>Jan. 1, '24 |
| Facilitator-led Virtual Class<br>90-120 minutes               | \$1,800                  | \$2,000                  | DiSC Virtual Professional Workshop<br>2.5-hours     | \$2,500                  | \$2,800                  |
| Facilitator-led In Person Class                               |                          |                          | DiSC In-person Professional Workshop  4-hours       | \$3,500                  | \$4,000                  |
| 2 Hours   | \$2,200                  | \$2,400                  | DiSC fee  | \$175                    | \$175                    |
| 4 Hours   | \$2,800                  | \$3,000                  |   |                          |                          |
| Executive Book Briefings                                      | ,                        |                          | Lumina Sparks In-person<br>Professional Workshop    | \$3,200                  | \$3,200                  |
| Facilitator-led Virtual Delivery 90-120 minutes               | \$1,800                  | \$2,000                  | Lumina Sparks Assessment Workshop (per participant) | \$175                    | \$175                    |
| 3-hour in-person with   | \$3,500                  | \$3,500                  |   |                          |                          |
| facilitated discussion  |                          |                          | Class Customization Fee                             | Starting                 | Starting                 |
| Custom book fee   | \$600                    | \$600                    | (editing)   | at \$500                 | at \$500                 |
|   |                          |                          | New Curriculum Development                          | Ctarting                 | Ctarting                 |
| Custom Retreats and Workshops Management Team Retreat (Staff) | \$3,500                  | \$3,750                  | Customization Fee                                   | Starting<br>at \$5,000   | Starting<br>at \$5,000   |
| Half-day  | Ψ3,300                   | \$5,750                  |   | 3.5 , 5 , 5 5 5          | ,.,                      |
| Management Team Retreat (Staff)                               | \$6,500                  | \$7,000                  | Executive Coaching                                  | \$1,500/                 | \$1,500/                 |
| Full-day  |                          |                          | (minimum of three sessions)                         | session                  | session                  |
| Elected Officials Retreat /Workshops                          | \$4,500                  | \$4,750                  |   |                          |                          |
| Half-day  | +0.500                   | +0.500                   | Strategic Plan Report -                             | Starting                 | Starting                 |
| Elected Officials Retreat/Workshop<br>Full -day               | \$8,500                  | \$9,500                  | Public Version                                      | at \$2,300               | at \$2,300               |
| Developing and Articulating Core Values                       | \$3,500                  | \$3,750                  | City Manager Performance                            | Starting                 | Starting                 |
| Advance Interviews per person                                 | \$275                    | \$300                    | Evaluation Process                                  | at \$4,500               | at \$4,750               |
| Assessments   |                          |                          | Developing and Articulating                         | Starting                 | Starting                 |
| I-OPT Virtual Professional Workshop 2.5-hours                 | \$2,500                  | \$2,800                  | Core Values   | at \$3,500               | at \$3,750               |
| I-OPT In-person Professional Workshop<br><i>Half-day</i>      | \$3,500                  | \$4,000                  |   |                          |                          |
| I-OPT Individual fee  | \$175                    | \$175                    |   |                          |                          |
| I-OPT Team Report   | \$150                    | \$150                    |   |                          |                          |

These rates are for the calendar year and all rates are subject to change.