



**AMENDMENT NUMBER FOUR  
TO CONTRACT MA-074-15012094 FOR  
PRINTING AND MAILING SERVICES CONTRACT  
WITH FINANCIAL STATEMENT SERVICES, INC (FSSI)**

This Amendment Number Four to Contract MA-074-15012094 is entered into by the County of Orange, a political subdivision of the State of California on behalf of Office of the Treasurer-Tax Collector, (hereinafter referred to as "County") and Financial Statement Services, Inc., (hereinafter referred to as "Contractor"), which are sometimes individually referred to as "Party", or collectively as "Parties".

**ATTACHMENTS**

This Amendment Number Four is comprised of this document and the following attachments which is attached hereto and incorporated by this reference:

Attachment A – FSSI Contract Pricing Effective July 1, 2021

**RECITALS**

WHEREAS, County and Contractor entered into Contract MA-074-15012094, (hereinafter referred to as "Contract") effective July 1, 2015, through and including June 30, 2018, for an amount not to exceed \$1,920,000; and,

WHEREAS, Parties executed Amendment Number One to renew the Contract for one (1) additional year, effective July 1, 2018, through and including June 30, 2019, for an amount not to exceed \$1,815,000; and,

WHEREAS, Parties executed Amendment Number Two to renew the Contract for one (1) additional year, effective July 1, 2019, through and including June 30, 2020, for an amount not to exceed \$1,824,000; and,

WHEREAS, Parties executed Amendment Number Three to renew the Contract for one (1) additional year, effective July 1, 2020, through and including June 30, 2021, for an amount not to exceed \$1,180,000; and,

WHEREAS, Parties now desire to amend the Contract with this Amendment Number Four to extend for the contract for two (2) additional years, effective July 1, 2021 through and including June 30, 2023 for an amount not to exceed \$2,412,000 and update the Contract pricing; and

NOW THEREFORE, the Parties agree as follows:

**ARTICLES**

1. Contract shall be extended for two (2) additional years, effective July 1, 2021, through and including June 30, 2023, in an amount not to exceed \$2,412,000.
2. Article "2. Term" of the Contract shall be amended to read in its entirety as follows:
  2. **Term:** Contract shall be effective July 1, 2021, through and including June 30, 2023, unless otherwise terminated as provided herein.

3. Attachment C to the Original Contract, titled "FSSI Contract Pricing", is revised and replaced with Attachment A to this Amendment, titled "FSSI Contract Pricing Effective July 1, 2021.
4. All other terms and conditions in this Contract shall remain unchanged and with full force and effect.

**- SIGNATURE PAGE FOLLOWS -**

## SIGNATURE PAGE

IN WITNESS WHEREOF, the Parties hereto have executed this Amendment on the date first above written.

## FINANCIAL STATEMENT SERVICES, INC.\*:

Jennifer RW Dietz President/CEO  
 Print Name Title

Jon M. Wong 5-24-2021  
 Signature Date

Jon C. Dietz Secretary  
 Print Name Title

Jon C. Dietz 5-24-2021  
 Signature Date

\*Pursuant to California Corporations Code Section 313, If the Contracting party is a corporation, (2) two signatures are required.

- 1) The document must be signed by two people. One of them must be the chairman of the board, the president, or any vice-president. The other must be the secretary, any assistant secretary, the chief financial officer, or any assistant treasurer.
- 2) One corporate officer may sign the document, providing that written evidence of the officer's authority to bind the corporation with only his or her signature must be provided. This evidence would ideally be a corporate resolution.
- 3) In the alternative, a single corporate signature is acceptable when accompanied by a corporate resolution demonstrating the legal authority of the signature to bind the company.

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County of Orange, a political subdivision of the State of California  
 Office of Treasurer-Tax Collector

Print Name Title

Signature Date

APPROVED AS TO FORM  
 Office of the County Counsel  
 Orange County, California

By: Ronnie T. Magsaysay  
 Ronnie T. Magsaysay, Deputy

Date: 5-26-21



## ATTACHMENT A

New Pricing effective July 1, 2021

FSSI Contract Pricing  
Treasurer-Tax Collector

| General Services                                                                                           | Unit                            | Estimated Volume | 2020 Pricing | 2020 \$ Cost  | 2021 Pricing | 2021 \$ Cost  | \$ Change    | % Change | 2022 Pricing | 2022 \$ Cost  | \$ Change    | % Change |
|------------------------------------------------------------------------------------------------------------|---------------------------------|------------------|--------------|---------------|--------------|---------------|--------------|----------|--------------|---------------|--------------|----------|
| <b>Data Processing</b>                                                                                     | Per Thousand Images             | 1,200,000        | \$ 10.50     | \$ 12,600.00  | \$ 10.50     | \$ 12,600.00  | \$ -         | 0.00%    | \$ 10.50     | \$ 12,600.00  | \$ -         | 0.00%    |
| Automated Inserting (Fold, Insert, Seal & Meter) - #10 Envelopes                                           | Per Thousand Pieces             | 1,200,000        | \$ 24.26     | \$ 29,112.00  | \$ 25.50     | \$ 30,600.00  | \$ 1,488.00  | 5.11%    | \$ 25.50     | \$ 30,600.00  | \$ -         | 0.00%    |
| Additional Inserts - Per Insert                                                                            | Per Thousand Inserts            | 3,500,000        | \$ 3.65      | \$ 12,775.00  | \$ 3.65      | \$ 12,775.00  | \$ -         | 0.00%    | \$ 3.65      | \$ 12,775.00  | \$ -         | 0.00%    |
| Zipport: 1st Class                                                                                         | Per Thousand Pieces             | 1,200,000        | \$ 9.45      | \$ 11,340.00  | \$ 10.00     | \$ 12,000.00  | \$ 660.00    | 5.82%    | \$ 10.00     | \$ 12,000.00  | \$ -         | 0.00%    |
| PDF Conversion, Indexing & Online Presentation                                                             | Per Thousand Images             | 1,300,000        | \$ 11.55     | \$ 15,015.00  | \$ 11.55     | \$ 15,015.00  | \$ -         | 0.00%    | \$ 11.55     | \$ 15,015.00  | \$ -         | 0.00%    |
| <b>General Services Subtotal:</b>                                                                          |                                 |                  |              | \$ 80,842.00  |              | \$ 82,990.00  | \$ 2,148.00  |          |              | \$ 82,990.00  | \$ -         |          |
| <b>Certified Mailing</b>                                                                                   |                                 |                  |              |               |              |               |              |          |              |               |              |          |
| Certified Mail (Includes processing and envelope, not print, paper or Insert)                              | Per Piece                       | 700              | \$ 1.50      | \$ 1,050.00   | \$ 1.65      | \$ 1,155.00   | \$ 105.00    | 10.00%   | \$ 1.65      | \$ 1,155.00   | \$ -         | 0.00%    |
| Inhouse Mailing Using Online RPM Software Includes Envelope                                                | Per Piece                       | 3,000            | \$ 1.20      | \$ 3,600.00   | \$ 1.35      | \$ 4,050.00   | \$ 450.00    | 12.50%   | \$ 1.35      | \$ 4,050.00   | \$ -         | 0.00%    |
| <b>Certified Mailing Subtotal</b>                                                                          |                                 |                  |              | \$ 4,650.00   |              | \$ 5,205.00   | \$ 555.00    |          |              | \$ 5,205.00   | \$ -         |          |
| <b>Tax Bill Online Presentation</b>                                                                        |                                 |                  |              |               |              |               |              |          |              |               |              |          |
| Online Viewing and Archival (Assumes 24 months of Archival)                                                | Per Month                       | 12               | \$ 1,000.00  | \$ 12,000.00  | \$ 1,000.00  | \$ 12,000.00  | \$ -         | 0.00%    | \$ 1,000.00  | \$ 12,000.00  | \$ -         | 0.00%    |
| CD/DVD - Original CD/DVDs                                                                                  | Per DVD                         |                  | \$ 75.00     | \$ -          | \$ 75.00     | \$ -          | \$ -         | 0.00%    | \$ 75.00     | \$ -          | \$ -         | 0.00%    |
| <b>Tax Bill Online Presentation Subtotal</b>                                                               |                                 |                  |              | \$ 12,000.00  |              | \$ 12,000.00  | \$ -         |          |              | \$ 12,000.00  | \$ -         |          |
| <b>LetterStreamOne</b>                                                                                     |                                 |                  |              |               |              |               |              |          |              |               |              |          |
| Library and Portal (11-49 templates)                                                                       | Per Month                       | 12               | \$ 125.00    | \$ 1,500.00   | \$ 125.00    | \$ 1,500.00   | \$ -         | 0.00%    | \$ 125.00    | \$ 1,500.00   | \$ -         | 0.00%    |
| LSO Processing, Printing and Inserting - Black Ink on 20# 8-1/2x11" stock, not including stock or envelope | Per Thousand Pieces             | 220,000          | \$ 105.00    | \$ 23,100.00  | \$ 110.00    | \$ 24,200.00  | \$ 1,100.00  | 4.76%    | \$ 110.00    | \$ 24,200.00  | \$ -         | 0.00%    |
| Additional Printed Image on same sheet                                                                     | Per Thousand Images             | 220,000          | \$ 50.00     | \$ 11,000.00  | \$ 52.00     | \$ 11,440.00  | \$ 440.00    | 4.00%    | \$ 52.00     | \$ 11,440.00  | \$ -         | 0.00%    |
| Letter testing (10 per month)                                                                              | No Charge                       |                  | \$ -         | \$ -          | \$ -         | \$ -          | \$ -         | 0.00%    | \$ -         | \$ -          | \$ -         | 0.00%    |
| <b>LetterStreamOne Subtotal</b>                                                                            |                                 |                  |              | \$ 35,600.00  |              | \$ 37,140.00  | \$ 1,540.00  |          |              | \$ 37,140.00  | \$ -         |          |
| <b>Minimum Run Pricing (Jobs under 1,000 pieces) Applies to LetterStreamOne Jobs</b>                       |                                 |                  |              |               |              |               |              |          |              |               |              |          |
| Minimum Setup Fee (Jobs under 1,000 Pieces)                                                                | Per Run plus production charges | 11               | \$ 50.00     | \$ 550.00     | \$ 50.00     | \$ 550.00     | \$ -         | 0.00%    | \$ 50.00     | \$ 550.00     | \$ -         | 0.00%    |
| <b>Printing Jobs</b>                                                                                       | Unit                            | Estimated Volume | 2020 Pricing | 2020 \$ Cost  | 2021 Pricing | 2021 \$ Cost  | \$ Change    | % Change | 2022 Pricing | 2022 \$ Cost  | \$ Change    | % Change |
| OCT001 - Regular and Corrected Supplemental - 24#, 8.5 x 14, 2 perfs                                       | Per Thousand Sheets             | 100,000          | \$ 50.66     | \$ 5,066.00   | \$ 53.20     | \$ 5,320.00   | \$ 254.00    | 5.01%    | \$ 53.20     | \$ 5,320.00   | \$ -         | 0.00%    |
| OCT002 - Delinquent Secured (1st Installment) - 24#, 8.5 x 14, 2 perfs                                     | Per Thousand Sheets             | 25,000           | \$ 50.66     | \$ 1,266.50   | \$ 53.20     | \$ 1,330.00   | \$ 63.50     | 5.01%    | \$ 53.20     | \$ 1,330.00   | \$ -         | 0.00%    |
| OCT003 - Delinquent Supplemental - 24#, 8.5 x 14, 2 perfs                                                  | Per Thousand Sheets             | 13,000           | \$ 50.66     | \$ 658.58     | \$ 53.20     | \$ 691.60     | \$ 33.02     | 5.01%    | \$ 53.20     | \$ 691.60     | \$ -         | 0.00%    |
| OCT004 - Delinquent Supplemental - 24#, 8.5 x 14, 1 perf                                                   | Per Thousand Sheets             | 8,000            | \$ 50.66     | \$ 405.28     | \$ 53.20     | \$ 425.60     | \$ 20.32     | 5.01%    | \$ 53.20     | \$ 425.60     | \$ -         | 0.00%    |
| OCT005 - Prior Year Notice - 24#, 8.5 x 14, 1 perf                                                         | Per Thousand Sheets             | 13,000           | \$ 50.66     | \$ 658.58     | \$ 53.20     | \$ 691.60     | \$ 33.02     | 5.01%    | \$ 53.20     | \$ 691.60     | \$ -         | 0.00%    |
| OCT007 - Delinquent Mello Roos (1st Installment) - 24#, 8.5 x 14, 2 perfs                                  | Per Thousand Sheets             | 5,000            | \$ 50.66     | \$ 253.30     | \$ 53.20     | \$ 266.00     | \$ 12.70     | 5.01%    | \$ 53.20     | \$ 266.00     | \$ -         | 0.00%    |
| OCT008 - Regular Unsecured - Single - 24#, 8.5 x 14, 1 perf                                                | Per Thousand Sheets             | 90,000           | \$ 50.66     | \$ 4,559.40   | \$ 53.20     | \$ 4,788.00   | \$ 228.60    | 5.01%    | \$ 53.20     | \$ 4,788.00   | \$ -         | 0.00%    |
| OCT010 - Delinquent Secured (2nd Installment) - 24#, 8.5 x 14, 1 perf                                      | Per Thousand Sheets             | 25,000           | \$ 50.66     | \$ 1,266.50   | \$ 53.20     | \$ 1,330.00   | \$ 63.50     | 5.01%    | \$ 53.20     | \$ 1,330.00   | \$ -         | 0.00%    |
| OCT011 - Delinquent Mello Roos (2nd Installment) - 24#, 8.5 x 14, 1 perf                                   | Per Thousand Sheets             | 5,000            | \$ 50.66     | \$ 253.30     | \$ 53.20     | \$ 266.00     | \$ 12.70     | 5.01%    | \$ 53.20     | \$ 266.00     | \$ -         | 0.00%    |
| OCT013 - Secured - Regular - 24#, 8.5 x 14, 2 perfs                                                        | Per Thousand Sheets             | 600,000          | \$ 50.66     | \$ 30,396.00  | \$ 53.20     | \$ 31,920.00  | \$ 1,524.00  | 5.01%    | \$ 53.20     | \$ 31,920.00  | \$ -         | 0.00%    |
| OCT014 - Secured - CORTAC - 24#, 8.5 x 14, 0 perf                                                          | Per Thousand Sheets             | 2,500            | \$ 50.66     | \$ 126.65     | \$ 53.20     | \$ 133.00     | \$ 6.35      | 5.01%    | \$ 53.20     | \$ 133.00     | \$ -         | 0.00%    |
| OCT015 - Secured - Multi Mail - 24#, 8.5 x 14, 2 perfs                                                     | Per Thousand Sheets             | 25,000           | \$ 50.66     | \$ 1,266.50   | \$ 53.20     | \$ 1,330.00   | \$ 63.50     | 5.01%    | \$ 53.20     | \$ 1,330.00   | \$ -         | 0.00%    |
| OCT016 - Regular Unsecured - Multiple - 24#, 8.5 x 14, 1 perf                                              | Per Thousand Sheets             | 10,000           | \$ 50.66     | \$ 506.60     | \$ 53.20     | \$ 532.00     | \$ 25.40     | 5.01%    | \$ 53.20     | \$ 532.00     | \$ -         | 0.00%    |
| OCT017 - Secured - Mobile Home - 24#, 8.5 x 14, 0 perf                                                     | Per Thousand Sheets             | 250,000          | \$ 50.66     | \$ 12,665.00  | \$ 53.20     | \$ 13,300.00  | \$ 635.00    | 5.01%    | \$ 53.20     | \$ 13,300.00  | \$ -         | 0.00%    |
| OCT021 - Unsecured 10 Day Notice - 24#, 8.5 x 11, 1 perf                                                   | Per Thousand Sheets             | 20,000           | \$ 41.18     | \$ 823.60     | \$ 43.20     | \$ 864.00     | \$ 40.40     | 4.91%    | \$ 43.20     | \$ 864.00     | \$ -         | 0.00%    |
| OCT026 - Corrected Secured - 24#, 8.5 x 14, 2 perfs                                                        | Per Thousand Sheets             | 35,000           | \$ 50.66     | \$ 1,773.10   | \$ 53.20     | \$ 1,862.00   | \$ 88.90     | 5.01%    | \$ 53.20     | \$ 1,862.00   | \$ -         | 0.00%    |
| OCT029 - Corrected Unsecured - Single - 24#, 8.5 x 14, 1 perf                                              | Per Thousand Sheets             | 1,000            | \$ 50.66     | \$ 50.66      | \$ 53.20     | \$ 53.20      | \$ 2.54      | 5.01%    | \$ 53.20     | \$ 53.20      | \$ -         | 0.00%    |
| OCT030 - Corrected Unsecured - Multiple - 24#, 8.5 x 14, 1 perf                                            | Per Thousand Sheets             | 5,000            | \$ 50.66     | \$ 253.30     | \$ 53.20     | \$ 266.00     | \$ 12.70     | 5.01%    | \$ 53.20     | \$ 266.00     | \$ -         | 0.00%    |
| OCT033 - Unsecured 10 Day Notice - Supplemental - 24#, 8.5 x 11, 1 perf                                    | Per Thousand Sheets             | 1,500            | \$ 41.18     | \$ 61.77      | \$ 43.20     | \$ 64.80      | \$ 3.03      | 4.91%    | \$ 43.20     | \$ 64.80      | \$ -         | 0.00%    |
| Plain White Stock - 20# 11" Cut Sheet with Perf                                                            | Per Thousand Sheets             | 100,000          | \$ 11.87     | \$ 1,187.00   | \$ 12.50     | \$ 1,250.00   | \$ 63.00     | 5.31%    | \$ 12.50     | \$ 1,250.00   | \$ -         | 0.00%    |
| Insert - Black Simplex - 20#, 8.5 x 11"                                                                    | Per Thousand Sheets             | 1,800,000        | \$ 23.10     | \$ 41,580.00  | \$ 24.30     | \$ 43,740.00  | \$ 2,160.00  | 5.19%    | \$ 24.30     | \$ 43,740.00  | \$ -         | 0.00%    |
| Insert - Black Simplex - 20#, 8.5 x 3.74"                                                                  | Per Thousand Sheets             | 90,000           | \$ 8.35      | \$ 751.50     | \$ 8.75      | \$ 787.50     | \$ 36.00     | 4.79%    | \$ 8.75      | \$ 787.50     | \$ -         | 0.00%    |
| Insert - Black Simplex 20#, 8.5x7.25"                                                                      | Per Thousand Sheets             |                  | \$ 13.91     | \$ -          | \$ 14.60     | \$ -          | \$ -         | 4.96%    | \$ 14.60     | \$ -          | \$ -         | 0.00%    |
| Custom Inserting                                                                                           | Per Item                        | 1,000            | \$ 0.16      | \$ 160.00     | \$ 0.17      | \$ 168.00     | \$ 8.00      | 5.00%    | \$ 0.17      | \$ 168.00     | \$ -         | 0.00%    |
| Forms Management                                                                                           | Per Thousand Sheets/mo          | 3,000,000        | \$ 0.35      | \$ 1,050.00   | \$ 0.35      | \$ 1,050.00   | \$ -         | 0.00%    | \$ 0.35      | \$ 1,050.00   | \$ -         | 0.00%    |
| <b>Printing Subtotal:</b>                                                                                  |                                 |                  |              | \$ 107,039.12 |              | \$ 112,429.30 | \$ 5,390.18  |          |              | \$ 112,429.30 | \$ -         |          |
| <b>Total:</b>                                                                                              |                                 |                  |              | \$ 240,681.12 |              | \$ 250,314.30 | \$ 9,633.18  |          |              | \$ 250,314.30 | \$ -         |          |
| Estimated Programming/Development                                                                          | Per Hour                        | 160              | \$ 145.00    | \$ 23,200.00  | \$ 145.00    | \$ 23,200.00  | \$ -         |          | \$ 145.00    | \$ 23,200.00  | \$ -         |          |
| Taxes (9.25%):                                                                                             |                                 |                  |              | \$ 24,409.00  |              | \$ 25,300.07  | \$ 891.07    |          |              | \$ 25,300.07  | \$ -         |          |
| Metered Postage: AADC Rate                                                                                 | Per Piece                       | 200,000          | \$ 0.419     | \$ 83,800.00  | \$ 0.428     | \$ 85,600.00  | \$ 1,800.00  |          | \$ 0.428     | \$ 85,600.00  | \$ -         |          |
| Permit Postage: 5-Digit Rate                                                                               | Per Piece                       | 1,250,000        | \$ 0.389     | \$ 486,250.00 | \$ 0.398     | \$ 497,500.00 | \$ 11,250.00 |          | \$ 0.398     | \$ 497,500.00 | \$ -         |          |
| Contingency for increased volume/rounding                                                                  |                                 |                  |              | \$ 41,659.88  |              | \$ 38,085.63  | \$ -         |          |              | \$ 38,085.63  | \$ -         |          |
| <b>Grand Total:</b>                                                                                        |                                 |                  |              | \$ 900,000.00 |              | \$ 920,000.00 | \$ 20,000.00 |          |              | \$ 920,000.00 | \$ 20,000.00 |          |

\*Per new postal rates posted at of January 22, 2021. These may change at any time per the USPS

## Financial Statement Services, Inc.

Contract Number MA-074-15012094

New Pricing effective July 1, 2021

FSSI Contract Pricing  
Animal Care Services

| General Services                                                                                           | Unit                            | Estimated Volume | 2020 Pricing | 2020 \$ Cost  | 2021 Pricing | 2021 \$ Cost  | \$ Change   | % Change | 2022 Pricing | 2022 \$ Cost  | \$ Change | % Change |
|------------------------------------------------------------------------------------------------------------|---------------------------------|------------------|--------------|---------------|--------------|---------------|-------------|----------|--------------|---------------|-----------|----------|
| Data Processing/Composition                                                                                | Per Thousand Images             | 350,000          | \$ 10.50     | \$ 3,675.00   | \$ 10.50     | \$ 3,675.00   | \$ -        | 0.00%    | \$ 10.50     | \$ 3,675.00   | \$ -      | 0.00%    |
| Fold, Insert, Seal & Meter (FISM)                                                                          | Per Thousand Pieces             | 350,000          | \$ 24.26     | \$ 8,491.00   | \$ 25.50     | \$ 8,925.00   | \$ 434.00   | 5.11%    | \$ 25.50     | \$ 8,925.00   | \$ -      | 0.00%    |
| Additional Insert - Per Insert                                                                             | Per Thousand Inserts            | 20,000           | \$ 3.65      | \$ 73.00      | \$ 3.65      | \$ 73.00      | \$ -        | 0.00%    | \$ 3.65      | \$ 73.00      | \$ -      | 0.00%    |
| Zipport: 1st Class                                                                                         | Per Thousand Pieces             | 180,000          | \$ 9.45      | \$ 1,701.00   | \$ 10.00     | \$ 1,800.00   | \$ 99.00    | 5.82%    | \$ 10.00     | \$ 1,800.00   | \$ -      | 0.00%    |
| PDF Conversion, Indexing & Online Presentment                                                              | Per Thousand Images             | -                | \$ 11.55     | \$ -          | \$ 11.55     | \$ -          | \$ -        | 0.00%    | \$ 11.55     | \$ -          | \$ -      | 0.00%    |
| Unique Piece Tracking and Reporting**                                                                      | Per Thousand Pieces             | -                | \$ -         | \$ -          | \$ 30.00     | \$ -          | \$ -        | 0.00%    | \$ 30.00     | \$ -          | \$ -      | 0.00%    |
| Email eNotifications**                                                                                     | Per Email                       | -                | \$ -         | \$ -          | \$ 0.04      | \$ -          | \$ -        | 0.00%    | \$ 0.04      | \$ -          | \$ -      | 0.00%    |
|                                                                                                            |                                 | 20               | \$ 75.00     | \$ 1,500.00   | \$ 75.00     | \$ 1,500.00   | \$ -        | 0.00%    | \$ 75.00     | \$ 1,500.00   | \$ -      | 0.00%    |
| General Services Subtotal:                                                                                 |                                 |                  |              | \$ 15,440.00  |              | \$ 15,973.00  | \$ 533.00   |          |              | \$ 15,973.00  | \$ -      |          |
| Other Services                                                                                             |                                 |                  |              |               |              |               |             |          |              |               |           |          |
| Off-line Folding Setup Fee                                                                                 | Per Run                         |                  | \$ 25.00     | \$ -          | \$ 25.00     | \$ -          | \$ -        | 0.00%    | \$ 25.00     | \$ -          | \$ -      | 0.00%    |
| Off-line Folding                                                                                           | Per Thousand Sheets             |                  | \$ 5.25      | \$ -          | \$ 5.50      | \$ -          | \$ -        | 4.76%    | \$ 5.50      | \$ -          | \$ (0.05) | 0.00%    |
| Single Tab Setup Fee                                                                                       | Per Run                         |                  | \$ 25.00     | \$ -          | \$ 25.00     | \$ -          | \$ -        | 0.00%    | \$ 25.00     | \$ -          | \$ -      | 0.00%    |
| Single Tab                                                                                                 | Per Thousand Pieces             |                  | \$ 13.65     | \$ -          | \$ 14.00     | \$ -          | \$ -        | 2.56%    | \$ 14.00     | \$ -          | \$ (0.03) | 0.00%    |
| Inkjet Addressing (envelope) Setup Fee                                                                     | Per Run                         |                  | \$ 25.00     | \$ -          | \$ 25.00     | \$ -          | \$ -        | 0.00%    | \$ 25.00     | \$ -          | \$ -      | 0.00%    |
| Inkjet Addressing (envelope)                                                                               | Per Thousand Pieces             |                  | \$ 17.85     | \$ -          | \$ 18.00     | \$ -          | \$ -        | 0.84%    | \$ 18.00     | \$ -          | \$ (0.01) | 0.00%    |
| Minimum Setup Fee If job under 1,000 pieces                                                                | Per Run                         |                  | \$ 50.00     | \$ -          | \$ 50.00     | \$ -          | \$ -        | 0.00%    | \$ 50.00     | \$ -          | \$ -      | 0.00%    |
| NCOA Service                                                                                               |                                 |                  |              |               |              |               |             |          |              |               |           |          |
| NCOA - Return File without Special Formatting                                                              | Per Thousand                    |                  | \$ 5.00      | \$ -          | \$ 5.00      | \$ -          | \$ -        | 0.00%    | \$ 5.00      | \$ -          | \$ -      | 0.00%    |
| NCOA - Return File with Special Formatting                                                                 | Per Thousand                    |                  | \$ 7.00      | \$ -          | \$ 7.00      | \$ -          | \$ -        | 0.00%    | \$ 7.00      | \$ -          | \$ -      | 0.00%    |
| Custom Animal Care License Tag Mailing Service                                                             |                                 |                  |              |               |              |               |             |          |              |               |           |          |
| Off-line Cutting                                                                                           | Per Thousand Cuts               | 10,000           | \$ 10.50     | \$ 105.00     | \$ 11.00     | \$ 110.00     | \$ 5.00     | 4.76%    | \$ 11.00     | \$ 110.00     | \$ -      | 0.00%    |
| Off-Line Metering                                                                                          | Per Thousand Pieces             | 15,000           | \$ 10.50     | \$ 157.50     | \$ 11.00     | \$ 165.00     | \$ 7.50     | 4.76%    | \$ 11.00     | \$ 165.00     | \$ -      | 0.00%    |
| Minimum Setup Fee                                                                                          | Per Run                         | 50               | \$ 50.00     | \$ 2,500.00   | \$ 50.00     | \$ 2,500.00   | \$ -        | 0.00%    | \$ 50.00     | \$ 2,500.00   | \$ -      | 0.00%    |
| Custom Animal Care License Tag Mailing Service Subtotal:                                                   |                                 |                  |              | \$ 2,762.50   |              | \$ 2,775.00   | \$ -        |          |              | \$ 2,775.00   | \$ -      |          |
| LetterStreamOne                                                                                            |                                 |                  |              |               |              |               |             |          |              |               |           |          |
| Library and Portal (11-49 templates)                                                                       | Per Month                       | 12               | \$ 125.00    | \$ 1,500.00   | \$ 125.00    | \$ 1,500.00   | \$ -        | 0.00%    | \$ 125.00    | \$ 1,500.00   | \$ -      | 0.00%    |
| LSO Processing, Printing and Inserting - Black Ink on 20# 8-1/2x11" stock, not including stock or envelope | Per Thousand Pieces             | 3,500            | \$ 105.00    | \$ 350.00     | \$ 110.00    | \$ 385.00     | \$ 35.00    | 4.76%    | \$ 110.00    | \$ 385.00     | \$ -      | 0.00%    |
| Additional Printed Image on same sheet                                                                     | Per Thousand Images             | 3,500            | \$ 50.00     | \$ 175.00     | \$ 52.00     | \$ 182.00     | \$ 7.00     | 4.00%    | \$ 52.00     | \$ 182.00     | \$ -      | 0.00%    |
| Minimum Setup Fee If job under 1,000 pieces                                                                | Per Run plus production charges |                  | \$ 50.00     | \$ -          | \$ 50.00     | \$ -          | \$ -        | 0.00%    | \$ 50.00     | \$ -          | \$ -      | 0.00%    |
| LetterStreamOne Subtotal                                                                                   |                                 |                  |              | \$ 2,025.00   |              | \$ 2,067.00   | \$ 42.00    |          |              | \$ 2,067.00   | \$ -      |          |
| Printing Jobs                                                                                              |                                 |                  |              |               |              |               |             |          |              |               |           |          |
| OCT022 - Animal Care Bills - Color - 24#, 8.5 x 11, 1 perf                                                 | Per Thousand Sheets             | 80,000           | \$ 50.35     | \$ 4,027.80   | \$ 53.00     | \$ 4,240.00   | \$ 212.20   | 5.26%    | \$ 53.00     | \$ 4,240.00   | \$ -      | 0.00%    |
| OCT023 - Animal Care Bills - Color - 24#, 8.5 x 11, 1 perf                                                 | Per Thousand Sheets             | 165,000          | \$ 50.35     | \$ 8,307.34   | \$ 53.00     | \$ 8,745.00   | \$ 437.66   | 5.26%    | \$ 53.00     | \$ 8,745.00   | \$ -      | 0.00%    |
| OCT024 - License Certificates - 24#, 8.5 x 11, 1 perf                                                      | Per Thousand Sheets             | 95,000           | \$ 50.35     | \$ 4,783.01   | \$ 53.00     | \$ 5,035.00   | \$ 251.99   | 5.26%    | \$ 53.00     | \$ 5,035.00   | \$ -      | 0.00%    |
| Plain White Stock - 20# 11" Cut Sheet with Perf                                                            | Per Thousand Sheets             | 3,500            | \$ 11.87     | \$ 41.53      | \$ 12.50     | \$ 43.75      | \$ 2.22     | 5.31%    | \$ 12.50     | \$ 43.75      | \$ -      | 0.00%    |
| 24#, colored paper stock (either yellow, blue, orange or green) 8.5x3.67", black ink simplex               | Per Thousand Inserts            | 24,000           | \$ -         | \$ -          | \$ 33.22     | \$ 797.28     | \$ 797.28   | 0.00%    | \$ 33.22     | \$ 797.28     | \$ -      | 0.00%    |
| Custom Inserting                                                                                           | Per Item                        | 150              | \$ 0.16      | \$ 24.00      | \$ 0.17      | \$ 25.20      | \$ 1.20     | 5.00%    | \$ 0.17      | \$ 25.20      | \$ -      | 0.00%    |
| Inkjet Printing Subtotal:                                                                                  |                                 |                  |              | \$ 17,183.68  |              | \$ 18,886.23  | \$ 1,702.55 |          |              | \$ 18,886.23  | \$ -      |          |
| Minimum Run Pricing (Jobs under 1,000 pieces) Applies to Printing Jobs                                     |                                 |                  |              |               |              |               |             |          |              |               |           |          |
| Jobs under 1,000 pieces                                                                                    | Plus above production charges   | 6                | \$ 50.00     | \$ 300.00     | \$ 50.00     | \$ 300.00     |             |          | \$ 50.00     | \$ 300.00     |           |          |
| Total:                                                                                                     |                                 |                  |              | \$ 37,711.18  |              | \$ 40,001.23  | \$ 2,290.05 |          |              | \$ 40,001.23  | \$ -      |          |
| Estimated Programming/Development                                                                          | Per Hour                        | 30               | \$ 145.00    | \$ 4,350.00   | \$ 145.00    | \$ 4,350.00   | \$ -        |          | \$ 145.00    | \$ 4,350.00   | \$ -      |          |
| Taxes (9.25%):                                                                                             |                                 |                  |              | \$ 3,890.66   |              | \$ 4,102.49   | \$ 211.83   |          |              | \$ 4,102.49   | \$ -      |          |
| Metered Postage:* AADC Rate                                                                                | Per Piece                       | 350,000          | \$ 0.419     | \$ 146,650.00 | \$ 0.428     | \$ 149,800.00 | \$ 3,150.00 |          | \$ 0.428     | \$ 149,800.00 | \$ -      |          |
| Contingency for increased volume/rounding                                                                  |                                 |                  |              | \$ 4,398.16   |              | \$ 1,746.28   |             |          |              | \$ 1,746.28   | \$ -      |          |
| Grand Total:                                                                                               |                                 |                  |              | \$ 197,000.00 |              | \$ 200,000.00 |             |          |              | \$ 200,000.00 |           |          |

\*Per new postal rates posted at of January 22, 2021. These may change at any time per the USPS

\*\*New requested service for 2021



New Pricing effective July 1, 2021

**FSSI Contract Pricing**  
**Public Works Weights and Measures**

| General Services                                                                                           | Unit                 | Estimated Volume | 2020 Pricing | 2020 \$ Cost | 2021 Pricing | 2021 \$ Cost | \$ Change | % Change | 2022 Pricing | 2022 \$ Cost | \$ Change | % Change |
|------------------------------------------------------------------------------------------------------------|----------------------|------------------|--------------|--------------|--------------|--------------|-----------|----------|--------------|--------------|-----------|----------|
| Data Processing/Composition                                                                                | Per Thousand Images  | 10,000           | \$ 10.50     | \$ 105.00    | \$ 10.50     | \$ 105.00    | \$ -      | 0.00%    | \$ 10.50     | \$ 105.00    | \$ -      | 0.00%    |
| Fold, Insert, Seal & Meter (FISM)                                                                          | Per Thousand Pieces  | 5,000            | \$ 24.26     | \$ 121.30    | \$ 25.50     | \$ 127.50    | \$ 6.20   | 5.11%    | \$ 25.50     | \$ 127.50    | \$ -      | 0.00%    |
| Additional Insert - Per Insert                                                                             | Per Thousand Inserts | 5,000            | \$ 3.65      | \$ 18.25     | \$ 3.65      | \$ 18.25     | \$ -      | 0.00%    | \$ 3.65      | \$ 18.25     | \$ -      | 0.00%    |
| Zipsort: 1st Class                                                                                         | Per Thousand Pieces  | 5,000            | \$ 9.45      | \$ 47.25     | \$ 10.00     | \$ 50.00     | \$ 2.75   | 5.82%    | \$ 10.00     | \$ 50.00     | \$ -      | 0.00%    |
|                                                                                                            |                      |                  | \$ 75.00     | \$ -         | \$ 75.00     | \$ -         | \$ -      | 0.00%    | \$ 75.00     | \$ -         | \$ -      | 0.00%    |
| <b>General Services Subtotal:</b>                                                                          |                      |                  |              | \$ 291.80    |              | \$ 300.75    | \$ 8.95   |          |              | \$ 300.75    | \$ -      |          |
| <b>Stock</b>                                                                                               |                      |                  |              |              |              |              |           |          |              |              |           |          |
| 9x12" Envelopes                                                                                            | Per Piece            | 100              | \$ 0.84      | \$ 84.00     | \$ 0.88      | \$ 88.20     | \$ 4.20   | 5.00%    | \$ 0.88      | \$ 88.20     | \$ -      | 0.00%    |
| Custom Inserting                                                                                           | Per Piece            | 400              | \$ 0.16      | \$ 64.00     | \$ 0.17      | \$ 67.20     | \$ 3.20   | 5.00%    | \$ 0.17      | \$ 67.20     | \$ -      | 0.00%    |
| Boxes                                                                                                      | Per Piece            | 10               | \$ 1.35      | \$ 13.50     | \$ 1.42      | \$ 14.18     | \$ 0.68   | 5.00%    | \$ 1.42      | \$ 14.18     | \$ -      | 0.00%    |
| <b>Stock Subtotal:</b>                                                                                     |                      |                  |              | \$ 161.50    |              | \$ 169.58    | \$ 8.08   |          |              | \$ 169.58    | \$ -      |          |
| <b>LetterStreamOne</b>                                                                                     |                      |                  |              |              |              |              |           |          |              |              |           |          |
| Library and Portal (11-49 templates)                                                                       | Per Month            |                  | \$ 125.00    | \$ -         | \$ 125.00    | \$ -         | \$ -      | 0.00%    | \$ 125.00    | \$ -         | \$ -      | 0.00%    |
| LSO Processing, Printing and Inserting - Black Ink on 20# 8-1/2x11" stock, not including stock or envelope | Per Thousand Pieces  |                  | \$ 105.00    | \$ -         | \$ 110.00    | \$ -         | \$ -      | 4.76%    | \$ 110.00    | \$ -         | \$ -      | 0.00%    |
| Additional Printed Image on same sheet                                                                     | Per Thousand Images  |                  | \$ 50.00     | \$ -         | \$ 52.00     | \$ -         | \$ -      | 4.00%    | \$ 52.00     | \$ -         | \$ -      | 0.00%    |
|                                                                                                            | Per Run plus         |                  |              |              |              |              |           |          |              |              |           |          |
| Minimum Setup Fee if job under 1,000 pieces                                                                | production charges   |                  | \$ 50.00     | \$ -         | \$ 50.00     | \$ -         | \$ -      | 0.00%    | \$ 50.00     | \$ -         | \$ -      | 0.00%    |
| <b>Printing Jobs</b>                                                                                       |                      |                  |              |              |              |              |           |          |              |              |           |          |
| OWM001 - Weights and Measures Invoices - 24#, 8.5 x 11, 1 perf                                             | Per Thousand Sheets  | 10,000           | \$ 41.16     | \$ 411.60    | \$ 43.25     | \$ 432.50    | \$ 20.90  | 5.08%    | \$ 43.25     | \$ 432.50    | \$ -      | 0.00%    |
| Postcards - Full Color Print and Mail; 6x4.25 on 100# cover stock**                                        | Per Thousand Pieces  | 8,000            | \$ 88.00     | \$ 704.00    | \$ 88.00     | \$ 704.00    | \$ -      | 0.00%    | \$ 88.00     | \$ 704.00    | \$ -      | 0.00%    |
| <b>Printing Jobs Subtotal:</b>                                                                             |                      |                  |              | \$ 1,115.60  |              | \$ 1,136.50  |           |          |              | \$ 1,136.50  |           |          |
| <b>Total:</b>                                                                                              |                      |                  |              | \$ 1,568.90  |              | \$ 1,606.83  | \$ 37.93  |          |              | \$ 1,606.83  | \$ -      |          |
| <b>Estimated Programming/Development</b>                                                                   |                      |                  |              |              |              |              |           |          |              |              |           |          |
| Taxes (9.25%):                                                                                             | Per Hour             | 5                | \$ 145.00    | \$ 725.00    | \$ 145.00    | \$ 725.00    | \$ -      |          | \$ 145.00    | \$ 725.00    | \$ -      |          |
| Postage: * AADC Rate                                                                                       | Per Piece            | 10,000           | \$ 0.419     | \$ 4,190.00  | \$ 0.428     | \$ 4,280.00  | \$ 90.00  |          | \$ 0.428     | \$ 4,280.00  | \$ -      |          |
| Contingency for increased volume/rounding                                                                  |                      |                  |              | \$ 303.91    |              | \$ 172.48    |           |          |              | \$ 172.48    |           |          |
| <b>Grand Total:</b>                                                                                        |                      |                  |              | \$ 7,000.00  |              | \$ 7,000.00  |           |          |              | \$ 7,000.00  |           |          |

\*Per new postal rates posted at of January 22, 2021. These may change at any time per the USPS

\*\*New option for 2020-2021

## Financial Statement Services, Inc.

Contract Number MA-074-15012094

New Pricing effective July 1, 2021

FSSI Contract Pricing  
City of Westminster

| General Services                                                                                           |                               | Estimated Volume | 2020 Pricing | 2020 \$ Cost | 2021 Pricing | 2021 \$ Cost | \$ Change   | % Change | 2022 Pricing | 2022 \$ Cost | \$ Change | % Change |
|------------------------------------------------------------------------------------------------------------|-------------------------------|------------------|--------------|--------------|--------------|--------------|-------------|----------|--------------|--------------|-----------|----------|
| Data Processing/Composition                                                                                | Per Thousand Images           | 135,000          | \$ 10.50     | \$ 1,417.50  | \$ 10.50     | \$ 1,417.50  | \$ -        | 0.00%    | \$ 10.50     | \$ 1,417.50  | \$ -      | 0.00%    |
| Fold, Insert, Seal & Meter (FISM)                                                                          | Per Thousand Pieces           | 135,000          | \$ 24.26     | \$ 3,274.43  | \$ 25.50     | \$ 3,442.50  | \$ 168.08   | 5.13%    | \$ 25.50     | \$ 3,442.50  | \$ -      | 0.00%    |
| Additional Insert - Per Insert                                                                             | Per Thousand Inserts          | 135,000          | \$ 3.65      | \$ 492.75    | \$ 3.65      | \$ 492.75    | \$ -        | 0.00%    | \$ 3.65      | \$ 492.75    | \$ -      | 0.00%    |
| Zipport: 1st Class                                                                                         | Per Thousand Pieces           | 150,000          | \$ 9.45      | \$ 1,417.50  | \$ 10.00     | \$ 1,500.00  | \$ 82.50    | 5.82%    | \$ 10.00     | \$ 1,500.00  | \$ -      | 0.00%    |
| PDF Conversion, Indexing & Online Presentment                                                              | Per Thousand Pieces           | 135,000          | \$ 11.55     | \$ 1,559.25  | \$ 11.55     | \$ 1,559.25  | \$ -        | 0.00%    | \$ 11.55     | \$ 1,559.25  | \$ -      | 0.00%    |
| <b>General Services Subtotal:</b>                                                                          |                               |                  |              | \$ 8,161.43  |              | \$ 8,412.00  | \$ 250.58   |          |              | \$ 8,412.00  | \$ -      |          |
| <b>Other Services</b>                                                                                      |                               |                  |              |              |              |              |             |          |              |              |           |          |
| Off-line Folding Setup Fee                                                                                 | Per Run                       | 2                | \$ 25.00     | \$ 50.00     | \$ 25.00     | \$ 50.00     | \$ -        | 0.00%    | \$ 25.00     | \$ 50.00     | \$ -      | 0.00%    |
| Off-line Folding                                                                                           | Per Thousand Images           | 20,000           | \$ 5.25      | \$ 105.00    | \$ 5.50      | \$ 110.00    | \$ 5.00     | 4.76%    | \$ 5.50      | \$ 110.00    | \$ -      | 0.00%    |
| Single Tabbing Setup Fee                                                                                   | Per Run                       |                  | \$ 25.00     | \$ -         | \$ 25.00     | \$ -         | \$ -        | 0.00%    | \$ 25.00     | \$ -         | \$ -      | 0.00%    |
| Single Tabbing                                                                                             | Per Thousand Images           |                  | \$ 13.65     | \$ -         | \$ 14.00     | \$ -         | \$ -        | 2.56%    | \$ 14.00     | \$ -         | \$ -      | 0.00%    |
| Inkjet Addressing (envelope) Setup Fee                                                                     | Per Run                       |                  | \$ 25.00     | \$ -         | \$ 25.00     | \$ -         | \$ -        | 0.00%    | \$ 25.00     | \$ -         | \$ -      | 0.00%    |
| Inkjet Addressing (envelope)                                                                               | Per Thousand Images           |                  | \$ 17.85     | \$ -         | \$ 18.00     | \$ -         | \$ -        | 0.84%    | \$ 18.00     | \$ -         | \$ -      | 0.00%    |
| Minimum Setup Fee if job under 1,000 pieces                                                                | Per Run                       |                  | \$ 50.00     | \$ -         | \$ 50.00     | \$ -         | \$ -        | 0.00%    | \$ 50.00     | \$ -         | \$ -      | 0.00%    |
| <b>General Services Subtotal:</b>                                                                          |                               |                  |              | \$ 155.00    |              | \$ 160.00    | \$ -        |          |              | \$ 160.00    | \$ -      |          |
| <b>NCOA Service</b>                                                                                        |                               |                  |              |              |              |              |             |          |              |              |           |          |
| Return File without Special Format                                                                         | Per Thousand                  |                  | \$ 5.00      | \$ -         | \$ 5.00      | \$ -         | \$ -        | 0.00%    | \$ 5.00      | \$ -         | \$ -      | 0.00%    |
| Return File with Special Format                                                                            | Per Thousand                  |                  | \$ 7.00      | \$ -         | \$ 7.00      | \$ -         | \$ -        | 0.00%    | \$ 7.00      | \$ -         | \$ -      | 0.00%    |
| <b>LetterStreamOne</b>                                                                                     |                               |                  |              |              |              |              |             |          |              |              |           |          |
| Library and Portal (11-49 templates)                                                                       | Per Month                     |                  | \$ 125.00    | \$ -         | \$ 125.00    | \$ -         | \$ -        | 0.00%    | \$ 125.00    | \$ -         | \$ -      | 0.00%    |
| LSO Processing, Printing and Inserting - Black Ink on 20# 8-1/2x11" stock, not including stock or envelope | Per Thousand Pieces           |                  | \$ 100.00    | \$ -         | \$ 110.00    | \$ -         | \$ -        | 10.00%   | \$ 110.00    | \$ -         | \$ -      | 0.00%    |
| Additional Printed Image on same sheet                                                                     | Per Thousand Images           |                  | \$ 50.00     | \$ -         | \$ 52.00     | \$ -         | \$ -        | 4.00%    | \$ 52.00     | \$ -         | \$ -      | 0.00%    |
| <b>Printing Jobs</b>                                                                                       |                               |                  |              |              |              |              |             |          |              |              |           |          |
| Ink Jet Printing - Color Only - #24, 8.5 x 11, 1 perf                                                      | Per Thousand Sheets           | 135,000          | \$ 61.50     | \$ 8,302.30  | \$ 64.50     | \$ 8,707.50  | \$ 405.20   | 4.88%    | \$ 64.50     | \$ 8,707.50  | \$ -      | 0.00%    |
| <b>Printing Jobs Subtotal:</b>                                                                             |                               |                  |              | \$ 8,302.30  |              | \$ 8,707.50  |             |          |              | \$ 8,707.50  |           |          |
| <b>Minimum Run Pricing (Jobs under 1,000 pieces) Applies to LetterStreamOne &amp; Inkjet Jobs</b>          |                               |                  |              |              |              |              |             |          |              |              |           |          |
| Jobs under 1,000 pieces                                                                                    | Plus above production charges | -                | \$ 50.00     | \$ -         | \$ 50.00     | \$ -         | \$ -        | 0.00%    | \$ 50.00     | \$ -         | \$ -      | 0.00%    |
| <b>Total:</b>                                                                                              |                               |                  |              | \$ 16,618.72 |              | \$ 17,279.50 | \$ 660.78   |          |              | \$ 17,279.50 | \$ -      |          |
| <b>Estimated Programming/Development</b>                                                                   |                               |                  |              |              |              |              |             |          |              |              |           |          |
| Taxes (9.25%):                                                                                             | Per Hour                      | 10               | \$ 145.00    | \$ 1,450.00  | \$ 145.00    | \$ 1,450.00  | \$ -        |          | \$ 145.00    | \$ 1,450.00  | \$ -      |          |
| Postage:*                                                                                                  | Per Piece                     | 135,000          | \$ 0.419     | \$ 56,565.00 | \$ 0.428     | \$ 57,780.00 | \$ 1,215.00 |          | \$ 0.428     | \$ 57,780.00 | \$ -      |          |
| Contingency for increased volume/rounding                                                                  |                               |                  |              |              |              | \$ 758.02    |             |          |              | \$ 758.02    | \$ -      |          |
| <b>Grand Total:</b>                                                                                        |                               |                  |              | \$ 76,000.00 |              | \$ 79,000.00 |             |          |              | \$ 79,000.00 |           |          |

\*Per new postal rates posted at of January 22, 2021. These may change at any time per the USPS

New Pricing effective July 1, 2021

**FSSI Contract Pricing**  
**Miscellaneous Services**

| Inserts                                                                   | Unit         | Estimated Volume | 2020 \$ Cost | 2021 \$ Cost | \$ Change | % Change | 2022 \$ Cost | \$ Change | % Change |
|---------------------------------------------------------------------------|--------------|------------------|--------------|--------------|-----------|----------|--------------|-----------|----------|
| 20#, 8.5x3.67", black simplex                                             | Per Thousand | 1,000            | \$ 8.35      | \$ 8.75      | \$ 0.40   | 4.8%     | \$ 8.75      | \$ -      | 0.0%     |
| 20#, 8.5x3.67", black duplex                                              | Per Thousand | 1,000            | \$ 13.36     | \$ 14.00     | \$ 0.64   | 4.8%     | \$ 14.00     | \$ -      | 0.0%     |
| 24#, 8.5x3.67", color simplex                                             | Per Thousand | 1,000            | \$ 17.25     | \$ 18.00     | \$ 0.75   | 4.3%     | \$ 18.00     | \$ -      | 0.0%     |
| 24#, 8.5x3.67", color duplex                                              | Per Thousand | 1,000            | \$ 21.15     | \$ 22.25     | \$ 1.10   | 5.2%     | \$ 22.25     | \$ -      | 0.0%     |
| 20#, 8.5x11", black simplex                                               | Per Thousand | 1,000            | \$ 23.10     | \$ 24.25     | \$ 1.15   | 5.0%     | \$ 24.25     | \$ -      | 0.0%     |
| 20#, 8.5x14", black simplex                                               | Per Thousand | 1,000            | \$ 27.55     | \$ 29.00     | \$ 1.45   | 5.3%     | \$ 29.00     | \$ -      | 0.0%     |
| 20#, 8.5x11", black duplex                                                | Per Thousand | 1,000            | \$ 28.67     | \$ 30.00     | \$ 1.33   | 4.6%     | \$ 30.00     | \$ -      | 0.0%     |
| 20#, 8.5x14", black duplex                                                | Per Thousand | 1,000            | \$ 35.34     | \$ 37.00     | \$ 1.66   | 4.7%     | \$ 37.00     | \$ -      | 0.0%     |
| 24#, 8.5x11", color simplex                                               | Per Thousand | 1,000            | \$ 40.62     | \$ 42.50     | \$ 1.88   | 4.6%     | \$ 42.50     | \$ -      | 0.0%     |
| 24#, 8.5x14", color simplex                                               | Per Thousand | 1,000            | \$ 41.18     | \$ 43.25     | \$ 2.07   | 5.0%     | \$ 43.25     | \$ -      | 0.0%     |
| 24#, 8.5x11", color duplex                                                | Per Thousand | 1,000            | \$ 51.75     | \$ 54.25     | \$ 2.50   | 4.8%     | \$ 54.25     | \$ -      | 0.0%     |
| 24#, 8.5x14", color duplex                                                | Per Thousand | 1,000            | \$ 52.31     | \$ 55.00     | \$ 2.69   | 5.1%     | \$ 55.00     | \$ -      | 0.0%     |
| 20#, 8.5x7.25", black duplex                                              | Per Thousand | 1,000            | \$ 26.50     | \$ 28.00     | \$ 1.50   | 5.7%     | \$ 28.00     | \$ -      | 0.0%     |
| 20#, 8.5x7.25", black simplex                                             | Per Thousand | 1,000            | \$ 20.66     | \$ 21.60     | \$ 0.94   | 4.5%     | \$ 21.60     | \$ -      | 0.0%     |
| 20#, 8.5x7.25", color duplex                                              | Per Thousand | 1,000            | \$ 51.19     | \$ 53.75     | \$ 2.56   | 5.0%     | \$ 53.75     | \$ -      | 0.0%     |
| 20#, 8.5x7.25", color simplex                                             | Per Thousand | 1,000            | \$ 40.05     | \$ 42.00     | \$ 1.95   | 4.9%     | \$ 42.00     | \$ -      | 0.0%     |
| Inserts Subtotal:                                                         |              |                  | \$ 499.03    | \$ 523.60    | \$ 24.57  |          | \$ 523.60    | \$ -      |          |
| Stocks                                                                    | Unit         | Estimated Volume | 2020 \$ Cost | 2021 \$ Cost | \$ Change | % Change | 2022 \$ Cost | \$ Change | % Change |
| LetterStreamOne Stock - 20#, 8.5 x 11, 0 perf, 0/0                        | Per Thousand | 1,000            | \$ 11.13     | \$ 11.50     | \$ 0.37   | 5.0%     | \$ 11.50     | \$ -      | 0.0%     |
| 24#, 8.5x14, 0-2 perfs, Static color print on front and back. Blank shell | Per Thousand | 1,000            | \$ 46.75     | \$ 50.00     | \$ 3.25   | 5.0%     | \$ 50.00     | \$ -      | 0.0%     |
| 24#, 8.5x11, 0-1 perf, Static color print on front and back, Blank shell  | Per Thousand | 1,000            | \$ 46.19     | \$ 48.50     | \$ 2.31   | 5.0%     | \$ 48.50     | \$ -      | 0.0%     |
| Optional Services                                                         | Unit         | Estimated Volume | 2020 \$ Cost | 2021 \$ Cost | \$ Change | % Change | 2022 \$ Cost | \$ Change | % Change |
| Manual Pulls                                                              | Per Item     |                  | \$ 2.00      | \$ 2.00      | \$ -      | 0.0%     | \$ 2.00      | \$ -      | 0.0%     |
| Automated Inserting - 6x9-1/2" Envelopes                                  | Per Thousand | 1,000            | \$ 33.10     | \$ 35.00     | \$ -      |          | \$ 35.00     | \$ -      | 0.0%     |
| Additional Perforations                                                   | Per Thousand | 1,000            | \$ 2.00      | \$ 2.00      | \$ -      | 0.0%     | \$ 2.00      | \$ -      | 0.0%     |
| Pickups/Deliveries - Orange County                                        | Per Run      | 1,000            | \$ 60.00     | \$ 70.00     | \$ 10.00  | 16.7%    | \$ 70.00     | \$ -      | 0.0%     |
| Shipping                                                                  | Per Item     |                  | As Quoted    | As Quoted    |           |          | As Quoted    |           |          |
| LetterStreamOne (OCT031/OCT040)                                           |              |                  | 2020 \$ Cost | 2021 \$ Cost |           |          | 2022 \$ Cost |           |          |
| Library and Portal (50-100 templates)                                     | Per Month    |                  | \$ 200.00    | \$ 200.00    |           |          | \$ 200.00    |           |          |

\*includes fold or cut, assumes print is static (no variable data)

\*\*Assumes 10% color coverage per page for color print

Total Contract Amount Per Year:

Total Contract Amount:

\$2,412,000

FY 2021-22  
\$1,206,000

FY 2022-12  
\$1,206,000