

**Market Drive CAMA Software**

Description	Quantity	Total Cost	Annual Cost*
Market Drive Large Municipal Edition (site license) for City of La Crosse	14,959	\$ 37,398	\$ 11,967
Web publishing of assessment data on assessordata.org (optional)	15,949	\$ 2,871	\$ 2,871
<b>Total Market Drive CAMA software license fee</b>		<b>\$ 40,268</b>	<b>\$ 14,838</b>

**Third Party Software (not sold by Assessment Technologies)**

Description	Purchased From	Quantity	Item Cost	Total Cost	Annual Cost*
NCSS 10 (statistical analysis software)	NCSS	2	\$ 329	\$ 658	
Apex 6 for Assessors	Apex		\$ 595	\$ -	
ESRI ArcMap Desktop	ESRI		\$ 1,500	\$ -	
ESRI ArcMap Engine	ESRI		\$ 500	\$ -	
SmartyStreets Delivery Point Validation Subscription	SmartyStreets.com				
Crystal Reports single user retail license	Distributor	1	\$ 495	\$ 495	
<b>Total third party software license fees</b>				<b>\$ 1,153</b>	<b>\$ -</b>

**Data Conversion**

Description	Estimated Hours	Cost per Hour	Total Cost**	Annual Cost*
Assistance extracting and identifying Terrascan data to be converted	10	\$ 125	\$ 1,250	
Data conversion from Terrascan - Real Estate (assumes data to be converted has been clearly identified)	200	\$ 125	\$ 25,000	
Data conversion of sketches to RapidSketch (assumptions made)	60	\$ 125	\$ 7,500	
Data conversion from Microsoft Excel - Personal Property	60	\$ 125	\$ 7,500	
Data conversion from Microsoft Excel- Mobile Home Parks	60	\$ 125	\$ 7,500	
On-site installation and review of converted data (does not include travel expenses)	8	\$ 125	\$ 1,000	
Estimated travel expenses for 1 day on-site			\$ 1,274	
<b>Total (estimated) data conversion services</b>			<b>\$ 49,774</b>	<b>\$ -</b>

### Integration with Other Systems

Description	Estimated Hours	Cost per Hour	Total Cost**	Annual Cost*
Import of starting RE work roll from the county (software already does this)	0	\$ 125	\$ -	
Export of real estate values to the county (software already does this)	0	\$ 125	\$ -	
Custom import of building permit data	10	\$ 125	\$ 1,250	
<b>Total (estimated) integration and other services</b>			<b>\$ 1,250</b>	<b>\$ -</b>

### Training and Support Services

Description	Estimated Hours	Cost per Hour	Total Cost**	Annual Cost*
5 days onsite training (does not include travel expenses).	40	\$ 125	\$ 5,000	
Estimate travel expenses for 4 days on-site			\$ 2,888	
Remote 'walk me through it' training to be provided as you go along (rather than in large chunks that you will mostly forget).	60	\$ 70	\$ 4,200	
<b>Total recommended training services</b>			<b>\$ 12,088</b>	<b>\$ -</b>

### Valuation Services (Optional)

Description	Estimated Hours	Cost per Hour	Total Cost***	Annual Cost*
Additional assistance from certified assessor configuring valuation models	80	\$ 100	\$ 8,000	
<b>Total valuation services</b>			<b>\$ 8,000</b>	<b>\$ -</b>

**Legal**

Description	Estimated Hours	Cost per Hour	Total Cost**	Annual Cost*
Custom license agreement (if desired)	0	\$ 350		
Escrow source code (if desired)	0	\$ 350		
Total (estimated) legal services			\$ -	\$ -

**Total estimated cost for all software and services with options shown above \$ 112,533 \$ 14,838**

\* Annual cost is for years 2 and beyond. First year cost is already included in "Total Cost" column.

\*\* This is an estimate only. The actual cost of the data conversion, training, support, integration and other services will be based on the actual hours spent. This estimate assumes that the City will provide Assessment Technologies with the data to be converted (extracted from whatever system you have) along with documentation showing what data fields can be found where in the extracted data. Travel costs will be based on actual costs and time spent.

\*\*\* This is an estimate only. The actual cost will be based on actual hours spent. Assumes the City is able to provide clear documentation on how value of land and buildings were determined including costs per unit and adjustments. You may find it beneficial/instructive to have us help your staff configure the models rather than just do it for them.

Assumptions	Units	Rate per Unit	Total
Developer hourly rate		\$125.00	
Assessor hourly rate		\$100.00	
Support staff hourly rate		\$70.00	
Mileage one way	212	\$0.54	
Travel time one way	3.5		
Hotel per day		\$120.00	
Food per day		\$50.00	
<b>Andy travel expenses (one day on-site)</b>			
Mileage (round trip)	424	\$0.54	\$229
Travel time (round trip)	7	\$125.00	\$875
Hotel (one night)	1	\$120.00	\$120
Food (one day)	1	\$50.00	\$50
<b>Total travel expenses for one day on-site</b>			
			<b>\$1,274</b>
<b>Andy travel expenses (two consecutive days on-site)</b>			
Mileage (round trip)	424	\$0.54	\$229
Travel time (round trip)	7	\$125.00	\$875
Hotel (two nights)	2	\$120.00	\$240
Food (one day)	2	\$50.00	\$100
<b>Total travel expenses for two days on-site</b>			
			<b>\$1,444</b>
<b>Jim travel expenses (day trip)</b>			
Mileage (round trip)	218	\$0.54	\$118
Travel time (round trip)	3.6	\$100.00	\$360
Hotel (one night)	0	\$120.00	\$0
Food (one day)	0	\$50.00	\$0
<b>Total travel expenses for one day on-site</b>			
			<b>\$478</b>
<b>Jim travel expenses (three consecutive days on-site)</b>			
Mileage (round trip)	218	\$0.54	\$118
Travel time (round trip)	3.6	\$100.00	\$360
Hotel (two nights)	2	\$120.00	\$240
Food (one day)	3	\$50.00	\$150
<b>Total travel expenses for two days on-site</b>			
			<b>\$868</b>



Friday, April 7, 2017

LandMarkGSI  
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Chouteau, OK 74337  
(402) 440-3233

Greg Took  
Appraisal Specialist  
La Crosse City Assessor  
400 L Crosse St  
La Cross WI 54601

Dear Mr. Took,

The following quote represents typical costs associated with migrating the County's current TerraScan application into a third party system. These are estimates based on previous conversions where LandMark has performed basic de-conversion processes such as the export and format of the legacy data as well as consulting on the data structure. This quote is an estimate and could change depending on the requirements of the City or the selected vendor.

<b>Initial Conversion &amp; Setup</b>		
Process	Estimated Hours @ 120/Hour	Total
Data Extract & Formatting	40	4,800.00
Conversion Consulting	20	2,400.00
<b>Total Estimated Costs</b>		<b>7,200.00</b>

Please feel free to contact me at any time if you have questions or concerns about this quote.

Sincerely

A handwritten signature in black ink, appearing to read "Todd Holliday".

Todd Holliday  
President, LandMarkGSI  
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