

BALANCE POINT STRATEGY, SBC

August 23, 2018

Mr. Lawrence A. Martini
Director of Business Services
Forest Lake Area Schools
6100 N. 210th Street
Forest Lake, MN 55025

Re: *Annual Strategy Review* of Forest Lake’s Employee Health Plan (FLAS Plan)

Dear Mr. Martini,

Thank you for this opportunity to propose the second *Annual Strategy Review (ASR)* of the FLAS Plan.

We propose that this second *ASR* be conducted and delivered in accordance with the terms and provisions of the proposal/services agreement for FLAS’ first *ASR*. Accordingly, we incorporate by reference Balance Point Strategy’s (BPS’) original proposal/services agreement dated August 29, 2017 that was approved by Forest Lake’s Board on September 21, 2017. FLAS’ first *ASR* commenced immediately following your Board’s approval, was completed within the 100-day timeline in January 2018, presented to the FLAS Benefits Committee on January 17, 2018 and presented to the Finance subcommittee of FLAS’ Board on March 8, 2018.

BPS committed to discount its FLAS *ASR* fee for the years 2017 through 2021. BPS proposes that its fee for FLAS’ second *ASR* shall again be \$2,667.00 including expenses for the scope of work described in the original proposal/services agreement (\$4,000 normal fee net of 33% discount).

BPS proposes to again coordinate closely with you as our Executive Contact on methodology, parameters, selection of interviewees / survey recipients and timeline. Should modifications to our scope of work be agreed, BPS will adjust its normal fee accordingly and apply the 33% discount to the revised amount.

Thank you for your consideration.

Respectfully offered,

Balance Point Strategy, SBC

By _____

Title: _____

Date: _____

Accepted:

Forest Lake Area Schools

By _____

Title: _____

Date: _____