| HOURLY RATE (Firm, Fixed Price) | UNIT | HOURLY RATE or "N/A" if Not Applicable |  |
| :---: | :---: | :---: | :---: |
| Advertising Services |  |  |  |
| Partner | Hour | \$100 |  |
| President | Hour | \$100 |  |
| Comptroller/Accounting Manager | Hour | \$100 |  |
| Account Director/Supervisor | Hour | \$100 |  |
| Account Executive | Hour | \$100 |  |
| Account Manager | Hour | \$100 |  |
| Project Manager |  | \$100 |  |
| Creative Director/Copy | Hour | \$100 |  |
| Creative Director/Art | Hour | \$100 |  |
| Senior Art Director | Hour | \$100 |  |
| Art Director | Hour | \$100 |  |
| Senior Copywriter | Hour | \$100 |  |
| Junior Copywriter | Hour | \$100 |  |
| Production Director/Print | Hour | \$100 |  |
| Production Director/Art | Hour | \$100 |  |
| Production Director/Media | Hour | \$100 |  |
| Producer |  | \$100 |  |
| Researcher |  | \$100 |  |
| Studio Manager | Hour | \$90 |  |
| Media Director | Hour | \$90 |  |
| Media Supervisor | Hour | \$90 |  |
| Media Planner/Buyer | Hour | \$90 |  |
| Interactive Specialist (Web - DVD) | Hour | \$100 |  |
| Web-Traffic Analyst | Hour | \$100 |  |
| Administrative Assistant | Hour | \$100 |  |
| Clerical | Hour | \$100 |  |
| Graphic Designer | Hour | \$100 |  |
| *Media Placement Mark-up Percentage |  |  | 10\% |
| **Pass-Through Media Placement (Non-Labor) |  |  | 8\% |
| **Pass-Through Media Production (Non-Labor) |  |  | 8\% |
| **Pass-Though Non-Media Production (Non-Labor) |  |  | 8\% |


| Translation Services | Hour | N/A |  |
| :---: | :---: | :---: | :---: |
| HOURLY RATE (Firm, Fixed Price) | UNIT | HOURLY RATE <br> or "N/A" if <br> Not <br> Applicable |  |
| Marketing and Public Relations Services |  |  |  |
| Partner | Hour | \$100 |  |
| President | Hour | \$100 |  |
| Comptroller/Accounting Manager | Hour | \$100 |  |
| Account Director/Supervisor | Hour | \$100 |  |
| Account Executive | Hour | \$100 |  |
| Account Manager | Hour | \$100 |  |
| Project Manager |  | \$100 |  |
| Creative Director/Copy | Hour | \$100 |  |
| Creative Director/Art | Hour | \$100 |  |
| Senior Art Director | Hour | \$100 |  |
| Art Director | Hour | \$100 |  |
| Senior Copywriter | Hour | \$100 |  |
| Junior Copywriter | Hour | \$100 |  |
| Production Director/Print | Hour | \$100 |  |
| Production Director/Art | Hour | \$100 |  |
| Production Director/Media | Hour | \$100 |  |
| Producer |  | \$100 |  |
| Researcher |  | \$100 |  |
| Studio Manager | Hour | \$100 |  |
| Media Director | Hour | \$90 |  |
| Media Supervisor | Hour | \$90 |  |
| Media Planner/Buyer | Hour | \$90 |  |
| Interactive Specialist (Web - DVD) | Hour | \$100 |  |
| Web-Traffic Analyst | Hour | \$100 |  |
| Administrative Assistant | Hour | \$100 |  |
| Clerical | Hour | \$100 |  |
| Graphic Designer | Hour | \$100 |  |
| *Media Placement Mark-up Percentage |  |  | 10\% |
| **Pass-Through Media Placement (Non-Labor) |  |  | 8\% |
| **Pass-Through Media Production (Non-Labor) |  |  | 8\% |
| **Pass-Though Non-Media Production (Non-Labor) |  |  | 8\% |
| Translation Services | Hour | N/A |  |


| HOURLY RATE (Firm, Fixed Price) | UNIT | hourly rate or "N/A" if Not Applicable |  |
| :---: | :---: | :---: | :---: |
| Media Buying |  |  |  |
| Partner | Hour | \$100 |  |
| President | Hour | \$100 |  |
| Comptroller/Accounting Manager | Hour | \$100 |  |
| Account Director/Supervisor | Hour | \$100 |  |
| Account Manager | Hour | \$100 |  |
| Creative Director/Copy | Hour | \$100 |  |
| Creative Director/Art | Hour | \$100 |  |
| Senior Art Director | Hour | \$100 |  |
| Art Director | Hour | \$100 |  |
| Senior Copywriter | Hour | \$100 |  |
| Junior Copywriter | Hour | \$100 |  |
| Production Director/Print | Hour | \$100 |  |
| Production Director/Art | Hour | \$100 |  |
| Production Director/Media | Hour | \$100 |  |
| Studio Manager | Hour | \$100 |  |
| Media Supervisor | Hour | \$90 |  |
| Media Planner/Buyer | Hour | \$90 |  |
| Interactive Specialist (Web - DVD) | Hour | \$90 |  |
| Web-Traffic Analyst | Hour | \$100 |  |
| Clerical | Hour | \$100 |  |
| Graphic Designer | Hour | \$100 |  |
| Trafficking | Flat Rate | \$100 |  |
| *Media Placement Mark-up Percentage |  |  | 10\% |
| **Pass-Through Media Placement (Non-Labor) |  |  | 8\% |
| **Pass-Through Media Production (Non-Labor) |  |  | 8\% |
| **Pass-Though Non-Media Production (Non-Labor) |  |  | 8\% |
| Translation Services | Hour | N/A |  |

