

## Exhibit A

**From:** [Tom Tight](#)  
**To:** [Emma Ramirez](#); [John Grady](#)  
**Subject:** RE: Fees under Cape Coral Contract  
**Date:** Wednesday, July 8, 2020 3:18:32 PM

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**This Message originated outside your organization.**

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Good afternoon Emma,

Public Trust is proposing that we adjust your current fee structure to match the City of Cape Coral fee structure since the Village will “piggyback” onto the Cape Coral agreement. The proposed fee structure is as follows:

### **Proposed Fee Structure based on Cape Coral Agreement**

Assets Under Management	Annual Fee
<b>The first \$50,000,000</b>	5 basis points (0.05%)
<b>Next \$50,000,000</b>	4.5 basis points (0.045%)
<b>Next \$50,000,000</b>	4 basis points (0.04%)
<b>Over \$150,000,000</b>	3 basis points (0.03%)

Please see the tables below which illustrate the price savings based on the Village’s actual assets under management for the month of May. The proposed fee structure would provide the Village with a monthly savings of \$1,711.58.

### **May 31, 2020 Wellington AUM at current fee structure:**

Assets Under Management	Annual Fee	Monthly Fee
<b>\$50,000,000</b>	7 basis points (0.07%)	\$2,964.49
<b>\$50,000,000</b>	6 basis points (0.06%)	\$2,540.98
<b>\$27,077,441.33</b>	5 basis points (0.05%)	\$1,146.72
<b>Current Monthly Fee</b>		<b>\$6,652.19</b>

### **Mat 31, 2020 Wellington AUM at proposed fee structure:**

Assets Under Management	Annual Fee	Monthly Fee
<b>\$50,000,000</b>	5 basis points (0.05%)	\$2,117.49
<b>\$50,000,000</b>	4.5 basis points (0.045%)	\$1,905.74
<b>\$27,077,441.33</b>	4 basis points (0.04%)	\$917.38
<b>\$0</b>	3 basis points (0.03%)	\$0
<b>Proposed Monthly Fee</b>		<b>\$4,940.61</b>

As you are aware, the monthly fee is based on the average market value of the portfolio for a given month which changes over time. I believe a good estimate for your 2020 – 2021 fiscal year would be to annualize the estimated monthly fee based on the proposed fee structure applied to your May portfolio average:

**\$4,940.61 per month multiplied by 12 months = \$59,287.32**

Please keep in mind this is just an estimate and could fluctuate based on the size of the portfolio under management.

Please let me know if this is the type of information you are looking for. If you have any questions please let me know and I would be happy to get on a call at your convenience.

Best regards,

Tom

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**From:** Emma Ramirez <Eramirez@wellingtonfl.gov>  
**Sent:** Wednesday, July 8, 2020 11:18 AM  
**To:** John Grady <john.grady@publictrustadvisors.com>; Tom Tight <tom.tight@publictrustadvisors.com>  
**Subject:** Fees under Cape Coral Contract

**[EXTERNAL EMAIL - Use Caution]**

Good Morning John and Tom:

May you please provide a proposal of what our new monthly fees will be for the new fiscal year 2020-2021? We are asking our council to approve the new fees effective 10/1/20.

Thank you very much,

*Emma Ramirez* | Purchasing Department | 12300 Forest Hill Blvd. | Wellington, FL 33414 | Tel: 561-791-4021 | [eramirez@wellingtonfl.gov](mailto:eramirez@wellingtonfl.gov) | [www.wellingtonfl.gov](http://www.wellingtonfl.gov)

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