



May 12, 2015

Lumpkin County, Georgia
Attn: Ms. Allison Martin, Finance Director
99 Courthouse Hill, Suite D
Dahlonega, Georgia 30533

Dear Ms. Martin:

We appreciate the opportunity to continue to provide audit services to Lumpkin County, Georgia (the "County"), and we are pleased to submit a qualifications package including cost estimates to continue to provide annual financial and compliance auditing services for the County.

As professionals serving the public sector, Mauldin & Jenkins is qualified to serve the County. We believe that **Mauldin & Jenkins is the leader in auditing state and local governments in the southeast.** This leadership was achieved by recognizing that we are an important part of our client's success, with our objective being to ensure that accurate information is reported to the Commission, management, and its citizens. Given the complexities of the County's financial operations and the ongoing significant changes in accounting standards, we feel that it is extremely important that you select an accounting firm that is **focused and extremely experienced** in the governmental industry. We differentiate ourselves from our peers in the following ways:

- ❖ **Experience with Governments.** As auditors for more governments in Georgia than any other firm, our professionals are thoroughly versed in the complex governmental arena, and have consistently provided the highest quality of service to our government clients. Please see our qualifications and experience on the following pages, and consider the following:
 - **We audit more counties in Georgia than any other firm.**
 - **We audit more cities in Georgia than any other firm.**
 - **We audit more State of Georgia agencies, authorities and commissions than any other firm.**
 - **We audit more School Systems within Georgia than any other firm.**
 - **We serve seventy-five (75) governments awarded the GFOA's Certificate of Achievement for Excellence in Financial Reporting.**
 - **We are highly involved in various national and state governmental associations.**

Mauldin & Jenkins provides over 65,000 hours of service to over 300 governmental units in the Southeast on an annual basis. Such experience results in the utilization of over 80 professionals.

- ❖ **Staffing.** Our staff retention rates are considered to be among the best in the profession (and much better than national and other regional firms). This fact, coupled with our vast array of government clients, results in a staff pool highly experienced with governmental entities with the definite capacity to serve the County. We are able to not only provide consistency with the partner and manager on our engagement teams, but seniors as well. We also have enough resources at the partner, manager, and senior levels to provide for periodic rotations as requested by our clients.
- ❖ **Education.** Mauldin & Jenkins' clients have the opportunity to register and receive approximately thirty (30) hours of continuing education on an annual basis, free of charge. We take our experience in serving governments, and choose timely and relevant topics to provide ongoing education to our clients. Sessions are limited to clients only.
- ❖ **Responsiveness.** We pride ourselves in responding to the needs of our clients and meeting their deadlines. This responsiveness is not only the ability to meet specified audit deadlines, but also the ability to respond to other requests. Our ability to be responsive is enhanced by the open communications and good working relationship we have with our clients. Our resources provide for the flexibility to meet your needs and to perform our services in an efficient and effective manner.
- ❖ **Organized to specifically meet your needs.** Our partners, managers, and seniors in the Governmental practice spend 100% of their time serving governments. By structuring the Governmental practice in such a manner, we are able to create efficiencies in the audit process which typically result in our total hours being significantly less than most other firms.

Mauldin & Jenkins, LLC is pleased to submit cost estimates to provide annual financial and compliance auditing services for the County for the years ending December 31, 2015 through 2016 as follows:

December 31, 2015	\$72,000
December 31, 2016	73,000

The above fees do not include the provision for the performance of a Single Audit and the reporting thereof. The cost of a Single Audit varies depending on the applicable grant(s). If a Single Audit is required, our fee estimate for the audit of one (1) major program is \$8,000 each year respectively.

Lumpkin County is an important client to Mauldin & Jenkins and one that we are proud to serve. Again, on behalf of Mauldin & Jenkins, we are excited about this opportunity to continue working with Lumpkin County in order to help meet the continuing challenges you face.

Thank you very much for allowing us to present our proposal. This proposal represents a firm offer for 120 days from the date of the proposal. As a member of Mauldin & Jenkins, Adam Fraley is authorized to bind, and make representations for the Firm. Please contact me at 678-742-6771 or by email at afraley@mjcpa.com if you have any questions about this proposal or any related matters.

Sincerely,

MAULDIN & JENKINS, LLC

/s/ *Adam M. Fraley*

Adam M. Fraley, CPA
Partner

Firm Qualifications and Experience

Organization and Size

Mauldin & Jenkins was formed in Albany, Georgia in approximately 1920 and has been actively engaged in governmental auditing since its inception. Mauldin & Jenkins is considered to be Georgia's largest locally owned provider of audit and accounting services, and one of the largest certified public accounting firms in the country. Mauldin & Jenkins services clients throughout the Southeastern United States. Mauldin & Jenkins is considered to be a large regional firm. We have offices in the following communities:

***Macon, GA ** Albany, GA ** Atlanta, GA
Birmingham, AL ** Bradenton, FL ** Chattanooga, TN***

As noted in our transmittal letter, Mauldin & Jenkins provides and supervises over 65,000 hours of service to governmental entities on an annual basis. The firm's governmental practice is the second largest niche in the firm and is approximately 22% of the firm's total practice. However, size and resources alone are not the most meaningful measure of success; in the end, our clients remain the best judges of Mauldin & Jenkins' value.

Other key information relative to the size and experience of Mauldin & Jenkins is as follows:

- **300,000** - approx. total hours of service provided annually to clients of the firm
- **65,000** - approx. total hours of service provided annually to governmental clients of the firm
- **32%** - percentage of governmental practice as compared to firm's attestation practice
- **22%** - percentage of governmental practice as compared to firm's overall practice
- **300** - approx. total governmental entities served in past three (3) years
- **260** - total number of firm personnel
- **45** - total number of firm partners
- **11** - total number of governmental partners & directors
- **11** - total number of governmental managers
- **80** - total number of professionals with current governmental experience

Serving Governments For Over 90 Years

Mauldin & Jenkins' commitment to government began when our firm was established in 1920. Since then, we have viewed service to governments as significant to the overall success of the firm. Today, the governmental sector is an industry that has been specifically identified for our continued growth in professional services. Accordingly, all professionals, from entry-level accountants to partners (who select the governmental sector as their focus) are trained to understand the issues and meet the needs of state and local governmental entities.

As noted previously, **Mauldin & Jenkins employs 22 partners, directors and managers who dedicate 100% of their time serving government clients.** We also have numerous additional professionals with current experience in providing services to governmental entities – many of whom spend their time exclusively on government clients. Mauldin & Jenkins' dedicated professionals can bring a comprehensive understanding of the issues that face government entities as well as "bench strength" at all levels, allowing us to respond swiftly and effectively to your evolving needs.

The goal of our government practice is to help governments improve their financial processes and strategies so that they can in turn achieve their goal of improving the lives of their citizens. This shared commitment to the goals of our clients has resulted in a significant government clientele. As noted in our transmittal letter, we currently **serve approximately 300 governments in the Southeast. We know of no other firm that can match our experience.**

Governments Served in Past Three Years

Perhaps the greatest indicator of our reliability as a professional service provider to state and local governments is our list of governmental clients.

Counties. Counties we have audited or are in the process of serving within the past three (3) years are:

<u>Georgia</u>	12) Forsyth	24) Paulding	<u>South Carolina</u>
1) Athens-Clarke	13) Gwinnett	25) Monroe	34) Colleton
2) Augusta-Richmond	14) Henry	26) Peach	35) Edgefield
3) Barrow	15) Jeff Davis	27) Rockdale	36) Lancaster
4) Cherokee	16) Jones	28) Spalding	37) Laurens
5) Clayton	17) Liberty	29) Stephens	38) Oconee
6) Colquitt	18) Lincoln	30) Taylor	
7) Columbia	19) Lumpkin	31) Toombs	<u>Tennessee</u>
8) Crisp	20) Macon	32) Union	39) Hamilton
9) DeKalb	21) Macon-Bibb	33) Walton	
10) Dougherty	22) McIntosh		
11) Floyd	23) Mitchell		

State Governmental Entities. The State of Georgia has several agencies, departments and component units that are audited by an independent public accounting firm. We currently audit the majority of the State of Georgia's component units, and **we audit approximately \$12 billion (or 30%) of the State of Georgia's General Fund.** Additionally, we audit several entities that are part of the State of Alabama's financial reporting entity. Please see the following for a listing of State governmental entities we have audited in the past three (3) years:

1) Georgia Building Authority	13) Kennesaw State University Athletic Department
2) Georgia Department of Community Health	14) Georgia State Road and Tollway Authority
3) Georgia Education Authority	15) Stone Mountain Memorial Association
4) Georgia Environmental Finance Authority	16) Kennesaw State University Foundation
5) Georgia Higher Education Assistance Corp.	17) University System of Georgia Foundation
6) Georgia Higher Education Facilities Auth.	18) University of North Georgia Foundation
7) Georgia Lottery Corporation	19) University of West Georgia Foundation
8) Georgia Ports Authority	20) Southern Polytechnic State University Foundation
9) Georgia State Financing & Investment Commission	21) Georgia College & State University Foundation
10) Georgia Student Finance Authority	22) College of Coastal Georgia Foundation
11) Georgia Student Finance Commission	23) Abraham Baldwin Agricultural College Foundation
12) Georgia Superior Court Clerks' Coop. Authority	24) Alabama Higher Education Loan Corporation
	25) Alabama Prepaid Affordable College Tuition

Cities. Cities we have audited or are in the process of serving within the past three (3) years are:

Georgia

- | | | | |
|-------------------------|-----------------------|-----------------------|------------------------------|
| 1) Albany | 22) Fayetteville | 44) Roswell | 64) Marco Island |
| 2) Alpharetta | 23) Forest Park | 45) Sandy Springs | 65) Naples |
| 3) Americus | 24) Grantville | 46) Sharpsburg | 66) North Port |
| 4) Austell | 25) Griffin | 47) Social Circle | 67) Orange Park |
| 5) Ball Ground | 26) Jefferson | 48) St. Marys | 68) Palmetto |
| 6) Blakely | 27) Johns Creek | 49) Stockbridge | 69) Pensacola |
| 7) Brookhaven | 28) Kennesaw | 50) Suwanee | 70) Plant City |
| 8) Canton | 29) Lawrenceville | 51) Tifton | |
| 9) Chamblee | 30) Leesburg | 52) Toccoa | <u>North Carolina</u> |
| 10) Chattahoochee Hills | 31) Lilburn | 53) Tybee Island | 71) Selma |
| 11) Clarkston | 32) Milledgeville | 54) Union City | |
| 12) Cochran | 33) Milton | 55) Valdosta | <u>South Carolina</u> |
| 13) College Park | 34) Monroe | | 72) Aiken |
| 14) Conyers | 35) Morrow | <u>Florida</u> | 73) Beaufort |
| 15) Cordele | 36) Peachtree City | 56) Arcadia | |
| 16) Covington | 37) Peachtree Corners | 57) Bradenton | <u>Tennessee</u> |
| 17) Decatur | 38) Perry | 58) Crystal River | 74) Bristol |
| 18) Doraville | 39) Powder Springs | 59) Ft. Myers Beach | 75) Crossville |
| 19) Duluth | 40) Quitman | 60) Haines City | |
| 20) Dunwoody | 41) Riverdale | 61) Islamorada | |
| 21) Fairburn | 42) Rockmart | 62) Lake Placid | |
| | 43) Rome | 63) Long Boat Key | |

School Systems. Boards of Education we have served within the past three (3) years are:

Georgia

- | | |
|--|---|
| 1) Atlanta Independent School System | 22) Hancock County Board of Education |
| 2) Bibb County Board of Education | 23) Henry County Board of Education |
| 3) Blakey County Board of Education | 24) Marion County Board of Education |
| 4) Butts County Board of Education | 25) Oconee County School System |
| 5) Camden County School System | 26) Peach County Board of Education |
| 6) Cherokee County School District | 27) Putnam County Board of Education |
| 7) City of Buford Board of Education | 28) Thomas County Board of Education |
| 8) City of Carrollton Board of Education | 29) Troup County Board of Education |
| 9) City of Cartersville Board of Education | 30) Twiggs County Board of Education |
| 10) City of Decatur Board of Education | 31) Walton County Board of Education |
| 11) City of Gainesville Board of Education | 32) Ware County Board of Education |
| 12) City of Marietta Board of Education | |
| 13) City of Rome Board of Education | <u>Florida</u> |
| 14) Clayton County Board of Education | 33) School Board of Highlands County |
| 15) Cobb County School District | 34) School Board of Manatee County |
| 16) Douglas County Board of Education | 35) School District of Lee County |
| 17) Fayette County Board of Education | |
| 18) Forsyth County Schools | <u>Tennessee</u> |
| 19) Fulton County Board of Education | 36) City of Bristol Board of Education |
| 20) Glynn County School System | 37) Hamilton County Department of Education |
| 21) Gwinnett County Board of Education | |

Other Governments. Other governmental entities we have audited within the past three (3) years are:

- 1) Albany- Dougherty Inner City Auth.
- 2) Atlanta Development Auth.
- 3) Atlanta Economic Renaissance Corporation
- 4) Atlanta Housing Opportunity
- 5) Austell Natural Gas System
- 6) Barrow County Water & Sewer Auth
- 7) Bartram Trail Regional Library
- 8) Bayshore Gardens Park & Recreation District
- 9) Birmingham-Jefferson County Transit Auth.
- 10) Bradenton Downtown Development Auth.
- 11) Brighten Academy
- 12) Bristol Joint Sewer System
- 13) Bristol Public Library
- 14) Central Community Redevelopment Agency
- 15) Central Midlands Regional Transit Auth.
- 16) Central Savannah River Area Regional Comm.
- 17) Charleston Water System
- 18) Chatsworth Water Works Commission
- 19) Chattahoochee River 911 Auth.
- 20) Chattanooga Area Regional Council of Govts.
- 21) Chattanooga Area Reg. Transportation Auth.
- 22) Cherokee County Airport Auth.
- 23) City of Albany- Chehaw Park Auth.
- 24) City of Albany- Water, Gas & Light Comm.
- 25) City of East Point Retirement Plan
- 26) City of North Port, Fl. - Firefighters' Pension
- 27) City of Sandy Springs Development Auth.
- 28) Classic Center Auth. of Clarke County
- 29) Clayton Co. Pension Fund
- 30) Clayton County Water & Sewer Authority
- 31) Cobb County-Marietta Water Auth.
- 32) Cobb County-Marietta Water Auth. Pension
- 33) Columbia County Board of Health
- 34) Convention and Visitors Bureau of Dunwoody
- 35) Crisp County- Cordele Industrial Development
- 36) Crisp County Power Commission
- 37) DeKalb County Public Library
- 38) Dev. Auth. of City of Jeffersonville & Twiggs Co.
- 39) Development Auth. of Cherokee County
- 40) Development Auth. of City of Roswell, GA
- 41) Development Auth. of Lumpkin County
- 42) Development Auth. of Peachtree City
- 43) Downtown Atlanta Revitalization
- 44) Eatonton-Putnam Water & Sewer Authority
- 45) Electric Power Board of Chattanooga
- 46) Forsyth County Public Library
- 47) Friends of Bulloch
- 48) Georgia Online Academy
- 49) Georgia Ports Auth. DB & OPEB Plan
- 50) Georgia Ports Auth. Defined Contribution Plan
- 51) Griffin Spalding County Land Bank Auth.
- 52) Gwinnett Civic/Cultural Center Operations
- 53) Gwinnett Convention and Visitors Bureau
- 54) Gwinnett County Airport Auth.
- 55) Gwinnett County BOE Charter Schools
- 56) Gwinnett County Development Auth.
- 57) Gwinnett County Public Facilities Auth.
- 58) Gwinnett County Public Library
- 59) Gwinnett County Recreation Auth.
- 60) Gwinnett County Water and Sewerage Auth.
- 61) Hamilton County Election Commission
- 62) Hamilton Co. Water & Wastewater Treatment Auth.
- 63) Heart of Georgia Altamaha Regional Commission
- 64) Henry County Water Authority
- 65) Historic Roswell Convention & Visitors Bureau
- 66) Housing Authority of Clayton County
- 67) Houston County Library System
- 68) Imagine School at North Port
- 69) Imagine School at Palmer Ranch
- 70) Imagine-East Manatee County, LLC
- 71) Imagine-Manatee County, LLC
- 72) Islamorada, Village of Islands, Florida
- 73) Jefferson Co. Economic and Industrial Dev Auth.
- 74) Just for Girls Academy
- 75) Keep Peachtree City Beautiful Commission
- 76) Kennesaw State University Athletic Department
- 77) Lumpkin County Hospital Auth.
- 78) Lumpkin County Water & Sewerage Auth.
- 79) Macon Water Auth.
- 80) Macon-Bibb County Land Bank Authority
- 81) Manatee County Mosquito Control Dist
- 82) Manatee Technical Institute
- 83) MARTA/ATU Local 732 Employees Retirement
- 84) McIntosh Trail Community Service Board
- 85) McPherson Implementing Local Redev. Auth.
- 86) McPherson Planning Local Redevelopment Auth.
- 87) Middle Georgia Community Service Board
- 88) Milledgeville-Baldwin County Dev. Auth.
- 89) Mount Pleasant Waterworks
- 90) NE Corridor, LLC
- 91) Newton County Water & Sewerage Auth.
- 92) North Fulton Regional Radio Auth.
- 93) Northeast Georgia Regional Commission
- 94) Northwest FL State College Collegiate High School
- 95) Northwest Florida State College Foundation
- 96) Ocean Highway and Port Auth. of Nassau County
- 97) Oconee Center Community Service Board
- 98) Peace River/Manasota Reg Water Supply Auth
- 99) Peachtree City Convention & Visitor's Bureau
- 100) Peachtree City Water & Sewerage Auth.
- 101) Phoenix Center Community Service Board
- 102) Provost Academy Georgia
- 103) Public Bldg. Auth. of Knox Co. & City of Knoxville
- 104) Riverdale Downtown Development Auth.
- 105) River's Edge Community Service Board
- 106) Sandy Springs Hospitality Board
- 107) Southeast Tennessee Development District
- 108) SOWEGA Council on Aging
- 109) Student Leadership Academy of Venice
- 110) Toccoa-Stephens County Public Library
- 111) Town Center Area Community Imp. District
- 112) Walton County Water & Sewerage Auth.

GFOA's Certificate of Achievement

Our experience in serving governments is greater than any other firm. Mauldin & Jenkins has **served approximately 300 governments** in the past several years, and **assisted seventy-five (75)** governmental units in obtaining the GFOA's Certificate of Achievement for Excellence in Financial Reporting, and, or the ASBO's Certificate of Excellence in Financial Reporting. Please see below a chart listing each of our current Certificate clients.

Cities:

- 1) Albany
- 2) Alpharetta
- 3) Americus
- 4) Austell
- 5) Ball Ground
- 6) Beaufort, SC
- 7) Bradenton, FL
- 8) Bristol, TN
- 9) Canton
- 10) College Park
- 11) Conyers
- 12) Cordele
- 13) Decatur
- 14) Dunwoody
- 15) Fayetteville
- 16) Fairburn
- 17) Forest Park
- 18) Griffin
- 19) Haines City, FL
- 20) John's Creek
- 21) Kennesaw
- 22) Marco Island, FL
- 23) Milledgeville
- 24) Milton
- 25) Monroe
- 26) Morrow
- 27) Naples, FL
- 28) Palmetto, FL
- 29) Peachtree City
- 30) Pensacola, FL
- 31) Riverdale
- 32) Rome
- 33) Roswell
- 34) Sandy Springs
- 35) Suwanee
- 36) Union City
- 37) Valdosta

Boards of Education:

- 57) Atlanta Public Schools
- 58) Bibb County Board of Education
- 59) Cartersville City Schools
- 60) Clayton County Schools
- 61) Cobb County Schools
- 62) Fayette County Board of Education
- 63) Fulton County Schools
- 64) Gwinnett County Board of Education
- 65) School District of Manatee County

State Governmental Entities:

- 66) Ga. Environmental Finance Auth. (GEFA)
- 67) Ga. Ports Authority

Counties:

- 38) Athens-Clarke County
- 39) Cherokee County
- 40) Clayton County
- 41) Colleton County, SC
- 42) Columbia County
- 43) DeKalb County
- 44) Floyd County
- 45) Forsyth County
- 46) Gwinnett County
- 47) Hamilton County
- 48) Henry County
- 49) Lancaster County, SC
- 50) Liberty County
- 51) Lumpkin County
- 52) Macon-Bibb County
- 53) Oconee County, SC
- 54) Paulding County
- 55) Rockdale County
- 56) Spalding County

Other Governmental Entities:

- 68) Central Savannah River Area Regional Comm.
- 69) Charleston Water System
- 70) Clayton County Water Auth.
- 71) Henry County Water Auth.
- 72) Lumpkin County Water & Sewerage Authority
- 73) Macon Water Authority
- 74) Mount Pleasant Waterworks
- 75) Public Building Authority of Knox County and the City of Knoxville

[Additional Information of Value Added Services](#)

[Free Continuing Education for Governmental Clients](#)

We provide free quarterly continuing education for all of our governmental clients. Each quarter we pick a couple of significant topics tailored to be of interest to governmental entities. In an effort to accommodate our entire governmental client base, we offer the sessions several times per quarter at a variety of client provided locations resulting in greater networking among our governmental clients. We normally see approximately 100 people per quarter. We obtain the input and services of experienced outside speakers along with providing the instruction utilizing our in-house professionals.

The following is a testimonial relative to the free continuing education provided by Mauldin & Jenkins:

“I’ve been a CPA for 32 years. Today’s CPE class by Mauldin & Jenkins has been the best of my career”.

Terry Nall, City of Dunwoody (Georgia) Council Member, December 17, 2014

Examples of subjects addressed in the past few quarters include:

- Accounting for Debt Issuances
- American Recovery & Reinvestment Act (ARRA) Updates
- Best Budgeting Practices, Policies and Processes
- CAFR Preparation (several times including a two (2) day hands-on course)
- Capital Asset Accounting Processes and Controls
- Collateralization of Deposits and Investments
- Evaluating Financial and Non-Financial Health of a Local Government
- GASB No. 51, Intangible Assets
- GASB No. 54, Governmental Fund Balance (subject addressed twice)
- GASB No. 60, Service Concession Arrangements (webcast)
- GASB No. 61, the Financial Reporting Entity (webcast)
- GASB No.’s 63 & 65, Deferred Inflows and Outflows (webcast)
- GASB No.’s 67 & 68, New Pension Standards
- GASB Updates (ongoing and several sessions)
- Grant Accounting Processes and Controls
- Internal Controls Over Accounts Payable, Payroll and Cash Disbursements
- Internal Controls Over Receivables & the Revenue Cycle
- Internal Revenue Service (IRS) Compliance Issues, Primarily Payroll Matters
- Legal Considerations for Debt Issuances & Disclosure Requirements
- Policies and Procedures Manuals
- Segregation of Duties
- Single Audits for Auditees
- Special Purpose Local Option Sales Tax (SPLOST) Accounting, Reporting & Compliance
- Uniform Grant Reporting Requirements and the New Single Audit

Governmental Newsletters

We produce newsletters tailored to meet the needs of governments. The newsletters have addressed a variety of subjects and are intended to be timely in their subject matter. The newsletters are authored by Mauldin & Jenkins partners and managers, and are not purchased from an outside agency. The newsletters are produced and delivered periodically, and are intended to keep you informed of current developments in the government finance environment. In the past year alone, the following topics have been addressed in our monthly newsletters:

- 2011 Legislative Highlights
- American Recovery & Reinvestment Act (ARRA) Information and Issues
- Are Your Government's Funds Secure?
- Capitalization of Interest
- Changes in FDIC Deposit Insurance Coverage
- Changes on the Horizon for OMB Circular A-133
- Deposit Collateralization
- Employee vs Independent Contractor
- Escheat Laws on Unclaimed Property
- Federal Funding and Accountability Transparency Act
- Forensic Audit or Financial Audit?
- Form PT 440
- GASB 54, Governmental Fund Balance
- GASB 54, Governmental Fund Balance Note Disclosure Requirements
- GASB 60, Service Concession Arrangements
- GASB 67, New Pension Standard
- GASB Standards 63 & 65, Deferred Inflows & Outflows
- IRS Delays Implementation of 3% Withholding on Payments for Goods and Services
- OMB A-133 Compliance Supplements
- Property Tax Assessments
- Refunding Debt
- Sales Tax Collections and Remittances by the State
- SAS Clarity Standards and Group Audits
- Single Audit (July 2010)
- Single Audit and ARRA Funds
- Social Security Administration (SSA) Incentive Payments
- Special Purpose Local Option Sales Taxes (SPLOST) Expenditures
- Supplemental Social Security for Inmates
- The Return of the Component Unit – GASB 61
- What's Happening with Property Tax Assessments

Auditor's Discussion & Analysis

During the course of serving our clients, we stress the importance of timely and frequent communication. Such communication takes place throughout the audit and throughout the year, and includes proactive communications regarding new and upcoming accounting standards and auditing standards, as well as, the availability to answer questions and provide advice to the government. We believe such communication is a key to providing timely value-added service to our clients.

At the conclusion of the audit process, Mauldin & Jenkins prepares an Auditor's Discussion & Analysis (formerly called the Audit Agenda) which provides auditor insight and summarizes the audit process, conclusions, and year end financial analysis all under one cover.

Elements of the Audit Summary Report include the following:

- Information about the firm, and the respective personnel serving the government;
- Results of the audit and other matters which should be emphasized to the governing board;
- An overview of the governments year-end financial results and auditor insights relative to key financial elements of the government;
- An understanding of the internal control / compliance audit reports and the results of our testing of internal controls and compliance with laws and regulations;
- A summary of certain audit scopes and procedures utilized by Mauldin & Jenkins during the audit process;
- Documentation of certain required communications as required by auditing standards;
- If applicable, a summary of any findings (material weaknesses and, or significant deficiencies) and management recommendations resulting from the audit;
- Practical information regarding upcoming new financial reporting and auditing standards and pronouncements affecting the government; and,
- A summary of the free continuing education and newsletters made available to the government during the past year.

Closing

We appreciate the opportunity to continue to serve Lumpkin County. We believe Mauldin & Jenkins is the “right” firm for the County. Our experience and knowledge in the governmental sector of accounting is vast and ever-improving. We would be very pleased to continue sharing our experience and understanding of governmental accounting and operations for the benefit of the County.

We would greatly appreciate your recommending us for your continued audit, accounting, and financial reporting needs. Should you or anyone at the County have any questions with regards to this proposal or about Mauldin & Jenkins, please feel free to contact us.

