

A Reputation for
BUILDING STRONG RELATIONSHIPS

Not only does Nichols Consulting have a thorough knowledge of State Mandated Cost issues, our firm has a solid reputation for building strong and lasting relationships with our clients.

“It is a pleasure working with Andy Nichols. I appreciate his professionalism, his in-depth knowledge of mandated costs and his responsiveness to all of my telephone calls and questions. He should not hesitate to use my name as a reference in the future!”

Colleen McKeown, Business Office Director
Feather River Community College District

The Cost of Our Service is
FULLY REIMBURSABLE

Whether your organization prepares its claims in-house or uses a consultant, the costs are reimbursable. The State of California is required to reimburse local government for the cost of preparing State Mandated Cost Claims. This is an important factor to consider when deciding whether or not to outsource your claims preparation project.

ACCURATE CLAIMS

Are More Critical Today Than Ever

With the State of California trying to cut costs in every area, your mandated cost claims are receiving the highest level of scrutiny seen in more than 25 years of the State Mandated Cost Reimbursement process. For this reason, and because claims payment schedules are now greatly extended, it is important that the claims you submit are highly accurate—it is crucial that your claims be prepared by a firm with a high level of experience, like Nichols Consulting.

Please contact me to learn more about Nichols Consulting and to arrange a no-cost introductory review of your Mandated Cost situation.

Andy Nichols



STATE

MANDATED

COST



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NICHOLS CONSULTING

*Knowledge, Experience, and
a Professional Level of Service*

Nichols Consulting provides State Mandated Cost consulting and claims preparation services statewide to Community College Districts, Cities, and Special Districts. With more than a decade of State Mandated Cost consulting experience, Andy Nichols founded his firm with the goal of providing the highest levels of service and experience to his clients at reasonable rates.

*Community
College Districts
Cities
Special Districts*

In the course of his career, Andy Nichols has prepared claims for Cities, Special Districts, and Community College Districts.

Andy Nichols has personally prepared (*from start to finish*) over 5,000 State Mandated Cost claims for over 350 Local Government Agencies, including more than 80 Cities.

Andy Nichols has prepared claims for more than 75 different reimbursable mandated cost programs, totaling over \$50 million in reimbursement for his clients.

State & Local GOVERNMENTAL EXPERTISE

The effectiveness of a State Mandated Cost consultant is determined in large part by his knowledge of rapidly changing laws and regulations. This is a key strength at Nichols Consulting. Andy Nichols has a history of training and work experience with the former Auditor-General and Deputy State-Auditor of the State of California. Ongoing relationships with the State Controller's Office, the Governor's Department of Finance and the Commission on State Mandates provide us with up-to-date information on policy and legislative issues.



*Presented as an expert at
more than 25 Statewide
SB 90 Workshops for:*

- The League of California Cities (LCC)
- The California State Association of Counties (CSAC)
- California Special District Association (CSDA) (Annual Conference in September 2001 & September 2002)
- School Services of California (SSC)
- Community College Internal Auditors Conference (CCIA) (*at the State Chancellor's Office*)

*Prepared claims
totaling over \$50
million in client
reimbursement.*

TRAINING OF CLIENT STAFF

Training can be provided for both new and existing programs. Client identifies key staff members to receive training on reimbursable activities.

Training can be conducted in a group setting or on an individual basis.

DATA MONITORING AND COLLECTION

Establishment of periodic collection of Documentation (*Client Determined*). We work closely with your Staff on the documentation of recently approved programs.

We provide collection reminders via mail, phone or e-mail.

Client verification of complete and accurate costs prior to preparation of claims. (review of draft claims).

PREPARATION AND SUBMISSION OF CLAIMS

All Claims are prepared from start-to-finish by a consultant with more than 14 years of experience. All supporting documentation is reviewed for completeness and accuracy.

Nichols Consulting acts as a liaison between our clients and the State Controller's Office on all State Mandated Cost Claiming Issues.

RISK ASSESSMENT OF SUPPORTING DOCUMENTATION

The Bureau of State Audits found that the supporting documentation for many State Mandated Cost Claims failed to meet appropriate levels. We provide a Risk Assessment of all Supporting Documentation and suggestions for improvement, if necessary.

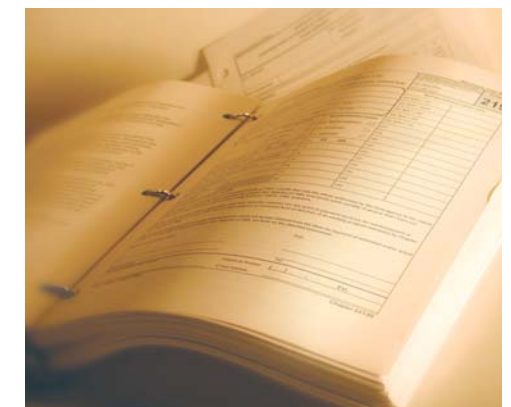
NEWSLETTER AND E-MAIL ALERTS

All Clients will receive our Nichols Consulting newsletter, devoted to keeping you up-to-date on the latest mandated cost issues.

For pressing issues and more immediate information needs, E-mail Alerts are sent to all clients.

You Only Work with SENIOR CONSULTANTS

It is a common practice for many mandated cost consulting firms to employ junior level staff to prepare claims. This creates potential exposure for you in two areas: First, your eligible and reimbursable costs can be easily overlooked by inexperienced consultants. Second, the validity of your mandated cost claims can be compromised if inappropriate costs are added to claims filed with the State Controller's Office. At Nichols Consulting, we do not have this problem—you will only work with a senior consultant who has no less than a decade of experience in the Mandated Cost field. In this sense, having a small, service-oriented firm is a key advantage we are able to offer our clients.



Sacramento-Based, Providing STATEWIDE COVERAGE

We are based in Sacramento in order to stay on top of governmental issues, but our consultants provide services throughout the state, including regular face-to-face meetings with clients. In the nearly 15 years that Andy Nichols has been a State Mandated Cost Claims consultant, he has worked with clients in 54 of the 58 counties in the state of California.



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