



**RESOLUTION OF THE COUNTY BOARD  
WILL COUNTY, ILLINOIS**

***Awarding Bid for Annual Audit***

WHEREAS, the Will County Board, in accordance with 55 ILCS 5/6-31003, "shall cause an audit of all the funds and accounts of the county to be made annually by an accountant or accountants chosen by the County Board", and

WHEREAS, on behalf of the County Board, the Will County Executive's Office solicited proposals for the annual audit from nine (9) firms to provide auditing services for the fiscal years 2016, 2017 and 2018, as attached, and

WHEREAS, after review of such proposals and other factors, and with the recommendation from the Will County Finance Director, the Finance Committee recommends that the contract for the county audit and single audit for FY2016 be awarded to the firm of Baker, Tilly, Virchow, Krause, LLP, of Oak Brook, IL.

NOW, THEREFORE, BE IT RESOLVED, that the Will County Board hereby awards the contract for the county audit and single audit for FY2016 to the firm of Baker, Tilly, Virchow, Krause, LLP, of Oak Brook, IL, for a total amount of \$94,000.00, which includes travel and other related expenses.

BE IT FURTHER RESOLVED, that the financial examination will be made in accordance with generally accepted standards and will include such tests that are necessary to render an opinion as to the fairness of the financial position and operating results of the combined fund types and account groups for Will County.

BE IT FURTHER RESOLVED, that there shall also be a single audit which will be prepared in accordance with the provisions of the Single Audit Act of 1984, and OMB Circular A-133.

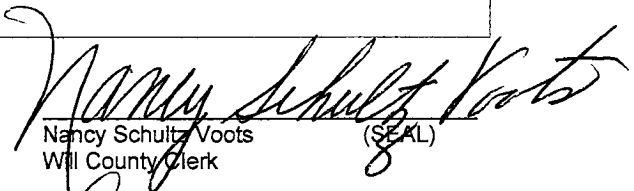
BE IT FURTHER RESOLVED, that the Preamble of this Resolution is hereby adopted as if fully set herein. This Resolution shall be in full force and effect upon its passage and approval as provided by law.

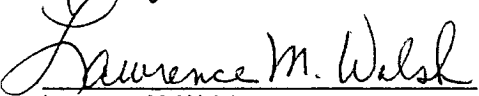
Adopted by the Will County Board this 20th day of October, 2016.

<b>AYES:</b>	Howard, Ogalla, Moustis, Singer, Moran, Rice, Harris, Traynere, Fritz, Freitag, Balich, Fricilone, Brooks Jr., Winfrey, Parker, Staley-Ferry, Wilhelmi, Hart, Maher, Tuminello, Weigel, Collins, Ferry
<b>ABSENT:</b>	Bennefield, Gould, Babich

Result: Approved - [Unanimous]

Approved this 31<sup>st</sup> day of October, 2016.

  
Nancy Schultz Voots (SEAL)  
Will County Clerk

  
Lawrence M. Walsh  
Will County Executive

FROM THE DESK OF  
RITA WEISS  
PURCHASING DIRECTOR  
PROPOSAL HISTORY

ITEM: 2017-50 RFP – Auditing Services – Will County

DEPARTMENT: FINANCE

RFP LETTING: AUGUST 26, 2016

PUBLISHED NOTICE: AUGUST 30, 2016, HERALD NEWS & DEMAND STAR

BIDDING RESULTS:

NUMBER RELEASED: 11 + INTERNET      NUMBER RETURNED: 9

<u>BIDDER:</u>	<u>2016 AUDIT TOTAL:</u>
BAKER, TILLY, VIRCHOW, KRAUSE, LLP, OAK BROOK, IL	\$ 94,000.00
PLANTE MORAN, CHICAGO, IL	\$ 87,700.00
SIKICH LLP, NAPERVILLE, IL	\$ 89,000.00
BKD, LLP, OAKBROOK TERRACE, IL	\$ 89,000.00
MACK & ASSOC, PC, MORRIS, IL	\$ 89,850.00
WERMER, ROGERS, DORAN & RUZON, LLC, JOLIET, IL	\$ 92,000.00
CROWE HORWATH LLP, OAKBROOK TERRACE, IL	\$101,000.00
WIPFLI, LLP, STERLING, IL	DISQUALIFIED –no addenda rec'd

RECOMMENDATION ATTACHED, FROM KAREN HENNESSY, FINANCE DIRECTOR, IS TO AWARD THE CONTRACT FOR THE COUNTY AUDIT AND SINGLE AUDIT OF WILL COUNTY TO BAKER, TILLY, VIRCHOW, KRAUSE, LLP, OF OAKBROOK, IL. THE TOTAL CONTRACTUAL COST, INCLUDING TRAVEL RELATED EXPENSES, FOR 2016 AUDIT IS \$94,000.00. THIS RFP INCLUDES TWO (2) ONE (1) YEAR RENEWALS FOR 2017 AND 2018 AUDITS.

Attachment: Award Docs (16-288 : Awarding Bid for Annual Audit)

# BID TABULATION SHEET

14.7.a

ORIGINAL

**BID:** 2017-50 RFP – Auditing Services – Will County

**DUE:** 9-23-16, 9:00 AM

**OPEN:** 9-23-16, 9:10 AM

BIDDER	REQUIREMENTS	TOTAL COST
RSM Schaumburg, IL	Prime Cert    Yes    No Addenda Rec'd (3)    Yes    No Forms Signed    Yes    No	2016 Audit \$ 2017 Audit \$ NO BID 2018 Audit \$
Baker, Tilly, Virchow, Krause, LLP Oak Brook, IL	Prime Cert    Yes    No Addenda Rec'd (3)    Yes    No Forms Signed    Yes    No	2016 Audit \$ <u>County</u> <u>Clerk</u> <u>94,000</u> <u>20,000</u> 2017 Audit \$ <u>96,500</u> <u>20,500</u> 2018 Audit \$ <u>99,000</u> <u>21,000</u>
Sikich LLP Naperville, IL	Prime Cert    Yes    No Addenda Rec'd (3)    Yes    No Forms Signed    Yes    No	2016 Audit \$ <u>County</u> <u>Clerk</u> <u>89,000</u> <u>17,000</u> 2017 Audit \$ <u>90,000</u> <u>17,200</u> 2018 Audit \$ <u>92,000</u> <u>17,000</u>
Mack & Assoc, PC Morris, IL	Prime Cert    Yes    No Addenda Rec'd (3)    Yes    No Forms Signed    Yes    No	2016 Audit \$ <u>County</u> <u>Clerk</u> <u>89,850</u> <u>8,150</u> 2017 Audit \$ <u>91,715</u> <u>8,275</u> 2018 Audit \$ <u>93,625</u> <u>8,400</u>
Wermer, Rogers, Doran & Ruzon, LLC Joliet, IL	Prime Cert    Yes    No Addenda Rec'd (3)    Yes    No Forms Signed    Yes    No	2016 Audit \$ <u>County</u> <u>Clerk</u> <u>92,000</u> <u>14,300</u> 2017 Audit \$ <u>94,100</u> <u>14,600</u> 2018 Audit \$ <u>96,200</u> <u>14,900</u>
WIPFLI Tinley Park, IL  * Disqualified *	Prime Cert    Yes    No Addenda Rec'd (3)    Yes    No Forms Signed    Yes    No	2016 Audit \$ <u>County</u> <u>Clerk</u> 2017 Audit \$ <u>Disqualified</u> 2018 Audit \$ <u>Disqualified</u>



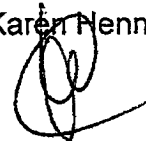

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<b>Plante Moran</b> Chicago, IL	Prime Cert <input checked="" type="radio"/> Yes <input type="radio"/> No Addenda Rec'd (3) <input checked="" type="radio"/> Yes <input type="radio"/> No Forms Signed <input checked="" type="radio"/> Yes <input type="radio"/> No	2016 Audit \$ <sup>County</sup> 87,700 <sup>CLERK</sup> 10,300 2017 Audit \$ 89,900 10,000 2018 Audit \$ 92,200 10,900
<b>BKD, LLP</b> Oakbrook Terrace, IL	Prime Cert <input checked="" type="radio"/> Yes <input type="radio"/> No Addenda Rec'd (3) <input checked="" type="radio"/> Yes <input type="radio"/> No Forms Signed <input checked="" type="radio"/> Yes <input type="radio"/> No	2016 Audit \$ <sup>County</sup> 89,000 <sup>CLERK</sup> 13,500 2017 Audit \$ 91,070 13,905 2018 Audit \$ 94,425 14,325
<b>Crowe Horwath</b> Oak Brook, IL	Prime Cert <input checked="" type="radio"/> Yes <input type="radio"/> No Addenda Rec'd (3) <input checked="" type="radio"/> Yes <input type="radio"/> No Forms Signed <input checked="" type="radio"/> Yes <input type="radio"/> No	2016 Audit \$ <sup>County</sup> 101,000 <sup>CLERK</sup> 15,500 2017 Audit \$ 104,000 15,900 2018 Audit \$ 107,100 16,300
	Prime Cert Yes No Addenda Rec'd (3) Yes No Forms Signed Yes No	2016 Audit \$ 2017 Audit \$ 2018 Audit \$
	Prime Cert Yes No Addenda Rec'd (3) Yes No Forms Signed Yes No	2016 Audit \$ 2017 Audit \$ 2018 Audit \$
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Attachment: Award Docs (16-288 : Awarding Bid for Annual Audit)

Also present: Rita Weiss, Elisa Medina, Karen Hennessy, Emily Perkins



## Rita Weiss

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**From:** Karen Hennessy  
**Sent:** Monday, September 26, 2016 10:10 AM  
**To:** Rita Weiss  
**Subject:** Finance Directors Recommendation for Award of Bid for Audit Services

Rita,

After review and comparison of the seven qualified bids received for audit services, my recommendation is to award the bid to Baker, Tilly, Virchow, Krause, LLP. My rationale for that decision follows.

When selecting a firm to provide audit services the factors to be considered are **experience** with counties of similar size and structure, **presence** in the accounting field, **fit** for Will County, **continuity**, **value added services**, and finally **cost**. While the county uses the RFP process for audit services so proposals are submitted based on the same set of criteria, a professional services bid should not be evaluated in the same manner as a bid for office supplies; professional services should be evaluated primarily on the quality of services provided and not solely on cost.

### Experience

Baker Tilly audits more than 30 Midwest counties, eight in Illinois including the five collar counties. The eight Illinois counties are: Champaign, DuPage, Kane, Lake, McHenry, McLean, Peoria, and Will. These eight counties are among the 15 largest counties in Illinois (by population), and five of the eight are the collar counties; the largest counties in the state, after Cook. References provided include all the collar counties. Baker Tilly has a team of 220 professionals in their state and local government team who have been successful in serving entities with the same operating issues as the county. Baker Tilly's public sector team performs approximately 1,000 government audits.

Baker Tilly has a proven record of Comprehensive Annual Financial Report certificate submission for their state and local clients; nearly forty of their current clients receive this award annually.

All references spoke to Baker Tilly's experience, extensive knowledge base, the quality of staff assigned to audits, the timeline of completion, and that this firm exceeded their expectations every year.

### Presence in the accounting field

On a national level, partner Heather Acker is Chair of the American Institute of Certified Public Accountants (AICPA) State and Local Government Expert Panel and previously served on the AICPA Government Accounting Quality Control (GAQC) Executive Committee. On a local level partner Joe Lightcap is a member of Illinois Government Finance Officers Association (IGFOA) Technical Accounting Review Committee. Baker Tilly was one of the firms invited to participate in the Government Accounting Standard Board (GASB) Fellowship Program. Baker Tilly is heavily involved with the GFOA award for excellence and provides seventeen professionals to serve as volunteer report reviewers, more than any other firm in the nation. Baker Tilly regularly provides webinars on current topics in governmental accounting at no cost to the county.

### Fit for Will County

Baker Tilly is large enough to offer the professional capabilities the county needs, yet they have a local firm focus that ensures we receive responsive, personalized attention.

### Continuity

Baker Tilly has been providing audit services for Will County for six years, selected twice through an open bid process. During that time we have implemented the following significant new Government Accounting Standards Board (GASB), pronouncements: GASB 45 – Accounting and Reporting for Other Post-Employment Benefits (OPEB); GASB 54 – Fund Balance Reporting and Fund Balance Definition; GASB 61 - Financial Reporting, Component Units; GASB 68 – Accounting and Reporting for Pensions. Implementation of each of these standards required extensive preparation and revision to our financial reports, changes we made successfully with their experience, support and guidance, and at no additional cost to the county.

Changing audit firms requires a significant investment of time by staff, an increase of ten to twenty percent, assisting a new firm in documenting procedures and becoming familiar with County operations and staff. Two of the most respected organizations in the accounting industry, the American Accounting Association (AAA) and the American Institute of Certified Public Accountants (AICPA) offer the following comments on auditor rotation: AAA - auditor rotation can inhibit the skepticism rather than encourage it as professional standards require and they stress the importance of the role of concurring partner assigned to an engagement: AICPA - Audit quality increases with audit firm retention and suffers with mandatory audit firm rotation.

#### **Value Added Services**

Baker Tilly has been responsive to the unique needs of county financial reporting, i.e. most professional accounting organizations are geared toward providing resources to municipalities, townships, and school districts rather than counties due to the number of these governmental units. Realizing that the unique needs of county government may not always be met through these organizations, Baker Tilly began sponsoring a CFO Roundtable in 2015, where county finance directors can meet to discuss current topics and challenges, share information, and develop valuable working relationships. This is just one example of the exceptional client services they provide.

#### **Cost**

The cost for the 2016 audit as quoted by Baker Tilly is \$94,000, which is the same cost as the 2015 audit. The highest bid was from Crowe Horwath at \$101,000. These are the two firms that have audited at the County most recently. While the other audit firms provided lower bids, some have additional cost factors to consider and none have the same level of expertise performing county audits.

#### **Other factors**

The County has continued to receive the GFOA Certificate of Achievement for Excellence in Financial Reporting while Baker Tilly has provided audit services. The quality of our financial report has continued to improve each year with their guidance.

With the recent issuance of \$175M in General Obligation, Alternate Revenue Source Bonds, it will be even more important that the County have their annual financial reports completed timely so they may be filed to meet all disclosure requirements for outstanding bonds. Baker Tilly has always worked with the County in whatever manner needed to meet our reporting deadlines.

The County is planning to issue an RFP for a new Enterprise Resource Planning (ERP or Finance/HR system) in the next few weeks; using the same audit firm would provide the continuity needed for a smooth transition. Will County is one of a small group of government bodies that prepare their own financial statements, which will provide more opportunities (or challenge) when implementing new software. I feel confident that Baker Tilly will provide invaluable support during that transition.

Based on the above, I recommend that the bid for County audit services for the 2016, 2017, and 2018 fiscal years be awarded Baker Tilly.

*Karen Hennessy*

Finance Director  
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