

FCS GROUP

Project Manager




ALLIANCE
RESOURCE CONSULTING LLC

THE POWER OF PARTNERSHIP

FCS GROUP

Project Manager

FCS GROUP - The Quality of Their Work Defines Their Reputation

FCS GROUP was formed in 1988 to meet a growing demand for independent, objective financial consulting service in the public sector. Since the Firm's inception, FCS GROUP has earned a reputation for delivering high-quality, cost-effective consulting services in over 1,400 engagements for over 330 municipal clients. The staff of 31 serves clients primarily focused in the western states and Canada from offices in Redmond, Washington; San Francisco, California; and Milwaukie, Oregon.

FCS GROUP has made it their mission to facilitate sound decision-making and management by public officials and stakeholders by providing a solutions-oriented analytical approach to public sector financial and management issues and programs.

At FCS GROUP they understand that every municipal agency faces its own unique challenges. One of the keys to the business success and reputation of the Firm is the ability to listen to their clients and produce customized study results addressing complex and sophisticated topics while presenting findings in a manner that can be easily implemented and understood by everyone. The Utility Rates & Finance practice serves water, wastewater/sewer, storm and surface water, reclaimed/recycled water, solid waste, electric, and transportation clients. FCS GROUP has performed more than 1,050 utility rate studies ranging from defining revenue requirements to complete cost of service rate analyses. Specific Utility Rates & Finance and Management Consulting services they provide include the following:

Utility Rates & Finance Solutions

- Utility Rate Studies
- Connection Charges/Capacity Fees

- Comprehensive Plan Financial Elements/Capital Financing Plans
- Capital Reinvestment (Asset Management/Reserve Funding)
- Financial Planning & Analysis
- Utility Appraisals & Valuations
- Fiscal Health Reviews
- Regional Governance & Multi-Agency Analysis
- Parity Certificates
- Litigation Support & Expert Witness
- Negotiations & Mediations
- Excise Tax Rebate Analysis
- Water Supply & Treatment Economic Analysis

Management Consulting Solutions

- Indirect Cost Allocation Plans
- Cost of Service/Cost Recovery Analysis
- Impact Fees
- Development Services Fees
- User Fees
- Performance Audits, Measurement, Indicators, Reviews
- Organizational Analysis & Change
- Staffing Analyses
- Benchmarking and Comparative Studies
- Annexations and Development Analyses
- Mergers, Acquisitions, Assumptions, Consolidations, Divestitures

The Firm's staff members have backgrounds in a variety of fields including public administration, engineering, economics, business, mathematics and accounting.



Because of their size and knowledge base, FCS GROUP can tailor their approach to meet individual client needs, and emphasize active roles for their principals and senior managers.

The FCS GROUP management team is supported by a team of outstanding municipal economists and financial analysts along with a responsive and professional administrative staff. These resources enable the Firm to provide the depth and breadth of services normally only available from larger companies.

Today, FCS GROUP is one of the leading firms of its kind in the western U.S., and is on course to outpace the past two decades of growth. FCS GROUP is currently expanding its operations in several areas in an ongoing effort to increase market share and expand the practice.

The Position

FCS GROUP seeks a seasoned Project Manager to join the Firm's California operations and to participate in its growing financial consulting practice focused on utility rates and finance and management consulting practices.

The Project Manager will manage and/or conduct financial forecasts, cost-of-service and cost allocation analyses, fiscal policy review, economic/financial feasibility analyses and financial modeling/quantitative analysis related to water, sewer, storm water, transportation, parks, and solid waste utility financial needs. In this role, professional responsibility will include policy evaluation, alternatives analysis and clear documentation of issues and options.

Projects may include analyses of rates, wheeling/wholesale costs and fees, water pricing, conservation incentives, and connection charges/capacity fees as well as long-term financial planning and utility formation studies. The Project Manager will be responsible for managing and executing projects of all sizes, and will typically perform several concurrent projects. He/She will also participate in

marketing the Firm services through sole source marketing efforts and pursuit of competitive marketing opportunities. He/She will participate in developing a growing consulting practice with excellent opportunities for professional development and advancement.

Key Responsibilities:

- Manages and supports project execution, including analysis, evaluation, documentation and presentation.
- Provides high quality return on client investment in our services through complete and insightful work products.
- Works to help develop and manage analytical staff and guide and monitor work performance and products generated by analysts.
- Establishes adequate project budgets and achievable schedules and manages and/or performs the work on time, within budget and at a consistently high level of quality.
- Participates in marketing and promotional activities.

Project Manager Goals

- Assist in staffing and expanding the growing San Francisco office.
- Continue to grow and expand the practice and improve the position of the Firm in the Northern and Southern California markets.
- Maintain a high level of client satisfaction.
- Mentor, develop and cross-train staff.
- Foster a strong team environment within the office.

The Candidate

Minimum Job Requirements

- Requires a four-year degree in one of the following fields: Economics, Business, Engineering, Public Administration or other fields with a strong quantitative emphasis (a master's degree is preferred); *and*

At least five years of related professional experience providing consulting to, or working as an employee in, the public sector (previous consulting experience preferred).

- Possession of a valid driver's license and demonstrated ability to work in the U.S.
- Flexibility to travel to client sites; may be out of state and may require Company-paid overnight lodging.
- Flexibility to attend elected official meetings often held in the evening.

Skills, Abilities and Knowledge

FCS Group is accepting resumes from candidates at all levels. However, the ideal candidate will be someone who has a water resource utility background and has experience working with rate analysis, budget projections, economical and financial forecasting, as well as experience with public presentations.

The selected candidate should have:

- Strong verbal and written communication skills.
- Strong analytical skills.
- A mastery of MS Excel and Word.
- Familiarity with MS Access and/or statistical packages also a plus.
- An aptitude for evaluating analytical findings and related policy issues.
- A commitment to quality and client service.

A strong understanding and knowledge of the municipal sector.

In addition, he/she should be able to:

- Work independently and to direct analytical activities.
- Execute and manage analytical efforts while providing high quality, innovative utility rate and general government financial consulting to public sector agencies throughout the Western United States.

Management Style and Personal Traits

The ideal candidate will be a strong team player with confident management skills who enjoys working in an environment that fosters collaboration and high productivity. This person should lead by example, take ownership and be willing to go the extra mile. He/She will have strong analytical and technical skills and be



able to discern appropriate levels of project detail. He/She should be organized, able to multi-task and able to prioritize deadlines. The candidate must be able to summarize and communicate detailed findings in an understandable manner.

The ideal candidate will be personable and outgoing, feel comfortable making public presentations, and enjoy marketing the Firm to new contacts. This person must be able to remain poised under pressure and think quickly on his/her feet. Lastly, the candidate should be positive and have a sense of humor.

Compensation

The salary for this position is open and will be dependent upon the qualifications and experience of the selected candidate. In addition, a comprehensive benefits package is provided which includes: health, dental and vision insurance; vacation, holidays and sick leave; 410k retirement plan; relocation assistance; and more.

How to Apply

Please apply **online** as soon as possible at www.allianceresourceconsulting.com. Candidate review begins on **October 24, 2008**.

Questions and inquiries may be directed to:

Sherrill A. Uyeda or Eric J. Middleton

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