



# ING CONSULTING GROUP, INC

Over \$100,000,000 in savings and \$15,000,000 in refunds.

#4

**This is apparently a form letter that has been sent to other clients.**

Mr. Dale Williams  
Columbia County  
PO Box 1529  
Lake City, Florida 32056-1529

January 28, 2011

Dear Mr. Williams:

We have good reason to believe that we can recover over \$10,000.00 of prepaid taxes for Columbia County and save even more going forward. Our firm has recovered over \$15,000,000 in prepaid taxes for our clients during the past 15 years. The clients received very clear refund checks and our staff completes all of the necessary work to recover the refunds with less than 20 minutes of client staff time.

Our firm also created savings of over \$100,000,000 for our clients. These savings are clearly displayed as rebates or volume reductions and credits on monthly invoices and statements. That is why our clients are always completely assured of the exact amount of the savings and credits.

Administrative labor savings and operational efficiencies combined with volume discounts are the key to many savings. The systems developed in working with over 1,500 clients allows our clients access to refunds, special rebates and savings that are based on administrative and operational efficiencies for the client and vendors, as well as some negotiated pricing based on huge volumes of purchases.

Our clients take no risks because we work on a contingency for both savings and refunds. Clients only pay us a percentage of the savings and refunds after they receive the refunds or savings credits.

I look forward to the opportunity to speak with you briefly to prove the value of our services for Columbia County. You have nothing to lose but savings, discounts, rebates, and refunds.

Sincerely,

A handwritten signature in black ink, appearing to read 'Edgar A. Inglis', written in a cursive style.

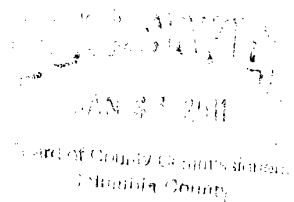
Edgar A. Inglis, President  
AI: sc

2/15/11  
Agenda



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Mr. Dale Williams  
Columbia County  
PO Box 1529  
Lake City, Florida 32056-1529

January 28, 2011

Dear Mr. Williams:

I enjoyed speaking with Judy yesterday to discuss the approval of the attached contract. Judy advised that it will be added to the agenda for approval at the next council meeting on February 24. We look forward to serving Columbia County with refunds and future savings from our program. I spoke with you quite some time ago and will call before the meeting to make sure you are completely confident in presenting this program to Council.

The enclosed proposal is specific to Columbia County and based on good information. I fully expect that you will agree that our proposal creates substantial value once we have a few minutes to discuss this. The recoveries are very real and due to all public agencies in the country by law. I look forward to speaking with you to prove the benefits of the enclosed.

Sincerely,

Edgar A. Inglis, President  
AI: sc



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## LETTER OF AGREEMENT (CONTRACT FOR SERVICE)

Ing Consulting Group, Inc. offers a service to recover and save excise taxes paid by Columbia County (Client) as well as create savings on future purchases. The Client hereby contracts with Ing Consulting Group, Inc. (Firm) to file for said recoveries for the previous years and the current year and create future savings in the form of refunds, purchase volume reductions and discounts, rebates, and credits for the following four years. Annual renewals will be offered for Client approval via future renewal letter for following years.

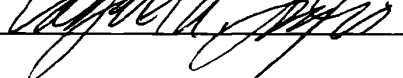
Now, whereas the Firm has invested substantial amounts of time, expense and effort in researching the legal and accounting requirements and whereas the Firm has performed analysis procedures necessary to disclose the recovery and will invest more effort to secure said refunds, purchase volume reductions and discounts, rebates, and credits; the Firm will charge a fee equal to 50% of the refunds, purchase volume reductions and discounts, rebates, and credits reflected on Client invoices or statements. The Client herein agrees to pay this fee to the Firm within fifteen (15) days of receipt by the Client of each amount. The benefits of this contract inure to the heirs, successors and assigns of the Firm.

The Client recognizes that the information concerning the methodology, content and concepts resulting in recoveries and savings will not be disseminated or shared with any other party without prior written consent from the Firm. Exemption from this will be granted in the event of a legal Freedom of Information request to the Client with notice to the Firm. The above stated terms and conditions are accepted by the following officials of the parties if the executed agreement is returned within 60 days of January 28, 2011.

Columbia County, Florida

Ing Consulting Group, Inc.

By: \_\_\_\_\_  
Signature

By:   
\_\_\_\_\_

\_\_\_\_\_  
Printed Name

Edgar A. Inglis  
\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Title

President  
\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

January 28, 2011  
\_\_\_\_\_  
Date