10. PROFILE OF FIRM'S EXPERIENCE AND ANNUAL AVERAGE REVENUE FOR LAST 5 YEARS:

| 10a. Profile Code | 10b. Experience | 10c. Revenue Index Number (see below) |
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PROFESSIONAL SERVICES REVENUE INDEX NUMBER

1. Less than $100,000
2. $100,000 to less than $250,000
3. $250,000 to less than $500,000
4. $500,000 to less than $1 million
5. $1 million to less than $2 million
6. $2 million to less than $5 million
7. $5 million to less than $10 million
8. $10 million to less than $25 million
9. $25 million to less than $50 million
10. $50 million or greater

11. ANNUAL PROFESSIONAL SERVICES REVENUES OF FIRM FOR LAST 3 YEARS:
(Insert revenue index number shown above)

| | 2016 | 2017 | 2018 |
|---|---|---|---|
| 11a. Arizona Work: | | | |
| 11b. Yavapai County Work: | | | |
| 11c. Coconino County Work: | | | |
| 11d. City of Sedona Work: | | | |
| 11e. Total Non-Federal Work for total firm: | | | |
| 11f. Federal Work | | | |