



# SOUTHERN PAYROLL & BOOKKEEPING

## Gusto Payroll & HR Monthly Packages

### Simple\*

### Plus\*

### Premium\*

**\$98 base + \$6.60 per employee\*\***

#### Payroll powered by **gusto**

- Full-service single-state payroll including W-2s and 1099s
- Employee profiles and self-service
- Basic hiring and onboarding tools
- Gusto-brokered health insurance administration
- Employee financial benefits
- Payroll and time-off reports
- Custom admin permissions
- Integrations for accounting, time tracking, expense management, and more

**\$133 base + \$13.20 per employee\*\***

#### Everything on **Simple**, and:

- Full-service multi-state payroll including W-2s and 1099s
- Next-day direct deposit
- Advanced hiring and onboarding tools
- PTO management and policies
- Time tracking and project tracking
- Workforce costing and reports
- Performance reviews
- Employee surveys and insights
- Shift Scheduling
- 'Gus' AI Tech

**\$243 base + \$24.20 per employee\*\***

#### Everything on **Plus**, and:

- Dedicated Customer Success Manager
- H.R. Resource Center
- Compliance alerts
- Access to certified H.R. experts
- Health insurance broker integration
- R&D tax credit discount
- 24/7 access to Gusto's online Help Center
- Direct line to phone and email support with expedited priority access
- Discounted third-party pricing for eligible companies

#### Optional Add-Ons for Simple Plan:

*Time Tracking + \$6/month per employee.*

#### Optional Add-Ons for Simple and Plus Plans:

*Access to certified H.R. Experts & H.R. Resource Center + \$8/month per employee.*

*Health insurance broker integration + \$6/month per employee: if eligible, integrate your existing broker and health insurance plans directly into Gusto.*

*401K integration + \$40/month: if eligible, integrate your existing 401K plans directly into Gusto.*

\*Choose one Gusto Plan, and pair that Plan with either SPB's 'Traditional' or 'Partner' Model. \$200 monthly minimum. SEE REVERSE SIDE

\*\*Price listed is per month and includes all taxes. There will be a 3% price increase effective 02/01 annually following the Client's first twelve months.



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## SPB Payroll & HR Monthly Packages

Choose a Gusto Plan and pair it with our Packages below:

### Traditional

**Starting at only \$200!**

- Gusto account creation and implementation
- First two payrolls run side-by-side alongside the SPB Payroll Team.
- One business day callback policy
- Access to two notaries
- Gusto training sessions
- Establishing Child Support Orders within Gusto
- Up to 15 minutes per month of payroll related assistance and/or training, directly from the SPB Payroll Team
- State Tax Registrations\*\*
- State Unemployment Insurance Registration\*\*\*
- People Advisory Report (valued at \$750)

### Partner

**Pay Schedule: Bi-weekly/Semi-monthly/Monthly Payroll**

**\$125 base fee + \$6 per employee\***

**Pay Schedule: Weekly/Multi-frequency pay schedule**

**\$200 base fee + \$9 per employee\***

- 50% off of one-time training/implementation fees
- Fully outsourced payroll; SPB Team handles the submission of payroll, onboarding and off boarding of employees, transmission of custom reports, etc.
- Organizational chart creation, employee directory, team signed birthday & welcome e-cards
- Establish & manage time-off policies
- Liaison with outside benefits broker
- Up to 5 hours per month of assistance directly from SPB.
- Up to 4 off-cycle payrolls per month\*\*\*\*
- People Advisory Report plus a 1-hour consultation with our CEO, George Wilson, and Business Advisor, Scott Rix (valued at \$1,250)

**One-time Training/Implementation fees: \$250 (up to 4 employees); \$500 (5-24 employees); \$1,000 (25-49 employees); \$2,500 (50-99 employees); \$5,000 (100+ employees)**

**10% of all Training/Implementation fees go to the approved charity of Client's choosing!!!**

**#SouthernSupports**

*\*In addition to the Gusto monthly fees on the reverse side.*

*\*\*Starting at \$199.*

*\*\*\*Starting at \$100.*

*\*\*\*\*Any off-cycle above 4 per month will result in an additional \$10 charge per off-cycle payroll run.*

*\*\*\*\*\*For Clients on Partner Model and also an SPB Books Client.*

*Revised 3/3/25*