

Attachment B



Monterey County Board of Supervisors

168 West Alisal Street,
1st Floor
Salinas, CA 93901
831.755.5066

www.co.monterey.ca.us

Board Order

A motion was made by Supervisor Mary L. Adams, seconded by Supervisor Wendy Root Askew to:

Agreement No.: A-15638 ; Amendment No.: 1

a. Approve Amendment No. 1 to Professional Services Agreement No. A-15638, Multi-Year Agreement #3200*6172, with Dokken Engineering, Inc. to continue to provide on-call civil engineering services for transportation projects located in Monterey County, Request for Qualifications #10806, to increase the not-to-exceed amount by \$1,000,000 for a total amount not-to-exceed \$2,000,000 with no extension to the term from December 7, 2021 to December 6, 2024, with the option to extend the term for up to two (2) additional years; and

b. Authorize the Contracts/Purchasing Officer or Contracts/Purchasing Supervisor to execute Amendment No. 1 to Professional Services Agreement No. A-15638 and future amendments to the Agreement where the amendments do not significantly alter the scope of work as determined by the Director of the Department of Public Works, Facilities and Parks (PWFP) or increase the approved Agreement amount and subject to approval as to form by the Office of the County Counsel.

PASSED AND ADOPTED on this 7th day of February 2023, by roll call vote:

AYES: Supervisors Alejo, Church, Lopez, Askew, and Adams

NOES: None

ABSENT: None

(Government Code 54953)

I, Valerie Ralph, Clerk of the Board of Supervisors of the County of Monterey, State of California, hereby certify that the foregoing is a true copy of an original order of said Board of Supervisors duly made and entered in the minutes thereof of Minute Book 82 for the meeting February 7, 2023.

REVISED Date: February 10, 2023

File ID: A 23-027

Agenda Item No.: 28

Valerie Ralph, Clerk of the Board of Supervisors
County of Monterey, State of California

Handwritten signature of Emmanuel H. Santos in blue ink.
Emmanuel H. Santos, Deputy

**AMENDMENT NO. 1
TO PROFESSIONAL SERVICES AGREEMENT
BETWEEN COUNTY OF MONTEREY AND
DOKKEN ENGINEERING, INC.**

THIS AMENDMENT NO. 1 to Professional Services Agreement No. A-15638 between the County of Monterey, a political subdivision of the State of California (hereinafter, “County”) and Dokken Engineering, Inc. (hereinafter, “CONTRACTOR”) is hereby entered into between the County and the CONTRACTOR (collectively, the “Parties”) and effective as of the last date opposite the respective signatures below.

WHEREAS, CONTRACTOR entered into Professional Services Agreement No. A-15638 with County on December 17, 2021 (hereinafter, “Agreement”) to provide on-call civil engineering services for transportation projects located in Monterey County, Request for Qualifications (RFQ) #10806 (hereinafter, “services”), through December 6, 2024, with the option to extend the Agreement for two (2) additional one (1) year period(s) for an amount not to exceed \$1,000,000; and

WHEREAS, provisions of the Agreement require an update; and

WHEREAS, the County has a continued need for services; and

WHEREAS, CONTRACTOR’s Exhibit 10-H2 Cost Proposal of the Caltrans Local Assistance Procedures Manual (LAPM) within Exhibit A – Scope of Services/Payment Provisions of the Agreement requires an update retroactive and effective December 7, 2021 to include subcontractor rates which were inadvertently excluded since the Agreement start date; and

WHEREAS, additional funding is necessary to allow CONTRACTOR to continue to provide services required by the County; and

WHEREAS, the Parties wish to amend the Agreement to update provisions, to update Exhibit 10-H2 Cost Proposal in Exhibit A retroactive and effective December 7, 2021, and to increase the amount by \$1,000,000 for a total amount not to exceed \$2,000,000 with no change in the term to allow CONTRACTOR to continue to provide services identified in the Agreement and as amended by this Amendment No. 1.

NOW, THEREFORE, the Parties agree to amend the Agreement as follows:

1. Amend Paragraph 2, “Payments by County”, to read as follows:

County shall pay the CONTRACTOR in accordance with the payment provisions set forth in Exhibits A and A1, subject to the limitations set forth in this Agreement. The total amount payable by County to CONTRACTOR under this Agreement shall not exceed the sum of \$2,000,000.

2. Amend Paragraph 4, “Additional Provisions/Exhibits”, to add “Exhibit A-1 - Exhibit 10-H2 Cost Proposal for Contractor and Subcontractors”, retroactive and effective December 7, 2021.
3. Delete Exhibit 10-H2 Cost Proposal of the Caltrans LAPM within Exhibit A of the Agreement.
4. In all places within the Agreement, any reference to Exhibit 10-H2 Cost Proposal of the Caltrans LAPM within Exhibit A is hereby replaced with “Exhibit A-1 - Exhibit 10-H2 Cost Proposal for Contractor and Subcontractors”, retroactive and effective December 7, 2021.
5. Amend Paragraph 11, “Non-Discrimination”, to read as follows:

During the performance of this Agreement, CONTRACTOR, and its subcontractors, shall not unlawfully discriminate against any person because of race, religious creed, color, sex, national origin, ancestry, physical disability, mental disability, medical condition, marital status, age (over 40), sexual orientation, or any other characteristic set forth in California Government code § 12940(a), either in CONTRACTOR’s employment practices or in the furnishing of services to recipients. CONTRACTOR shall ensure that the evaluation and treatment of its employees and applicants for employment and all persons receiving and requesting services are free of such discrimination. CONTRACTOR and any subcontractor shall, in the performance of this Agreement, fully comply with all federal, state, and local laws and regulations which prohibit discrimination. The provision of services primarily or exclusively to such target population as may be designated in this Agreement shall not be deemed to be prohibited discrimination.

6. Amend Agreement to add Paragraph 16, “Compliance with Applicable Laws”, as follows:

16.01 CONTRACTOR shall keep itself informed of and in compliance with all federal, state and local laws, ordinances, regulations, and orders including but not limited to all state and federal tax laws that may affect in any manner the Project or the performance of the Services or those engaged to perform Services under this Agreement as well as any privacy laws including, if applicable, Health Insurance Portability and Accountability Act (HIPAA). CONTRACTOR shall procure all permits and licenses, pay all charges and fees, and give all notices required by law in the performance of the Services.

16.02 CONTRACTOR shall report immediately to County’s Contracts/Purchasing Officer, in writing, any discrepancy or inconsistency it discovers in the laws, ordinances, regulations, orders, and/or guidelines in relation to the Project of the performance of the Services.

16.03 All documentation prepared by CONTRACTOR shall provide for a completed project that conforms to all applicable codes, rules, regulations, and guidelines that are in force at the time such documentation is prepared.

7. Amend Agreement to add Paragraph 17, "Consent to Use of Electronic Signatures", as follows:

17.01 The parties to this Agreement consent to the use of electronic signatures via DocuSign to execute this Agreement. The parties understand and agree that the legality of electronic signatures is governed by state and federal law, 15 U.S.C. Section 7001 et seq.; California Government Code Section 16.5; and, California Civil Code Section 1633.1 *et seq.* Pursuant to said state and federal law as may be amended from time to time, the parties to this Agreement hereby authenticate and execute this Agreement, and any and all Exhibits to this Agreement, with their respective electronic signatures, including any and all scanned signatures in portable document format (PDF).

17.02 Counterparts. The parties to this Agreement understand and agree that this Agreement can be executed in two (2) or more counterparts and transmitted electronically via facsimile transmission or by delivery of a scanned counterpart in portable document format (PDF) via email transmittal.

17.03 Form: Delivery by E-Mail or Facsimile. Executed counterparts of this Agreement may be delivered by facsimile transmission or by delivery of a scanned counterpart in portable format (PDF) by e-mail transmittal, in either case with delivery confirmed. On such confirmed delivery, the signatures in the facsimile or PDF data file shall be deemed to have the same force and effect as if the manually signed counterpart or counterparts had been delivered to the other party in person.

8. In all places within the Agreement, any reference to Department of Public Works, Facilities, & Parks is hereby replaced with Department of Public Works, Facilities and Parks.
9. All other terms and conditions of the Agreement, including all Exhibits thereto, remain unchanged and in full force.
10. This Amendment No. 1 shall be attached to the Agreement and incorporated therein as if fully set forth in the Agreement.
11. The recitals to this Amendment No. 1 are incorporated into the Agreement and this Amendment No. 1.

IN WITNESS WHEREOF, the Parties hereto have executed this Amendment No. 1 to the Agreement which shall be effective as of the last date opposite the respective signatures below.

COUNTY OF MONTEREY

CONTRACTOR*

By: DocuSigned by:
Debra R. Wilson
7B741937AA0D41B...
Contracts/Purchasing Officer

Dokken Engineering, Inc.
Contractor's Business Name

Date: 2/10/2023 | 2:58 PM PST

By: DocuSigned by:
John A. Klemunes, Jr.
1A06640311C54F4...
(Signature of Chair, President or Vice President)

Approved as to Form
Office of the County Counsel
Leslie J. Girard, County Counsel

Its: John A. Klemunes, Jr., President
(Print Name and Title)

By: DocuSigned by:
Mary Grace Perry
A1933B20E717442...
Mary Grace Perry
Deputy County Counsel

Date: 1/19/2023 | 2:29 PM PST

Date: 1/19/2023 | 6:43 PM PST

By: DocuSigned by:
Cathy Chan
172757823793F...
(Signature of Secretary, Asst. Secretary, CFO,
Treasurer or Asst. Treasurer)

Its: Cathy Chan, Secretary
(Print Name and Title)

Approved as to Fiscal Provisions

By: DocuSigned by:
Jennifer Forsyth
3E7E657070454AE...
Auditor/Controller

Date: 1/19/2023 | 2:44 PM PST

Date: 1/20/2023 | 10:47 AM PST

Approved as to Indemnity and Insurance Provisions
Office of the County Counsel
Leslie J. Girard, County Counsel

By: _____
Danielle P. Mancuso
Risk Manager

Date: _____

*INSTRUCTIONS: If CONTRACTOR is a corporation, including non-profit corporations, the full legal name of the corporation shall be set forth above together with the signatures of two (2) specified officers per California Corporations Code Section 313. If CONTRACTOR is a Limited Liability Corporation (LLC), the full legal name of the LLC shall be set forth above together with the signatures of two (2) managers. If CONTRACTOR is a partnership, the full legal name of the partnership shall be set forth above together with the signature of a partner who has authority to execute this Agreement on behalf of the partnership. If CONTRACTOR is contracting in an individual capacity, the individual shall set forth the name of the business, if any, and shall personally sign the Agreement or Amendment to said Agreement.

EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR CONTRACTORS AND SUBCONTRACTORS

Retroactive and effective December 7, 2021 EXHIBIT 10-H2 COST PROPOSAL

SPECIFIC RATE OF COMPENSATION (Use for On-Call or As-Needed Contracts)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-Ups are Not Allowed

Consultant DOKKEN ENGINEERING Prime Consultant Subconsultant 2nd Tier Subconsultant
 Project No. County of Monterey On-Call Engineering Services Contract No. RFQ #10806 Participation Amount \$ _____ Date 10-Aug-21

| | | | | |
|-----------------------|---|-----|---------|-------------------|
| For Combined Rate | Fringe Benefit % + General & Administrative % | = | 165.50% | Combined ICR% |
| For Home Office Rate | Fringe Benefit % + General & Administrative % | = | | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % + General & Administrative % | = | | Field Office ICR% |
| | | Fee | = | 10.00% |

BILLING INFORMATION

CALCULATION INFORMATION

| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly | | Actual or Average Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
|--|-----------------------------------|----------|--------|--------------------------|------------|--|------------------|---|
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |
| John Klemunes, PE* Principal in Charge Exempt | \$292.05 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$100.00 | | Not Applicable |
| | \$300.81 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$103.00 | 3.00% | |
| | \$309.84 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$106.09 | 3.00% | |
| | \$319.13 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$109.27 | 3.00% | |
| | \$328.70 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$112.55 | 3.00% | |
| | \$338.57 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$115.93 | 3.00% | |
| Rick Liptak, PE* QA/QC Engineer Exempt | \$292.05 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$100.00 | | Not Applicable |
| | \$300.81 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$103.00 | 3.00% | |
| | \$309.84 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$106.09 | 3.00% | |
| | \$319.13 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$109.27 | 3.00% | |
| | \$328.70 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$112.55 | 3.00% | |
| | \$338.57 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$115.93 | 3.00% | |
| Ashley Orsaba-Finders, PE* Project Manager Senior Engineer Exempt | \$178.15 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$61.00 | | Not Applicable |
| | \$183.50 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$62.83 | 3.00% | |
| | \$189.00 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$64.71 | 3.00% | |
| | \$194.67 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$66.66 | 3.00% | |
| | \$200.51 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$68.66 | 3.00% | |
| | \$206.53 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$70.72 | 3.00% | |
| Juann Ramos, PE* Task Order Lead Senior Engineer Exempt | \$292.05 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$100.00 | | Not Applicable |
| | \$300.81 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$103.00 | 3.00% | |
| | \$309.84 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$106.09 | 3.00% | |
| | \$319.13 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$109.27 | 3.00% | |
| | \$328.70 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$112.55 | 3.00% | |
| | \$338.57 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$115.93 | 3.00% | |

EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR CONTRACTORS AND SUBCONTRACTORS

**Retroactive and effective December 7, 2021
EXHIBIT 10-H2 COST PROPOSAL**

SPECIFIC RATE OF COMPENSATION (Use for On-Call or As-Needed Contracts)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-Ups are Not Allowed

Consultant DOKKEN ENGINEERING Prime Consultant Subconsultant 2nd Tier Subconsultant
 Project No. County of Monterey On-Call Engineering Services Contract No. RFQ #10806 Participation Amount \$ _____ Date 10-Aug-21

| | | | | |
|-----------------------|---|-----|---------|-------------------|
| For Combined Rate | Fringe Benefit % + General & Administrative % | = | 165.50% | Combined ICR% |
| For Home Office Rate | Fringe Benefit % + General & Administrative % | = | | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % + General & Administrative % | = | | Field Office ICR% |
| | | Fee | = | 10.00% |

| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly | | Actual or Average Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
|--|-----------------------------------|----------|--------|--------------------------|------------|--|------------------|---|
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |
| Matt Atkinson, PE, QSD/P* | \$169.39 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$58.00 | | Not Applicable |
| Task Order Lead | \$174.47 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$59.74 | 3.00% | |
| Senior Engineer | \$179.70 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$61.53 | 3.00% | |
| Exempt | \$185.10 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$63.38 | 3.00% | |
| | \$190.65 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$65.28 | 3.00% | |
| | \$196.37 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$67.24 | 3.00% | |
| Brian Stephenson, PE, QSD/P* | \$204.44 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$70.00 | | Not Applicable |
| Task Order Lead | \$210.57 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$72.10 | 3.00% | |
| Senior Engineer | \$216.89 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$74.26 | 3.00% | |
| Exempt | \$223.39 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$76.49 | 3.00% | |
| | \$230.09 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$78.79 | 3.00% | |
| | \$237.00 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$81.15 | 3.00% | |
| Kris Kofoed, PE* | \$183.99 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$63.00 | | Not Applicable |
| Task Order Lead | \$189.51 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$64.89 | 3.00% | |
| Senior Engineer | \$195.20 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$66.84 | 3.00% | |
| Exempt | \$201.05 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$68.84 | 3.00% | |
| | \$207.08 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$70.91 | 3.00% | |
| | \$213.30 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$73.03 | 3.00% | |
| Jacqueline Lockhart, PE* | \$178.15 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$61.00 | | Not Applicable |
| Task Order Lead | \$183.50 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$62.83 | 3.00% | |
| Senior Engineer | \$189.00 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$64.71 | 3.00% | |
| Exempt | \$194.67 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$66.66 | 3.00% | |
| | \$200.51 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$68.66 | 3.00% | |
| | \$206.53 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$70.72 | 3.00% | |

EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR CONTRACTORS AND SUBCONTRACTORS

**Retroactive and effective December 7, 2021
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SPECIFIC RATE OF COMPENSATION (Use for On-Call or As-Needed Contracts)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-Ups are Not Allowed

Consultant DOKKEN ENGINEERING Prime Consultant Subconsultant 2nd Tier Subconsultant
 Project No. County of Monterey On-Call Engineering Services Contract No. RFQ #10806 Participation Amount \$ _____ Date 10-Aug-21

| | | | | |
|-----------------------|---|---|---------|-------------------|
| For Combined Rate | Fringe Benefit % + General & Administrative % | = | 165.50% | Combined ICR% |
| For Home Office Rate | Fringe Benefit % + General & Administrative % | = | | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % + General & Administrative % | = | | Field Office ICR% |
| | | | Fee | = 10.00% |

BILLING INFORMATION

CALCULATION INFORMATION

| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly | | Actual or Average Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
|--|-----------------------------------|----------|--------|--------------------------|------------|--|------------------|---|
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |
| Tony Powers, PE | \$195.67 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$67.00 | | Not Applicable |
| Task Order Lead | \$201.54 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$69.01 | 3.00% | |
| Senior Engineer | \$207.59 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$71.08 | 3.00% | |
| Exempt | \$213.82 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$73.21 | 3.00% | |
| | \$220.23 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$75.41 | 3.00% | |
| | \$226.84 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$77.67 | 3.00% | |
| Rosa Griggs, PE* | \$204.44 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$70.00 | | Not Applicable |
| Task Order Lead | \$210.57 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$72.10 | 3.00% | |
| Senior Engineer | \$216.89 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$74.26 | 3.00% | |
| Exempt | \$223.39 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$76.49 | 3.00% | |
| | \$230.09 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$78.79 | 3.00% | |
| | \$237.00 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$81.15 | 3.00% | |
| Pamela Dalcin-Walling, PE, QSD/P* | \$236.56 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$81.00 | | Not Applicable |
| Task Order Lead | \$243.66 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$83.43 | 3.00% | |
| Senior Engineer | \$250.97 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$85.93 | 3.00% | |
| Exempt | \$258.50 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$88.51 | 3.00% | |
| | \$266.25 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$91.17 | 3.00% | |
| | \$274.24 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$93.90 | 3.00% | |
| Joe Ostdiek, PE, TE* | \$189.83 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$65.00 | | Not Applicable |
| Task Order Lead | \$195.53 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$66.95 | 3.00% | |
| Senior Engineer | \$201.39 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$68.96 | 3.00% | |
| Exempt | \$207.44 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$71.03 | 3.00% | |
| | \$213.66 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$73.16 | 3.00% | |
| | \$220.07 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$75.35 | 3.00% | |

EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR CONTRACTORS AND SUBCONTRACTORS

**Retroactive and effective December 7, 2021
EXHIBIT 10-H2 COST PROPOSAL**

SPECIFIC RATE OF COMPENSATION (Use for On-Call or As-Needed Contracts)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-Ups are Not Allowed

Consultant DOKKEN ENGINEERING Prime Consultant Subconsultant 2nd Tier Subconsultant
 Project No. County of Monterey On-Call Engineering Services Contract No. RFQ #10806 Participation Amount \$ _____ Date 10-Aug-21

| | | | | |
|-----------------------|---|---|---------|-------------------|
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| For Field Office Rate | Fringe Benefit % + General & Administrative % | = | | Field Office ICR% |
| | | | Fee | = 10.00% |

BILLING INFORMATION

CALCULATION INFORMATION

| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly | | Actual or Average Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
|--|-----------------------------------|----------|--------|--------------------------|------------|--|------------------|---|
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |
| Jamie Formico, SR/WA | \$183.99 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$63.00 | | Not Applicable |
| Task Order Lead | \$189.51 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$64.89 | 3.00% | |
| Right of Way Manager | \$195.20 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$66.84 | 3.00% | |
| Exempt | \$201.05 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$68.84 | 3.00% | |
| | \$207.08 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$70.91 | 3.00% | |
| | \$213.30 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$73.03 | 3.00% | |
| Sarah Holm* | \$210.28 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$72.00 | | Not Applicable |
| Task Order Lead | \$216.58 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$74.16 | 3.00% | |
| Environmental Manager | \$223.08 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$76.38 | 3.00% | |
| Exempt | \$229.77 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$78.68 | 3.00% | |
| | \$236.67 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$81.04 | 3.00% | |
| | \$243.77 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$83.47 | 3.00% | |
| Amy Bakker* | \$128.50 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$44.00 | | Not Applicable |
| Task Order Lead | \$132.36 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$45.32 | 3.00% | |
| Associate Environmental Planner | \$136.33 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$46.68 | 3.00% | |
| Exempt | \$140.42 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$48.08 | 3.00% | |
| | \$144.63 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$49.52 | 3.00% | |
| | \$148.97 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$51.01 | 3.00% | |
| STAFF | \$219.04 - \$321.26 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$92.50 | | \$75.00 - \$110.00 |
| Principal in Charge | \$225.61 - \$330.89 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$95.28 | 3.00% | \$77.25 - \$113.30 |
| Exempt | \$232.38 - \$340.82 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$98.13 | 3.00% | \$79.57 - \$116.70 |
| | \$239.35 - \$351.04 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$101.08 | 3.00% | \$81.95 - \$120.20 |
| | \$246.53 - \$361.58 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$104.11 | 3.00% | \$84.41 - \$123.81 |
| | \$253.92 - \$372.42 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$107.23 | 3.00% | \$86.95 - \$127.52 |

EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR CONTRACTORS AND SUBCONTRACTORS

**Retroactive and effective December 7, 2021
EXHIBIT 10-H2 COST PROPOSAL**

SPECIFIC RATE OF COMPENSATION (Use for On-Call or As-Needed Contracts)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-Ups are Not Allowed

Consultant DOKKEN ENGINEERING Prime Consultant Subconsultant 2nd Tier Subconsultant
 Project No. County of Monterey On-Call Engineering Services Contract No. RFQ #10806 Participation Amount \$ _____ Date 10-Aug-21

| | | | | |
|-----------------------|---|---|---------|-------------------|
| For Combined Rate | Fringe Benefit % + General & Administrative % | = | 165.50% | Combined ICR% |
| For Home Office Rate | Fringe Benefit % + General & Administrative % | = | | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % + General & Administrative % | = | | Field Office ICR% |
| | | | Fee | = 10.00% |

BILLING INFORMATION

CALCULATION INFORMATION

| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly | | Actual or Average Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
|--|-----------------------------------|----------|--------|--------------------------|------------|--|------------------|---|
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |
| STAFF QA/QC Engineer Exempt | \$219.04 - \$321.26 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$92.50 | | \$75.00 - \$110.00 |
| | \$225.61 - \$330.89 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$95.28 | 3.00% | \$77.25 - \$113.30 |
| | \$232.38 - \$340.82 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$98.13 | 3.00% | \$79.57 - \$116.70 |
| | \$239.35 - \$351.04 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$101.08 | 3.00% | \$81.95 - \$120.20 |
| | \$246.53 - \$361.58 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$104.11 | 3.00% | \$84.41 - \$123.81 |
| | \$253.92 - \$372.42 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$107.23 | 3.00% | \$86.95 - \$127.52 |
| STAFF Project Manager Exempt | \$160.63 - \$292.05 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$77.50 | | \$55.00 - \$100.00 |
| | \$165.45 - \$300.81 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$79.83 | 3.00% | \$56.65 - \$103.00 |
| | \$170.41 - \$309.84 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$82.22 | 3.00% | \$58.35 - \$106.09 |
| | \$175.52 - \$319.13 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$84.69 | 3.00% | \$60.10 - \$109.27 |
| | \$180.79 - \$328.70 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$87.23 | 3.00% | \$61.90 - \$112.55 |
| | \$186.21 - \$338.57 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$89.84 | 3.00% | \$63.76 - \$115.93 |
| STAFF Task Order Lead Exempt | \$160.63 - \$292.05 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$77.50 | | \$55.00 - \$100.00 |
| | \$165.45 - \$300.81 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$79.83 | 3.00% | \$56.65 - \$103.00 |
| | \$170.41 - \$309.84 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$82.22 | 3.00% | \$58.35 - \$106.09 |
| | \$175.52 - \$319.13 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$84.69 | 3.00% | \$60.10 - \$109.27 |
| | \$180.79 - \$328.70 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$87.23 | 3.00% | \$61.90 - \$112.55 |
| | \$186.21 - \$338.57 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$89.84 | 3.00% | \$63.76 - \$115.93 |
| STAFF Senior Engineer Exempt | \$160.63 - \$292.05 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$77.50 | | \$55.00 - \$100.00 |
| | \$165.45 - \$300.81 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$79.83 | 3.00% | \$56.65 - \$103.00 |
| | \$170.41 - \$309.84 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$82.22 | 3.00% | \$58.35 - \$106.09 |
| | \$175.52 - \$319.13 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$84.69 | 3.00% | \$60.10 - \$109.27 |
| | \$180.79 - \$328.70 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$87.23 | 3.00% | \$61.90 - \$112.55 |
| | \$186.21 - \$338.57 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$89.84 | 3.00% | \$63.76 - \$115.93 |

EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR CONTRACTORS AND SUBCONTRACTORS

**Retroactive and effective December 7, 2021
EXHIBIT 10-H2 COST PROPOSAL**

SPECIFIC RATE OF COMPENSATION (Use for On-Call or As-Needed Contracts)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-Ups are Not Allowed

Consultant DOKKEN ENGINEERING Prime Consultant Subconsultant 2nd Tier Subconsultant
 Project No. County of Monterey On-Call Engineering Services Contract No. RFQ #10806 Participation Amount \$ _____ Date 10-Aug-21

| | | | | |
|-----------------------|---|---|---------|-------------------|
| For Combined Rate | Fringe Benefit % + General & Administrative % | = | 165.50% | Combined ICR% |
| For Home Office Rate | Fringe Benefit % + General & Administrative % | = | | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % + General & Administrative % | = | | Field Office ICR% |
| | | | Fee | = 10.00% |

BILLING INFORMATION

CALCULATION INFORMATION

| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly | | Actual or Average Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
|--|-----------------------------------|----------|--------|--------------------------|------------|--|------------------|---|
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |
| STAFF Associate Engineer Exempt | \$131.42 - \$189.83 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$55.00 | | \$45.00 - \$65.00 |
| | \$135.37 - \$195.53 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$56.65 | 3.00% | \$46.35 - \$66.95 |
| | \$139.43 - \$201.39 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$58.35 | 3.00% | \$47.74 - \$68.96 |
| | \$143.61 - \$207.44 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$60.10 | 3.00% | \$49.17 - \$71.03 |
| | \$147.92 - \$213.66 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$61.90 | 3.00% | \$50.65 - \$73.16 |
| | \$152.35 - \$220.07 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$63.76 | 3.00% | \$52.17 - \$75.35 |
| STAFF Assistant Engineer Exempt | \$87.62 - \$146.03 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$40.00 | | \$30.00 - \$50.00 |
| | \$90.24 - \$150.41 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$41.20 | 3.00% | \$30.90 - \$51.50 |
| | \$92.95 - \$154.92 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$42.44 | 3.00% | \$31.83 - \$53.05 |
| | \$95.74 - \$159.57 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$43.71 | 3.00% | \$32.78 - \$54.64 |
| | \$98.61 - \$164.35 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$45.02 | 3.00% | \$33.77 - \$56.28 |
| | \$101.57 - \$169.28 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$46.37 | 3.00% | \$34.78 - \$57.96 |
| STAFF Senior CAD Exempt | \$146.03 - \$233.64 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$65.00 | | \$50.00 - \$80.00 |
| | \$150.41 - \$240.65 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$66.95 | 3.00% | \$51.50 - \$82.40 |
| | \$154.92 - \$247.87 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$68.96 | 3.00% | \$53.05 - \$84.87 |
| | \$159.57 - \$255.30 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$71.03 | 3.00% | \$54.64 - \$87.42 |
| | \$164.35 - \$262.96 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$73.16 | 3.00% | \$56.28 - \$90.04 |
| | \$169.28 - \$270.85 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$75.35 | 3.00% | \$57.96 - \$92.74 |
| STAFF CAD Detailer/Engineering Technician Non-Exempt | \$73.01 - \$146.03 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$37.50 | | \$25.00 - \$50.00 |
| | \$75.20 - \$150.41 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$38.63 | 3.00% | \$25.75 - \$51.50 |
| | \$77.46 - \$154.92 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$39.78 | 3.00% | \$26.52 - \$53.05 |
| | \$79.78 - \$159.57 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$40.98 | 3.00% | \$27.32 - \$54.64 |
| | \$82.18 - \$164.35 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$42.21 | 3.00% | \$28.14 - \$56.28 |
| | \$84.64 - \$169.28 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$43.47 | 3.00% | \$28.98 - \$57.96 |

EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR CONTRACTORS AND SUBCONTRACTORS

**Retroactive and effective December 7, 2021
EXHIBIT 10-H2 COST PROPOSAL**

SPECIFIC RATE OF COMPENSATION (Use for On-Call or As-Needed Contracts)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-Ups are Not Allowed

Consultant DOKKEN ENGINEERING Prime Consultant Subconsultant 2nd Tier Subconsultant
 Project No. County of Monterey On-Call Engineering Services Contract No. RFQ #10806 Participation Amount \$ _____ Date 10-Aug-21

| | | | | |
|-----------------------|---|---|---------|-------------------|
| For Combined Rate | Fringe Benefit % + General & Administrative % | = | 165.50% | Combined ICR% |
| For Home Office Rate | Fringe Benefit % + General & Administrative % | = | | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % + General & Administrative % | = | | Field Office ICR% |
| | | | Fee | = 10.00% |

BILLING INFORMATION

CALCULATION INFORMATION

| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly | | Actual or Average Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
|---|-----------------------------------|----------|--------|--------------------------|------------|--|------------------|---|
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |
| STAFF Right of Way Manager Exempt | \$146.03 - \$233.64 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$65.00 | | \$50.00 - \$80.00 |
| | \$150.41 - \$240.65 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$66.95 | 3.00% | \$51.50 - \$82.40 |
| | \$154.92 - \$247.87 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$68.96 | 3.00% | \$53.05 - \$84.87 |
| | \$159.57 - \$255.30 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$71.03 | 3.00% | \$54.64 - \$87.42 |
| | \$164.35 - \$262.96 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$73.16 | 3.00% | \$56.28 - \$90.04 |
| | \$169.28 - \$270.85 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$75.35 | 3.00% | \$57.96 - \$92.74 |
| STAFF Senior Right of Way Agent Exempt | \$131.42 - \$189.83 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$55.00 | | \$45.00 - \$65.00 |
| | \$135.37 - \$195.53 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$56.65 | 3.00% | \$46.35 - \$66.95 |
| | \$139.43 - \$201.39 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$58.35 | 3.00% | \$47.74 - \$68.96 |
| | \$143.61 - \$207.44 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$60.10 | 3.00% | \$49.17 - \$71.03 |
| | \$147.92 - \$213.66 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$61.90 | 3.00% | \$50.65 - \$73.16 |
| | \$152.35 - \$220.07 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$63.76 | 3.00% | \$52.17 - \$75.35 |
| STAFF Right of Way Agent Exempt | \$87.62 - \$146.03 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$40.00 | | \$30.00 - \$50.00 |
| | \$90.24 - \$150.41 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$41.20 | 3.00% | \$30.90 - \$51.50 |
| | \$92.95 - \$154.92 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$42.44 | 3.00% | \$31.83 - \$53.05 |
| | \$95.74 - \$159.57 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$43.71 | 3.00% | \$32.78 - \$54.64 |
| | \$98.61 - \$164.35 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$45.02 | 3.00% | \$33.77 - \$56.28 |
| | \$101.57 - \$169.28 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$46.37 | 3.00% | \$34.78 - \$57.96 |
| STAFF Right of Way Assistant Non-Exempt | \$43.81 - \$87.62 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$22.50 | | \$15.00 - \$30.00 |
| | \$45.12 - \$90.24 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$23.18 | 3.00% | \$15.45 - \$30.90 |
| | \$46.48 - \$92.95 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$23.87 | 3.00% | \$15.91 - \$31.83 |
| | \$47.87 - \$95.74 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$24.59 | 3.00% | \$16.39 - \$32.78 |
| | \$49.31 - \$98.61 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$25.32 | 3.00% | \$16.88 - \$33.77 |
| | \$50.78 - \$101.57 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$26.08 | 3.00% | \$17.39 - \$34.78 |

**EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
CONTRACTORS AND SUBCONTRACTORS**

**retroactive and effective December 7, 2021
EXHIBIT 10-H2 COST PROPOSAL**

SPECIFIC RATE OF COMPENSATION (Use for On-Call or As-Needed Contracts)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-Ups are Not Allowed

Consultant DOKKEN ENGINEERING Prime Consultant Subconsultant 2nd Tier Subconsultant
 Project No. County of Monterey On-Call Engineering Services Contract No. RFQ #10806 Participation Amount \$ _____ Date 10-Aug-21

| | | | | |
|-----------------------|---|-----|---------|-------------------|
| For Combined Rate | Fringe Benefit % + General & Administrative % | = | 165.50% | Combined ICR% |
| For Home Office Rate | Fringe Benefit % + General & Administrative % | = | | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % + General & Administrative % | = | | Field Office ICR% |
| | | Fee | = | 10.00% |

BILLING INFORMATION

CALCULATION INFORMATION

| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly | | Actual or Average Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
|--|-----------------------------------|----------|--------|--------------------------|------------|---|---------------------|--|
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |
| STAFF Environmental Manager Exempt | \$146.03 - \$233.64 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$65.00 | | \$50.00 - \$80.00 |
| | \$150.41 - \$240.65 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$66.95 | 3.00% | \$51.50 - \$82.40 |
| | \$154.92 - \$247.87 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$68.96 | 3.00% | \$53.05 - \$84.87 |
| | \$159.57 - \$255.30 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$71.03 | 3.00% | \$54.64 - \$87.42 |
| | \$164.35 - \$262.96 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$73.16 | 3.00% | \$56.28 - \$90.04 |
| | \$169.28 - \$270.85 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$75.35 | 3.00% | \$57.96 - \$92.74 |
| STAFF Senior Environmental Planner Exempt | \$131.42 - \$189.83 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$55.00 | | \$45.00 - \$65.00 |
| | \$135.37 - \$195.53 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$56.65 | 3.00% | \$46.35 - \$66.95 |
| | \$139.43 - \$201.39 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$58.35 | 3.00% | \$47.74 - \$68.96 |
| | \$143.61 - \$207.44 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$60.10 | 3.00% | \$49.17 - \$71.03 |
| | \$147.92 - \$213.66 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$61.90 | 3.00% | \$50.65 - \$73.16 |
| | \$152.35 - \$220.07 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$63.76 | 3.00% | \$52.17 - \$75.35 |
| STAFF Associate Environmental Planner Exempt | \$87.62 - \$146.03 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$40.00 | | \$30.00 - \$50.00 |
| | \$90.24 - \$150.41 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$41.20 | 3.00% | \$30.90 - \$51.50 |
| | \$92.95 - \$154.92 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$42.44 | 3.00% | \$31.83 - \$53.05 |
| | \$95.74 - \$159.57 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$43.71 | 3.00% | \$32.78 - \$54.64 |
| | \$98.61 - \$164.35 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$45.02 | 3.00% | \$33.77 - \$56.28 |
| | \$101.57 - \$169.28 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$46.37 | 3.00% | \$34.78 - \$57.96 |
| STAFF Environmental Planner Exempt | \$58.41 - \$116.82 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$30.00 | | \$20.00 - \$40.00 |
| | \$60.16 - \$120.32 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$30.90 | 3.00% | \$20.60 - \$41.20 |
| | \$61.97 - \$123.93 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$31.83 | 3.00% | \$21.22 - \$42.44 |
| | \$63.83 - \$127.65 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$32.78 | 3.00% | \$21.85 - \$43.71 |
| | \$65.74 - \$131.48 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$33.77 | 3.00% | \$22.51 - \$45.02 |
| | \$67.71 - \$135.43 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$34.78 | 3.00% | \$23.19 - \$46.37 |

EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR CONTRACTORS AND SUBCONTRACTORS

**retroactive and effective December 7, 2021
EXHIBIT 10-H2 COST PROPOSAL**

SPECIFIC RATE OF COMPENSATION (Use for On-Call or As-Needed Contracts)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-Ups are Not Allowed

Consultant DOKKEN ENGINEERING Prime Consultant Subconsultant 2nd Tier Subconsultant
 Project No. County of Monterey On-Call Engineering Services Contract No. RFQ #10806 Participation Amount \$ _____ Date 10-Aug-21

| | | | | |
|-----------------------|---|---|---------|-------------------|
| For Combined Rate | Fringe Benefit % + General & Administrative % | = | 165.50% | Combined ICR% |
| For Home Office Rate | Fringe Benefit % + General & Administrative % | = | | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % + General & Administrative % | = | | Field Office ICR% |
| | | | Fee | = 10.00% |

BILLING INFORMATION

CALCULATION INFORMATION

| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly | | Actual or Average Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
|--|-----------------------------------|----------|--------|--------------------------|----|--|------------------|---|
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |

NOTES:

1. Key personnel **must** be marked with an asterisk (*) and employees that are subject to prevailing wage requirements must be marked with two asterisks (**). All costs must comply with the Federal cost principles. Subconsultants will provide their own cost proposals.
2. The cost proposal format shall not be amended
3. Billing rate = actual hourly rate * (1 + ICR) * (1 + Fee). Indirect cost rates shall be updated on an annual basis in accordance with the consultant's annual accounting period and established by a cognizant agency or accepted by Caltrans. All costs must comply with the Federal cost principles for reimbursement
4. For named employees and key personnel enter the actual hourly rate. For classifications only, enter the Average Hourly Rate for that classification.

**EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
CONTRACTORS AND SUBCONTRACTORS
Retroactive and effective December 7, 2021**

EXHIBIT 10-H2 COST PROPOSAL

EXHIBIT 10-H2 COST PROPOSAL
SPECIFIC RATE OF COMPENSATION (Use for On-Call or As-Needed Contracts)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Consultant DOKKEN ENGINEERING Prime Consultant Subconsultant
 Project No. County of Monterey On-Call Engineering Services Contract No. RFQ #10783 Date 10-Aug-21

| SCHEDULE OF OTHER DIRECT COST ITEMS | | | | |
|--|----------|------|-----------|-------------|
| Description of Item | Quantity | Unit | Unit Cost | TOTAL |
| Outside Reproduction | | | \$ - | Actual Cost |
| Permit Fees | | | \$ - | Actual Cost |
| Public Notice Advertisements | | | \$ - | Actual Cost |
| Postage for Public Advertisements | | | \$ - | Actual Cost |
| Record Search Fees/EDR Reports | | | \$ - | Actual Cost |
| Room and Equipment Rentals | | | \$ - | Actual Cost |
| Traffic Control | | | \$ - | Actual Cost |
| Utility Potholing | | | \$ - | Actual Cost |
| Title Reports/Appraisals/Appraisal Reviews | | | \$ - | Actual Cost |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

NOTES:

- List direct cost items with estimated costs. These costs should be competitive in their respective industries and supported with appropriate documentations.
- Proposed ODC items should be consistently billed regardless of client and contract type.
- Items when incurred for the same purpose, in like circumstance, should not be included in any indirect cost pool or in the overhead rate.
- Items such as special tooling, will be reimbursed at actual cost with supporting documentation (invoice).
- Items listed above that would be considered "tools of the trade" are not reimbursable as other direct cost.
- Travel related costs should be pre-approved by the contracting agency and shall not exceed current State Department of Personnel Administration rules.
- If mileage is claimed, the rate should be properly supported by the consultant's calculation of their actual costs for company vehicles. In addition, the miles claimed should be supported by mileage logs.
- If a consultant proposes rental costs for a vehicle, the company must demonstrate that this is its standard procedure for all of their contracts and that they do not own any vehicles that could be used for the same purpose.
- The cost proposal format shall not be amended. All costs must comply with the Federal cost principles.
- Add additional pages if necessary.
- Subconsultants must provide their own cost proposals.

Retroactive and effective December 7, 2021

EXHIBIT 10-H2 COST PROPOSAL

Certification of Direct Costs:

I, the undersigned, certify to the best of my knowledge and belief that all direct costs identified on the cost proposal(s) in this contract are actual, reasonable, allowable, and allocable to the contract in accordance with the contract terms and the following requirements:

1. Generally Accepted Accounting Principles (GAAP)
2. Terms and conditions of the contract
3. Title 23 United States Code Section 112 - Letting of Contracts
4. 48 Code of Federal Regulations Part 31 - Contract Cost Principles and Procedures
5. 23 Code of Federal Regulations Part 172 - Procurement, Management, and Administration of Engineering and Design Related Service
6. 48 Code of Federal Regulations Part 9904 - Cost Accounting Standards Board (when applicable)

All costs must be applied consistently and fairly to all contracts. All documentation of compliance must be retained in the project files and be in compliance with applicable federal and state requirements. Costs that are noncompliant with the federal and state requirements are not eligible for reimbursement.

Prime Consultant or Subconsultant Certifying:

Name: John A. Klemunes

Title *: President

Signature: 

Date of Certification (mm/dd/yyyy): 8/10/2021

Email: jklemunes@dokkenengineering.com

Phone Number: 916-858-0642

Address: 110 Blue Ravine Road, Suite 200, Folsom, CA 95630

*An individual executive or financial officer of the consultant's or subconsultant's organization at a level no lower than a Vice President or a Chief Financial Officer, or equivalent, who has authority to represent the financial information utilized to establish the cost proposal for the contract.

List services the consultant is providing under the proposed contract:

Professional Engineering, Right of Way and Environmental On-Call Services

EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL
FOR CONTRACTORS AND SUBCONTRACTORS Retroactive and effective December 7, 2021

EXHIBIT 10-H2 COST PROPOSAL Page 1 of 3

SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS) (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Consultant UNICO ENGINEERING INC Prime Consultant Subconsultant 2nd Tier Subconsultant

Project No. County of Monterey On-Call Civil Design Contract No. _____ Participation Amount \$ _____ Date 08/4/2021

| | | | |
|-------------------|---|---|---------|
| For Combined Rate | Fringe Benefit % + General & Administrative % | = | 132.01% |
|-------------------|---|---|---------|

| | | |
|-----|---|-----|
| Fee | = | 10% |
|-----|---|-----|

BILLING INFORMATION

CALCULATION INFORMATION

| Name/Job Title/Classification ¹ | Hourly Billing Rates | | | Effective Date of Hourly Rate From To | | Actual or Avg. Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
|--|----------------------|-----------|----------|---------------------------------------|------------|---|------------------|---|
| | Straight | OT (1.5x) | DT (2X) | | | | | |
| Rob Markes Survey Manager | \$204.17 | \$204.17 | \$204.17 | 01/01/2021 | 12/31/2021 | \$80.00 | | |
| | \$210.29 | \$210.29 | \$210.29 | 01/01/2022 | 12/31/2022 | \$82.40 | 3.0% | |
| | \$216.60 | \$216.60 | \$216.60 | 01/01/2023 | 12/31/2023 | \$84.87 | 3.0% | |
| Exempt, Non Prevailing Wage | \$223.10 | \$223.10 | \$223.10 | 01/01/2024 | 12/31/2024 | \$87.34 | 3.0% | |
| Ryan Thompson Sr. Land Surveyor | \$142.92 | \$142.92 | \$142.92 | 01/01/2021 | 12/31/2021 | \$56.00 | | |
| | \$147.21 | \$147.21 | \$147.21 | 01/01/2022 | 12/31/2022 | \$57.68 | 3.0% | |
| | \$151.62 | \$151.62 | \$151.62 | 01/01/2023 | 12/31/2023 | \$59.41 | 3.0% | |
| Non Exempt, Non-Prevailing Wage | \$156.17 | \$156.17 | \$156.17 | 01/01/2024 | 12/31/2024 | \$61.14 | 3.0% | |
| Ryan Ming Sr. Land Surveyor | \$137.81 | \$137.81 | \$137.81 | 01/01/2021 | 12/31/2021 | \$54.00 | | |
| | \$141.95 | \$141.95 | \$141.95 | 01/01/2022 | 12/31/2022 | \$55.62 | 3.0% | |
| | \$146.21 | \$146.21 | \$146.21 | 01/01/2023 | 12/31/2023 | \$57.29 | 3.0% | |
| Non Exempt, Non-Prevailing Wage | \$150.59 | \$150.59 | \$150.59 | 01/01/2024 | 12/31/2024 | \$58.96 | 3.0% | |
| Tim Pringle Party Chief | \$184.36 | \$184.36 | \$184.36 | 01/01/2021 | 12/31/2021 | \$72.24 | | |
| | \$189.90 | \$189.90 | \$189.90 | 01/01/2022 | 12/31/2022 | \$74.41 | 3.0% | |
| | \$195.59 | \$195.59 | \$195.59 | 01/01/2023 | 12/31/2023 | \$76.64 | 3.0% | |
| Non-Exempt, Prevailing Wage | \$201.46 | \$201.46 | \$201.46 | 01/01/2024 | 12/31/2024 | \$78.87 | 3.0% | |
| Todd Jordan Party Chief | \$179.85 | \$179.85 | \$179.85 | 01/01/2021 | 12/31/2021 | \$70.47 | | |
| | \$185.24 | \$185.24 | \$185.24 | 01/01/2022 | 12/31/2022 | \$72.58 | 3.0% | |
| | \$190.80 | \$190.80 | \$190.80 | 01/01/2023 | 12/31/2023 | \$74.76 | 3.0% | |
| Non-Exempt, Prevailing Wage | \$196.52 | \$196.52 | \$196.52 | 01/01/2024 | 12/31/2024 | \$76.94 | 3.0% | |
| Tony Perez Party Chief | \$191.54 | \$191.54 | \$191.54 | 01/01/2021 | 12/31/2021 | \$75.05 | | |
| | \$197.28 | \$197.28 | \$197.28 | 01/01/2022 | 12/31/2022 | \$77.30 | 3.0% | |
| | \$203.20 | \$203.20 | \$203.20 | 01/01/2023 | 12/31/2023 | \$79.62 | 3.0% | |
| Non-Exempt, Prevailing Wage | \$209.30 | \$209.30 | \$209.30 | 01/01/2024 | 12/31/2024 | \$81.94 | 3.0% | |
| Tony Perez Rodman | \$176.86 | \$176.86 | \$176.86 | 01/01/2021 | 12/31/2021 | \$69.30 | | |
| | \$182.17 | \$182.17 | \$182.17 | 01/01/2022 | 12/31/2022 | \$71.38 | 3.0% | |
| | \$187.63 | \$187.63 | \$187.63 | 01/01/2023 | 12/31/2023 | \$73.52 | 3.0% | |
| Non-Exempt, Prevailing Wage | \$193.26 | \$193.26 | \$193.26 | 01/01/2024 | 12/31/2024 | \$75.66 | 3.0% | |

EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL

FOR CONTRACTORS AND SUBCONTRACTORS Retroactive and effective December 7, 2021

| | | | | | | | | |
|----------------------------------|----------|----------|----------|------------|------------|---------|------|-----------------|
| Todd Jordan | \$164.61 | \$164.61 | \$164.61 | 01/01/2021 | 12/31/2021 | \$64.50 | | |
| Rodman | \$169.55 | \$169.55 | \$169.55 | 01/01/2022 | 12/31/2022 | \$66.44 | 3.0% | |
| | \$174.64 | \$174.64 | \$174.64 | 01/01/2023 | 12/31/2023 | \$68.43 | 3.0% | |
| Non Exempt, Prevailing Wage | \$179.87 | \$179.87 | \$179.87 | 01/01/2024 | 12/31/2024 | \$70.42 | 3.0% | |
| Party Chief | \$184.36 | \$184.36 | \$184.36 | 01/01/2021 | 12/31/2021 | \$72.24 | | \$62.00-\$80.00 |
| | \$189.90 | \$189.90 | \$189.90 | 01/01/2022 | 12/31/2022 | \$74.41 | 3.0% | |
| | \$195.59 | \$195.59 | \$195.59 | 01/01/2023 | 12/31/2023 | \$76.64 | 3.0% | |
| Non-Exempt, Prevailing Wage | \$201.46 | \$201.46 | \$201.46 | 01/01/2024 | 12/31/2024 | \$78.87 | 3.0% | |
| Rodman | \$170.84 | \$170.84 | \$170.84 | 01/01/2021 | 12/31/2021 | \$66.94 | | \$62.00-\$80.00 |
| | \$175.96 | \$175.96 | \$175.96 | 01/01/2022 | 12/31/2022 | \$68.95 | 3.0% | |
| | \$181.24 | \$181.24 | \$181.24 | 01/01/2023 | 12/31/2023 | \$71.02 | 3.0% | |
| Non-Exempt, Prevailing Wage | \$186.68 | \$186.68 | \$186.68 | 01/01/2024 | 12/31/2024 | \$73.09 | 3.0% | |
| Todd Jordan | \$91.88 | \$91.88 | \$91.88 | 01/01/2021 | 12/31/2021 | \$36.00 | | |
| Drafter/Survey Technician | \$94.63 | \$94.63 | \$94.63 | 01/01/2022 | 12/31/2022 | \$37.08 | 3.0% | |
| | \$97.47 | \$97.47 | \$97.47 | 01/01/2023 | 12/31/2023 | \$38.19 | 3.0% | |
| | \$100.40 | \$100.40 | \$100.40 | 01/01/2024 | 12/31/2024 | \$39.30 | 3.0% | |
| Ryan A. Ming | \$56.15 | \$56.15 | \$56.15 | 01/01/2021 | 12/31/2021 | \$22.00 | | |
| Survey Technician | \$57.83 | \$57.83 | \$57.83 | 01/01/2022 | 12/31/2022 | \$22.66 | 3.0% | |
| | \$59.57 | \$59.57 | \$59.57 | 01/01/2023 | 12/31/2023 | \$23.34 | 3.0% | |
| | \$61.35 | \$61.35 | \$61.35 | 01/01/2024 | 12/31/2024 | \$24.02 | 3.0% | |
| Survey Technician | \$45.94 | \$45.94 | \$45.94 | 01/01/2021 | 12/31/2021 | \$18.00 | | \$18.00-\$40.00 |
| | \$47.32 | \$47.32 | \$47.32 | 01/01/2022 | 12/31/2022 | \$18.54 | 3.0% | |
| | \$48.74 | \$48.74 | \$48.74 | 01/01/2023 | 12/31/2023 | \$19.10 | 3.0% | |
| | \$50.20 | \$50.20 | \$50.20 | 01/01/2024 | 12/31/2024 | \$19.65 | 3.0% | |

NOTES:

1. Key personnel **must** be marked with an asterisk (*) and employees that are subject to prevailing wage requirements must be marked with two asterisks (**). All costs must comply with the Federal cost principles. Subconsultants will provide their own cost proposals.
2. The cost proposal format shall not be amended.
3. Billing rate = actual hourly rate * (1+ ICR) * (1+ Fee). Indirect cost rates shall be updated on an annual basis in accordance with the consultant's annual accounting period and established by a cognizant agency or accepted by Caltrans. All costs must comply with the Federal cost principles for reimbursement.
4. For named employees and key personnel enter the actual hourly rate. For classifications only, enter the Average Hourly Rate for that classification.

**EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL
FOR CONTRACTORS AND SUBCONTRACTORS
Retroactive and effective December 7, 2021**

EXHIBIT 10-H2 COST PROPOSAL Page 2 of 3

SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS) (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Consultant UNICO Engineering, INC Prime Consultant Subconsultant

Project No. _____

Contract No. _____

8/4/2021

| SCHEDULE OF OTHER DIRECT COST ITEMS (Add additional pages as necessary) | | | | |
|--|-----------------|-------------|------------------|--------------|
| Description of Item | Quantity | Unit | Unit Cost | Total |
| Per Diem Travel - Lodging | TBD | Per Day | \$166 | |
| Per Diem Travel - Meals | TBD | Per day | \$76 | \$ |
| Permit Fees | | | \$ | \$ |
| Plan Sheets | | | \$ | \$ |
| Test | | | \$ | \$ |
| Vehicle | | | | \$ |
| Subconsultant 1: | | | | |
| Subconsultant 2: | | | | \$ |
| Subconsultant 3: | | | | \$ |
| Subconsultant 4: | | | | \$ |
| Subconsultant 5: | | | | \$ |

Note: Add additional pages if necessary.

NOTES:

2. Proposed ODC items should be consistently billed regardless of client and contract type.
3. Items when incurred for the same purpose, in like circumstance, should not be included in any indirect cost pool or in the overhead rate.
4. Items such as special tooling, will be reimbursed at actual cost with supporting documentation (invoice).
5. Items listed above that would be considered "tools of the trade" are not reimbursable as other direct cost.
6. Travel related costs should be pre-approved by the contracting agency and shall not exceed current State Department of Personnel Administration rules.
7. If mileage is claimed, the rate should be properly supported by the consultant's calculation of their actual costs for company vehicles. In addition, the miles claimed should be supported by mileage logs.
8. If a consultant proposes rental costs for a vehicle, the company must demonstrate that this is its standard procedure for all of their contracts and that they do not own any vehicles that could be used for the
9. The cost proposal format shall not be amended. All costs must comply with the Federal cost principles.
10. Add additional pages if necessary.
11. Subconsultants must provide their own cost proposals.

EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL
FOR CONTRACTORS AND SUBCONTRACTORS
Retroactive and effective December 7, 2021

Certification of Direct Costs:

EXHIBIT 10-H2 COST PROPOSAL Page 3 of 3

I, the undersigned, certify to the best of my knowledge and belief that all direct costs identified on the cost proposal(s) in this contract are actual, reasonable, allowable, and allocable to the contract in accordance with the contract terms and the following requirements:

- 7. Generally Accepted Accounting Principles (GAAP)
- 8. Terms and conditions of the contract

- 10. [48 Code of Federal Regulations Part 31](#) - Contract Cost Principles and Procedures
- 11. [23 Code of Federal Regulations Part 172](#) - Procurement, Management, and Administration of Engineering and Design Related Service
- 12. [48 Code of Federal Regulations Part 9904 - Cost Accounting Standards Board](#) (when applicable)

All costs must be applied consistently and fairly to all contracts. All documentation of compliance must be retained in the project files and be in compliance with applicable federal and state requirements. Costs that are noncompliant with the federal and state requirements are not eligible for reimbursement.

Prime Consultant or Subconsultant Certifying:

Name: Cesar Montes de Oca

Title *: President

Signature: 

Date of Certification (mm/dd/yyyy): 08/4/2021

Email: cesar@unicoengineering.com

Phone Number: 916-900-6623

Address: 110 Blue Ravine Rd. Ste 101, Folsom, CA 95630

* An individual executive or financial officer of the consultant's or subconsultant's organization at a level no lower than a Vice President or a Chief Financial Officer, or

List services the consultant is providing under the proposed contract:

Land Surveying

January 2018

**EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
 CONTRACTORS AND SUBCONTRACTORS**

**Retroactive and effective December 7, 2021
 EXHIBIT 10-H2 COST PROPOSAL**

SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS)
 (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-ups are Not Allowed

Consultant Towill, Inc. Prime Consultant Subconsultant 2nd Tier Subconsultant

Project No. TBD Contract No. TBD Participation Amount \$ TBD Date 08/03/21

| | | | | | |
|-------------------|------------------|---|----------------------------|---|---------------|
| For Combined Rate | 41.00% | + | 141.95% | = | 182.95% |
| | Fringe Benefit % | | General & Administrative % | | Combined ICR% |

OR

| | | | | | |
|-----------------------|------------------|---|----------------------------|---|-------------------|
| For Home Office Rate | Fringe Benefit % | + | General & Administrative % | = | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % | + | General & Administrative % | = | Field Office ICR% |

| | | | | | |
|-----|--|--|--|---|--------|
| Fee | | | | = | 10.00% |
|-----|--|--|--|---|--------|

BILLING INFORMATION

CALCULATION INFORMATION

| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly Rate | | Actual or Avg. Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications |
|--|-----------------------------------|----------|----------|-------------------------------|------------|---|------------------|------------------------------------|
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |
| Frank Borges, PLS* – Senior Land Surveyor | \$224.10 | | | 1/1/2021 | 12/31/2021 | \$72.00 | | Not Applicable |
| | \$230.82 | | | 1/1/2022 | 12/31/2022 | \$74.16 | 3.00% | |
| | \$237.74 | | | 1/1/2023 | 12/31/2023 | \$76.38 | 3.00% | |
| | \$244.88 | | | 1/1/2024 | 12/31/2024 | \$78.68 | 3.00% | |
| | \$252.22 | | | 1/1/2025 | 12/31/2025 | \$81.04 | 3.00% | |
| Lorraine Amenda* – Geomatics Specialist | \$192.97 | | | 1/1/2021 | 12/31/2021 | \$62.00 | | Not Applicable |
| | \$198.76 | | | 1/1/2022 | 12/31/2022 | \$63.86 | 3.00% | |
| | \$204.72 | | | 1/1/2023 | 12/31/2023 | \$65.78 | 3.00% | |
| | \$210.87 | | | 1/1/2024 | 12/31/2024 | \$67.75 | 3.00% | |
| | \$217.19 | | | 1/1/2025 | 12/31/2025 | \$69.78 | 3.00% | |
| Matt Vielbaum, PLS* – Licensed Party Chief** | \$157.71 | \$236.56 | \$315.42 | 1/1/2021 | 12/31/2021 | \$50.67 | | Not Applicable |
| | \$162.44 | \$243.66 | \$324.88 | 1/1/2022 | 12/31/2022 | \$52.19 | 3.00% | |
| | \$167.31 | \$250.97 | \$334.62 | 1/1/2023 | 12/31/2023 | \$53.76 | 3.00% | |
| | \$172.33 | \$258.50 | \$344.66 | 1/1/2024 | 12/31/2024 | \$55.37 | 3.00% | |
| | \$177.50 | \$266.25 | \$355.00 | 1/1/2025 | 12/31/2025 | \$57.03 | 3.00% | |
| Staff – Principal Land Surveyor | \$244.33 | | | 1/1/2021 | 12/31/2021 | \$78.50 | | Not Applicable |
| | \$251.66 | | | 1/1/2022 | 12/31/2022 | \$80.86 | 3.00% | |
| | \$259.21 | | | 1/1/2023 | 12/31/2023 | \$83.28 | 3.00% | |
| | \$266.98 | | | 1/1/2024 | 12/31/2024 | \$85.78 | 3.00% | |
| | \$274.99 | | | 1/1/2025 | 12/31/2025 | \$88.35 | 3.00% | |

**EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
 CONTRACTORS AND SUBCONTRACTORS**

**Retroactive and effective December 7, 2021
 EXHIBIT 10-H2 COST PROPOSAL**

SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS)
 (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-ups are Not Allowed

Consultant Towill, Inc. Prime Consultant Subconsultant 2nd Tier Subconsultant

Project No. TBD Contract No. TBD Participation Amount \$ TBD Date 08/03/21

| | | | | | |
|-------------------|------------------|---|----------------------------|---|---------------|
| For Combined Rate | 41.00% | + | 141.95% | = | 182.95% |
| | Fringe Benefit % | | General & Administrative % | | Combined ICR% |

OR

| | | | | | |
|-----------------------|------------------|---|----------------------------|---|-------------------|
| For Home Office Rate | Fringe Benefit % | + | General & Administrative % | = | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % | + | General & Administrative % | = | Field Office ICR% |

| | | | | | Fee = | | 10.00% | | |
|-------|------------------------|----------|----------|----------|----------|------------|---------|-------|----------------|
| Staff | – Senior Land Surveyor | \$216.32 | | | 1/1/2021 | 12/31/2021 | \$69.50 | | Not Applicable |
| | | \$222.80 | | | 1/1/2022 | 12/31/2022 | \$71.59 | 3.00% | |
| | | \$229.49 | | | 1/1/2023 | 12/31/2023 | \$73.73 | 3.00% | |
| | | \$236.37 | | | 1/1/2024 | 12/31/2024 | \$75.94 | 3.00% | |
| | | \$243.46 | | | 1/1/2025 | 12/31/2025 | \$78.22 | 3.00% | |
| Staff | – Project Surveyor | \$168.07 | | | 1/1/2021 | 12/31/2021 | \$54.00 | | Not Applicable |
| | | \$173.11 | | | 1/1/2022 | 12/31/2022 | \$55.62 | 3.00% | |
| | | \$178.31 | | | 1/1/2023 | 12/31/2023 | \$57.29 | 3.00% | |
| | | \$183.66 | | | 1/1/2024 | 12/31/2024 | \$59.01 | 3.00% | |
| | | \$189.17 | | | 1/1/2025 | 12/31/2025 | \$60.78 | 3.00% | |
| Staff | – Associate Surveyor | \$136.95 | \$205.42 | \$273.90 | 1/1/2021 | 12/31/2021 | \$44.00 | | Not Applicable |
| | | \$141.06 | \$211.58 | \$282.11 | 1/1/2022 | 12/31/2022 | \$45.32 | 3.00% | |
| | | \$145.29 | \$217.93 | \$290.58 | 1/1/2023 | 12/31/2023 | \$46.68 | 3.00% | |
| | | \$149.65 | \$224.47 | \$299.29 | 1/1/2024 | 12/31/2024 | \$48.08 | 3.00% | |
| | | \$154.14 | \$231.20 | \$308.27 | 1/1/2025 | 12/31/2025 | \$49.52 | 3.00% | |
| Staff | – Survey Office Tech | \$114.38 | \$171.57 | \$228.77 | 1/1/2021 | 12/31/2021 | \$36.75 | | Not Applicable |
| | | \$117.81 | \$176.72 | \$235.63 | 1/1/2022 | 12/31/2022 | \$37.85 | 3.00% | |
| | | \$121.35 | \$182.02 | \$242.70 | 1/1/2023 | 12/31/2023 | \$38.99 | 3.00% | |
| | | \$124.99 | \$187.48 | \$249.98 | 1/1/2024 | 12/31/2024 | \$40.16 | 3.00% | |
| | | \$128.74 | \$193.11 | \$257.48 | 1/1/2025 | 12/31/2025 | \$41.36 | 3.00% | |

**EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
 CONTRACTORS AND SUBCONTRACTORS**

**Retroactive and effective December 7, 2021
 EXHIBIT 10-H2 COST PROPOSAL**

SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS)
 (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-ups are Not Allowed

Consultant Towill, Inc. Prime Consultant Subconsultant 2nd Tier Subconsultant

Project No. TBD Contract No. TBD Participation Amount \$ TBD Date 08/03/21

| | | | | | |
|-------------------|------------------|---|----------------------------|---|---------------|
| For Combined Rate | 41.00% | + | 141.95% | = | 182.95% |
| | Fringe Benefit % | | General & Administrative % | | Combined ICR% |

OR

| | | | | | |
|-----------------------|------------------|---|----------------------------|---|-------------------|
| For Home Office Rate | Fringe Benefit % | + | General & Administrative % | = | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % | + | General & Administrative % | = | Field Office ICR% |

| | | | | | | | Fee = | 10.00% | |
|-----------------|---------------------------|----------|----------|----------|----------|------------|---------|--------|----------------|
| Staff | – Survey CADD Tech | \$75.48 | \$113.22 | \$150.95 | 1/1/2021 | 12/31/2021 | \$24.25 | | Not Applicable |
| | | \$77.74 | \$116.61 | \$155.48 | 1/1/2022 | 12/31/2022 | \$24.98 | 3.00% | |
| | | \$80.07 | \$120.11 | \$160.15 | 1/1/2023 | 12/31/2023 | \$25.73 | 3.00% | |
| | | \$82.48 | \$123.71 | \$164.95 | 1/1/2024 | 12/31/2024 | \$26.50 | 3.00% | |
| | | \$84.95 | \$127.42 | \$169.90 | 1/1/2025 | 12/31/2025 | \$27.29 | 3.00% | |
| Staff | – Project Coordinator | \$97.02 | \$145.52 | \$194.03 | 1/1/2021 | 12/31/2021 | \$31.17 | | Not Applicable |
| | | \$99.93 | \$149.89 | \$199.85 | 1/1/2022 | 12/31/2022 | \$32.11 | 3.00% | |
| | | \$102.92 | \$154.38 | \$205.85 | 1/1/2023 | 12/31/2023 | \$33.07 | 3.00% | |
| | | \$106.01 | \$159.02 | \$212.02 | 1/1/2024 | 12/31/2024 | \$34.06 | 3.00% | |
| | | \$109.19 | \$163.79 | \$218.38 | 1/1/2025 | 12/31/2025 | \$35.08 | 3.00% | |
| Local 3 Union** | – Licensed Party Chief** | \$157.71 | \$236.56 | \$315.42 | 1/1/2021 | 12/31/2021 | \$50.67 | | Not Applicable |
| | | \$162.44 | \$243.66 | \$324.88 | 1/1/2022 | 12/31/2022 | \$52.19 | 3.00% | |
| | | \$167.31 | \$250.97 | \$334.62 | 1/1/2023 | 12/31/2023 | \$53.76 | 3.00% | |
| | | \$172.33 | \$258.50 | \$344.66 | 1/1/2024 | 12/31/2024 | \$55.37 | 3.00% | |
| | | \$177.50 | \$266.25 | \$355.00 | 1/1/2025 | 12/31/2025 | \$57.03 | 3.00% | |
| Local 3 Union** | – Certified Party Chief** | \$157.71 | \$236.56 | \$315.42 | 1/1/2021 | 12/31/2021 | \$50.67 | | Not Applicable |
| | | \$162.44 | \$243.66 | \$324.88 | 1/1/2022 | 12/31/2022 | \$52.19 | 3.00% | |
| | | \$167.31 | \$250.97 | \$334.62 | 1/1/2023 | 12/31/2023 | \$53.76 | 3.00% | |
| | | \$172.33 | \$258.50 | \$344.66 | 1/1/2024 | 12/31/2024 | \$55.37 | 3.00% | |
| | | \$177.50 | \$266.25 | \$355.00 | 1/1/2025 | 12/31/2025 | \$57.03 | 3.00% | |

**EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
 CONTRACTORS AND SUBCONTRACTORS**

**Retroactive and effective December 7, 2021
 EXHIBIT 10-H2 COST PROPOSAL**

SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS)
 (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-ups are Not Allowed

Consultant Towill, Inc. Prime Consultant Subconsultant 2nd Tier Subconsultant

Project No. TBD Contract No. TBD Participation Amount \$ TBD Date 08/03/21

| | | | | | |
|-------------------|------------------|---|----------------------------|---|---------------|
| For Combined Rate | 41.00% | + | 141.95% | = | 182.95% |
| | Fringe Benefit % | | General & Administrative % | | Combined ICR% |

OR

| | | | | | |
|-----------------------|------------------|---|----------------------------|---|-------------------|
| For Home Office Rate | Fringe Benefit % | + | General & Administrative % | = | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % | + | General & Administrative % | = | Field Office ICR% |

| | | | | | Fee = | | 10.00% | | |
|-----------------|-----------------------|----------|----------|----------|----------|------------|---------|-------|----------------|
| Local 3 Union** | - Party Chief** | \$154.47 | \$231.71 | \$308.94 | 1/1/2021 | 12/31/2021 | \$49.63 | | Not Applicable |
| | | \$159.11 | \$238.66 | \$318.21 | 1/1/2022 | 12/31/2022 | \$51.12 | 3.00% | |
| | | \$163.88 | \$245.82 | \$327.76 | 1/1/2023 | 12/31/2023 | \$52.65 | 3.00% | |
| | | \$168.79 | \$253.19 | \$337.59 | 1/1/2024 | 12/31/2024 | \$54.23 | 3.00% | |
| | | \$173.86 | \$260.79 | \$347.72 | 1/1/2025 | 12/31/2025 | \$55.86 | 3.00% | |
| Local 3 Union** | - Instrument Person** | \$144.85 | \$217.28 | \$289.71 | 1/1/2021 | 12/31/2021 | \$46.54 | | Not Applicable |
| | | \$149.20 | \$223.80 | \$298.40 | 1/1/2022 | 12/31/2022 | \$47.94 | 3.00% | |
| | | \$153.67 | \$230.51 | \$307.35 | 1/1/2023 | 12/31/2023 | \$49.37 | 3.00% | |
| | | \$158.29 | \$237.43 | \$316.57 | 1/1/2024 | 12/31/2024 | \$50.86 | 3.00% | |
| | | \$163.03 | \$244.55 | \$326.07 | 1/1/2025 | 12/31/2025 | \$52.38 | 3.00% | |
| Local 3 Union** | - Chain Person** | \$135.89 | \$203.83 | \$271.78 | 1/1/2021 | 12/31/2021 | \$43.66 | | Not Applicable |
| | | \$139.97 | \$209.95 | \$279.93 | 1/1/2022 | 12/31/2022 | \$44.97 | 3.00% | |
| | | \$144.17 | \$216.25 | \$288.33 | 1/1/2023 | 12/31/2023 | \$46.32 | 3.00% | |
| | | \$148.49 | \$222.74 | \$296.98 | 1/1/2024 | 12/31/2024 | \$47.71 | 3.00% | |
| | | \$152.94 | \$229.42 | \$305.89 | 1/1/2025 | 12/31/2025 | \$49.14 | 3.00% | |
| Local 3 Union** | - Apprentice** | \$122.29 | \$183.43 | \$244.58 | 1/1/2021 | 12/31/2021 | \$39.29 | | Not Applicable |
| | | \$125.96 | \$188.94 | \$251.91 | 1/1/2022 | 12/31/2022 | \$40.47 | 3.00% | |
| | | \$129.74 | \$194.60 | \$259.47 | 1/1/2023 | 12/31/2023 | \$41.68 | 3.00% | |
| | | \$133.63 | \$200.44 | \$267.26 | 1/1/2024 | 12/31/2024 | \$42.93 | 3.00% | |
| | | \$137.64 | \$206.45 | \$275.27 | 1/1/2025 | 12/31/2025 | \$44.22 | 3.00% | |

EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR CONTRACTORS AND SUBCONTRACTORS

Retroactive and effective December 7, 2021
EXHIBIT 10-H2 COST PROPOSAL

SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS)
 (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-ups are Not Allowed

Consultant Towill, Inc. Prime Consultant Subconsultant 2nd Tier Subconsultant

Project No. TBD Contract No. TBD Participation Amount \$ TBD Date 08/03/21

| | | | | | |
|-------------------|------------------|---|----------------------------|---|---------------|
| For Combined Rate | 41.00% | + | 141.95% | = | 182.95% |
| | Fringe Benefit % | | General & Administrative % | | Combined ICR% |

OR

| | | | | | |
|-----------------------|------------------|---|----------------------------|---|-------------------|
| For Home Office Rate | Fringe Benefit % | + | General & Administrative % | = | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % | + | General & Administrative % | = | Field Office ICR% |

| | | | | | |
|--|--|--|--|-------|--------|
| | | | | Fee = | 10.00% |
|--|--|--|--|-------|--------|

(Add pages as necessary)

NOTES:

1. Key personnel **must** be marked with an asterisk (*) and employees that are subject to prevailing wage requirements must be marked with two asterisks (**). All costs must comply with the Federal cost principles. Subconsultants will provide their own cost proposals.
2. The cost proposal format shall not be amended.
3. Billing rate = actual hourly rate * (1+ ICR) * (1+ Fee). Indirect cost rates shall be updated on an annual basis in accordance with the consultant's annual accounting period and established by a cognizant agency or accepted by Caltrans. All costs must comply with the Federal cost principles for reimbursement.
4. For named employees and key personnel enter the actual hourly rate. For classifications only, enter the Average Hourly Rate for that classification.

EXHIBIT 10-H2 COST PROPOSAL
SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Consultant Towill, Inc. Prime Consultant Subconsultant
Project No. TBD Contract No. TBD Date 08/03/21

SCHEDULE OF OTHER DIRECT COST ITEMS (Add additional pages as necessary)

| Description of Item | Quant | Unit | Unit Cost | Total |
|----------------------------------|-------|----------|------------|-------|
| Mileage Costs | | Mile | \$0.58 | \$ - |
| High Definition Scanner | | Day | \$650.00 | \$ - |
| Survey Documents, Maps and Deeds | | Document | \$5.00 | \$ - |
| Traffic Control | | Day | \$2,500.00 | \$ - |
| Caltrans Encroachment Permit | | ea | \$491.00 | \$ - |
| | | | | \$ - |
| Subconsultant 1: | | | | \$ |
| Subconsultant 2: | | | | \$ |
| Subconsultant 3: | | | | \$ |
| Subconsultant 4: | | | | \$ |
| Subconsultant 5: | | | | \$ |

NOTES:

- List other direct cost items with estimated costs. These costs should be competitive in their respective industries and supported with appropriate documentation.
- Proposed ODC items should be consistently billed regardless of client and contract type.
- Items when incurred for the same purpose, in like circumstance, should not be included in any indirect cost pool or in the overhead rate.
- Items such as special tooling, will be reimbursed at actual cost with supporting documentation (invoice).
- Items listed above that would be considered "tools of the trade" are not reimbursable as other direct cost.
- Travel related costs should be pre-approved by the contracting agency and shall not exceed current State Department of Personnel Administration rules.
- If mileage is claimed, the rate should be properly supported by the consultant's calculation of their actual costs for company vehicles. In addition, the miles claimed should not exceed the actual miles traveled.
- If a consultant proposes rental costs for a vehicle, the company must demonstrate that this is its standard procedure for all of their contracts and that they do not own any vehicles that could be used for the same purpose.
- The cost proposal format shall not be amended. All costs must comply with the Federal cost principles.
- Add additional pages if necessary.
- Subconsultants must provide their own cost proposals.

EXHIBIT 10-H2 COST PROPOSAL FOR CONTRACTORS AND SUBCONTRACTORS Retroactive and effective December 7, 2021

EXHIBIT 10-H2 COST PROPOSAL

Certification of Direct Costs:

I, the undersigned, certify to the best of my knowledge and belief that all direct costs identified on the cost proposal(s) in this contract are actual, reasonable, allowable, and allocable to the contract in accordance with the contract terms and the following requirements:

- 7. Generally Accepted Accounting Principles (GAAP)
8. Terms and conditions of the contract
9. Title 23 United States Code Section 112 - Letting of Contracts
10. 48 Code of Federal Regulations Part 31 - Contract Cost Principles and Procedures
11. 23 Code of Federal Regulations Part 172 - Procurement, Management, and Administration of Engineering and Design Related Service
12. 48 Code of Federal Regulations Part 9904 - Cost Accounting Standards Board (when applicable)

All costs must be applied consistently and fairly to all contracts. All documentation of compliance must be retained in the project files and be in compliance with applicable federal and state requirements. Costs that are noncompliant with the federal and state requirements are not eligible for reimbursement.

Prime Consultant or Subconsultant Certifying:

Name: Aaron Badavinac Title #: Chief Financial Officer
Signature: [Handwritten Signature] Date of Certification (mm/dd/yyyy): 08/03/21
Email: aaron.badavinac@towill.com Phone Number: (925) 682-6976 x1001
Address: 2300 Clayton Road, Suite 1200, Concord, CA 94520

* An individual executive or financial officer of the consultant's or subconsultant's organization at a level no lower than a Vice President or a Chief Financial Officer, or equivalent, who has authority to represent the financial information utilized to establish the cost proposal for the contract.

List services the consultant is providing under the proposed contract:

Land Surveying

**EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
CONTRACTORS AND SUBCONTRACTORS
Retroactive and effective December 7, 2021**

EXHIBIT 10-H2
Cost Proposal

EXHIBIT 10-H2 COST PROPOSAL

SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS NEEDED CONTRACTS)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-ups are Not Allowed

Consultant: Pacific Crest Engineering, Inc.

Role: Subconsultant
(Prime Consultant / Subconsultant / 2nd Tier Subconsultant)

Project No.: PR 21-118

Contract No.: _____

Participation Amount: _____

Date: 8/3/2021

Project Name: Monterey County On-Call Services

| | | | | | |
|------------------------------|------------------------|---|----------------------------------|---|--------------------------------|
| For Combined Rate | Fringe Benefit % 80.46 | + | General & Administrative 103.93% | = | <u>184.62</u> Combined ICR% |
| OR | | | | | |
| For Home Office Rate | Fringe Benefit % | + | General & Administrative % | = | <u>Home Off ICR%</u> |
| For Field Office Rate | Fringe Benefit % | + | General & Administrative % | = | <u>Field Off ICR%</u> |
| Fee Rate | | | | | = <u>10.00</u> Fee % |

BILLING INFORMATION

CALCULATION INFORMATION

| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly Rate | | Actual or Avg. Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
|--|-----------------------------------|----------|--------|-------------------------------|------------|---|------------------|---|
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |
| Principal Engineer | \$285.03 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$91.04 | 0.00% | N/A |
| Elizabeth Mitchell | \$296.43 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$94.68 | 4.00% | N/A |
| Jim Walker | \$308.29 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$98.47 | 4.00% | N/A |
| | \$320.62 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$102.41 | 4.00% | N/A |
| | \$333.44 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$106.50 | 4.00% | N/A |
| | \$346.78 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$110.76 | 4.00% | N/A |
| Associate Geotechnical Engineer | \$206.82 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$66.06 | 0.00% | N/A |
| Matt Maciel | \$215.09 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$68.70 | 4.00% | N/A |
| Chris Johnson | \$223.70 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$71.45 | 4.00% | N/A |
| | \$232.65 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$74.31 | 4.00% | N/A |
| | \$241.95 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$77.28 | 4.00% | N/A |
| | \$251.63 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$80.37 | 4.00% | N/A |

**EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
 CONTRACTORS AND SUBCONTRACTORS
 Retroactive and effective December 7, 2021**

| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly Rate | | Actual or Avg. Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
|--|-----------------------------------|----------|----------|-------------------------------|------------|---|------------------|---|
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |
| Staff Engineer/Geologist | \$126.64 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$40.45 | 0.00% | N/A |
| Cara Al-Lami | \$131.71 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$42.07 | 4.00% | N/A |
| Andrew Barnes | \$136.98 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$43.75 | 4.00% | N/A |
| | \$142.45 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$45.50 | 4.00% | N/A |
| | \$148.15 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$47.32 | 4.00% | N/A |
| | \$154.08 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$49.21 | 4.00% | N/A |
| Clerical/Drafting | \$127.83 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$40.83 | 0.00% | N/A |
| Jennifer Olds | \$132.94 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$42.46 | 4.00% | N/A |
| | \$138.26 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$44.16 | 4.00% | N/A |
| | \$143.79 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$45.93 | 4.00% | N/A |
| | \$149.54 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$47.77 | 4.00% | N/A |
| | \$155.53 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$49.68 | 4.00% | N/A |
| Laboratory Technician | \$78.27 | \$117.41 | \$156.54 | 1/1/2021 | 12/31/2021 | \$25.00 | 0.00% | \$ 22.50 - \$ 27.50 |
| | \$81.40 | \$122.10 | \$162.80 | 1/1/2022 | 12/31/2022 | \$26.00 | 4.00% | \$ 23.40 - \$ 28.60 |
| | \$84.66 | \$126.99 | \$169.31 | 1/1/2023 | 12/31/2023 | \$27.04 | 4.00% | \$ 24.34 - \$ 29.74 |
| | \$88.04 | \$132.07 | \$176.09 | 1/1/2024 | 12/31/2024 | \$28.12 | 4.00% | \$ 25.31 - \$ 30.93 |
| | \$91.57 | \$137.35 | \$183.13 | 1/1/2025 | 12/31/2025 | \$29.25 | 4.00% | \$ 26.32 - \$ 32.17 |
| | \$95.23 | \$142.84 | \$190.46 | 1/1/2026 | 12/31/2026 | \$30.42 | 4.00% | \$ 27.37 - \$ 33.46 |
| Field Technician | \$192.14 | \$288.21 | \$384.28 | 1/1/2021 | 12/31/2021 | \$61.37 | 0.00% | \$ 51.41 - \$ 67.81 |
| Prevailing Wage* | \$199.82 | \$299.74 | \$399.65 | 1/1/2022 | 12/31/2022 | \$63.82 | 4.00% | \$ 53.47 - \$ 70.52 |
| | \$207.82 | \$311.73 | \$415.63 | 1/1/2023 | 12/31/2023 | \$66.38 | 4.00% | \$ 55.61 - \$ 73.34 |
| | \$216.13 | \$324.19 | \$432.26 | 1/1/2024 | 12/31/2024 | \$69.03 | 4.00% | \$ 57.83 - \$ 76.28 |
| | \$224.77 | \$337.16 | \$449.55 | 1/1/2025 | 12/31/2025 | \$71.79 | 4.00% | \$ 60.14 - \$ 79.33 |
| | \$233.77 | \$350.65 | \$467.53 | 1/1/2026 | 12/31/2026 | \$74.67 | 4.00% | \$ 62.55 - \$ 82.50 |
| Field Technican | \$106.79 | \$160.19 | \$213.58 | 1/1/2021 | 12/31/2021 | \$34.11 | 0.00% | \$ 22.50 - \$ 36.40 |
| Non-Prevailing Wage | \$111.06 | \$166.60 | \$222.13 | 1/1/2022 | 12/31/2022 | \$35.47 | 4.00% | \$ 23.40 - \$ 37.86 |
| | \$115.51 | \$173.26 | \$231.01 | 1/1/2023 | 12/31/2023 | \$36.89 | 4.00% | \$ 24.34 - \$ 39.37 |
| | \$120.13 | \$180.19 | \$240.25 | 1/1/2024 | 12/31/2024 | \$38.37 | 4.00% | \$ 25.31 - \$ 40.95 |
| | \$124.93 | \$187.40 | \$249.86 | 1/1/2025 | 12/31/2025 | \$39.90 | 4.00% | \$ 26.32 - \$ 42.58 |
| | \$129.93 | \$194.89 | \$259.86 | 1/1/2026 | 12/31/2026 | \$41.50 | 4.00% | \$ 27.37 - \$ 44.29 |

- NOTES:
- Key Personnel must be marked with an asterisk (*) and employees that are subject to prevailing wage requirements must be marked with two asterisks (**). All costs must comply with Federal cost principles. Subconsultants will provide their own cost proposals.
 - The cost proposal format shall not be amended.
 - Billing Rate = actual hourly rate * (1 + ICR) * (1 + Fee). Indirect Cost Rates shall be updated on an annual basis in accordance with the consultant's annual accounting period and established by a cognizant agency or accepted by Caltrans. All costs must comply with the Federal cost principles for reimbursement.
 - For named employees and key personnel enter the actual hourly rate. For classifications only, enter the Average Hourly Rate for that classification.

**EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
 CONTRACTORS AND SUBCONTRACTORS
 Retroactive and effective December 7, 2021**

EXHIBIT 10-H2
 Cost Proposal

EXHIBIT 10-H2 COST PROPOSAL

SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS NEEDED CONTRACTS)
 (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Consultant: Pacific Crest Engineering, Inc.

Role: Subconsultant

(Prime Consultant / Subconsultant / 2nd Tier Subconsultant)

Project No.: PR 21-118

Contract No.: _____

Date: 8/3/2021

Project Name: Monterey County On-Call Services

| SCHEDULE OF OTHER DIRECT COST ITEMS (Add additional pages as necessary) | | | | | |
|--|--|-----------------|-------------|--------------------------------|--------------|
| Description of Item | | Quantity | Unit | Unit Cost | Total |
| Company Vehicle Mileage Costs | | TBD | mile | IRS Rate | |
| Drilling Equipment | | TBD | hour | At Cost | |
| Laboratory Analysis | | TBD | per test | Per PCEI Standard Fee Schedule | |
| Lab/Geology Subconsultants | | TBD | each | At Cost | |
| Permit Fees | | TBD | each | At Cost | |
| Utility Location Vendor | | TBD | lump sum | At Cost | |

\$ -

NOTES:

1. List other direct cost items with estimated costs. These costs should be competitive in their respective industries and supported with appropriate documentation.
2. Proposed ODC items should be consistently billed regardless of client and contract type.
3. Items when incurred for the same purpose, in like circumstance, should not be included in any indirect cost pool or in the overhead rate.
4. Items such as special tooling, will be reimbursed at actual cost with supporting documentation (invoice).
5. Items listed above that would be considered "tools of the trade" are not reimbursable as other direct cost.
6. Travel related costs should be pre-approved by the contracting agency and shall not exceed current State Department of Personnel Administration rules.
7. If Mileage is claimed, the rate should be properly supported by the consultant's calculation of their actual costs for company vehicles. In addition, the miles claimed should be supported by mileage logs.
8. If a consultant proposes rental costs for a vehicle, the company must demonstrate that this is its standard procedure for all of their contracts and that they do not own any vehicles that could be used for the same purpose.
9. The cost proposal format shall not be amended. All costs must comply with the Federal cost principles.
10. Add additional pages if necessary.
11. Subconsultants must provide their own cost proposals.

**EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
CONTRACTORS AND SUBCONTRACTORS
Retroactive and effective December 7, 2021**

EXHIBIT 10-H2 COST PROPOSAL

Certification of Direct Costs:

I, the undersigned, certify to the best of my knowledge and belief that all direct costs identified on the cost proposal(s) in this contract are actual, reasonable, allowable, and allocable to the contract in accordance with the contract terms and the following requirements:

1. Generally Accepted Accounting Principles (GAAP)
2. Terms and conditions of the contract
3. [Title 23 United States Code Section 112](#) - Letting of Contracts
4. [48 Code of Federal Regulations Part 31](#) - Contract Cost Principles and Procedures
5. [23 Code of Federal Regulations Part 172](#) - Procurement, Management, and Administration of Engineering and Design Related Service
6. [48 Code of Federal Regulations Part 9904 - Cost Accounting Standards Board](#) (when applicable)

All costs must be applied consistently and fairly to all contracts. All documentation of compliance must be retained in the project files and be in compliance with applicable federal and state requirements. Costs that are noncompliant with the federal and state requirements are not eligible for reimbursement.

Prime Consultant or Subconsultant Certifying:

Name: Elizabeth Mitchell _____

Title*: President/Principal Engineer _____

Signature: *Elizabeth M. Mitchell* _____

Date of Certification (8/3/2021): _____

Email: elizabeth@pacengineering.net _____

Phone Number: 831-722-9446 _____

Address: 444 Airport Blvd, Suite 106, Watsonville, CA 95076 _____

* An individual executive or financial officer of the consultant's or subconsultant's organization at a level no lower than a Vice President or a Chief Financial Officer, or equivalent, who has authority to represent the financial information utilized to establish the cost proposal for the contract.

List services the consultant is providing under the proposed contract:

Geotechnical Engineering, Materials Testing, Special Inspections

**EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
 CONTRACTORS AND SUBCONTRACTORS
 Retroactive and effective December 7, 2021**

EXHIBIT 10-H2
 Cost Proposal

EXHIBIT 10-H2 COST PROPOSAL

SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS NEEDED CONTRACTS)
 (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-ups are Not Allowed

Consultant: Pacific Crest Engineering, Inc. Role: Subconsultant
(Prime Consultant / Subconsultant / 2nd Tier Subconsultant)
 Project No.: PR 21-118 Contract No.: _____ Participation Amount: _____ Date: 8/3/2021
 Project Name: Monterey County On-Call Services

| | | | | | |
|------------------------------|------------------------|---|----------------------------------|---|---|
| For Combined Rate | Fringe Benefit % 80.46 | + | General & Administrative 103.93% | = | 184.62 <small>Combined ICR%</small> |
| OR | | | | | |
| For Home Office Rate | Fringe Benefit % | + | General & Administrative % | = | <u>Home Off ICR%</u> |
| For Field Office Rate | Fringe Benefit % | + | General & Administrative % | = | <u>Field Off ICR%</u> |
| Fee Rate | | | | | 10.00 <small>Fee %</small> |

| BILLING INFORMATION | | | | CALCULATION INFORMATION | | | | |
|--|-----------------------------------|----------|--------|-------------------------------|------------|---|------------------|---|
| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly Rate | | Actual or Avg. Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |
| Principal Engineer | \$285.03 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$91.04 | 0.00% | N/A |
| Elizabeth Mitchell | \$296.43 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$94.68 | 4.00% | N/A |
| Jim Walker | \$308.29 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$98.47 | 4.00% | N/A |
| | \$320.62 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$102.41 | 4.00% | N/A |
| | \$333.44 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$106.50 | 4.00% | N/A |
| | \$346.78 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$110.76 | 4.00% | N/A |
| Associate Geotechnical Engineer | \$206.82 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$66.06 | 0.00% | N/A |
| Matt Maciel | \$215.09 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$68.70 | 4.00% | N/A |
| Chris Johnson | \$223.70 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$71.45 | 4.00% | N/A |
| | \$232.65 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$74.31 | 4.00% | N/A |
| | \$241.95 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$77.28 | 4.00% | N/A |
| | \$251.63 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$80.37 | 4.00% | N/A |

**EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
 CONTRACTORS AND SUBCONTRACTORS
 Retroactive and effective December 7, 2021**

| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly Rate | | Actual or Avg. Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only | |
|--|-----------------------------------|----------|----------|-------------------------------|------------|---|------------------|---|------------|
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | | |
| Staff Engineer/Geologist | \$126.64 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$40.45 | 0.00% | N/A | |
| Cara Al-Lami | \$131.71 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$42.07 | 4.00% | N/A | |
| Andrew Barnes | \$136.98 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$43.75 | 4.00% | N/A | |
| | \$142.45 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$45.50 | 4.00% | N/A | |
| | \$148.15 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$47.32 | 4.00% | N/A | |
| | \$154.08 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$49.21 | 4.00% | N/A | |
| Clerical/Drafting | \$127.83 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$40.83 | 0.00% | N/A | |
| Jennifer Olds | \$132.94 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$42.46 | 4.00% | N/A | |
| | \$138.26 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$44.16 | 4.00% | N/A | |
| | \$143.79 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$45.93 | 4.00% | N/A | |
| | \$149.54 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$47.77 | 4.00% | N/A | |
| | \$155.53 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$49.68 | 4.00% | N/A | |
| Laboratory Technician | \$78.27 | \$117.41 | \$156.54 | 1/1/2021 | 12/31/2021 | \$25.00 | 0.00% | \$ 22.50 | - \$ 27.50 |
| | \$81.40 | \$122.10 | \$162.80 | 1/1/2022 | 12/31/2022 | \$26.00 | 4.00% | \$ 23.40 | - \$ 28.60 |
| | \$84.66 | \$126.99 | \$169.31 | 1/1/2023 | 12/31/2023 | \$27.04 | 4.00% | \$ 24.34 | - \$ 29.74 |
| | \$88.04 | \$132.07 | \$176.09 | 1/1/2024 | 12/31/2024 | \$28.12 | 4.00% | \$ 25.31 | - \$ 30.93 |
| | \$91.57 | \$137.35 | \$183.13 | 1/1/2025 | 12/31/2025 | \$29.25 | 4.00% | \$ 26.32 | - \$ 32.17 |
| | \$95.23 | \$142.84 | \$190.46 | 1/1/2026 | 12/31/2026 | \$30.42 | 4.00% | \$ 27.37 | - \$ 33.46 |
| Field Technician | \$192.14 | \$288.21 | \$384.28 | 1/1/2021 | 12/31/2021 | \$61.37 | 0.00% | \$ 51.41 | - \$ 67.81 |
| Prevailing Wage* | \$199.82 | \$299.74 | \$399.65 | 1/1/2022 | 12/31/2022 | \$63.82 | 4.00% | \$ 53.47 | - \$ 70.52 |
| | \$207.82 | \$311.73 | \$415.63 | 1/1/2023 | 12/31/2023 | \$66.38 | 4.00% | \$ 55.61 | - \$ 73.34 |
| | \$216.13 | \$324.19 | \$432.26 | 1/1/2024 | 12/31/2024 | \$69.03 | 4.00% | \$ 57.83 | - \$ 76.28 |
| | \$224.77 | \$337.16 | \$449.55 | 1/1/2025 | 12/31/2025 | \$71.79 | 4.00% | \$ 60.14 | - \$ 79.33 |
| | \$233.77 | \$350.65 | \$467.53 | 1/1/2026 | 12/31/2026 | \$74.67 | 4.00% | \$ 62.55 | - \$ 82.50 |
| Field Technican | \$108.79 | \$160.19 | \$213.58 | 1/1/2021 | 12/31/2021 | \$34.11 | 0.00% | \$ 22.50 | - \$ 36.40 |
| Non-Prevailing Wage | \$111.06 | \$166.60 | \$222.13 | 1/1/2022 | 12/31/2022 | \$35.47 | 4.00% | \$ 23.40 | - \$ 37.86 |
| | \$115.51 | \$173.26 | \$231.01 | 1/1/2023 | 12/31/2023 | \$36.89 | 4.00% | \$ 24.34 | - \$ 39.37 |
| | \$120.13 | \$180.19 | \$240.25 | 1/1/2024 | 12/31/2024 | \$38.37 | 4.00% | \$ 25.31 | - \$ 40.95 |
| | \$124.93 | \$187.40 | \$249.86 | 1/1/2025 | 12/31/2025 | \$39.90 | 4.00% | \$ 26.32 | - \$ 42.58 |
| | \$129.93 | \$194.89 | \$259.86 | 1/1/2026 | 12/31/2026 | \$41.50 | 4.00% | \$ 27.37 | - \$ 44.29 |

- NOTES:
- Key Personnel must be marked with an asterisk (*) and employees that are subject to prevailing wage requirements must be marked with two asterisks (**). All costs must comply with Federal cost principles. Subconsultants will provide their own cost proposals.
 - The cost proposal format shall not be amended.
 - Billing Rate = actual hourly rate * (1 + ICR) * (1 + Fee). Indirect Cost Rates shall be updated on an annual basis in accordance with the consultant's annual accounting period and established by a cognizant agency or accepted by Caltrans. All costs must comply with the Federal cost principles for reimbursement.
 - For named employees and key personnel enter the actual hourly rate. For classifications only, enter the Average Hourly Rate for that classification.

**EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
 CONTRACTORS AND SUBCONTRACTORS
 Retroactive and effective December 7, 2021**

EXHIBIT 10-H2 COST PROPOSAL

SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS NEEDED CONTRACTS)
 (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Consultant: Pacific Crest Engineering, Inc.

Role: Subconsultant
(Prime Consultant / Subconsultant / 2nd Tier Subconsultant)

Project No.: PR 21-118

Contract No.: _____

Date: 8/3/2021

Project Name: Monterey County On-Call Services

| SCHEDULE OF OTHER DIRECT COST ITEMS (Add additional pages as necessary) | | | | | |
|---|--|----------|----------|--------------------------------|-------|
| Description of Item | | Quantity | Unit | Unit Cost | Total |
| Company Vehicle Mileage Costs | | TBD | mile | IRS Rate | |
| Drilling Equipment | | TBD | hour | At Cost | |
| Laboratory Analysis | | TBD | per test | Per PCEI Standard Fee Schedule | |
| Lab/Geology Subconsultants | | TBD | each | At Cost | |
| Permit Fees | | TBD | each | At Cost | |
| Utility Location Vendor | | TBD | lump sum | At Cost | |

\$

NOTES:

- List other direct cost items with estimated costs. These costs should be competitive in their respective industries and supported with appropriate documentation.
- Proposed ODC items should be consistently billed regardless of client and contract type.
- Items when incurred for the same purpose, in like circumstance, should not be included in any indirect cost pool or in the overhead rate.
- Items such as special tooling, will be reimbursed at actual cost with supporting documentation (invoice).
- Items listed above that would be considered "tools of the trade" are not reimbursable as other direct cost.
- Travel related costs should be pre-approved by the contracting agency and shall not exceed current State Department of Personnel Administration rules.
- If Mileage is claimed, the rate should be properly supported by the consultant's calculation of their actual costs for company vehicles. In addition, the miles claimed should be supported by mileage logs.
- If a consultant proposes rental costs for a vehicle, the company must demonstrate that this is its standard procedure for all of their contracts and that they do not own any vehicles that could be used for the same purpose.
- The cost proposal format shall not be amended. All costs must comply with the Federal cost principles.
- Add additional pages if necessary.
- Subconsultants must provide their own cost proposals.

EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR CONTRACTORS AND SUBCONTRACTORS Retroactive and effective December 7, 2021

EXHIBIT 10-H2 COST PROPOSAL

Certification of Direct Costs:

I, the undersigned, certify to the best of my knowledge and belief that all direct costs identified on the cost proposal(s) in this contract are actual, reasonable, allowable, and allocable to the contract in accordance with the contract terms and the following requirements:

1. Generally Accepted Accounting Principles (GAAP)
2. Terms and conditions of the contract
3. [Title 23 United States Code Section 112](#) - Letting of Contracts
4. [48 Code of Federal Regulations Part 31](#) - Contract Cost Principles and Procedures
5. [23 Code of Federal Regulations Part 172](#) - Procurement, Management, and Administration of Engineering and Design Related Service
6. [48 Code of Federal Regulations Part 9904 - Cost Accounting Standards Board](#) (when applicable)

All costs must be applied consistently and fairly to all contracts. All documentation of compliance must be retained in the project files and be in compliance with applicable federal and state requirements. Costs that are noncompliant with the federal and state requirements are not eligible for reimbursement.

Prime Consultant or Subconsultant Certifying:

Name: Elizabeth Mitchell _____

Title*: President/Principal Engineer _____

Signature: *Elizabeth M. Mitchell* _____

Date of Certification (8/3/2021): _____

Email: elizabeth@pacengineering.net _____

Phone Number: 831-722-9446 _____

Address: 444 Airport Blvd, Suite 106, Watsonville, CA 95076 _____

* An individual executive or financial officer of the consultant's or subconsultant's organization at a level no lower than a Vice President or a Chief Financial Officer, or equivalent, who has authority to represent the financial information utilized to establish the cost proposal for the contract.

List services the consultant is providing under the proposed contract:

Geotechnical Engineering, Materials Testing, Special Inspections

BIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR CONTRACTORS AND SUBCONTRACTORS

**Retroactive and effective December 7, 2021
 EXHIBIT 10-H2 COST PROPOSAL**

SPECIFIC RATE OF COMPENSATION (Use for On-Call or As-Needed Contracts)
 (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-Ups are Not Allowed

Consultant Hexagon Transportation Consultants, Inc. Prime Consultant Subconsultant 2nd Tier Subconsultant
 Project No. County of Monterey On-Call Engineering Services Contract No. RFQ #10806 Participation Amount \$ _____ Date 22-Dec-22

| | | | | |
|-----------------------|---|---|---------|-------------------|
| For Combined Rate | Fringe Benefit % + General & Administrative % | = | 162.00% | Combined ICR% |
| For Home Office Rate | Fringe Benefit % + General & Administrative % | = | 162.00% | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % + General & Administrative % | = | 162.00% | Field Office ICR% |
| Fee | | | = | 10.00% |

BILLING INFORMATION

CALCULATION INFORMATION

| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly | | Actual or Average Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
|--|-----------------------------------|----------|--------|--------------------------|------------|--|------------------|---|
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |
| Principal Exempt | \$242.09 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$84.00 | | Not Applicable |
| | \$249.35 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$86.52 | 3.00% | |
| | \$256.83 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$89.12 | 3.00% | |
| | \$264.54 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$91.79 | 3.00% | |
| STAFF Senior Associate Exempt | \$190.38 - \$208.46 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$69.20 | | \$66.06 - \$72.33 |
| | \$196.10 - \$214.71 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$71.27 | 3.00% | \$68.04 - \$74.50 |
| | \$201.98 - \$221.15 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$73.41 | 3.00% | \$70.08 - \$76.73 |
| | \$208.04 - \$227.78 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$75.61 | 3.00% | \$72.19 - \$79.04 |
| STAFF Associate Exempt | \$140.56 - \$185.89 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$56.64 | | \$48.77 - \$64.50 |
| | \$144.77 - \$191.47 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$58.33 | 3.00% | \$50.23 - \$66.44 |
| | \$149.11 - \$197.21 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$60.08 | 3.00% | \$51.74 - \$68.43 |
| | \$153.59 - \$203.13 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$61.89 | 3.00% | \$53.29 - \$70.48 |
| STAFF Engineer Exempt | \$95.11 - \$128.25 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$38.75 | | \$33.00 - \$44.50 |
| | \$97.96 - \$132.10 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$39.91 | 3.00% | \$33.99 - \$45.84 |
| | \$100.90 - \$136.06 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$41.11 | 3.00% | \$35.01 - \$47.21 |
| | \$103.92 - \$140.14 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$42.34 | 3.00% | \$36.06 - \$48.63 |
| STAFF Administrative Exempt | \$80.70 - \$150.87 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$40.18 | | \$28.00 - \$52.35 |
| | \$83.12 - \$155.40 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$41.38 | 3.00% | \$28.84 - \$53.92 |
| | \$85.61 - \$160.06 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$42.62 | 3.00% | \$29.71 - \$55.54 |
| | \$88.18 - \$164.86 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$43.90 | 3.00% | \$30.60 - \$57.20 |

**BIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
 CONTRACTORS AND SUBCONTRACTORS**

Retroactive and effective December 7, 2021

EXHIBIT 10-H2 COST PROPOSAL

SPECIFIC RATE OF COMPENSATION (Use for On-Call or As-Needed Contracts)
 (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-Ups are Not Allowed

Consultant Hexagon Transportation Consultants, Inc. Prime Consultant Subconsultant 2nd Tier Subconsultant
 Project No. County of Monterey On-Call Engineering Services Contract No. RFQ #10806 Participation Amount \$ _____ Date 22-Dec-22

| | | | | |
|-----------------------|---|---|---------|-------------------|
| For Combined Rate | Fringe Benefit % + General & Administrative % | = | 162.00% | Combined ICR% |
| For Home Office Rate | Fringe Benefit % + General & Administrative % | = | 162.00% | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % + General & Administrative % | = | 162.00% | Field Office ICR% |
| Fee | | | = | 10.00% |

BILLING INFORMATION

CALCULATION INFORMATION

| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly | | Actual or Average Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
|--|-----------------------------------|----------|--------|--------------------------|----|---|---------------------|--|
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |

- NOTES:
1. Key personnel **must** be marked with an asterisk (*) and employees that are subject to prevailing wage requirements must be marked with two asterisks (**). All costs must comply with the Federal cost principles. Subconsultants will provide their own cost proposals.
 2. The cost proposal format shall not be amended
 3. Billing rate = actual hourly rate * (1+ ICR) * (1+ Fee). Indirect cost rates shall be updated on an annual basis in accordance with the consultant's annual accounting period and established by a cognizant agency or accepted by Caltrans. All costs must comply with the Federal cost principles for reimbursement
 4. For named employees and key personnel enter the actual hourly rate. For classifications only, enter the Average Hourly Rate for that classification.

Retroactive and effective December 7, 2021

EXHIBIT 10-H2 COST PROPOSAL

EXHIBIT 10-H2 COST PROPOSAL

SPECIFIC RATE OF COMPENSATION (Use for On-Call or As-Needed Contracts)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Consultant Hexagon Transportation Consultants, Inc. Prime Consultant Subconsultant
 Project No. County of Monterey On-Call Bridge Design Services Contract No. RFQ #10783 Date 22-Dec-22

| SCHEDULE OF OTHER DIRECT COST ITEMS | | | | |
|--|-----------------|-------------|------------------|--------------|
| Description of Item | Quantity | Unit | Unit Cost | TOTAL |
| Mileage Costs | | mile | IRS Rate | |
| Equipment Rental and Supplies | | | \$ - | |
| Permit Fees | | | \$ - | |
| Plan Sheets | | | \$ - | Actual Cost |
| Test | | | \$ - | |
| Vehicle | | | \$ - | |
| Traffic Counts - \$175 per 2 hour count | | | \$ - | |
| | | | \$ - | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

NOTES:

1. List direct cost items with estimated costs. These costs should be competitive in their respective industries and supported with appropriate documentations.
2. Proposed ODC items should be consistently billed regardless of client and contract type.
3. Items when incurred for the same purpose, in like circumstance, should not be included in any indirect cost pool or in the overhead rate.
4. Items such as special tooling, will be reimbursed at actual cost with supporting documentation (invoice).
5. Items listed above that would be considered "tools of the trade" are not reimbursable as other direct cost.
6. Travel related costs should be pre-approved by the contracting agency and shall not exceed current State Department of Personnel Administration rules.
7. If mileage is claimed, the rate should be properly supported by the consultant's calculation of their actual costs for company vehicles. In addition, the miles claimed should be supported by mileage logs.
8. If a consultant proposes rental costs for a vehicle, the company must demonstrate that this is its standard procedure for all of their contracts and that they do not own any vehicles that could be used for the same purpose.
9. The cost proposal format shall not be amended. All costs must comply with the Federal cost principles.
10. Add additional pages if necessary.
11. Subconsultants must provide their own cost proposals.

EXHIBIT 10-H2 COST PROPOSAL

Certification of Direct Costs:

I, the undersigned, certify to the best of my knowledge and belief that all direct costs identified on the cost proposal(s) in this contract are actual, reasonable, allowable, and allocable to the contract in accordance with the contract terms and the following requirements:

1. Generally Accepted Accounting Principles (GAAP)
2. Terms and conditions of the contract
3. Title 23 United States Code Section 112 - Letting of Contracts
4. 48 Code of Federal Regulations Part 31 - Contract Cost Principles and Procedures
5. 23 Code of Federal Regulations Part 172 - Procurement, Management, and Administration of Engineering and Design Related Service
6. 48 Code of Federal Regulations Part 9904 - Cost Accounting Standards Board (when applicable)

All costs must be applied consistently and fairly to all contracts. All documentation of compliance must be retained in the project files and be in compliance with applicable federal and state requirements. Costs that are noncompliant with the federal and state requirements are not eligible for reimbursement.

Prime Consultant or Subconsultant Certifying:

Name: Brett Walinski

Title *: Vice President

Signature: 

Date of Certification (mm/dd/yyyy): 12/22/2022

Email: bwalinski@hextrans.com

Phone Number: (408) 971-6100

Address: 100 Century Center Court, Suite 501, San Jose, CA 95112

*An individual executive or financial officer of the consultant's or subconsultant's organization at a level no lower than a Vice President or a Chief Financial Officer, or equivalent, who has authority to represent the financial information utilized to establish the cost proposal for the contract.

List services the consultant is providing under the proposed contract:

| |
|--|
| Traffic and Transportation Engineering |
|--|

**EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
CONTRACTORS AND SUBCONTRACTORS
Retroactive and effective December 7, 2021**

EXHIBIT 10-H2 COST PROPOSAL
SPECIFIC RATE OF COMPENSATION (Use for On-Call or As-Needed Contracts)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-Ups are Not Allowed

Consultant Geocon Consultants, Inc. Prime Consultant Subconsultant 2nd Tier Subconsultant
 Project No. Monterey County On-Call Civil Engineering Services for Transp Contract No. _____ Participation Amount \$ _____ Date 4-Aug-21

| | | | | |
|-----------------------|---|---|---------|-------------------|
| For Combined Rate | Fringe Benefit % + General & Administrative % | = | 173.31% | Combined ICR% |
| For Home Office Rate | Fringe Benefit % + General & Administrative % | = | | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % + General & Administrative % | = | | Field Office ICR% |
| | Fee | = | 10.00% | |

| BILLING INFORMATION | | | | CALCULATION INFORMATION | | | | |
|--|-----------------------------------|----------|--------|-------------------------------|------------|--|------------------|---|
| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly Rate | | Actual or Average Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |
| *Zorne, Rodacker Principal Engineer/Geologist Exempt | \$195.42 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$65.00 | | Not Applicable |
| | \$201.28 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$66.95 | 3.00% | |
| | \$207.32 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$68.96 | 3.00% | |
| | \$213.54 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$71.03 | 3.00% | |
| | \$219.94 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$73.16 | 3.00% | |
| Staff Senior Engineer Exempt | \$157.84 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$52.50 | | \$45.00 - \$60.00 |
| | \$162.57 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$54.08 | 3.00% | \$46.35 - \$61.80 |
| | \$167.45 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$55.70 | 3.00% | \$47.74 - \$63.65 |
| | \$172.47 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$57.37 | 3.00% | \$49.17 - \$65.56 |
| | \$177.65 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$59.09 | 3.00% | \$50.65 - \$67.53 |
| Staff Senior Geologist Exempt | \$150.32 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$50.00 | | \$45.00 - \$55.00 |
| | \$154.83 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$51.50 | 3.00% | \$46.35 - \$56.65 |
| | \$159.48 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$53.05 | 3.00% | \$47.74 - \$58.35 |
| | \$164.26 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$54.64 | 3.00% | \$49.17 - \$60.10 |
| | \$169.19 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$56.28 | 3.00% | \$50.65 - \$61.90 |
| Staff Senior Project Engineer/Geologist Exempt | \$135.29 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$45.00 | | \$40.00 - \$50.00 |
| | \$139.35 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$46.35 | 3.00% | \$41.20 - \$51.50 |
| | \$143.53 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$47.74 | 3.00% | \$42.44 - \$53.05 |
| | \$147.83 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$49.17 | 3.00% | \$43.71 - \$54.64 |
| | \$152.27 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$50.65 | 3.00% | \$45.02 - \$56.28 |
| Staff Project Engineer/Geologist Exempt | \$120.26 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$40.00 | | \$35.00 - \$45.00 |
| | \$123.86 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$41.20 | 3.00% | \$36.05 - \$46.35 |
| | \$127.58 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$42.44 | 3.00% | \$37.13 - \$47.74 |
| | \$131.41 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$43.71 | 3.00% | \$38.25 - \$49.17 |
| | \$135.35 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$45.02 | 3.00% | \$39.39 - \$50.65 |

EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR CONTRACTORS AND SUBCONTRACTORS

Retroactive and effective December 7, 2021

EXHIBIT 10-H2 COST PROPOSAL

SPECIFIC RATE OF COMPENSATION (Use for On-Call or As-Needed Contracts)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-Ups are Not Allowed

Consultant Geocon Consultants, Inc. Prime Consultant Subconsultant 2nd Tier Subconsultant
 Project No. Monterey County On-Call Civil Engineering Services for Trans Contract No. _____ Participation Amount \$ _____ Date 4-Aug-21

| | | | | |
|-----------------------|---|---|---------|-------------------|
| For Combined Rate | Fringe Benefit % + General & Administrative % | = | 173.31% | Combined ICR% |
| For Home Office Rate | Fringe Benefit % + General & Administrative % | = | | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % + General & Administrative % | = | | Field Office ICR% |
| | Fee | = | | 10.00% |

BILLING INFORMATION

CALCULATION INFORMATION

| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly Rate | | Actual or Average Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
|--|-----------------------------------|----------|--------|-------------------------------|------------|--|------------------|---|
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |
| Staff Senior Staff Engineer/Geologist Exempt | \$90.19 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$30.00 | | \$25.00 - \$35.00 |
| | \$92.90 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$30.90 | 3.00% | \$25.75 - \$36.05 |
| | \$95.69 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$31.83 | 3.00% | \$26.52 - \$37.13 |
| | \$98.56 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$32.78 | 3.00% | \$27.32 - \$38.25 |
| | \$101.51 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$33.77 | 3.00% | \$28.14 - \$39.39 |
| Staff Staff Engineer/Geologist Exempt | \$75.16 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$25.00 | | \$20.00 - \$30.00 |
| | \$77.42 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$25.75 | 3.00% | \$20.60 - \$30.90 |
| | \$79.74 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$26.52 | 3.00% | \$21.22 - \$31.83 |
| | \$82.13 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$27.32 | 3.00% | \$21.85 - \$32.78 |
| | \$84.59 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$28.14 | 3.00% | \$22.51 - \$33.77 |
| Dail Field Services Manager Non-Exempt | \$108.23 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$36.00 | | Not Applicable |
| | \$111.48 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$37.08 | 3.00% | |
| | \$114.82 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$38.19 | 3.00% | |
| | \$118.27 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$39.34 | 3.00% | |
| | \$121.81 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$40.52 | 3.00% | |
| STAFF Technical Illustrator/Senior Draftsman Non-Exempt | \$90.19 - \$150.32 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$40.00 | | \$30.00 - \$50.00 |
| | \$92.90 - \$154.83 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$41.20 | 3.00% | \$30.90 - \$51.50 |
| | \$95.69 - \$159.48 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$42.44 | 3.00% | \$31.83 - \$53.05 |
| | \$98.56 - \$164.26 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$43.71 | 3.00% | \$32.78 - \$54.64 |
| | \$101.51 - \$169.19 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$45.02 | 3.00% | \$33.77 - \$56.28 |
| STAFF Word Processor/Technical Editor/Draftsman Non-Exempt | \$45.10 - \$105.22 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$25.00 | | \$15.00 - \$35.00 |
| | \$46.45 - \$108.38 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$25.75 | 3.00% | \$15.45 - \$36.05 |
| | \$47.84 - \$111.63 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$26.52 | 3.00% | \$15.91 - \$37.13 |
| | \$49.28 - \$114.98 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$27.32 | 3.00% | \$16.39 - \$38.25 |
| | \$50.76 - \$118.43 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$28.14 | 3.00% | \$16.88 - \$39.39 |

**EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
CONTRACTORS AND SUBCONTRACTORS
Retroactive and effective December 7, 2021**

EXHIBIT 10-H2 COST PROPOSAL
SPECIFIC RATE OF COMPENSATION (Use for On-Call or As-Needed Contracts)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-Ups are Not Allowed

Consultant Geocon Consultants, Inc. Prime Consultant Subconsultant 2nd Tier Subconsultant
 Project No. Monterey County On-Call Civil Engineering Services for Transp Contract No. _____ Participation Amount \$ _____ Date 4-Aug-21

| | | | | |
|-----------------------|---|---|---------|-------------------|
| For Combined Rate | Fringe Benefit % + General & Administrative % | = | 173.31% | Combined ICR% |
| For Home Office Rate | Fringe Benefit % + General & Administrative % | = | | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % + General & Administrative % | = | | Field Office ICR% |
| | | | Fee | = 10.00% |

BILLING INFORMATION

CALCULATION INFORMATION

| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly Rate | | Actual or Average Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
|--|-----------------------------------|----------|--------|-------------------------------|------------|--|------------------|---|
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |
| **STAFF Engineering Field Tech/Special Insp I (PW4) Non-Exempt | \$110.85 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$36.87 | | Published PW Rates |
| | \$114.17 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$37.98 | 3.00% | |
| | \$117.60 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$39.12 | 3.00% | |
| | \$121.12 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$40.29 | 3.00% | |
| | \$124.76 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$41.50 | 3.00% | |
| **STAFF Engineering Field Tech/Special Insp II (PW3) Non-Exempt | \$128.79 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$42.84 | | Published PW Rates |
| | \$132.66 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$44.13 | 3.00% | |
| | \$136.64 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$45.45 | 3.00% | |
| | \$140.74 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$46.81 | 3.00% | |
| | \$144.96 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$48.22 | 3.00% | |
| **STAFF Engineering Field Tech/Special Insp III (PW2) Non-Exempt | \$150.47 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$50.05 | | Published PW Rates |
| | \$154.98 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$51.55 | 3.00% | |
| | \$159.63 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$53.10 | 3.00% | |
| | \$164.42 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$54.69 | 3.00% | |
| | \$169.36 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$56.33 | 3.00% | |

NOTES:

1. Key personnel must be marked with an asterisk (*) and employees that are subject to prevailing wage requirements must be marked with two asterisks (**). All costs must comply with the Federal cost principles. Subconsultants will provide their own cost proposals.
2. The cost proposal format shall not be amended
3. Billing rate = actual hourly rate * (1+ ICR) * (1+ Fee). Indirect cost rates shall be updated on an annual basis in accordance with the consultant's annual accounting period and established by a cognizant agency or accepted by Caltrans. All costs must comply with the Federal cost principles for reimbursement
4. For named employees and key personnel enter the actual hourly rate. For classifications only, enter the Average Hourly Rate for that classification.

**IIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
 CONTRACTORS AND SUBCONTRACTORS
 Retroactive and effective December 7, 2021**

EXHIBIT 10-H2 COST PROPOSAL

EXHIBIT 10-H2 COST PROPOSAL

SPECIFIC RATE OF COMPENSATION (Use for On-Call or As-Needed Contracts)
 (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Consultant Geocon Consultants, Inc.

Prime Consultant Subconsultant

Project No. Monterey County On-Call Civil Engineering Services for Contract No. 0

Date 4-Aug-21

| SCHEDULE OF OTHER DIRECT COST ITEMS | | | | |
|---|----------|------|-----------|-------|
| Description of Item | Quantity | Unit | Unit Cost | TOTAL |
| Laboratory/Field Materials Testing | | | | |
| Compaction Curves | | | | |
| 1. 4-inch mold (D1557/D698) | | Each | \$ 225.00 | |
| 2. 6-inch mold (D1557/D698) | | Each | \$ 225.00 | |
| 3. California Impact (CAL216) | | Each | \$ 225.00 | |
| 4. Check Point | | Each | \$ 100.00 | |
| Soil and Aggregate Stability | | | | |
| 1. Resistance Value, R-Value (D2844/CAL301) | | Each | \$ 300.00 | |
| 2. R-Value, Treated (CAL301) | | Each | \$ 325.00 | |
| 3. California Bearing Ratio (D1883) | | Each | \$ 175.00 | |
| 4. Stabilization Ability of Lime (C977) | | Each | \$ 180.00 | |
| Soil and Aggregate Properties | | | | |
| 1. #200 Wash (D1140/C117) | | Each | \$ 90.00 | |
| 2. Wet Sieve analysis to #200 (D422/CAL202) | | Each | \$ 120.00 | |
| 3. Hydrometer Analysis (D422) | | Each | \$ 165.00 | |
| 4. Sieve Analysis w/Hydrometer (D422) | | Each | \$ 200.00 | |
| 5. Specific Gravity, Soil (D854/T100) | | Each | \$ 100.00 | |
| 6. Specific Gravity Coarse Aggregate (C127) | | Each | \$ 60.00 | |
| 7. Specific Gravity Fine Aggregate (C128) | | Each | \$ 75.00 | |
| 8. Moisture Determination, tube sample (D2216) | | Each | \$ 20.00 | |
| 9. Moisture Determination and Unit Weight (D2937) | | Each | \$ 40.00 | |
| 10. Atterberg Limits: Plasticity Index (D4318) | | Each | \$ 200.00 | |
| 11. Sand Equivalent (D2419/CAL217) | | Each | \$ 100.00 | |
| 12. pH and Resistivity (CAL643) | | Each | \$ 120.00 | |
| 13. Sulfate Content (CAL417) | | Each | \$ 90.00 | |
| 14. Chloride Content (CAL422) | | Each | \$ 50.00 | |
| 15. Durability Index (D3744/CAL229) | | Each | \$ 165.00 | |
| 16. Sand Equivalent (D2419/CAL217) | | Each | \$ 100.00 | |
| 17. Organic Content (D2974) | | Each | \$ 60.00 | |
| Shear Strength | | | | |

**IBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
 CONTRACTORS AND SUBCONTRACTORS
 Retroactive and effective December 7, 2021**

**Exhibit 10-H2
 Cost Proposal**

| | | | |
|---|--|-------|-------------|
| 1. Unconfined Compression (D2166) | | Each | \$ 100.00 |
| 2. Direct Shear (D3080) (3 point) | | Each | \$ 325.00 |
| 3. Unconsolidated-Undrained Triaxial Shear (D2850) | | Point | \$ 125.00 |
| 4. Unconsolidated-Undrained Triaxial Staged (D2850) | | Each | \$ 175.00 |
| 5. Consolidated-Undrained Triaxial Shear (D4767) | | Point | \$ 300.00 |
| 6. Consolidated-Undrained Triaxial Staged (D4767) | | Each | \$ 375.00 |
| 7. Consolidated-Drained Triaxial Shear (EM1110) | | Point | \$ 400.00 |
| 8. Consolidated-Drained Triaxial Staged (EM1110) | | Each | \$ 500.00 |
| 9. Unconfined Compressive Strength, Rock (D2938) | | Each | \$ 135.00 |
| Concrete Aggregate Quality | | | |
| 1. Sieve Analysis to #200 (C136) | | Each | \$ 115.00 |
| 2. L.A. Rattler Test (500 rev.)(C131) | | Each | \$ 200.00 |
| 3. Durability Index (D3744/CAL229) | | Each | \$ 165.00 |
| 4. Fine Aggregate Angularity (CAL234) | | Each | \$ 125.00 |
| 5. Flat and Elongated Particles (D4791/CAL235) | | Each | \$ 150.00 |
| 6. Percent Crushed Particles (CAL205) | | Each | \$ 150.00 |
| 7. Cleaness Value | | Each | \$ 265.00 |
| 8. Organic Impurities | | Each | \$ 100.00 |
| 9. Sand Equivalent (D2419/CAL217) | | Each | \$ 100.00 |
| Permeability, Consolidation, and Expansion | | | |
| 1. Permeability, Flexible Wall (D5084) | | Each | \$ 300.00 |
| 2. Permeability, Rigid Wall (D5856) | | Each | \$ 300.00 |
| 3. Consolidation (D2435) | | Point | \$ 60.00 |
| 4. Expansion Index (D4829/UBC 29-2) | | Each | \$ 225.00 |
| 5. Swell/Collapse (D4546) | | Point | \$ 165.00 |
| Hot Mix Asphalt | | | |
| 1. Density, Hveem (D2726/CAL308) | | Each | \$ 100.00 |
| 2. Stabilometer Value (D1560/CAL366) | | Each | \$ 175.00 |
| 3. Theoretical Max. Specific Gravity (D2041/CAL309) | | Each | \$ 175.00 |
| 4. Ignition/Sieve Analysis (C136/CAL202) | | Each | \$ 215.00 |
| 5. HMA Core Unit Weight (D1188/CAL308) | | Each | \$ 60.00 |
| 6. % Asphalt, Ignition Method (D6307/CAL382) | | Each | \$ 125.00 |
| 7. % Asphalt, Ignition Calibration (D6307/CAL382) | | Each | \$ 400.00 |
| 8. Rice Density/% Voids (CAL367) | | Each | \$ 275.00 |
| 9. HMA Moisture Content (T329) | | Each | \$ 40.00 |
| 10. Air Voids Content, Gyratory (T269) | | Each | \$ 350.00 |
| 11. Density of Core (CAL375) | | Each | \$ 60.00 |
| 12. Hamburg Wheel Track (T324) | | Each | \$ 1,150.00 |
| 13. TSR / Moisture susceptibility (T283) | | Each | \$ 1,150.00 |

**EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
 CONTRACTORS AND SUBCONTRACTORS
 Retroactive and effective December 7, 2021**

**Exhibit 10-H2
 Cost Proposal**

| | | | | |
|---|--|------|-----------|--|
| 14. Superpave Mix Tests | | Each | \$ 600.00 | |
| 15. Gradation (T27) | | Each | \$ 115.00 | |
| 16. Moisture Content (T255) | | Each | \$ 20.00 | |
| 17. Crushed Particles (T335) | | Each | \$ 150.00 | |
| 18. LA Abrasion (T96) | | Each | \$ 200.00 | |
| 19. Fine Aggregate Angularity (T304) | | Each | \$ 150.00 | |
| 20. Flat and Elongated Particles | | Each | \$ 150.00 | |
| 21. Durability Index (D3744/CAL229) | | Each | \$ 165.00 | |
| 22. Sand Equivalent (D2419/CAL217) | | Each | \$ 100.00 | |
| Concrete/Masonry/Reinforcing Steel | | | | |
| 1. Compressive Strength, Cast Cylinders (C39) | | Each | \$ 30.00 | |
| 2. Compressive Strength, Cores (C42) | | Each | \$ 60.00 | |
| 3. Flexural Strength Beam (C78/C293) | | Each | \$ 80.00 | |
| 4. Splitting Tensile Test (C496) | | Each | \$ 80.00 | |
| 5. Mix Design Review | | Each | \$ 200.00 | |
| 6. Trial Batch | | Each | \$ 475.00 | |
| 7. Rebar Tensile/Bend (up to #11) | | Each | \$ 200.00 | |
| 8. Rebar Tensile/Bend (#11 and larger) | | Each | \$ 225.00 | |
| 9. CMU Compressive Strength (C140) | | Each | \$ 100.00 | |
| 10. Compressive Strength, Grout (C1019/UBC21-19) | | Each | \$ 30.00 | |
| 11. Compressive Strength, Mortar (C109/UBC21-15,16) | | Each | \$ 30.00 | |
| 12. CMU Unit Weight, Dimension, Absorption (C140) | | Each | \$ 75.00 | |
| 13. Compressive Strength, Masonry Prism (C1314) | | Each | \$ 250.00 | |
| Other/Equipment | | | | |
| 1. Pick-up Truck | | Day | \$ 125.00 | |
| 2. Equipment Truck | | Day | \$ 200.00 | |
| 3. Soil Sample Tubes (Brass/Stainless) | | Each | \$ 10.00 | |
| 4. Coring Machine (concrete, asphalt, masonry) | | Day | \$ 200.00 | |
| 5. Hand-Auger Equipment | | Day | \$ 40.00 | |
| 6. Drive-Tube Sampler | | Day | \$ 40.00 | |
| 7. Cut/Extract Shelby Tube | | Each | \$ 50.00 | |
| 8. Subsistence (Per Diem) - At cost | | Day | | |

NOTES:

1. List direct cost items with estimated costs. These costs should be competitive in their respective industries and supported with appropriate documentations.
2. Proposed ODC items should be consistently billed regardless of client and contract type.
3. Items when incurred for the same purpose, in like circumstance, should not be included in any indirect cost pool or in the overhead rate.
4. Items such as special tooling, will be reimbursed at actual cost with supporting documentation (invoice).
5. Items listed above that would be considered "tools of the trade" are not reimbursable as other direct cost.

**IIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
CONTRACTORS AND SUBCONTRACTORS
Retroactive and effective December 7, 2021**

**Exhibit 10-H2
Cost Proposal**

6. Travel related costs should be pre-approved by the contracting agency and shall not exceed current State Department of Personnel Administration rules.
7. If mileage is claimed, the rate should be properly supported by the consultant's calculation of their actual costs for company vehicles. In addition, the miles claimed should be supported by mileage logs.
8. If a consultant proposes rental costs for a vehicle, the company must demonstrate that this is its standard procedure for all of their contracts
9. The cost proposal format shall not be amended. All costs must comply with the Federal cost principles.
10. Add additional pages if necessary.
11. Subconsultants must provide their own cost proposals.

EXHIBIT 10-H2 COST PROPOSAL

Certification of Direct Costs:


I, the undersigned, certify to the best of my knowledge and belief that all direct costs identified on the cost proposal(s) in this contract are actual, reasonable, allowable, and allocable to the contract in accordance with the contract terms and the following requirements:

1. Generally Accepted Accounting Principles (GAAP)
2. Terms and conditions of the contract
3. Title 23 United States Code Section 112 - Letting of Contracts
4. 48 Code of Federal Regulations Part 31 - Contract Cost Principles and Procedures
5. 23 Code of Federal Regulations Part 172 - Procurement, Management, and Administration of Engineering and Design Related Service
6. 48 Code of Federal Regulations Part 9904 - Cost Accounting Standards Board (when applicable)

All costs must be applied consistently and fairly to all contracts. All documentation of compliance must be retained in the project files and be in compliance with applicable federal and state requirements. Costs that are noncompliant with the federal and state requirements are not eligible for reimbursement.

Prime Consultant or Subconsultant Certifying:

Name: Jeremy Zorne, PE, GE Title *: Vice President

Signature:  Date of Certification (mm/dd/yyyy): 8/4/2021

Email: zorne@geoconinc.com Phone Number: 916.852.9118

Address: 3160 Gold Valley Drive, Suite 800, Rancho Cordova, CA 95742

*An individual executive or financial officer of the consultant's or subconsultant's organization at a level no lower than a Vice President or a Chief Financial Officer, or equivalent, who has authority to represent the financial information utilized to establish the cost proposal for the contract.

List services the consultant is providing under the proposed contract:

Geotechnical Engineering

**EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
CONTRACTORS AND SUBCONTRACTORS
Retroactive and effective December 7, 2021**

Local Assistance Procedures Manual

**EXHIBIT 10-H2
Cost Proposal**

EXHIBIT 10-H2 COST PROPOSAL Page 1 of 1

**SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)**

Note: Mark-ups are Not Allowed

Consultant Fehr & Peers Prime Consultant Subconsultant 2nd Tier Subconsultant
 Project No. _____ Contract No. _____ Participation Amount _____ Date 12/22/2022

| | | | | | |
|-----------------------|-----------------------------------|---|--|---|---|
| For Combined Rate | Fringe Benefit % <u>77.35%</u> | + | General & Administration % <u>111.96%</u> | = | Combined Indirect Cost Rate (ICR) % <u>189.31%</u> |
| For Home Office Rate | Fringe Benefit % | + | General & Administration % | = | Home Office ICR % 0.00% |
| For Field Office Rate | Fringe Benefit % | + | General & Administration % | = | Field Office ICR % 0.00% |
| FEE % = | | | | | <u>10.00%</u> |

BILLING INFORMATION

CALCULATION INFORMATION

| Name/Job Title/Classification ¹ | Hourly Billing Rates ³ | | | Effective date of hourly rate | | Actual or Avg. hourly rate ⁴ | % or \$ increase | Hourly range - for classifications only |
|--|-----------------------------------|----------|----------|-------------------------------|------------|---|------------------|---|
| | Straight | OT(1.5x) | OT(2x) | From | To | | | |
| Dan Rubins – Associate-in-Charge | \$229.52 | \$344.27 | \$459.03 | 1/1/2021 | 12/31/2021 | \$72.12 | 3.00% | Not Applicable |
| | \$236.39 | \$354.58 | \$472.78 | 2/1/2022 | 12/31/2022 | \$74.28 | 3.00% | Not Applicable |
| | \$243.49 | \$365.23 | \$486.97 | 1/1/2023 | 12/31/2023 | \$76.51 | 3.00% | Not Applicable |
| | \$250.77 | \$376.16 | \$501.55 | 1/1/2024 | 12/31/2024 | \$78.80 | 3.00% | Not Applicable |
| | \$259.81 | \$389.72 | \$519.62 | 1/1/2025 | 12/31/2025 | \$81.64 | 3.00% | Not Applicable |

(Add pages as necessary)

NOTES:

- Key personnel **must** be marked with an asterisk (*) and employees that are subject to prevailing wage requirements must be marked with two asterisks (**). All costs must comply with the Federal cost principles. Subconsultants will provide their own cost proposals.
- The cost proposal format shall not be amended.
- Billing rate = actual hourly rate * (1+ ICR) * (1+ Fee). Indirect cost rates shall be updated on an annual basis in accordance with the consultant’s annual accounting period and established by a cognizant agency or accepted by Caltrans. All costs must comply with the Federal cost principles for reimbursement.
- For named employees and key personnel enter the actual hourly rate. For classifications only, enter the Average Hourly Rate for that classification.

**EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
CONTRACTORS AND SUBCONTRACTORS
Retroactive and effective December 7, 2021**

Local Assistance Procedures Manual

EXHIBIT 10-H2

Cost Proposal

EXHIBIT 10-H2 COST PROPOSAL Page x of x
SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Consultant Fehr & Peers Prime Consultant Subconsultant
Project No. 0 Contract No. 0 Date 12/22/2022

| SCHEDULE OF OTHER DIRECT COST ITEMS (Add additional pages as necessary) | | | | |
|---|----------|---------------|------------------|-------|
| Description of Items | Quantity | Unit | Unit Cost | Total |
| Mileage Costs | 500 | Mile | Current IRS Rate | |
| Counts | 10 | intersections | 500 | |
| Equipment Rental and Supplies | | | | |
| Permit Fees | | | | |
| Plan Sheets | | | | |
| Test | | | | |
| Vehicle | | | | |
| Subconsultant 1: | | | | |
| Subconsultant 2: | | | | |
| Subconsultant 3: | | | | |
| Subconsultant 4: | | | | |
| Subconsultant 5: | | | | |

Note: Add additional pages if necessary.

NOTES:

- List direct cost items with estimated costs. These costs should be competitive in their respective industries and supported with appropriate documentation.
- Proposed ODC items should be consistently billed regardless of client and contract type.
- Items when incurred for the same purpose, in like circumstance, should not be included in any indirect cost pool or in the overhead rate.
- Items such as special tooling, will be reimbursed at actual cost with supporting documentation (invoice).
- Items listed above that would be considered "tools of the trade" are not reimbursable as other direct cost.
- Travel related costs should be pre-approved by the contracting agency and shall not exceed current State Department of Personnel Administration rules.
- If mileage is claimed, the rate should be properly supported by the consultant's calculation of their actual costs for company vehicles. In addition, the miles claimed should be supported by mileage logs.
- If a consultant proposes rental costs for a vehicle, the company must demonstrate that this is its standard procedure for all of their contracts and that they do not own any vehicles that could be used for the same purpose.

EXHIBIT 10-H2 COST PROPOSAL

Certification of Direct Costs:


I, the undersigned, certify to the best of my knowledge and belief that all direct costs identified on the cost proposal(s) in this contract are actual, reasonable, allowable, and allocable to the contract in accordance with the contract terms and the following requirements:

1. Generally Accepted Accounting Principles (GAAP)
2. Terms and conditions of the contract
3. Title 23 United States Code Section 112 - Letting of Contracts
4. 48 Code of Federal Regulations Part 31 - Contract Cost Principles and Procedures
5. 23 Code of Federal Regulations Part 172 - Procurement, Management, and Administration of Engineering and Design Related Service
6. 48 Code of Federal Regulations Part 9904 - Cost Accounting Standards Board (when applicable)

All costs must be applied consistently and fairly to all contracts. All documentation of compliance must be retained in the project files and be in compliance with applicable federal and state requirements. Costs that are noncompliant with the federal and state requirements are not eligible for reimbursement.

Prime Consultant or Subconsultant Certifying:

Name: Franziska Church Title *: Principal

Signature:  Date of Certification (mm/dd/yyyy): 12/22/2022

Email: f.church@fehrendpeers.com Phone Number: (408) 645-7014

Address: 60 S Market St, Ste 700, San Jose, CA 95113

*An individual executive or financial officer of the consultant’s or subconsultant’s organization at a level no lower than a Vice President or a Chief Financial Officer, or equivalent, who has authority to represent the financial information utilized to establish the cost proposal for the contract.

List services the consultant is providing under the proposed contract:

Traffic Studies.

**XHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
CONTRACTORS AND SUBCONTRACTORS
Retroactive and effective December 7, 2021**

EXHIBIT 10-H2 COST PROPOSAL
SPECIFIC RATE OF COMPENSATION (Use for On-Call or As-Needed Contracts)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-Ups are Not Allowed

Consultant BFS LANDSCAPE ARCHITECTS Prime Consultant Subconsultant 2nd Tier Subconsultant
 Project No. County of Monterey On-Call Engineering Services Contract No. RFQ #10806 Participation Amount \$ _____ Date 10-Aug-21

| | | | | |
|-----------------------|---|---|---------|-------------------|
| For Combined Rate | Fringe Benefit % + General & Administrative % | = | 110.00% | Combined ICR% |
| For Home Office Rate | Fringe Benefit % + General & Administrative % | = | | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % + General & Administrative % | = | | Field Office ICR% |
| | Fee | = | 10.00% | |

BILLING INFORMATION

CALCULATION INFORMATION

| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly | | Actual or Average Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
|--|-----------------------------------|----------|--------|--------------------------|------------|--|------------------|---|
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |
| Larry Foster Principal | \$215.00 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$93.08 | | Not Applicable |
| | \$221.45 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$95.87 | 3.00% | |
| | \$228.10 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$98.74 | 3.00% | |
| | \$234.94 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$101.71 | 3.00% | |
| | \$241.99 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$104.76 | 3.00% | |
| | \$249.25 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$107.90 | 3.00% | |
| Elizabeth Matz Associate Principal | \$200.00 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$86.58 | | Not Applicable |
| | \$206.00 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$89.18 | 3.00% | |
| | \$212.18 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$91.85 | 3.00% | |
| | \$218.55 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$94.61 | 3.00% | |
| | \$225.10 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$97.45 | 3.00% | |
| | \$231.85 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$100.37 | 3.00% | |
| James Bishop Landscape Designer | \$135.00 | N/A | N/A | 1/1/2021 | 12/31/2021 | \$58.44 | | Not Applicable |
| | \$139.05 | N/A | N/A | 1/1/2022 | 12/31/2022 | \$60.19 | 3.00% | |
| | \$143.22 | N/A | N/A | 1/1/2023 | 12/31/2023 | \$62.00 | 3.00% | |
| | \$147.51 | N/A | N/A | 1/1/2024 | 12/31/2024 | \$63.86 | 3.00% | |
| | \$151.94 | N/A | N/A | 1/1/2025 | 12/31/2025 | \$65.77 | 3.00% | |
| | \$156.50 | N/A | N/A | 1/1/2026 | 12/31/2026 | \$67.75 | 3.00% | |

NOTES:

- Key personnel **must** be marked with an asterisk (*) and employees that are subject to prevailing wage requirements must be marked with two asterisks (**). All costs must comply with the Federal cost principles. Subconsultants will provide their own cost proposals.
- The cost proposal format shall not be amended
- Billing rate = actual hourly rate * (1+ ICR) * (1+ Fee). Indirect cost rates shall be updated on an annual basis in accordance with the consultant's annual accounting period and established by a cognizant agency or accepted by Caltrans. All costs must comply with the Federal cost principles for reimbursement
- For named employees and key personnel enter the actual hourly rate. For classifications only, enter the Average Hourly Rate for that classification.

EXHIBIT 10-H2 COST PROPOSAL

EXHIBIT 10-H2 COST PROPOSAL

SPECIFIC RATE OF COMPENSATION (Use for On-Call or As-Needed Contracts)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Consultant BFS LANDSCAPE ARCHITECTS Prime Consultant Subconsultant
Project No. County of Monterey On-Call Engineering Services Contract No. RF# RFQ #10806 Date 10-Aug-21

| SCHEDULE OF OTHER DIRECT COST ITEMS | | | | |
|-------------------------------------|-------------|-----------|--------------|-------------|
| Description of Item | Quantity | Unit | Unit Cost | TOTAL |
| Mileage Costs | 250 | Mile | per fed rate | Actual Cost |
| Printing/Reproduction | Per Project | Allowance | \$ 500.00 | Actual Cost |
| Overnight Shipment/Delivery | Per Project | Allowance | \$ 500.00 | Actual Cost |
| | | | | Actual Cost |
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- NOTES:
1. List direct cost items with estimated costs. These costs should be competitive in their respective industries and supported with appropriate documentations.
 2. Proposed ODC items should be consistently billed regardless of client and contract type.
 3. Items when incurred for the same purpose, in like circumstance, should not be included in any indirect cost pool or in the overhead rate.
 4. Items such as special tooling, will be reimbursed at actual cost with supporting documentation (invoice).
 5. Items listed above that would be considered "tools of the trade" are not reimbursable as other direct cost.
 6. Travel related costs should be pre-approved by the contracting agency and shall not exceed current State Department of Personnel Administration rules.
 7. If mileage is claimed, the rate should be properly supported by the consultant's calculation of their actual costs for company vehicles. In addition, the miles claimed should be supported by mileage logs.
 8. If a consultant proposes rental costs for a vehicle, the company must demonstrate that this is its standard procedure for all of their contracts and that they do not own any vehicles that could be used for the same purpose.
 9. The cost proposal format shall not be amended. All costs must comply with the Federal cost principles.
 10. Add additional pages if necessary.
 11. Subconsultants must provide their own cost proposals.

EXHIBIT 10-H2 COST PROPOSAL Page 3 of 3

Certification of Direct Costs:

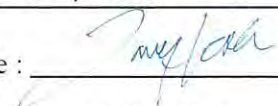
I, the undersigned, certify to the best of my knowledge and belief that all direct costs identified on the cost proposal(s) in this contract are actual, reasonable, allowable, and allocable to the contract in accordance with the contract terms and the following requirements:

- 7. Generally Accepted Accounting Principles (GAAP)
- 8. Terms and conditions of the contract
- 9. [Title 23 United States Code Section 112](#) - Letting of Contracts
- 10. [48 Code of Federal Regulations Part 31](#) - Contract Cost Principles and Procedures
- 11. [23 Code of Federal Regulations Part 172](#) - Procurement, Management, and Administration of Engineering and Design Related Service
- 12. [48 Code of Federal Regulations Part 9904 - Cost Accounting Standards Board](#) (when applicable)

All costs must be applied consistently and fairly to all contracts. All documentation of compliance must be retained in the project files and be in compliance with applicable federal and state requirements. Costs that are noncompliant with the federal and state requirements are not eligible for reimbursement.

Prime Consultant or Subconsultant Certifying:

Name: Larry Foster Title *: Principal

Signature :  Date of Certification (mm/dd/yyyy): 08/11/2021

Email: larry@bfsia.com Phone Number: 831-646-1383

Address: 425 Pacific Street, Suite 201, Monterey, CA 93940

* An individual executive or financial officer of the consultant's or subconsultant's organization at a level no lower than a Vice President or a Chief Financial Officer, or equivalent, who has authority to represent the financial information utilized to establish the cost proposal for the contract.

List services the consultant is providing under the proposed contract:

| |
|------------------------|
| Landscape Architecture |
|------------------------|

**IIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
CONTRACTORS AND SUBCONTRACTORS
Retroactive and effective December 7, 2021**

**EXHIBIT 10-H2
Cost Proposal**

360PSM Rates

EXHIBIT 10-H2 COST PROPOSAL Page 1 of 3

SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-ups are Not Allowed

Consultant 360PSM Prime Consultant Subconsultant 2nd Tier Subconsultant

Project No. RFQ # 10783 Contract No. _____ Participation Amount \$ TBD Date 08/03/21
Rev. 12/19/22

| | | | | |
|-----------------------|---|---|--------|-------------------|
| For Combined Rate | Fringe Benefit % + General & Administrative % | = | 44.95% | Combined ICR% |
| OR | | | | |
| For Home Office Rate | Fringe Benefit % + General & Administrative % | = | | Home Office ICR% |
| For Field Office Rate | Fringe Benefit % + General & Administrative % | = | | Field Office ICR% |

| | | | | | |
|-----|--|--|---|-----|---|
| Fee | | | = | 10% | % |
|-----|--|--|---|-----|---|

BILLING INFORMATION

CALCULATION INFORMATION

| Name/Job Title/Classification ¹ | Hourly Billing Rates ² | | | Effective Date of Hourly Rate | | Actual or Avg. Hourly Rate ⁴ | % or \$ Increase | Hourly Range - for Classifications Only |
|---|-----------------------------------|----------|----------|-------------------------------|------------|---|------------------|---|
| | Straight ³ | OT(1.5x) | OT(2x) | From | To | | | |
| Catalina Ferreto – President | \$239.17 | \$239.17 | \$239.17 | 01/01/2021 | 12/31/2021 | \$150.00 | | Not Applicable |
| | \$246.35 | \$246.35 | \$246.35 | 01/01/2022 | 12/31/2022 | \$154.50 | 3.0% | |
| | \$253.74 | \$253.74 | \$253.74 | 01/01/2023 | 12/31/2023 | \$159.14 | 3.0% | |
| | \$261.34 | \$261.34 | \$261.34 | 01/01/2024 | 12/31/2024 | \$163.91 | 3.0% | |
| Paul Greenway – Senior Project Manager* | \$239.17 | \$239.17 | \$239.17 | 01/01/2021 | 12/31/2021 | \$150.00 | | Not Applicable |
| | \$246.35 | \$246.35 | \$246.35 | 01/01/2022 | 12/31/2022 | \$154.50 | 3.0% | |
| | \$253.74 | \$253.74 | \$253.74 | 01/01/2023 | 12/31/2023 | \$159.14 | 3.0% | |
| | \$261.34 | \$261.34 | \$261.34 | 01/01/2024 | 12/31/2024 | \$163.91 | 3.0% | |
| Dennis Pecchia – Senior Bridge Project Manager* | \$239.17 | \$239.17 | \$239.17 | 01/01/2021 | 12/31/2021 | \$150.00 | | Not Applicable |
| | \$246.35 | \$246.35 | \$246.35 | 01/01/2022 | 12/31/2022 | \$154.50 | 3.0% | |
| | \$253.74 | \$253.74 | \$253.74 | 01/01/2023 | 12/31/2023 | \$159.14 | 3.0% | |
| | \$261.34 | \$261.34 | \$261.34 | 01/01/2024 | 12/31/2024 | \$163.91 | 3.0% | |
| Labor Compliance Officer | \$151.47 | \$198.97 | \$246.47 | 01/01/2021 | 12/31/2021 | \$95.00 | | \$95.00 |
| | \$156.01 | \$204.94 | \$253.86 | 01/01/2022 | 12/31/2022 | \$97.85 | 3.0% | \$97.85 |
| | \$160.69 | \$211.09 | \$261.48 | 01/01/2023 | 12/31/2023 | \$100.79 | 3.0% | \$100.79 |
| | \$165.52 | \$217.42 | \$269.32 | 01/01/2024 | 12/31/2024 | \$103.81 | 3.0% | |

(Add pages as necessary)

**BIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
CONTRACTORS AND SUBCONTRACTORS
Retroactive and effective December 7, 2021**

EXHIBIT 10-H2
Cost Proposal

360PSM Rates

NOTES:

1. Key personnel **must** be marked with an asterisk (*) and employees that are subject to prevailing wage requirements must be marked with two asterisks (**). All costs must comply with the Federal cost principles. Subconsultants will provide their own cost proposals.
2. The cost proposal format shall not be amended.
3. Billing rate = actual hourly rate * (1+ ICR) * (1+ Fee). Indirect cost rates shall be updated on an annual basis in accordance with the consultant's annual accounting period and established by a cognizant agency or accepted by Caltrans. All costs must comply with the Federal cost principles for reimbursement.
4. For named employees and key personnel enter the actual hourly rate. For classifications only, enter the Average Hourly Rate for that classification.

**IT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
CONTRACTORS AND SUBCONTRACTORS
Retroactive and effective December 7, 2021**

360PSM Rates

**EXHIBIT 10-H2
Cost Proposal**

EXHIBIT 10-H2 COST PROPOSAL Page 2 of 3

SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS)
(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Consultant _____ 360PSM _____ Prime Consultant Subconsultant

Project No. ____ RFQ # 10783 _____ Contract No. _____ Date ____ 02/07/21 _____

| SCHEDULE OF OTHER DIRECT COST ITEMS (Add additional pages as necessary) | | | | |
|--|-----------------|-------------|------------------|-------------------------|
| Description of Item | Quantity | Unit | Unit Cost | Total |
| Mileage Costs , TBD | | | \$ | \$ Federal Mileage Rate |
| Equipment Rental and Supplies , TBD | | | \$ | \$ Cost plus 10% |
| Permit Fees, TBD | | | \$ | \$ Cost plus 10% |
| Plan Sheets , TBD | | | \$ | \$ Cost plus 10% |
| Test | | | \$ | \$ NA |
| Vehicle | | | \$ | \$ NA |
| Subconsultant 1: TBD | | | | \$ Cost plus 10% |
| Subconsultant 2: | | | | \$ |
| Subconsultant 3: | | | | \$ |
| Subconsultant 4: | | | | \$ |
| Subconsultant 5: | | | | \$ |

Note: Add additional pages if necessary.

NOTES:

1. List other direct cost items with estimated costs. These costs should be competitive in their respective industries and supported with appropriate documentation.
2. Proposed ODC items should be consistently billed regardless of client and contract type.
3. Items when incurred for the same purpose, in like circumstance, should not be included in any indirect cost pool or in the overhead rate.
4. Items such as special tooling, will be reimbursed at actual cost with supporting documentation (invoice).
5. Items listed above that would be considered "tools of the trade" are not reimbursable as other direct cost.
6. Travel related costs should be pre-approved by the contracting agency and shall not exceed current State Department of Personnel Administration rules.
7. If mileage is claimed, the rate should be properly supported by the consultant's calculation of their actual costs for company vehicles. In addition, the miles claimed should be supported by mileage logs.
8. If a consultant proposes rental costs for a vehicle, the company must demonstrate that this is its standard procedure for all of their contracts and that they do not own any vehicles that could be used for the same purpose.
9. The cost proposal format shall not be amended. All costs must comply with the Federal cost principles.
10. Add additional pages if necessary.
11. Subconsultants must provide their own cost proposals.

EXHIBIT A-1 - EXHIBIT 10-H2 COST PROPOSAL FOR
CONTRACTORS AND SUBCONTRACTORS
Retroactive and effective December 7, 2021

360PSM Rates

EXHIBIT 10-H2
Cost Proposal

EXHIBIT 10-H2 COST PROPOSAL Page 3 of 3

Certification of Direct Costs:

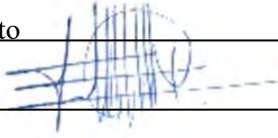
I, the undersigned, certify to the best of my knowledge and belief that all direct costs identified on the cost proposal(s) in this contract are actual, reasonable, allowable, and allocable to the contract in accordance with the contract terms and the following requirements:

1. Generally Accepted Accounting Principles (GAAP)
2. Terms and conditions of the contract
3. [Title 23 United States Code Section 112](#) - Letting of Contracts
4. [48 Code of Federal Regulations Part 31](#) - Contract Cost Principles and Procedures
5. [23 Code of Federal Regulations Part 172](#) - Procurement, Management, and Administration of Engineering and Design Related Service
6. [48 Code of Federal Regulations Part 9904 - Cost Accounting Standards Board](#) (when applicable)

All costs must be applied consistently and fairly to all contracts. All documentation of compliance must be retained in the project files and be in compliance with applicable federal and state requirements. Costs that are noncompliant with the federal and state requirements are not eligible for reimbursement.

Prime Consultant or Subconsultant Certifying:

Name: Catalina Ferreto Title *: President

Signature :  Date of Certification (mm/dd/yyyy): 12/19/2022

Email: catalina@360psm.com Phone Number: 831-500-1263

Address: 18110 Stonehaven Drive., Salinas, CA 93908

* An individual executive or financial officer of the consultant's or subconsultant's organization at a level no lower than a Vice President or a Chief Financial Officer, or equivalent, who has authority to represent the financial information utilized to establish the cost proposal for the contract.

List services the consultant is providing under the proposed contract:

| |
|---|
| Project Management Labor Compliance Specifications QA/QC |
|---|