

# Attachment A

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

**THIS AMENDMENT NO. 1** to Professional Services Agreement No. A-15644 between the County of Monterey, a political subdivision of the State of California (hereinafter, “County”) and TRC Engineers, 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-15644 with County on December 7, 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**, the Parties agree that CONTRACTOR’s Exhibit 10-H2 Cost Proposal of the Caltrans Local Assistance Procedures Manual (LAPM) in Exhibit A – Scope of Services/Payment Provisions of the Agreement, inadvertently omitted the agreed upon subcontractor rates identified in CONTRACTOR’s original proposal and which the Parties agree are undisputed terms of the existing Professional Services Agreement No. A-15644, and which are now fully set forth in Exhibit A-1; and

**WHEREAS**, provisions of the Agreement require an update; and

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

**WHEREAS**, the Parties agree that the CONTRACTOR’s and subcontractors hourly billing rates in Exhibits A and A-1 of the Agreement remain valid through December 6, 2024 and require an update effective December 7, 2024; and

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

**WHEREAS**, the Parties wish to amend the Agreement to update provisions, to update CONTRACTOR’s and subcontractors hourly billing rates effective December 7, 2024, to extend the term for two (2) additional years to December 6, 2026, and to increase the amount by \$1,000,000 for a total amount not to exceed \$2,000,000 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 **Exhibit A-2**, 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 the first sentence of Paragraph 3, “Term of Agreement”, to read as follows:

The term of this Agreement is from December 7, 2021 to December 6, 2026, unless sooner terminated pursuant to the terms of this Agreement.

3. Amend Paragraph 4, “Additional Provisions/Exhibits”, to add “Exhibit A-1 – Exhibit 10-H2 Cost Proposal to Contractor’s Subcontractors” and “Exhibit A-2 – Revised Hourly Billing Rates”, effective December 7, 2024.

4. Amend Paragraph 6, “Payment Conditions” to read as follows:

6.01 Prices/changes shall remain firm for the initial term of the Agreement and, thereafter, may be adjusted annually as provided in this paragraph. The County does not guarantee any minimum or maximum amount of dollars to be spent under this Agreement.

6.02 Negotiations for price/rate changes shall be commenced, by CONTRACTOR, a minimum of ninety days (90) prior to the expiration of the Agreement. Rate changes are not binding unless mutually agreed upon in writing by the County and the CONTRACTOR.

6.03 Invoice amounts shall be billed directly to the ordering department.

6.04. CONTRACTOR shall submit to the Contract Administrator an invoice on a form acceptable to County. If not otherwise specified, the CONTRACTOR may submit such invoice periodically or at the completion of services, but in any event, not later than 30 days after completion of services. The invoice shall set forth the amounts claimed by CONTRACTOR for the previous period, together with an itemized basis for the amounts claimed, and such other information pertinent to the invoice as the County may require. The Contract Administrator or his or her designee shall certify the invoice; either in the requested amount or in such other amount as the County approves in conformity with this Agreement, and shall promptly submit such invoice to the County Auditor-Controller for payment. The County Auditor-Controller shall pay the amount certified within 30 days of receiving the certified invoice.

6.05. CONTRACTOR shall not receive reimbursement for mileage or travel expenses unless set forth in this Agreement. If reimbursement for mileage expenses is set forth in this Agreement in Exhibit A – Scope of Services/Payment Provisions, then the Parties agree that CONTRACTOR and its subcontractors shall be reimbursed for mileage based upon the Internal Revenue Service (IRS) standard business mileage rate at the time of travel. If reimbursement for travel expenses is set forth in this Agreement in Exhibit A – Scope of Services/Payment Provisions, then the Parties agree that CONTRACTOR and its subcontractors shall be reimbursed for travel expenses as set forth in the applicable U.S. General Services Administration (US GSA) Per Diem Rates for the Primary Destination at the time of travel.

5. Amend Section 9.03, “Insurance Coverage Requirements”, of Paragraph 9.0, “Insurance”, to read as follows:

Insurance Coverage Requirements: Without limiting CONTRACTOR’s duty to indemnify, CONTRACTOR shall maintain in effect throughout the term of this Agreement a policy or policies of insurance with the following minimum limits of liability:

Commercial General Liability Insurance: including but not limited to premises and operations, including coverage for Bodily Injury and Property Damage, Personal Injury, Contractual Liability, Broad form Property Damage, Independent Contractors, Products and Completed Operations, with a combined single limit for Bodily Injury and Property Damage of not less than \$1,000,000 per occurrence, and \$2,000,000 in the aggregate.

*(Note: any proposed modifications to these general liability insurance requirements shall be attached as an Exhibit hereto, and the section(s) above that are proposed as not applicable shall be lined out in blue ink. All proposed modifications are subject to County approval.)*

Auto Liability Coverage: must include motor vehicles, including scheduled, non-owned, and hired vehicles, used in providing services under this Agreement, with a combined single limit or Bodily Injury and Property Damage of not less than \$1,000,000 per occurrence.

*(Note: any proposed modifications to these auto insurance requirements shall be attached as an Exhibit hereto, and the section(s) above that are proposed as not applicable shall be lined out in blue ink. All proposed modifications are subject to County approval.)*

Workers’ Compensation Insurance, if CONTRACTOR employs others in the performance of this Agreement, in accordance with California Labor Code section 3700 and with Employer’s Liability limits not less than \$1,000,000 each person, \$1,000,000 each accident and \$1,000,000 each disease.

*(Note: any proposed modifications to these workers' compensation insurance requirements shall be attached as an Exhibit hereto, and the section(s) above that are proposed as not applicable shall be lined out in blue ink. All proposed modifications are subject to County approval.)*

Professional Liability Insurance: if required for the professional services being provided, (e.g., those persons authorized by a license to engage in a business or profession regulated by the California Business and Professions Code), in the amount of not less than \$1,000,000 per claim and \$2,000,000 in the aggregate, to cover liability for malpractice or errors or omissions made in the course of rendering professional services. If professional liability insurance is written on a "claims-made" basis rather than an occurrence basis, the CONTRACTOR shall, upon the expiration or earlier termination of this Agreement, obtain extended reporting coverage ("tail coverage") with the same liability limits. Any such tail coverage shall continue for at least three years following the expiration or earlier termination of this Agreement.

*(Note: Professional liability insurance coverage is required if the CONTRACTOR is providing a professional service regulated by the state. Examples of service providers regulated by the state are insurance agents, professional architects and engineers, doctors, certified public accountants, lawyers, etc. However, other professional contractors, such as computer or software designers, technology services, and services providers such as claims administrators, should also have professional liability. If in doubt, consult with your risk or contract manager.)*

If the CONTRACTOR maintains broader coverage and/or higher limits than the minimums shown above, the County requires and shall be entitled to the broader coverage and/or higher limits maintained by the CONTRACTOR.

6. Amend Section 9.04, "Other Insurance Requirements", of Paragraph 9.0, "Insurance Requirements", to read as follows:

All insurance required by this Agreement shall be with a company acceptable to the County and issued and executed by an admitted insurer authorized to transact Insurance business in the State of California. Unless otherwise specified by this Agreement, all such insurance shall be written on an occurrence basis, or, if the policy is not written on an occurrence basis, such policy with the coverage required herein shall continue in effect for a period of three years following the date CONTRACTOR completes its performance of services under this Agreement.

Each liability policy shall provide that the County shall be given notice in writing at least thirty days in advance of any endorsed reduction in coverage or limit, cancellation, or intended non-renewal thereof. Each policy shall provide coverage for CONTRACTOR and additional insureds with respect to claims arising from each subcontractor, if any, performing work under this Agreement, or be accompanied by a certificate of insurance from each subcontractor showing each subcontractor has identical insurance coverage to the above requirements.

Additional Insured Status:

The County of Monterey, its officers, officials, employees, and volunteers are to be covered as additional insureds on the commercial general liability policy with respect to liability arising out of work or operations performed by or on behalf of the CONTRACTOR including materials, parts, or equipment furnished in connection with such work or operations. General liability coverage shall be provided in the form of an endorsement to the CONTRACTOR's insurance (at least as broad as ISO Form CG 20 10 11 85 or if not available, through the addition of both CG 20 10, CG 20 26, CG 20 33, or CG 20 38; and CG 20 37 if a later edition is used).

Primary Coverage:

For any claims related to this Agreement, the CONTRACTOR's insurance coverage shall be primary and non-contributory and at least as broad as ISO CG 20 01 04 13 as respects to the County, its officers, officials, employees, and volunteers. Any insurance or self-insurance maintained by the County, its officers, officials, employees, or volunteers shall be excess of the CONTRACTOR's insurance and shall not contribute with it. This requirement shall also apply to any Excess or Umbrella liability policies.

Waiver of Subrogation:

CONTRACTOR hereby grants to County a waiver of any right to subrogation which any insurer of said CONTRACTOR may acquire against the County by virtue of the payment of any loss under such insurance. CONTRACTOR agrees to obtain any endorsement that may be necessary to affect this waiver of subrogation, but this provision applies regardless of whether or not the County has received a waiver of subrogation endorsement from the insurer.

Prior to the execution of this Agreement by the County, CONTRACTOR shall file certificates of insurance with the County's Contract Administrator and County's Contracts/Purchasing Division, showing that the CONTRACTOR has in effect the insurance required by this Agreement. The CONTRACTOR shall file a new or amended certificate of insurance within five calendar days after any change is made in any insurance policy, which would alter the information on the certificate then on file. Acceptance or approval of insurance shall in no way modify or change the indemnification clause in this Agreement, which shall continue in full force and effect. CONTRACTOR shall always during the term of this Agreement maintain in force the insurance coverage required under this Agreement and shall send, without demand by County, annual certificates to County's Contract Administrator and County's Contracts/Purchasing Division. If the certificate is not received by the expiration date, County shall notify CONTRACTOR and CONTRACTOR shall have five calendar days to send in the certificate, evidencing no lapse in coverage during the interim. Failure by CONTRACTOR to maintain such insurance is a default of this Agreement, which entitles County, at its sole discretion, to terminate this Agreement immediately.

7. 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.

8. Amend Agreement to add Section 15.18, "Independent Contractor Compliance with Government Code Section 1097.6(c)", under Paragraph 15, "Miscellaneous Provisions", as follows:

CONTRACTOR's duties and services under this Agreement shall not include preparing or assisting the public entity with any portion of the public entity's preparation of a request for proposals, request for qualifications, or any other solicitation regarding a subsequent or additional contract with the public entity. The public entity entering this Agreement shall at all times retain responsibility for public contracting, including with respect to any subsequent phase of this project. CONTRACTOR's participation in the planning, discussions, or drawing of project plans or specifications shall be limited to conceptual, preliminary, or initial plans or specifications. CONTRACTOR shall cooperate with the public entity to ensure that all bidders for a subsequent contract on any subsequent phase of this project have access to the same information, including all conceptual, preliminary, or initial plans or specifications prepared by CONTRACTOR pursuant to this Agreement.

9. 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.

10. 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.

11. Delete Exhibit 10-H2 Cost Proposal of the Caltrans LAPM within Exhibit A of the Agreement.
12. In all places within the Agreement, any reference to Exhibit 10-H2 Cost Proposal of the Caltrans LAPM within Exhibits A and A-1 are hereby replaced with “Exhibit A-2 – Revised Hourly Billing Rates”, effective December 7, 2024.
13. 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.
14. In all places within the Agreement, any reference to County’s email address of [PWFP-Finance-AP@co.monterey.ca.us](mailto:PWFP-Finance-AP@co.monterey.ca.us) for invoicing, is hereby replaced with [PWFP-Finance-AP@countyofmonterey.gov](mailto:PWFP-Finance-AP@countyofmonterey.gov).
15. In all places within the Agreement, any reference to the Agreement’s Multi-Year Agreement (MYA) number is deemed to be MYA #3200\*6178.



- 16 All other terms and conditions of the Agreement, including all Exhibits thereto, remain unchanged and in full force.
17. This Amendment No. 1 shall be attached to the Agreement and incorporated therein as if fully set forth in the Agreement.
18. 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**  
**Debra R. Wilson, Contracts/Purchasing Officer**

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

Its: \_\_\_\_\_  
(Print Name and Title)

Date: \_\_\_\_\_

**CONTRACTOR\***  
**TRC Engineers, Inc.**

By: Mark A. Imbriani  
(Signature of Chair, President or Vice President)

Its: Mark A. Imbriani, Vice President  
(Print Name and Title)

Date: 11/12/2024 | 1:03 PM PST

**Approved as to Form**  
**Office of the County Counsel**  
**Susan K. Blicht, County Counsel**

Signed by:  
By: Michael J. Whilden  
2C6F38174D4920D...  
Michael J. Whilden  
Deputy County Counsel

Date: 11/12/2024 | 1:55 PM PST

Signed by:  
By: Grant Ratkovic  
0FC241EA8EE04E8...  
(Signature of Secretary, Assistant Secretary, CFO, Treasurer or Assistant Treasurer)

Its: Grant Ratkovic, Assistant Secretary  
(Print Name and Title)

Date: 11/12/2024 | 1:45 PM PST

**Approved as to Fiscal Provisions**  
**Rupa Shah, Auditor-Controller**

By: Jennifer Forsyth  
4E7E857875454AE...

Its: Jennifer Forsyth Auditor-Controller Analyst II  
(Print Name and Title)

Date: 11/12/2024 | 3:46 PM PST

**Approved as to Indemnity and Insurance Provisions**  
**Office of the County Counsel-Risk Management**  
**Susan K. Blicht, County Counsel**

By: \_\_\_\_\_  
David Bolton  
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 10-H2 COST PROPOSAL** Page 1 of 6

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

Note: Mark-ups are Not Allowed

Consultant: LSA Associates, Inc.

Prime Consultant

Subconsultant

2nd Tier Subconsultant

Project No. \_\_\_\_\_ Contract No. \_\_\_\_\_ Participation Amount \$ \_\_\_\_\_ Date 07/30/2021

For Combined Rate						
Fringe Benefit	81.40%	+	General & Administrative	129.24%	= Combined ICR	210.64%
OR						
For Home Office Rate						
Fringe Benefit	0.00%	+	General & Administrative	0.00%	= Home Office ICR	0.00%
For Field Office Rate						
Fringe Benefit	0.00%	+	General & Administrative	0.00%	= Field Office ICR	0.00%
Fee =						10.00%

**BILLING INFORMATION**

**CALCULATION INFORMATION**

Name/Job Title <sup>1</sup> (Exempt/Non-Exempt)	Hourly Billing Rates <sup>2</sup>			Effective Date of Hourly Rate		Actual or Avg. Hourly Rate <sup>3</sup>	% or \$ Increase	Hourly Range - for Classifications Only	
	Straight <sup>3</sup>	OT(1.5x)	OT(2x)	From	To			Low	High
PRINCIPAL IN CHARGE * PAM READING	\$231.03	NA	NA	06/01/2021	05/31/2022	\$67.61			
	\$242.58			06/01/2022	05/31/2023	\$70.99	5.00%		NA
	\$254.71			06/01/2023	05/31/2024	\$74.54	5.00%		
PROJECT MANAGER* LAUREL FRAKES	\$171.74	NA	NA	06/01/2021	05/31/2022	\$50.26			
	\$180.33			06/01/2022	05/31/2023	\$52.77	5.00%		NA
	\$189.34			06/01/2023	05/31/2024	\$55.41	5.00%		
BO GOULD ASSOCIATE BIOLOGIST	\$172.59	NA	NA	06/01/2021	05/31/2022	\$50.51			
	\$181.22			06/01/2022	05/31/2023	\$53.04	5.00%		NA
	\$190.29			06/01/2023	05/31/2024	\$55.69	5.00%		
KERRIE COLLISON ASSOCIATE CULTURAL RESOURCES MANAGER	\$132.75	NA	NA	06/01/2021	05/31/2022	\$38.85			
	\$139.39			06/01/2022	05/31/2023	\$40.79	5.00%		NA
	\$146.36			06/01/2023	05/31/2024	\$42.83	5.00%		

EXHIBIT 10-H2 COST PROPOSAL TO CONTRACTOR AND SUBCONTRACTORS

MICHAEL HIBMA ASSOCIATE CULTURAL RESOURCES MANAGER	\$129.20	NA	NA	06/01/2021	05/31/2022	\$37.81	5.00%	NA	
	\$135.66			06/01/2022	05/31/2023	\$39.70			
	\$142.44			06/01/2023	05/31/2024	\$41.69			
CARA CARLUCCI SENIOR ENVIRONMENTAL PLANNER	\$137.47	NA	NA	06/01/2021	05/31/2022	\$40.23	5.00%	NA	
	\$144.34			06/01/2022	05/31/2023	\$42.24			
	\$151.56			06/01/2023	05/31/2024	\$44.35			
JT STEPHENS ASSOCIATE NOISE SPECIALIST	\$180.56	NA	NA	06/01/2021	05/31/2022	\$52.84	5.00%	NA	
	\$189.58			06/01/2022	05/31/2023	\$55.48			
	\$199.06			06/01/2023	05/31/2024	\$58.26			
DEAN ARIZABAL PRINCIPAL TRANSPORTATION	\$181.17	NA	NA	06/01/2021	05/31/2022	\$53.02	5.00%	NA	
	\$190.23			06/01/2022	05/31/2023	\$55.67			
	\$199.74			06/01/2023	05/31/2024	\$58.45			
SARAH RIEBOLDT ASSOCIATE PALEONTOLOGIST	\$174.13	NA	NA	06/01/2021	05/31/2022	\$50.96	5.00%	NA	
	\$182.84			06/01/2022	05/31/2023	\$53.51			
	\$191.98			06/01/2023	05/31/2024	\$56.18			
Classification <sup>1</sup> (Exempt/Non-Exempt)	Hourly Billing Rates <sup>2</sup>			Effective Date of Hourly Rate		Actual or Avg. Hourly Rate <sup>3</sup>	% or \$ Increase	Hourly Range - for Classifications Only	
	Straight <sup>3</sup>	OT(1.5x)	OT(2x)	From	To			Low	High
PRINCIPAL	\$318.06	NA	NA	06/01/2021	05/31/2022	\$93.08	5.00%	\$49.54	\$136.62
	\$333.96			06/01/2022	05/31/2023	\$97.73		\$52.02	\$143.45
	\$350.66			06/01/2023	05/31/2024	\$102.62		\$54.62	\$150.62
ASSOCIATE	\$175.24	NA	NA	06/01/2021	05/31/2022	\$51.29	5.00%	\$31.69	\$70.88
	\$184.01			06/01/2022	05/31/2023	\$53.85		\$33.27	\$74.42
	\$193.21			06/01/2023	05/31/2024	\$56.54		\$34.94	\$78.15
SENIOR TECHNICAL SPECIALIST	\$145.60	NA	NA	06/01/2021	05/31/2022	\$42.61	5.00%	\$29.50	\$55.72
	\$152.88			06/01/2022	05/31/2023	\$44.74		\$30.98	\$58.51
	\$160.52			06/01/2023	05/31/2024	\$46.98		\$32.52	\$61.43
TECHNICAL SPECIALIST	\$153.77	NA	NA	06/01/2021	05/31/2022	\$45.00	5.00%	\$20.00	\$70.00
	\$161.46			06/01/2022	05/31/2023	\$47.25		\$21.00	\$73.50
	\$169.53			06/01/2023	05/31/2024	\$49.61		\$22.05	\$77.18
GIS/GRAPHICS	\$155.56	NA	NA	06/01/2021	05/31/2022	\$45.53	5.00%	\$29.81	\$61.24
	\$163.34			06/01/2022	05/31/2023	\$47.80		\$31.30	\$64.30
	\$171.51			06/01/2023	05/31/2024	\$50.19		\$32.87	\$67.52
OFFICE ASSISTANT	\$110.32	NA	NA	06/01/2021	05/31/2022	\$32.29	5.00%	\$20.00	\$44.57
	\$115.84			06/01/2022	05/31/2023	\$33.90		\$21.00	\$46.80

	\$121.63			06/01/2023	05/31/2024	\$35.59	5.00%	\$22.05	\$49.14
ASSISTANT TECHNICAL SPECIALIST	\$92.76	\$106.33	\$119.90	06/01/2021	05/31/2022	\$27.15		\$24.00	\$30.29
	\$97.39	\$111.64	\$125.90	06/01/2022	05/31/2023	\$28.50	5.00%	\$25.20	\$31.80
	\$102.26	\$117.23	\$132.19	06/01/2023	05/31/2024	\$29.93	5.00%	\$26.46	\$33.39
PROJECT ASSISTANT	\$87.07	\$99.81	\$112.55	06/01/2021	05/31/2022	\$25.48		\$24.04	\$26.92
	\$91.42	\$104.80	\$118.17	06/01/2022	05/31/2023	\$26.75	5.00%	\$25.24	\$0.00
	\$95.99	\$110.04	\$124.08	06/01/2023	05/31/2024	\$28.09	5.00%	\$26.50	\$0.00
WORD PROCESSOR/ADMIN	\$105.74	\$121.21	\$136.69	06/01/2021	05/31/2022	\$30.95		\$26.44	\$35.45
	\$111.03	\$127.27	\$143.52	06/01/2022	05/31/2023	\$32.49	5.00%	\$27.76	\$37.22
	\$116.58	\$133.64	\$150.70	06/01/2023	05/31/2024	\$34.12	5.00%	\$29.15	\$39.08
FIELD CREW	\$78.59	\$90.09	\$101.59	06/01/2021	05/31/2022	\$23.00		\$21.00	\$25.00
	\$82.52	\$94.60	\$106.67	06/01/2022	05/31/2023	\$24.15	5.00%	\$22.05	\$26.25
	\$86.65	\$99.33	\$112.01	06/01/2023	05/31/2024	\$25.36	5.00%	\$23.15	\$27.56

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** PAGE 4 OF 6

SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS)

(CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Consultant LSA Associates, Inc.

Prime Consultant

Subconsultant

Project No. \_\_\_\_\_ Contract No. \_\_\_\_\_

Date: 07/30/2021

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

Description of Item	Quantity	Unit	Unit Cost	Total
Lodging	0	Nights	\$0.00	\$0.00
Meals	0	Cost	\$0.00	\$0.00
Records Search	0	Cost	\$0.00	\$0.00
Reproduction (8.5 x 11 B/W)	0	Per Page	\$0.07	\$0.00
Reproduction (8.5 x 11 Color)	0	Per Page	\$0.40	\$0.00
Reproduction (11 x 17 B/W)	0	Per Page	\$0.10	\$0.00
Reproduction (11 x 17 Color)	0	Per Page	\$0.75	\$0.00
CD Production	0	Per CD	\$5.00	\$0.00
USB Flash Drive	0	Per Drive	\$5.00	\$0.00
Plotting	0	Per Sq Ft	\$3.75	\$0.00
Aerial Drone	0	Days	\$200.00	\$0.00
Mileage (on-road)	0	Miles	\$0.56	\$0.00
Mileage (off-road)	0	Miles	\$0.69	\$0.00
GPS Unit	0	Days	\$75.00	\$0.00
Total Station Surveying Equipment	0	Days	\$50.00	\$0.00
Level (Laser or Optical)	0	Days	\$25.00	\$0.00
Laser Rangefinder	0	Days	\$25.00	\$0.00
Sound Meter	0	Days	\$75.00	\$0.00
Sound Meter w/Velocity Transducer	0	Days	\$85.00	\$0.00
Aerial Photo	0	Cost	\$0.00	\$0.00
Boat Rental	0	Days	\$125.00	\$0.00
Water Quality Meter	0	Days	\$25.00	\$0.00
Night Vision Goggles	0	Nights	\$50.00	\$0.00
Tolls	0	Cost	\$0.00	\$0.00

Wildlife Camera	0	Days	\$25.00	\$0.00
Stickers	0	Per Page	\$1.90	\$0.00

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 10-H2 COST PROPOSAL PAGE 6 OF 6**

**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.

Local governments are responsible for applying only cognizant agency approved or Caltrans accepted Indirect Cost Rate(s).

**Prime Consultant or Subconsultant Certifying:**

Name:	<u>Tony Petros</u>	Title*:	<u>President</u>
Signature:		Date of Certification(mm/dd/yyyy):	<u>07/30/2021</u>
Email:	<u>tony.petros@lsa.net</u>	Phone Number	<u>(949) 553-0666 Ext. 7268</u>
Address:	<u>20 Executive Park, Suite 200, Irvine, CA 92614</u>		

\*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:

On-Call Environmental Services Support



**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 WRECO  Prime Consultant  Subconsultant  2<sup>nd</sup> Tier Subconsultant

Project No. \_\_\_\_\_ Contract No: \_\_\_\_\_ Participation Amount: \_\_\_\_\_ Date: 7/30/2021

For Combined Rate	Fringe Benefit %	+ General & Administrative %	=	Combined Indirect Cost Rate (ICR) %
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OR

For Home Office Rate	Fringe Benefit 71.46%	+ General & Administrative 63.46%	=	134.92%	Home Office ICR%
For Field Office Rate	Fringe Benefit 42.76%	+ General & Administrative 37.71%	=	80.47%	Field Office ICR%

FEE % =				10.00%
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**BILLING INFORMATION**

**CALCULATION INFORMATION**

Name/Job Title/Classification <sup>1</sup>	Hourly Billing Rates <sup>2</sup>			Effective date of hourly rate		Actual or Avg hourly rate <sup>3</sup>	% or \$ increase	Hourly range - for classifications only
	Straight	OT(1.5x)	OT(2x)	From	To			
Han-Bin Liang Principal Engineer Exempt	\$265.39 \$273.35 \$281.55	N/A N/A N/A	N/A N/A N/A	1/1/2021 1/1/2022 1/1/2023	12/31/2021 12/31/2022 12/31/2023	\$102.70 \$105.78 \$108.95	 3.00% 3.00%	 Not Applicable Not Applicable
Analette Ochoa* Supervising Engineer Exempt	\$219.44 \$226.03 \$232.81	N/A N/A N/A	N/A N/A N/A	1/1/2021 1/1/2022 1/1/2023	12/31/2021 12/31/2022 12/31/2023	\$84.92 \$87.47 \$90.09	 3.00% 3.00%	 Not Applicable Not Applicable
Chris Sewell* Supervising Engineer Exempt	\$194.84 \$200.69 \$206.71	N/A N/A N/A	N/A N/A N/A	1/1/2021 1/1/2022 1/1/2023	12/31/2021 12/31/2022 12/31/2023	\$75.40 \$77.66 \$79.99	 3.00% 3.00%	 Not Applicable Not Applicable
David Kitzmann* Senior Geologist Exempt	\$176.44 \$181.74 \$187.19	N/A N/A N/A	N/A N/A N/A	1/1/2021 1/1/2022 1/1/2023	12/31/2021 12/31/2022 12/31/2023	\$68.28 \$70.33 \$72.44	 3.00% 3.00%	 Not Applicable Not Applicable
Franklin Taber* Senior Geotechnical Engineer Exempt	\$179.13 \$184.51 \$190.04	N/A N/A N/A	N/A N/A N/A	1/1/2021 1/1/2022 1/1/2023	12/31/2021 12/31/2022 12/31/2023	\$69.32 \$71.40 \$73.54	 3.00% 3.00%	 Not Applicable Not Applicable
Sandra Etchell* Senior Biologist Exempt	\$150.16 \$154.67 \$159.31	N/A N/A N/A	N/A N/A N/A	1/1/2021 1/1/2022 1/1/2023	12/31/2021 12/31/2022 12/31/2023	\$58.11 \$59.85 \$61.65	 3.00% 3.00%	 Not Applicable Not Applicable
Supervising Engineer Exempt	\$219.65 \$226.24 \$233.03	N/A N/A N/A	N/A N/A N/A	1/1/2021 1/1/2022 1/1/2023	12/31/2021 12/31/2022 12/31/2023	\$85.00 \$87.55 \$90.18	 3.00% 3.00%	\$70.00 - \$100.00 \$72.10 - \$103.00 \$74.26 - \$106.09

**EXHIBIT 10 - EXHIBIT 10-H2 COST PROPOSAL TO CONTRACTOR AND SUBCONTRACTORS**

**Local Assistance Procedures Manual**

Exhibit 10-H

Senior Engineer/ Geotechnical Engineer/ Geologist/ Biologist/ Environmental Scientist (Exempt and Non-Exempt)	\$161.51	\$161.51	\$161.51	1/1/2021	12/31/2021	\$62.50		\$45.00 - \$80.00
	\$166.35	\$166.35	\$166.35	1/1/2022	12/31/2022	\$64.38	3.00%	\$46.35 - \$82.40
	\$171.34	\$171.34	\$171.34	1/1/2023	12/31/2023	\$66.31	3.00%	\$47.74 - \$84.87
Associate Engineer/ Geotechnical Engineer/ Geologist/ Biologist/ Environmental Scientist (Exempt)	\$109.83	\$109.83	\$109.83	1/1/2021	12/31/2021	\$42.50		\$35.00 - \$50.00
	\$113.12	\$113.12	\$113.12	1/1/2022	12/31/2022	\$43.78	3.00%	\$36.05 - \$51.50
	\$116.51	\$116.51	\$116.51	1/1/2023	12/31/2023	\$45.09	3.00%	\$37.13 - \$53.05
Staff Engineer/ Geotechnical Engineer/ Geologist/ Biologist/ Environmental Scientist (Exempt and Non-Exempt)	\$83.98	\$83.98	\$83.98	1/1/2021	12/31/2021	\$32.50		\$25.00 - \$40.00
	\$86.50	\$86.50	\$86.50	1/1/2022	12/31/2022	\$33.48	3.00%	\$25.75 - \$41.20
	\$89.10	\$89.10	\$89.10	1/1/2023	12/31/2023	\$34.48	3.00%	\$26.52 - \$42.44
Senior Technician	\$103.36	\$103.36	\$103.36	1/1/2021	12/31/2021	\$40.00		\$30.00 - \$50.00
	\$106.47	\$106.47	\$106.47	1/1/2022	12/31/2022	\$41.20	3.00%	\$30.90 - \$51.50
Non-exempt	\$109.66	\$109.66	\$109.66	1/1/2023	12/31/2023	\$42.44	3.00%	\$31.83 - \$53.05
Technician	\$64.60	\$64.60	\$64.60	1/1/2021	12/31/2021	\$25.00		\$20.00 - \$30.00
	\$66.54	\$66.54	\$66.54	1/1/2022	12/31/2022	\$25.75	3.00%	\$20.60 - \$30.90
Non-exempt	\$68.54	\$68.54	\$68.54	1/1/2023	12/31/2023	\$26.52	3.00%	\$21.22 - \$31.83
Project Coordinator/ Technical Editor	\$90.44	\$90.44	\$90.44	1/1/2021	12/31/2021	\$35.00		\$20.00 - \$50.00
	\$93.16	\$93.16	\$93.16	1/1/2022	12/31/2022	\$36.05	3.00%	\$20.60 - \$51.50
Non-exempt	\$95.95	\$95.95	\$95.95	1/1/2023	12/31/2023	\$37.13	3.00%	\$21.22 - \$53.05

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** PAGE 2 OF 3  
**SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS)**  
 (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Consultant WRECO

Prime Consultant     Subconsultant     2<sup>nd</sup> Tier Subconsultant

Project No. \_\_\_\_\_

Contract No: \_\_\_\_\_

Date: 7/30/2021

**SCHEDULE OF OTHER DIRECT COST ITEMS**

Description of Item	Quantity	Unit	Unit Cost	Total
Mileage Costs		Mile	IRS Rate	Actual
Report Reproduction (Vendor)		EA	\$ 100.00	Actual
Overnight Shipment/Delivery		EA	\$ 25.00	Actual
Traffic Control		LS	\$ -	Actual
Drilling		LS	\$ -	Actual
Laboratory Testing		LS	\$ -	Actual
Rental Vehicle		EA	\$ -	Actual
Travel/Per Diem		EA	GSA Rate	Actual
Permit Cost		EA	\$ -	Actual
			\$ -	\$ -
			\$ -	\$ -
			\$ -	\$ -
			\$ -	\$ -
			\$ -	\$ -
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 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 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 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: Han-Bin Liang, Ph.D., P.E.

Title\* President

Signature: 

Date of Certification (mm/dd/yyyy): 07/30/2021

Email: hanbin\_liang@wreco.com

Phone Number: (925) 941-0017 x201

Address: 1243 Alpine Road, Suite 108, Walnut Creek, CA 94596

\* 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:

As-needed hydrology/hydraulics, geotechnical engineering, and revegetation services.

**EXHIBIT 10-H2 COST PROPOSAL TO CONTRACTOR AND SUBCONTRACTORS**

Local Assistance Procedures Manual

**EXHIBIT 10-H2  
Cost Proposal**

**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 Whitson and Associates, Inc. dba Whitson Engineers  Prime Consultant  Subconsultant  2<sup>nd</sup> Tier Subconsultant

Project No. Monterey County On-Call Contract No. \_\_\_\_\_ Participation Amount \$ TBD On-Call Date 07/23/2021

For Combined Rate		Combined ICR
Fringe Benefit 29.34% + Overhead 41.02% + General & Administrative 59.00%	=	129.36%
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 <sup>1</sup>	Hourly Billing Rates <sup>2</sup>			Effective Date of Hourly Rate		Actual or Avg. Hourly Rate <sup>4</sup>	% or \$ Increase	Hourly Range - for Classifications Only
	Straight <sup>3</sup>	OT(1.5x)	OT(2x)	From	To			
Richard Weber, PE - Principal *	\$348.17	\$348.17	\$348.17	01/01/2021	12/31/2021	\$138.00	0.0%	
	\$365.58	\$365.58	\$365.58	01/01/2022	12/31/2022	\$144.90	5.0%	
	\$383.87	\$383.87	\$383.87	01/01/2023	12/31/2023	\$152.15	5.0%	
	\$403.04	\$403.04	\$403.04	01/01/2024	12/31/2024	\$159.75	5.0%	
	\$423.20	\$423.20	\$423.20	01/01/2025	12/31/2025	\$167.74	5.0%	
Charles Pugh, LS – Project Manager* Land Survey Manager	\$151.38	\$227.07	\$302.76	01/01/2021	12/31/2021	\$60.00	0.0%	
	\$158.95	\$238.42	\$317.89	01/01/2022	12/31/2022	\$63.00	5.0%	
	\$166.89	\$250.35	\$333.79	01/01/2023	12/31/2023	\$66.15	5.0%	
	\$175.24	\$262.87	\$351.20	01/01/2024	12/31/2024	\$69.46	5.0%	
	\$184.00	\$276.01	\$368.00	01/01/2025	12/31/2025	\$72.93	5.0%	
Mike Hink, LS – Land Surveyor	\$151.38	\$227.07	\$302.76	01/01/2021	12/31/2021	\$60.00	0.0%	
	\$158.95	\$238.42	\$317.89	01/01/2022	12/31/2022	\$63.00	5.0%	

**EXHIBIT 10-H2 COST PROPOSAL TO CONTRACTOR AND SUBCONTRACTORS**

Local Assistance Procedures Manual

**EXHIBIT 10-H2  
Cost Proposal**

	\$166.89	\$250.35	\$333.79	01/01/2023	12/31/2023	\$66.15	5.0%	
	\$175.24	\$262.87	\$351.20	01/01/2024	12/31/2024	\$69.46	5.0%	
	\$184.00	\$276.01	\$368.00	01/01/2025	12/31/2025	\$72.93	5.0%	
Thomas Hannah, LS – Land Surveyor	\$157.69	\$236.54	\$315.38	01/01/2021	12/31/2021	\$62.50	0.0%	
	\$165.58	\$248.37	\$331.16	01/01/2022	12/31/2022	\$65.63	5.0%	
	\$173.86	\$260.79	\$347.72	01/01/2023	12/31/2023	\$68.91	5.0%	
	\$182.54	\$273.81	\$365.08	01/01/2024	12/31/2024	\$72.35	5.0%	
	\$191.67	\$287.51	\$383.34	01/01/2025	12/31/2025	\$75.97	5.0%	
Edward Pietsch – Associate Surveyor**	\$103.44	\$155.16	\$206.88	01/01/2021	12/31/2021	\$41.00	0.0%	
	\$108.61	\$162.92	\$217.22	01/01/2022	12/31/2022	\$43.05	5.0%	
	\$114.04	\$171.06	\$228.08	01/01/2023	12/31/2023	\$45.20	5.0%	
	\$119.74	\$179.61	\$239.48	01/01/2024	12/31/2024	\$47.46	5.0%	
	\$123.22	\$184.83	\$246.44	01/01/2025	12/31/2025	\$48.84	5.0%	
Jeff Sjoblom - Associate Surveyor**	\$122.36	\$183.54	\$244.72	01/01/2021	12/31/2021	\$48.50	0.0%	
	\$128.49	\$192.74	\$256.98	01/01/2022	12/31/2022	\$50.93	5.0%	
	\$134.90	\$202.35	\$269.80	01/01/2023	12/31/2023	\$53.47	5.0%	
	\$141.64	\$212.46	\$283.28	01/01/2024	12/31/2024	\$56.14	5.0%	
	\$148.73	\$223.10	\$297.46	01/01/2025	12/31/2025	\$58.95	5.0%	
Austin Snyder – Assistant Surveyor**	\$89.57	\$134.36	\$179.14	01/01/2021	12/31/2021	\$35.50	0.0%	
	\$94.06	\$141.09	\$188.12	01/01/2022	12/31/2022	\$37.28	5.0%	
	\$98.75	\$148.13	\$197.50	01/01/2023	12/31/2023	\$39.14	5.0%	
	\$103.69	\$155.54	\$207.38	01/01/2024	12/31/2024	\$41.10	5.0%	
	\$108.87	\$163.31	\$217.74	01/01/2025	12/31/2025	\$43.15	5.0%	
Jonathon Bell - Assistant Surveyor**	\$93.35	\$140.03	\$186.70	01/01/2021	12/31/2021	\$37.00	0.0%	
	\$98.02	\$147.03	\$196.04	01/01/2022	12/31/2022	\$38.85	5.0%	
	\$102.91	\$154.37	\$205.82	01/01/2023	12/31/2023	\$40.79	5.0%	
	\$108.06	\$162.09	\$216.12	01/01/2024	12/31/2024	\$42.83	5.0%	
	\$113.46	\$170.19	\$226.92	01/01/2025	12/31/2025	\$44.97	5.0%	
Cody Jones – Surveying Technician**	\$88.30	\$132.45	\$176.60	01/01/2021	12/31/2021	\$35.00	0.0%	
	\$92.72	\$139.08	\$185.44	01/01/2022	12/31/2022	\$36.75	5.0%	
	\$97.36	\$146.04	\$194.72	01/01/2023	12/31/2023	\$38.59	5.0%	
	\$102.23	\$153.35	\$204.46	01/01/2024	12/31/2024	\$40.52	5.0%	
	\$107.33	\$161.00	\$214.66	01/01/2025	12/31/2025	\$42.54	5.0%	
Adam Tucker – Administrative Support	\$97.13	\$145.70	\$194.26	01/01/2021	12/31/2021	\$38.50	0.0%	
	\$102.00	\$153.00	\$204.00	01/01/2022	12/31/2022	\$40.43	5.0%	
	\$107.10	\$160.65	\$214.20	01/01/2023	12/31/2023	\$42.45	5.0%	
	\$112.45	\$168.68	\$224.90	01/01/2024	12/31/2024	\$44.57	5.0%	
	\$118.07	\$177.11	\$236.14	01/01/2025	12/31/2025	\$46.80	5.0%	
Field Surveyor - Chief of Party **	\$199.52	\$299.28	\$399.04	01/01/2021	12/31/2021	\$79.08		
Field Surveyor –Chainman/Rodman**	\$184.45	\$276.68	\$368.90	01/01/2021	12/31/2021	\$73.11		
TBD – Civil Engineer	\$126.15	\$189.22	\$252.30	01/01/2021	12/31/2021	\$50.00	0.0%	\$43.00-\$57.00

**EXHIBIT 10-H2 COST PROPOSAL TO CONTRACTOR AND SUBCONTRACTORS**

Local Assistance Procedures Manual

**EXHIBIT 10-H2  
Cost Proposal**

	\$132.46	\$198.68	\$264.91	01/01/2022	12/31/2022	\$52.50	5.0%	\$45.50-\$59.50
	\$139.09	\$208.64	\$278.18	01/01/2023	12/31/2023	\$55.13	5.0%	\$48.13-\$62.13
	\$146.03	\$219.04	\$292.06	01/01/2024	12/31/2024	\$57.88	5.0%	\$50.88-\$64.88
	\$153.35	\$230.02	\$306.69	01/01/2025	12/31/2025	\$60.78	5.0%	\$53.78-\$67.78
TBD – Associate Engineer	\$100.92	\$151.38	\$201.84	01/01/2021	12/31/2021	\$40.00	0.0%	\$33.00-\$47.00
	\$105.96	\$158.95	\$211.93	01/01/2022	12/31/2022	\$42.00	5.0%	\$35.00-\$49.00
	\$111.26	\$166.89	\$222.53	01/01/2023	12/31/2023	\$44.10	5.0%	\$37.10-\$51.10
	\$116.84	\$175.26	\$233.68	01/01/2024	12/31/2024	\$46.31	5.0%	\$39.31-\$53.31
	\$122.67	\$184.00	\$245.33	01/01/2025	12/31/2025	\$48.62	5.0%	\$41.62-\$55.62
TBD – Assistant Engineer	\$89.57	\$134.36	\$179.14	01/01/2021	12/31/2021	\$35.50	0.0%	\$28.50-\$42.50
	\$94.06	\$141.09	\$188.12	01/01/2022	12/31/2022	\$37.28	5.0%	\$30.28-\$44.28
	\$98.75	\$148.13	\$197.50	01/01/2023	12/31/2023	\$39.14	5.0%	\$32.14-\$46.14
	\$103.69	\$155.54	\$207.38	01/01/2024	12/31/2024	\$41.10	5.0%	\$34.10-\$48.10
	\$108.87	\$163.31	\$217.74	01/01/2025	12/31/2025	\$43.15	5.0%	\$36.15-\$50.15

(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** Page 2 of 3

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

Consultant Whitson and Associates, Inc. dba Whitson Engineers  Prime Consultant  Subconsultant

Project No. Monterey County On-Call Contract No. \_\_\_\_\_ Date 07/23/2021

<b>SCHEDULE OF OTHER DIRECT COST ITEMS (Add additional pages as necessary)</b>				
<b>Description of Item</b>	<b>Quantity</b>	<b>Unit</b>	<b>Unit Cost</b>	<b>Total</b>
Mileage Costs			\$	\$
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:**

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 10-H2 COST PROPOSAL Page 3 of 3

**Certification of Direct Costs:**

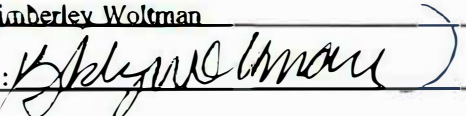
I, the undersigned, certify to the best of my knowledge and belief that all direct costs identified on the cost proposal(s) in this contract are actual, reasonable, allowable, and allocable to the contract in accordance with the contract terms and the following requirements:

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: Kimberley Woltman Title \*: CFO

Signature:  Date of Certification (mm/dd/yyyy): 07/23/2021

Email: kwoltman@whitsonengineers.com Phone Number: 831-649-5225

Address: 6 Harris Court, 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:

On-call Land Surveying and Civil Engineer services

**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: Beacon Integrated Professional Resources, Inc., dba Hamner, Jewell & Associates

Prime Consultant     Subconsultant     2nd Tier Subconsultant

Project No.	On-Call/ As-Needed	Contract No.	Participation Amount \$	Date 7/23/2021
For Combined Rate				
Fringe Benefit	0.00%	+	General & Administrative 165.21%	= Combined ICR 165.21%
OR				
For Home Office Rate				
Fringe Benefit	0.00%	+	General & Administrative 0.00%	= Home Office ICR 0.00%
For Field Office Rate				
Fringe Benefit	0.00%	+	General & Administrative 0.00%	= Field Office ICR 0.00%
Fee				= 10.00%

**BILLING INFORMATION**

**CALCULATION INFORMATION**

Name/Job Title/Classification <sup>1</sup>	Hourly Billing Rates <sup>2</sup>			Effective Date of Hourly Rate		Actual or Avg. Hourly Rate <sup>3</sup>	% or \$ Increase	Hourly Range - for Classifications Only
	Straight	OT(1.5x)	OT(2x)	From	To			
Lillian Jewell*	\$287.52			7/1/2021	6/30/2022	\$98.56	3.00%	Not Applicable
Managing Senior Associate	\$296.15			7/1/2022	6/30/2023	\$101.51	3.00%	
Exempt	\$305.03			7/1/2023	6/30/2024	\$104.56	3.00%	
	\$314.18			7/1/2024	6/30/2025	\$107.70	3.00%	
	\$323.61			7/1/2025	6/30/2026	\$110.93	3.00%	
Senior Associate II	\$189.63			7/1/2021	6/30/2022	\$65.00	3.00%	\$50-\$65
Pool	\$195.31			7/1/2022	6/30/2023	\$66.95	3.00%	
Non-Exempt Hourly or Exempt	\$201.17			7/1/2023	6/30/2024	\$68.96	3.00%	
	\$207.21			7/1/2024	6/30/2025	\$71.03	3.00%	
	\$213.42			7/1/2025	6/30/2026	\$73.16	3.00%	
Senior Associate I	\$160.45			7/1/2021	6/30/2022	\$55.00	3.00%	\$45-\$60
Pool	\$165.27			7/1/2022	6/30/2023	\$56.65	3.00%	
Non-Exempt Hourly	\$170.22			7/1/2023	6/30/2024	\$58.35	3.00%	
	\$175.33			7/1/2024	6/30/2025	\$60.10	3.00%	
	\$180.59			7/1/2025	6/30/2026	\$61.90	3.00%	
Associate II	\$131.28			7/1/2021	6/30/2022	\$45.00	3.00%	\$40-\$50
Pool	\$135.22			7/1/2022	6/30/2023	\$46.35	3.00%	
Non-Exempt Hourly	\$139.27			7/1/2023	6/30/2024	\$47.74	3.00%	
	\$143.45			7/1/2024	6/30/2025	\$49.17	3.00%	
	\$147.76			7/1/2025	6/30/2026	\$50.65	3.00%	
Associate I / Right of Way Agent	\$116.69			7/1/2021	6/30/2022	\$40.00	3.00%	\$30-\$45
Pool	\$120.19			7/1/2022	6/30/2023	\$41.20	3.00%	
Non-Exempt Hourly	\$123.80			7/1/2023	6/30/2024	\$42.44	3.00%	
	\$127.51			7/1/2024	6/30/2025	\$43.71	3.00%	
	\$131.34			7/1/2025	6/30/2026	\$45.02	3.00%	
Contract Admin / Business Admin	\$175.04			7/1/2021	6/30/2022	\$60.00	3.00%	\$40-\$60
Pool	\$180.29			7/1/2022	6/30/2023	\$61.80	3.00%	
Non-Exempt Hourly or Exempt	\$185.70			7/1/2023	6/30/2024	\$63.65	3.00%	
	\$191.27			7/1/2024	6/30/2025	\$65.56	3.00%	
	\$197.01			7/1/2025	6/30/2026	\$67.53	3.00%	
Transaction Coordinator	\$107.94			7/1/2021	6/30/2022	\$37.00	3.00%	\$37-\$40
Pool	\$111.18			7/1/2022	6/30/2023	\$38.11	3.00%	
Non-Exempt Hourly	\$114.51			7/1/2023	6/30/2024	\$39.25	3.00%	
	\$117.95			7/1/2024	6/30/2025	\$40.43	3.00%	
	\$121.49			7/1/2025	6/30/2026	\$41.64	3.00%	
Clerical / Transaction Assistant	\$67.10			7/1/2021	6/30/2022	\$23.00	3.00%	\$15-\$25
Pool	\$69.11			7/1/2022	6/30/2023	\$23.69	3.00%	
Non-Exempt Hourly	\$71.18			7/1/2023	6/30/2024	\$24.40	3.00%	
	\$73.32			7/1/2024	6/30/2025	\$25.13	3.00%	
	\$75.52			7/1/2025	6/30/2026	\$25.89	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** PAGE 2 OF 3  
**SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS)**  
 (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Consultant Beacon Integrated Professional Resources, Inc.  Prime Consultant  Subconsultant  
 Project No. On-Call/As-Needed Contract No. \_\_\_\_\_ Date 7/14/2021

<b>SCHEDULE OF OTHER DIRECT COST ITEMS (Add additional pages as necessary)</b>				
Description of Item	Quantity	Unit	Unit Cost	Total
Real Property Appraisals			\$4,500 - 6,000	\$4,500 - 6,000 per appraisal
Appraisal Review			\$1,200 - 1,600	1,200- \$1,600 per appraisal review
Preliminary Title Reports			\$400 - \$3,000	\$400 - \$3,000 per report depending on property

Note: Add additional pages if necessary.

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 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: Hampus Idsater Title\*: Director of Finance and BD  
 Signature: *Hampus Idsater* Date of Certification (mm/dd/yyyy): 8/9/2021  
 Email: hidsater@hamner-jewell.com Phone Number: (805) 773-1459  
 Address: 530 Paulding Circle, Suite A, Arroyo Grande, CA 93420

\*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:

Acquisition services;  
 Relocation assistance services;  
 Appraisal services;  
 Appraisal review services;  
 Title and escrow coordination services

**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 Peters Engineering Group  Prime Consultant  Subconsultant  2<sup>nd</sup> Tier Subconsultant  
Project No. \_\_\_\_\_ Contract No. \_\_\_\_\_ Participation Amount \$ \_\_\_\_\_ Date 08-06-2021

For Combined Rate	Fringe Benefit % + General & Administrative %	= 110	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	= %

**BILLING INFORMATION**

**CALCULATION INFORMATION**

Name/Job Title/Classification <sup>1</sup>	Hourly Billing Rates <sup>2</sup>			Effective Date of Hourly Rate		Actual or Avg. Hourly Rate <sup>4</sup>	% or \$ Increase	Hourly Range - for Classifications Only
	Straight <sup>3</sup>	OT(1.5x)	OT(2x)	From	To			
David Peters Principal Engineer	\$195.00			01/01/2021	12/31/2021	\$80.86		Not Applicable
	\$200.00			01/01/2022	12/31/2022	\$83.29	3.0%	
	\$205.00			01/01/2023	12/31/2023	\$85.79	3.0%	
John Rowland Senior Engineer	\$180.00			01/01/2016	12/31/2016	\$74.16		Not Applicable
	\$185.00			01/01/2017	12/31/2017	\$76.38	3.0%	
	\$190.00			01/01/2018	12/31/2018	\$78.67	3.0%	
Technician	\$95.00	\$142.50		01/01/2016	12/31/2016	\$0.00		\$43 - \$48
	\$100.00	\$150.00		01/01/2017	12/31/2017	\$0.00	3.0%	\$45 - \$50
	\$105.00	\$157.50		01/01/2018	12/31/2018	\$0.00	3.0%	\$47 - \$52
Administrative Assistant	\$75.00	\$112.50		01/01/2016	12/31/2016	\$0.00		\$24 - \$30
	\$80.00	\$120.00		01/01/2017	12/31/2017	\$0.00	3.0%	\$26 - \$32
	\$85.00	\$127.50		01/01/2018	12/31/2018	\$0.00	3.0%	\$28 - \$34

(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** Page 2 of 3

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

Consultant Peters Engineering Group  Prime Consultant  Subconsultant

Project No. \_\_\_\_\_ Contract No. \_\_\_\_\_ Date 08-06-21

<b>SCHEDULE OF OTHER DIRECT COST ITEMS (Add additional pages as necessary)</b>				
<b>Description of Item</b>	<b>Quantity</b>	<b>Unit</b>	<b>Unit Cost</b>	<b>Total</b>
Mileage Costs	1	Mile	\$0.56	\$
Equipment Rental and Supplies			\$	\$
Permit Fees			\$	\$
Plan Sheets	1	Sheet	\$3.00	\$
Test			\$	\$
Vehicle			\$	\$
Subconsultant 1:				\$
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 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: David Peters Title \*: President

Signature :  Date of Certification (mm/dd/yyyy): 08/06/21

Email: dpeters@peters-engineering.com Phone Number: 559-299-1544 x 111

Address: 862 Pollasky Avenue, Clovis, CA 93612

\* 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 Engineering
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**EXHIBIT 10-H2 COST PROPOSAL TO CONTRACTOR AND SUBCONTRACTORS**

EXHIBIT 10-H2 COST PROPOSAL  
 SPECIFIC RATE OF COMPENSATION  
 "ON-CALL" A&E Design & Related Project Development & Construction Support Services

Contract #  
 Attachment: 2  
 Sub-Consultant: **Designlab 252**  
 Date: 02-08-21  
 Page 1 of 1

	<b>Fringe Ben. %</b>		<b>Overhead %</b>		<b>General Administration %</b>		<b>Combined %</b>
NORMAL	SAFE HARBOR RATE	+		+	=		<b>120.00%</b>
PROJECT SPECIFIC "STAFF ASSISTANCE" *See footnote 6		+		+	=		<b>120.00%</b>
						<b>FEE</b>	<b>10.00%</b>

**BILLING INFORMATION**

**CALCULATION INFORMATION**

Name/Classification	Loaded Hourly Billing Rates			Effective Date of hourly rate		% or \$ Increase	Actual/ average hrly rate	Hourly range for class
	Straight	OT(1.5x)	OT(2x)	From	To			
Patrick Boyd, RLA Landscape Planting & Irrigation Sr. Landscsape Architect  (Exempt) Salary	\$ 166.38	NC	NC	01/01/21	12/31/21	0.00%	\$ 68.75	n/a
	\$ 168.04	NC	NC	01/01/22	12/31/21	1.00%	\$ 69.44	
	\$ 170.14	NC	NC	01/01/22	12/31/22	1.25%	\$ 70.31	
	\$ 172.69	NC	NC	01/01/23	12/31/23	1.50%	\$ 71.36	
	\$ 176.15	NC	NC	01/01/24	12/31/24	2.00%	\$ 72.79	
	\$ 179.67	NC	NC	01/01/25	12/31/25	2.00%	\$ 74.24	
Scott Mears Landscape Planting & Irrigation Contract/Project Manager  (Exempt) Salary	\$ 166.38	NC	NC	10/17/21	12/31/21	0.00%	\$ 68.75	n/a
	\$ 168.04	NC	NC	01/01/22	12/31/21	1.00%	\$ 69.44	
	\$ 170.14	NC	NC	01/01/22	12/31/22	1.25%	\$ 70.31	
	\$ 172.69	NC	NC	01/01/23	12/31/23	1.50%	\$ 71.36	
	\$ 176.15	NC	NC	01/01/24	12/31/24	2.00%	\$ 72.79	
	\$ 179.67	NC	NC	01/01/25	12/31/25	2.00%	\$ 74.24	
Konni Jones, CID Landscape Planting & Irrigation Landscape Technician Certified Irrigation Designer  (Exempt) Salary	\$ 166.38	NC	NC	10/17/21	12/31/21	0.00%	\$ 68.75	n/a
	\$ 168.04	NC	NC	01/01/22	12/31/20	1.00%	\$ 69.44	
	\$ 170.14	NC	NC	01/01/21	12/31/21	1.25%	\$ 70.31	
	\$ 172.69	NC	NC	01/01/22	12/31/22	1.50%	\$ 71.36	
	\$ 176.15	NC	NC	01/01/23	12/31/23	2.00%	\$ 72.79	
	\$ 179.67	NC	NC	01/01/24	12/31/24	2.00%	7424.30%	

- For all key team members that are listed on the Prime Consultant's Organization Chart, list the name and corresponding job classification. For all other employees (i.e. support staff/non-professional) list only the job classification. Teams members subject to FLSA are not eligible for overtime.
- For named employees enter the actual hourly rate. For classifications only, list the average hourly rate for that classification.
- Note employees/classifications that are subject to prevailing wage requirements with an asterisk (\*).
- Caltrans Contract Manager's pre-approval is required for any addition of staff not listed on the cost proposal. The billing rates for these employees, including those that fall under general classifications, will be calculated and reimbursed based on their actual hourly rate on 08/11/21. Future escalations, if any, will be calculated and reimbursed in accordance with the percentage escalations agreed to in this cost proposal.
- Hourly rates for new employees hired after the date of this cost proposal will not exceed (or shall be in line with) the rates of similar personnel listed on this cost proposal having similar experience.



ADM 2033 ODCs (Rev. 10/12)

**SCHEDULE OF OTHER DIRECT COST ITEMS**

Contract #:

Subconsultant: Designlab 252							
DESCRIPTION OF ITEMS	UNIT	COST					
Printing and Reproductions A. In-house Printing B. Outside Vendor Printing	N.C. EA	N.C. Actual *					
Computer & Software A. In-house Use B. At CT offices only, per Task Order and Contract Manager when no equipment assigned by CT	N.C. EA	N.C. Actual *					
Vehicle Expenses A. Mileage B. Vehicle	mile	.55** Actual ****					
Delivery Services A. Overnight Mail Service B. Courier Service	EA EA	Actual * Actual *					
Communications A. Cellular Phone-monthly charges B.	EA	\$35 ***					
Miscellaneous A. Travel Expenses ** B. Construction Instruments C. Film Camera, Film and Developing D. Digital Camera Equipment E. Field Personnel Safety Equipment F. Office Supplies (only applicable when employee assigned to CT Office)	N.C. N.C. N.C. N.C. EA	** N.C. N.C. N.C. Actual *					
<p>N.C. denotes No Charge                      (*) Actual cost per lease/access/purchase or other vendor arrangement with State authorization. Actual cost are competitive prices from appropriate vendors in their respective industries                      (**) Pre-Approved Travel and Per-Diem Costs to be reimbursed shall be the Actual Costs, but Not to Exceed the rates stipulated in the department of transportation "Caltrans Travel Guide, Consultant/Contractors Travel Policy".                      (***) Cellular cost is fixed at \$35 amount maximum per month.                      (****) If CT requires an on call person to augment a survey crew and the person needs a vehicle per Task Order and Contract Manager.</p>							

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: SCOTT MEARS Title\*: PRESIDENT \$ 0.00  
 Signature: [Signature] Date of Certification (mm/dd/yyyy): 09/09/2021  
 Email: SCOTTDESIGN@R292.COM Phone Number: 559.999.4397  
 Address: P.O. BOX 27016 FRESNO, CA 93729

\* 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:

ALL LANDSCAPE ARCHITECTURE AND RELATED SERVICES.

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 Page 2 of 3

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

Consultant ZM Locating, LLC  Prime Consultant  Subconsultant

Project No. RFQ 10806 Contract No. \_\_\_\_\_ Date 8/3/21

SCHEDULE OF OTHER DIRECT COST ITEMS (Add additional pages as necessary)				
Description of Item	Quantity	Unit	Unit Cost	Total
Mileage Costs	1	Hour	\$ 100	\$
Equipment Rental and Supplies			\$	\$
Permit Fees			\$	\$
Plan Sheets			\$	\$
Test			\$	\$
Vehicle			\$	\$
Subconsultant 1: <u>Utility locator - Prevailing wage</u>				\$ 245 per hour
Subconsultant 2: <u>Mapping work</u>				\$ 175 per hour
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.

EXHIBIT 10-H2 COST PROPOSAL Page 3 of 3

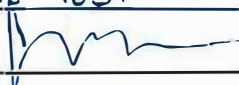
**Certification of Direct Costs:**

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: Chris Post Title \*: President  
 Signature :  Date of Certification (mm/dd/yyyy): 03/05/2021  
 Email: chris@2Mlocating.com Phone Number: 916-237-7445  
 Address: 1255 Starboard Dr. West Sacramento CA 95691

\* 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:

<p><u>Underground Utility Locating + mapping</u></p>
--

**EXHIBIT 10-H2 COST PROPOSAL PAGE 1 OF 6**  
**SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS)**  
 (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

**Note: Mark-ups are Not Allowed**

Consultant TRC Engineers, Inc.  Prime Consultant  Subconsultant  2nd Tier Subconsultant  
 Project No. RFQ #10806 Contract No. Leave Blank Participation Amount \_\_\_\_\_ Date 11/5/2024

For Combined Rate						
Fringe Benefit %	+	Overhead %	+	General Administration %	=	Combined Indirect Cost Rate (ICR) %
<b>OR</b>						
For Home Office Rate						
Fringe Benefit %	+	Overhead %	+	General Administration %	=	Home Office ICR %
52.30%		104.88%		0%		157.18%
For Field Office Rate						
Fringe Benefit %	+	Overhead %	+	General Administration %	=	Field Office ICR %
						10.00%

**BILLING INFORMATION**

**CALCULATION INFORMATION**

Name/Job Title/Classification <sup>1</sup>	Hourly Billing Rates <sup>2</sup>			Effective date of hourly rate		Actual or Avg. hourly rate <sup>3</sup>	% or \$ increase	Hourly range - for classifications only
	Straight	OT(1.5x)	OT(2x)	From	To			
Principal in Charge	\$280.01	\$420.02	\$560.02	1/1/2021	12/31/2021	\$98.98	-	\$75-\$130
	\$285.61	\$428.42	\$571.23	1/1/2022	12/31/2022	\$100.96	2.00%	
	\$291.32	\$436.99	\$582.65	1/1/2023	12/6/2024	\$102.98	2.00%	
	\$302.98	\$454.47	\$605.96	12/7/2024	12/31/2024	\$107.10	4.00%	
	\$315.10	\$472.65	\$630.19	1/1/2025	12/31/2025	\$111.38	4.00%	
	\$327.70	\$491.55	\$655.40	1/1/2026	12/6/2026	\$115.84	4.00%	
Project Manager	\$280.01	\$420.02	\$560.02	1/1/2021	12/31/2021	\$98.98	-	\$75-\$130
	\$285.61	\$428.42	\$571.23	1/1/2022	12/31/2022	\$100.96	2.00%	
	\$291.32	\$436.99	\$582.65	1/1/2023	12/6/2024	\$102.98	2.00%	
	\$302.98	\$454.47	\$605.96	12/7/2024	12/31/2024	\$107.10	4.00%	
	\$315.10	\$472.65	\$630.19	1/1/2025	12/31/2025	\$111.38	4.00%	
	\$327.70	\$491.55	\$655.40	1/1/2026	12/6/2026	\$115.84	4.00%	
Project Engineer	\$200.01	\$300.01	\$400.02	1/1/2021	12/31/2021	\$70.70	-	\$55-\$95
	\$204.01	\$306.01	\$408.02	1/1/2022	12/31/2022	\$72.11	2.00%	
	\$208.09	\$312.13	\$416.18	1/1/2023	12/6/2024	\$73.56	2.00%	
	\$216.41	\$324.62	\$432.83	12/7/2024	12/31/2024	\$76.50	4.00%	
	\$225.07	\$337.60	\$450.14	1/1/2025	12/31/2025	\$79.56	4.00%	
	\$234.07	\$351.11	\$468.14	1/1/2026	12/6/2026	\$82.74	4.00%	

**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 PAGE 2 OF 6**  
**SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS)**  
 (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

**Note: Mark-ups are Not Allowed**

Consultant TRC Engineers, Inc.  Prime Consultant  Subconsultant  
 Project No. RFQ #10806 Contract No. Leave Blank Date 11/5/2024

For Combined Rate						
Fringe Benefit %	+	Overhead %	+	General Administration %	=	Combined Indirect Cost Rate (ICR) %
				<b>OR</b>		
For Home Office Rate						
Fringe Benefit %	+	Overhead %	+	General Administration %	=	Home Office ICR %
52.30%		104.88%		0%		157.18%
For Field Office Rate						
Fringe Benefit %	+	Overhead %	+	General Administration %	=	Field Office ICR %
						FEE % = 10.00%

**BILLING INFORMATION**

**CALCULATION INFORMATION**

Name/Job Title/Classification <sup>1</sup>	Hourly Billing Rates <sup>2</sup>			Effective date of hourly rate		Actual or Avg. hourly rate <sup>3</sup>	% or \$ increase	Hourly range - for classifications only
	Straight	OT(1.5x)	OT(2x)	From	To			
Senior Engineer	\$160.01	\$240.01	\$320.01	1/1/2021	12/31/2021	\$56.56	-	\$45-\$80
	\$163.21	\$244.81	\$326.41	1/1/2022	12/31/2022	\$57.69	2.00%	
	\$166.47	\$249.71	\$332.94	1/1/2023	12/6/2024	\$58.85	2.00%	
	\$173.13	\$259.70	\$346.26	12/7/2024	12/31/2024	\$61.20	4.00%	
	\$180.06	\$270.08	\$360.11	1/1/2025	12/31/2025	\$63.65	4.00%	
	\$187.26	\$280.89	\$374.52	1/1/2026	12/6/2026	\$66.19	4.00%	
Engineer II	\$130.02	\$195.03	\$260.04	1/1/2021	12/31/2021	\$45.96	-	\$35-\$60
	\$132.62	\$198.93	\$265.24	1/1/2022	12/31/2022	\$46.88	2.00%	
	\$135.27	\$202.91	\$270.55	1/1/2023	12/6/2024	\$47.82	2.00%	
	\$140.68	\$211.03	\$281.37	12/7/2024	12/31/2024	\$49.73	4.00%	
	\$146.31	\$219.47	\$292.62	1/1/2025	12/31/2025	\$51.72	4.00%	
	\$152.16	\$228.25	\$304.33	1/1/2026	12/6/2026	\$53.79	4.00%	
Engineer I	\$110.02	\$165.03	\$220.04	1/1/2021	12/31/2021	\$38.89	-	\$29-\$50
	\$112.22	\$168.33	\$224.44	1/1/2022	12/31/2022	\$39.67	2.00%	
	\$114.46	\$171.70	\$228.93	1/1/2023	12/6/2024	\$40.46	2.00%	
	\$119.04	\$178.56	\$238.08	12/7/2024	12/31/2024	\$42.08	4.00%	
	\$123.80	\$185.71	\$247.61	1/1/2025	12/31/2025	\$43.76	4.00%	
	\$128.76	\$193.13	\$257.51	1/1/2026	12/6/2026	\$45.51	4.00%	

**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.

**Effective December 7, 2024**

**EXHIBIT 10-H2 COST PROPOSAL PAGE 3 OF 6**  
**SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS)**  
 (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-ups are Not Allowed

Consultant TRC Engineers, Inc.  Prime Consultant  Subconsultant  
 Project No. RFQ #10806 Contract No. Leave Blank Date 11/5/2024

For Combined Rate						
Fringe Benefit %	+	Overhead %	+	General Administration %	=	Combined Indirect Cost Rate (ICR) %

**OR**

For Home Office Rate						
Fringe Benefit %	+	Overhead %	+	General Administration %	=	Home Office ICR %
52.30%		104.88%		0%		157.18%
For Field Office Rate						
Fringe Benefit %	+	Overhead %	+	General Administration %	=	Field Office ICR %
						FEE % = 10.00%

**BILLING INFORMATION**

**CALCULATION INFORMATION**

Name/Job Title/Classification <sup>1</sup>	Hourly Billing Rates <sup>2</sup>			Effective date of hourly rate		Actual or Avg. hourly rate <sup>3</sup>	% or \$ increase	Hourly range - for classifications only
	Straight	OT(1.5x)	OT(2x)	From	To			
CADD Supervisor	\$150.02	\$225.03	\$300.04	1/1/2021	12/31/2021	\$53.03	-	\$40-\$75
	\$153.02	\$229.53	\$306.04	1/1/2022	12/31/2022	\$54.09	2.00%	
	\$156.08	\$234.12	\$312.16	1/1/2023	12/6/2024	\$55.17	2.00%	
	\$162.32	\$243.49	\$324.65	12/7/2024	12/31/2024	\$57.38	4.00%	
	\$168.82	\$253.23	\$337.64	1/1/2025	12/31/2025	\$59.67	4.00%	
	\$175.57	\$263.36	\$351.14	1/1/2026	12/6/2026	\$62.06	4.00%	
CADD Technician	\$105.01	\$157.52	\$210.02	1/1/2021	12/31/2021	\$37.12	-	\$25-\$50
	\$107.11	\$160.67	\$214.22	1/1/2022	12/31/2022	\$37.86	2.00%	
	\$109.25	\$163.88	\$218.51	1/1/2023	12/6/2024	\$38.62	2.00%	
	\$113.62	\$170.44	\$227.25	12/7/2024	12/31/2024	\$40.16	4.00%	
	\$118.17	\$177.25	\$236.34	1/1/2025	12/31/2025	\$41.77	4.00%	
	\$122.90	\$184.34	\$245.79	1/1/2026	12/6/2026	\$43.44	4.00%	
Desktop Publisher	\$85.01	\$127.52	\$170.02	1/1/2021	12/31/2021	\$30.05	-	\$28-\$45
	\$86.71	\$130.07	\$173.42	1/1/2022	12/31/2022	\$30.65	2.00%	
	\$88.45	\$132.67	\$176.89	1/1/2023	12/6/2024	\$31.26	2.00%	
	\$91.98	\$137.97	\$183.97	12/7/2024	12/31/2024	\$32.51	4.00%	
	\$95.66	\$143.49	\$191.32	1/1/2025	12/31/2025	\$33.82	4.00%	
	\$99.49	\$149.23	\$198.98	1/1/2026	12/6/2026	\$35.17	4.00%	

**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 PAGE 4 OF 6**  
**SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS)**  
 (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Note: Mark-ups are Not Allowed

Consultant TRC Engineers, Inc.  Prime Consultant  Subconsultant  
 Project No. RFQ #10806 Contract No. Leave Blank Date 11/5/2024

For Combined Rate						
Fringe Benefit %	+	Overhead %	+	General Administration %	=	Combined Indirect Cost Rate (ICR) %

**OR**

For Home Office Rate						
Fringe Benefit %	+	Overhead %	+	General Administration %	=	Home Office ICR %
52.30%		104.88%		0%		157.18%
For Field Office Rate						
Fringe Benefit %	+	Overhead %	+	General Administration %	=	Field Office ICR %
					FEE % =	10.00%

**BILLING INFORMATION**

**CALCULATION INFORMATION**

Name/Job Title/Classification <sup>1</sup>	Hourly Billing Rates <sup>2</sup>			Effective date of hourly rate		Actual or Avg. hourly rate <sup>3</sup>	% or \$ increase	Hourly range - for classifications only
	Straight	OT(1.5x)	OT(2x)	From	To			
Administrative Assistant	\$85.01	\$127.52	\$170.02	1/1/2021	12/31/2021	\$30.05	-	\$20-\$45
	\$86.71	\$130.07	\$173.42	1/1/2022	12/31/2022	\$30.65	2.00%	
	\$88.45	\$132.67	\$176.89	1/1/2023	12/6/2024	\$31.26	2.00%	
	\$91.98	\$137.97	\$183.97	12/7/2024	12/31/2024	\$32.51	4.00%	
	\$95.66	\$143.49	\$191.32	1/1/2025	12/31/2025	\$33.82	4.00%	
	\$99.49	\$149.23	\$198.98	1/1/2026	12/6/2026	\$35.17	4.00%	

**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 PAGE 5 OF 6**  
**SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS)**  
 (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Consultant TRC Engineers, Inc.  Prime Consultant  Subconsultant  
 Project No. RFQ #10806 Contract No. \_\_\_\_\_ Date 11/5/2024

SCHEDULE OF OTHER DIRECT COST ITEMS				
Description of Item	Quantity	Unit	Unit Cost	TOTAL
Mileage Cost (2024 Federal Rate)	1700	MI	\$0.67	\$1,139
Equipment Rental and Supplies	0	LS		\$0
Permit Fees	0	EA		\$0
Plan Sheets	0	EA		\$0
Test	0	EA		\$0
Vehicle	5	DAY	\$45.00	\$225
Lodging	5	DAY	\$200	\$1,000
Per Diem	5	DAY	\$42	\$210
Copying	500	EA	\$0.08	\$40
Express Mail	5	EA	\$30	\$150
Travel				\$0
Subconsultant 1:				\$0
Subconsultant 2:				\$0
Subconsultant 3:				\$0
Subconsultant 4:				\$0
PRIME TOTAL ODCs =				\$2,764

**IMPORTANT NOTES:**

- List other 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 their 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 PAGE 6 OF 6

**Certification of Direct Costs:**

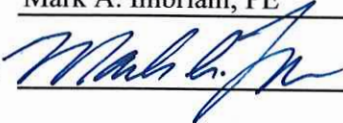
I, the undersigned certify to the best of my knowledge and belief that all direct costs identified on the cost proposal(s) in this contract are actual, reasonable, allowable, and allocable to the the contract in accordance with the contract terms and the following requirements:

- 7. Generally Accpeted 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 Services
- 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 ar noncompliant with the federal and state requirements are not eligible for reimbursement.

**Prime Consultant or Subconsultant Certifying:**

Name: Mark A. Imbriani, PE Title\*: Vice President

Signature:  Date of Certification (mm/dd/yyyy): 11/5/2024

Email: mimbriani@trccompanies.com Phone Number: 916-366-0632

Address: 10680 White Rock Road, Suite 100, Rancho Cordova, CA 95670

\* An individual executive or financial officer of the consultant's or subconsultant's organization a level no lower than a Vice President or a Chief Financial Officer, or equivalent, who has authorit 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, Project Studies, Roadway Design, Civil Design, Structural Design Geotechnical Services Surveys, Storm Damage Repair and Environmental Services related to County transporation facilities.
--

**EXHIBIT A-2 - REVISED HOURLY BILLING RATES**  
**Effective December 7, 2024**

<b>EXHIBIT 10-H2 COST PROPOSAL</b> <small>Page 1 of 5</small> SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS) (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)					
Note: Mark-ups are Not Allowed Consultant: LSA Associates, Inc.					
		<input type="checkbox"/> Prime Consultant	<input checked="" type="checkbox"/> Subconsultant	<input type="checkbox"/> 2nd Tier Subconsultant	
Project No. _____	Contract No. _____	Participation Amount \$ _____	Date	11/05/2024	
For Combined Rate Fringe Benefit 101.89%      +      General & Administrative 114.58%      =      Combined ICR <b>216.47%</b>					
OR					
For Home Office Rate Fringe Benefit 0.00%      +      General & Administrative 0.00%      =      Home Office ICR <b>0.00%</b>					
For Field Office Rate Fringe Benefit 0.00%      +      General & Administrative 0.00%      =      Field Office ICR <b>0.00%</b>					
Fee = 10.00%					

**BILLING INFORMATION**

**CALCULATION INFORMATION**

Name/Job Title/Classification <sup>1</sup>	Hourly Billing Rates <sup>2</sup>			Effective Date of Hourly Rate		Actual or Avg. Hourly Rate <sup>3</sup>	% or \$ Increase	Hourly Range - for Classifications Only	
	Straight <sup>3</sup>	OT(1.5x)	OT(2x)	From	To			Low	High
PAM READING PRINCIPAL IN CHARGE *	\$259.49	NA	NA	12/07/2024	12/31/2024	\$74.54			
	\$269.87			01/01/2025	12/31/2025	\$77.52	4.00%		NA
	\$280.66			01/01/2026	12/31/2026	\$80.62	4.00%		
LAUREL HUNTZINGER PROJECT MANAGER*	\$192.89	NA	NA	12/07/2024	12/31/2024	\$55.41			
	\$200.61			01/01/2025	12/31/2025	\$57.63	4.00%		NA
	\$208.63			01/01/2026	12/31/2026	\$59.93	4.00%		
ASHLEY HONER ENVIRONMENTAL PLANNER	\$137.85	NA	NA	12/07/2024	12/31/2024	\$39.60			
	\$143.37			01/01/2025	12/31/2025	\$41.18	4.00%		NA
	\$149.10			01/01/2026	12/31/2026	\$42.83	4.00%		
KELLY MCDONALD BIOLOGIST	\$134.62	NA	NA	12/07/2024	12/31/2024	\$38.67			
	\$140.00			01/01/2025	12/31/2025	\$40.22	4.00%		NA
	\$145.60			01/01/2026	12/31/2026	\$41.83	4.00%		
RORY GOODWIN, RA ASSOCIATE CULTURAL RESOURCES	\$151.01	NA	NA	12/07/2024	12/31/2024	\$43.38			
	\$157.05			01/01/2025	12/31/2025	\$45.12	4.00%		NA
	\$163.34			01/01/2026	12/31/2026	\$46.92	4.00%		
KELLY VREELAND SENIOR PALEONTOLOGIST	\$156.65	NA	NA	12/07/2024	12/31/2024	\$45.00			
	\$162.92			01/01/2025	12/31/2025	\$46.80	4.00%		NA
	\$169.44			01/01/2026	12/31/2026	\$48.67	4.00%		

**EXHIBIT A-2 - REVISED HOURLY BILLING RATES**  
**Effective December 7, 2024**

Local Assistance Procedures Manual

EXHIBIT 10-H2  
 Cost Proposal

CARA CUNNINGHAM ASSOCIATE ENVIRONMENTAL PLANNER	\$154.39	NA	NA	12/07/2024	12/31/2024	\$44.35	4.00%	NA	
	\$160.57			01/01/2025	12/31/2025	\$46.12			
	\$166.99			01/01/2026	12/31/2026	\$47.97			
BIANCA MARTINEZ AIR QUALITY SPECIALIST	\$130.54	NA	NA	12/07/2024	12/31/2024	\$37.50	4.00%	NA	
	\$135.77			01/01/2025	12/31/2025	\$39.00			
	\$141.20			01/01/2026	12/31/2026	\$40.56			
JT STEPHENS PRINCIPAL NOISE SPECIALIST	\$202.81	NA	NA	12/07/2024	12/31/2024	\$58.26	4.00%	NA	
	\$210.93			01/01/2025	12/31/2025	\$60.59			
	\$219.36			01/01/2026	12/31/2026	\$63.01			
MOE ABUSHANAB NOISE SPECIALIST	\$144.43	NA	NA	12/07/2024	12/31/2024	\$41.49	4.00%	NA	
	\$150.21			01/01/2025	12/31/2025	\$43.15			
	\$156.22			01/01/2026	12/31/2026	\$44.88			
DEAN ARIZABAL PRINCIPAL TRANSPORTATION PLANNER	\$203.47	NA	NA	12/07/2024	12/31/2024	\$58.45	4.00%	NA	
	\$211.61			01/01/2025	12/31/2025	\$60.79			
	\$220.08			01/01/2026	12/31/2026	\$63.22			
SHUQI HAO TRANSPORTATION ENGINEER	\$143.74	NA	NA	12/07/2024	12/31/2024	\$41.29	4.00%	NA	
	\$149.49			01/01/2025	12/31/2025	\$42.94			
	\$155.47			01/01/2026	12/31/2026	\$44.66			
MITCHELL ALEXANDER GIS SPECIALIST	\$127.90	NA	NA	12/07/2024	12/31/2024	\$36.74	4.00%	NA	
	\$133.01			01/01/2025	12/31/2025	\$38.21			
	\$138.33			01/01/2026	12/31/2026	\$39.74			
PRINCIPAL (Environmental Planner, Air Quality, Biological Resources, Cultural Resources, Noise, Paleontology, and Transportation)	\$297.34	NA	NA	12/07/2024	12/31/2024	\$85.42	4.00%	\$70.00	\$100.83
	\$309.24			01/01/2025	12/31/2025	\$88.83		\$72.80	\$104.86
	\$321.61			01/01/2026	12/31/2026	\$92.38		\$75.71	\$109.06
ASSOCIATE (Environmental Planner, Air Quality, Biological Resources, Cultural Resources, Noise, Paleontology, and Transportation)	\$196.84	NA	NA	12/07/2024	12/31/2024	\$56.55	4.00%	\$34.94	\$78.15
	\$204.72			01/01/2025	12/31/2025	\$58.81		\$36.34	\$81.28
	\$212.91			01/01/2026	12/31/2026	\$61.16		\$37.79	\$84.53

**EXHIBIT A-2 - REVISED HOURLY BILLING RATES**  
**Effective December 7, 2024**

SENIOR TECHNICAL SPECIALIST (Environmental Planner, Air Quality, Biological Resources, Cultural Resources, Noise, Paleontology, and Transportation)	\$163.53	NA	NA	12/07/2024	12/31/2024	\$46.98	4.00%	\$32.52	\$61.43
	\$170.07			01/01/2025	12/31/2025	\$48.85		\$33.82	\$63.89
	\$176.87			01/01/2026	12/31/2026	\$50.81		\$35.17	\$66.44
TECHNICAL SPECIALIST (Environmental Planner, Air Quality, Biological Resources, Cultural Resources, Noise, Paleontology, and Transportation)	\$172.72	NA	NA	12/07/2024	12/31/2024	\$49.62	4.00%	\$22.05	\$77.18
	\$179.63			01/01/2025	12/31/2025	\$51.60		\$22.93	\$80.27
	\$186.81			01/01/2026	12/31/2026	\$53.66		\$23.85	\$83.36
GIS/GRAPHICS	\$174.74	NA	NA	12/07/2024	12/31/2024	\$50.20	4.00%	\$32.87	\$67.52
	\$181.73			01/01/2025	12/31/2025	\$52.20		\$34.18	\$70.22
	\$189.00			01/01/2026	12/31/2026	\$54.29		\$35.55	\$73.03
OFFICE ASSISTANT	\$123.91	NA	NA	12/07/2024	12/31/2024	\$35.60	4.00%	\$22.05	\$49.14
	\$128.87			01/01/2025	12/31/2025	\$37.02		\$22.93	\$51.11
	\$134.02			01/01/2026	12/31/2026	\$38.50		\$23.85	\$53.15
ASSISTANT TECHNICAL SPECIALIST (Environmental Planner, Air Quality, Biological Resources, Cultural Resources, Noise, Paleontology, and Transportation)	\$104.17	\$119.14	\$134.10	12/07/2024	12/31/2024	\$29.93	4.00%	\$26.46	\$33.39
	\$108.34	\$123.90	\$139.46	01/01/2025	12/31/2025	\$31.12		\$27.52	\$34.73
	\$112.67	\$128.86	\$145.04	01/01/2026	12/31/2026	\$32.37		\$28.62	\$36.11
PROJECT ASSISTANT	\$123.91	\$141.71	\$159.51	12/07/2024	12/31/2024	\$35.60	4.00%	\$22.05	\$49.14
	\$128.87	\$147.38	\$165.89	01/01/2025	12/31/2025	\$37.02		\$22.93	\$51.11
	\$134.02	\$153.27	\$172.52	01/01/2026	12/31/2026	\$38.50		\$23.85	\$53.15
WORD PROCESSOR/ADMIN	\$118.76	\$135.82	\$152.88	12/07/2024	12/31/2024	\$34.12	4.00%	\$29.15	\$39.08
	\$123.51	\$141.25	\$158.99	01/01/2025	12/31/2025	\$35.48		\$30.32	\$40.64
	\$128.45	\$146.90	\$165.35	01/01/2026	12/31/2026	\$36.90		\$31.68	\$42.20
FIELD CREW (Air Quality, Biological Resources, Cultural Resources, Noise, Paleontology, and Transportation)	\$88.27	\$100.94	\$113.62	12/07/2024	12/31/2024	\$25.36	4.00%	\$23.15	\$27.56
	\$91.80	\$104.98	\$118.16	01/01/2025	12/31/2025	\$26.37		\$24.08	\$28.66
	\$95.47	\$109.18	\$122.89	01/01/2026	12/31/2026	\$27.42		\$25.04	\$29.81

(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. For named employees and key personnel enter the actual hourly rate. For classifications only, enter the Average Hourly Rate for that classification.

**EXHIBIT A-2 - REVISED HOURLY BILLING RATES**  
**Effective December 7, 2024**

**EXHIBIT 10-H2 COST PROPOSAL** PAGE 3 OF 5  
 SPECIFIC RATE OF COMPENSATION (USE FOR ON-CALL OR AS-NEEDED CONTRACTS)  
 (CONSTRUCTION ENGINEERING AND INSPECTION CONTRACTS)

Consultant LSA Associates, Inc.  Prime Consultant  Subconsultant  
 Project No. \_\_\_\_\_ Contract No. \_\_\_\_\_ Date: 11/05/2024

<b>SCHEDULE OF OTHER DIRECT COST ITEMS (Add additional pages as necessary)</b>				
<b>Description of Item</b>	<b>Quantity</b>	<b>Unit</b>	<b>Unit Cost</b>	<b>Total</b>
Lodging	0	Nights	\$0.00	\$0.00
Meals	0	Cost	\$0.00	\$0.00
Records Search	0	Cost	\$0.00	\$0.00
Reproduction (8.5 x 11 B/W)	0	Per Page	\$0.07	\$0.00
Reproduction (8.5 x 11 Color)	0	Per Page	\$0.40	\$0.00
Reproduction (11 x 17 B/W)	0	Per Page	\$0.10	\$0.00
Reproduction (11 x 17 Color)	0	Per Page	\$0.75	\$0.00
CD Production	0	Per CD	\$5.00	\$0.00
USB Flash Drive	0	Per Drive	\$5.00	\$0.00
Plotting	0	Per Sq Ft	\$3.75	\$0.00
Aerial Drone	0	Days	\$200.00	\$0.00
Mileage (on-road) 2024	0	Miles	\$0.670	\$0.00
Mileage (off-road) 2024	0	Miles	\$0.820	\$0.00
GPS Unit	0	Days	\$75.00	\$0.00
Total Station Surveying Equipment	0	Days	\$50.00	\$0.00
Level (Laser or Optical)	0	Days	\$25.00	\$0.00
Laser Rangefinder	0	Days	\$25.00	\$0.00
Sound Meter	0	Days	\$75.00	\$0.00
Sound Meter w/Velocity Transducer	0	Days	\$85.00	\$0.00
Aerial Photo	0	Cost	\$0.00	\$0.00
Boat Rental	0	Cost	\$0.00	\$0.00
Water Quality Meter	0	Days	\$25.00	\$0.00
Postage/Delivery	0	Cost	\$0.00	\$0.00
Night Vision Goggles	0	Nights	\$50.00	\$0.00
Fossil Locality Search	0	Cost	\$0.00	\$0.00
Tolls	0	Cost	\$0.00	\$0.00
Wildlife Camera	0	Days	\$25.00	\$0.00
	0		\$0.00	\$0.00
	0		\$0.00	\$0.00

**EXHIBIT A-2 - REVISED HOURLY BILLING RATES**  
**Effective December 7, 2024**

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.  
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:


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.

Local governments are responsible for applying only cognizant agency approved or Caltrans accepted Indirect Cost Rate(s).

**Prime Consultant or Subconsultant Certifying:**

Name: Anthony Petros Title\*: CEO

Signature:  Date of Certification(mm/dd/yyyy): 11/05/2024

Email: [tony.petros@lsa.net](mailto:tony.petros@lsa.net) Phone Number (949) 553-0666 Ext. 7268

Address: 3210 El Camino Real, Suite 100, Irvine, California 92602

\*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:

On-Call Environmental Services Support



**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 Peters Engineering Group  Prime Consultant  Subconsultant  2<sup>nd</sup> Tier Subconsultant  
 Project No. \_\_\_\_\_ Contract No. \_\_\_\_\_ Participation Amount \$ \_\_\_\_\_ Date 11-5-24

For Combined Rate	Fringe Benefit % + General & Administrative %	= 110	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 = %

BILLING INFORMATION				CALCULATION INFORMATION				
Name/Job Title/Classification <sup>1</sup>	Hourly Billing Rates <sup>2</sup>			Effective Date of Hourly Rate		Actual or Avg. Hourly Rate <sup>4</sup>	% or \$ Increase	Hourly Range - for Classifications Only
	Straight <sup>3</sup>	OT(1.5x)	OT(2x)	From	To			
David Peters Principal Engineer	\$219.50			12/07/2024	12/31/2024	\$95.00		Not Applicable
	\$228.20			01/01/2025	12/31/2025	\$98.80	4.0%	
	\$237.40			01/01/2026	12/6/2026	\$102.75	4.0%	
John Rowland Senior Engineer	\$205.60			12/07/2024	12/31/2024	\$89.00		Not Applicable
	\$213.80			01/01/2025	12/31/2025	\$92.56	4.0%	
	\$222.40			01/01/2026	12/6/2026	\$96.26	4.0%	
Technician	\$129.40	\$194.10		12/07/2024	12/31/2024	\$56.00		\$56 - \$58
	\$134.50	\$201.75		01/01/2025	12/31/2025	\$58.24	4.0%	\$58 - \$60
	\$139.90	\$209.85		01/01/2026	12/6/2026	\$60.57	4.0%	\$60 - \$62
Administrative Assistant	\$94.70	\$142.05		12/07/2024	12/31/2024	\$41.00		\$41 - \$42
	\$98.50	\$147.75		01/01/2025	12/31/2025	\$42.64	4.0%	\$42 - \$44
	\$102.40	\$153.60		01/01/2026	12/6/2026	\$44.35	4.0%	\$44 - \$46

(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 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 Peters Engineering Group  Prime Consultant  Subconsultant

Project No. \_\_\_\_\_ Contract No. \_\_\_\_\_ Date 08-06-21

<b>SCHEDULE OF OTHER DIRECT COST ITEMS (Add additional pages as necessary)</b>				
<b>Description of Item</b>	<b>Quantity</b>	<b>Unit</b>	<b>Unit Cost</b>	<b>Total</b>
Mileage Costs	1	Mile	\$0.67	\$
Equipment Rental and Supplies			\$	\$
Permit Fees			\$	\$
Plan Sheets	1	Sheet	\$4.00	\$
Test			\$	\$
Vehicle			\$	\$
Subconsultant 1:				\$
Subconsultant 2:				\$
Subconsultant 3:				\$
Subconsultant 4:				\$
Subconsultant 5:				\$

Note: Add additional pages if necessary.

**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 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: David Peters Title \*: President

Signature : \_\_\_\_\_ Date of Certification (mm/dd/yyyy): 11/05/2024

Email: dpeters@peters-engineering.com Phone Number: 559-299-1544 x 111

Address: 862 Pollasky Avenue, Clovis, CA 93612

\* 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 Engineering
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**IBIT A-2 - REVISED HOURLY BILLING RATES**  
**Effective December 7, 2024**

Local Assistance Procedures Manual

**EXHIBIT 10-H2**  
 Cost Proposal

**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 Whitson and Associates, Inc. dba Whitson Engineers     Prime Consultant     Subconsultant     2<sup>nd</sup> Tier Subconsultant

Project No. Monterey County On-Call    Contract No. \_\_\_\_\_    Participation Amount \$ TBD On-Call    Date 07/23/2021

For Combined Rate		Fringe Benefit 29.34% + Overhead 41.02% + General & Administrative 59.00%	=	Combined ICR 129.36%
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 <sup>1</sup>	Hourly Billing Rates <sup>2</sup>			Effective Date of Hourly Rate		Actual or Avg. Hourly Rate <sup>4</sup>	% or \$ Increase	Hourly Range - for Classifications Only
	Straight <sup>3</sup>	OT(1.5x)	OT(2x)	From	To			
Richard Weber, PE - Principal *	\$348.17	\$348.17	\$348.17	01/01/2021	12/31/2021	\$138.00	0.0%	
	\$365.58	\$365.58	\$365.58	01/01/2022	12/31/2022	\$144.90	5.0%	
	\$383.87	\$383.87	\$383.87	01/01/2023	12/31/2023	\$152.15	5.0%	
	\$403.04	\$403.04	\$403.04	01/01/2024	12/31/2024	\$159.75	5.0%	
	\$423.20	\$423.20	\$423.20	01/01/2025	12/31/2025	\$167.74	5.0%	
Charles Pugh, LS – Project Manager* Land Survey Manager	\$151.38	\$227.07	\$302.76	01/01/2021	12/31/2021	\$60.00	0.0%	
	\$158.95	\$238.42	\$317.89	01/01/2022	12/31/2022	\$63.00	5.0%	
	\$166.89	\$250.35	\$333.79	01/01/2023	12/31/2023	\$66.15	5.0%	
	\$175.24	\$262.87	\$351.20	01/01/2024	12/31/2024	\$69.46	5.0%	
	\$184.00	\$276.01	\$368.00	01/01/2025	12/31/2025	\$72.93	5.0%	
Mike Hink, LS – Land Surveyor	\$151.38	\$227.07	\$302.76	01/01/2021	12/31/2021	\$60.00	0.0%	
	\$158.95	\$238.42	\$317.89	01/01/2022	12/31/2022	\$63.00	5.0%	

**IBIT A-2 - REVISED HOURLY BILLING RATES**

**Effective December 7, 2024**

Local Assistance Procedures Manual

**EXHIBIT 10-H2**  
Cost Proposal

	\$166.89	\$250.35	\$333.79	01/01/2023	12/31/2023	\$66.15	5.0%	
	\$175.24	\$262.87	\$351.20	01/01/2024	12/31/2024	\$69.46	5.0%	
	\$184.00	\$276.01	\$368.00	01/01/2025	12/31/2025	\$72.93	5.0%	
Thomas Hannah, LS – Land Surveyor	\$157.69	\$236.54	\$315.38	01/01/2021	12/31/2021	\$62.50	0.0%	
	\$165.58	\$248.37	\$331.16	01/01/2022	12/31/2022	\$65.63	5.0%	
	\$173.86	\$260.79	\$347.72	01/01/2023	12/31/2023	\$68.91	5.0%	
	\$182.54	\$273.81	\$365.08	01/01/2024	12/31/2024	\$72.35	5.0%	
	\$191.67	\$287.51	\$383.34	01/01/2025	12/31/2025	\$75.97	5.0%	
Edward Pietsch – Associate Surveyor**	\$103.44	\$155.16	\$206.88	01/01/2021	12/31/2021	\$41.00	0.0%	
	\$108.61	\$162.92	\$217.22	01/01/2022	12/31/2022	\$43.05	5.0%	
	\$114.04	\$171.06	\$228.08	01/01/2023	12/31/2023	\$45.20	5.0%	
	\$119.74	\$179.61	\$239.48	01/01/2024	12/31/2024	\$47.46	5.0%	
	\$123.22	\$184.83	\$246.44	01/01/2025	12/31/2025	\$48.84	5.0%	
Jeff Sjoblom - Associate Surveyor**	\$122.36	\$183.54	\$244.72	01/01/2021	12/31/2021	\$48.50	0.0%	
	\$128.49	\$192.74	\$256.98	01/01/2022	12/31/2022	\$50.93	5.0%	
	\$134.90	\$202.35	\$269.80	01/01/2023	12/31/2023	\$53.47	5.0%	
	\$141.64	\$212.46	\$283.28	01/01/2024	12/31/2024	\$56.14	5.0%	
	\$148.73	\$223.10	\$297.46	01/01/2025	12/31/2025	\$58.95	5.0%	
Austin Snyder – Assistant Surveyor**	\$89.57	\$134.36	\$179.14	01/01/2021	12/31/2021	\$35.50	0.0%	
	\$94.06	\$141.09	\$188.12	01/01/2022	12/31/2022	\$37.28	5.0%	
	\$98.75	\$148.13	\$197.50	01/01/2023	12/31/2023	\$39.14	5.0%	
	\$103.69	\$155.54	\$207.38	01/01/2024	12/31/2024	\$41.10	5.0%	
	\$108.87	\$163.31	\$217.74	01/01/2025	12/31/2025	\$43.15	5.0%	
Jonathon Bell - Assistant Surveyor**	\$93.35	\$140.03	\$186.70	01/01/2021	12/31/2021	\$37.00	0.0%	
	\$98.02	\$147.03	\$196.04	01/01/2022	12/31/2022	\$38.85	5.0%	
	\$102.91	\$154.37	\$205.82	01/01/2023	12/31/2023	\$40.79	5.0%	
	\$108.06	\$162.09	\$216.12	01/01/2024	12/31/2024	\$42.83	5.0%	
	\$113.46	\$170.19	\$226.92	01/01/2025	12/31/2025	\$44.97	5.0%	
Cody Jones – Surveying Technician**	\$88.30	\$132.45	\$176.60	01/01/2021	12/31/2021	\$35.00	0.0%	
	\$92.72	\$139.08	\$185.44	01/01/2022	12/31/2022	\$36.75	5.0%	
	\$97.36	\$146.04	\$194.72	01/01/2023	12/31/2023	\$38.59	5.0%	
	\$102.23	\$153.35	\$204.46	01/01/2024	12/31/2024	\$40.52	5.0%	
	\$107.33	\$161.00	\$214.66	01/01/2025	12/31/2025	\$42.54	5.0%	
Adam Tucker – Administrative Support	\$97.13	\$145.70	\$194.26	01/01/2021	12/31/2021	\$38.50	0.0%	
	\$102.00	\$153.00	\$204.00	01/01/2022	12/31/2022	\$40.43	5.0%	
	\$107.10	\$160.65	\$214.20	01/01/2023	12/31/2023	\$42.45	5.0%	
	\$112.45	\$168.68	\$224.90	01/01/2024	12/31/2024	\$44.57	5.0%	
	\$118.07	\$177.11	\$236.14	01/01/2025	12/31/2025	\$46.80	5.0%	
Field Surveyor - Chief of Party **	\$199.52	\$299.28	\$399.04	01/01/2021	12/31/2021	\$79.08		
Field Surveyor –Chainman/Rodman**	\$184.45	\$276.68	\$368.90	01/01/2021	12/31/2021	\$73.11		
TBD – Civil Engineer	\$126.15	\$189.22	\$252.30	01/01/2021	12/31/2021	\$50.00	0.0%	\$43.00-\$57.00

**IBIT A-2 - REVISED HOURLY BILLING RATES**

**Effective December 7, 2024**

Local Assistance Procedures Manual

**EXHIBIT 10-H2**  
Cost Proposal

	\$132.46	\$198.68	\$264.91	01/01/2022	12/31/2022	\$52.50	5.0%	\$45.50-\$59.50
	\$139.09	\$208.64	\$278.18	01/01/2023	12/31/2023	\$55.13	5.0%	\$48.13-\$62.13
	\$146.03	\$219.04	\$292.06	01/01/2024	12/31/2024	\$57.88	5.0%	\$50.88-\$64.88
	\$153.35	\$230.02	\$306.69	01/01/2025	12/31/2025	\$60.78	5.0%	\$53.78-\$67.78
TBD – Associate Engineer	\$100.92	\$151.38	\$201.84	01/01/2021	12/31/2021	\$40.00	0.0%	\$33.00-\$47.00
	\$105.96	\$158.95	\$211.93	01/01/2022	12/31/2022	\$42.00	5.0%	\$35.00-\$49.00
	\$111.26	\$166.89	\$222.53	01/01/2023	12/31/2023	\$44.10	5.0%	\$37.10-\$51.10
	\$116.84	\$175.26	\$233.68	01/01/2024	12/31/2024	\$46.31	5.0%	\$39.31-\$53.31
	\$122.67	\$184.00	\$245.33	01/01/2025	12/31/2025	\$48.62	5.0%	\$41.62-\$55.62
TBD – Assistant Engineer	\$89.57	\$134.36	\$179.14	01/01/2021	12/31/2021	\$35.50	0.0%	\$28.50-\$42.50
	\$94.06	\$141.09	\$188.12	01/01/2022	12/31/2022	\$37.28	5.0%	\$30.28-\$44.28
	\$98.75	\$148.13	\$197.50	01/01/2023	12/31/2023	\$39.14	5.0%	\$32.14-\$46.14
	\$103.69	\$155.54	\$207.38	01/01/2024	12/31/2024	\$41.10	5.0%	\$34.10-\$48.10
	\$108.87	\$163.31	\$217.74	01/01/2025	12/31/2025	\$43.15	5.0%	\$36.15-\$50.15

(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.

**IBIT A-2 - REVISED HOURLY BILLING RATES  
Effective December 7, 2024**

Local Assistance Procedures Manual

**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 Whitson and Associates, Inc. dba Whitson Engineers  Prime Consultant  Subconsultant

Project No. Monterey County On-Call Contract No. \_\_\_\_\_ Date 07/23/2021

<b>SCHEDULE OF OTHER DIRECT COST ITEMS (Add additional pages as necessary)</b>				
<b>Description of Item</b>	<b>Quantity</b>	<b>Unit</b>	<b>Unit Cost</b>	<b>Total</b>
Mileage Costs			\$	\$
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:

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.

**IBIT A-2 - REVISED HOURLY BILLING RATES**  
**Effective December 7, 2024**

Local Assistance Procedures Manual

**EXHIBIT 10-H2**  
Cost Proposal

**EXHIBIT 10-H2 COST PROPOSAL** Page 3 of 3

**Certification of Direct Costs:**

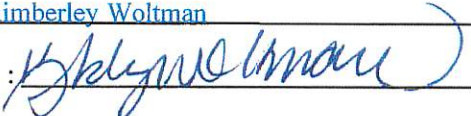
I, the undersigned, certify to the best of my knowledge and belief that all direct costs identified on the cost proposal(s) in this contract are actual, reasonable, allowable, and allocable to the contract in accordance with the contract terms and the following requirements:

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: Kimberley Woltman Title \*: CFO

Signature :  Date of Certification (mm/dd/yyyy): 07/23/2021

Email: kwoltman@whitsonengineers.com Phone Number: 831-649-5225

Address: 6 Harris Court, 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:

On-call Land Surveying and Civil Engineer services



**Effective December 7, 2024**

**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: Beacon Integrated Professional Resources, Inc., dba Hamner, Jewell & Associates

Prime Consultant     Subconsultant     2nd Tier Subconsultant

Project No.	On-Call/ As-Needed	Contract No.	Participation Amount \$	Date 7/23/2021
<b>For Combined Rate</b>				
Fringe Benefit	0.00%	+	General & Administrative 165.21%	= Combined ICR 165.21%
OR				
<b>For Home Office Rate</b>				
Fringe Benefit	0.00%	+	General & Administrative 0.00%	= Home Office ICR 0.00%
<b>For Field Office Rate</b>				
Fringe Benefit	0.00%	+	General & Administrative 0.00%	= Field Office ICR 0.00%
Fee				= 10.00%

**BILLING INFORMATION**

**CALCULATION INFORMATION**

Name/Job Title/Classification <sup>1</sup>	Hourly Billing Rates <sup>2</sup>			Effective Date of Hourly Rate		Actual or Avg. Hourly Rate <sup>3</sup>	% or \$ Increase	Hourly Range - for Classifications Only
	Straight	OT(1.5x)	OT(2x)	From	To			
Lillian Jewell*	\$287.52			7/1/2021	6/30/2022	\$98.56	3.00%	Not Applicable
Managing Senior Associate	\$296.15			7/1/2022	6/30/2023	\$101.51	3.00%	
Exempt	\$305.03			7/1/2023	6/30/2024	\$104.56	3.00%	
	\$314.18			7/1/2024	6/30/2025	\$107.70	3.00%	
	\$323.61			7/1/2025	6/30/2026	\$110.93	3.00%	
Senior Associate II	\$189.63			7/1/2021	6/30/2022	\$65.00	3.00%	\$50-\$65
Pool	\$195.31			7/1/2022	6/30/2023	\$66.95	3.00%	
Non-Exempt Hourly or Exempt	\$201.17			7/1/2023	6/30/2024	\$68.96	3.00%	
	\$207.21			7/1/2024	6/30/2025	\$71.03	3.00%	
	\$213.42			7/1/2025	6/30/2026	\$73.16	3.00%	
Senior Associate I	\$160.45			7/1/2021	6/30/2022	\$55.00	3.00%	\$45-\$60
Pool	\$165.27			7/1/2022	6/30/2023	\$56.65	3.00%	
Non-Exempt Hourly	\$170.22			7/1/2023	6/30/2024	\$58.35	3.00%	
	\$175.33			7/1/2024	6/30/2025	\$60.10	3.00%	
	\$180.59			7/1/2025	6/30/2026	\$61.90	3.00%	
Associate II	\$131.28			7/1/2021	6/30/2022	\$45.00	3.00%	\$40-\$50
Pool	\$135.22			7/1/2022	6/30/2023	\$46.35	3.00%	
Non-Exempt Hourly	\$139.27			7/1/2023	6/30/2024	\$47.74	3.00%	
	\$143.45			7/1/2024	6/30/2025	\$49.17	3.00%	
	\$147.76			7/1/2025	6/30/2026	\$50.65	3.00%	
Associate I / Right of Way Agent	\$116.69			7/1/2021	6/30/2022	\$40.00	3.00%	\$30-\$45
Pool	\$120.19			7/1/2022	6/30/2023	\$41.20	3.00%	
Non-Exempt Hourly	\$123.80			7/1/2023	6/30/2024	\$42.44	3.00%	
	\$127.51			7/1/2024	6/30/2025	\$43.71	3.00%	
	\$131.34			7/1/2025	6/30/2026	\$45.02	3.00%	
Contract Admin / Business Admin	\$175.04			7/1/2021	6/30/2022	\$60.00	3.00%	\$40-\$60
Pool	\$180.29			7/1/2022	6/30/2023	\$61.80	3.00%	
Non-Exempt Hourly or Exempt	\$185.70			7/1/2023	6/30/2024	\$63.65	3.00%	
	\$191.27			7/1/2024	6/30/2025	\$65.56	3.00%	
	\$197.01			7/1/2025	6/30/2026	\$67.53	3.00%	
Transaction Coordinator	\$107.94			7/1/2021	6/30/2022	\$37.00	3.00%	\$37-\$40
Pool	\$111.18			7/1/2022	6/30/2023	\$38.11	3.00%	
Non-Exempt Hourly	\$114.51			7/1/2023	6/30/2024	\$39.25	3.00%	
	\$117.95			7/1/2024	6/30/2025	\$40.43	3.00%	
	\$121.49			7/1/2025	6/30/2026	\$41.64	3.00%	
Clerical / Transaction Assistant	\$67.10			7/1/2021	6/30/2022	\$23.00	3.00%	\$15-\$25
Pool	\$69.11			7/1/2022	6/30/2023	\$23.69	3.00%	
Non-Exempt Hourly	\$71.18			7/1/2023	6/30/2024	\$24.40	3.00%	
	\$73.32			7/1/2024	6/30/2025	\$25.13	3.00%	
	\$75.52			7/1/2025	6/30/2026	\$25.89	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.

**Effective December 7, 2024**

**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 Beacon Integrated Professional Resources, Inc.,  Prime Consultant  Subconsultant  
 Project No. On-Call/As-Needed Contract No. \_\_\_\_\_ Date 7/14/2021

<b>SCHEDULE OF OTHER DIRECT COST ITEMS (Add additional pages as necessary)</b>				
<b>Description of Item</b>	<b>Quantity</b>	<b>Unit</b>	<b>Unit Cost</b>	<b>Total</b>
Real Property Appraisals			\$4,500 - 6,000	\$4,500 - 6,000 per appraisal
Appraisal Review			\$1,200 - 1,600	1,200- \$1,600 per appraisal review
Preliminary Title Reports			\$400 - \$3,000	\$400 - \$3,000 per report depending on property

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 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: Hampus Idsater Title\*: Director of Finance and BD  
 Signature: *Hampus Idsater* Date of Certification (mm/dd/yyyy): 8/9/2021  
 Email: hidsater@hamner-jewell.com Phone Number: (805) 773-1459  
 Address: 530 Paulding Circle, Suite A, Arroyo Grande, CA 93420

\*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:

Acquisition services;  
 Relocation assistance services;  
 Appraisal services;  
 Appraisal review services;  
 Title and escrow coordination services

**IBIT A-2 - REVISED HOURLY BILLING RATES**

**Effective December 7, 2024**

EXHIBIT 10-H2 COST PROPOSAL  
 SPECIFIC RATE OF COMPENSATION

"ON-CALL" A&E Design & Related Project Development & Construction Support Services

Contract #  
 Attachment: 2  
 Sub-Consultant: **Designlab 252**

Date: 02-08-21

Page 1 of 1

NORMAL	Fringe Ben. %	Overhead %	General Administration %	Combined %
PROJECT SPECIFIC "STAFF ASSISTANCE" *See footnote 6	<b>SAFE HARBOR RATE</b>			<b>120.00%</b>
				<b>120.00%</b>

**FEE 10.00%**

**BILLING INFORMATION**

**CALCULATION INFORMATION**

Name/Classification	Loaded Hourly Billing Rates			Effective Date of hourly rate		% or \$ Increase	Actual/ average hrly rate	Hourly range for class
	Straight	OT(1.5x)	OT(2x)	From	To			
Patrick Boyd, RLA Landscape Planting & Irrigation Sr. Landscsape Architect  (Exempt) Salary	\$ 166.38	NC	NC	01/01/21	12/31/21	0.00%	\$ 68.75	n/a
	\$ 168.04	NC	NC	01/01/22	12/31/21	1.00%	\$ 69.44	
	\$ 170.14	NC	NC	01/01/22	12/31/22	1.25%	\$ 70.31	
	\$ 172.69	NC	NC	01/01/23	12/31/23	1.50%	\$ 71.36	
	\$ 176.15	NC	NC	01/01/24	12/31/24	2.00%	\$ 72.79	
	\$ 179.67	NC	NC	01/01/25	12/31/25	2.00%	\$ 74.24	
Scott Mears Landscape Planting & Irrigation Contract/Project Manager  (Exempt) Salary	\$ 166.38	NC	NC	10/17/21	12/31/21	0.00%	\$ 68.75	n/a
	\$ 168.04	NC	NC	01/01/22	12/31/21	1.00%	\$ 69.44	
	\$ 170.14	NC	NC	01/01/22	12/31/22	1.25%	\$ 70.31	
	\$ 172.69	NC	NC	01/01/23	12/31/23	1.50%	\$ 71.36	
	\$ 176.15	NC	NC	01/01/24	12/31/24	2.00%	\$ 72.79	
	\$ 179.67	NC	NC	01/01/25	12/31/25	2.00%	\$ 74.24	
Konni Jones, CID Landscape Planting & Irrigation Landscape Technician Certified Irrigation Designer  (Exempt) Salary	\$ 166.38	NC	NC	10/17/21	12/31/21	0.00%	\$ 68.75	n/a
	\$ 168.04	NC	NC	01/01/22	12/31/20	1.00%	\$ 69.44	
	\$ 170.14	NC	NC	01/01/21	12/31/21	1.25%	\$ 70.31	
	\$ 172.69	NC	NC	01/01/22	12/31/22	1.50%	\$ 71.36	
	\$ 176.15	NC	NC	01/01/23	12/31/23	2.00%	\$ 72.79	
	\$ 179.67	NC	NC	01/01/24	12/31/24	2.00%	7424.30%	

- For all key team members that are listed on the Prime Consultant's Organization Chart, list the name and corresponding job classification. For all other employees (i.e. support staff/non-professional) list only the job classification. Teams members subject to FLSA are not eligible for overtime.
- For named employees enter the actual hourly rate. For classifications only, list the average hourly rate for that classification.
- Note employees/classifications that are subject to prevailing wage requirements with an asterisk (\*).
- Caltrans Contract Manager's pre-approval is required for any addition of staff not listed on the cost proposal. The billing rates for these employees, including those that fall under general classifications, will be calculated and reimbursed based on their actual hourly rate on 08/11/21. Future escalations, if any, will be calculated and reimbursed in accordance with the percentage escalations agreed to in this cost proposal.
- Hourly rates for new employees hired after the date of this cost proposal will not exceed (or shall be in line with) the rates of similar personnel listed on this cost proposal having similar experience.

**IBIT A-2 - REVISED HOURLY BILLING RATES**  
**Effective December 7, 2024**

Attachment # 2  
Date

ADM 2033 ODCs (Rev. 10/12)

**SCHEDULE OF OTHER DIRECT COST ITEMS**

Page 18 of 21

Contract #:

Subconsultant: Designlab 252								
DESCRIPTION OF ITEMS	UNIT	COST						
Printing and Reproductions A. In-house Printing B. Outside Vendor Printing	N.C. EA	N.C. Actual *						
Computer & Software A. In-house Use B. At CT offices only, per Task Order and Contract Manager when no equipment assigned by CT	N.C. EA	N.C. Actual *						
Vehicle Expenses A. Mileage B. Vehicle	mile	.55** Actual ****						
Delivery Services A. Overnight Mail Service B. Courier Service	EA EA	Actual * Actual *						
Communications A. Cellular Phone-monthly charges B.	EA	\$35 ***						
Miscellaneous A. Travel Expenses ** B. Construction Instruments C. Film Camera, Film and Developing D. Digital Camera Equipment E. Field Personnel Safety Equipment F. Office Supplies (only applicable when employee assigned to CT Office)	N.C. N.C. N.C. N.C. EA	** N.C. N.C. N.C. Actual *						
<p>N.C. denotes No Charge                      (*) Actual cost per lease/access/purchase or other vendor arrangement with State authorization. Actual cost are competitive prices from appropriate vendors in their respective industries                      (**) Pre-Approved Travel and Per-Diem Costs to be reimbursed shall be the Actual Costs, but Not to Exceed the rates stipulated in the department of transportation "Caltrans Travel Guide, Consultant/Contractors Travel Policy".                      (***) Cellular cost is fixed at \$35 amount maximum per month.                      (****) If CT requires an on call person to augment a survey crew and the person needs a vehicle per Task Order and Contract Manager.</p>								

Effective December 7, 2024

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: SCOTT MEARS Title\*: PRESIDENT \$ 0.00  
 Signature: [Signature] Date of Certification (mm/dd/yyyy): 09/08/2021  
 Email: SCOTTDESIGN@AR292.COM Phone Number: 559.998.4397  
 Address: P.O. BOX 27016 FRESNO, CA 93729

\* 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:

ALL LANDSCAPE ARCHITECTURE AND RELATED SERVICES.

**IBIT A-2 - REVISED HOURLY BILLING RATES**  
**Effective December 7, 2024**

Local Assistance Procedures Manual

**EXHIBIT 10-H2**  
 Cost Proposal

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** Page 2 of 3

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

Consultant ZM Locating, LLC  Prime Consultant  Subconsultant

Project No. RFA 10806 Contract No. \_\_\_\_\_ Date 8/3/21

SCHEDULE OF OTHER DIRECT COST ITEMS (Add additional pages as necessary)				
Description of Item	Quantity	Unit	Unit Cost	Total
Mileage Costs	1	Hour	\$ 100	\$
Equipment Rental and Supplies			\$	\$
Permit Fees			\$	\$
Plan Sheets			\$	\$
Test			\$	\$
Vehicle			\$	\$
Subconsultant 1: <u>Utility locator - Prevailing wage</u>				\$ 245 per hour
Subconsultant 2: <u>Mapping work</u>				\$ 175 per hour
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.

**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: Chris Post Title \*: President  
 Signature :  Date of Certification (mm/dd/yyyy): 03/03/2021  
 Email: chris@2Mlocalhrs.com Phone Number: 916-237-7445  
 Address: 1255 Starboard Dr. West Sacramento CA 95691

\* 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:

Underground Utility Locating + mapping