



Shannon Sweeney, City Engineer  
City of Arroyo Grande  
300 East Branch Street  
Arroyo Grande, CA 93420

September 12, 2024

**RE: Traffic Way Bridge Replacement Project over Arroyo Grande Creek  
Federal Project No. BRLS-5199(030)  
AMENDMENT NO. 4 REQUEST**

Dear Ms. Sweeney:

At the City's request Conсор has pulled together a supplement request which captures the additional Design Phases Services as well as the Construction Design Support Services for the Traffic Way Bridge Replacement Project over Arroyo Grande Creek. Below is that breakdown.

#### **DESIGN PHASE – ADDITIONAL DESIGN SERVICES**

Conсор has been under contract to perform the design services on the Traffic Way Bridge Replacement Project over Arroyo Grande Creek. In the final phase of the design of this project there have been several items identified as either out of scope work or additional efforts on previously identified work. These additional items have been mentioned in monthly invoice reports and have been discussed with the City. These additional efforts on current tasks have been discussed with the City, but can be summarized with the following tasks to identify the additional services which align with current task numbering in the contract:

##### **Task 1.1 - Additional Project Management & Caltrans Programming Coordination**

- There is additional coordination required with Caltrans in regard to evaluating the opportunity to pursue Advanced Construction (AC) and Expedited Project Selection Procedures (EPSP) in order to advance the project. Conсор is involved in evaluating and balancing invoicing to align with programming costs. Conсор will coordinate with Caltrans on strategies to maximize current spending, addressing Caltrans Highway Bridge Program questions and securing additional project funding for slurry seal on certain City streets. Hamner Jewell & Associates (HJA) will need additional coordination with Miner's Ace Hardware Property on the Caltrans Relocation Assistance Program (RAP) and those efforts are captured here. Conсор is also anticipating additional coordination effort will be required as part of the Bid Award Package following the bid opening, because the City will need to request and justify additional Highway Bridge Program funding for both the Right of Way and Construction Phases. This will include development of a supporting Exhibit 6D to be submitted by the City.

##### **Task 2.11 – Additional Permit Compliance**

- In the process of securing the project 1602 CDFW Stream Alteration Agreement as well as the 401 Regional Water Quality Control Board permits which was included in the original contract, it was determined at additional off-site mitigation areas would need to be identified, investigated and ultimately utilized for mitigation. This scope includes these efforts for both Conсор and SWCA. This effort also includes securing a supplemental CDFW SAA for the Traffic Way Bridge Project for authorization to implement off-site mitigation in accordance with the approved Final HMMP. As a part of this scope SWCA will prepare the CDFW SAA package which will be reviewed by Conсор and the City and SWCA will submit in the Environmental Permit Information Management System (EPIMS) portal. SWCA will track permit review and support providing any supplemental information

needed until permit issuance. This scope assumes that a CDFW SAA will be issued with submittal of the Final HMMP and no supplemental field work will be needed to support the notification. The permit fees for this additional site would be covered by the **City**. This scope does not include costs to implement, monitor, and conduct permit compliance following issuance.

#### **Task 2.12 – Additional Revegetation Plans & Bid Documents**

- As identified above in Task 2.11 above, an off-site mitigation area will be required to secure the CDFW 1602 and RWQCB 401 permits. This will require the development of revegetation plans, bid documents similar to the on-site revegetation plans and documents which were already included in this contract. This will require development of plans, specifications, engineers estimate and working days. **HDR** will be developing these plans similar to the on-site revegetation plans and may require site visits to investigate the off-site mitigation areas. **Consor** will coordinate and review these documents produced by **HDR** and will incorporate with the on-site mitigation revegetation bid documents. These documents will be reviewed by the **City** and **Caltrans** and comments will be addressed in the bid packages. **HDR** is responsible for the plans and **Consor** will be handling the specifications and bid documents. There is also effort for bid support and support during the planting phase only. It is noted that this will advertised and awarded as a separate construction project towards the end of the bridge project.

#### **Task 3.1 – Additional Utility Coordination**

- As documented in several Monthly Progress Reports, phone calls and emails with the **City**, there have been significant changes and altering directions with the utility coordination on this project. **Consor** had worked diligently towards the solution that was most appropriate, however, **Caltrans** HQ initially informed the Project Team, that it would not support a two-stage move of the AT&T utility and that the Project Team needed to push AT&T down a path of a “Shoo-Fly” alternative. **Consor** and **City** personnel had several meetings with **Caltrans**, **AT&T** to implement this direction. **Consor** produced all the necessary utility relocation exhibits and documents and submitted to **AT&T** for signature and adoption. Instead, **AT&T** approached **Caltrans** HQ Personnel and then convinced them to accept the two-state move alternative, where the second move would be paid for by the program and would be participating costs. This will require numerous meetings with **Caltrans**, **City**, and **AT&T** to resolve. This will also require generating new utility relocation exhibits, including utility agreement which was not previously required. Finally, this will require additional coordination with **Caltrans** Right of Way Utility personnel to get final executed documents.

#### **Task 3.8 – Additional Caltrans Encroachment Coordination**

- The **Consor** Team had previously met with the **City** and **Caltrans** Encroachments Personnel on 3 different occasions to make sure it was clear what was necessary to be documented and completed to secure the **Caltrans** Encroachment Permit. **Consor** drafted and submitted the **Caltrans** Encroachment Permit and submitted along with all the required exhibits. During the permit review by **Caltrans** personnel, has asked for additional elements, exhibits and documents to be generated, modified and updated as part of response to **Caltrans** reviewer comments. This also includes having **Bennett** develop signal phasing exhibits for **Caltrans** review. All of these increased efforts could not have been estimated by the **Consor** Team.



#### **Task 4.6 - Additional Final Design**

- The recent slurry and re-striping project that took place on Branch Street caused unforeseen change to the plans in final design. The plans need to be updated to include the correct striping and removal of striping as part of the detour. This additional work will be done to match the recent re-striping that was completed on East Branch. Some minor signing and striping changes are also required on the detour plans per City's request during final design. Additional correspondence and plan changes are also needed due to the final striping configuration at the corner of Bridge Street and Traffic Way. Additional plan details and sheet need to be added for the ladder design that was added on the retaining wall located at the southwest corner of the bridge. During the right-of-way phase it was identified that additional plan details and sheet are required for the non-standard metal fence added to the southeast corner of the bridge.
- The Type 85SW concrete barrier plan sheets will need to be updated to match the most current barrier sheets which were released in April of 2024. This will require revision to the barrier plans as well as revisions to the custom pedestrian rail which will be significant. The barrier will also have to be modified to accommodate electroliers and requested aesthetic treatments which are not standard.

#### **Task 5.0 – Restore Bid Support**

- In the development of the project up to this point, **Consor** has worked with the **City** utilizing both Amendments and Task Budget Reallocation to address additional scope of work and efforts. At times the Task Budget Reallocation methods were utilized so that additional scope could be tackled by reallocating approved funding to these tasks with the intent of backfilling those tasks at a later date. Amendment No. 3 restored several of the previously Task Budget Reallocated Tasks, however Task 5.0 still had not been restored. This task restores Task 5.0 – Restore Bid Support and identifies the current anticipated effort to perform this task.



## CONSTRUCTION PHASE

### Task 6 Construction Design Support Services

Per the City's request, we have also pulled together a Construction Design Support Services (CDSS) Request. This would represent the effort to provide design support to both the **City** and the **City's Construction Management (CM) Team Consultant** once selected. For this project we will also need to engage Yeh and Associates for potential geotechnical and foundation support as well as Bennett for electrical or signal timing support. Please note that efforts during the construction phase are often unknown since there are many factors outside our control. The experience level of the contractor, CM firm, and changes based on field conditions can all cause support efforts to go up or down. The following represents an estimate based on construction support for similar projects and actual effort could be higher or lower.

**Conсор** has made an estimate at the following types of services and resulting levels of efforts while performing Design Construction Support Services.

#### Task 6.1 Project Management

**Conсор** will coordinate between the **City** and **CM Team** members to monitor and ensure the proper resources are assigned to the project and communicate regularly with Team members. **Conсор** will also be coordinating with subconsultants **Yeh & Bennett** in the completion of their work as well as coordination generating monthly invoices, summary of services provided and updates to the **City**.

This also includes attendance at pre-construction meeting and Teams calls as required. **Conсор** also has included efforts for continued Highway Bridge Program (HBP) support with **Caltrans** which includes review of program exhibits and adjustments to scope, schedule fee. We have made an estimate of 76 hours of **Conсор** effort.

#### Task 6.1 Products:

- Monthly Invoicing
- Pre-Con Meeting Attendance
- Subconsultant Coordination
- Virtual Teams Calls
- Review & Preparation of HBP Documents

#### Task 6.2 Request for Information (RFI) Support

**Conсор** maintains the same high level of service through the completion of construction as we do during the design phase. We work closely with the **CM Team** to provide clarifications as needed to the design to ensure timely response to the **Contractor**. We recognize the importance of having timely responses to questions and information. This effort would include coordination and providing responses to utility companies which may have impacts and coordinating with **AT&T, PG&E** and the **City's** waterline utility personnel during construction. This includes time for **Bennett** and **Yeh** to respond to RFI for their designs or follow-up on reports and testing information. There is also time and effort included here for responding to RFI during the separate follow-on contract for the revegetation work. This effort would include time for both **Conсор** and **HDR** whom will be the engineer of record on the revegetation project. There is time allocated for the generation of Addendum Drawings or Revised Drawings that may be required for Construction Change Orders (CCOs) as well as time to prepare cost estimates or exhibits. We have made an estimate of 178 hours of **Conсор** effort that would be expected for this effort.

We will also be coordinating with the **CM Team & Yeh** regarding the CIDH Pile installation, possible site visit and any possibly mitigations required as part of the gamma-gamma inspections. **Yeh** will provide geotechnical consulting services on an as-requested basis during the project bidding and construction phases. Geotechnical services are expected to be limited to: responding to contractor request for information; review contractor submittals; consultation during construction; and review of cast-in-drilled-hole pile integrity test results.



### Task 6.3 Submittals

Conсор Team will be available to support the **CM Team** and will provide comments to the RE for inclusion in their review prior to submitting it back to the **Contractor**. If clarification is needed for authorization further coordination can be provided. **Conсор** will review and comment on submittals until authorized. For submittals shown in bold below, **Conсор** would have the responsible charge for approving, the remaining submittals **Conсор** would be providing recommendations for authorization or rejection to the **CM Team** who would be responsible for the ultimate authorization or rejection of the submittals. It is anticipated that there could be the following submittals, which in some cases could require multiple reviews:

- ✓ Bridge Removal Submittal
- ✓ Diversion System Submittal
- ✓ CIDH Pile Install Submittal
- ✓ **City Waterline Submittals**
- ✓ **Pedestrian Railing Submittal**
- ✓ **Lower Tubular Bicycle Railing Submittal**
- ✓ Access Submittal
- ✓ Electrical Submittals
- ✓ Detour/Traffic Control Submittal
- ✓ **Temporary Signal Submittal**
- ✓ **Signal Submittals**
- ✓ Ductile Iron Pipe
- ✓ Waterline Pipeline Supports, Pipe Saddle, Base Plate, and Bearing Pads
- ✓ Bearing Pad Submittal
- ✓ Joint Seal Assembly Submittal
- ✓ Joint Armor Misc Metal Submittal
- ✓ Welded Steel Pipe Casing (Bridge) Submittal
- ✓ Concrete Barrier Post, Electrolier and Transition Layout Submittal
- ✓ Concrete Barrier Architectural Treatment and Stain Submittal
- ✓ Utility Submittals (AT&T, PG&E)
- ✓ **Post Tensioning Shop Plan Submittal**
- ✓ Rail Removal/Reconstruction and Ladder Installation Submittal
- ✓ **Waterline Joints, Fittings and Couplings**
- ✓ **Waterline Force Balanced Flex Tends**

**Yeh** may be called upon to review portions of the CIDH Pile Install Submittal. **Bennett** as the engineer of record for the electrical facilities may be called upon to complete submittal reviews as specified in the contract. The total estimated level of **Conсор** effort for this task is 232 hours.

### Task 6.4 Field Reviews & Special Observations

To support the **CM Team**, **Conсор** has budgeted for up to two (2) field reviews or special observations. This could be to review and discuss issues in the field, or this could be to observe potential change in conditions that must be considered. **Conсор** is also available for observation of specific elements of construction as needed by the **CM Team**. **Yeh** has also identified potential time for field visits and observation during drilling to confirm design recommendations. The total estimated level of **Conсор** effort for this task is 56 hours.





**Task 6.5 Prepare & Submit As-Builts, Caltrans Acceptance**

Conсор will take redline as-built drawings from **CM Team** and prepare changes as necessary electronically to CAD files. Drawings will be prepared for Resident Engineer signature and project acceptance. **Conсор** will also prepare electronic bridge files for submittal to **Caltrans Structures Maintenance** for incorporation into their BIRIS system. **Conсор** will also develop final structure acceptance package to be submitted to Caltrans. The total level of estimated **Conсор** effort for this task is 138 hours, but will be dependent on the amount of modifications and detail revisions from the field.

- Task 6 Products:**
- RFI Review Coordination
  - Submittal Review
  - Support of CCO Documentation
  - Two (2) Field Visits
  - As-Builts for Transmittal to Caltrans

**Task 7 Project Closeout**

Following completion of the bridge construction project and the initial planting of the revegetation sites, **Conсор** will complete final Caltrans documentation including the Exhibits 17F & Exhibit 17O documents for identifying final utilization of DBE. **Conсор** will also complete final invoicing and final monthly progress summary documenting Final Invoice. Project files will be closed up and necessary electronic files will be submitted to the **City**.

- Task 7 Products:**
- Completed Exhibit 17F
  - Completed Exhibit 17O
  - Assist Project Closeout
  - Final Project Records

The attached cost proposal reflects the efforts for the added scope of work outlined above broken down by Design Phase and Construction Design Support Services. The additional design services and bid support budgets would be billed against Preliminary Engineering (PE) and Right-of Way (ROW) Phase budgets. The Construction Design Support Services will be billed against the Construction Phase Funding after bid opening. Conсор is requesting a supplement in the amount of three hundred thousand eight-hundred fifty dollars (\$300,850).

If you have any questions, comments or require any additional information on this proposed supplement, please contact me at (916) 368-9181.

Respectfully Submitted,

**Mark L. Reno, P.E.**  
VICE PRESIDENT / PROJECT MANAGER

**Attachments:**  
**Supplement Cost Proposal**

## Traffic Way Amendment No. 4

Date: 9/12/2024

<b>Consor North America, Inc.</b>				
Direct Labor:				\$83,531.14
Estimated Salary Increases for Multi-Year Project				\$3,338.40
Subtotal				\$86,869.54
Overhead (1.757):				\$152,638.47
<b>A. Labor Subtotal</b>				<b>\$239,508.01</b>
 <b>Subconsultant Costs:</b>				
Bennett (Y&C)				\$7,478.75
Yeh				\$7,870.00
SWCA				\$9,997.17
Hamner Jewell & Associates				\$10,000.00
0				\$0.00
0				\$0.00
0				\$0.00
0				\$0.00
0				\$0.00
<b>B. Subconsultant Subtotal</b>				<b>\$35,345.92</b>
 Other Direct Costs:				
Travel (@ active IRS mileage rate)	1390 miles @	\$0.670		\$931.30
Pier Diem/ Hotel	6 days @	\$180.000		\$1,080.00
Equipment Rental and Supplies		\$0.000		\$0.00
Permit Fees	0 @	\$0.000		\$0.00
Vendor Reproduction				
	Vellum	0 @	\$ -	\$0.00
	8 1/2 X 11 Reproduction	0 @	\$ -	\$0.00
	11 X 17 Reproduction	0 @	\$ -	\$0.00
	Mounting Boards for Presentations	0 @	\$ -	\$0.00
	Newsletters (Translation and printing)	0 @	\$ -	\$0.00
	<i>Subtotal Vendor Reproduction</i>			\$0.00
Title Report	0 @	\$ -		\$0.00
Miscellaneous	1	\$ 33.97		\$33.97
<b>C. Other Direct Cost Subtotal:</b>				<b>\$2,045.27</b>
 Labor Subtotal A. =				
				\$239,508.01
Fixed Fee (10.0%):				\$23,950.80
Subconsultant Subtotal B. =				\$35,345.92
Fixed Fee (0.0%):				\$0.00
Other Direct Cost Subtotal: C. =				\$2,045.27
Fixed Fee (0.0%):				\$0.00
 <b>TOTAL =</b>				<b>\$300,850.00</b>
<b>AMENDMENT ADDITIONAL PE &amp; ROW</b>				<b>\$119,481.03</b>
<b>AMENDMENT CONSTRUCTION DESIGN SUPPORT SERVICES</b>				<b>\$181,368.97</b>

Note: Invoices will be based upon actual Consor hourly rates plus overhead at 175.71% plus prorated portion of fixed fee. Subconsultant and Direct Costs will be billed at actual cost. The overhead rate (ICR) shall remain fixed for the contract duration or until both parties to modify the rate in writing.





**Exhibit 10-H1 Cost Proposal** Page 1 of 3

**Cost-Plus-Fixed Fee or lump sum or Firm Fixed Price contracts**  
(Design, Engineering and Environmental Studies)

Note: Mark-ups are Not Allowed

Prime Consultant     Subconsultant     2nd Tier Subconsultant

Consultant Conzor North America, Inc.

Project No. N192663CA.00

Contract No. Contract No

Date

9/12/2024

**DIRECT LABOR**

Classification/Title	Name	Initials	Hours	Actual Hourly Rate	Range	Total
Principal Engineer	Reno, Mark	MLR	236	\$ 121.50	\$80 - \$135	\$ 28,674.00
Principal Engineer	Young, Gregory	GRY	152	\$ 96.32	\$80 - \$135	\$ 14,640.64
Professional Engineer	Harrison, Brent	BCH	136	\$ 64.29	\$45 - \$100	\$ 8,743.44
Engineering Designer	Dambacher, Mason	MRD	198	\$ 41.61	\$35 - \$95	\$ 8,238.78
Professional Engineer	Wilson, Jared	JBW	72	\$ 62.76	\$45 - \$100	\$ 4,518.72
Senior Engineer	Mitchell, Andrew	AKM	64	\$ 81.62	\$55 - \$125	\$ 5,223.68
Professional Engineer	Kotsyubuk, Igor	ILK	0	\$ 60.70	\$45 - \$100	\$ -
Principal Engineer	Morgan, Dace	DBM	0	\$ 88.03	\$80 - \$135	\$ -
Senior Engineer	Pohl, Martin	MNP	0	\$ 90.04	\$55 - \$125	\$ -
Engineering Designer	Gutierrez Angel, Hernan	HGA	0	\$ 44.22	\$35 - \$95	\$ -
Principal Engineer	Morgan, Dace	DBM	0	\$ 88.03	\$80 - \$135	\$ -
CAD Technician	Kenny, Patrick	PSK	92	\$ 43.58	\$30 - \$65	\$ 4,009.36
Senior CAD Designer	Poglase, Craig	DCP	0	\$ 71.15	\$39 - \$75	\$ -
Professional Engineer	Keating, Gavin	GLK	0	\$ 71.47	\$45 - \$100	\$ -
Engineering Designer	Bush, Tyler	TKB	0	\$ 36.20	\$35 - \$95	\$ -
Engineering Designer	Clark, Olivia	OC	0	\$ 39.42	\$35 - \$95	\$ -
Senior CAD Designer	Maechler, Bob	BRM	0	\$ 61.94	\$39 - \$75	\$ -
Professional Engineer	Truchement, Thomas	TLT	0	\$ 60.70	\$45 - \$100	\$ -
Principal Engineer	Hickey, Matt	MH	4	\$ 96.15	\$80 - \$135	\$ 384.60
Principal Engineer	Linda Scroggs	LSc	20	\$ 86.54	\$80 - \$135	\$ 1,730.80
Engineering Designer	David Arias	DA	52	\$ 57.50	\$45 - \$90	\$ 2,990.00
Engineering Designer	Erin Ritz	KMc	40	\$ 38.94	\$20 - \$60	\$ 1,557.60
Cost Estimator	Robert Greisinger	RG	0	\$ 81.78	\$65 - \$125	\$ -
Senior CAD Designer	Katelyn McNulty	RMB	24	\$ 57.48	\$35 - \$55	\$ 1,379.52
Project Accountant	Project Accountant	AdAs	36	\$ 40.00	\$20 - \$60	\$ 1,440.00

1126

**LABOR COSTS**

a) Subtotal Direct Labor Costs	\$ 83,531.14
b) Anticipated Salary Increases (see page 2 for calculation)	\$ 3,338.40
<b>c) Total Direct Labor Costs [(a) + (b)]</b>	<b>\$ 86,869.54</b>

**INDIRECT COSTS**

d) Fringe Benefits (Rate: 43.02%):	e) Total Fringe Benefits [(c) x (d)]	\$ 37,371.28
f) Overhead (Rate: 132.69%):	g) Overhead [(c) x (f)]	\$ 115,267.19
h) General and Administrative (Rate: 0.00%):	i) Gen & Admin [(c) x (h)]	\$ -
	<b>j) Total Indirect Costs [(e) + (g) + (i)]</b>	<b>\$ 152,638.47</b>

**FIXED FEE**

**k) TOTAL FIXED FEE [(c) + (j)] x fixed fee 10.00%**    **\$ 23,950.80**

1) CONSULTANT'S OTHER DIRECT COSTS (ODC) – ITEMIZE (Add additional pages if necessary)

Description of Item	Quantity	Unit	Unit Cost	Total
Mileage Costs	1390	Miles	\$ 0.670	\$ 931.300
Per Diem/Hotel	6	Day	\$ 180.00	\$ 1,080.000
Equipment Rental and Supplies		EA	\$ -	\$ -
Permit Fees		EA	\$ -	\$ -
Vendor Reproduction				\$ -
Vellum		EA		\$ -
8 1/2 X 11 Reproduction		EA		\$ -
11 X 17 Reproduction		EA		\$ -
Mounting Boards for Presentations		EA		\$ -
Newsletters (Translation and printing)		EA		\$ -
Title Report		EA		\$ -
Miscellaneous	1		\$ 33.97	\$ 33.970
<b>1) TOTAL OTHER DIRECT COSTS</b>				<b>\$ 2,045.27</b>

m) SUBCONSULTANTS' COSTS (Add additional pages if necessary)

Bennett (Y&C)	\$ 7,478.75
Yeh	\$ 7,870.00
SWCA	\$ 9,997.17
Hammer Jewell & Associates	\$ 10,000.00
<b>m) TOTAL SUBCONSULTANTS' COSTS</b>	<b>\$ 35,345.92</b>
<b>n) Total Other Direct Costs INCLUDING SUBCONSULTANTS [(l)+(m)]</b>	<b>\$ 37,391.19</b>
<b>TOTAL COST [(c) + (j) + (k) + (n)]</b>	<b>\$ 300,850.00</b>

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. 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.
3. Anticipated salary increases calculation (page 2) must accompany.

**Exhibit 10-H1 Cost Proposal** Page 2 of 3  
**Cost-Plus-Fixed Fee or Lump Sum or Firm Fixed Price Contracts**  
(Calculations for Anticipated Salary Increases)

**1. Calculate Average Hourly Rate for 1st year of the contract (Direct Labor Subtotal divided by total hours)**

Direct Labor <u>Subtotal</u> per Cost Proposal	Total Hours per Cost Proposal		Avg Hourly Rate	<b>5 Year Contract Duration</b>
\$ 83,531.14	1126	=	\$74.18	Year 1 Avg Hourly Rate

**2. Calculate hourly rate for all years (Increase the Average Hourly Rate for a year by proposed escalation %)**

	Avg Hourly Rate		Proposed Escalation			
Year 1	\$74.18	+	5%	=	\$77.89	Year 2 Avg Hourly Rate
Year 2	\$77.89	+	5%	=	\$81.78	Year 3 Avg Hourly Rate
Year 3	\$81.78	+	5%	=	\$85.87	Year 4 Avg Hourly Rate
Year 4	\$85.87	+	5%	=	\$90.16	Year 5 Avg Hourly Rate

**3. Calculate estimated hours per year (Multiply estimate % each year by total hours)**

	Estimated % Completed Each Year		Total Hours per Cost Proposal		Total Hours per Year	
Year 1	20.00%	*	1126	=	225	Estimated Hours Year 1
Year 2	80.00%	*	1126	=	901	Estimated Hours Year 2
Year 3	0.00%	*	1126	=	0	Estimated Hours Year 3
Year 4	0.00%	*	1126	=	0	Estimated Hours Year 4
Year 5	0.00%	*	1126	=	0	Estimated Hours Year 5
	Total		Total	=	1126	

**4. Calculate Total Costs including Escalation (Multiply Average Hourly Rate by the number of hours)**

	Avg Hourly Rate (calculated above)		Estimated hours (calculated above)		Cost per Year	
Year 1	\$74.18	*	225	=	\$16,706.23	Estimated Hours Year 1
Year 2	\$77.89	*	901	=	\$70,163.31	Estimated Hours Year 2
Year 3	\$81.78	*	0	=	\$0.00	Estimated Hours Year 3
Year 4	\$85.87	*	0	=	\$0.00	Estimated Hours Year 4
Year 5	\$90.16	*	0	=	\$0.00	Estimated Hours Year 5
	Total Direct Labor Cost with Escalation			=	\$86,869.54	
	Direct Labor Subtotal before Escalation			=	\$ 83,531.14	
	Estimated total of Direct Labor Salary Increase			=	\$3,338.40	Transfer to Page 1

**NOTES:**

1. This is not the only way to estimate salary increases. Other methods will be accepted if they clearly indicate the % increase, the # of years of the contract, and a breakdown of the labor to be performed each year.
2. An estimation that is based on direct labor multiplied by salary increase % multiplied by the # of years is not acceptable. (i.e. \$250,000 x 2% x 5 yrs = \$25,000 is not an acceptable methodology)
3. This assumes that one year will be worked at the rate on the cost proposal before salary increases are granted.
4. Calculations for anticipated salary escalation must be provided.

**Exhibit 10-H1 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: Jason Jurrens, P.E. Title \*: Regional Manager

Signature :  Date of Certification (mm/dd/yyyy): 4/16/2023

Email: [jasonj@quincyeng.com](mailto:jasonj@quincyeng.com) Phone Number: 916.368.9181

Address: 11017 Cobblerock Drive Suite 100 Rancho Cordova, CA 95670

\*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:

Additional PS&E Services, Utility Coordination & Right of Way Support. Construction Design Support Services and Project Closeout

TYPE: Actual Cost + Fixed Fee

Prime Consultant       Subconsultant       2nd Tier Subconsultant

Consultant: Yeh and Associates, Inc.

Project No.

Contract No.

Date: August 14, 2024

Project Name: Traffic Way Bridge Replacement

**DIRECT LABOR:**

Classification/Title	Name	Anticipated Rate Range	Hours	Initial Actual Hourly Rate	Total
Principal	Undesignated	\$80-100	0	\$ 80.00	\$ -
Sr. Project Specialist	Undesignated	\$74-92	0	\$ 74.00	\$ -
Sr. Project Manager	Undesignated	\$71-89	16	\$ 71.50	\$ 1,144
Project Manager-Associate	Undesignated	\$63-79	0	\$ 63.00	\$ -
Sr. Project Engineer - Geologist	Undesignated	\$53-70	0	\$ 56.00	\$ -
Project Engineer - Geologist	Undesignated	\$49-62	28	\$ 49.00	\$ 1,372
Sr. Staff Engineer - Geologist	Undesignated	\$41-52	0	\$ 41.75	\$ -
Staff Engineer-Geologist	Undesignated	\$38-48	0	\$ 38.50	\$ -
Engineer Intern	Undesignated	\$24-30	0	\$ 24.00	\$ -
CAD Designer	Undesignated	\$53-68	0	\$ 53.00	\$ -

**LABOR COSTS**

a) Subtotal Direct Labor Costs	\$ 2,516.00	
b) Anticipated Salary Increases (see calculation on next page)	\$ 75.48	
<b>c) TOTAL DIRECT LABOR COSTS [(a) + (b)]</b>		<b>\$ 2,591</b>

**INDIRECT COSTS**

d) Fringe Benefits (Rate: 0 %)	e) Total Fringe Benefits [(c) x (d)]	\$ -
f) Overhead (Rate: 175.86 %)	g) Overhead [(c) x (f)]	\$ 4,557.38
h) Cost of capital (Rate: 0.217 %)	i) Gen & Admin [(c) x (h)]	\$ 5.62
	<b>j) TOTAL INDIRECT COSTS [(e) + (g) + (i)]</b>	<b>\$ 4,563</b>

**FIXED FEE**

**k) TOTAL FIXED FEE [(c) + (j)] x fixed fee 10 %** \$ 715

**OTHER DIRECT COSTS (ODC)**

Additional page attached

Description	Unit(s)	Unit Cost	Total
Meals and incidentals	0	\$ 74.00	\$ -
Lodging, reimbursable	0	\$ 176.00	\$ -
Vehicle, per mile	0	\$ 0.670	\$ -
Subcontractor - Drilling			\$ -
Subcontractor - Traffic Control	0	\$ 2,450.00	\$ -
Outside laboratory testing			\$ -
Drum Disposal with testing			\$ -
Well Permit, each	0	\$ 320.00	\$ -
Materials, reimbursable	0	\$ 500.00	\$ -

**l) TOTAL OTHER DIRECT COSTS:** \$ -

**SUBCONSULTANT COSTS**

Additional page attached

Subconsultant 1:	-	\$ -
Subconsultant 2:	-	\$ -
Subconsultant 3:	-	\$ -

**m) TOTAL SUBCONSULTANT COSTS:** \$ -

**n) TOTAL OTHER DIRECT COSTS INCLUDING SUBCONSULTANTS [(l) + (m)]** \$ -

**TOTAL COST [(c) + (j) + (k) + (n)]** \$ 7,870



Type: Actual Cost + Fixed Fee

Consultant: Yeh and Associates, Inc.

Contract No. 0

Date: 8/14/2024

**1. Calculate Average Hourly Rate for 1st year of contract (Direct Labor Subtotal divided by total hours)**

Direct Labor <u>Subtotal</u> per Cost Proposa \$ 2,516.00	Total Hours per Cost Proposal 44	=	Avg Hourly Rate \$ 57.18	2 Year Contract Duration Year 1 Avg Hourly Rate
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**2. Calculate hourly rate for all years (Increase the Average Hourly Rate for a year by proposed escalation %)**

	Avg Hourly Rate		Proposed Escalation			
Year 1	\$ 57.18	+	5.0%	=	\$ 60.04	Year 2 Avg Hourly Rate
Year 2	\$ 60.04	+	5.0%	=	\$ 63.04	Year 3 Avg Hourly Rate
Year 3	\$ 63.04	+	5.0%	=	\$ 66.20	Year 4 Avg Hourly Rate
Year 4	\$ 66.20	+	5.0%	=	\$ 69.50	Year 5 Avg Hourly Rate

**3. Calculate estimated hours per year (Multiply estimated % each year by total hours)**

	Estimated % Completed Each Year		Total Hours per Cost Proposal		Total Hours per Year	
Year 1	40%	+	44	=	18	Estimated Hours Year 1
Year 2	60%	+	44	=	26	Estimated Hours Year 2
Year 3	0%	+	44	=	0	Estimated Hours Year 3
Year 4	0%	+	44	=	0	Estimated Hours Year 4
Year 5	0%	+	44	=	0	Estimated Hours Year 5
Total	100%		Total	=	44	

**4. Calculate Total Costs including escalation (Multiply average hourly rate by the number of hours)**

	Avg Hourly Rate (calculated above)		Estimated Hours (calculated above)		Cost per Year	
Year 1	\$ 57.18	*	18	=	\$ 1,006.40	Estimated Hours Year 1
Year 2	\$ 60.04	*	26	=	\$ 1,585.08	Estimated Hours Year 2
Year 3	\$ 63.04	*	0	=	\$ -	Estimated Hours Year 3
Year 4	\$ 66.20	*	0	=	\$ -	Estimated Hours Year 4
Year 5	\$ 69.50	*	0	=	\$ -	Estimated Hours Year 5
Total	Total Direct Labor Cost with Escalations			=	\$ 2,591.48	
	Direct Lab Subtotal before Escalation			=	\$ 2,516.00	
	Estimated total Direct Labor Salary Increase			=	\$ 75.48	Transfer to page 1

NOTES:

1. Rate Escalation occurs on contract anniversary date assuming notice to proceed in 2024 and first escalation applied in January 1, 2025
2. End of Yeh fiscal year is December 31. Salary increases become effective January 1.
3. Construction support would likely be provided as task order amendment at hourly rates with applied escalation.

**Actual Cost + Fixed Fee**

**Consultant:** Yeh and Associates, Inc.

**Contract No.** 0

**Date:** August 14, 2024

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 Contract
4. 48 Code of Federal Regulations Part 31 - Contract Cost Principles and Procedure
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: Jonathan D. Blanchard

Title\*: Vice President

Signature: 

Date of Certification (mm/dd/yyyy) 8/14/2024

Email: blanchard@yeh-eng.com

Phone Number: (805) 481-9590

Address: Yeh and Associates, Inc., 391 Front Street, Suite D, Grover Beach, CA 93433

\*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:

1. Geotechnical consulting

Cost Proposal 1

**COST-PLUS-FIXED-FEE OR LUMP SUM (FIRM FIXED PRICE) CONTRACTS**

(DESIGN, ENGINEERING AND ENVIRONMENTAL STUDIES)

Note: Mark-ups are Not Allowed

Prime Consultant

Subconsultant

Consultant: SWCA, Inc.

Contract No.:

N/A

Date: 9/10/2024

**DIRECT LABOR**

Classification/Title	Name	Rate Range	Hours	Initial Actual Hourly Rate	Total
ER Subject Matter Expert I	TBD	\$66.31 - \$71.40	-	\$ -	\$ -
Env. Spec. XII	TBD	\$61.21 - \$66.30	6.00	\$ 65.03	\$ 390.18
Env. Spec. XI	TBD	\$56.11 - \$61.20	-	\$ -	\$ -
Env. Spec. X	TBD	\$51.01 - \$56.10	8.00	\$ 54.83	\$ 438.64
Env. Spec. IX	TBD	\$44.91 - \$51.00	50.00	\$ 49.48	\$ 2,474.00
Env. Spec. VIII	TBD	\$39.81 - \$44.90	-	\$ -	\$ -
Env. Spec. VII	TBD	\$36.71 - \$39.80	-	\$ -	\$ -
Env. Spec. VI	TBD	\$33.71 - \$36.70	-	\$ -	\$ -
Admin. Spec. V	TBD	\$29.61 - \$33.70	-	\$ -	\$ -
Tech Editor Spec. VII	TBD	\$36.71 - \$39.80	-	\$ -	\$ -
GIS/CADD Spec. VI	TBD	\$33.71 - \$36.70	6.00	\$ 35.95	\$ 215.70
Project Controls Spec. VII	TBD	\$36.71 - \$39.80	-	\$ -	\$ -
			-	\$ -	\$ -
			-	\$ -	\$ -
			-	\$ -	\$ -
			-	\$ -	\$ -
			-	\$ -	\$ -

**LABOR COSTS**

a) Subtotal Direct Labor Costs	\$	3,518.52	
b) Anticipated Salary Increases (see page 2)	\$	-	
c) <b>TOTAL DIRECT LABOR COSTS</b>	\$	<b>3,518.52</b>	

**FRINGE BENEFITS**

d) Fringe Benefits Rate:	47.70%	e) <b>TOTAL FRINGE BENEFITS</b>	\$ <b>1,678.33</b>
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**INDIRECT COSTS**

f) Overhead Rate:	110.60%	g) Overhead	\$ 3,891.48
h) General and Administrative Rate:	0.00%	i) Gen & Admin	\$ -
		j) <b>TOTAL INDIRECT COSTS</b>	\$ <b>3,891.48</b>

**FEE (Profit)**

q) Rate:	10.00%	k) <b>TOTAL FIXED PROFIT</b>	\$ <b>908.83</b>
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**TOTAL LABOR COSTS**

\$ **9,997.17**

**OTHER DIRECT COSTS (ODC)**

Description	Unit(s)	Unit Cost	Total
l) Travel/Mileage/Vehicle (supported by consultant actual costs)	0	\$ 0.670	\$ -
m) Equipment Rental and Supplies (itemize)	0	\$ -	\$ -
n) Materials Testing/Laboratory Tests			
(see attached Materials Testing/Laboratory Tests)	0	\$ -	\$ -
o) Subconsultant Costs (attach detailed cost proposal in same format as prime consultant estimate for each subconsultant)	0	\$ -	\$ -
p) <b>TOTAL OTHER DIRECT COSTS</b>			\$ -
<b>TOTAL COST</b>			\$ <b>9,997.17</b>

**NOTES:**

- Employees subject to prevailing wage (PW) requirements to be marked with an \*.
- ODC items should be based on actual costs and supported by historical data and other documentation.
- ODC items that would be considered "tools of the trade" are not reimbursable.
- ODC items should be consistently billed directly to all clients, not just when client will pay for them as a direct cost.
- ODC items when incurred for the same purpose, in like circumstances, should not be included in any indirect cost pool or in overhead rate.

**Cost Proposal 1**

**ACTUAL COST-PLUS-FIXED-FEE OR LUMP SUM (FIRM FIXED PRICE) CONTRACTS**  
 (SAMPLE CALCULATIONS FOR ANTICIPATED SALARY INCREASES)

Consultant: SWCA, Inc. Contract No.: \_\_\_\_\_ Date: 9/10/2024

**1. Calculate Average Hourly Rate for 1st year of the contract (Direct Labor Subtotal divided by total hours)**

Direct Labor Subtotal per Cost Proposal \$3,518.52	Total Hours per Cost Proposal 70	=	Avg Hourly Rate 50.264571	<b>5 Year Contract Duration</b> Year 1 Avg Hourly Rate
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**2. Calculate hourly rate for all years (Increase the Average Hourly Rate for a year by proposed escalation %)**

	Avg Hourly Rate		Proposed Escalation			
Year 1	\$50.26	+	3%	=	\$51.77	Year 2 Avg Hourly Rate
Year 2	\$51.77	+	3%	=	\$53.33	Year 3 Avg Hourly Rate
Year 3	\$53.33	+	3%	=	\$54.93	Year 4 Avg Hourly Rate
Year 4	\$54.93	+	3%	=	\$56.57	Year 5 Avg Hourly Rate

**3. Calculate estimated hours per year (Multiply estimate % each year by total hours)**

	Estimated % Completed Each Year		Total Hours per Cost Proposal		Total Hours per Year	
Year 1	100.0%	*	70	=	70	Estimated Hours Year 1
Year 2	0.0%	*	70	=	0	Estimated Hours Year 2
Year 3	0.0%	*	70	=	0	Estimated Hours Year 3
Year 4	0.0%	*	70	=	0	Estimated Hours Year 4
Year 5	0.0%	*	70	=	0	Estimated Hours Year 5
Total	100%		Total	=	70	

**4. Calculate Total Costs including Escalation (Multiply Average Hourly Rate by the number of hours)**

	Avg Hourly Rate (calculated above)		Estimated hours (calculated above)		Cost per Year	
Year 1	\$50.26	*	70	=	\$3,518.52	Estimated Hours Year 1
Year 2	\$51.77	*	0	=	\$0.00	Estimated Hours Year 2
Year 3	\$53.33	*	0	=	\$0.00	Estimated Hours Year 3
Year 4	\$54.93	*	0	=	\$0.00	Estimated Hours Year 4
Year 5	\$56.57	*	0	=	\$0.00	Estimated Hours Year 5
			Total Direct Labor Cost with Escalation	=	\$3,518.52	
			Direct Labor Subtotal before Escalation	=	\$3,518.52	
			<i>Estimated total of Direct Labor Salary Increase</i>	=	<b>\$0.00</b>	<i>Transfer to Page 1</i>

**NOTES:**

- This is not the only way to estimate salary increases. Other methods will be accepted if they clearly indicate the % increase, the # of years of the contract, and a breakdown of the labor to be performed each year.
- An estimation that is based on direct labor multiplied by salary increase % multiplied by the # of years is not acceptable. (i.e. \$250,000 x 2% x 5 yrs = \$25,000 is not an acceptable methodology)
- This assumes that one year will be worked at the rate on the cost proposal before salary increases are granted.

Exhibit 10-H1 Cost Proposal

Actual Cost-Plus-Fixed Fee Contracts

Prime Consultant  Subconsultant

Consultant **Bennett Engineering Services Inc.**  
 Project Name **Traffic Way Bridge Replacement**  
 Project No. **BRLS-5199(030)** Contract No. **DSDC** Date **8/16/2024**

**DIRECT LABOR**

Classification/Title	Name	Initials	Range	Hours	Initial Hourly Rate	Total
Engineer XII *	Daniel Yau	DY	\$93 - \$105	4	\$ 105.00	\$ 420.00
Engineer XII *	Kin Chan	KC	\$93 - \$105	12	\$ 105.00	\$ 1,260.00
Engineer X			\$75 - \$80			\$ -
Engineer IX			\$70 - \$75			\$ -
Engineer VIII			\$65 - \$70			\$ -
Engineer VII			\$60 - \$65			\$ -
Engineer VI			\$52 - \$60			\$ -
Engineer V			\$44 - \$52			\$ -
Engineer V			\$44 - \$52			\$ -
Engineer IV			\$39 - \$44			\$ -
Engineer III	Jason Nguyen	JN	\$35 - \$39	16	\$ 39.00	\$ 624.00
Engineer II			\$31.5 - \$35			\$ -
Engineer I	Suong Vong	SV	\$28 - \$31.5	4	\$ 34.00	\$ 136.00
Technician III			\$30 - \$40			\$ -
Technician II			\$16 - \$30			\$ -
Technician I			\$15 - \$16			\$ -
					36	\$ 2,440.00

**LABOR COSTS**

a) Subtotal Direct Labor Costs \$2,440.00  
 b) Estimated Salary Increases for Multi-Year Project \$40.21 (see calculation page attached)  
**c) TOTAL DIRECT LABOR COSTS [(a) + (b)]** \$2,480.21

**INDIRECT COSTS**

d) Fringe Benefits (Rate: 51.98%): \$1,289.21  
 e) Total Fringe Benefits [(c) x (d)] \$1,289.21  
 f) Overhead (Rate: 35.44%): \$864.74  
 g) Overhead [(c) x (f)] \$864.74  
 h) General Administration (Rate: 0.0%): \$0.00  
 i) Gen & Admin [(c) x (h)] \$0.00  
**j) TOTAL INDIRECT COSTS [(e) + (g) + (i)]** \$2,153.95

**FIXED FEE**

k) Fixed Fee (10.0%): \$248.02  
**l) TOTAL FIXED FEE [(c) + (j)] x (k)** \$463.42

**CONSULTANT'S OTHER DIRECT COSTS (ODC)**

Travel (@ active IRS mileage rate)	0 miles @	\$0.670	\$0.00
Pier Diem/ Hotel	0 days @	\$0.00	\$0.00
Delivery	0 @	\$0.00	\$0.00
Vendor Reproduction			
	Vellum @		\$0.00
	81/2 X 11 Reproduction @		\$0.00
	11 X 17 Reproduction @		\$0.00
	Mounting Boards for Presentations @		\$0.00
	Newsletters (Translation and printing) @		\$0.00
	<u>Subtotal Vendor Reproduction</u>		<u>\$0.00</u>
Title Report	0 @	\$0.00	\$0.00
Miscellaneous			<u>\$0.00</u>
<b>m) TOTAL OTHER DIRECT COSTS</b>			<b>\$0.00</b>

n) **SUBCONSULTANT COSTS** (attach detailed cost proposal for each subconsultant)

\$0.00 \$0.00  
**o) TOTAL COST [(c) + (j) + (l) + (m) + (n)]** **\$5,097.58**

**NOTES:**

1. Key personnel marked with an asterisk (\*).
2. Employees subject to prevailing wage marked with two asterisks (\*\*).
3. Anticipated salary increases calculation (Item "b") on attached page.