

1.0 Cost Proposal

Tables 1.1 through 1.85 presents the Cambridge Systematics, Inc. (CS) team’s cost proposal for the California Vehicle Inventory Use Survey (CA-VIUS).

Table 1.1 Cover Page (Grand Totals of Prime + All Subs)

	Cost Per Task
Total Costs For Task 1	\$292,456
Total Costs For Task 2	\$443,271
Total Costs For Task 3	\$215,868
Total Costs For Task 4 (Total Bid Shall Not To Exceed \$99,999.00)	\$99,537
Total Costs For Task 5	\$19,618
Total Costs For Task 6	\$3,478,374
Total Costs For Task 7	\$153,394
Total Costs For Task 8	\$1,079,345
Total Costs For Task 9	\$256,738
Total Costs For Task 10	\$592,059
Total Costs For Task 11	\$152,898
Total Costs For Task 12	\$108,015
Grand Total For this Contract	\$6,891,573
Franklin Hill Group:	\$138,100
DBE Percent:	2.004%

Note: Total Costs for all Tasks shall include Prime Contractor and all Sub Contractors costs.

Table 1.2 Task 1 – Project Management
Cambridge Systematics, Inc.

Task 1 - Project Management			
PRIME CONTRACTOR: <u>CAMBRIDGE SYSTEMATICS, INC.</u>			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Michael Fischer - Principal-in-Charge	100	\$ 346.47	\$ 34,647.09
James Brogan - Project Manager	225	\$ 373.41	\$ 84,017.94
Ronald West - Deputy Project Manager	180	\$ 265.69	\$ 47,823.56
Daniel Beagan - Senior Freight Data Specialist	0	\$ 265.69	\$ -
Cemal Ayvalik - Senior Statistical Advisor	0	\$ 194.78	\$ -
Anurag Komanduri - Senior Survey Specialist	0	\$ 188.77	\$ -
Arun Kuppam - Senior Freight Data Specialist	0	\$ 246.84	\$ -
Nicholas Vlahos - Senior Freight Data Specialist	0	\$ 290.82	\$ -
Chiranjivi Bhamidipati - Freight Data Analyst	0	\$ 134.36	\$ -
Yi Lin Pei - Freight Data Analyst	150	\$ 137.85	\$ 20,677.15
Christopher Lindsey - Jr. Freight Data Analyst	0	\$ 128.90	\$ -
Xuan Liu - Jr. Data Analyst	0	\$ 125.48	\$ -
Brent Selby - Jr. Statistical Analyst	0	\$ 144.03	\$ -
Regina Speir - Production	60	\$ 140.02	\$ 8,401.16
Sub Total—LABOR COST	715		\$ 195,566.90
DIRECT COSTS (Except Labor)			
Travel			\$ 8,867
Shipping			\$ -
Outside Graphics & Copying			\$ -
Teleconferencing			\$ 1,000
Data Purchases & Incentives			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ 9,867
CAMBRIDGE SYSTEMATICS, INC.— TOTAL COST FOR TASK 1			\$ 205,433.90

NOTES:

* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.

** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.

*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.

Table 1.3 Task 2 – Survey Design
Cambridge Systematics, Inc.

Task 2 - Survey Design			
PRIME CONTRACTOR: <u>CAMBRIDGE SYSTEMATICS, INC.</u>			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Michael Fischer - Principal-in-Charge	175	\$ 346.47	\$ 60,632.41
James Brogan - Project Manager	175	\$ 373.41	\$ 65,347.29
Ronald West - Deputy Project Manager	100	\$ 265.69	\$ 26,568.65
Daniel Beagan - Senior Freight Data Specialist	60	\$ 265.69	\$ 15,941.19
Cemal Ayvalik - Senior Statistical Advisor	20	\$ 194.78	\$ 3,895.70
Anurag Komanduri - Senior Survey Specialist	100	\$ 188.77	\$ 18,877.34
Arun Kuppam - Senior Freight Data Specialist	25	\$ 246.84	\$ 6,171.09
Nicholas Vlahos - Senior Freight Data Specialist	60	\$ 290.82	\$ 17,449.44
Chiranjivi Bhamidipati - Freight Data Analyst	200	\$ 134.36	\$ 26,872.90
Yi Lin Pei - Freight Data Analyst	200	\$ 137.85	\$ 27,569.54
Christopher Lindsey - Jr. Freight Data Analyst	200	\$ 128.90	\$ 25,779.69
Xuan Liu - Jr. Data Analyst	50	\$ 125.48	\$ 6,273.91
Brent Selby - Jr. Statistical Analyst	50	\$ 144.03	\$ 7,201.36
Regina Speir - Production	40	\$ 140.02	\$ 5,600.78
Sub Total—LABOR COST	1455		\$ 314,181.29
DIRECT COSTS (Except Labor)			
Travel		\$	-
Shipping		\$	-
Outside Graphics & Copying		\$	-
Teleconferencing		\$	1,000
Data Purchases & Incentives		\$	-
Other		\$	-
Sub Total—DIRECT COSTS		\$	1,000
CAMBRIDGE SYSTEMATICS, INC.— TOTAL COST FOR TASK 2			\$ 315,181.29
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.4 Task 3 – Stratification
Cambridge Systematics, Inc.

Task 3 - Stratification			
PRIME CONTRACTOR: CAMBRIDGE SYSTEMATICS, INC.			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Michael Fischer - Principal-in-Charge	100	\$ 346.47	\$ 34,647.09
James Brogan - Project Manager	40	\$ 373.41	\$ 14,936.52
Ronald West - Deputy Project Manager	80	\$ 265.69	\$ 21,254.92
Daniel Beagan - Senior Freight Data Specialist	40	\$ 265.69	\$ 10,627.46
Cemal Ayvalik - Senior Statistical Advisor	40	\$ 194.78	\$ 7,791.40
Anurag Komanduri - Senior Survey Specialist	40	\$ 188.77	\$ 7,550.93
Arun Kuppam - Senior Freight Data Specialist	0	\$ 246.84	\$ -
Nicholas Vlahos - Senior Freight Data Specialist	40	\$ 290.82	\$ 11,632.96
Chiranjivi Bhamidipati - Freight Data Analyst	80	\$ 134.36	\$ 10,749.16
Yi Lin Pei - Freight Data Analyst	50	\$ 137.85	\$ 6,892.38
Christopher Lindsey - Jr. Freight Data Analyst	100	\$ 128.90	\$ 12,889.84
Xuan Liu - Jr. Data Analyst	0	\$ 125.48	\$ -
Brent Selby - Jr. Statistical Analyst	40	\$ 144.03	\$ 5,761.09
Regina Speir - Production	20	\$ 140.02	\$ 2,800.39
Sub Total—LABOR COST	670		\$ 147,534.14
DIRECT COSTS (Except Labor)			
Travel		\$	-
Shipping		\$	-
Outside Graphics & Copying		\$	-
Teleconferencing		\$	500
Data Purchases & Incentives		\$	1,250
Other		\$	-
Sub Total—DIRECT COSTS		\$	1,750
CAMBRIDGE SYSTEMATICS, INC.— TOTAL COST FOR TASK 3			\$ 149,284.14
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.5 Task 4 – Outreach
Cambridge Systematics, Inc.

Task 4 - Outreach			
PRIME CONTRACTOR: CAMBRIDGE SYSTEMATICS, INC.			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Michael Fischer - Principal-in-Charge	24	\$ 346.47	\$ 8,315.30
James Brogan - Project Manager	40	\$ 373.41	\$ 14,936.52
Ronald West - Deputy Project Manager	0	\$ 265.69	\$ -
Daniel Beagan - Senior Freight Data Specialist	0	\$ 265.69	\$ -
Cemal Ayvalik - Senior Statistical Advisor	0	\$ 194.78	\$ -
Anurag Komanduri - Senior Survey Specialist	0	\$ 188.77	\$ -
Arun Kuppam - Senior Freight Data Specialist	0	\$ 246.84	\$ -
Nicholas Vlahos - Senior Freight Data Specialist	50	\$ 290.82	\$ 14,541.20
Chiranjivi Bhamidipati - Freight Data Analyst	0	\$ 134.36	\$ -
Yi Lin Pei - Freight Data Analyst	60	\$ 137.85	\$ 8,270.86
Christopher Lindsey - Jr. Freight Data Analyst	0	\$ 128.90	\$ -
Xuan Liu - Jr. Data Analyst	0	\$ 125.48	\$ -
Brent Selby - Jr. Statistical Analyst	0	\$ 144.03	\$ -
Regina Speir - Production	15	\$ 140.02	\$ 2,100.29
Sub Total—LABOR COST	189		\$ 48,164.17
DIRECT COSTS (Except Labor)			
Travel			\$ 552
Shipping			\$ -
Outside Graphics & Copying			\$ -
Teleconferencing			\$ 200
Data Purchases & Incentives			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ 752
CAMBRIDGE SYSTEMATICS, INC.— TOTAL COST FOR TASK 4			\$ 48,916.17
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.6 Task 5 – Define a Completed Survey
Cambridge Systematics, Inc.

Task 5 - Define a Completed Survey			
PRIME CONTRACTOR: CAMBRIDGE SYSTEMATICS, INC.			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Michael Fischer - Principal-in-Charge	4	\$ 346.47	\$ 1,385.88
James Brogan - Project Manager	16	\$ 373.41	\$ 5,974.61
Ronald West - Deputy Project Manager	8	\$ 265.69	\$ 2,125.49
Daniel Beagan - Senior Freight Data Specialist	8	\$ 265.69	\$ 2,125.49
Cemal Ayvalik - Senior Statistical Advisor	0	\$ 194.78	\$ -
Anurag Komanduri - Senior Survey Specialist	0	\$ 188.77	\$ -
Arun Kuppam - Senior Freight Data Specialist	0	\$ 246.84	\$ -
Nicholas Vlahos - Senior Freight Data Specialist	8	\$ 290.82	\$ 2,326.59
Chiranjivi Bhamidipati - Freight Data Analyst	0	\$ 134.36	\$ -
Yi Lin Pei - Freight Data Analyst	0	\$ 137.85	\$ -
Christopher Lindsey - Jr. Freight Data Analyst	0	\$ 128.90	\$ -
Xuan Liu - Jr. Data Analyst	0	\$ 125.48	\$ -
Brent Selby - Jr. Statistical Analyst	0	\$ 144.03	\$ -
Regina Speir - Production	4	\$ 140.02	\$ 560.08
Sub Total—LABOR COST	48		\$ 14,498.14
DIRECT COSTS (Except Labor)			
Travel			\$ -
Shipping			\$ -
Outside Graphics & Copying			\$ -
Teleconferencing			\$ -
Data Purchases & Incentives			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
CAMBRIDGE SYSTEMATICS, INC.— TOTAL COST FOR TASK 5			\$ 14,498.14
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.7 Task 6 – Survey Implementation
Cambridge Systematics, Inc.

Task 6 - Survey Implementation			
PRIME CONTRACTOR: CAMBRIDGE SYSTEMATICS, INC.			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Michael Fischer - Principal-in-Charge	120	\$ 346.47	\$ 41,576.51
James Brogan - Project Manager	165	\$ 373.41	\$ 61,613.16
Ronald West - Deputy Project Manager	200	\$ 265.69	\$ 53,137.29
Daniel Beagan - Senior Freight Data Specialist	80	\$ 265.69	\$ 21,254.92
Cemal Ayvalik - Senior Statistical Advisor	40	\$ 194.78	\$ 7,791.40
Anurag Komanduri - Senior Survey Specialist	80	\$ 188.77	\$ 15,101.87
Arun Kuppam - Senior Freight Data Specialist	20	\$ 246.84	\$ 4,936.88
Nicholas Vlahos - Senior Freight Data Specialist	90	\$ 290.82	\$ 26,174.17
Chiranjivi Bhamidipati - Freight Data Analyst	80	\$ 134.36	\$ 10,749.16
Yi Lin Pei - Freight Data Analyst	150	\$ 137.85	\$ 20,677.15
Christopher Lindsey - Jr. Freight Data Analyst	150	\$ 128.90	\$ 19,334.77
Xuan Liu - Jr. Data Analyst	80	\$ 125.48	\$ 10,038.26
Brent Selby - Jr. Statistical Analyst	80	\$ 144.03	\$ 11,522.17
Regina Speir - Production	40	\$ 140.02	\$ 5,600.78
Sub Total—LABOR COST	1375		\$ 309,508.49
DIRECT COSTS (Except Labor)			
Travel		\$	-
Shipping		\$	-
Outside Graphics & Copying		\$	-
Teleconferencing		\$	2,000
Data Purchases & Incentives		\$	160,000
Other		\$	-
Sub Total—DIRECT COSTS		\$	162,000
CAMBRIDGE SYSTEMATICS, INC.— TOTAL COST FOR TASK 6			\$ 471,508.49

NOTES:

* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.

** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.

*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.

Table 1.8 Task 7 – Mail House Subcontracting
Cambridge Systematics, Inc.

Task 7 - Mail House Subcontracting			
PRIME CONTRACTOR: <u>CAMBRIDGE SYSTEMATICS, INC.</u>			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Michael Fischer - Principal-in-Charge	0	\$ 346.47	\$ -
James Brogan - Project Manager	0	\$ 373.41	\$ -
Ronald West - Deputy Project Manager	0	\$ 265.69	\$ -
Daniel Beagan - Senior Freight Data Specialist	0	\$ 265.69	\$ -
Cemal Ayvalik - Senior Statistical Advisor	0	\$ 194.78	\$ -
Anurag Komanduri - Senior Survey Specialist	0	\$ 188.77	\$ -
Arun Kuppam - Senior Freight Data Specialist	0	\$ 246.84	\$ -
Nicholas Vlahos - Senior Freight Data Specialist	0	\$ 290.82	\$ -
Chiranjivi Bhamidipati - Freight Data Analyst	0	\$ 134.36	\$ -
Yi Lin Pei - Freight Data Analyst	0	\$ 137.85	\$ -
Christopher Lindsey - Jr. Freight Data Analyst	0	\$ 128.90	\$ -
Xuan Liu - Jr. Data Analyst	0	\$ 125.48	\$ -
Brent Selby - Jr. Statistical Analyst	0	\$ 144.03	\$ -
Regina Speir - Production	0	\$ 140.02	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Shipping			\$ -
Outside Graphics & Copying			\$ -
Teleconferencing			\$ -
Data Purchases & Incentives			\$ 153,394
Other			\$ -
Sub Total—DIRECT COSTS			\$ 153,394
CAMBRIDGE SYSTEMATICS, INC.— TOTAL COST FOR TASK 7			\$ 153,394.00
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.9 Task 8 – Incentives
Cambridge Systematics, Inc.

Task 8 - Incentives			
PRIME CONTRACTOR: CAMBRIDGE SYSTEMATICS, INC.			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Michael Fischer - Principal-in-Charge	0	\$ 346.47	\$ -
James Brogan - Project Manager	0	\$ 373.41	\$ -
Ronald West - Deputy Project Manager	100	\$ 265.69	\$ 26,568.65
Daniel Beagan - Senior Freight Data Specialist	0	\$ 265.69	\$ -
Cemal Ayvalik - Senior Statistical Advisor	100	\$ 194.78	\$ 19,478.50
Anurag Komanduri - Senior Survey Specialist	0	\$ 188.77	\$ -
Arun Kuppam - Senior Freight Data Specialist	0	\$ 246.84	\$ -
Nicholas Vlahos - Senior Freight Data Specialist	0	\$ 290.82	\$ -
Chiranjivi Bhamidipati - Freight Data Analyst	0	\$ 134.36	\$ -
Yi Lin Pei - Freight Data Analyst	50	\$ 137.85	\$ 6,892.38
Christopher Lindsey - Jr. Freight Data Analyst	50	\$ 128.90	\$ 6,444.92
Xuan Liu - Jr. Data Analyst	0	\$ 125.48	\$ -
Brent Selby - Jr. Statistical Analyst	0	\$ 144.03	\$ -
Regina Speir - Production	40	\$ 140.02	\$ 5,600.78
Sub Total—LABOR COST	340		\$ 64,985.23
DIRECT COSTS (Except Labor)			
Travel			\$ -
Shipping			\$ -
Outside Graphics & Copying			\$ -
Teleconferencing			\$ -
Data Purchases & Incentives			\$ 1,000,000
Other			\$ -
Sub Total—DIRECT COSTS			\$ 1,000,000
CAMBRIDGE SYSTEMATICS, INC.— TOTAL COST FOR TASK 8			\$ 1,064,985.23
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.10 Task 9 – Data Validation and Expansion
Cambridge Systematics, Inc.

Task 9 - Data Validation and Expansion			
PRIME CONTRACTOR: CAMBRIDGE SYSTEMATICS, INC.			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Michael Fischer - Principal-in-Charge	50	\$ 346.47	\$ 17,323.55
James Brogan - Project Manager	80	\$ 373.41	\$ 29,873.05
Ronald West - Deputy Project Manager	30	\$ 265.69	\$ 7,970.59
Daniel Beagan - Senior Freight Data Specialist	0	\$ 265.69	\$ -
Cemal Ayvalik - Senior Statistical Advisor	20	\$ 194.78	\$ 3,895.70
Anurag Komanduri - Senior Survey Specialist	20	\$ 188.77	\$ 3,775.47
Arun Kuppam - Senior Freight Data Specialist	80	\$ 246.84	\$ 19,747.50
Nicholas Vlahos - Senior Freight Data Specialist	0	\$ 290.82	\$ -
Chiranjivi Bhamidipati - Freight Data Analyst	100	\$ 134.36	\$ 13,436.45
Yi Lin Pei - Freight Data Analyst	90	\$ 137.85	\$ 12,406.29
Christopher Lindsey - Jr. Freight Data Analyst	160	\$ 128.90	\$ 20,623.75
Xuan Liu - Jr. Data Analyst	80	\$ 125.48	\$ 10,038.26
Brent Selby - Jr. Statistical Analyst	60	\$ 144.03	\$ 8,641.63
Regina Speir - Production	20	\$ 140.02	\$ 2,800.39
Sub Total—LABOR COST	790		\$ 150,532.63
DIRECT COSTS (Except Labor)			
Travel		\$	-
Shipping		\$	-
Outside Graphics & Copying		\$	-
Teleconferencing		\$	-
Data Purchases & Incentives		\$	-
Other		\$	-
Sub Total—DIRECT COSTS		\$	-
CAMBRIDGE SYSTEMATICS, INC.— TOTAL COST FOR TASK 9			\$ 150,532.63
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.11 Task 10 – Data Analysis
Cambridge Systematics, Inc.

Task 10 - Data Analysis			
PRIME CONTRACTOR: CAMBRIDGE SYSTEMATICS, INC.			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Michael Fischer - Principal-in-Charge	150	\$ 346.47	\$ 51,970.64
James Brogan - Project Manager	180	\$ 373.41	\$ 67,214.35
Ronald West - Deputy Project Manager	100	\$ 265.69	\$ 26,568.65
Daniel Beagan - Senior Freight Data Specialist	40	\$ 265.69	\$ 10,627.46
Cemal Ayvalik - Senior Statistical Advisor	20	\$ 194.78	\$ 3,895.70
Anurag Komanduri - Senior Survey Specialist	100	\$ 188.77	\$ 18,877.34
Arun Kuppam - Senior Freight Data Specialist	40	\$ 246.84	\$ 9,873.75
Nicholas Vlahos - Senior Freight Data Specialist	80	\$ 290.82	\$ 23,265.93
Chiranjivi Bhamidipati - Freight Data Analyst	200	\$ 134.36	\$ 26,872.90
Yi Lin Pei - Freight Data Analyst	80	\$ 137.85	\$ 11,027.81
Christopher Lindsey - Jr. Freight Data Analyst	250	\$ 128.90	\$ 32,224.61
Xuan Liu - Jr. Data Analyst	80	\$ 125.48	\$ 10,038.26
Brent Selby - Jr. Statistical Analyst	40	\$ 144.03	\$ 5,761.09
Regina Speir - Production	20	\$ 140.02	\$ 2,800.39
Sub Total—LABOR COST	1380		\$ 301,018.88
DIRECT COSTS (Except Labor)			
Travel		\$	-
Shipping		\$	-
Outside Graphics & Copying		\$	-
Teleconferencing		\$	-
Data Purchases & Incentives		\$	-
Other		\$	-
Sub Total—DIRECT COSTS		\$	-
CAMBRIDGE SYSTEMATICS, INC.— TOTAL COST FOR TASK 10			\$ 301,018.88
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.12 Task 11 – Develop Database and Monitoring Tool
Cambridge Systematics, Inc.

Task 11 - Develop Database and Monitoring Tool			
PRIME CONTRACTOR: <u>CAMBRIDGE SYSTEMATICS, INC.</u>			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Michael Fischer - Principal-in-Charge	20	\$ 346.47	\$ 6,929.42
James Brogan - Project Manager	60	\$ 373.41	\$ 22,404.78
Ronald West - Deputy Project Manager	0	\$ 265.69	\$ -
Daniel Beagan - Senior Freight Data Specialist	0	\$ 265.69	\$ -
Cemal Ayvalik - Senior Statistical Advisor	20	\$ 194.78	\$ 3,895.70
Anurag Komanduri - Senior Survey Specialist	0	\$ 188.77	\$ -
Arun Kuppam - Senior Freight Data Specialist	0	\$ 246.84	\$ -
Nicholas Vlahos - Senior Freight Data Specialist	200	\$ 290.82	\$ 58,164.82
Chiranjivi Bhamidipati - Freight Data Analyst	0	\$ 134.36	\$ -
Yi Lin Pei - Freight Data Analyst	0	\$ 137.85	\$ -
Christopher Lindsey - Jr. Freight Data Analyst	160	\$ 128.90	\$ 20,623.75
Xuan Liu - Jr. Data Analyst	0	\$ 125.48	\$ -
Brent Selby - Jr. Statistical Analyst	100	\$ 144.03	\$ 14,402.72
Regina Speir - Production	0	\$ 140.02	\$ -
Sub Total—LABOR COST	560		\$ 126,421.19
DIRECT COSTS (Except Labor)			
Travel			\$ -
Shipping			\$ -
Outside Graphics & Copying			\$ -
Teleconferencing			\$ -
Data Purchases & Incentives			\$ 2,000
Other			\$ -
Sub Total—DIRECT COSTS			\$ 2,000
CAMBRIDGE SYSTEMATICS, INC.— TOTAL COST FOR TASK 11			\$ 128,421.19
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.13 Task 12 – Final Report
Cambridge Systematics, Inc.

Task 12 - Final Report			
PRIME CONTRACTOR: CAMBRIDGE SYSTEMATICS, INC.			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Michael Fischer - Principal-in-Charge	40	\$ 346.47	\$ 13,858.84
James Brogan - Project Manager	110	\$ 373.41	\$ 41,075.44
Ronald West - Deputy Project Manager	40	\$ 265.69	\$ 10,627.46
Daniel Beagan - Senior Freight Data Specialist	20	\$ 265.69	\$ 5,313.73
Cemal Ayvalik - Senior Statistical Advisor	0	\$ 194.78	\$ -
Anurag Komanduri - Senior Survey Specialist	20	\$ 188.77	\$ 3,775.47
Arun Kuppam - Senior Freight Data Specialist	0	\$ 246.84	\$ -
Nicholas Vlahos - Senior Freight Data Specialist	0	\$ 290.82	\$ -
Chiranjivi Bhamidipati - Freight Data Analyst	0	\$ 134.36	\$ -
Yi Lin Pei - Freight Data Analyst	0	\$ 137.85	\$ -
Christopher Lindsey - Jr. Freight Data Analyst	100	\$ 128.90	\$ 12,889.84
Xuan Liu - Jr. Data Analyst	0	\$ 125.48	\$ -
Brent Selby - Jr. Statistical Analyst	0	\$ 144.03	\$ -
Regina Speir - Production	0	\$ 140.02	\$ -
Sub Total—LABOR COST	330		\$ 87,540.78
DIRECT COSTS (Except Labor)			
Travel		\$	-
Shipping		\$	500
Outside Graphics & Copying		\$	3,000
Teleconferencing		\$	-
Data Purchases & Incentives		\$	-
Other		\$	-
Sub Total—DIRECT COSTS		\$	3,500
CAMBRIDGE SYSTEMATICS, INC.— TOTAL COST FOR TASK 12			\$ 91,040.78
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.14 Task 1 – Project Management
Franklin Hill Group

Task 1 - Project Management			
CONSULTANT: <u>FRANKLIN HILL GROUP</u>			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Cheryl Stecher - Survey Methods Advisor	20	\$ 150.00	\$ 3,000.00
Sub Total—LABOR COST	20		\$ 3,000.00
DIRECT COSTS (Except Labor)			
Travel			\$ -
Sub Total—DIRECT COSTS			\$ -
CHERYL STENCHER— TOTAL COST FOR TASK 1			\$ 3,000.00
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.15 Task 2 – Survey Design
Franklin Hill Group

Task 2 - Survey Design			
CONSULTANT: FRANKLIN HILL GROUP			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Cheryl Stecher - Survey Methods Advisor	200	\$ 150.00	\$ 30,000.00
Sub Total—LABOR COST	200		\$ 30,000.00
DIRECT COSTS (Except Labor)			
Travel			\$ 1,000
Sub Total—DIRECT COSTS			\$ 1,000
CHERYL STENCHER— TOTAL COST FOR TASK 2			\$ 31,000.00
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.16 Task 3 – Stratification
Franklin Hill Group

Task 3 - Stratification			
CONSULTANT: FRANKLIN HILL GROUP			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Cheryl Stecher - Survey Methods Advisor	40	\$ 150.00	\$ 6,000.00
Sub Total—LABOR COST	40		\$ 6,000.00
DIRECT COSTS (Except Labor)			
Travel			\$ -
Sub Total—DIRECT COSTS			\$ -
CHERYL STENCHER— TOTAL COST FOR TASK 3			\$ 6,000.00
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.17 Task 4 – Outreach
Franklin Hill Group

Task 4 - Outreach			
CONSULTANT: FRANKLIN HILL GROUP			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Cheryl Stecher - Survey Methods Advisor	4	\$ 150.00	\$ 600.00
Sub Total—LABOR COST	4		\$ 600.00
DIRECT COSTS (Except Labor)			
Travel			\$ -
Sub Total—DIRECT COSTS			\$ -
CHERYL STENCHER— TOTAL COST FOR TASK 4			\$ 600.00
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.18 Task 5 – Define a Completed Survey
Franklin Hill Group

Task 5 - Define a Completed Survey			
CONSULTANT: FRANKLIN HILL GROUP			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Cheryl Stecher - Survey Methods Advisor	16	\$ 150.00	\$ 2,400.00
Sub Total—LABOR COST	16		\$ 2,400.00
DIRECT COSTS (Except Labor)			
Travel			\$ -
Sub Total—DIRECT COSTS			\$ -
CHERYL STENCHER— TOTAL COST FOR TASK 5			\$ 2,400.00
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.19 Task 6 – Survey Implementation
Franklin Hill Group

Task 6 - Survey Implementation			
CONSULTANT: FRANKLIN HILL GROUP			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Cheryl Stecher - Survey Methods Advisor	460	\$ 150.00	\$ 69,000.00
Sub Total—LABOR COST	460		\$ 69,000.00
DIRECT COSTS (Except Labor)			
Travel			\$ 1,500
Sub Total—DIRECT COSTS			\$ 1,500
CHERYL STENCHER— TOTAL COST FOR TASK 6			\$ 70,500.00
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.20 Task 7 – Mail House Subcontracting
Franklin Hill Group

Task 7 - Mail House Subcontracting			
CONSULTANT: FRANKLIN HILL GROUP			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Cheryl Stecher - Survey Methods Advisor	0	\$ 150.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Sub Total—DIRECT COSTS			\$ -
CHERYL STENCHER— TOTAL COST FOR TASK 7			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.21 Task 8 – Incentives
Franklin Hill Group

Task 8 - Incentives			
CONSULTANT: FRANKLIN HILL GROUP			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Cheryl Stecher - Survey Methods Advisor	80	\$ 150.00	\$ 12,000.00
Sub Total—LABOR COST	80		\$ 12,000.00
DIRECT COSTS (Except Labor)			
Travel			\$ -
Sub Total—DIRECT COSTS			\$ -
CHERYL STENCHER— TOTAL COST FOR TASK 8			\$ 12,000.00
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.22 Task 9 – Data Validation and Expansion
Franklin Hill Group

Task 9 - Data Validation and Expansion			
CONSULTANT: FRANKLIN HILL GROUP			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Cheryl Stecher - Survey Methods Advisor	20	\$ 150.00	\$ 3,000.00
Sub Total—LABOR COST	20		\$ 3,000.00
DIRECT COSTS (Except Labor)			
Travel			\$ -
Sub Total—DIRECT COSTS			\$ -
CHERYL STENCHER— TOTAL COST FOR TASK 9			\$ 3,000.00
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.23 Task 10 – Data Analysis
Franklin Hill Group

Task 10 - Data Analysis			
CONSULTANT: FRANKLIN HILL GROUP			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Cheryl Stecher - Survey Methods Advisor	16	\$ 150.00	\$ 2,400.00
Sub Total—LABOR COST	16		\$ 2,400.00
DIRECT COSTS (Except Labor)			
Travel			\$ -
Sub Total—DIRECT COSTS			\$ -
CHERYL STENCHER— TOTAL COST FOR TASK 10			\$ 2,400.00
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.24 Task 11 – Develop Database and Monitoring Tool
Franklin Hill Group

Task 11 - Develop Database and Monitoring Tool			
CONSULTANT: FRANKLIN HILL GROUP			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Cheryl Stecher - Survey Methods Advisor	8	\$ 150.00	\$ 1,200.00
Sub Total—LABOR COST	8		\$ 1,200.00
DIRECT COSTS (Except Labor)			
Travel			\$ -
Sub Total—DIRECT COSTS			\$ -
CHERYL STENCHER— TOTAL COST FOR TASK 11			\$ 1,200.00
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.25 Task 12 – Final Report
Franklin Hill Group

Task 12 - Final Report			
CONSULTANT: FRANKLIN HILL GROUP			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Cheryl Stecher - Survey Methods Advisor	40	\$ 150.00	\$ 6,000.00
Sub Total—LABOR COST	40		\$ 6,000.00
DIRECT COSTS (Except Labor)			
Travel			\$ -
Sub Total—DIRECT COSTS			\$ -
CHERYL STENCHER— TOTAL COST FOR TASK 12			\$ 6,000.00
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.26 Task 1 – Project Management
Red Hill Group, Inc.

Task 1 - Project Management			
SUBCONTRACTOR: RED HILL GROUP, INC.			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark McCourt - Principal	164	\$ 170.02	\$ 27,883.28
Judith Fairweather McCourt - Principal	36	\$ 141.68	\$ 5,100.48
Sudaryanto (Ryan) Mak - Research Analyst	0	\$ 69.55	\$ -
Casey Ward - Research Analyst	198	\$ 62.08	\$ 12,291.84
Doris Dialogu - Graphic Designer	0	\$ 62.08	\$ -
John Slocovich - Operations Manager	0	\$ 51.52	\$ -
O'Berry - Call Center Supervisor	0	\$ 51.52	\$ -
Phone Supervisor - Category 8	0	\$ 41.22	\$ -
Phone Surveyor - Category 9	0	\$ 41.22	\$ -
Sub Total—LABOR COST	398		\$ 45,275.60
DIRECT COSTS (Except Labor)			
Travel			\$ 5,193
Postage & Shipping			\$ 688
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Online Survey			\$ 28,938
Other			\$ -
Sub Total—DIRECT COSTS			\$ 34,819
RED HILL GROUP, INC. — TOTAL COST FOR TASK 1			\$ 80,094.60
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.27 Task 2 – Survey Design
Red Hill Group, Inc.

Task 2 - Survey Design			
SUBCONTRACTOR: REDHILL GROUP, INC.			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark McCourt - Principal	213	\$ 170.02	\$ 36,214.26
Judith Fairweather McCourt - Principal	6	\$ 141.68	\$ 850.08
Sudaryanto (Ryan) Mak - Research Analyst	60	\$ 69.55	\$ 4,173.00
Casey Ward - Research Analyst	160	\$ 62.08	\$ 9,932.80
Doris Dialogu - Graphic Designer	56	\$ 62.08	\$ 3,476.48
John Slocovich - Operations Manager	0	\$ 51.52	\$ -
O'Berry - Call Center Supervisor	0	\$ 51.52	\$ -
Phone Supervisor - Category 8	0	\$ 41.22	\$ -
Phone Surveyor - Category 9	0	\$ 41.22	\$ -
Sub Total—LABOR COST	495		\$ 54,646.62
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Online Survey			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
RED HILL GROUP, INC. — TOTAL COST FOR TASK 2			\$ 54,646.62
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.28 Task 3 – Stratification
Red Hill Group, Inc.

Task 3 - Stratification			
SUBCONTRACTOR: <u>RED HILL GROUP, INC.</u>			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark McCourt - Principal	174	\$ 170.02	\$ 29,583.48
Judith Fairweather McCourt - Principal	0	\$ 141.68	\$ -
Sudaryanto (Ryan) Mak - Research Analyst	0	\$ 69.55	\$ -
Casey Ward - Research Analyst	236	\$ 62.08	\$ 14,650.88
Doris Dialogu - Graphic Designer	0	\$ 62.08	\$ -
John Slocovich - Operations Manager	0	\$ 51.52	\$ -
O'Berry - Call Center Supervisor	0	\$ 51.52	\$ -
Phone Supervisor - Category 8	0	\$ 41.22	\$ -
Phone Surveyor - Category 9	0	\$ 41.22	\$ -
Sub Total—LABOR COST	410		\$ 44,234.36
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Online Survey			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
RED HILL GROUP, INC. — TOTAL COST FOR TASK 3			\$ 44,234.36
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.29 Task 4 – Outreach
Red Hill Group, Inc.

Task 4 - Outreach			
SUBCONTRACTOR: RED HILL GROUP, INC.			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark McCourt - Principal	0	\$ 170.02	\$ -
Judith Fairweather McCourt - Principal	0	\$ 141.68	\$ -
Sudaryanto (Ryan) Mak - Research Analyst	0	\$ 69.55	\$ -
Casey Ward - Research Analyst	0	\$ 62.08	\$ -
Doris Dialogu - Graphic Designer	0	\$ 62.08	\$ -
John Slocovich - Operations Manager	0	\$ 51.52	\$ -
O'Berry - Call Center Supervisor	0	\$ 51.52	\$ -
Phone Supervisor - Category 8	0	\$ 41.22	\$ -
Phone Surveyor - Category 9	0	\$ 41.22	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Online Survey			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
RED HILL GROUP, INC. — TOTAL COST FOR TASK 4			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.30 Task 5 – Define a Completed Survey
Red Hill Group, Inc.

Task 5 - Define a Completed Survey			
SUBCONTRACTOR: RED HILL GROUP, INC.			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark McCourt - Principal	16	\$ 170.02	\$ 2,720.32
Judith Fairweather McCourt - Principal	0	\$ 141.68	\$ -
Sudaryanto (Ryan) Mak - Research Analyst	0	\$ 69.55	\$ -
Casey Ward - Research Analyst	0	\$ 62.08	\$ -
Doris Dialogu - Graphic Designer	0	\$ 62.08	\$ -
John Slocovich - Operations Manager	0	\$ 51.52	\$ -
O'Berry - Call Center Supervisor	0	\$ 51.52	\$ -
Phone Supervisor - Category 8	0	\$ 41.22	\$ -
Phone Surveyor - Category 9	0	\$ 41.22	\$ -
Sub Total—LABOR COST	16		\$ 2,720.32
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Online Survey			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
RED HILL GROUP, INC. — TOTAL COST FOR TASK 5			\$ 2,720.32
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.31 Task 6 – Survey Implementation
Red Hill Group, Inc.

Task 6 - Survey Implementation			
SUBCONTRACTOR: RED HILL GROUP, INC.			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark McCourt - Principal	282	\$ 170.02	\$ 47,945.64
Judith Fairweather McCourt - Principal	220	\$ 141.68	\$ 31,169.60
Sudaryanto (Ryan) Mak - Research Analyst	64	\$ 69.55	\$ 4,451.20
Casey Ward - Research Analyst	735	\$ 62.08	\$ 45,628.80
Doris Dialogu - Graphic Designer	24	\$ 62.08	\$ 1,489.92
John Slocovich - Operations Manager	666	\$ 51.52	\$ 34,312.32
O'Berry - Call Center Supervisor	402	\$ 51.52	\$ 20,711.04
Phone Supervisor - Category 8	4426	\$ 41.22	\$ 182,439.72
Phone Surveyor - Category 9	41378	\$ 41.22	\$ 1,705,601.16
Sub Total—LABOR COST	48197		\$ 2,073,749.40
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Online Survey			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
RED HILL GROUP, INC. — TOTAL COST FOR TASK 6			\$ 2,073,749.40
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.32 Task 7 – Mail House Subcontracting
Red Hill Group, Inc.

Task 7 - Mail House Subcontracting			
SUBCONTRACTOR: <u>RED HILL GROUP, INC.</u>			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark McCourt - Principal	0	\$ 170.02	\$ -
Judith Fairweather McCourt - Principal	0	\$ 141.68	\$ -
Sudaryanto (Ryan) Mak - Research Analyst	0	\$ 69.55	\$ -
Casey Ward - Research Analyst	0	\$ 62.08	\$ -
Doris Dialogu - Graphic Designer	0	\$ 62.08	\$ -
John Slocovich - Operations Manager	0	\$ 51.52	\$ -
O'Berry - Call Center Supervisor	0	\$ 51.52	\$ -
Phone Supervisor - Category 8	0	\$ 41.22	\$ -
Phone Surveyor - Category 9	0	\$ 41.22	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Online Survey			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
RED HILL GROUP, INC. — TOTAL COST FOR TASK 7			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.33 Task 8 – Incentives
Red Hill Group, Inc.

Task 8 - Incentives			
SUBCONTRACTOR: RED HILL GROUP, INC.			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark McCourt - Principal	8	\$ 170.02	\$ 1,360.16
Judith Fairweather McCourt - Principal	0	\$ 141.68	\$ -
Sudaryanto (Ryan) Mak - Research Analyst	0	\$ 69.55	\$ -
Casey Ward - Research Analyst	0	\$ 62.08	\$ -
Doris Dialogu - Graphic Designer	0	\$ 62.08	\$ -
John Slocovich - Operations Manager	0	\$ 51.52	\$ -
O'Berry - Call Center Supervisor	0	\$ 51.52	\$ -
Phone Supervisor - Category 8	0	\$ 41.22	\$ -
Phone Surveyor - Category 9	0	\$ 41.22	\$ -
Sub Total—LABOR COST	8		\$ 1,360.16
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Online Survey			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
RED HILL GROUP, INC. — TOTAL COST FOR TASK 8			\$ 1,360.16
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.34 Task 9 – Data Validation and Expansion
Red Hill Group, Inc.

Task 9 - Data Validation and Expansion			
SUBCONTRACTOR: RED HILL GROUP, INC.			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark McCourt - Principal	84	\$ 170.02	\$ 14,281.68
Judith Fairweather McCourt - Principal	40	\$ 141.68	\$ 5,667.20
Sudaryanto (Ryan) Mak - Research Analyst	160	\$ 69.55	\$ 11,128.00
Casey Ward - Research Analyst	0	\$ 62.08	\$ -
Doris Dialogu - Graphic Designer	0	\$ 62.08	\$ -
John Slocovich - Operations Manager	700	\$ 51.52	\$ 36,064.00
O'Berry - Call Center Supervisor	700	\$ 51.52	\$ 36,064.00
Phone Supervisor - Category 8	0	\$ 41.22	\$ -
Phone Surveyor - Category 9	0	\$ 41.22	\$ -
Sub Total—LABOR COST	1684		\$ 103,204.88
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Online Survey			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
RED HILL GROUP, INC. — TOTAL COST FOR TASK 9			\$ 103,204.88
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.35 Task 10 – Data Analysis
Red Hill Group, Inc.

Task 10 - Data Analysis			
SUBCONTRACTOR: RED HILL GROUP, INC.			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark McCourt - Principal	0	\$ 170.02	\$ -
Judith Fairweather McCourt - Principal	0	\$ 141.68	\$ -
Sudaryanto (Ryan) Mak - Research Analyst	0	\$ 69.55	\$ -
Casey Ward - Research Analyst	0	\$ 62.08	\$ -
Doris Dialogu - Graphic Designer	0	\$ 62.08	\$ -
John Slocovich - Operations Manager	0	\$ 51.52	\$ -
O'Berry - Call Center Supervisor	0	\$ 51.52	\$ -
Phone Supervisor - Category 8	0	\$ 41.22	\$ -
Phone Surveyor - Category 9	0	\$ 41.22	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Online Survey			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
RED HILL GROUP, INC. — TOTAL COST FOR TASK 10			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.36 Task 11 – Develop Database and Monitoring Tool
Red Hill Group, Inc.

Task 11 - Develop Database and Monitoring Tool			
SUBCONTRACTOR: <u>RED HILL GROUP, INC.</u>			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark McCourt - Principal	28	\$ 170.02	\$ 4,760.56
Judith Fairweather McCourt - Principal	60	\$ 141.68	\$ 8,500.80
Sudaryanto (Ryan) Mak - Research Analyst	144	\$ 69.55	\$ 10,015.20
Casey Ward - Research Analyst	0	\$ 62.08	\$ -
Doris Dialogu - Graphic Designer	0	\$ 62.08	\$ -
John Slocovich - Operations Manager	0	\$ 51.52	\$ -
O'Berry - Call Center Supervisor	0	\$ 51.52	\$ -
Phone Supervisor - Category 8	0	\$ 41.22	\$ -
Phone Surveyor - Category 9	0	\$ 41.22	\$ -
Sub Total—LABOR COST	232		\$ 23,276.56
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Online Survey			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
RED HILL GROUP, INC. — TOTAL COST FOR TASK 11			\$ 23,276.56
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.37 Task 12 – Final Report
Red Hill Group, Inc.

Task 12 - Final Report			
SUBCONTRACTOR: <u>RED HILL GROUP, INC.</u>			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark McCourt - Principal	40	\$ 170.02	\$ 6,800.80
Judith Fairweather McCourt - Principal	0	\$ 141.68	\$ -
Sudaryanto (Ryan) Mak - Research Analyst	60	\$ 69.55	\$ 4,173.00
Casey Ward - Research Analyst	0	\$ 62.08	\$ -
Doris Dialogu - Graphic Designer	0	\$ 62.08	\$ -
John Slocovich - Operations Manager	0	\$ 51.52	\$ -
O'Berry - Call Center Supervisor	0	\$ 51.52	\$ -
Phone Supervisor - Category 8	0	\$ 41.22	\$ -
Phone Surveyor - Category 9	0	\$ 41.22	\$ -
Sub Total—LABOR COST	100		\$ 10,973.80
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Online Survey			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
RED HILL GROUP, INC. — TOTAL COST FOR TASK 12			\$ 10,973.80
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.38 Task 1 – Project Management
American Transportation Research Institute

Task 1 - Project Management			
SUBCONTRACTOR: AMERICAN TRANSPORTATION RESEARCH INSTITUTE			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Dan Murray - Project Lead	10	\$ 197.17	\$ 1,971.70
Jeff Short - Sr. GPS Analyst	0	\$ 133.78	\$ -
Ford Torrey - Ressearch Associate	0	\$ 63.34	\$ -
Carla Rose - Research Assistant	0	\$ 58.95	\$ -
Matt Johnson - Research Analyst	0	\$ 52.14	\$ -
Sub Total—LABOR COST	10		\$ 1,971.70
DIRECT COSTS (Except Labor)			
Travel			\$ 1,956
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ 1,956
ATRI - TOTAL COST FOR TASK 1			\$ 3,927.70
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.39 Task 2 – Survey Design
American Transportation Research Institute

Task 2 - Survey Design			
SUBCONTRACTOR: AMERICAN TRANSPORTATION RESEARCH INSTITUTE			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Dan Murray - Project Lead	70	\$ 197.17	\$ 13,801.90
Jeff Short - Sr. GPS Analyst	70	\$ 133.78	\$ 9,364.60
Ford Torrey - Ressearch Associate	60	\$ 63.34	\$ 3,800.40
Carla Rose - Research Assistant	0	\$ 58.95	\$ -
Matt Johnson - Research Analyst	30	\$ 52.14	\$ 1,564.20
Sub Total—LABOR COST	230		\$ 28,531.10
DIRECT COSTS (Except Labor)			
Travel			\$ 3,912
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ 3,912
ATRI - TOTAL COST FOR TASK 2			\$ 32,443.10
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.40 Task 3 – Stratification
American Transportation Research Institute

Task 3 - Stratification			
SUBCONTRACTOR: AMERICAN TRANSPORTATION RESEARCH INSTITUTE			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Dan Murray - Project Lead	20	\$ 197.17	\$ 3,943.40
Jeff Short - Sr. GPS Analyst	0	\$ 133.78	\$ -
Ford Torrey - Ressearch Associate	40	\$ 63.34	\$ 2,533.60
Carla Rose - Research Assistant	0	\$ 58.95	\$ -
Matt Johnson - Research Analyst	40	\$ 52.14	\$ 2,085.60
Sub Total—LABOR COST	100		\$ 8,562.60
DIRECT COSTS (Except Labor)			
Travel			\$ 3,912
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ 3,912
ATRI - TOTAL COST FOR TASK 3			\$ 12,474.60
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.41 Task 4 – Outreach
American Transportation Research Institute

Task 4 - Outreach			
SUBCONTRACTOR: AMERICAN TRANSPORTATION RESEARCH INSTITUTE			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Dan Murray - Project Lead	50	\$ 197.17	\$ 9,858.50
Jeff Short - Sr. GPS Analyst	0	\$ 133.78	\$ -
Ford Torrey - Ressearch Associate	25	\$ 63.34	\$ 1,583.50
Carla Rose - Research Assistant	160	\$ 58.95	\$ 9,432.00
Matt Johnson - Research Analyst	25	\$ 52.14	\$ 1,303.50
Sub Total—LABOR COST	260		\$ 22,177.50
DIRECT COSTS (Except Labor)			
Travel			\$ 7,824
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ 7,824
ATRI - TOTAL COST FOR TASK 4			\$ 30,001.50
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.42 Task 5 – Define a Completed Survey
American Transportation Research Institute

Task 5 - Define a Completed Survey			
SUBCONTRACTOR: AMERICAN TRANSPORTATION RESEARCH INSTITUTE			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Dan Murray - Project Lead	0	\$ 197.17	\$ -
Jeff Short - Sr. GPS Analyst	0	\$ 133.78	\$ -
Ford Torrey - Research Associate	0	\$ 63.34	\$ -
Carla Rose - Research Assistant	0	\$ 58.95	\$ -
Matt Johnson - Research Analyst	0	\$ 52.14	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
ATRI - TOTAL COST FOR TASK 5			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.43 Task 6 – Survey Implementation
American Transportation Research Institute

Task 6 - Survey Implementation			
SUBCONTRACTOR: AMERICAN TRANSPORTATION RESEARCH INSTITUTE			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Dan Murray - Project Lead	0	\$ 197.17	\$ -
Jeff Short - Sr. GPS Analyst	0	\$ 133.78	\$ -
Ford Torrey - Ressearch Associate	0	\$ 63.34	\$ -
Carla Rose - Research Assistant	0	\$ 58.95	\$ -
Matt Johnson - Research Analyst	0	\$ 52.14	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
ATRI - TOTAL COST FOR TASK 6			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.44 Task 7 – Mail House Subcontracting
American Transportation Research Institute

Task 7 - Mail House Subcontracting			
SUBCONTRACTOR: AMERICAN TRANSPORTATION RESEARCH INSTITUTE			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Dan Murray - Project Lead	0	\$ 197.17	\$ -
Jeff Short - Sr. GPS Analyst	0	\$ 133.78	\$ -
Ford Torrey - Ressearch Associate	0	\$ 63.34	\$ -
Carla Rose - Research Assistant	0	\$ 58.95	\$ -
Matt Johnson - Research Analyst	0	\$ 52.14	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
ATRI - TOTAL COST FOR TASK 7			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.45 Task 8 – Incentives
American Transportation Research Institute

Task 8 - Incentives			
SUBCONTRACTOR: AMERICAN TRANSPORTATION RESEARCH INSTITUTE			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Dan Murray - Project Lead	0	\$ 197.17	\$ -
Jeff Short - Sr. GPS Analyst	0	\$ 133.78	\$ -
Ford Torrey - Ressearch Associate	0	\$ 63.34	\$ -
Carla Rose - Research Assistant	0	\$ 58.95	\$ -
Matt Johnson - Research Analyst	0	\$ 52.14	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
ATRI - TOTAL COST FOR TASK 8			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.46 Task 9 – Data Validation and Expansion
American Transportation Research Institute

Task 9 - Data Validation and Expansion			
SUBCONTRACTOR: AMERICAN TRANSPORTATION RESEARCH INSTITUTE			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Dan Murray - Project Lead	0	\$ 197.17	\$ -
Jeff Short - Sr. GPS Analyst	0	\$ 133.78	\$ -
Ford Torrey - Ressearch Associate	0	\$ 63.34	\$ -
Carla Rose - Research Assistant	0	\$ 58.95	\$ -
Matt Johnson - Research Analyst	0	\$ 52.14	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
ATRI - TOTAL COST FOR TASK 9			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fec/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.47 Task 10 – Data Analysis
American Transportation Research Institute

Task 10 - Data Analysis			
SUBCONTRACTOR: AMERICAN TRANSPORTATION RESEARCH INSTITUTE			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Dan Murray - Project Lead	20	\$ 197.17	\$ 3,943.40
Jeff Short - Sr. GPS Analyst	20	\$ 133.78	\$ 2,675.60
Ford Torrey - Ressearch Associate	20	\$ 63.34	\$ 1,266.80
Carla Rose - Research Assistant	0	\$ 58.95	\$ -
Matt Johnson - Research Analyst	0	\$ 52.14	\$ -
Sub Total—LABOR COST	60		\$ 7,885.80
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
ATRI - TOTAL COST FOR TASK 10			\$ 7,885.80
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.48 Task 11 – Develop Database and Monitoring Tool
American Transportation Research Institute

Task 11 - Develop Database and Monitoring Tool			
SUBCONTRACTOR: AMERICAN TRANSPORTATION RESEARCH INSTITUTE			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Dan Murray - Project Lead	0	\$ 197.17	\$ -
Jeff Short - Sr. GPS Analyst	0	\$ 133.78	\$ -
Ford Torrey - Ressearch Associate	0	\$ 63.34	\$ -
Carla Rose - Research Assistant	0	\$ 58.95	\$ -
Matt Johnson - Research Analyst	0	\$ 52.14	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
ATRI - TOTAL COST FOR TASK 11			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.49 Task 12 – Final Report
American Transportation Research Institute

Task 12 - Final Report			
SUBCONTRACTOR: AMERICAN TRANSPORTATION RESEARCH INSTITUTE			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Dan Murray - Project Lead	0	\$ 197.17	\$ -
Jeff Short - Sr. GPS Analyst	0	\$ 133.78	\$ -
Ford Torrey - Ressearch Associate	0	\$ 63.34	\$ -
Carla Rose - Research Assistant	0	\$ 58.95	\$ -
Matt Johnson - Research Analyst	0	\$ 52.14	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
RED HILL GROUP, INC. — TOTAL COST FOR TASK 12			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.50 Task 1 – Project Management
Calstart

Task 1 - Project Management			
SUBCONTRACTOR: <u>CALSTART</u>			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Bill Van Amburg - Sr. Manager/Executive	0	\$ 478.00	\$ -
Michael Ippoliti - Sr. Program Manager	0	\$ 297.00	\$ -
Jasna Tomic - Sr. Program Manager	0	\$ 297.00	\$ -
Tom Brotherton - Sr. Program Manager	0	\$ 297.00	\$ -
Jean-Baptiste Gallo - Program Manager	0	\$ 265.00	\$ -
Mary Kathryn Campbell - Manager	0	\$ 177.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
WESTSTART - CALSTART - TOTAL COST FOR TASK 1			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.51 Task 2 – Survey Design
Calstart

Task 2 - Survey Design			
SUBCONTRACTOR: CALSTART			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Bill Van Amburg - Sr. Manager/Executive	0	\$ 478.00	\$ -
Michael Ippoliti - Sr. Program Manager	0	\$ 297.00	\$ -
Jasna Tomic - Sr. Program Manager	0	\$ 297.00	\$ -
Tom Brotherton - Sr. Program Manager	0	\$ 297.00	\$ -
Jean-Baptiste Gallo - Program Manager	0	\$ 265.00	\$ -
Mary Kathryn Campbell - Manager	0	\$ 177.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
WESTSTART - CALSTART - TOTAL COST FOR TASK 2			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.52 Task 3 – Stratification
Calstart

Task 3 - Stratification			
SUBCONTRACTOR: CALSTART			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Bill Van Amburg - Sr. Manager/Executive	0	\$ 478.00	\$ -
Michael Ippoliti - Sr. Program Manager	0	\$ 297.00	\$ -
Jasna Tomic - Sr. Program Manager	0	\$ 297.00	\$ -
Tom Brotherton - Sr. Program Manager	0	\$ 297.00	\$ -
Jean-Baptiste Gallo - Program Manager	0	\$ 265.00	\$ -
Mary Kathryn Campbell - Manager	0	\$ 177.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
WESTSTART - CALSTART - TOTAL COST FOR TASK 3			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.53 Task 4 – Outreach
Calstart

Task 4 - Outreach			
SUBCONTRACTOR: CALSTART			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Bill Van Amburg - Sr. Manager/Executive	0	\$ 478.00	\$ -
Michael Ippoliti - Sr. Program Manager	0	\$ 297.00	\$ -
Jasna Tomic - Sr. Program Manager	0	\$ 297.00	\$ -
Tom Brotherton - Sr. Program Manager	0	\$ 297.00	\$ -
Jean-Baptiste Gallo - Program Manager	0	\$ 265.00	\$ -
Mary Kathryn Campbell - Manager	0	\$ 177.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
WESTSTART - CALSTART - TOTAL COST FOR TASK 4			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.54 Task 5 – Define a Completed Survey
Calstart

Task 5 - Define a Completed Survey			
SUBCONTRACTOR: CALSTART			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Bill Van Amburg - Sr. Manager/Executive	0	\$ 478.00	\$ -
Michael Ippoliti - Sr. Program Manager	0	\$ 297.00	\$ -
Jasna Tomic - Sr. Program Manager	0	\$ 297.00	\$ -
Tom Brotherton - Sr. Program Manager	0	\$ 297.00	\$ -
Jean-Baptiste Gallo - Program Manager	0	\$ 265.00	\$ -
Mary Kathryn Campbell - Manager	0	\$ 177.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
WESTSTART - CALSTART - TOTAL COST FOR TASK 5			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.55 Task 6 – Survey Implementation
Calstart

Task 6 - Survey Implementation			
SUBCONTRACTOR: CALSTART			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Bill Van Amburg - Sr. Manager/Executive	91	\$ 478.00	\$ 43,498.00
Michael Ippoliti - Sr. Program Manager	150	\$ 297.00	\$ 44,550.00
Jasna Tomic - Sr. Program Manager	168	\$ 297.00	\$ 49,896.00
Tom Brotherton - Sr. Program Manager	80	\$ 297.00	\$ 23,760.00
Jean-Baptiste Gallo - Program Manager	570	\$ 265.00	\$ 151,050.00
Mary Kathryn Campbell - Manager	200	\$ 177.00	\$ 35,400.00
Sub Total—LABOR COST	1609		\$ 397,154.00
DIRECT COSTS (Except Labor)			
Travel			\$ 6,270
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ 684
Other			\$ 307,800
Other			\$ 150,708
Sub Total—DIRECT COSTS			\$ 465,462
WESTSTART - CALSTART - TOTAL COST FOR TASK 6			\$ 862,616.00
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.56 Task 7 – Mail House Subcontracting
Calstart

Task 7 - Mail House Subcontracting			
SUBCONTRACTOR: CALSTART			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Bill Van Amburg - Sr. Manager/Executive	0	\$ 478.00	\$ -
Michael Ippoliti - Sr. Program Manager	0	\$ 297.00	\$ -
Jasna Tomic - Sr. Program Manager	0	\$ 297.00	\$ -
Tom Brotherton - Sr. Program Manager	0	\$ 297.00	\$ -
Jean-Baptiste Gallo - Program Manager	0	\$ 265.00	\$ -
Mary Kathryn Campbell - Manager	0	\$ 177.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
WESTSTART - CALSTART - TOTAL COST FOR TASK 7			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.57 Task 8 – Incentives
Calstart

Task 8 - Incentives			
SUBCONTRACTOR: CALSTART			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Bill Van Amburg - Sr. Manager/Executive	0	\$ 478.00	\$ -
Michael Ippoliti - Sr. Program Manager	0	\$ 297.00	\$ -
Jasna Tomic - Sr. Program Manager	0	\$ 297.00	\$ -
Tom Brotherton - Sr. Program Manager	0	\$ 297.00	\$ -
Jean-Baptiste Gallo - Program Manager	0	\$ 265.00	\$ -
Mary Kathryn Campbell - Manager	0	\$ 177.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
WESTSTART - CALSTART - TOTAL COST FOR TASK 8			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.58 Task 9 – Data Validation and Expansion
Calstart

Task 9 - Data Validation and Expansion			
SUBCONTRACTOR: CALSTART			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Bill Van Amburg - Sr. Manager/Executive	0	\$ 478.00	\$ -
Michael Ippoliti - Sr. Program Manager	0	\$ 297.00	\$ -
Jasna Tomic - Sr. Program Manager	0	\$ 297.00	\$ -
Tom Brotherton - Sr. Program Manager	0	\$ 297.00	\$ -
Jean-Baptiste Gallo - Program Manager	0	\$ 265.00	\$ -
Mary Kathryn Campbell - Manager	0	\$ 177.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
WESTSTART - CALSTART - TOTAL COST FOR TASK 9			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.59 Task 10 – Data Analysis
Calstart

Task 10 - Data Analysis			
SUBCONTRACTOR: CALSTART			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Bill Van Amburg - Sr. Manager/Executive	0	\$ 478.00	\$ -
Michael Ippoliti - Sr. Program Manager	50	\$ 297.00	\$ 14,850.00
Jasna Tomic - Sr. Program Manager	54	\$ 297.00	\$ 16,038.00
Tom Brotherton - Sr. Program Manager	0	\$ 297.00	\$ -
Jean-Baptiste Gallo - Program Manager	330	\$ 265.00	\$ 87,450.00
Mary Kathryn Campbell - Manager	0	\$ 177.00	\$ -
Sub Total—LABOR COST	1284		\$ 237,338.00
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
WESTSTART - CALSTART - TOTAL COST FOR TASK 10			\$ 237,338.00
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.60 Task 11 – Develop Database and Monitoring Tool
Calstart

Task 11 - Develop Database and Monitoring Tool			
SUBCONTRACTOR: CALSTART			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Bill Van Amburg - Sr. Manager/Executive	0	\$ 478.00	\$ -
Michael Ippoliti - Sr. Program Manager	0	\$ 297.00	\$ -
Jasna Tomic - Sr. Program Manager	0	\$ 297.00	\$ -
Tom Brotherton - Sr. Program Manager	0	\$ 297.00	\$ -
Jean-Baptiste Gallo - Program Manager	0	\$ 265.00	\$ -
Mary Kathryn Campbell - Manager	0	\$ 177.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
WESTSTART - CALSTART - TOTAL COST FOR TASK 11			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.61 Task 12 – Final Report
Calstart

Task 12 - Final Report			
SUBCONTRACTOR: CALSTART			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Bill Van Amburg - Sr. Manager/Executive	0	\$ 478.00	\$ -
Michael Ippoliti - Sr. Program Manager	0	\$ 297.00	\$ -
Jasna Tomic - Sr. Program Manager	0	\$ 297.00	\$ -
Tom Brotherton - Sr. Program Manager	0	\$ 297.00	\$ -
Jean-Baptiste Gallo - Program Manager	0	\$ 265.00	\$ -
Mary Kathryn Campbell - Manager	0	\$ 177.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
WESTSTART - CALSTART - TOTAL COST FOR TASK 12			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.62 Task 1 – Project Management
Olsson Associates

Task 1 - Project Management			
SUBCONTRACTOR: <u>OLSSON ASSOCIATES</u>			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark Berndt - Sr. Freight Planner	0	\$ 266.94	\$ -
Clyde Prem - Sr. Planner/Modeler	0	\$ 220.61	\$ -
Lisa Raduenz - Sr. Planner	0	\$ 149.08	\$ -
Tom Worker-Braddock - Planner	0	\$ 100.74	\$ -
Paul Frank - Freight Planner/EIT	0	\$ 68.21	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
OLSSON ASSOCIATES - TOTAL COST FOR TASK 1			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.63 Task 2 – Survey Design
Olsson Associates

Task 2 - Survey Design			
SUBCONTRACTOR: OLSSON ASSOCIATES			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark Berndt - Sr. Freight Planner	0	\$ 266.94	\$ -
Clyde Prem - Sr. Planner/Modeler	0	\$ 220.61	\$ -
Lisa Raduenz - Sr. Planner	0	\$ 149.08	\$ -
Tom Worker-Braddock - Planner	0	\$ 100.74	\$ -
Paul Frank - Freight Planner/EIT	0	\$ 68.21	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
OLSSON ASSOCIATES - TOTAL COST FOR TASK 2			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.64 Task 3 – Stratification
Olsson Associates

Task 3 - Stratification			
SUBCONTRACTOR: OLSSON ASSOCIATES			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark Berndt - Sr. Freight Planner	0	\$ 266.94	\$ -
Clyde Prem - Sr. Planner/Modeler	0	\$ 220.61	\$ -
Lisa Raduenz - Sr. Planner	0	\$ 149.08	\$ -
Tom Worker-Braddock - Planner	0	\$ 100.74	\$ -
Paul Frank - Freight Planner/EIT	0	\$ 68.21	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
OLSSON ASSOCIATES - TOTAL COST FOR TASK 3			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.65 Task 4 – Outreach
Olsson Associates

Task 4 - Outreach			
SUBCONTRACTOR: OLSSON ASSOCIATES			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark Berndt - Sr. Freight Planner	40	\$ 266.94	\$ 10,677.60
Clyde Prem - Sr. Planner/Modeler	0	\$ 220.61	\$ -
Lisa Raduenz - Sr. Planner	40	\$ 149.08	\$ 5,963.20
Tom Worker-Braddock - Planner	20	\$ 100.74	\$ 2,014.80
Paul Frank - Freight Planner/EIT	20	\$ 68.21	\$ 1,364.20
Sub Total—LABOR COST	120		\$ 20,019.80
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
OLSSON ASSOCIATES - TOTAL COST FOR TASK 4			\$ 20,019.80
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non-represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.66 Task 5 – Define a Completed Survey
Olsson Associates

Task 5 - Define a Completed Survey			
SUBCONTRACTOR: OLSSON ASSOCIATES			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark Berndt - Sr. Freight Planner	0	\$ 266.94	\$ -
Clyde Prem - Sr. Planner/Modeler	0	\$ 220.61	\$ -
Lisa Raduenz - Sr. Planner	0	\$ 149.08	\$ -
Tom Worker-Braddock - Planner	0	\$ 100.74	\$ -
Paul Frank - Freight Planner/EIT	0	\$ 68.21	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
OLSSON ASSOCIATES - TOTAL COST FOR TASK 5			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.67 Task 6 – Survey Implementation
Olsson Associates

Task 6 - Survey Implementation			
SUBCONTRACTOR: OLSSON ASSOCIATES			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark Berndt - Sr. Freight Planner	0	\$ 266.94	\$ -
Clyde Prem - Sr. Planner/Modeler	0	\$ 220.61	\$ -
Lisa Raduenz - Sr. Planner	0	\$ 149.08	\$ -
Tom Worker-Braddock - Planner	0	\$ 100.74	\$ -
Paul Frank - Freight Planner/EIT	0	\$ 68.21	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
OLSSON ASSOCIATES - TOTAL COST FOR TASK 6			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.68 Task 7 – Mail House Subcontracting
Olsson Associates

Task 7 - Mail House Subcontracting			
SUBCONTRACTOR: OLSSON ASSOCIATES			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark Berndt - Sr. Freight Planner	0	\$ 266.94	\$ -
Clyde Prem - Sr. Planner/Modeler	0	\$ 220.61	\$ -
Lisa Raduenz - Sr. Planner	0	\$ 149.08	\$ -
Tom Worker-Braddock - Planner	0	\$ 100.74	\$ -
Paul Frank - Freight Planner/EIT	0	\$ 68.21	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
OLSSON ASSOCIATES - TOTAL COST FOR TASK 7			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.69 Task 8 – Incentives
Olsson Associates

Task 8 - Incentives			
SUBCONTRACTOR: OLSSON ASSOCIATES			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark Berndt - Sr. Freight Planner	0	\$ 266.94	\$ -
Clyde Prem - Sr. Planner/Modeler	0	\$ 220.61	\$ -
Lisa Raduenz - Sr. Planner	0	\$ 149.08	\$ -
Tom Worker-Braddock - Planner	0	\$ 100.74	\$ -
Paul Frank - Freight Planner/EIT	0	\$ 68.21	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
OLSSON ASSOCIATES - TOTAL COST FOR TASK 8			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.70 Task 9 – Data Validation and Expansion
Olsson Associates

Task 9 - Data Validation and Expansion			
SUBCONTRACTOR: OLSSON ASSOCIATES			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark Berndt - Sr. Freight Planner	0	\$ 266.94	\$ -
Clyde Prem - Sr. Planner/Modeler	0	\$ 220.61	\$ -
Lisa Raduenz - Sr. Planner	0	\$ 149.08	\$ -
Tom Worker-Braddock - Planner	0	\$ 100.74	\$ -
Paul Frank - Freight Planner/EIT	0	\$ 68.21	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
OLSSON ASSOCIATES - TOTAL COST FOR TASK 9			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.71 Task 10 – Data Analysis
Olsson Associates

Task 10 - Data Analysis			
SUBCONTRACTOR: OLSSON ASSOCIATES			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark Berndt - Sr. Freight Planner	80	\$ 266.94	\$ 21,355.20
Clyde Prem - Sr. Planner/Modeler	100	\$ 220.61	\$ 22,061.00
Lisa Raduenz - Sr. Planner	0	\$ 149.08	\$ -
Tom Worker-Braddock - Planner	0	\$ 100.74	\$ -
Paul Frank - Freight Planner/EIT	0	\$ 68.21	\$ -
Sub Total—LABOR COST	180		\$ 43,416.20
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
OLSSON ASSOCIATES - TOTAL COST FOR TASK 10			\$ 43,416.20
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.72 Task 11 – Develop Database and Monitoring Tool
Olsson Associates

Task 11 - Develop Database and Monitoring Tool			
SUBCONTRACTOR: OLSSON ASSOCIATES			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark Berndt - Sr. Freight Planner	0	\$ 266.94	\$ -
Clyde Prem - Sr. Planner/Modeler	0	\$ 220.61	\$ -
Lisa Raduenz - Sr. Planner	0	\$ 149.08	\$ -
Tom Worker-Braddock - Planner	0	\$ 100.74	\$ -
Paul Frank - Freight Planner/EIT	0	\$ 68.21	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
OLSSON ASSOCIATES - TOTAL COST FOR TASK 11			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.73 Task 12 – Final Report
Olsson Associates

Task 12 - Final Report			
SUBCONTRACTOR: OLSSON ASSOCIATES			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Mark Berndt - Sr. Freight Planner	0	\$ 266.94	\$ -
Clyde Prem - Sr. Planner/Modeler	0	\$ 220.61	\$ -
Lisa Raduenz - Sr. Planner	0	\$ 149.08	\$ -
Tom Worker-Braddock - Planner	0	\$ 100.74	\$ -
Paul Frank - Freight Planner/EIT	0	\$ 68.21	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
OLSSON ASSOCIATES - TOTAL COST FOR TASK 12			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.74 Task 1 – Project Management
Fehr and Peers

Task 1 - Project Management			
SUBCONTRACTOR: <u>FEHR AND PEERS</u>			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Fatemeh Ranaiefar - Survey Advisor	0	\$ 125.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
FEERS & PEERS ASSOC. - TOTAL COST FOR TASK 1			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.75 Task 2 – Survey Design
Fehr and Peers

Task 2 - Survey Design			
SUBCONTRACTOR: FEHR AND PEERS			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Fatemeh Ranaiefar - Survey Advisor	80	\$ 125.00	\$ 10,000.00
Sub Total—LABOR COST	80		\$ 10,000.00
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
FEERS & PEERS ASSOC. - TOTAL COST FOR TASK 2			\$ 10,000.00
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.76 Task 3 – Stratification
Fehr and Peers

Task 3 - Stratification			
SUBCONTRACTOR: FEHR AND PEERS			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Fatemeh Ranaiefar - Survey Advisor	31	\$ 125.00	\$ 3,875.00
Sub Total—LABOR COST	31		\$ 3,875.00
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
FEERS & PEERS ASSOC. - TOTAL COST FOR TASK 3			\$ 3,875.00
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.77 Task 4 – Outreach
Fehr and Peers

Task 4 - Outreach			
SUBCONTRACTOR: FEHR AND PEERS			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Fatemeh Ranaiefar - Survey Advisor	0	\$ 125.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
FEERS & PEERS ASSOC. - TOTAL COST FOR TASK 4			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.78 Task 5 – Define a Completed Survey
Fehr and Peers

Task 5 - Define a Completed Survey			
SUBCONTRACTOR: FEHR AND PEERS			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Fatemeh Ranaiefar - Survey Advisor	0	\$ 125.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
FEERS & PEERS ASSOC. - TOTAL COST FOR TASK 5			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.79 Task 6 – Survey Implementation
Fehr and Peers

Task 6 - Survey Implementation			
SUBCONTRACTOR: FEHR AND PEERS			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Fatemeh Ranaiefar - Survey Advisor	0	\$ 125.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
FEERS & PEERS ASSOC. - TOTAL COST FOR TASK 6			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.80 Task 7 – Mail House Subcontracting
Fehr and Peers

Task 7 - Mail House Subcontracting			
SUBCONTRACTOR: FEHR AND PEERS			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Fatemeh Ranaiefar - Survey Advisor	0	\$ 125.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
FEERS & PEERS ASSOC. - TOTAL COST FOR TASK 7			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.81 Task 8 – Incentives
Fehr and Peers

Task 8 - Incentives			
SUBCONTRACTOR: FEHR AND PEERS			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Fatemeh Ranaiefar - Survey Advisor	8	\$ 125.00	\$ 1,000.00
Sub Total—LABOR COST	8		\$ 1,000.00
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
FEERS & PEERS ASSOC. - TOTAL COST FOR TASK 8			\$ 1,000.00
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.82 Task 9 – Data Validation and Expansion
Fehr and Peers

Task 9 - Data Validation and Expansion			
SUBCONTRACTOR: FEHR AND PEERS			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Fatemeh Ranaiefar - Survey Advisor	0	\$ 125.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
FEERS & PEERS ASSOC. - TOTAL COST FOR TASK 9			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.83 Task 10 – Data Analysis
Fehr and Peers

Task 10 - Data Analysis			
SUBCONTRACTOR: FEHR AND PEERS			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Fatemeh Ranaiefar - Survey Advisor	0	\$ 125.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
FEERS & PEERS ASSOC. - TOTAL COST FOR TASK 10			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.84 Task 11 – Develop Database and Monitoring Tool
Fehr and Peers

Task 11 - Develop Database and Monitoring Tool			
SUBCONTRACTOR: FEHR AND PEERS			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Fatemeh Ranaiefar - Survey Advisor	0	\$ 125.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
FEERS & PEERS ASSOC. - TOTAL COST FOR TASK 11			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

Table 1.85 Task 12 – Final Report
Fehr and Peers

Task 12 - Final Report			
SUBCONTRACTOR: FEHR AND PEERS			
LABOR COSTS			
List Names and Titles That Apply	HOURS	RATE*	TOTAL
Fatemeh Ranaiefar - Survey Advisor	0	\$ 125.00	\$ -
Sub Total—LABOR COST	0		\$ -
DIRECT COSTS (Except Labor)			
Travel			\$ -
Postage & Shipping			\$ -
Graphics & Copying			\$ -
Telephone & Fax			\$ -
Other			\$ -
Sub Total—DIRECT COSTS			\$ -
FEERS & PEERS ASSOC. - TOTAL COST FOR TASK 12			\$ -
NOTES:			
* Rates shall include indirect costs (such as overhead, fringe, and any other items), fee/profit and any other applicable costs to be charged to Caltrans for this agreement.			
** Travel, Transportation and subsistence costs shall not exceed rates authorized to be paid to non- represented state employees under current CalHR rules.			
*** Attach additional Cost Proposal Worksheets for Prime Contractor in this format for Tasks 2-7 and 9-12.			

ATTACHMENT 5

PROPOSAL/PROPOSER CERTIFICATION SHEET

Cost Proposal
June 5, 2015
Agreement No. 74A0846
Attachment 1
Page 103 of 103

Only an individual who is authorized to bind the proposing firm contractually shall sign the Proposal/Proposer Certification Sheet. The signature must indicate the title or position that the individual holds in the firm. This Proposal/Proposer Certification Sheet must be signed and returned along with all "required attachments" as an entire package with original signatures. The proposal must be transmitted in a sealed envelope in accordance with RFP instructions.

- A. Our all-inclusive proposal is submitted in a sealed envelope marked "Cost Proposal - Do Not Open".
- B. All required attachments are included with this certification sheet.
- C. I have read and understand the DBE participation requirements and have included documentation demonstrating that I have met the participation goals.
- D. The signature affixed hereon and dated certifies compliance with all the requirements of this proposal document. The signature below authorizes the verification of this certification.
- E. The signature and date affixed hereon certifies that this proposal is a firm offer for a 90-day period.

An Unsigned Proposal/Proposer Certification Sheet May Be Cause for Proposal Rejection

1. Company Name Cambridge Systematics, Inc.	2. Telephone Number (510)873-8700	2a. Fax Number (510) 873-8701
3. Address 555 12th St., Suite 1600, Oakland, CA 94607		
Indicate your organization type:		
4. <input type="checkbox"/> Sole Proprietorship	5. <input type="checkbox"/> Partnership	6. <input checked="" type="checkbox"/> Corporation
Indicate the applicable employee and/or corporation number:		
7. Federal Employee ID No. (FEIN) 04-2505095	8. California Corporation No. C0816953	
Indicate applicable license and/or certification information:		
9. Contractor's State Licensing Board Number	10. PUC License Number CAL-T-	11. Required
12. Proposer's Name (Print) Vassili Alexiadis	13. Title Executive Vice President	
14. Signature 	15. Date June 5, 2015	
16. Are you certified with the Department of General Services, Office of Small Business and Disabled Veteran Business Enterprise Services (OSDS) as:		
a. Small Business Enterprise Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>	b. Disabled Veteran Business Enterprise Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>	
If yes, enter certification number: _____	If yes, enter your service code below: _____	
NOTE: A copy of your Certification is required to be included if either of the above items is checked "Yes".		
Date application was submitted to OSDS, if an application is pending: _____		

ATTACHMENT 3

**STATE OF CALIFORNIA DEPARTMENT OF TRANSPORTATION
 SUBCONTRACTING PROVISIONS/LIST**

Form ADM 1511 (REV. 4/14)

List all subcontractors that will be used in this Agreement. All subcontractors listed below must be used in accordance with the Agreement. This includes, if applicable, compliance with the subcontracting provisions and any Disabled Veteran Business Enterprise (DVBE), Small Business (SB), Micro-Business, and Disadvantaged Business Enterprises (DBE) subcontractors. Attach a copy of the quote on the letterhead of the Certified SB, DVBE, or DBE subcontractor to this form. The quote will serve as written confirmation that the Certified SB, DVBE, or DBE is participating in the contract. If none, bidder to write "NONE" in this space.

NAME	BUSINESS ADDRESS	DESCRIPTION OF PORTION OF WORK WHICH WILL BE DONE BY EACH CONTRACTOR*
American Transportation Research Institute	950 N. Glebe Road, Suite 210 Arlington, VA 22203	Senior technical advisors on trucking industry outreach and available data sources
CALSTART	48 S. Chester Ave. Pasadena, CA 91106	Development of GPS/OBD data collection program and technology
Fehr & Peers	100 Pringle Avenue, Suite 600 Walnut Creek, CA 94596	Survey methods advisor
Franklin Hill Group (DBE)	1032 Franklin Street Santa Monica, CA 90403-2322	Senior technical advisor on survey research methodologies and survey management
Olsson Associates	1111 Lincoln Mall Lincoln, NE 68508	Senior advisors on trucking equipment and configuration information
Redhill Group, Inc.	18008 Skypark Circle, Suite 145 Irvine, CA 92614	Survey research; responsible for implementing the survey questionnaires



Franklin Hill Group

June 3, 2015

Michael J. Fischer
Cambridge Systematics, Inc.
555 12th Street, Suite 1600
Oakland, CA 94607

RE: Solicitation 74A0846

Dear Michael,

The Franklin Hill Group is pleased to provide a quote for services to be conducted for Cambridge Systematics in support of the California Vehicle Inventory Use Survey (CA-VIUS).

As per my discussions with you, I (Dr. Cheryl Stecher) will provide:

<u>Category</u>	<u>Amount</u>
Labor Hours: 904 hours at \$150/hr	\$135,600
Travel	<u>2,500</u>
TOTAL QUOTE:	<u>\$138,100</u>

I look forward to the opportunity to work with you and the Cambridge Systematics team on this important project.

Should you have any questions or desire further information, please contact me at 310-892-5580 (cell phone) or cstecher@earthlink.net.

Cordially,



Cheryl Stecher, Ph.D.
President

STATE OF CALIFORNIA - DEPARTMENT OF TRANSPORTATION
BIDDER/PROPOSER DISADVANTAGED BUSINESS ENTERPRISE (DBE) GOOD FAITH EFFORTS DOCUMENTATION
 ADM-0312f (REV 06/2012) Page 1 of 4

CONTRACTOR'S NAME Cambridge Systematics, Inc.	IFB OR RFP OR RFQ NUMBER 74A0846	DATE June 5, 2015
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BIDDER/PROPOSER INSTRUCTIONS: Submittal of only the Disadvantaged Business Enterprise (DBE) information/Participation form, ADM-0227f, may not provide sufficient documentation to demonstrate that adequate good faith efforts (GFE) were made by the bidder/proposer. Bidder/proposers prosing goal attainment should always submit documentation for making GFE to protect its eligibility for award should Caltrans, in its evaluation, find that the goal was not met. Examples of disqualification may include but are not be limited to: 1) A DBE subcontractor was not certified by Caltrans or a state or local participating agency that has a reciprocal agreement with Caltrans, by the bid/proposal due date and time; or 2) Bidder/proposer made a mathematical error resulting in failure to meet the goal. Bidder/Proposer must make an adequate GFE to be responsive. When applying for a determination of a GFE when no contract goals have been attained or when only partial goal(s) have been attained, bidders/proposers shall complete this Bidder/Proposer Disadvantaged Business Enterprise (DBE) Good Faith Efforts Documentation form, ADM-0312f, and submit the requested information below with its bid by the bid due date and time. Bidder/Proposer is responsible to: (1) ensure information is complete and accurate, and (2) verify DBE certifications.

1. ADVERTISEMENT DOCUMENTATION
 List names and dates of each general circulation newspaper, trade paper and minority focused paper or other publication in which a request for DBE participation was placed. Attach a copy of the advertisement or proof of publication.

TITLE OF PUBLICATION	PUBLICATION DATE(S)	TITLE OF PUBLICATION	PUBLICATION DATE(S)
As per RFP page 19 of 19, the requirement to advertise for the purpose of identifying potential DBEs is waived.			

2. DBE DOCUMENTATION
 a. List the names and dates of written notices sent to certified DBE firms soliciting bids for the contract.
 b. List the dates and methods used for following up initial solicitations to determine with certainty whether or not the DBEs were interested.
 c. Attach a copy of any solicitation package, phone records, fax confirmations or solicitation follow-up correspondence sent to DBE firms.
 d. Identify information submitted to the bidder for this solicitation:

Check the appropriate box: IFB RFP RFQ

SOLICITATION						
DATE MAILED	DATE PHONED	DATE OF FOLLOW-UP	FOLLOW-UP METHOD PHONE/EMAIL	NAME OF FIRM SOLICITED	CONTACT NAME	PHONE NUMBER
	4/16/15			Franklin Hill Group	Cheryl Stecher	310-828-3649

