



GREELEY AND HANSEN HOURLY BILLING RATE SCHEDULE (YEAR 2020)

Labor Classification	Hourly Billing Rate
Principal	\$315
Project Director	\$267
Technical Advisor V	\$325
Technical Advisor IV	\$260
Technical Advisor III	\$230
Technical Advisor II	\$210
Technical Advisor I	\$190
Project Manager / Senior Engineer V	\$200
Project Manager / Senior Engineer IV	\$185
Project Manager / Senior Engineer III	\$175
Project Manager / Senior Engineer II	\$165
Project Manager / Senior Engineer I	\$155
Structural Engineer V	\$253
Structural Engineer IV	\$217
Structural Engineer III	\$181
Structural Engineer II	\$143
Structural Engineer I	\$105
Corrosion Engineer V	\$286
Corrosion Engineer IV	\$220
Corrosion Engineer III	\$198
Corrosion Engineer II	\$187
Corrosion Engineer I	\$143
Engineer V	\$145
Engineer IV	\$135
Engineer III	\$125
Engineer II	\$115
Engineer I	\$105
Drafter / Technician IV	\$155
Drafter / Technician III	\$135
Drafter / Technician II	\$105
Drafter / Technician I	\$95
Inspector VII	\$200
Inspector VI	\$170
Inspector V	\$145
Inspector IV	\$125
Inspector III	\$110
Inspector II	\$95
Inspector I	\$75
Administrative Assistant	\$119

Out of pocket expenses for items such as travel or printing will be billed at cost, unless they are included as part of a lump sum price. Subconsultants' costs will be invoiced at direct cost plus 10%.



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TITLE	HOURLY RATE
Principal	\$250
Practice Leader	\$225
Senior Project Manager	\$195
Project Manager	\$175
Senior Project Engineer	\$155
Project Engineer	\$135
NACE/SSPC Inspector	\$130
Staff Engineer/Junior Inspector	\$115

ADMINISTRATIVE ITEMS	COST
8.5 x 11 Copies (black and white)	\$1/page
8.5 x 11 Copies (color)	\$2/page
24 x 36 Prints (black and white)	\$4/sheet
24 x 36 Prints (color)	\$8/sheet
ROV Inspection Rental	\$1,000/day
Survey Crew	\$250/hour
Mileage Rate	\$.058/mile or current IRS Rate

Markups for subconsultants and direct costs – H2M commits to a 10% markup rate for the services of subconsultants and other direct costs not listed above.

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CITY OF TRENTON

REQUEST FOR PROPOSAL
ENGINEERING AND CONSULTING SERVICES FOR
THE CITY OF TRENTON
DEPARTMENT OF WATER AND SEWER

Proposed Fee Structure

- Principal/Project Officer \$160/hour
- Senior Project Manager \$158/hour
- Project Manager \$155/hour
- Senior Project Licensed Professional \$150/hour
- Project Licensed Professional \$145/hour
- Licensed Professional \$135/hour
- Senior Project Coordinator \$150/hour
- Project Coordinator \$145/hour
- Senior Designer/Senior Survey Analyst \$125/hour
- Designer/Survey Analyst \$120/hour
- Senior Environmental Scientist \$125/hour
- Environmental Scientist \$120/hour
- Senior Project GIS Analyst \$140/hour
- Project GIS Analyst \$130/hour
- GIS Analyst \$125/hour
- Senior GIS Technician \$115/hour
- GIS Technician \$105/hour
- Senior GIS Project Coordinator \$130/hour
- GIS Project Coordinator \$125/hour
- Senior Inspector \$115/hour
- Inspector \$105/hour
- Senior Technician \$110/hour
- Technician \$100/hour
- Project Administrator \$115/hour
- Administrative Support \$60/hour
- Equipment Unit Cost
 - Unmanned Aerial Systems / Remotely Operated Vehicle \$150/hour
 - Robotic/LiDAR \$50/hour
 - GPS \$25/hour
- LSRP (Licensed Site Remediation Professional) Services Unit Cost
 - For any environmental services requiring LSRP oversight and certification, a \$25/hour unit cost will be included in addition to the hourly rate for roles above.
- Public Meeting Attendance – two (2) hour minimum charge
- Any actual disbursements and expenses which we incur on your behalf, such as subconsultant fees, application/permit fees, delivery charges, parking, printing and toll charges will be billed at actual cost-plus 15 percent.
- Mileage will be billed in accordance with federal prevailing wage.
- Any actual disbursements and expenses which we incur on your behalf, such as subconsultant fees, application/permit fees, delivery charges, parking, printing and toll charges will be billed at actual cost-plus 10 percent.
- Mileage will be billed in accordance with federal prevailing wage





Fee Proposal

CDM Smith proposes to perform professional engineering services for environmental regulatory compliance issues, as requested by the Trenton Department of Water and Sewer, on an hourly rate basis. All work assignments will be performed at the written direction of City staff. CDM Smith is prepared to provide a written scope of services together with an estimated budget and schedule for specific assignments, as requested on a case-by-case basis. If there is a change in scope, CDM Smith will immediately inform the City staff of the need for additional time or budget, so that approval can be given before the additional work is performed.

CDM Smith proposes to invoice assignments on either a lump sum or cost reimbursable/not-to-exceed basis for any agreed-upon scope of services. Cost-reimbursable/not-to-exceed services would be invoiced monthly based on an hourly rate which would include benefits, overhead and profit. A table of average hourly rates for the various grade levels of our staff is presented below. Outside professionals would be invoiced with a mark-up of ten (10) percent. Mileage for necessary travel will be billed at the U.S. General Services Administration mileage reimbursement rate (presently \$0.58 per mile) or airfare, plus hotel accommodations and other associated costs. No mark-up will be invoiced for other direct costs (ODC's).

CDM Smith Schedule of Average Hourly Rates (2020)*		
Labor Grade	Labor Category	Average Raw Hourly Rate
Engineers/Scientists		
Grade 10	Engineers/Scientists	\$90.00
Grade 9	Engineers/Scientists	\$83.00
Grade 8	Engineers/Scientists	\$75.00
Grade 6-7	Engineers/Scientists	\$65.00
Grade 4-5	Engineers/Scientists	\$55.00
Grade 2-3	Engineers/Scientists	\$55.00
Grade 1	Engineers/Scientists	\$43.00
Resident Engineers/Inspectors		
Grade 6-7	Resident Engineers/Inspectors	\$47.00
Grade 4-5	Resident Engineers/Inspectors	\$42.00
Grade 2-3	Resident Engineers/Inspectors	\$36.00
Administrative Assistants/Financial		
Grade 8	Administrative Assistants/Financial	\$40.00
Grade 4-5	Administrative Assistants/Financial	\$34.00
Grade 2-3	Administrative Assistants/Financial	\$30.00

*Billed rates will be actual employee salary rates time 3.0.



Fee Schedule

We propose to perform the services on a billing rate basis. Because the scope of work is not defined at this time, we present the table below of proposed rates for the anticipated personnel that may be working on this project.

Labor Category	Average Hourly Rate	Labor Category	Average Hourly Rate
Project Director/ Principal	\$225-\$275	Senior CADD Technician	\$110 - \$170
Senior Project Manager	\$190 - \$275	CADD Technician	\$85 - \$140
Project Manager	\$140 - \$240	Construction Manager	\$150 - \$230
Senior Technologist	\$170 - \$295	Resident Engineer	\$125 - \$210
Senior Engineer/Scientist/Architect	\$150 - \$240	Senior Construction Inspector	\$140 - \$190
Project Engineer/Scientist/Architect	\$130 - \$210	Construction Inspector	\$120 - \$170
Engineer/Scientist/Architect	\$100 - \$170	Junior Construction Inspector	\$100 - \$150
Junior Engineer/Scientist/Architect	\$80 - \$135	Office/Clerical	\$75 - \$120
Estimating	\$110 - \$190		

Notes: The rate schedule presents the anticipated range of hourly billing rates for labor categories and is applicable for the 12-month period of service, effective September 1, 2020.

Direct Expenses are defined to include those necessary costs and charges incurred for the project with no markup including, but not limited to: (1) the direct costs of transportation, meals, lodging, mail, shipping, equipment, and supplies; (2) Jacobs' current standard rate charges for direct use of Jacobs' vehicles, laboratory test and analysis, printing and reproduction services, and certain field equipment.



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Project Manager	\$140 - \$240	Construction Manager	\$150 - \$230
Senior Technologist	\$170 - \$295	Resident Engineer	\$125 - \$210
Senior Engineer/Scientist/Architect	\$150 - \$240	Senior Construction Inspector	\$140 - \$190
Project Engineer/Scientist/Architect	\$130 - \$210	Construction Inspector	\$120 - \$170
Engineer/Scientist/Architect	\$100 - \$170	Junior Construction Inspector	\$100 - \$150
Junior Engineer/Scientist/Architect	\$80 - \$135	Office/Clerical	\$75 - \$120
Estimating	\$110 - \$190		

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Schedule of Hourly Rates & Charges

B&L's 2020 hourly rates and charges are presented in Table 4-1: Individual Principals and Technical Employees' Hourly Rates.

Table 4-1: Individual Principals and Technical Employees' Hourly Rates		
Title	Rates	Named Staff
Vice President	\$ 199.80	Timothy Taber, Sean Sweeney
Sr. Managing Engineer	\$ 195.00	David Kerr, Robert Geist, Stephen Tarallo, Greg Mosure
Sr. Asset Management Consultant	\$ 179.00	Chelsea Larson
Managing Engineer	\$ 152.00	Laura Siemers-Kennedy, George Bevington
Asset Management Engineer III	\$ 96.00	Kelli Carsky
Sr. Project Engineer	\$ 130.00	
Project Engineer	\$ 120.00	
Staff Engineer	\$ 110.00	
GIS Analyst	\$ 80.00	Sarah Rosencrans
Field Technician	\$ 60.00	
Resident Project Representative	\$ 80.00	
Senior Group Technical Assistant	\$ 66.00	
Expense to show current federal rates for mileage		
Photocopies	\$ 0.10	



Fee schedule



Trenton Water & Sewer Department 2020 Hourly Rate Table

Principals / Principal Project Managers / Principal Engineers.....	\$195.00 to \$270.00
Sr. Project Engineer / Sr. Project Manager /	
Sr. Project Geologist / Sr. Project Scientist.....	\$155.00 to \$230.00
Sr. Specialist V / Sr. Designer V	\$135.00 to \$185.00
Sr. Inspector IV/IV / Sr. Surveyor IV/IV	\$120.00 to \$185.00
Project Engineer / Engineer IV / Project Architect / Architect IV /	
Project Manager	\$135.00 to \$200.00
Project Geologist / Geologist IV / Project Scientist / Scientist IV.....	\$ 110.00 to \$172.00
Engineer II/III / Architect II/III.....	\$105.00 to \$165.00
Specialist III/IV / Designer III/IV.....	\$ 85.00 to \$150.00
Scientist II/III / Geologist II/III.....	\$ 77.00 to \$125.00
Engineer I / Architect I	\$ 80.00 to \$120.00
Scientist I / Geologist I.....	\$ 70.00 to \$ 92.00
Inspector III / Surveyor III / Specialist I/II	\$ 75.00 to \$117.00
Assistant Surveyor I/II / Assistant Inspector I/II	\$ 80.00 to \$ 92.00
Technicians	\$ 64.00 to \$ 88.00
Administration / Project Support	\$ 66.00 to \$122.00

* Hourly rates for special consultations and services in conjunction with litigation are available on request.

EXPENSES

Personal Auto / Company Auto	\$0.575 ¹ / mile
Company Vans / Company Pick-Up	\$0.575 ¹ / mile
Photocopies & Offset Reproduction	Variable
UPS / Federal Express /Postage /Messenger Service.....	Variable
Subcontractors (including Contract Laboratory).....	Direct + 10%
Mobile Devices	Variable
Field Equipment.....	Variable
Travel / Lodging Per Diem.....	As Incurred

¹per IRS standard mileage rate (rate as of January 1, 2020 is shown – subject to change)

Invoices are payable within 30 days of invoice date.
Delinquent bills are subject to finance charges of 1.5% per month.
The client shall pay attorney fees, court costs, and related expenses incurred in the collection of delinquent accounts.



Williams

- ◆ Integrate & Update Current Integrity Management Material into Consolidated Training Presentations
- ◆ Create and Finalize Operating Guideline
- ◆ Review and Update Integrity Management Plans
- ◆ Mapping Liquid Integrity Management Plan
- ◆ Migrated LIMP documents
- ◆ Editing and Formatting Documentation

Fee Schedule

MCS Fee Schedule for City of Trenton				
MCS Offers	MCS Work Type	Project Manager Rate	Senior Consultant Rate	Consultant Rate
Regulatory Compliance	Research/assess regulations, interview SMEs, perform gap analysis, confirm compliance	\$160	\$125	\$105
Emergency Response Plan	Review current ERP and EAP, perform gap analysis, interview SMEs, develop new ERP and EAP, review with SMEs, deliver documents	\$160	\$125	\$105
Standard Operating Procedures	Review current SOPs, perform gap analysis, interview SMEs, develop new SOPs	\$160	\$125	\$105

MCS Reimbursable Expenses for City of Trenton		
MCS Offers	MCS Work Type	Expense Rate
Travel Expenses	Travel related expenses, including plane, lodging, meals, car rental, taxi, tolls, agency fees, parking	Direct Cost Plus 5%
Direct Office Expenses	Photocopying, delivery, postage, and other administrative expenses	Direct Cost Plus 5%



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Fee Schedule

- a. Staff. Price proposal must include separate rates for various levels of staff.
- b. Admin fees and fixed costs. In addition, the price proposal must include a breakdown of the administrative fees and costs necessary to complete the work (i.e., photocopying, postage, etc.). A not to exceed amount will be placed on the initial award of the contract.
- c. Mark-ups. Price proposal must include a 10% mark-up percentage for sub-consultants.

Title	Billable Hourly Rate
Principal, SVP, VP, Sr. Director, Sr. Project Manager, Principal LSRP	\$185
Director, Project (Engineer/Architect/Planner/ Designer/ Scientist/LSRP), Project Manager II	\$180
Sr. (Engineer/Architect/Planner/Designer/ Scientist/Surveyor/LSRP), Project Manager I, Engineer/Architect/Planner IV, Designer/Scientist VI, LSRP	\$175
Engineer/Architect/Planner III, Designer/Scientist V, Project Controls III	\$170
Surveyor/Inspector III	\$165
Engineer/Architect/Planner II, Designer/Scientist IV	\$155
Engineer/Architect/Planner I, Designer/Scientist/ CAD Technician III, Project Controls II	\$155
Surveyor/Inspector II	\$150
Designer/Scientist/CAD Technician II	\$150
Designer/Scientist/CAD Technician I	\$140
Project Controls I	\$100
Surveyor/Inspector I	\$100
Technician I	\$ 85

Reimbursable Expenses	Fee
Subconsultants	115% cost
Out-of-pocket expenses	115% cost
Additional reimbursables include, but are not limited to, delivery expenses and mileage charged at Federal prevailing rates	

2020 SCHEDULE OF BILLABLE HOURLY RATES

It has always been the firm's policy to encourage clients to contact our staff with questions or problems that need to be discussed. No fees are incurred each time the telephone is answered or a meeting is held on-site. Clients are free to discuss various projects without fear of incurring a consulting expense. Fees are all project-related, established at the initiation of the project or as the scope of the project can be defined. Prior to client authorization, a detailed proposal, including a scope of services, will be prepared for all Capital Projects. All proposals are subject to negotiation and approval.

ENGINEERING

Regional Engineer/Manager	\$175
Engineering Department Head	\$175
Certified Floodplain Manager	\$175
Project Manager, LSRP	\$175
Project Manager/Engineer	\$169
Project Engineer	\$164
Engineer	\$143
Senior Engineering Technician	\$131
Engineering Technician	\$104
Technical Aide	\$71

PLANNING

Planning Manager	\$175
Project Planner	\$169
Senior Landscape Architect/Planner	\$153
Landscape Architect/Planner	\$131

Principal	\$186
Administrative Manager	\$109

Mileage Commensurate in accordance with IRS Regulations

CONSTRUCTION MANAGEMENT & OBSERVATION

CM & Observation Department Head	\$153
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Construction Management Personnel

Project Manager	\$143
Construction Manager	\$126

Observer Personnel

Observer Supervisor	\$143
Resident Observer NICET IV	\$139
Observer NICET II/III	\$133
Observer	\$127
NACE Certified Coating Inspector	\$143
Contract Administrator	\$120

SURVEY, CAD & GIS

Field Personnel

Surveyor	\$115
Party Chief	\$109
Transit/Rod Person	\$104

Office Personnel

Survey/CAD Department Head	\$153
Survey Manager	\$148

CAD/GIS Manager	\$148
Senior CAD/GIS Technician	\$131
CAD/GIS Technician	\$115



Fee Schedule

- a. Staff – the rate for various levels of staff has been included on the following page.
- b. Admin fees and fixed costs – RVE does not charge for postage. No fees are charged for materials or equipment associated with photocopying. Instead, fees for copying area based upon time spend and is billed under our Technical Aide rate listed in our rate schedule. Administrative Assistant tasks associated with mailing and filing are handled in a similar manner under the same rate schedule.

For purpose of this proposal, Administrative and Fixed Cost fees may be considered as a not to exceed fee of \$1,500.

- c. RVE is a full service firm. Accordingly, no subcontractors are anticipated during this contract.