

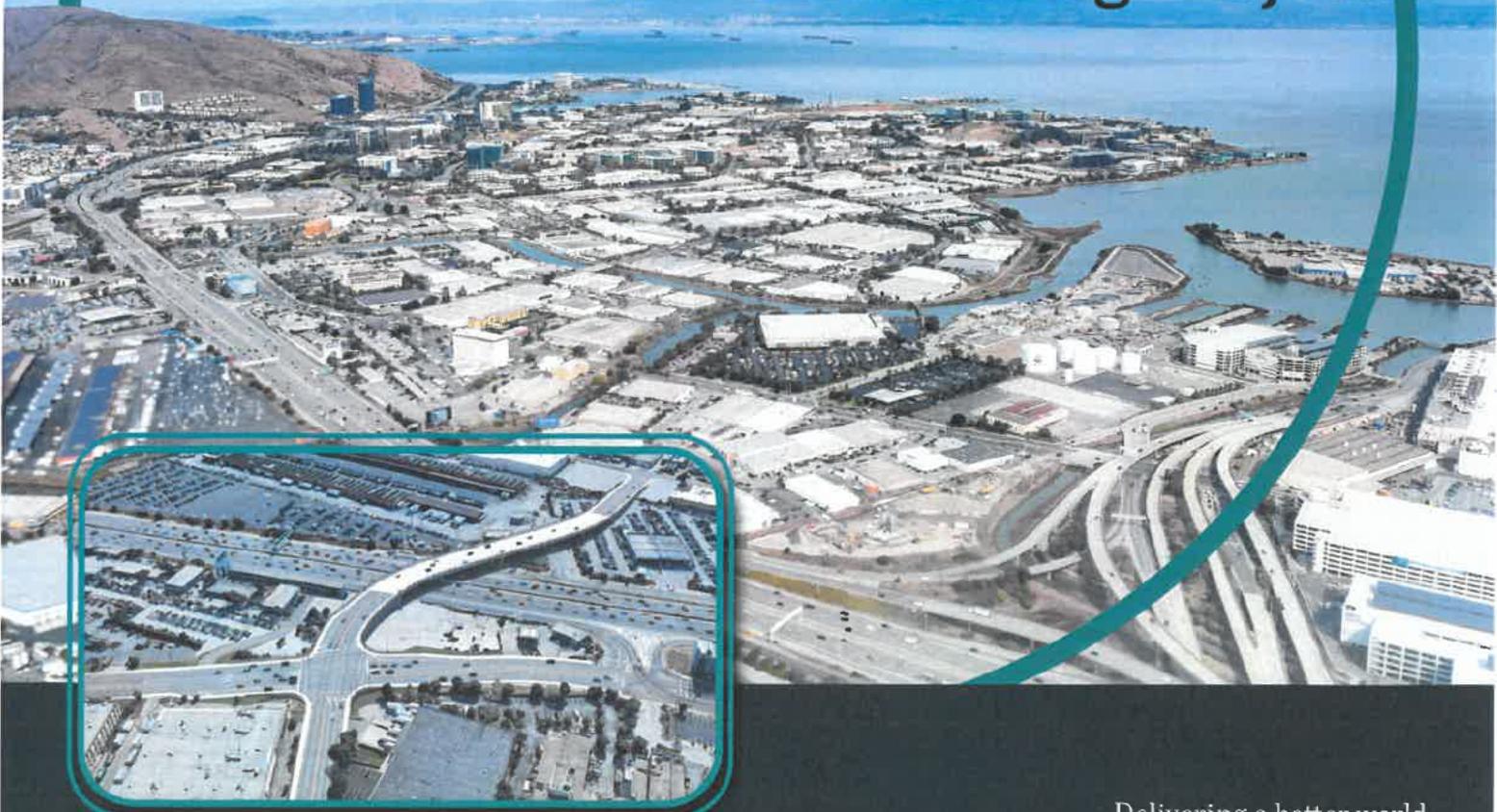
City of South San Francisco

October 27, 2023

**AECOM**

**COST PROPOSAL**

# **Plans, Specifications, and Cost Estimate (PS&E) for Design Services for the Utah Avenue Overcrossing Project**



Delivering a better world

City of South San Francisco  
Utah Avenue Overcrossing Project  
P&SE Phase  
ESTIMATED COST SUMMARY

Utah Ave Overcrossing: PS&E Support		Task 1	Task 2	Task 3	Task 4	Task 5	Task 6	Task 7	Task 8	TOTAL
		Project Management	Prelim Engineering and Technical Reports 35% PS&E	65% PS&E	Environmental Permits / Environmental Revalidation	ROW Engineering, Utility Agreements and Coordination	95% PS&E	100% Final PS&E	Bid Support	Basic Services
<b>LABOR</b>										
AECOM (Civil)	CVL	\$849,346	\$340,185	\$790,694	\$0	\$129,333	\$699,969	\$350,077	\$18,744	\$3,178,348
AECOM (Environmental)	ENV	\$9,528	\$12,527	\$9,528	\$40,612	\$0	\$7,185	\$21,399	\$0	\$100,780
AECOM (Geotech)	GEO	\$0	\$522,644	\$50,713	\$0	\$0	\$50,713	\$50,713	\$0	\$674,783
AECOM (Structures)	STR	\$0	\$186,919	\$466,464	\$0	\$0	\$516,448	\$337,964	\$63,261	\$1,571,056
AECOM (Traffic)	TRF	\$0	\$30,186	\$22,727	\$0	\$0	\$22,727	\$25,096	\$0	\$106,736
AECOM (Surveying)	SVY	\$0	\$0	\$0	\$0	\$435,068	\$0	\$0	\$0	\$435,068
Labor Escalation	ENC	\$49,231	\$62,620	\$76,816	\$2,328	\$32,352	\$74,347	\$45,011	\$4,701	\$347,405
		\$0	\$0	\$0	\$0	\$584,676	\$0	\$0	\$0	\$584,676
		\$0	\$0	\$0	\$58,031	\$0	\$59,772	\$87,046	\$0	\$204,848
		\$77,940	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$77,940
		\$46,500	\$6,200	\$6,200	\$3,100	\$6,200	\$6,200	\$6,200	\$0	\$80,600
		\$0	\$0	\$0	\$0	\$213,905	\$0	\$0	\$0	\$213,905
		\$0	\$0	\$0	\$0	\$18,300	\$0	\$0	\$0	\$18,300
		\$0	\$0	\$0	\$0	\$38,114	\$0	\$0	\$0	\$38,114
		\$6,222	\$310	\$310	\$3,057	\$43,060	\$3,299	\$4,662	\$0	\$60,919
Bess Testlab	Bess Testlab	\$0	\$0	\$0	\$0	\$210,000	\$0	\$0	\$0	\$210,000
Subcontract Markup	Subcontract Markup	\$0	\$0	\$0	\$0	\$10,500	\$0	\$0	\$0	\$10,500
<b>MISC. DIRECT EXPENSES</b>										
Postage, Travel, Misc.	Postage, Travel, Misc.	\$0	\$0	\$0	\$0	\$43,405	\$0	\$0	\$0	\$43,405
Title Reports	Title Reports	\$0	\$0	\$0	\$0	\$32,400	\$0	\$0	\$0	\$32,400
Equipment/Supplies	Equipment/Supplies	\$0	\$0	\$0	\$0	\$14,150	\$0	\$0	\$0	\$14,150
CHP/COZEEP	CHP/COZEEP	\$0	\$0	\$0	\$0	\$2,000	\$0	\$0	\$0	\$2,000
<b>TOTAL</b>		<b>\$1,038,767</b>	<b>\$1,161,591</b>	<b>\$1,423,453</b>	<b>\$107,127</b>	<b>\$1,813,463</b>	<b>\$1,440,659</b>	<b>\$928,168</b>	<b>\$86,705</b>	<b>\$7,999,934</b>
WBE/DBE/UDBE/SBE % budget		7.5% 11.8%	0.0% 13.2%	0.0% 16.2%	0.0% 1.2%	44.8% 20.6%	0.0% 16.4%	0.0% 10.6%	0.0% 1.0%	11.1% 90.9%

Task 9	Task 10	TOTAL
Optional DSDC	Optional Support for Grants	Including Optional Services
\$282,149	\$48,422	\$3,508,919
\$0	\$0	\$201,560
\$82,760	\$0	\$757,542
\$341,036	\$0	\$1,912,092
\$0	\$0	\$100,736
\$0	\$0	\$435,068
\$41,465	\$2,776	\$390,645
\$0	\$0	\$584,676
\$0	\$0	\$204,848
\$0	\$0	\$77,940
\$0	\$0	\$80,600
\$0	\$0	\$213,905
\$0	\$0	\$18,300
\$0	\$0	\$38,114
\$0	\$0	\$60,919
\$0	\$0	\$210,000
\$0	\$0	\$10,500
\$0	\$0	\$43,405
\$0	\$0	\$32,400
\$0	\$0	\$14,150
\$0	\$0	\$2,000
<b>\$746,409</b>	<b>\$51,197</b>	<b>\$8,797,541</b>
0.0%	0.0%	10.1%
8.5%	0.6%	100.0%





City of South San Francisco  
Utah Avenue Overcrossing Project P&SE Phase  
ESTIMATED COST

**DIRECT LABOR**

Position	Name	Hours	Rate	Total
Principal Professional/Project Director				
Senior Project Manager				
Project Manager				
Lead Project Professional/Engineer				
Senior Project Professional/Engineer				
Project Engineer				
Staff Professional/ Engineer				
CAD Manager				
Project Administrator/Controller				
Project Controls/QA Manager				
Sr. CADD Technician/Sr. Illustrator/Designer*				
Clerk/Administrator/Intern*				
Sr. Env Professional				
Lead Env Professional				
Geotechnical Manager				
Geotechnical Sr. Engineer				
Geotechnical Engineer				
Bridge Manager				
Sr. Bridge Engineer				
Bridge Engineer				
Bridge CAD				
Bridge QA/QC				
Survey Manager / Senior Land Surveyor				
Traffic Manager				
Sr. Traffic Engineer				
Traffic Engineer				
<b>Total Direct Labor</b>		<b>28,870</b>		<b>\$2,421,209.23</b>
Labor Escalation			5.732%	\$138,784.34
<b>Total Direct Labor</b>				<b>\$2,559,993.57</b>
Overhead			123.50%	\$3,161,592.06
Fee			12%	\$686,590.28
<b>Total Labor</b>				<b>\$6,408,175.91</b>

**SUBCONSULTANTS/SUBCONTRACTS**

				\$584,676.43
				\$204,848.29
				\$77,940.00
				\$80,600.00
				\$213,904.88
				\$18,300.00
				\$38,114.00
<b>Subtotal Expenses</b>				<b>\$1,218,383.60</b>
Markup			5%	\$60,919.18
<b>Total Expenses</b>				<b>\$1,279,302.78</b>

**SUBCONSULTANTS/SUBCONTRACTS**

Bess Testlab				\$210,000.00
<b>Subtotal Expenses</b>				<b>\$210,000.00</b>
Markup			5%	\$10,500.00
<b>Total Expenses</b>				<b>\$220,500.00</b>

**EXPENSES**

Postage, Travel, Misc.				\$43,405.00
Title Reports				\$32,400.00
Equipment/Supplies				\$14,150.00
CHP/COZEEP				\$2,000.00
<b>Total Expenses</b>				<b>\$91,955.00</b>

**TOTAL PROJECT COST**

**\$7,999,933.69**

Note: Position rates are an anticipated average for each position category  
Specific rates are determined by actual salary at time of service  
Rate differences do not affect the total not to exceed contract amount.

**EXHIBIT 10-H1 COST PROPOSAL** Page 1 of 3  
**COST-PLUS-FIXED FEE OR LUMP SUM OR FIRM FIXED PRICE CONTRACTS**  
 (DESIGN, ENGINEERING AND ENVIRONMENTAL STUDIES)

X Prime Consultant  Subconsultant  2nd Tier Subconsult

Consultant  
Project No.

Contract No.

Date

**DIRECT LABOR**

Classification/Title	Name	Hours	Actual Hourly Rate	Total
Principal Professional/Project Director				
Senior Project Manager				
Project Manager				
Lead Project Professional/Engineer				
Senior Project Professional/Engineer				
Project Engineer				
Staff Professional/ Engineer				
CAD Manager				
Project Administrator/Controller				
Project Controls/QA Manager				
Sr. CADD Technician/Sr. Illustrator/Designer*				
Clerk/Administrator/Intern*				
Sr. Env Professional				
Lead Env Professional				
Geotechnical Manager				
Geotechnical Sr. Engineer				
Geotechnical Engineer				
Bridge Manager				
Sr. Bridge Engineer				
Bridge Engineer				
Bridge CAD				
Bridge QA/QC				
Survey Manager / Senior Land Surveyor				
Traffic Manager				
Sr. Traffic Engineer				

**LABOR COSTS**

a) Subtotal Direct Labor Costs		\$2,421,209.23
b) Anticipated Salary Increases (see page 2 for calculation)		\$138,784.34
<b>c) TOTAL DIRECT LABOR COSTS [(a) + (b)]</b>		<b>\$2,559,993.57</b>

**INDIRECT COSTS**

d) Fringe Benefits (Rate: 45.700%)	e) Total Fringe Benefit	\$1,169,917.06
f) Overhead (Rate: 66.630%)	g) Overhead [(c) x (f)]	\$1,705,723.72
h) General and Administrative (Rate: 11.170%)	i) Gen & Admin [(c) x (h)]	\$285,951.28
<b>j) TOTAL INDIRECT COSTS [(e) + (g) + (i)]</b>		<b>\$3,161,592.06</b>
<b>FIXED FEE 12.000%</b>	<b>k) TOTAL FIXED FEE [(c) + (j)] x fixed fee</b>	<b>\$686,590.28</b>

**l) CONSULTANT'S OTHER DIRECT COSTS (ODC) - ITEMIZE (Add additional pages if necessary)**

Description of Item	Quantity	Unit	Unit Cost	Total
Postage, Travel, Misc.			\$0.00	\$43,405.00
Title Reports			\$0.00	\$32,400.00
Equipment/Supplies			\$0.00	\$14,150.00
CHP/COZEPP			\$0.00	\$2,000.00

**l) TOTAL OTHER DIRECT COSTS \$91,955.00**

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

ARWS				\$584,676.43
Haygood & Associates				\$204,848.29
Apex Strategies				\$77,940.00
VTS				\$80,600.00
RJA				\$213,904.88
R.E.Y. Engineers				\$18,300.00
Geocadd				\$38,114.00
Bess Testlab				\$210,000.00
Fee on Subconsultants/Subcontractors				\$71,419.18

m) TOTAL SUBCONSULTANTS' COSTS \$1,499,802.78

n) TOTAL OTHER DIRECT COSTS INCLUDING SUBCONSULTANTS ((l)+(m)) \$1,591,757.78

TOTAL COST ((c)+(l)+(k)+(m)) \$7,999,933.69

**NOTES:**

1. All costs must comply with the Federal cost principles. Subconsultants will provide their own cost proposals.
2. The cost proposal format shall not be amended. Indirect cost rates should be based on consultant's annual accounting period and established by a cognizant agency or accepted by Caltrans.
3. Anticipated salary increases calculation (page 2) must accompany.

**(CALCULATIONS FOR ANTICIPATED SALARY INCREASES)**

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

Direct Labor Subtotal per Cost Proposal	Total Hours per Cost Proposal	Avg Hourly Rate	5 Year Contract Duration
\$2,421,209.23	28870	\$83.87	Year 1 Avg Hourly Rate

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

	Avg Hourly Rate	Proposed Escalation	Avg Escalated Hourly Rate
Year 2			
Year 3			
Year 4			
Year 5			

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

	Estimated % Completed Each Year	Total Hours per Cost Proposal	Total Hours per Year
Year 1	29.27%	28870	8449.756098
Year 2	29.27%	28870	8449.756098
Year 3	29.27%	28870	8449.756098
Year 4	12.20%	28870	3520.731707
Year 5	0.00%	28870	0
<b>Total</b>	<b>100.00%</b>	<b>Total</b>	<b>28870</b>

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

	Avg Hourly Rate (calculated above)	Estimated hours (calculated above)	=	Cost per Year
Year 1			=	\$708,646.60
Year 2			=	\$740,535.70
Year 3			=	\$773,859.81
Year 4			=	\$336,951.46
Year 5		0	=	\$0.00
<b>Total Direct Labor Cost with Escalation</b>				<b>= \$2,559,993.57</b>
<b>Direct Labor Subtotal before Escalation</b>				<b>= \$2,421,209.23</b>
<b>Estimated total of Direct Labor Salary Increase</b>				<b>= \$138,784.34</b>

**NOTES:**

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

**Certification of Direct Costs:**

I, the undersigned, certify to the best of my knowledge and belief that all direct costs identified on the cost proposal(s) in this contract are actual.

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

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

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

**Prime Consultant or Subconsultant Certifying:**

Name: Mark Aikawa

Title \*: Vice President

Signature :



Date of Certification (mm/dd/yyyy):

10/27/2023

Email: mark.aikawa@aecom.com

Phone Number:

510-874-3034

Address: 300 Lakeside Drive, Suite  
400, Oakland, CA 94612

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

List services the consultant is providing under the proposed contract:

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## AECOM 2024 RATE SCHEDULE

The services under this Agreement will be compensated in accordance with the following consultant rate schedule and adjusted annually

Name/Position/Title	Fully-Burdened Hourly Rates**
Principal Professional/Project Director	
Senior Project Manager	
Project Manager	
Lead Project Professional/Engineer	
Senior Project Professional/Engineer	
Sr. Designer/Lab, Field, or CADD Supervisor	
Sr. Technician*	
Sr. CADD Technician/Sr. Illustrator/Designer*	
Project Professional/Engineer	
Project Administrator/Controller	
Staff Professional/Engineer	
Junior Professional/Engineer	
Word Processor/Project Assistant/Editor*	
Technician*	
CADD Technician/Illustrator*	
Clerk/Administrator/Intern*	

\* Overtime premium charged at cost where required by law for non-exempt employees

\*\* Bill rates are computed as actual pay rate at time of service times 2.5032 multiplier

\*\* Salaries are adjusted each October 1, but individual merit or promotional increases may occur at any time.

\*\* Rate Ranges escalate at 4.5% annually

Reimbursable Items to be Billed	
Subcontracted Services	Cost plus 5%
In-house printing (per page)	Color \$1.00, B/W \$.10, no markup
Vehicles	\$90/day, \$45/½ day, no markup
Personal vehicles (mileage)	Current IRS rate, no markup
Other miscellaneous Expenses	At cost