

EXHIBIT "A"

**Exhibit A
Engineering Hourly labor Rates**

<u>Title</u>	<u>Labor Rate</u>	<u>Labor Rate with Multiplier</u>
Associate, Engineering (VI)	65.109	190.00
Director, Engineering (V)	59.969	175.00
Project Manager (IV)	51.402	150.00
Project Engineer (III)	44.548	130.00
Engineer (II)	37.695	110.00
Jr. Engineer (I)	34.268	100.00
Senior CADD Tech Manager	39.408	115.00
CADD Technician	32.554	95.00
Permit Administrator	30.841	90.00
Associate, Surveying	56.542	165.00
Senior Registered Surveyor	49.688	145.00
Survey Crew	46.262	135.00
Registered Surveyor	44.548	130.00
Survey Coordinator	35.981	105.00
Associate, Landscape Architect	56.542	165.00
Senior Landscape Architect	46.262	135.00
Environmental Administrator	42.835	125.00
Landscape Architect	41.121	120.00
Environmental Specialist	35.981	105.00
Landscape CADD Technician	32.554	95.00
Environmental Assistant	30.841	90.00
Landscape Inspector/Arborist	35.981	105.00
Landscape Designer	41.121	120.00
Landscape Site Plan Reviewer	46.262	135.00
Associate, Construction	56.542	165.00
Construction Manager Director	46.262	135.00
Construction Manager	42.835	125.00
Senior Inspector	34.268	100.00
Inspector	30.841	90.00
Construction Coordinator	30.841	90.00
Associate, Planning	59.969	175.00
Director of Planning	51.402	150.00
Planning Administrator	51.402	150.00
Planning Manager	49.688	145.00
Senior Planner	42.835	125.00
Assistant Planner	30.841	90.00

The rates listed in Exhibit A shall remain in effect for a period of one year from the "Effective Date" of the Agreement and subject to annual adjustment of 3%. Upon execution of the Work Authorization the GMP the hourly labor rates shall be set for that Work Authorization and the GMP shall not be adjusted. Provide audit for multiplier



Florida Department of Transportation

RICK SCOTT
GOVERNOR

605 Suwannee Street
Tallahassee, FL 32399-0450

MIKE DEW
SECRETARY

May 15, 2018

Dennis J. Giordano, President
CALVIN, GIORDANO & ASSOCIATES, INC.
1800 Eller Drive, Suite 600
Ft. Lauderdale, Florida 33316

Dear Mr. Giordano:

The Florida Department of Transportation has reviewed your application for prequalification package and determined that the data submitted is adequate to technically prequalify your firm for the following types of work:

- Group 3 - Highway Design - Roadway
 - 3.1 - Minor Highway Design
 - 3.2 - Major Highway Design

- Group 6 - Traffic Engineering and Operations Studies
 - 6.1 - Traffic Engineering Studies
 - 6.2 - Traffic Signal Timing

- Group 7 - Traffic Operations Design
 - 7.1 - Signing, Pavement Marking and Channelization
 - 7.2 - Lighting
 - 7.3 - Signalization

- Group 8 - Survey and Mapping
 - 8.1 - Control Surveying
 - 8.2 - Design, Right of Way & Construction Surveying
 - 8.4 - Right of Way Mapping

- Group 10 - Construction Engineering Inspection
 - 10.1 - Roadway Construction Engineering Inspection
 - 10.3 - Construction Materials Inspection
 - 10.4 - Minor Bridge & Miscellaneous Structures CEI

Group 13 - Planning

- 13.4 - Systems Planning
- 13.5 - Subarea/Corridor Planning
- 13.6 - Land Planning/Engineering

Group 15 - Landscape Architect

Your firm is now technically prequalified with the Department for Professional Services in the above referenced work types. The overhead audit has been accepted, and your firm may pursue in the referenced work types with fees of any dollar amount. This status shall be valid until June 30, 2019 for contracting purposes.

Approved Rates

Home/ Branch Overhead	Field Overhead	Facilities Capital Cost of Money	Premium Overtime	Reimburse Actual Expenses	Home Direct Expense	Field Direct Expense
122.68%	88.44%	0.170%	Excluded	No	4.44%	7.54%*

*Rent and utilities excluded from field office rate. These costs will be directly reimbursed on contracts that require the consultant to provide field office.

Should you have any questions, please feel free to contact me by email at carliayn.kell@dot.state.fl.us or by phone at 850-414-4597.

Sincerely,



Carliayn Kell
Professional Services
Qualification Administrator



Calvin, Giordano & Associates, Inc.
EXCEPTIONAL SOLUTIONS™

November 20, 2018

Ms. Krystin Berntsen, P.E., PMP
Director of Engineering Division
Engineering Division
Palm Beach County Water Utilities Department
8100 Forest Hill Boulevard
West Palm Beach, FL 33413

RE: Professional Fee Multiplier Justification Letter
Palm Beach County Water Utilities
Optimization and Improvements - Design Build
PBC Project No. WUD 18-031
CGA Project No. 11-4416

Dear Ms. Berntsen,

This letter shall provide justification for the 2.92 multiplier that is included in the Professional Fee Schedule that has been provided as an attachment to the contract for the above referenced project.

Per the certified overhead rate letter provided by the Florida Department of Transportation (FDOT) dated May 15, 2018, the following overhead rates shall apply:

	Base Salary	Home/Branch Office	Facilities Capitol Cost of Money	Direct Expense	Multiplier
Overhead Rate	100%	122.68%	0.170%	4.44%	2.27

An operating margin percentage shall be added to the total overhead rate multiplier. This is not a profit-based percentage, rather compensation for normal business expenses that are excluded from the allowable overhead rate and is based the overall complexity of the project, degree of financial risk assumed, project schedule and cost controls. The Operating Margin Guidelines Table provided in the FDOT Negotiation Handbook was used to assist with the determination of the percentage applied to the direct salaries of the employees. The FDOT operating margin range is from 12.00 % to 42.00%. The following table provides a summary of the operating margin percentage calculation proposed for direct salaries:

Criteria	Requested Percentage
Project Complexity	6.0%
Degree of Risk	5.0%
Project Schedule	3.0%
Cost Control Efforts	24.0%
TOTAL	38.0% OR 0.38 Multiplier

- Building Code Services
- Civil Engineering / Roadway & Highway Design
- Coastal Engineering
- Code Compliance
- Construction Engineering & Inspection (CEI)
- Construction Services
- Data Technologies & Development
- Electrical Engineering
- Engineering
- Environmental Services
- Facilities Management
- Geographic Information Systems (GIS)
- Governmental Services
- Landscape Architecture
- Planning
- Project Management
- Redevelopment & Urban Design
- Surveying & Mapping
- Traffic Engineering
- Transportation Planning
- Water / Utilities Engineering
- Website Development

580 Village Boulevard
Suite 325
West Palm Beach, FL
33409
561.684.6161 phone
561.684.6360 fax

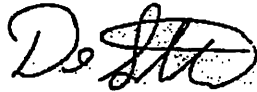
www.cgasolutions.com

The sum of the multipliers above is 2.65. By multiplying this value by the allowable 10% for the engineering consultant's fee, the total multiplier for the project has been calculated to be 2.92.

If you have any questions or require additional information, please contact me at 561-684-6161.

Sincerely,

CALVIN. GIORDANO & ASSOCIATES, INC.

A handwritten signature in black ink, appearing to read "D. Stambaugh". The signature is stylized with a large, looped initial "D" and a cursive "Stambaugh".

David Stambaugh, P.E.
Director - West Palm Beach