



<b>JACOBS ENGINEERING GROUP, INC.</b>
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REQUIRED FROM AWARDED VENDOR
YES
YES
<b>\$225.00 - \$295.00 (SEE ATTACHED BREAKDOWN OF PRICING)</b>
INCLUDED
<b>NONE</b>
NONE

## 05. Cost Proposal

Our knowledgeable staff will deliver each assigned project on schedule and budget. Included in this section is our hourly rate schedule

Charges for services provided will be in accordance with the following schedule. All rates presented apply to services rendered after January 1, 2023 and will be adjusted annually thereafter.

Category	Hourly Rate (\$)
CADD Technician / Designer	75
Technician/Project Assistant I	110
Technician/Project Assistant II	125
Technician/Project Assistant III	140
Technician/Project Assistant IV	160
Engineer/Scientist	140
Staff Engineer/Scientist/Architect	150
Project Engineer/Scientist/Architect	160
Senior Engineer/Scientist/Architect I	175
Senior Engineer/Scientist/Architect II	195
Principal Engineer/Scientist/Architect I	210
Principal Engineer/Scientist/Architect II	225
Engineer/Scientist Director	232

**Other Direct Costs:** All expenses incurred for a project (except in-house services specified below) from outside vendors will be invoiced at cost plus 10% to cover administrative expenses. These items may include but are not limited to: shipping charges, printing, supplies, equipment, traveling expenses, special insurance, licenses, permits, or subcontractors.

**In-house services consist of:**

- Transportation - \$0.64 per mile for vehicles.
- Equipment - a schedule of usage rates for specialty equipment is available for field assignments
- Web Hosting - a schedule of monthly web hosting rates is available for client access web sites

# Fee Proposal

CDM Smith proposes to perform professional engineering and regulatory compliance services, 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 \$0.625 per mile) or airfare, plus hotel accommodations and other associated costs. No mark-up will be invoiced for other direct costs (ODCs).

CDM Smith Schedule of Average Hourly Rates (2022)*		
Labor Grade	Labor Category	Average Raw Hourly Rate
<b>Engineers/Scientists</b>		
Grade 10	Engineers/Scientists	\$96.00
Grade 9	Engineers/Scientists	\$88.00
Grade 8	Engineers/Scientists	\$80.00
Grade 6-7	Engineers/Scientists	\$75.00
Grade 4-5	Engineers/Scientists	\$67.00
Grade 2-3	Engineers/Scientists	\$60.00
Grade 1	Engineers/Scientists	\$47.00
<b>Resident Engineers/Inspectors</b>		
Grade 6-7	Resident Engineers/Inspectors	\$50.00
Grade 4-5	Resident Engineers/Inspectors	\$45.00
Grade 2-3	Resident Engineers/Inspectors	\$40.00
<b>Administrative Assistants/Financial</b>		
Grade 8	Administrative Assistants/Financial	\$44.00
Grade 4-5	Administrative Assistants/Financial	\$37.00
Grade 2-3	Administrative Assistants/Financial	\$33.00

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

# PROPOSED HOURLY RATES

## REQUEST FOR COMPETITIVE CONTRACTING PROPOSALS (CC2022-04) GENERAL ENGINEERING AND REGULATORY COMPLIANCE SERVICES

Principal/Project Officer	\$175/hour
Senior Project Manager	\$173/hour
Project Manager	\$168/hour
Senior Project Licensed Professional	\$162/hour
Project Licensed Professional	\$155/hour
Licensed Professional	\$148/hour
Senior Project Coordinator	\$162/hour
Project Coordinator	\$160/hour
Senior Designer/Senior Survey Analyst	\$136/hour
Designer/Survey Analyst	\$128/hour
Senior Environmental Scientist	\$133/hour
Environmental Scientist	\$128/hour
Senior Project GIS Analyst	\$148/hour
Project GIS Analyst	\$138/hour
GIS Analyst	\$133/hour
Senior GIS Technician	\$123/hour
GIS Technician	\$113/hour
Senior GIS Project Coordinator	\$138/hour
GIS Project Coordinator	\$133/hour
Senior Inspector	\$123/hour
Inspector	\$113/hour
Senior Technician	\$118/hour
Technician	\$108/hour
Project Administrator	\$123/hour
Administrative Support	\$68/hour

### Equipment Unit Cost:

⇒ Unmanned Aerial Systems/Remotely Operated Vehicle	\$150/hour
⇒ Robotic/LiDAR	\$50/hour
⇒ GPS	\$25/hour

### LSRP Services Unit Cost:

⇒ For any environmental services requiring LSRP oversight and certification, a \$25/hour unit cost will be included in addition to the rate for roles above.

### Public Meeting Attendance: 2-hr. min. cl

Any actual disbursements and expenses we incur on your behalf, such as application unit fees, delivery charges, parking, printing, all charges will be billed at actual **cost-plus percent**. Subconsultant fees will be billed at actual **cost-plus 10 percent**, per the RFP.

Mileage will be billed in accordance with federal prevailing wage.



**MUNICIPAL ENGINEERING SERVICES  
GENERAL CONDITIONS AND HOURLY RATE SCHEDULE TO JANUARY 1, 2024**

Senior Project Manager .....	\$191.00 Per Hour
Project Manager .....	\$190.00 Per Hour
Project Leader .....	\$189.00 Per Hour
Professional Engineer .....	\$186.00 Per Hour
Senior Project Engineer.....	\$179.00 Per Hour
Project Engineer .....	\$177.00 Per Hour
Senior Design Engineer.....	\$176.00 Per Hour
Design Engineer .....	\$171.00 Per Hour
Senior Engineering Technician.....	\$149.00 Per Hour
Drone Pilot.....	\$143.00 Per Hour
Engineering Technician/Management Information Systems Technician.....	\$142.00 Per Hour
Drone Technician .....	\$ 80.00 Per Hour
Professional Land Surveyor .....	\$187.00 Per Hour
Land Surveyor .....	\$164.00 Per Hour
Robotic Total Station .....	\$ 79.00 Per Hour
Party Chief.....	\$142.00 Per Hour
Survey Technician.....	\$129.00 Per Hour
Resident Engineer .....	\$164.00 Per Hour
Chief Construction Engineer.....	\$156.00 Per Hour
Senior Construction Engineer.....	\$149.00 Per Hour
Construction Engineer .....	\$144.00 Per Hour
Chief Construction Technician.....	\$142.00 Per Hour
Senior Construction Technician.....	\$135.00 Per Hour
Construction Technician .....	\$129.00 Per Hour
Technical Assistant.....	\$100.00 Per Hour
Senior CAD Technician .....	\$149.00 Per Hour
Licensed Landscape Architect.....	\$186.00 Per Hour
Senior Landscape Designer .....	\$170.00 Per Hour
Certified Tree Expert .....	\$149.00 Per Hour
Landscape Designer.....	\$135.00 Per Hour
Director of Planning .....	\$191.00 Per Hour
Professional Planner .....	\$190.00 Per Hour
Project Planner .....	\$181.00 Per Hour
Planning Technician .....	\$170.00 Per Hour
Principal.....	\$195.00 Per Hour
Partner.....	\$202.00 Per Hour
Managing Partner/Administrative Partner.....	\$223.00 Per Hour

Environmental services will be billed in accordance with CME's Environmental Rate Schedule

**Invoices** - CME Associates (CME) will submit invoices to Client monthly and a final invoice upon completion of services. Payment is due upon presentation of invoice and is past due thirty days from invoice date. Client agrees to pay a finance charge of one and one-half percent per month, or the maximum rate allowed by law, on past due accounts. In the event that the invoice is not paid voluntarily and promptly, and must therefore be referred to an attorney or agency for collection, the Client agrees to pay a collection fee equal to the actual attorney or agency collection fee incurred by CME. Overtime rates are applicable after eight hours Monday through Friday, and all day Saturday and Sunday, and charged at one and one-half times the quoted rate. Holidays are charged at two times the quoted rate. Expenses incurred for reproduction, postage handling, photographs and for services including subconsultants equipment and facilities not furnished by CME are charged to the Client at cost plus fifteen percent. Automobile travel may be charged at the current rate per mile allowed by the Internal Revenue Service..

**Standard of Care** - Services performed by CME under this Agreement will be conducted in a manner consistent with that level of care and skill ordinarily exercised by members of the profession currently practicing under similar conditions. NO OTHER WARRANTY, EXPRESSED OR IMPLIED, IS MADE.

**Contaminated Material** - It is understood that CME is not, and has no responsibility as a handler, generator, operator, treater or storer, transporter or disposer of hazardous or toxic substances found or identified at any site. Client shall undertake or arrange for, either directly or indirectly through other contractors, the handling, removal, treatment, storage, transportation and disposal of hazardous substances or constituents found or identified at any site.





## 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.

<b>Title</b>	<b>Billable Hourly Rate</b>
Executive VP, Principal LSRP, SVP, VP	\$205
Sr. Director, Director, Lead Surveyor	\$205
Sr. Lead (Architect, Engineer, Landscape Architect, Planner, Project Designer), Sr. Project Manager, Sr. Project LSRP, Scientific Leader, Sr. (CAD/BIM Manager, Construction Field Specialist), Project Controls Manager	\$205
Project Manager, Lead (Architect, Engineer, Landscape Architect, Planner, Project Designer, Project Scientist), Sr. (Project Surveyor, Operations Analyst, LSRP), Construction Field Specialist, CAD/BIM Manager, Survey Crew Coordinator	\$195
Sr. Project (Architect, Engineer, Landscape Architect, Planner) Lead (Designer, Scientist, GIS Analyst), Lead Project CAD/BIM Technician, Sr. Surveyor, Project LSRP	\$195
Sr. (Architect, Engineer, Landscape Architect, Planner, Archaeologist, Architectural Historian), Sr. Project (Designer, Scientist), Lead (Construction Inspector, Project Controls Analyst, CAD/BIM technician), Operations Analyst, Project Surveyor, LSRP	\$180
Sr. (Construction Inspector, Crew Chief), Project Coordinator	\$170
Project (Architect, Engineer, Landscape Architect, Planner), Sr. (Designer, Scientist, GIS Analyst), Sr. Project CAD/BIM Technician, Archaeologist III, Principal Investigator, Surveyor, Survey Technician	\$160
Architect, Engineer, Landscape Architect, Planner, GIS Analyst, Project (Designer, Scientist), Sr. (CAD/BIM Technician, Project Controls Analyst)	\$160
Crew Chief, Archaeologist/Architectural Historian II, Survey CAD Technician, Project Construction Inspector	\$155
Technical (Designer, Scientist), Project CAD/BIM Technician, Archaeologist/Architectural Historian I	\$155
Designer, Scientist, CAD/BIM Technician, Field/GIS Technician	\$150
Project Controls Analyst, Sr. Administrative Support	\$100
Instrument Operator, Construction Inspector	\$100
Administrative Support	\$ 85

<b>Reimbursable Expenses</b>	<b>Fee</b>
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	

## 2023 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	\$210
Engineering Department Head	\$205
Certified Floodplain Manager	\$185
Project Manager, LSRP	\$200
Project Manager/Engineer	\$200
Project Engineer	\$190
Engineer	\$165
Senior Engineering Technician	\$160
Engineering Technician	\$125
Technical Aide	\$85

### PLANNING

Planning Manager	\$200
Project Planner	\$195
Senior Landscape Architect/Planner	\$185
Landscape Architect/Planner	\$155

Principal	\$215
Administrative Manager	\$130

Mileage Commensurate in accordance with IRS Regulations

### CONSTRUCTION MANAGEMENT & OBSERVATION

CM & Observation Department Head	\$180
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#### Construction Management Personnel

Project Manager	\$175
Construction Manager	\$160

#### Observer Personnel

Observer Supervisor	\$170
Resident Observer NICET IV	\$165
Observer NICET II/III	\$160
Observer	\$150
Contract Administrator	\$145
NACE Certified Coating Inspector	\$175

### SURVEY, CAD & GIS

#### Field Personnel

Surveyor	\$135
Party Chief	\$130
Transit/Rod Person	\$125
Robotic Crew	\$165

#### Office Personnel

Survey/CAD Department Head	\$190
Survey Manager	\$185
CAD/GIS Manager	\$180
Senior CAD/GIS Technician	\$155
CAD/GIS Technician	\$135











TITLE	HOURLY RATE
Principal	\$275
Practice Leader	\$250
Senior Project Manager	\$205
Project Manager	\$185
Senior Project Engineer	\$170
Project Engineer	\$150
NACE/SSPC Inspector	\$135
Staff Engineer/Junior Inspector	\$125

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	\$1,100/day
Survey Crew	\$275/hour
Mileage Rate	\$0.62.5 cents/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.



TITLE	HOURLY RATE
Principal	\$275
Practice Leader	\$250
Senior Project Manager	\$205
Project Manager	\$185
Senior Project Engineer	\$170
Project Engineer	\$150
NACE/SSPC Inspector	\$135
Staff Engineer/Junior Inspector	\$125

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## 5. 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-\$295	Senior CADD Technician	\$110 - \$140
Senior Project Manager	\$190 - \$275	CADD Technician	\$70 - \$120
Project Manager	\$140 - \$200	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 - \$170	Construction Inspector	\$120 - \$150
Engineer/Scientist/Architect	\$100 - \$140	Junior Construction Inspector	\$90 - \$130
Junior Engineer/Scientist/Architect	\$80 - \$120	Office/Clerical	\$70 - \$90
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 January 1, 2023.

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.

Subconsultants will not be marked up by more than 10% in accordance with the requirements of the RFP.



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Project Engineer/Scientist/Architect	\$130 - \$170	Construction Inspector	\$120 - \$150
Engineer/Scientist/Architect	\$100 - \$140	Junior Construction Inspector	\$90 - \$130
Junior Engineer/Scientist/Architect	\$80 - \$120	Office/Clerical	\$70 - \$90
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