

CC2024-04 FIVE (5) YEAR WATER RATE STUDY FOR TWW FOR THE CITY OF TRENTON, DEPARTMENT OF WATER AND SEWER, TRENTON WATER WORKS - VISUAL PROPOSAL OPENING DATE JULY 23, 2024 AT 11:00AM				
NUMBER OF RESPONDENTS:	4			
NAME OF BIDDER	GOVERNMENT STRATEGY, GROUP, CEO	RAFTELIS FINANCIAL CONSULTANTS, INC.	NEWGEN STRATEGIES AND SOLUTIONS, LLC	REMINGTON & VERNICK ENGINEERS
ADDRESS	1933 STATE ROUTE 35 - SUITE 303	227 W. TRADE STREET - SUITE 1400	900 BESTGATE ROAD - SUITE 402	2059 SPRINGDALE ROAD
CITY, STATE, ZIP	WALL, NJ 07719	CHARLOTTE, NC 28202	ANNAPOLIS, MD 21401	CHERRY HILL, NJ 08003
CONTACT NAME	KENNETH DEROBERTS	DAVE FOX	MICHAEL MAKER	LEONARD A. FAILOA
TELEPHONE	908-930-0232	774-243-0619	433-951-0355	856-795-9595
FAX	N/A	828-484-2442	N/A	856-795-1882
E-MAIL	<a href="mailto:kdr@governmentstrategygroup.com">kdr@governmentstrate gygroup.com</a>	<a href="mailto:dfox@raftelis.com">dfox@raftelis.com</a>	<a href="mailto:mmaker@newgensstrategies.net">mmaker@newgens trategies.net</a>	<a href="mailto:Leonard.Faila@rve.com">Leonard.Faila@rve.c om</a>
STATEMENT OF OWNERSHIP DISCLOSURE	INCLUDED	INCLUDED	INCLUDED	INCLUDED
EQUAL EMPLOYMENT OPPORTUNITY EXHIBIT A	INCLUDED	INCLUDED	INCLUDED	INCLUDED
REQUIRED EVIDENCE EEO/AFFIRMATIVE ACTION REGULATIONS QUESTIONNAIRE	INCLUDED	INCLUDED	INCLUDED	INCLUDED
ACKNOWLEDGEMENT OF RECEIPT OF ADDENDA #1 AND ADDENDA #2	INCLUDED	INCLUDED	INCLUDED	INCLUDED
NJ BUSINESS REGISTRATION CERTIFICATE FOR CONTRACTOR	REQUIRED FROM AWARDED PROPOSER	REQUIRED FROM AWARDED PROPOSER	REQUIRED FROM AWARDED PROPOSER	INCLUDED
EIC FOR CONTRACTOR	CERT#41623 EXP.12- 15/2030	AWARDED PROPOSER WITH SIGNED CONTRACTS	AWARDED PROPOSER WITH SIGNED CONTRACTS	CERT#61809 EXP. 10/15/2025
USE OF SUBCONTRACTOR	NONE	NONE	NONE	YES- SEE ATTACHED
NON-COLLUSION AFFADAVIT	INCLUDED	INCLUDED	INCLUDED	INCLUDED
AMERICANS WITH DISABILITIES ACT OF 1990 LANGUAGE	INCLUDED	INCLUDED	INCLUDED	INCLUDED
ETHICS COMPLAINT DISCLOSURE	INCLUDED	INCLUDED	INCLUDED	INCLUDED
DEBARMENT NOTICE, STATE AND FEDERAL FOR CONTRACTOR	INCLUDED	INCLUDED	INCLUDED	INCLUDED
CERTIFICATION AND DISCLOSURE OF POLITICAL CONTRIBUTIONS	INCLUDED	INCLUDED	INCLUDED	INCLUDED
INVESTED ACTIVITIES ACTIVITIES IN IRAN	INCLUDED	INCLUDED	INCLUDED	INCLUDED
CITY OF TRENTON RESIDENT EMPLOYMENT POLICY	INCLUDED	INCLUDED	INCLUDED	INCLUDED
CERTIFICATE OF INSURANCE	REQUIRED FROM AWARDED PROPOSER	REQUIRED FROM AWARDED PROPOSER	REQUIRED FROM AWARDED PROPOSER	REQUIRED FROM AWARDED PROPOSER
60-DAY EXTENSION COMPLIANCE	YES	YES	YES	N/A
PROVIDE PRIORITY EMERGENCY SERVICES	YES	N/A	N/A	INCLUDED
REFERENCES	INCLUDED	INCLUDED	INCLUDED	N/A
W-9	N/A	N/A	N/A	NONE
EXCEPTIONS (IF ANY)	NONE	NONE	NONE	NONE
GRAND TOTAL - SEE ATTACHED BREAK-DOWN OF TASKS	\$44,325.00	\$67,726.00	\$146,000.00	\$225,320.00
FATAL FLAW	NONE	NONE	NONE	NONE

GOVERNMENT  
STRATEGY  
GROUP

***F. Cost Proposal. The Consultant must provide a total cost to accomplish the entire scope of work described herein and outlined in the proposal. The Consultant must also include an estimate of the amount of work-hours by level of personnel (e.g. Project Manager, Technician, Clerical, etc.) required to complete each task identified in the Consultant's proposed scope of work. Provide a schedule of estimated hourly billing rates for appropriate levels of personnel who are available for assignment and proposed for the project. Provide a quotation for billing all standard, itemized expenses anticipated for performance of the project, such as travel, computer, copies, telephone, equipment rental, etc., and include a desired markup, if any, for these expenses. Recommendations and/or suggestions relative to the project but not listed as part of the scope of work should be submitted as a separate cost item for consideration.***

Total Fee to accomplish entire Scope of Work: \$42,825  
Quotation for estimated expenses (travel, etc.) \$ 1,500  
**Total Cost – Not to Exceed \$44,325**

**Team Breakdown:**

<b>Budget</b>		<b>Billing</b>		
		<b>Hours</b>	<b>Rate</b>	<b>PROPOSAL</b>
John Gross	Project Manager	50	225.00	11,250.00
Gary Obszarny	Technical Expert	60	200.00	12,000.00
Dotty Blakeslee	Data & Metric Analysis	70	200.00	14,000.00
Al Steinberg	Financial	10	225.00	2,250.00
KDR	Oversight, Quality Control	8	275.00	2,200.00
Cherron	Report formatting & editing	5	225.00	1,125.00
<b>Total</b>				<b>42,825.00</b>

The fee for the Rate Study is a not to exceed amount of **\$44,325** to be invoiced and paid monthly. The City of Trenton agrees to make payments within 30 days of invoice submissions.

## **GOVERNMENT STRATEGY GROUP**

### General Terms

Additional services outside the duties contained in the RFP's Scope of Services, that have been approved by the City, will be billed in accordance with the following hourly rates:

CEO	\$275
Executive Managing Director	\$250
Senior Managing Director	\$225
Managing Director	\$200
Director	\$175
Admin/Clerical	\$ 95

Motor vehicle travel to and from the client and on behalf of the client is reimbursable at current IRS rates. Reimbursement for any other mode of travel or overnight stays would require prior written approval by the client.

GSG's team will work in a timely fashion to meet deadlines and timelines. Achieving schedules relies on the cooperation of the City of Trenton and its staff in providing requested documents and information in a timely fashion, as well as on timely communications and meetings.

This service is provided as an independent consulting contractual arrangement and is not considered employment.

The City agrees to hold Government Strategy Group harmless, defend and indemnify GSG and any of its team members, against any and all claims and actions resulting from the provision of our services.

In the event any records are sought in connection with this engagement, including but not limited to GSG's interview and or meeting notes, drafts, or any other documents, by way of subpoena or otherwise, the City of Trenton will be responsible for GSG's legal fees incurred in connection with the review and preparation of a response to any such request for the production of records.

**PROPOSAL  
PROPOSER MUST COMPLETE**

The undersigned Proposer declares that he/she has read the Notice of Request for Competitive Contracting Proposal, Instructions to Respondents, Affidavits and Scope of Services, Requirements, Evaluation Criteria attached, that he/she has determined the conditions affecting the proposal agrees, if this proposal is accepted, to furnish and deliver the following services: **FIVE (5) YEAR WATER STUDY FOR TRENTON WATER WORKS**

Dave Fox  
(SIGNATURE BY AUTHORIZED REPRESENTATIVE)

**PROPOSER SHALL SUBMIT TOTAL AMOUNT FOR THE SERVICES PER YEAR:**

<b>YEAR ONE (1)</b>	<u>\$67,726</u>
<b>YEAR TWO (2)</b>	<u>\$ 12,500 (Optional Task)</u>
<b>YEAR THREE (3)</b>	<u>\$ 12,500 (Optional Task)</u>
<b>YEAR FOUR (4)</b>	<u>\$ 12,500 (Optional Task)</u>
<b>YEAR FIVE (5)</b>	<u>\$ 12,500 (Optional Task)</u>
<b>GRAND TOTAL AMOUNT FOR FIVE YEARS</b>	<u>\$67,726 (without optional tasks)</u>

The undersigned is a Corporation, Partnership or Individual under the laws of the State of North Carolina having its principal office

at Charlotte, NC 28202

COMPANY Raftelis Financial Consultants, Inc.

ADDRESS 227 W. Trade Street, Suite 1400, Charlotte, NC 28202

ADDRESS 800 Troy-Schenectady Road, Suite 107, Latham, NY 12110 (Local Office)

NAME Dave Fox, Vice President

TELEPHONE 774-243-0619

FAX 828-484-2442

E-MAIL dfox@raftelis.com

DATE 07/18/2024

**PROPOSAL  
PROPOSER MUST COMPLETE**

The undersigned Proposer declares that he/she has read the Notice of Request for Competitive Contracting Proposal, Instructions to Respondents, Affidavits and Scope of Services, Requirements, Evaluation Criteria attached, that he/she has determined the conditions affecting the proposal agrees, if this proposal is accepted, to furnish and deliver the following services: **FIVE (5) YEAR WATER STUDY FOR TRENTON WATER WORKS**



(SIGNATURE BY AUTHORIZED REPRESENTATIVE)

**PROPOSER SHALL SUBMIT TOTAL AMOUNT FOR THE SERVICES PER YEAR:**

<b>YEAR <u>ONE</u> (1)</b>	\$ <u>60,000</u>
<b>YEAR <u>TWO</u> (2)</b>	\$ <u>20,000</u>
<b>YEAR <u>THREE</u> (3)</b>	\$ <u>21,000</u>
<b>YEAR <u>FOUR</u> (4)</b>	\$ <u>22,000</u>
<b>YEAR <u>FIVE</u> (5)</b>	\$ <u>23,000</u>

**GRAND TOTAL AMOUNT FOR FIVE YEARS** \$ 146,000

The undersigned is a Corporation, Partnership or Individual under the laws of the State of Colorado having its principal office

at 225 Union Blvd., Ste 450, Lakewood, CO 80228

COMPANY NewGen Strategies and Solutions, LLC

ADDRESS 900 Bestgate Rd., Ste. 402, Annapolis, MD 21401

ADDRESS \_\_\_\_\_

NAME Michael Maker

TELEPHONE (443) 951-0355

FAX N/A

E-MAIL mmaker@newgenstrategies.net

DATE 7/22/24

# F. COST PROPOSAL

## BASIS OF COST PROPOSAL

We develop our cost proposals by estimating the number of hours of effort that will be required by key individual/classification of employee and multiplying this number by the standard hourly rate that has been established for each administrative classification of employee. To this estimate of professional fees, we add estimated out-of-pocket expenses (e.g., travel, lodging, meals, etc.) at actual cost, with no profit or overhead added to out-of-pocket expenses.

We estimate our total not-to-exceed cost for the work detailed by the scope of services in this proposal to be \$60,000 for Year One (1).

Below is a breakdown of our proposed budget by task and project team member.

**Cost Breakdown by Task and Team Member (Year One)**

Task	Classification:	Senior				Hours	Fees	Expenses	Total
		Partner	Partner	Consultant	Consultant				
		Project	Technical	Financial	Data/				
		Manager	QA/QC	Analysis	Modeling				
		Maker	Callocchia	Short	Drucis				
Task 1	Data Review and Project Kickoff	4	-	6	4	14	\$ 2,770		\$ 2,770
Task 2	Revenue Requirements	8	-	10	12	30	\$ 5,850	\$ 600	\$ 6,450
Task 3	Demand Forecast	8	-	8	10	26	\$ 5,170		\$ 5,170
Task 4	Cost of Service	4	2	8	10	24	\$ 4,630		\$ 4,630
Task 5	Revenue Adequacy and Financial Plan	4	-	4	6	14	\$ 2,750		\$ 2,750
Task 6	User Rate Alternatives Analysis	6	-	6	8	20	\$ 3,960		\$ 3,960
Task 7	Miscellaneous Fees and Charges	6	4	8	8	26	\$ 5,350		\$ 5,350
Task 8	Benchmarking	6	2	6	8	22	\$ 4,480		\$ 4,480
Task 9	Financial Model	10	4	10	12	36	\$ 7,420	\$ 600	\$ 8,020
Task 10	Reporting	8	4	8	12	32	\$ 6,540		\$ 6,540
Task 11	Presentations	16	4	10	10	40	\$ 8,680	\$ 1,200	\$ 9,880
Year 1 Total		80	20	84	100	284	\$ 57,600	\$ 2,400	\$ 60,000

As requested in the RFP, below are cost estimates for Year Two (2) through Year Five (5) for updating the initial study and financial model:

Year Two (2): \$20,000  
 Year Three (3): \$21,000  
 Year Four (4): \$22,000  
 Year Five (5): \$23,000

The update costs were calculated based on 20 hours for Project Manager, 4 hours for Technical QA/QC, 30 hours for Financial Analysis, and 40 hours for Data/Modeling. The update costs assume updating the adopted rate design resulting from the initial study and one in-person meeting (in addition to virtual meetings as needed). The billing rates for each team member are assumed to increase roughly five

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The undersigned Proposer declares that he/she has read the Notice of Request for Competitive Contracting Proposal, Instructions to Respondents, Affidavits and Scope of Services, Requirements, Evaluation Criteria attached, that he/she has determined the conditions affecting the proposal agrees, if this proposal is accepted, to furnish and deliver the following services: **FIVE (5) YEAR WATER STUDY FOR TRENTON WATER WORKS**



Leonard A. Faiola, PE, PP, CME, President & CEO

(SIGNATURE BY AUTHORIZED REPRESENTATIVE)

**PROPOSER SHALL SUBMIT TOTAL AMOUNT FOR THE SERVICES PER YEAR:**

<b>YEAR <u>ONE</u> (1)</b>	\$ <u>55,320</u>
<b>YEAR <u>TWO</u> (2)</b>	\$ <u>35,000</u>
<b>YEAR <u>THREE</u> (3)</b>	\$ <u>40,000</u>
<b>YEAR <u>FOUR</u> (4)</b>	\$ <u>45,000</u>
<b>YEAR <u>FIVE</u> (5)</b>	\$ <u>50,000</u>
<b>GRAND TOTAL AMOUNT FOR <u>FIVE YEARS</u></b>	\$ <u>225,320</u>

The undersigned is a Corporation, Partnership or Individual under the laws of the State of New Jersey having its principal office

at 2059 Springdale Road, Cherry Hill, NJ 08003

COMPANY Remington & Vernick Engineers

ADDRESS 2059 Springdale Road

ADDRESS Cherry Hill, NJ 08003

NAME Leonard A. Faiola, PE, PP, CME, President & CEO

TELEPHONE 856-795-9595

FAX 856-795-1882

E-MAIL Leonard.Faiola@rve.com

DATE 7/19/2024

**NOTICE OF INTENT TO SUBCONTRACT FORM  
(MANDATORY IF APPLICABLE)**

This notice of intent must be completed and included as part of each bidder's proposal. Failure to submit this form will cause rejection of the bid as non-responsive.

Please check one of the below-listed boxes:

☒ If awarded this contract, I will engage subcontractors to provide certain goods and/or services.

ALL BIDDERS THAT INTEND TO ENGAGE SUBCONTRACTORS MUST ALSO SUBMIT A COMPLETED AND CERTIFIED SUBCONTRACTOR UTILIZATION PLAN WITH THEIR BID PROPOSALS. BIDDERS SHOULD ALSO SUBMIT A NEW JERSEY BUSINESS REGISTRATION CERTIFICATE FOR EACH SUBCONTRACTOR AS WELL AS ANY LICENSES HELD BY SUBCONTRACTORS WITH THEIR BID PROPOSAL.

☐ If awarded this contract, I do not intend to engage subcontractors to provide any goods and/or services.

**ALL BIDDERS THAT DO NOT INTEND TO ENGAGE SUBCONTRACTORS MUST ATTEST TO THE FOLLOWING CERTIFICATION:**

I hereby certify that if the award is granted to my firm and if I determine at any time during the course of the contract to engage subcontractors to provide certain goods and/or services, I will submit the Subcontractor Utilization Plan for approval to the Business Administrator or his legal representative in advance of any such engagement of subcontractors. Additionally, I certify that in engaging subcontractors, I will make a good faith effort to achieve the subcontracting set-aside goals established for this contract, and I will attach to the plan documentation of such efforts.

Respectfully submitted by:

(Seal—if bid is by a corporation)

  
Signature

Leonard A. Faiola PE PP, CME

Name, typed or printed

President & CEO

Title

Remington & Vernick Engineers

Name of Firm

2059 Springdale Road, Cherry Hill, NJ, 08003

Business Address/Zip

856-795-9595

Telephone

856-795-1882

Fax



**PROVIDE A LIST SUB-CONTRACTORS  
COPY OF LICENSES SUBMITTED WITH BID  
(MANDATORY IF APPLICABLE)**

NAME NW Financial Group, LLC  
ADDRESS 522 Broad Street  
CITY, STATE, ZIP Bloomfield, NJ, 07003  
TELEPHONE: 201-589-9084  
FAX NO. 201-656-0115  
TRADE Financial Services  
LICENSE NO. 0084838

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY, STATE, ZIP \_\_\_\_\_  
TELEPHONE: \_\_\_\_\_  
FAX NO. \_\_\_\_\_  
TRADE \_\_\_\_\_  
LICENSE NO. \_\_\_\_\_

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