



Florida Department of Transportation

RICK SCOTT
GOVERNOR

605 Suwannee Street
Tallahassee, FL 32399-0450

JIM BOXOLD
SECRETARY

June 3, 2015

Amy McGregor, Marketing Department Manager
KIMLEY-HORN AND ASSOCIATES, INC.
1920 Wekiva Way, Suite 200
West Palm Beach, Florida 33411

Dear Ms. McGregor:

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

- Group 2 - Project Development and Environmental (PD&E) Studies
- Group 3 - Highway Design - Roadway
 - 3.1 - Minor Highway Design
 - 3.2 - Major Highway Design
 - 3.3 - Controlled Access Highway Design
- Group 4 - Highway Design - Bridges
 - 4.1.1 - Miscellaneous Structures
 - 4.1.2 - Minor Bridge Design
 - 4.2.1 - Major Bridge Design - Concrete
 - 4.2.2 - Major Bridge Design - Steel
- Group 5 - Bridge Inspection
 - 5.1 - Conventional Bridge Inspection
 - 5.3 - Complex Bridge Inspection
 - 5.4 - Bridge Load Rating
- Group 6 - Traffic Engineering and Operations Studies
 - 6.1 - Traffic Engineering Studies
 - 6.2 - Traffic Signal Timing
 - 6.3.1 - Intelligent Transportation Systems Analysis and Design
 - 6.3.2 - Intelligent Transportation Systems Implementation
 - 6.3.3 - Intelligent Transportation Traffic Engineering Systems Communications
 - 6.3.4 - Intelligent Transportation Systems Software Development

- 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
- Group 11 - Engineering Contract Administration and Management
- Group 13 - Planning
 - 13.3 - Policy Planning
 - 13.4 - Systems Planning
 - 13.5 - Subarea/Corridor Planning
 - 13.6 - Land Planning/Engineering
 - 13.7 - Transportation Statistics
- Group 15 - Landscape Architect

Your overhead audit has been accepted, enabling your firm to compete for Professional Services projects advertised at the unlimited level, with estimated fees of any dollar amount. This status shall be valid until June 30, 2016 for contracting purposes.

| | Home/Branch <u>Office</u> | Field <u>Office</u> | Facilities Capital Cost <u>of Money</u> | Overtime <u>Premium</u> | <u>Direct Expense</u> |
|---------------|------------------------------|------------------------|---|----------------------------|--------------------------------|
| Overhead Rate | 192.16% | 172.38% | 0.648% | Reimbursed | 6.35% (Home) 4.01% (Field)* |

*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

EMPLOYEE INFORMATION

| CONSULTANT | EMPLOYEE NAME | POSITION | | | PROPOSED | | |
|----------------------------------|--------------------------|--------------------------|---|----------------|---------------|------------|----------|
| | | JOB CLASSIFICATION | # | COMP. ELEMENT | ACTUAL SALARY | CLASS AVG. | AVG. |
| Kimley-Horn and Associates, Inc. | Viola, Stefano F. | Project Manager | | Basic Services | \$ 45.68 | \$ 53.73 | \$ 53.73 |
| Kimley-Horn and Associates, Inc. | Ratay, Gary R. | Project Manager | | Basic Services | \$ 61.78 | \$ - | \$ - |
| Kimley-Horn and Associates, Inc. | Sumislaski, James M. | Chief Engineer | | Basic Services | \$ 77.90 | \$ 77.90 | \$ 77.90 |
| Kimley-Horn and Associates, Inc. | Thigpen, Jonathan D. | Senior Engineer | | Basic Services | \$ 69.72 | \$ 63.31 | \$ 63.31 |
| Kimley-Horn and Associates, Inc. | McWilliams, John J. | Senior Engineer | | Basic Services | \$ 60.10 | \$ - | \$ - |
| Kimley-Horn and Associates, Inc. | Robertson, Stewart E. | Senior Engineer | | Basic Services | \$ 60.10 | \$ - | \$ - |
| Kimley-Horn and Associates, Inc. | Dabkowski, Adrian K. | Senior Project Engineer | | Basic Services | \$ 48.32 | \$ 45.80 | \$ 45.80 |
| Kimley-Horn and Associates, Inc. | Wijesundera, Ravindra K. | Senior Project Engineer | | Basic Services | \$ 43.28 | \$ - | \$ - |
| Kimley-Horn and Associates, Inc. | Hanes, Ali N. | Engineer | | Basic Services | \$ 36.06 | \$ 36.06 | \$ 36.06 |
| Kimley-Horn and Associates, Inc. | Castaneda, Jose G. | Engineering Intern | | Basic Services | \$ 35.10 | \$ 31.54 | \$ 31.54 |
| Kimley-Horn and Associates, Inc. | Florian, Carlos H. | Engineering Intern | | Basic Services | \$ 31.74 | \$ - | \$ - |
| Kimley-Horn and Associates, Inc. | Albino III, Jaime L. | Engineering Intern | | Basic Services | \$ 30.44 | \$ - | \$ - |
| Kimley-Horn and Associates, Inc. | Johnson, Dorian T. | Engineering Intern | | Basic Services | \$ 28.86 | \$ - | \$ - |
| Kimley-Horn and Associates, Inc. | Walker, Brady J. | Scientist | | Basic Services | \$ 40.88 | \$ 40.88 | \$ 40.88 |
| Kimley-Horn and Associates, Inc. | Cowden, Merrit M. | Environmental Specialist | | Basic Services | \$ 27.08 | \$ 27.08 | \$ 27.08 |
| Kimley-Horn and Associates, Inc. | Lemos, William J. | Chief Designer | | Basic Services | \$ 42.32 | \$ 42.08 | \$ 42.08 |
| Kimley-Horn and Associates, Inc. | Whalen, Thomas J. | Chief Designer | | Basic Services | \$ 41.84 | \$ - | \$ - |
| Kimley-Horn and Associates, Inc. | Woll, Jeanine M. | Secretary/Clerical | | Basic Services | \$ 30.30 | \$ 28.62 | \$ 28.62 |
| Kimley-Horn and Associates, Inc. | Layne, Shanda S. | Secretary/Clerical | | Basic Services | \$ 26.94 | \$ - | \$ - |

Detail Payroll Register

Kimley-Horn and Associates, Inc

Pay Period: 20160131

| EMPLOYEE Name | Number | EARNINGS | | Hours | Payrate | Current Amt |
|--------------------------|--------|------------------|-------------------|--------|---------|-------------|
| | | Code | Pcs PerControl | | | |
| Albino III, Jaime L. | 013230 | Pay No: 1 REG | 201601291 | 173.34 | 30.44 | 5,276.47 |
| Castaneda, Jose G. | 007262 | Pay No: 1 REG | 201601291 | 173.34 | 35.10 | 6,084.23 |
| Cowden, Merrit M. | 014288 | Pay No: 1 REG | 201601291 | 173.34 | 27.08 | 4,694.05 |
| Dabkowski, Adrian K. | 005594 | Pay No: 1 REG | 201601291 | 173.34 | 48.32 | 8,375.79 |
| Florian, Carlos H. | 014445 | Pay No: 1 REG | 201601291 | 173.34 | 31.74 | 5,501.81 |
| Hanes, Ali N. | 008144 | Pay No: 1 REG | 201601291 | 173.34 | 36.06 | 6,250.64 |
| Johnson, Dorian T. | 013297 | Pay No: 1 REG | 201601291 | 173.34 | 28.86 | 5,002.59 |
| Layne, Shanda S. | 001253 | Pay No: 1 REG | 201601291 | 156.00 | 26.94 | 4,202.64 |
| Lemos, William J. | 080050 | Pay No: 1 REG | 201601291 | 173.34 | 42.32 | 7,335.75 |
| McWilliams, John J. | 000118 | Pay No: 1 REG | 201601291 | 173.34 | 60.10 | 10,417.73 |
| Ratay, Gary R. | 096120 | Pay No: 1 REG | 201601291 | 173.34 | 61.78 | 10,708.95 |
| Robertson, Stewart E. | 001140 | Pay No: 1 REG | 201601291 | 173.34 | 60.10 | 10,417.73 |
| Sumislaski, James M. | 094083 | Pay No: 1 REG | 201601291 | 173.34 | 77.90 | 13,503.19 |
| Thigpen, Jonathan D. | 097010 | Pay No: 1 REG | 201601291 | 173.34 | 69.72 | 12,085.26 |
| Viola, Stefano F. | 006137 | Pay No: 1 REG | 201601291 | 173.34 | 45.68 | 7,918.17 |
| Walker, Brady J. | 005123 | Pay No: 1 REG | 201601291 | 173.34 | 40.88 | 7,086.14 |
| Whalen, Thomas J. | 007350 | Pay No: 1 REG | 201601291 | 173.34 | 41.84 | 7,252.55 |
| Wijesundera, Ravindra K. | 005198 | Pay No: 1 REG | 201601291 | 173.34 | 43.28 | 7,502.16 |
| Woll, Jeanine M. | 005302 | Pay No: 1 REG | 201601291 | 173.34 | 30.30 | 5,252.20 |

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
AUDIT CERTIFICATION PACKAGE – FOR UNLIMITED LEVEL

375-030-39
PROCUREMENT
11/14

Certification of Current Cost or Pricing Data (F.A.R. 15.406-2)

Consultant Name: Kimley-Horn and Associates, Inc.

Financial Project ID No.: 220426-2-22-01; 220196-2-22-01

Project Description: Cutler Bay Safe Routes LAP

Date: February 5, 2016

WAGE RATE CERTIFICATION

I certify that the wages listed for employees in the Automated Fee Proposal spreadsheet are current as of this date. I have attached a copy of the current payroll register that supports these rates.



Signature

Paul L. Cherry, P.E./Senior Vice President

Title

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
CERTIFICATION OF USE OF LOWER TIER SUBS

375-030-40
PROCUREMENT
01/11

Financial Project No.: _____
Project Description: Cutler Bay Safe Routes LAP

I, the undersigned, certify that I have disclosed all lower tier subconsultants/sub-vendors proposed to be used by my firm to perform services on the subject FDOT contract.

In accordance with Section 7A of the Standard Professional Services Contract, I understand that: "The Consultant will not sublet, assign or transfer any work under this Agreement to other than subconsultants specified in the Agreement without the written consent of the Department."

I will comply with the aforementioned FDOT contractual requirement.

Additionally, I certify that all rates proposed by my firm in the fee proposal do not reflect blending of costs with lower tier subconsultants/sub-vendors.

I further certify that either:
(Indicate choice by checking box)

There are no lower tier subconsultants/sub-vendors to my consultant firm on this contract.

Or

I have disclosed all lower tier subconsultants/sub-vendors to my firm, and the full list of lower tier subconsultants/sub-vendors who may be utilized by my firm on this contract is provided below:

Avirom & Associates, Inc.

Tierra South Florida, Inc.

Firm Name: Kimley-Horn and Associates, Inc.

Signature: 

Name of Certifying Official (Print): Paul L. Cherry, P.E.

Title: Senior Vice President

Date of Certification: February 4, 2016

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
OPERATING MARGIN JUSTIFICATION

375-030-82
PROCUREMENT
12/14

1. CONTACT INFORMATION

| | | | |
|---|------------------------|-------------------------------|-----------------------|
| a. Firm Name: Kimley-Horn and Associates | | b. Phone No.: 954-535-5100 | |
| c. Address (including suite number): 600 North Pine Island Road, Suite 450 | d. City: Plantation | e. State: FL | f. Zip Code: 33324 |

2. COMPLEXITY OF PROJECT

Indicate the degree of difficulty associated with this project. Are there unique aspects to the project? Degree of coordination with others outside FDOT should be considered. This includes other agencies, municipalities, multiple districts, multimodal projects, etc.

LOW – Simple, straight-forward projects. Small and specific scope of services, very minor improvements.

Typical Project Type

- **Bridge Inspection:** all bridge inspection except scour.
- **CEI:** 3R Rural, Painting, CEI signalization, simple and straight-forward projects.
- **Design:** simple 3R-Rural; 3R Urban ride only.
- **Geotechnical:** standard.
- **PD&E:** Small simple projects with specific scopes.
- **Planning:** Data/traffic counts.
- **Survey:** resurfacing 3R rural/urban.
- **Traffic Operations:** turn-lane projects (design).

MEDIUM – Projects with some specialized areas requiring some specialized skills. Moderate improvements on a project.

Typical Project Type

- **Bridge Inspection:** generally not applicable.
- **CEI:** CEI resurfacing with some improvements.
- **Design:** 3R Urban with some improvements, intersection, improvements with safety, Category 1 bridges.
- **PD&E:** widening with limited issues and bridge replacement with limited impacts.
- **Railroads:** all.
- **Survey:** survey in water areas.
- **Traffic Operations:** traffic operations studies and signal design projects.

HIGH – Complex multi-disciplined projects requiring specialized skills with significant management issues. Major improvements on a project.

Typical Project Type

- **Bridge Inspection:** bridge scour.
- **CEI:** CEI for multisections in a corridor, MOT Issues, specialized skills, ITS, construction on new alignments and signal system timing, development and implementation.
- **Design:** new alignments, major widening, major reconstruction, railroad bridge design, Segmental Class 2 bridges, Movable Bridges.
- **PD&E:** PD&E with Feasibility study, multiple disciplines, significant issues;
- **Planning:** large planning (multimodal).
- **Survey:** pilings and bridges.
- **Traffic Operations:** ITS

Complexity of Project Allowed Range: 5% to 7%

Consultant %: 6.00%

JUSTIFICATION:

Medium complexity - Scope includes design with safety improvements.

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
OPERATING MARGIN JUSTIFICATION

375-030-82
 PROCUREMENT
 12/14

3. DEGREE OF (FINANCIAL) RISK

| | |
|--|-----------------------------------|
| <p>Indicate the amount of financial risk assumed by the consultant in relation to this project. LOW – Contracts with well-defined and specific scopes, minimal probability of costs overruns and low financial risk exposure. Scope clarification meeting held, if applicable.</p> <p>Typical Project Type</p> <ul style="list-style-type: none"> • Bridge Inspection: bridge inspection. • CEI: CEI subconsultants providing support personnel, ITS, maximum limiting amount contracts. • Design: simple 3R rural, 3R urban ride only. • Geotechnical: all. • PD&E: accurate and specific scope & pre-negotiation meetings. • Planning: most planning. • Survey: all, including SUE. • Traffic Operations: traffic operations studies; traffic counts. | |
| <p>MEDIUM – Projects with potential for additional coordination efforts with outside agencies/parties; coordination with several Districts, multiple municipalities, etc.</p> <p>Typical Project Type</p> <ul style="list-style-type: none"> • Bridge Inspection: bridge scour. • CEI: standard CEI. • Design: design for new alignments, major reconstruction, and widening. • PD&E: experimental design and broad scopes. • Planning: some planning. • Railroads: all. • Traffic Operations: traffic signal projects, ITS | |
| <p>HIGH – lump sum contracts with possibility of overrunning costs; experimental design; projects involving significant financial risk, hazardous materials, and potential for significant unknown issues.</p> <p>Typical Project Type</p> <ul style="list-style-type: none"> • CEI: high visibility, lump sum contracts, multiple projects. • Design: projects with multiple bridges. • PD&E: multiple alternatives, multiple agency approval required. • Planning: large multimodal projects (airports, seaports, railroads, transit). | |
| <p>Degree of (Financial) Risk Allowed Range: 3% to 5%</p> | <p>Consultant %: 4.00%</p> |
| <p>JUSTIFICATION: Coordination with multiple agencies will be required.</p> | |

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
OPERATING MARGIN JUSTIFICATION

375-030-82
PROCUREMENT
12/14

4. PROJECT SCHEDULE

| | |
|--|----------------------------|
| <p>LOW – no critical short term deadlines or requirements for large staffing concentrations, unfunded projects to go on the shelf.</p> <p><u>Typical Project Type</u></p> <ul style="list-style-type: none"> • Bridge Inspection: bridge inspection; bridge scour. • CEI: ITS; stand-alone resurfacing; ride only, support services. • Design: all 3R projects, standard schedule • PD&E: no design phase scheduled in Work Program. • Planning: all. • Railroads: all. • Traffic Operations: ITS. • Survey: all 3R projects. | |
| <p>MEDIUM – standard schedule.</p> <p><u>Typical Project Type</u></p> <ul style="list-style-type: none"> • Bridge Inspection: generally not applicable. • CEI: push button construction. • Design: standard design; bridges, large corridors. • Traffic Operations: traffic counts. • Survey: increased number of crews needed | |
| <p>HIGH – High visibility projects with short durations and aggressive schedules requiring large commitment of staff. Fast track projects with high profile and quick implementation schedule.</p> <p><u>Typical Project Type</u></p> <ul style="list-style-type: none"> • Bridge Inspection: generally not applicable. • CEI: multiprojects, construction bonus, CEI urban (day & night), high visibility; short duration, utility reallocation by others. • Design: mobility/economic stimulus. • PD&E: design phase funded in the Work Program, bridge replacements. | |
| Project Schedule Allowed Range: 1% to 3% | Consultant %: 2.00% |
| <p>JUSTIFICATION: Standard design is anticipated.</p> | |

5. COST CONTROL EFFORTS

| | |
|--|-----------------------------|
| <p>Indicate the degree to which the Consultant controls its costs for wages rates (by region), overhead, expenses and FCCM. The cost control is not generally dependent upon the type of project. Factors to be considered in negotiating this criteria are the following, and other project-specific items:</p> <ul style="list-style-type: none"> <li style="width: 50%;">• Burdened salary rates (by region) by classification. <li style="width: 50%;">• Specialized services requiring specialized staff. <li style="width: 50%;">• Reasonableness of the proposed distribution of staffing for the project. <li style="width: 50%;">• Reimbursed or excluded premium overtime. <p>LOW – (3% to 6%) Lower or minimal cost control efforts.</p> <p>MEDIUM – (7% to 15%) Moderate cost control efforts.</p> <p>HIGH – (16% to 27%) Substantial cost control efforts.</p> | |
| Cost Control Efforts Allowed Range: 3% to 27% | Consultant %: 19.00% |
| <p>JUSTIFICATION: Kimley-Horn has a wide range of personnel with levels of experience that allow us to efficiently complete assignments in a cost effective manner. We employ advanced hardware and software technologies to reduce the need for travel, specifically the use of teleconferences and webinars.</p> | |

6. OPERATING MARGIN JUSTIFICATION TOTAL

| | |
|---|----------------------------|
| The total for items 2 through 5 will be calculated for you. | |
| Total Allowed Range: 12% to 42% | Consultant %: 31.0% |

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
OPERATING MARGIN JUSTIFICATION

375-030-82
 PROCUREMENT
 12/14

7. CONTRACT DURATION ADJUSTMENT FACTOR

For contracts of longer duration (reference table below), the Department shall allow a Contract Duration Adjustment Factor (CDAF). CDAF is defined as an economic price adjustment, necessitated by instability of labor costs for an extended period of contract performance (Reference 48 CFR Section 16.203). CDAF is not negotiated, but shall be a fixed number of points based on the overall anticipated length of contract (project schedule). CDAF points shall be allocated by the Department as follows:

| | Anticipated Length of Contract | CDAF Points |
|--|--------------------------------|-------------|
| | 0-12 Months | 0 |
| | 13-24 Months | 0 |
| | 25-36 Months | 3 |
| | 37-48 Months | 4.5 |
| | 49-60 Months | 5.5 |

- a) For new contracts, CDAF is applied beginning with the first labor hour incurred.
- b) CDAF shall only be applicable for contracts selected (contract final ranking) on or after November 1, 2014.
- c) In the event a contract selected on or after November 1, 2014 is extended (time extension) by six or more months, CDAF shall be applied prospectively to the extended/remaining services only, in accordance with the table shown above.
- d) CDAF shall not be applied to contracts selected before November 1, 2014, nor contract amendments/time extensions for contracts selected before November 1, 2014.
- e) For calculation purposes, CDAF shall be added to operating margin and applied to unloaded direct salaries.
- f) CDAF is applicable only to consultant firms who are awarded operating margin points.

For Calculation purposes, CDAF shall be added to Operating Margin and applied to direct salaries:

Allowed CDAF for this project:



Florida Department of Transportation

RICK SCOTT GOVERNOR

605 Suwannee Street Tallahassee, FL 32399-0450

JIM BOXOLD SECRETARY

June 20, 2015

Michael Avirom, President AVIROM & ASSOCIATES, INC. 50 SW 2nd Avenue, Suite 102 Boca Raton, Florida 33432

Dear Mr. Avirom:

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

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

Your overhead audit has been accepted, enabling your firm to compete for Professional Services projects advertised at the unlimited level, with estimated fees of any dollar amount. This status shall be valid until June 30, 2016 for contracting purposes.

Table with 5 columns: Indirect Cost, Home/Branch Office, Facilities Capital Cost of Money, Overtime Premium Reimbursed, Direct Expense. Values: 183.83%, 0.446%, Reimbursed, 8.95% (Home)

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,

Handwritten signature of Carliayn Kell

Carliayn Kell Professional Services Qualification Administrator



Florida Department of Transportation

RICK SCOTT
GOVERNOR

605 Suwannee Street
Tallahassee, FL 32399-0450

JIM BOXOLD
SECRETARY

June 3, 2015

Raj Krishnasamy, President
TIERRA SOUTH FLORIDA, INC.
2765 Vista Parkway, Suite 10
West Palm Beach, Florida 33411

Dear Mr. Krishnasamy:

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

- Group 9 - Soil Exploration, Material Testing and Foundations
 - 9.1 - Soil Exploration
 - 9.2 - Geotechnical Classification Laboratory Testing
 - 9.3 - Highway Materials Testing
 - 9.4.1 - Standard Foundation Studies
 - 9.4.2 - Non-Redundant Drilled Shaft Bridge Foundation Studies
 - 9.5 - Geotechnical Specialty Laboratory Testing
- Group 10 - Construction Engineering Inspection
 - 10.3 - Construction Materials Inspection

Your overhead audit has been accepted, enabling your firm to compete for Professional Services projects advertised at the unlimited level, with estimated fees of any dollar amount. This status shall be valid until June 30, 2016 for contracting purposes.

| | Home/Branch <u>Office</u> | Facilities Capital Cost <u>of Money</u> | Overtime <u>Premium</u> Reimbursed | <u>Direct Expense</u> 9.90% (Home) | Published Fee <u>Schedule</u> Yes |
|---------------|------------------------------|---|--|---------------------------------------|--|
| Indirect Cost | 160.39% | 1.248% | | | |

*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

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
OPERATING MARGIN JUSTIFICATION375-030-B2
PROCUREMENT
12/14

1. CONTACT INFORMATION

| | | | |
|---|------------------------|-------------------------------|-----------------------|
| a. Firm Name: Avirom & Associates, Inc. | | b. Phone No.: 561-392-2594 | |
| c. Address (including suite number): 50 SW 2 nd Avenue, Suite 102 | d. City: Boca Raton | e. State: Florida | f. Zip Code: 33432 |

2. COMPLEXITY OF PROJECT

Indicate the degree of difficulty associated with this project. Are there unique aspects to the project? Degree of coordination with others outside FDOT should be considered. This includes other agencies, municipalities, multiple districts, multimodal projects, etc.

LOW – Simple, straight-forward projects. Small and specific scope of services, very minor improvements.

Typical Project Type

- **Bridge Inspection:** all bridge inspection except scour.
- **CEI:** 3R Rural, Painting, CEI signalization, simple and straight-forward projects.
- **Design:** simple 3R-Rural; 3R Urban ride only.
- **Geotechnical:** standard.
- **PD&E:** Small simple projects with specific scopes.
- **Planning:** Data/traffic counts.
- **Survey:** resurfacing 3R rural/urban.
- **Traffic Operations:** turn-lane projects (design).

MEDIUM – Projects with some specialized areas requiring some specialized skills. Moderate improvements on a project.

Typical Project Type

- **Bridge Inspection:** generally not applicable.
- **CEI:** CEI resurfacing with some improvements.
- **Design:** 3R Urban with some improvements, intersection, improvements with safety, Category 1 bridges.
- **PD&E:** widening with limited issues and bridge replacement with limited impacts.
- **Railroads:** all.
- **Survey:** survey in water areas.
- **Traffic Operations:** traffic operations studies and signal design projects.

HIGH – Complex multi-disciplined projects requiring specialized skills with significant management issues. Major improvements on a project.

Typical Project Type

- **Bridge Inspection:** bridge scour.
- **CEI:** CEI for multisections in a corridor, MOT Issues, specialized skills, ITS, construction on new alignments and signal system timing, development and implementation.
- **Design:** new alignments, major widening, major reconstruction, railroad bridge design, Segmental Class 2 bridges, Movable Bridges.
- **PD&E:** PD&E with Feasibility study, multiple disciplines, significant issues;
- **Planning:** large planning (multimodal).
- **Survey:** pilings and bridges.
- **Traffic Operations:** ITS

Complexity of Project Allowed Range: 5% to 7%

Consultant %: 5.00%

JUSTIFICATION:

Project anticipated to be urban

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
OPERATING MARGIN JUSTIFICATION

375-030-82
 PROCUREMENT
 12/14

3. DEGREE OF (FINANCIAL) RISK

Indicate the amount of financial risk assumed by the consultant in relation to this project.
LOW – Contracts with well-defined and specific scopes, minimal probability of costs overruns and low financial risk exposure. Scope clarification meeting held, if applicable.

Typical Project Type

- **Bridge Inspection:** bridge inspection.
- **CEI:** CEI subconsultants providing support personnel, ITS, maximum limiting amount contracts.
- **Design:** simple 3R rural, 3R urban ride only.
- **Geotechnical:** all.
- **PD&E:** accurate and specific scope & pre-negotiation meetings.
- **Planning:** most planning.
- **Survey:** all, including SUE.
- **Traffic Operations:** traffic operations studies; traffic counts.

MEDIUM – Projects with potential for additional coordination efforts with outside agencies/parties; coordination with several Districts, multiple municipalities, etc.

Typical Project Type

- **Bridge Inspection:** bridge scour.
- **CEI:** standard CEI.
- **Design:** design for new alignments, major reconstruction, and widening.
- **PD&E:** experimental design and broad scopes.
- **Planning:** some planning.
- **Railroads:** all.
- **Traffic Operations:** traffic signal projects, ITS

HIGH – lump sum contracts with possibility of overrunning costs; experimental design; projects involving significant financial risk, hazardous materials, and potential for significant unknown issues.

Typical Project Type

- **CEI:** high visibility, lump sum contracts, multiple projects.
- **Design:** projects with multiple bridges.
- **PD&E:** multiple alternatives, multiple agency approval required.
- **Planning:** large multimodal projects (airports, seaports, railroads, transit).

| | |
|---|----------------------------|
| Degree of (Financial) Risk Allowed Range: 3% to 5% | Consultant %: 3.00% |
|---|----------------------------|

JUSTIFICATION:

Project anticipated to be urban

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
OPERATING MARGIN JUSTIFICATION

375-030-82
PROCUREMENT
12/14

4. PROJECT SCHEDULE

| | |
|--|-----------------------------------|
| <p>LOW – no critical short term deadlines or requirements for large staffing concentrations, unfunded projects to go on the shelf.</p> <p><u>Typical Project Type</u></p> <ul style="list-style-type: none"> • Bridge Inspection: bridge inspection; bridge scour. • CEI: ITS; stand-alone resurfacing; ride only, support services. • Design: all 3R projects, standard schedule • PD&E: no design phase scheduled in Work Program. • Planning: all. • Railroads: all. • Traffic Operations: ITS. • Survey: all 3R projects. | |
| <p>MEDIUM – standard schedule.</p> <p><u>Typical Project Type</u></p> <ul style="list-style-type: none"> • Bridge Inspection: generally not applicable. • CEI: push button construction. • Design: standard design; bridges, large corridors. • Traffic Operations: traffic counts. • Survey: increased number of crews needed | |
| <p>HIGH – High visibility projects with short durations and aggressive schedules requiring large commitment of staff. Fast track projects with high profile and quick implementation schedule.</p> <p><u>Typical Project Type</u></p> <ul style="list-style-type: none"> • Bridge Inspection: generally not applicable. • CEI: multiprojects, construction bonus, CEI urban (day & night), high visibility; short duration, utility reallocation by others. • Design: mobility/economic stimulus. • PD&E: design phase funded in the Work Program, bridge replacements. | |
| <p>Project Schedule Allowed Range: 1% to 3%</p> | <p>Consultant %: 1.00%</p> |
| <p>JUSTIFICATION: Project anticipated to be urban</p> | |

5. COST CONTROL EFFORTS

| | |
|--|------------------------------------|
| <p>Indicate the degree to which the Consultant controls its costs for wages rates (by region), overhead, expenses and FCCM. The cost control is not generally dependent upon the type of project. Factors to be considered in negotiating this criteria are the following, and other project-specific items:</p> <ul style="list-style-type: none"> <li style="width: 50%;">• Burdened salary rates (by region) by classification. <li style="width: 50%;">• Specialized services requiring specialized staff. <li style="width: 50%;">• Reasonableness of the proposed distribution of staffing for the project. <li style="width: 50%;">• Reimbursed or excluded premium overtime. | |
| <p>LOW – (3% to 6%) Lower or minimal cost control efforts.</p> <p>MEDIUM – (7% to 15%) Moderate cost control efforts.</p> <p>HIGH – (16% to 27%) Substantial cost control efforts.</p> | |
| <p>Cost Control Efforts Allowed Range: 3% to 27%</p> | <p>Consultant %: 22.00%</p> |
| <p>JUSTIFICATION: We work very hard to keep our overhead rates down.</p> | |

6. OPERATING MARGIN JUSTIFICATION TOTAL

| | |
|--|-----------------------------------|
| <p>The total for items 2 through 5 will be calculated for you.</p> | |
| <p>Total Allowed Range: 12% to 42%</p> | <p>Consultant %: 31.0%</p> |

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
OPERATING MARGIN JUSTIFICATION375-030-82
PROCUREMENT
12/14**7. CONTRACT DURATION ADJUSTMENT FACTOR**

For contracts of longer duration (reference table below), the Department shall allow a Contract Duration Adjustment Factor (CDAF). CDAF is defined as an economic price adjustment, necessitated by instability of labor costs for an extended period of contract performance (Reference 48 CFR Section 16.203). CDAF is not negotiated, but shall be a fixed number of points based on the overall anticipated length of contract (project schedule). CDAF points shall be allocated by the Department as follows:

| Anticipated Length of Contract | CDAF Points |
|--------------------------------|-------------|
| 0-12 Months | 0 |
| 13-24 Months | 0 |
| 25-36 Months | 3 |
| 37-48 Months | 4.5 |
| 49-60 Months | 5.5 |

- a) For new contracts, CDAF is applied beginning with the first labor hour incurred.
- b) CDAF shall only be applicable for contracts selected (contract final ranking) on or after November 1, 2014.
- c) In the event a contract selected on or after November 1, 2014 is extended (time extension) by six or more months, CDAF shall be applied prospectively to the extended/remaining services only, in accordance with the table shown above.
- d) CDAF shall not be applied to contracts selected before November 1, 2014, nor contract amendments/time extensions for contracts selected before November 1, 2014.
- e) For calculation purposes, CDAF shall be added to operating margin and applied to unloaded direct salaries.
- f) CDAF is applicable only to consultant firms who are awarded operating margin points.

For Calculation purposes, CDAF shall be added to Operating Margin and applied to direct salaries:

Allowed CDAF for this project: 0

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
OPERATING MARGIN JUSTIFICATION

375-030-82
PROCUREMENT
12/14

1. CONTACT INFORMATION

| | | | |
|--|-----------------------------|-----------------------------|-----------------------|
| a. Firm Name: Tierra South Florida, Inc. | | b. Phone No.: 5616878536 | |
| c. Address (including suite number): 2765 Vista Parkway, Suite 10 | d. City: West Palm Beach | e. State: FL | f. Zip Code: 33411 |

2. COMPLEXITY OF PROJECT

Indicate the degree of difficulty associated with this project. Are there unique aspects to the project? Degree of coordination with others outside FDOT should be considered. This includes other agencies, municipalities, multiple districts, multimodal projects, etc.

LOW – Simple, straight-forward projects. Small and specific scope of services, very minor improvements.

Typical Project Type

- **Bridge Inspection:** all bridge inspection except scour.
- **CEI:** 3R Rural, Painting, CEI signalization, simple and straight-forward projects.
- **Design:** simple 3R-Rural; 3R Urban ride only.
- **Geotechnical:** standard.
- **PD&E:** Small simple projects with specific scopes.
- **Planning:** Data/traffic counts.
- **Survey:** resurfacing 3R rural/urban.
- **Traffic Operations:** turn-lane projects (design).

MEDIUM – Projects with some specialized areas requiring some specialized skills. Moderate improvements on a project.

Typical Project Type

- **Bridge Inspection:** generally not applicable.
- **CEI:** CEI resurfacing with some improvements.
- **Design:** 3R Urban with some improvements, intersection, improvements with safety, Category 1 bridges.
- **PD&E:** widening with limited issues and bridge replacement with limited impacts.
- **Railroads:** all.
- **Survey:** survey in water areas.
- **Traffic Operations:** traffic operations studies and signal design projects.

HIGH – Complex multi-disciplined projects requiring specialized skills with significant management issues. Major improvements on a project.

Typical Project Type

- **Bridge Inspection:** bridge scour.
- **CEI:** CEI for multisections in a corridor, MOT Issues, specialized skills, ITS, construction on new alignments and signal system timing, development and implementation.
- **Design:** new alignments, major widening, major reconstruction, railroad bridge design, Segmental Class 2 bridges, Movable Bridges.
- **PD&E:** PD&E with Feasibility study, multiple disciplines, significant issues;
- **Planning:** large planning (multimodal).
- **Survey:** pilings and bridges.
- **Traffic Operations:** ITS

Complexity of Project Allowed Range: 5% to 7%

Consultant %: 5%

JUSTIFICATION:

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
OPERATING MARGIN JUSTIFICATION

375-030-82
 PROCUREMENT
 12/14

3. DEGREE OF (FINANCIAL) RISK

Indicate the amount of financial risk assumed by the consultant in relation to this project.
LOW – Contracts with well-defined and specific scopes, minimal probability of costs overruns and low financial risk exposure. Scope clarification meeting held, if applicable.

Typical Project Type

- **Bridge Inspection:** bridge inspection.
- **CEI:** CEI subconsultants providing support personnel, ITS, maximum limiting amount contracts.
- **Design:** simple 3R rural, 3R urban ride only.
- **Geotechnical:** all.
- **PD&E:** accurate and specific scope & pre-negotiation meetings.
- **Planning:** most planning.
- **Survey:** all, including SUE.
- **Traffic Operations:** traffic operations studies; traffic counts.

MEDIUM – Projects with potential for additional coordination efforts with outside agencies/parties; coordination with several Districts, multiple municipalities, etc.

Typical Project Type

- **Bridge Inspection:** bridge scour.
- **CEI:** standard CEI.
- **Design:** design for new alignments, major reconstruction, and widening.
- **PD&E:** experimental design and broad scopes.
- **Planning:** some planning.
- **Railroads:** all.
- **Traffic Operations:** traffic signal projects, ITS

HIGH – lump sum contracts with possibility of overrunning costs; experimental design; projects involving significant financial risk, hazardous materials, and potential for significant unknown issues.

Typical Project Type

- **CEI:** high visibility, lump sum contracts, multiple projects.
- **Design:** projects with multiple bridges.
- **PD&E:** multiple alternatives, multiple agency approval required.
- **Planning:** large multimodal projects (airports, seaports, railroads, transit).

| | |
|---|-------------------------|
| Degree of (Financial) Risk Allowed Range: 3% to 5% | Consultant %: 3% |
|---|-------------------------|

JUSTIFICATION:

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
OPERATING MARGIN JUSTIFICATION

375-030-82
PROCUREMENT
12/14

4. PROJECT SCHEDULE

| | |
|--|----------------------------|
| <p>LOW – no critical short term deadlines or requirements for large staffing concentrations, unfunded projects to go on the shelf.</p> <p><u>Typical Project Type</u></p> <ul style="list-style-type: none"> • Bridge Inspection: bridge inspection; bridge scour. • CEI: ITS; stand-alone resurfacing; ride only, support services. • Design: all 3R projects, standard schedule • PD&E: no design phase scheduled in Work Program. • Planning: all. • Railroads: all. • Traffic Operations: ITS. • Survey: all 3R projects. | |
| <p>MEDIUM – standard schedule.</p> <p><u>Typical Project Type</u></p> <ul style="list-style-type: none"> • Bridge Inspection: generally not applicable. • CEI: push button construction. • Design: standard design; bridges, large corridors. • Traffic Operations: traffic counts. • Survey: increased number of crews needed | |
| <p>HIGH – High visibility projects with short durations and aggressive schedules requiring large commitment of staff. Fast track projects with high profile and quick implementation schedule.</p> <p><u>Typical Project Type</u></p> <ul style="list-style-type: none"> • Bridge Inspection: generally not applicable. • CEI: multiprojects, construction bonus, CEI urban (day & night), high visibility; short duration, utility reallocation by others. • Design: mobility/economic stimulus. • PD&E: design phase funded in the Work Program, bridge replacements. | |
| Project Schedule Allowed Range: 1% to 3% | Consultant %: 2.00% |
| JUSTIFICATION: | |

5. COST CONTROL EFFORTS

| | |
|--|-----------------------------|
| <p>Indicate the degree to which the Consultant controls its costs for wages rates (by region), overhead, expenses and FCCM. The cost control is not generally dependent upon the type of project. Factors to be considered in negotiating this criteria are the following, and other project-specific items:</p> <ul style="list-style-type: none"> <li style="width: 50%;">• Burdened salary rates (by region) by classification. <li style="width: 50%;">• Specialized services requiring specialized staff. <li style="width: 50%;">• Reasonableness of the proposed distribution of staffing for the project. <li style="width: 50%;">• Reimbursed or excluded premium overtime. <p>LOW – (3% to 6%) Lower or minimal cost control efforts.</p> <p>MEDIUM – (7% to 15%) Moderate cost control efforts.</p> <p>HIGH – (16% to 27%) Substantial cost control efforts.</p> | |
| Cost Control Efforts Allowed Range: 3% to 27% | Consultant %: 20.00% |
| JUSTIFICATION: | |

6. OPERATING MARGIN JUSTIFICATION TOTAL

| | |
|---|----------------------------|
| The total for items 2 through 5 will be calculated for you. | |
| Total Allowed Range: 12% to 42% | Consultant %: 30.0% |

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
OPERATING MARGIN JUSTIFICATION375-030-82
PROCUREMENT
12/14**7. CONTRACT DURATION ADJUSTMENT FACTOR**

For contracts of longer duration (reference table below), the Department shall allow a Contract Duration Adjustment Factor (CDAF). CDAF is defined as an economic price adjustment, necessitated by instability of labor costs for an extended period of contract performance (Reference 48 CFR Section 16.203). CDAF is not negotiated, but shall be a fixed number of points based on the overall anticipated length of contract (project schedule). CDAF points shall be allocated by the Department as follows:

| Anticipated Length of Contract | CDAF Points |
|--------------------------------|-------------|
| 0-12 Months | 0 |
| 13-24 Months | 0 |
| 25-36 Months | 3 |
| 37-48 Months | 4.5 |
| 49-60 Months | 5.5 |

- a) For new contracts, CDAF is applied beginning with the first labor hour incurred.
- b) CDAF shall only be applicable for contracts selected (contract final ranking) on or after November 1, 2014.
- c) In the event a contract selected on or after November 1, 2014 is extended (time extension) by six or more months, CDAF shall be applied prospectively to the extended/remaining services only, in accordance with the table shown above.
- d) CDAF shall not be applied to contracts selected before November 1, 2014, nor contract amendments/time extensions for contracts selected before November 1, 2014.
- e) For calculation purposes, CDAF shall be added to operating margin and applied to unloaded direct salaries.
- f) CDAF is applicable only to consultant firms who are awarded operating margin points.

For Calculation purposes, CDAF shall be added to Operating Margin and applied to direct salaries:

Allowed CDAF for this project: 0

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Employee Payroll Information Report
For: 9326-AVIROM & ASSOCIATES INC
On 02/04/2016

| Emp Id | NAME | SSN | M/F | Race | Status | Pay Type | Job Id | Payid | Rate | Eff Date |
|----------------|------------------------|-------------|--------------|-------------|--------|-----------|--------|--------|----------|----------|
| Address | Tax ID | Allow/Code | Eff Date | | | | | | | |
| City State Zip | Birthdate | Work Geo | Allowances | | | | | | | |
| Phone | Client Hire Dt | Res Geo | Override Geo | | | | | | | |
| W/C | SOI Hire Date | Position ID | | | | | | | | |
| Dept | Title | AccType | Apportion | Ded Id | Rate | Eff Date | | | | |
| Term | Term Reason | DF/Desl/Chk | AccNum | | | | | | | |
| ChkSort | Location | | | | | | | | | |
| DJ4894 | DOOGAN, JOHN T | | | M | W | F | 9326 | 1SAL | 2,100.00 | |
| | 8571 DYNASTY DRIVE | | | | | | | SPTOFA | 0.00 | |
| | BOCA RATON, FL 33433 | | | | | | | | | |
| | (561)756-6348 | 8/25/1954 | | | | | | | | |
| | 8603 | 3/1/1999 | W | 10-099-0110 | FL | M2 M 2-FL | FSAM15 | 53.34 | 06/01/15 | |
| | 1, OFFICE | 5/26/2015 | Y | 10-099-0110 | FL | OFFICE | 401KLN | 128.13 | 05/26/15 | |
| | 9326-AVIROM & ASSOCIAT | | | OFFICE | | 100% | DS | 12.22 | 06/01/15 | |
| | | | | Chk | | | ZV6S | 173.28 | 06/01/15 | |
| | | | | | | | DRP | 33.06 | 06/18/15 | |
| | | | | | | | TRAV01 | 25.00 | 05/26/15 | |

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Employee Payroll Information Report
For: 9326-AVIROM & ASSOCIATES INC
On 02/04/2016

| Emp Id | NAME Address City State Zip Phone W/C Dept | SSN Tax ID | M/F Race Status Allow/Code | Pay Type Eff Date | Job Id | Pay/d | Rate | Eff Date |
|---------|--|--|-------------------------------|----------------------|--|---|--|---|
| Term | Term Reason | Birthdate | Client Hire Dt | Freq. | Work Geo | Allowances | | |
| ChkSort | Location | SOI Hire Date | OT Exempt | Res Geo | Position ID | Override Geo | | |
| | | Title | AccNum | AccType | Apportion | Ded Id | Rate | Eff Date |
| EW9082 | EVANS, WILLIAM R 7805 NW 8 COURT MARGATE, FL 33063 (954)978-8591 8603 1, OFFICE 9326-AVIROM & ASSOCIAT | 4/10/1971 10/22/2007 W 5/26/2015 N | | W | 10-099-0110 FL 10-011-0870 FL OFFICE Chk Chk | M W F M2 M 2-FL BNRF DE ZVBO2E DRP | 9326 -478.03 3.45 49.21 9.31 | 1ST HOL PTOHA 06/23/16 06/01/15 06/01/15 06/23/15 |

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Employee Payroll Information Report
For: 9326-AVIROM & ASSOCIATES INC
On 02/04/2016

| Emp Id | NAME | SSN | M/F | Race | Status | Pay Type | Job Id | PayId | Rate | Eff Date |
|----------------|------------------------|------------|--------------|-----------|----------------|-----------|----------|--------|-------|----------|
| Address | Tax ID | Allow/Code | Eff Date | | | | | | | |
| City State Zip | Birthdate | Work Geo | Allowances | | | | | | | |
| Phone | Client Hire Dt | Res Geo | Override Geo | | | | | | | |
| W/C | SOI Hire Date | OT Exempt | Position ID | | | | | | | |
| Dept | Title | AccNum | AccType | Appor/lon | Ded Id | Rate | Eff Date | | | |
| Term | Term Reason | DflDes/Chk | | | | | | | | |
| ChkSort | Location | | | | | | | | | |
| FJ3099 | FRIDDLE, JIMMY D | | M | W | F | 9326 | | | 1ST | 26.00 |
| | 2302 N 28 AVENUE | | | | | | | | HOL | 26.00 |
| | HOLLYWOOD, FL 33020 | | | | | | | | PTOHA | 26.00 |
| | (954)285-4151 | 1/12/1957 | | | | | | | | |
| | 8601 | 9/8/1997 | W | | 10-099-0110 FL | SO S O-FL | 401KP | 11.00% | | 12/29/15 |
| | 2, FIELD | 5/26/2015 | N | | 10-011-0630 FL | | 401KLN | 32.04 | | 05/26/15 |
| | 9326-AVIROM & ASSOCIAT | | | | FIELD | | DE | 3.45 | | 08/01/15 |
| | | | | | | 100% | ZVBO2E | 49.21 | | 06/01/15 |
| | | | | | | \$225.00 | TRAV01 | 25.00 | | 05/26/15 |
| | | | | | | | VE | 2.07 | | 08/01/15 |

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Employee Payroll Information Report
 For: 9326-AVIROM & ASSOCIATES INC
 On 02/04/2016

| Emp Id | NAME | SSN | M/F | Race | Status | Pay Type | Job Id | Paytd | Rate | Eff Date |
|----------------|------------------------|-------------|--------------|----------|----------------|-----------|--------|-------|-------|----------|
| Address | Tax ID | Allow/Code | Eff Date | | | | | | | |
| City State Zip | Birthdate | Work Geo | Allowances | | | | | | | |
| Phone | Client Hire Dt | Res Geo | Override Geo | | | | | | | |
| W/C | SOI Hire Date | OT Exempt | Apportion | | | | | | | |
| Dept | Title | AccNum | Ded Id | Rate | Eff Date | | | | | |
| Term | Term Reason | Df/Dest/Chk | Rate | Eff Date | | | | | | |
| ChkSort | Location | AccNum | Rate | Eff Date | | | | | | |
| WK8555 | WARD, KEVIN L | | M | W | F | 0326 | | | 1ST | 19.00 |
| | 8711 NW 8TH CT | | | | | | | | HOL | 19.00 |
| | MARGATE, FL 33063 | | | | | | | | PTCHA | 19.00 |
| | (954)650-8007 | 9/16/1967 | | | | | | | | |
| | 8601 | 8/26/1991 | W | | 10-099-0110 FL | SO S 0-FL | 401KP | 7.00% | | 12/01/15 |
| | 2, FIELD | 5/26/2015 | N | | 10-011-0870 FL | | DE | 3.45 | | 06/01/15 |
| | | | | | FIELD | | ZVBO2E | 49.21 | | 06/01/15 |
| | 9326-AVIROM & ASSOCIAT | | | | Chk | | VE | 2.07 | | 06/01/15 |
| | | | | | Sav | 50% | | | | |

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Employee Payroll Information Report
For: 9326-AVIROM & ASSOCIATES INC
On 02/04/2016

| Emp Id | NAME | SSN | M/F | Race | Status | Pay Type | Job Id | Pay/d | Rate | Eff Date |
|----------------|------------------------|--------------|--------------|--------|--------|----------------|-----------|-------|------|----------|
| Address | Tax ID | Allow/Code | Eff Date | | | | | | | |
| City State Zip | Birthdate | Work Geo | Allowances | | | | | | | |
| Phone | Client Hire Dt | Res Geo | Override Geo | | | | | | | |
| W/C | SOI Hire Date | Position ID | | | | | | | | |
| Dept | OT Exempt | AccType | Apportion | Ded Id | Rate | Eff Date | | | | |
| Term | Term Reason | Title | | | | | | | | |
| Chk/Sort | Location | Dfl/Dest/Chk | AccNum | | | | | | | |
| JJ9824 | JOHNSON, JOSHUA COLE | | M | W | F | 9326 | | | 1ST | 13.00 |
| | 801 SE 4TH AVENUE | | | | | | | | | |
| | DELRAY BEACH, FL 33483 | | | | | | | | | |
| | (561)266-3578 | 1/8/1982 | | | | | | | | |
| | 8601 | 11/16/2015 | W | | | 10-099-0110 FL | S2 S 2-FL | | | |
| | 2, FIELD | 11/16/2015 | N | | | 10-099-0370 FL | | | | |
| | | FIELD | | | | FIELD | | | | |
| | 9326-AVIROM & ASSOCIAT | | | | | Chk | 100% | | | |

Tierra South Florida, Inc.
Registered Payroll Summary
 January 22, 2016

| | Bennett, Dominique J | | | Krishnasamy, Raj | | |
|---|----------------------|-------|------------|--------------------|------|--------------|
| | Hours | Rate | Jan 22, 16 | Hours | Rate | Jan 22, 16 |
| Employee Wages, Taxes and Adjustments | | | | | | |
| Gross Pay | | | | | | |
| Salary - Regular | | | 0.00 | | | 6,076.92 |
| Hourly - Admin | 80.00 | 25.00 | 2,000.00 | | | 0.00 |
| Auto Allowance Compensation | | | 0.00 | | | 30.00 |
| Total Gross Pay | 80.00 | | 2,000.00 | ----- | | 6,106.92 |
| Taxes Withheld | | | | | | |
| Federal Withholding | | | -115.20 | | | -838.86 |
| Medicare Employee | | | -28.62 | | | -86.81 |
| Social Security Employee | | | -122.35 | | | -371.19 |
| Medicare Employee Addl Tax | | | 0.00 | | | 0.00 |
| Total Taxes Withheld | | | -266.17 | | | -1,296.86 |
| Employer Taxes and Contributions | | | | | | |
| Federal Unemployment | | | 11.84 | | | 35.92 |
| Medicare Employer | | | 28.61 | | | 86.81 |
| Social Security Employer | | | 122.35 | | | 371.19 |
| FL - Unemployment Company | | | 60.98 | | | 185.00 |
| Total Employer Taxes and Contributions | | | 223.78 | | | 678.92 |
| <hr style="border-top: 1px dashed black;"/> | | | | | | |
| Hourly Rate Calculation | | | | | | |
| Base Salary Per Current Payroll Period | | | | | | 6,076.92 |
| Multiplied by 26 Pay Periods/year | | | | Hourly Rate | | x26 |
| Subtotal | | | | See Above | | 157,999.92 |
| Divided by 2080 hours per year | | | | | | /2080 |
| Hourly Rate | | | | | | 75.96 |

Tierra South Florida, Inc.
Registered Payroll Summary
 January 22, 2016

| | Manoharan, Natarajan | | | Oliva, Jose L | | |
|---|----------------------|------|-----------------|---------------|------|-----------------|
| | Hours | Rate | Jan 22, 16 | Hours | Rate | Jan 22, 16 |
| Employee Wages, Taxes and Adjustments | | | | | | |
| Gross Pay | | | | | | |
| Salary - Regular | | | 3,653.85 | | | 2,692.31 |
| Hourly - Admin | | | 0.00 | | | 0.00 |
| Auto Allowance Compensation | | | 30.00 | | | 0.00 |
| Total Gross Pay | | | <u>3,683.85</u> | | | <u>2,692.31</u> |
| Taxes Withheld | | | | | | |
| Federal Withholding | | | -240.07 | | | -180.74 |
| Medicare Employee | | | -48.18 | | | -34.02 |
| Social Security Employee | | | -206.01 | | | -145.49 |
| Medicare Employee Addl Tax | | | 0.00 | | | 0.00 |
| Total Taxes Withheld | | | <u>-494.26</u> | | | <u>-360.25</u> |
| Employer Taxes and Contributions | | | | | | |
| Federal Unemployment | | | 19.94 | | | 14.08 |
| Medicare Employer | | | 48.18 | | | 34.03 |
| Social Security Employer | | | 206.01 | | | 145.49 |
| FL - Unemployment Company | | | 102.67 | | | 72.51 |
| Total Employer Taxes and Contributions | | | <u>376.80</u> | | | <u>266.11</u> |
| <hr style="border-top: 1px dashed black;"/> | | | | | | |
| Hourly Rate Calculation | | | | | | |
| Base Salary Per Current Payroll Period | | | 3,653.85 | | | 2,692.31 |
| Multiplied by 26 Pay Periods/year | | | <u>x26</u> | | | <u>x26</u> |
| Subtotal | | | 95,000.10 | | | 70,000.06 |
| Divided by 2080 hours per year | | | <u>/2080</u> | | | <u>/2080</u> |
| Hourly Rate | | | 45.67 | | | 33.65 |

Tierra South Florida, Inc.
Registered Payroll Summary
 January 22, 2016

| | Thomas, Francois | | | Vedula, Ramakumar | | |
|---|------------------|------|------------------|-------------------|------|-----------------|
| | Hours | Rate | Jan 22, 16 | Hours | Rate | Jan 22, 16 |
| Employee Wages, Taxes and Adjustments | | | | | | |
| Gross Pay | | | | | | |
| Salary - Regular | | | 5,384.81 | | | 5,000.00 |
| Hourly - Admin | | | 0.00 | | | 0.00 |
| Auto Allowance Compensation | | | 30.00 | | | 30.00 |
| Total Gross Pay | | | <u>5,414.81</u> | | | <u>5,030.00</u> |
| Taxes Withheld | | | | | | |
| Federal Withholding | | | -629.01 | | | -513.63 |
| Medicare Employee | | | -73.86 | | | -66.83 |
| Social Security Employee | | | -315.83 | | | -285.78 |
| Medicare Employee Addl Tax | | | 0.00 | | | 0.00 |
| Total Taxes Withheld | | | <u>-1,018.70</u> | | | <u>-866.24</u> |
| Employer Taxes and Contributions | | | | | | |
| Federal Unemployment | | | 30.56 | | | 27.66 |
| Medicare Employer | | | 73.86 | | | 66.83 |
| Social Security Employer | | | 315.83 | | | 285.78 |
| FL - Unemployment Company | | | 157.41 | | | 142.43 |
| Total Employer Taxes and Contributions | | | <u>577.66</u> | | | <u>522.70</u> |
| Hourly Rate Calculation | | | | | | |
| Base Salary Per Current Payroll Period | | | 5,384.81 | | | 5,000.00 |
| Multiplied by 26 Pay Periods/year | | | <u>x26</u> | | | <u>x26</u> |
| Subtotal | | | 140,005.06 | | | 130,000.00 |
| Divided by 2080 hours per year | | | <u>/2080</u> | | | <u>/2080</u> |
| Hourly Rate | | | 67.31 | | | 62.50 |

Tierra South Florida, Inc.
Registered Payroll Summary
 January 22, 2016

| | | Zhao, Wenbin | |
|---|--|--------------|--------------|
| | | Hours | Rate |
| | | Jan 22, 16 | |
| Employee Wages, Taxes and Adjustments | | | |
| Gross Pay | | | |
| Salary - Regular | | | 2,500.00 |
| Hourly - Admin | | | 0.00 |
| Auto Allowance Compensation | | | 0.00 |
| Total Gross Pay | | | 2,500.00 |
| Taxes Withheld | | | |
| Federal Withholding | | | -78.46 |
| Medicare Employee | | | -31.52 |
| Social Security Employee | | | -134.80 |
| Medicare Employee Addl Tax | | | 0.00 |
| Total Taxes Withheld | | | -244.78 |
| Employer Taxes and Contributions | | | |
| Federal Unemployment | | | 13.05 |
| Medicare Employer | | | 31.53 |
| Social Security Employer | | | 134.81 |
| FL - Unemployment Company | | | 67.19 |
| Total Employer Taxes and Contributions | | | 246.58 |
| ----- | | | |
| Hourly Rate Calculation | | | |
| Base Salary Per Current Payroll Period | | | 2,500.00 |
| Multiplied by 26 Pay Periods/year | | | x26 |
| Subtotal | | | 65,000.00 |
| Divided by 2080 hours per year | | | /2080 |
| Hourly Rate | | | 31.25 |

Avirom & Associates, Inc.
Cutler Bay Safe Routes to School

FPID No.

SURVEY OFFICE STAFF RATES

| <u>Additive</u> | | <u>Senior Surveyor & Mapper</u> | <u>Surveyor & Mapper</u> | <u>Survey Technician</u> |
|-----------------------------------|---------|---|----------------------------------|------------------------------|
| <i>Raw Labor Hourly Rate</i> | | \$52.50 | \$0.00 | \$31.00 |
| <i>Overhead / Fringe</i> | 183.83% | \$96.51 | \$0.00 | \$56.99 |
| <i>Operating Margin</i> | 31.00% | \$16.28 | \$0.00 | \$9.61 |
| <i>FCCM</i> | 0.446% | \$0.23 | \$0.00 | \$0.14 |
| <i>Expense Allocation</i> | 8.95% | \$4.70 | \$0.00 | \$2.77 |
| <i>Loaded Hourly Rates</i> | | \$170.22 | \$0.00 | \$100.51 |

Avirom & Associates, Inc.
Cutler Bay Safe Routes to School
0
 FPID No.

SURVEY CREW RATES

| <u>Position</u> | <u>Category Rate</u> | <u>2-Party</u> | <u>3-Party</u> | <u>4-Party</u> | <u>5-Party</u> |
|---|-----------------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| <i>Party Chief</i> | \$26.00 | \$26.00 | \$26.00 | \$26.00 | \$26.00 |
| <i>Instrument Person</i> | \$19.00 | \$19.00 | \$19.00 | \$19.00 | \$19.00 |
| <i>Rodperson</i> | \$13.00 | | \$13.00 | \$26.00 | \$39.00 |
| Raw Labor Hourly Rate | | \$45.00 | \$58.00 | \$71.00 | \$84.00 |
| <i>Overhead / Fringe</i> | 183.83% | \$82.72 | \$106.62 | \$130.52 | \$154.42 |
| <i>Operating Margin</i> | 31.00% | \$13.95 | \$17.98 | \$22.01 | \$26.04 |
| <i>FCCM</i> | 0.446% | \$0.20 | \$0.26 | \$0.32 | \$0.37 |
| <i>Expense Allocation</i> | 8.95% | \$4.03 | \$5.19 | \$6.35 | \$7.52 |
| Subtotal | | \$145.90 | \$188.05 | \$230.20 | \$272.35 |
| <i>Travel Time Allowance - 57 miles</i> | 1.0 | \$145.90 | \$188.05 | \$230.20 | \$272.35 |
| Loaded Crew Hourly Rates (based on 8 hr day) | | \$164.14 | \$211.56 | \$258.98 | \$306.39 |

TRAVEL TIME ALLOWANCE

One-Way Distance

0 - 35 Miles

35 - 50 Miles

50 - 75 Miles

75 + Miles

Additional Daily Credit

None

0.5 hour

1.0 hour

\$50.00 per day per crew member

CERTIFIED WAGE RATE FORM

Cutler Bay Safe Routes to School

Town of Cutler Bay, Florida

Consultant Name: Tierra South Florida, Inc

| <u>Job Classification</u> | <u>Personnel</u> | <u>Current Salary</u> | <u>Percent of Employee Used</u> |
|--|-----------------------|-----------------------|---------------------------------|
| Project Manager | Work Activities | | |
| | Raj Krishnasamy | \$75.96 | 100% |
| | | | |
| | Average Hourly Rate = | \$75.96 | |
| Senior Engineer | Work Activities | | |
| | Francois Thomas | \$67.31 | 100% |
| | Ramakumar Vedula | \$62.50 | 100% |
| | Average Hourly Rate = | \$64.91 | |
| Senior Specialist | Work Activities | | |
| | Natarajan Manoharan | \$45.67 | 100% |
| | | | |
| | Average Hourly Rate = | \$45.67 | |
| Engineer | Work Activities | | |
| | Wenbin Zhao | \$31.25 | 100% |
| | | | |
| | Average Hourly Rate = | \$31.25 | |
| CADD/ Senior Engineering Technician/ Computer Technician | Work Activities | | |
| | Jose Oliva | \$33.65 | 100% |
| | | | |
| | Average Hourly Rate = | \$33.65 | |
| Secretary/Clerical | Work Activities | | |
| | Dominique Bennett | \$25.00 | 100% |
| | | | |
| | Average Hourly Rate = | \$25.00 | |

I certify that the above information is current and accurate as of this date.

Raj Krishnasamy

26-Jan-16

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
AUDIT CERTIFICATION PACKAGE – FOR UNLIMITED LEVEL

375-030-39
PROCUREMENT
11/14

Certification of Current Cost or Pricing Data (F.A.R. 15.406-2)

Consultant Name: Avirom & Associates, Inc.

Financial Project ID No.: _____

Project Description: Cutler Bay Safe Routes to School

Date: February 4, 2016

WAGE RATE CERTIFICATION

I certify that the wages listed for employees in the Automated Fee Proposal spreadsheet are current as of this date. I have attached a copy of the current payroll register that supports these rates.



Signature

Michael D. Avirom, President
Title

TIERRA SOUTH FLORIDA, INC.

Safe Routes to School Design Services
Town of Cutler Bay, Florida

Fee Estimate for Geotechnical Services

| | Unit | # of Units | Unit Price | | Total |
|--|------|------------|------------|----|-------------|
| I. FIELD INVESTIGATION (LAND) | | | | | |
| Mobilization of Men and Equipment Truck-Mounted Equipment | Trip | | \$ 350.00 | \$ | 0.00 |
| Mobilization of Pavement Coring Equipment | Trip | | \$ 300.00 | \$ | 0.00 |
| SPT Borings 0 - 50 ft depth | L.F. | | \$ 12.00 | \$ | 0.00 |
| 50 - 100 ft depth | L.F. | | \$ 14.00 | \$ | 0.00 |
| Grout Boreholes 0 - 50 ft depth | L.F. | | \$ 5.50 | \$ | 0.00 |
| 50 - 100 ft depth | L.F. | | \$ 6.50 | \$ | 0.00 |
| Casing Allowance 0 - 50 ft depth | L.F. | | \$ 7.00 | \$ | 0.00 |
| 50 - 100 ft depth | L.F. | | \$ 9.00 | \$ | 0.00 |
| Auger Borings | L.F. | | \$ 10.00 | \$ | 0.00 |
| Field Permeability Tests | Test | | \$ 350.00 | \$ | 0.00 |
| Double Ring Infiltration Tests | Test | | \$ 475.00 | \$ | 0.00 |
| Pavement Cores (minimum 3 cores) | Each | | \$ 105.00 | \$ | 0.00 |
| Traffic Control (2-man crew with safety equipments) | Each | | \$ 1200.00 | \$ | 0.00 |
| III. LABORATORY TESTING | | | | | |
| Visual Examination by Staff Engineer | Hour | | \$ 90.00 | \$ | 0.00 |
| Natural Moisture Content Tests | Test | | \$ 10.00 | \$ | 0.00 |
| Grain-Size Analysis - Full Gradation | Test | | \$ 50.00 | \$ | 0.00 |
| Atterberg Limits | Test | | \$ 85.00 | \$ | 0.00 |
| Corrosion Test | Test | | \$ 150.00 | \$ | 0.00 |
| Organic Content Tests | Test | | \$ 50.00 | \$ | 0.00 |
| IV. FIELD ENGINEERING AND TECHNICAL SERVICES | | | | | |
| Site Recon./Utility Coordination/MOT Sr. Engineering Technician | Hour | | \$ 70.00 | \$ | 0.00 |
| V. ENGINEERING AND TECHNICAL SERVICES | | | | | |
| Project Manager | Hour | | \$ 150.00 | \$ | 0.00 |
| Senior Engineer | Hour | | \$ 130.00 | \$ | 0.00 |
| Senior Speialist | Hour | | \$ 120.00 | \$ | 0.00 |
| Engineer | Hour | | \$ 90.00 | \$ | 0.00 |
| Draftperson | Hour | | \$ 70.00 | \$ | 0.00 |
| TOTAL FEE FOR GEOTECHNICAL SERVICES | | | \$ | | 0.00 |

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
CERTIFICATION OF USE OF LOWER TIER SUBS

375-030-40
PROCUREMENT
01/11

Financial Project No.: _____
Project Description: Cutler Bay Safe Routes to School

I, the undersigned, certify that I have disclosed all lower tier subconsultants/sub-vendors proposed to be used by my firm to perform services on the subject FDOT contract.
In accordance with Section 7A of the Standard Professional Services Contract, I understand that: The Consultant will not sublet, assign or transfer any work under this Agreement to other subconsultants/sub-vendors not specified in the Agreement without the written consent of the Department.
I will comply with the aforementioned FDOT contractual requirement.
Additionally, I certify that all rates proposed by my firm in the fee proposal do not reflect blending of costs with lower tier subconsultants/sub-vendors.

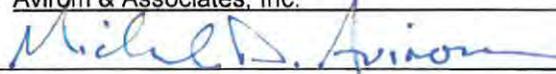
I further certify that either:
(Indicate choice by checking box)

There are no lower tier subconsultants/sub-vendors to my consultant firm on this contract.

Or

I have disclosed all lower tier subconsultants/sub-vendors to my firm, and the full list of lower tier subconsultants/sub-vendors who may be utilized by my firm on this contract is provided below:

Firm Name: Avirom & Associates, Inc.

Signature: 

Name of Certifying Official (Print): Michael D. Avirom

Title: President

Date of Certification: February 4, 2016

STATE OF FLORIDA DEPARTMENT OF TRANSPORTATION
CERTIFICATION OF USE OF LOWER TIER SUBS

375-030-40
PROCUREMENT
01/11

Financial Project No.: N/A
Project Description: Cutler Bay Safe Routes to School

I, the undersigned, certify that I have disclosed all lower tier subconsultants/sub-vendors proposed to be used by my firm to perform services on the subject FDOT contract.
In accordance with Section 7A of the Standard Professional Services Contract, I understand that: "The Consultant will not sublet, assign or transfer any work under this Agreement to other than subconsultants specified in the Agreement without the written consent of the Department."
I will comply with the aforementioned FDOT contractual requirement.
Additionally, I certify that all rates proposed by my firm in the fee proposal do not reflect blending of costs with lower tier subconsultants/sub-vendors.

I further certify that either:
(Indicate choice by checking box)

There are no lower tier subconsultants/sub-vendors to my consultant firm on this contract.

Or

I have disclosed all lower tier subconsultants/sub-vendors to my firm, and the full list of lower tier subconsultants/sub-vendors who may be utilized by my firm on this contract is provided below:

Firm Name: Tierra South Florida, Inc.

Signature: 

Name of Certifying Official (Print): Raj Krishnasamy, P.E.

Title: President

Date of Certification: February 4, 2016