

Contract Amendment No. 2

Contract Number: **SCN103660**

Project Title: **Hilfiker Wall Repair – Foresthill Road Project**

Description: **Professional Services Agreement (PSA) for
Construction Services for the Hilfiker Wall Repair –
Foresthill Road Project**

This Contract Amendment No. 2 (“Amendment”) for additional services not to exceed \$213,997.70 is entered into by and between the County of Placer “COUNTY” and Salaber Associates, Inc. “CONSULTANT” this _____ day of _____, 2022 and affects **Exhibit B-1 “FEE SCHEDULE”**; of the original Professional Services Agreement SCN103660, dated March 8th, 2021 and Contract Amendment No. 1 is hereby amended as follows:

- a) Exhibit B, “FEE SCHEDULE”, shall be deleted and replaced in its entirety with EXHIBIT B-1 “FEE SCHEDULE” attached to this amendment.**

- b) All other sections of this contract, exhibits, and amendments remain unchanged and in full force and effect.**

The undersigned agree to the authorization of the transfer of funds for additional services described in this Contract Amendment No. 2. (March, 2022)

FOR THE CONSULTANT (Salaber Associates, Inc.)

Signature

Print Name

Date

FOR THE COUNTY

Ken Grehm, Director of Public Works

Date

EXHIBIT 10-H1 COST PROPOSAL Page 1 of 2

COST-PLUS-FIXED FEE OR LUMP SUM OR FIRM FIXED PRICE CONTRACTS

(DESIGN, ENGINEERING AND ENVIRONMENTAL STUDIES)

Note: Mark-ups are Not Allowed

Prime Consultant Subconsultant 2nd Tier Subconsultant

Consultant: Salaber Associates, Inc.

Project No. STPL-5919(139) Contract No. _____ Date 2/17/22

DIRECT LABOR

Classification/Title	Name	Hours	Actual Hourly Rate	Total
<u>(Resident Engineer)*</u>	Justin Kable*, Chris Fallbeck*, Bob LoRusso	300	\$80.00	\$24,000.00
<u>(Inspector – GRP2)**</u>	Matt Carlenzoli*, Brandon Barker*, Dave Compton	460	\$60.00	\$27,600.00
<u>(Inspector – GRP2 – Overtime)**</u>		80	\$90.00	\$7,200.00
<u>(Inspector-GRP2-Second Shift)**</u>	Matt Carlenzoli, Brandon Barker, Dave Compton	0	\$66.00	\$0.00
<u>(Inspector-GRP2 – Second shift OT)**</u>		0	\$99.00	\$0.00

LABOR COSTS

- a) Subtotal Direct Labor Costs \$58,800.00
- b) Anticipated Salary Increases (see page 2 for calculation) \$0.00
- c) **TOTAL DIRECT LABOR COSTS [(a) + (b)]** **\$58,800.00**

INDIRECT COSTS

- d) Fringe Benefits (Rate: _____%) e) Total Fringe Benefits [(c) x (d)] \$ _____
- f) Overhead (Rate:149.91%) g) Overhead [(c) x (f)] \$88,147.08
- h) General and Administrative (Rate: _____%) i) Gen & Admin [(c) x (h)] \$ _____
- j) **TOTAL INDIRECT COSTS [(e) + (g) + (i)]** **\$88,147.08**

FIXED FEE

- k) **TOTAL FIXED FEE [(c) + (j)] x fixed fee 10%** **\$14,694.71**

l) CONSULTANT’S OTHER DIRECT COSTS (ODC) – ITEMIZE (Add additional pages if necessary)

Description of Item	Quantity	Unit	Unit Cost	Total
Mileage Costs			\$	\$
Equipment Rental and Supplies			\$	\$
Test			\$	\$

l) **TOTAL OTHER DIRECT COSTS** \$ _____

m) SUBCONSULTANTS’ COSTS (Add additional pages if necessary)

- Subconsultant 1: Geocon Inc. \$35,682.12
- Subconsultant 2: CASI \$16,673.80
- m) **TOTAL SUBCONSULTANTS’ COSTS** \$52,355.92

n) **TOTAL OTHER DIRECT COSTS INCLUDING SUBCONSULTANTS [(l)+(m)]** **\$52,355.92**
TOTAL COST [(c) + (j) + (k) + (n)] **\$213,997.71**

NOTES:

- 3. This assumes that one year will be worked at the rate on the cost proposal before salary increases are granted.
- 4. Calculations for anticipated salary escalation must be provided.

EXHIBIT 10-H1 COST PROPOSAL Page 3 of 3

Certification of Direct Costs:

I, the undersigned, certify to the best of my knowledge and belief that all direct costs identified on the cost proposal(s) in this contract are actual, reasonable, allowable, and allocable to the contract in accordance with the contract terms and the following requirements:

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

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

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

Prime Consultant or Subconsultant Certifying:

Name: Bob LoRusso, PE Title *: Executive Vice President

Signature : Bob LoRusso Date of Certification (mm/dd/yyyy): 2/17/22

Email: rlorusso@saiservices.com Phone Number: (707) 689-3890

Address: 11025 Trade Center Dr., Suite 120, Rancho Cordova, CA 95670

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

List services the consultant is providing under the proposed contract:
Provide construction management and Resident Engineer services
Inspection services,
Labor compliance review and interviews
Material sampling and testing services in accordance with Placer County QAP.

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

Note: Mark-ups are Not Allowed

Consultant: Geocon Consultants, Inc. Prime Consultant Subconsultant 2nd Tier Subconsultant
Project No. Foresthill Road Hilfiker Wall Stabilization Contract No. _____ Date: Rev 02/02/2022

Direct Labor

Classification/Title	Name	Hours	Actual Hourly Rate	Total
Principal Engineer	Zorne	10.0	\$65.00	\$650.00
Project Engineer/Geologist	Staff	2.0	\$38.00	\$76.00
Sr. Staff Engineer/Geologist	Staff	6.0	\$28.00	\$168.00
Field Services Manager	Dail	2.0	\$35.00	\$70.00
Field Technician (PW Group 3)	Staff	155.0	\$38.89	\$6,027.95
Admin/Word Processing	Staff	6.0	\$27.50	\$165.00
Total				\$7,156.95

LABOR COSTS

a) Subtotal Direct Labor Costs \$7,156.95
b) Anticipated Salary Increases \$ -
c) **TOTAL DIRECT LABOR COSTS** [(a)+(b)] \$7,156.95

INDIRECT COSTS

d) Fringe Benefits (Rate): 32.69% e) Total Fringe Benefits [(c) × (d)] \$2,339.61
f) Overhead (Rate): 76.50% g) Overhead [(c) × (f)] \$5,475.07
h) General and Administrative (Rate): 61.14% i) Gen & Admin [(c) × (h)] \$4,375.76
j) **TOTAL INDIRECT COSTS** [(e) +(g) + (i)] \$12,190.43

TOTAL FIXED PROFIT

FIXED FEE k) [(c) + (j)] × Fixed Fee 10% \$1,934.74

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

Description	Quantity	Unit	Unit Cost	Total
Laboratory Tests (Soil, AB)	1	est	\$2,445.000	\$2,445.00
Laboratory Tests (HMA)	1	est	\$11,955.000	\$11,955.00

l) **TOTAL OTHER DIRECT COSTS** \$14,400.00

m) **SUBCONSULTANT'S COSTS (add additional pages if necessary)**

Subconsultant 1: n/a
Subconsultant 2: _____
Subconsultant 3: _____
Tier Subconsultant 4: _____

m) **TOTAL 2nd TIER SUBCONSULTANT'S COSTS** _____

n) **TOTAL OTHER DIRECT COSTS INCLUDING 2nd TIER SUBCONSULTANTS** [(l) + (m)] \$14,400.00

TOTAL COST [(c) + (j) + (k) + (n)] \$35,682.12

NOTES:

- Key Personnel **must** be marked with an asterisk (*) and employees that are subject to prevailing wage requirements must be marked with two asterisks (**). All costs must comply with the Federal Cost Principles. Subconsultants will provide their own cost proposals.
- The cost proposal format shall not be amended. Indirect cost rates shall be updated on an annual basis in accordance with the consultant's annual accounting period and established by a cognized agency or accepted by Caltrans.
- Anticipated salary increases calculation (page 2) must accompany.

EXHIBIT 10-H COST PROPOSAL Page 2 of 3
ACTUAL COST-PLUS-FIXED FEE OR LUMP SUM (FIRM FIXED PRICE) CONTRACTS
(CALCULATIONS FOR ANTICIPATED SALARY INCREASES)

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

Direct Labor <u>Subtotal</u> per Cost Proposal	Total Hours per Cost Proposal	=	Avg Hourly Rate	5 Year Contract Duration
\$7,156.95	181	=	\$39.54	Year 1 Avg Hourly Rate

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

	Avg Hourly Rate		Proposed Escalation			
Year 1	\$39.54	+	3.00%	=	\$40.73	Year 1 Avg Hourly Rate
Year 2	\$40.73	+	3.00%	=	\$41.95	Year 2 Avg Hourly Rate
Year 3	\$41.95	+	3.00%	=	\$43.21	Year 3 Avg Hourly Rate

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

	Estimated % Completed Each Year		Total Hours per Cost Proposal		Total Hours per Year	
Year 1	100.00%	*	72.0	=	72.0	Estimated Hours Year 1
Year 2		*		=		Estimated Hours Year 2
Year 3		*		=		Estimated Hours Year 3
Total	100%		Total	=	72.0	

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

	Avg Hourly Rate (calculated above)		Estimated hours (calculated above)		Cost per Year	
Year 1	\$39.54	*	72.0	=	\$2,846.96	Estimated Hours Year 1
Year 2	\$40.73	*		=		Estimated Hours Year 2
Year 3	\$41.95	*		=		Estimated Hours Year 3
	Total Direct Labor Cost with Escalation			=	\$2,846.96	
	Direct Labor Subtotal before Escalation			=	\$7,156.95	
	Estimated total of Direct Labor Salary Increase			=	\$	- Transfer to Page 1

NOTES:

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

EXHIBIT 10-H1 COST PROPOSAL Page 3 of 3


Certification of Direct Costs:

I, the undersigned, certify to the best of my knowledge and belief that all direct costs identified on the cost proposal(s) in this contract are actual, reasonable, allowable, and allocable to the contract in accordance with the contract terms and the following requirements:

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

All costs must be applied consistently and fairly to all contracts. All documentation of compliance must be retained in the project files and be in compliance with applicable federal and state requirements. Costs that are noncompliant with the federal and state requirements are not eligible for reimbursement. Local governments are responsible for applying only cognizant agency approved or Caltrans accepted Indirect Cost Rate(s).

Prime Consultant or Subconsultant Certifying:

Name: Jeremy Zorne, PE, GE Title*: Vice President/Senior Engineer
 Signature:  Date of Certification (mm/dd/yyyy): 2/2/2022
 Email: zorne@geoconinc.com Phone Number: 916.852.9118
 Address: 3160 Gold Valley Drive, Suite 800, Rancho Cordova, CA 95742

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

List services the consultant is providing under the proposed contract:

Materials Testing Services



LABORATORY TESTING PROGRAM DETAIL

Project Name **Foresthill Road Hilfiker Wall Stabilization**
Caltrans Certified Materials Testing Services
[ESTIMATE UPDATED 02/02/2022]

Geocon Proposal No. LS-20-85
 Fed Aid Proj. No. STPL-5919(139)

Embankment, Subgrade Soil, Structure Backfill, Class 2 AB

Test	Material Tested	Test Name	Test Frequency	Number of Tests	Unit Cost	Total
CT 216	Subgrade Soil	Cal Impact Curve	As needed, per Test Procedure	3	\$225	\$675
CT 216	3/4" Class 2 AB	Compaction Curve	As needed, per Test Procedure	3	\$225	\$675
CAL 202	3/4" Class 2 AB	Gradation	Per QAP	1	\$115	\$115
CAL 301	3/4" Class 2 AB	R-Value	Per QAP	1	\$300	\$300
CAL 217	3/4" Class 2 AB	Sand Equivalent	Per QAP	1	\$100	\$100
CAL 229	3/4" Class 2 AB	Durability Index	Per QAP	2	\$290	\$580
Subtotal						\$2,445

Hot Mix Asphalt (HMA) 3/4" Type A - 1,360 Tons

Test	Material Tested	Test Name	Test Frequency	Number of Tests	Unit Cost	Total
CT 202	HMA (Field Sample)	Extraction/Gradation	1 each 1,000 tons	3	\$215	\$645
CT 382	Aggregate + Oil	Ignition Oven Calibration	1 per Mix or Project	3	\$400	\$1,200
CT 382	HMA (Field Sample)	Oil Content	1 each 1,000 tons	3	\$215	\$645
AASHTO T324	HMA (Field Sample)	Hamburg Wheel Tracker	1 per Mix or Project	2	\$1,000	\$2,000
AASHTO T283	HMA (Field Sample)	Tensile Strength Ratio	1 per Mix or Project	2	\$1,000	\$2,000
AASHTO T269	HMA (Field Sample)	Air Voids Content (Gyratory)	1 per Mix or Project	3	\$525	\$1,575
CT 309	HMA (Field Sample)	Theo. Max. Density (Rice)	1 each day HMA paving	4	\$175	\$700
CT 202	HMA Aggregate	Gradation (Combined)	1 set of 4 per Mix or Project	2	\$115	\$230
CT 211	HMA Aggregate	Los Angeles Rattler (100, 500 rev)	1 per Mix or Project	2	\$260	\$520
CT 205	HMA Aggregate	% Crushed Particles (Coarse)	1 per Mix or Project	2	\$190	\$380
CT 205	HMA Aggregate	% Crushed Particles (Fine)	1 per Mix or Project	2	\$190	\$380
CT 234	HMA Aggregate	Fine Aggregate Angularity	1 per Mix or Project	2	\$220	\$440
CT 235	HMA Aggregate	Flat/Elongated Particles	1 per Mix or Project	2	\$230	\$460
CT 229	HMA Aggregate	Durability Index	1 per Mix or Project	2	\$290	\$580
CT 217	HMA Aggregate	Sand Equivalent	1 per 1000 tons	2	\$100	\$200
Subtotal						\$11,955

EXHIBIT 10-H1 COST PROPOSAL Page 1 of 3

COST-PLUS-FIXED FEE OR LUMP SUM OR FIRM FIXED PRICE CONTRACTS
(DESIGN, ENGINEERING AND ENVIRONMENTAL STUDIES)

Note: Mark-ups are Not Allowed

Prime Consultant Subconsultant 2nd Tier Subconsultant

Consultant Contract Administrative Services, Inc.

Project No. STPL-5919(139) Contract No. _____ Date _____

DIRECT LABOR

Classification/Title	Name	Hours	Actual Hourly Rate	Total
Principal/Labor	Madeleine Salaber	130.00	\$ 53.00	\$ 6,890.00
Compliance Officer				\$ 0.00
				\$ 0.00
				\$ 0.00

LABOR COSTS

- a) Subtotal Direct Labor Costs \$ 6,890.00
- b) Anticipated Salary Increases (see page 2 for calculation) _____
- c) **TOTAL DIRECT LABOR COSTS [(a) + (b)]** \$ 6,890.00

INDIRECT COSTS

- d) Fringe Benefits (Rate: 0.00%) e) Total Fringe Benefits [(c) x (d)] \$ 0.00
- f) Overhead (Rate: 120.00%) g) Overhead [(c) x (f)] \$ 8,268.00
- h) General and Administrative (Rate: 0.00%) i) Gen & Admin [(c) x (h)] \$ 0.00
- j) **TOTAL INDIRECT COSTS [(e) + (g) + (i)]** \$ 8,268.00

FIXED FEE

- k) **TOTAL FIXED FEE [(c) + (j)] x fixed fee 10.00%]** \$ 1,515.80

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

Description of Item	Quantity	Unit	Unit Cost	Total
Mileage Costs	0			\$ 0.00
Equipment Rental and Supplies	0			\$ 0.00
Permit Fees	0			\$ 0.00
Plan Sheets	0			\$ 0.00
Test	0			\$ 0.00

- l) **TOTAL OTHER DIRECT COSTS** \$ 0.00

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

Subconsultant 1: _____

Subconsultant 2: _____

Subconsultant 3: _____

Subconsultant 4: _____

- m) **TOTAL SUBCONSULTANTS' COSTS** \$ 0.00

- n) **TOTAL OTHER DIRECT COSTS INCLUDING SUBCONSULTANTS [(l)+(m)]** \$ 0.00

- TOTAL COST [(c) + (j) + (k) + (n)]** \$ 16,673.80

NOTES:

- Key personnel **must** be marked with an asterisk (*) and employees that are subject to prevailing wage requirements must be marked with two asterisks (**). All costs must comply with the Federal cost principles. Subconsultants will provide their own cost proposals.
- The cost proposal format shall not be amended. Indirect cost rates shall be updated on an annual basis in accordance with the consultant's annual accounting period and established by a cognizant agency or accepted by Caltrans.
- Anticipated salary increases calculation (page 2) must accompany.

EXHIBIT 10-H1 COST PROPOSAL Page 2 of 3
COST-PLUS-FIXED FEE OR LUMP SUM OR FIRM FIXED PRICE CONTRACTS
(CALCULATIONS FOR ANTICIPATED SALARY INCREASES)

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

<u>Direct Labor</u> <u>Subtotal</u> per Cost Proposal	Total Hours per Cost Proposal	=	Avg Hourly Rate	5 Year Contract Duration
\$250,000.00	500		\$50.00	Year 1 Avg Hourly Rate

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

	Avg Hourly Rate		Proposed Escalation			
Year 1	\$50.00	+	2%	=	\$51.00	Year 2 Avg Hourly Rate
Year 2	\$51.00	+	2%	=	\$52.02	Year 3 Avg Hourly Rate
Year 3	\$52.02	+	2%	=	\$53.06	Year 4 Avg Hourly Rate
Year 4	\$53.06	+	2%	=	\$54.12	Year 5 Avg Hourly Rate

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

	Estimated % Completed Each Year		Total Hours per Cost Proposal		Total Hours per Year	
Year 1	20.0%	*	5000	=	1000	Estimated Hours Year 1
Year 2	40.0%	*	5000	=	2000	Estimated Hours Year 2
Year 3	15.0%	*	5000	=	750	Estimated Hours Year 3
Year 4	15.0%	*	5000	=	750	Estimated Hours Year 4
Year 5	10.0%	*	5000	=	500	Estimated Hours Year 5
Total	100%		Total	=	5000	

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

	Avg Hourly Rate (calculated above)		Estimated hours (calculated above)		Cost per Year	
Year 1	\$50.00	*	1000	=	\$50,000.00	Estimated Hours Year 1
Year 2	\$51.00	*	2000	=	\$102,000.00	Estimated Hours Year 2
Year 3	\$52.02	*	750	=	\$39,015.00	Estimated Hours Year 3
Year 4	\$53.06	*	750	=	\$39,795.30	Estimated Hours Year 4
Year 5	\$54.12	*	500	=	\$27,060.80	Estimated Hours Year 5
	Total Direct Labor Cost with Escalation			=	\$257,871.10	
	Direct Labor Subtotal before Escalation			=	\$250,000.00	
	Estimated total of Direct Labor Salary Increase			=	\$7,871.10	Transfer to Page 1

NOTES:

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

EXHIBIT 10-H1 COST PROPOSAL Page 3 of 3

Certification of Direct Costs:

I, the undersigned, certify to the best of my knowledge and belief that all direct costs identified on the cost proposal(s) in this contract are actual, reasonable, allowable, and allocable to the contract in accordance with the contract terms and the following requirements:

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

All costs must be applied consistently and fairly to all contracts. All documentation of compliance must be retained in the project files and be in compliance with applicable federal and state requirements. Costs that are noncompliant with the federal and state requirements are not eligible for reimbursement. Local governments are responsible for applying only cognizant agency approved or Caltrans accepted Indirect Cost Rate(s).

Prime Consultant or Subconsultant Certifying:

Name: Madeleine Salaber Title *: President

Signature:  Date of Certification (mm/dd/yyyy): 06/18/2020

Email: madeleine@conadservices.com Phone Number: (707) 761-2003

Address: 180 South First St., Ste. 10 Dixon, CA 95620

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

List services the consultant is providing under the proposed contract:

Labor compliance and administrative services.