

CS-166 Rate Evaluation Analysis
Based on Recent RFP Submittals for Other GLWA Projects

	PMA (negotiated amount)		Brown Caldwell		CH2MHill		AECOM		CDM Smith		Average Costs	
	Rates	Markup*	Rates	Markup	Rates	Markup	Rates	Markup	Rates	Markup	Rates	Av. Markup
Title		6.30%		15%		15%		11%		15%		
Sr Technician Admin Assistant	\$ 24.00	\$ 24.72	\$ 35.00	\$ 40.25	\$ 45.00	\$ 51.75	\$ 39.90	\$ 44.29	\$ 18.11	\$ 20.83	\$ 32.40	\$ 36.37
Senior Associate	\$ 39.00	\$ 40.17	\$ 40.00	\$ 46.00	\$ 50.20	\$ 57.73	\$ 50.42	\$ 55.97	\$ 30.90	\$ 35.54	\$ 42.10	\$ 47.08
Senior Engineer	\$ 40.00	\$ 41.20	\$ 47.00	\$ 54.05	\$ 68.66	\$ 78.96	\$ 65.02	\$ 72.17	\$ 58.64	\$ 67.44	\$ 55.86	\$ 62.76
Associate	\$ 44.00	\$ 45.32	\$ 30.00	\$ 34.50	\$ 47.27	\$ 54.36	\$ 42.78	\$ 47.49	\$ 48.80	\$ 56.12	\$ 42.57	\$ 47.56
Senior Associate	\$ 53.50	\$ 56.71	\$ 65.00	\$ 74.75	\$ 66.20	\$ 76.13	\$ 76.70	\$ 85.14	\$ 50.69	\$ 58.29	\$ 62.42	\$ 70.20
Senior Associate	\$ 55.00	\$ 58.30	\$ 65.00	\$ 74.75	\$ 69.33	\$ 79.73	\$ 76.70	\$ 85.14	\$ 50.69	\$ 58.29	\$ 63.34	\$ 71.24
Director	\$ 83.25	\$ 88.25			\$ 70.62	\$ 81.21	\$ 101.47	\$ 112.63	\$ 87.94	\$ 101.13	\$ 85.82	\$ 95.81
Director	\$ 74.50	\$ 78.97			\$ 70.62	\$ 81.21	\$ 101.47	\$ 112.63	\$ 87.94	\$ 101.13	\$ 83.63	\$ 93.49
Director	\$ 87.25	\$ 92.49			\$ 70.62	\$ 81.21	\$ 101.47	\$ 112.63	\$ 87.94	\$ 101.13	\$ 86.82	\$ 96.87
Managing Director	\$ 94.25	\$ 103.68	\$ 95.00	\$ 109.25			\$ 106.21	\$ 117.89	\$ 90.05	\$ 103.56	\$ 96.38	\$ 108.59
Managing Director	\$ 100.00	\$ 110.00	\$ 95.00	\$ 109.25			\$ 106.21	\$ 117.89	\$ 90.05	\$ 103.56	\$ 97.82	\$ 110.18
Managing Director	\$ 108.50	\$ 119.35	\$ 95.00	\$ 109.25			\$ 106.21	\$ 117.89	\$ 90.05	\$ 103.56	\$ 99.94	\$ 112.51
Executive Director	\$ 111.75	\$ 122.93			\$ 103.96	\$ 119.55	\$ 123.50	\$ 137.09	\$ 151.12	\$ 173.79	\$ 122.58	\$ 138.34

*Note PMA used a 3 tier markup system for their rates (10%, 6%, and 3%), the average being 6.30%) - Procurement adjusted rates accordingly by actual markup percentage.