



VERDE DESIGN

www.VerdeDesignInc.com

CITY OF CUPERTINO

RFQ DESIGN SERVICES FOR JOLLYMAN PARK ALL-INCLUSIVE PLAYGROUND

DATE: AUGUST 30, 2021



DESIGNING OUTSTANDING FACILITIES FOR CALIFORNIA'S COMMUNITIES

Primary Contact: Derek McKee, RLA, Principal | 408.850.3410 | derek@verdedesigninc.com

2455 The Alameda, Santa Clara, CA 95050 | www.VerdeDesignInc.com

LANDSCAPE ARCHITECTURE • CIVIL ENGINEERING • SPORT PLANNING & DESIGN

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JOHN D MORGAN PARK CONCEPTS | CAMPBELL



1. TRANSMITTAL LETTER

August 30, 2021



VERDE DESIGN

City of Cupertino
Evelyn Moran, CIP Project Manager
evelynm@cupertino.org

SUBJECT: RFQ DESIGN SERVICES FOR JOLLYMAN PARK ALL-INCLUSIVE PLAYGROUND

Dear Evelyn and Members of the Evaluation Committee:

Verde Design, Inc. is a multi-disciplinary landscape architecture and civil engineering firm focused on public recreational facility planning, design, and construction management for cities, counties, and parks and recreation districts. If selected to partner with the City of Cupertino (City), we will draw upon our team's broad experience, developed from working on many city capital improvement projects, such as parks, sports facilities, civic, and trails, as well as streetscapes and medians.

To date, we have completed more than 100 public facility projects for over 80 public agencies, including 30 cities. As your consultant, we will work hard to ensure that this project is successful, serves your citizens, and enriches the quality of life for your City's community. Verde Design offers the following:

Anticipated Interaction and Involvement with City Staff: We will serve as an extension of your team and work to build strong relationships with your staff by listening to your goals and delivering your project so that it achieves them. We know that proactive communication is the key to delivering projects on time and within budget, and our team will remain available and responsive throughout the process, and well after your project is completed. By selecting Verde Design, you are gaining an advocate for the City, and a partner committed to your projects' long-term success.

Approach to Community Outreach: Verde Design is well versed in working with the community to find common ground and identify compromises to impediments that may interfere with reaching the project goal. The strategies we utilize are catered to the individual situation and involve getting together to work through important issues. During the design process, we prepare digital design charrettes to quickly explore design options and gather input in real time. This process allows for people to feel like they have walked away with a solution and are often more enthusiastic about the project while agencies and departments come away feeling like this is a real project that they can have an impact on which helps to drive the schedule.

Mission Statement: As a specialist in this market, we understand the demands placed on both passive and active public spaces, including streetscapes and medians, parks, creeks, trails, civic, sports parks, and athletic facilities. Our team knows how to balance competing budgetary needs with community desires. As a result, we have developed a reputation for developing beautiful and functional designs and public facilities and spaces that preserve City history and identity, while promoting health, wellness, learning, and fun.

Our project team will also draw from our extensive in-house resources, including landscape architects, LEED accredited professionals, civil engineers, QSD/QSP certified professionals, and a strong production and technical support team to provide your staff with comprehensive services. Thank you again for this opportunity.

Sincerely,

VERDE DESIGN, INC.

Derek McKee, RLA, Principal
408.850.3410 | derek@verdedesigninc.com

2. OVERVIEW AND SUMMARY



FIRM SUMMARY

Verde Design is an integrated landscape architecture and civil engineering firm specializing in award-winning recreational-focused spaces. We provide our clients with comprehensive planning, design, and construction management services, and serve cities, counties, and parks and recreations districts, as well as local municipal agencies, businesses, non-profit organizations, community groups, and public and private K-12 schools, colleges, and universities.

On July 1, 2007, Derek McKee, RLA, and Devin Conway, PE, elected to combine their talents and abilities to found a new firm, Verde Design, and purchased the assets of the Santa Clara office from their former firm.

We are passionate about these spaces and are committed to creating lasting facilities that serve California's communities. Our principals are actively involved in our projects and our clients' satisfaction is their top priority. We approach each project by developing a thorough understanding of our clients' challenges and goals.

We staff our projects with a team of creative problem solvers, and draw upon our in-house site planning, grading and drainage, planting, and irrigation design expertise, to provide solutions that meet or beat project schedules and remain within the established project budgets.

SIMILAR SUCCESSFUL PARTNERSHIPS

- City of Palo Alto
- City of Redwood City
- Town of Woodside
- City of San Mateo
- City of Foster City
- City of Mountain View
- City of Santa Clara
- City of Sunnyvale
- City of San Jose
- City of Oakland
- City of San Francisco
- City of Oakland
- City of Daly City



- City of San Bruno
- City of Walnut Creek
- City of Santa Cruz
- City of Seaside
- City of Marina
- City of Morgan Hill

OUR SERVICES & PROJECT TYPES

- Landscape Architecture
- Civil Engineering
- Facility Assessments
- Feasibility Studies
- Master Planning
- Schematic Design
- 3D Modeling
- Community Facilitation & Outreach
- Construction Documentation
- Irrigation Design & Audits
- Cost Estimating
- Maintenance Planning
- Open Play & Picnic Areas
- Trail Design
- New and Replacement Playgrounds
- Amphitheaters
- Tennis Facilities & Hard Courts
- Plazas & Entry Elements
- Stormwater Facilities
- Support Facilities
- Infrastructure Upgrades
- Restrooms, Concessions, Maintenance & Storage
- Streetscape Design

CAPABILITIES

The Verde Design project team has the specialized knowledge and experience required for the successful completion of the projects outlined in your scope of services listed in the RFQ. We recognize the importance of developing and maintaining strong relationships throughout the projects, and we are committed to maintaining a consistent team for the City of Cupertino.

As a Prime Consultant, Verde Design will draw upon our multi-disciplinary staff to provide you with thorough, thoughtful services, from initial site assessments and analysis, through construction administration, to design project that reflects your and the community's goals.

We propose a team of the following staff members to manage and design this project. Derek McKee and Todd Young will be active throughout the project process and serve as the core project team. In addition to the primary staffing, Verde Design will provide administrative, drafting and systems analysis support as required to this project team.

3. FIRM QUALIFICATIONS AND EXPERIENCE



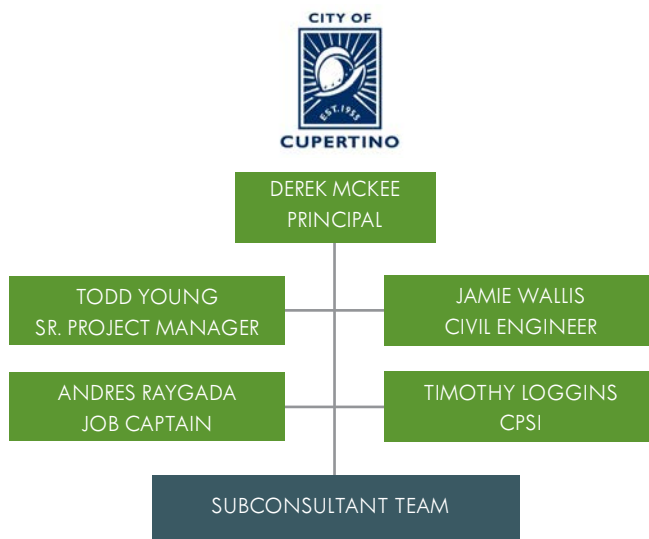
PROJECT QUALIFICATIONS

Verde Design has assembled a team to respond to the City of Cupertino's (City) RFQ for design services for Jollyman Park. Our unique qualifications are illustrated through our unparalleled experience designing public facilities through our in-house landscape architects and engineers, who regularly work on facilities for cities, counties, and parks and recreation districts. Utilizing our internal staff for the vast majority of the project scope enables us to tightly control schedules and control quality.

We publicly bid projects on a regularly basis and can demonstrate a consistent and positive relationship to our bids, as they relate to our cost estimates. Our blend of experience and history, coupled with hand selected subconsultants, creates a strong team that will provide the City and its communities with a sustainable park lasting for many years.

ORGANIZATION CHART

To help the City our staff has a variety of experience and the expertise that can be utilized to complete or assist with any project. Our focus on outdoor recreational facilities allows us to provide the specific design services that may be required. We strive to match the personal and professional qualities of our staff to affect a mutual understanding and the clear communication required for the Jollyman Park project.



OWNERSHIP

- Derek McKee, Principal, 45% ownership
- Devin Conway, Principal, 45% ownership
- Mark Baginski, Principal, 5% ownership
- Nance Cronin, Principal, 5% ownership

We have been in business for 14 years. As experienced professionals who served as firm principals and worked together for more than a decade, Derek and Devin knew exactly what they wanted Verde Design to be known for: excellence in design and outstanding client service.

ONGOING CONTRACTS/PROJECTS

Our staff has a variety of experience and expertise that can be utilized to complete or assist with any project. The variety of work in our field, allows us to respond to all the needs and design services that may be required. We strive to provide problem-specific experience, and attempt to match the personal and professional qualities of the individuals to effect mutual understanding and clear communication.

Internally we setup a list of all current contracts and marketing projects and estimate out the fees by month based on services for each project. We manage our workload to align with our commitments to project schedules.

With the size of our office, we can complete a large quantity of work in a short period. Communicating and coordinating large staffing needs for a project is done internally in our weekly production meetings. If a project is going to require more staff than one project team can complete, we look at additional staff support or overtime.

PENDING LITIGATION

None.

4. STAFF QUALIFICATIONS AND EXPERIENCE



DEREK MCKEE, RLA | PRINCIPAL-IN-CHARGE

Derek McKee is a principal and co-founder of Verde Design, responsible for client relationships and production coordination. Practicing landscape architecture for more than 27 years, he has worked on public parks, habitat restoration/preservation, athletic facilities, school facilities, and mass transit design. For public park and community projects, his role has included overall management throughout project duration, community facilitation, design of facilities, quality control, and cost preparation/budget coordination.



Public works projects are his focus providing programming, design, and construction documentation expertise. He has worked on large regional parks over 100 acres to mini-parks for smaller communities. His projects have earned several notable awards and distinctions. Most recently, the American Public Works Association (APWA) recognized Newark's Sportsfield Park and Seaside's Cutino Park with its 2020 Project Awards. Additionally, volunteering and providing community support, Derek has been a public works commissioner, board member for a community park conservancy, and is active with CPRS on several committees.

QUALIFICATIONS & RELEVANT EXPERIENCE

B.S., *Landscape Architecture, California Polytechnic State University, San Luis Obispo, 1993*

CA 4148, *Landscape Architect, 1995*

American Society of Landscape Architects

American Sports Builders Association

California Parks and Recreation Society

District 4 Board, Current

Coalition for Adequate School Housing

Green Roofs for Healthy Cities

Sports Turf Managers Association NorCal Board, Current

City of Santa Cruz, Public Works Commission 2005-2013

City of Santa Cruz - Clean River, Beaches and Ocean Tax Oversight Committee

Guadalupe River Park Board of Directors, 2004-2009

City of Marina

- **Glorya-Jean Tate Park (2019)**
 - Design development for a 4.2-acre community park with bicycle pump track, community buildings, picnicking, turf area, and creative playgrounds
- **City Park at the Dunes (2019)**
 - Design development for 17-acre historic park with chapel, aquatics, passive turf for sports and playgrounds

- **Sea Haven Park (2019)**
 - Design development for 28-acre community park with turf for sports, playgrounds, and dog park
- **Marina Equestrian Center (2019)**
 - Design development for 35-acre park that serves as the hub of Marina with future equestrian center, trails, and public use venue

City of Morgan Hill

- **Galvan Park (2018)**
- **Magical Bridge Playground (current)**
 - All-inclusive play area and structures
 - Donor features and outdoor classroom
 - Site landscaping
 - Pedestrian, vehicular circulation, and parking lot
- **Nob Hill Park (2017)**
 - Picnic areas and exercise stations
 - Hiking trails and two slides
 - Park wi-fi
- **Railroad Park (2017)**
 - Train depot-themed all-inclusive playground
 - Play structures and site landscaping
 - Observation areas
 - Lighting, wi-fi, and security cameras
 - Restroom building

- **Tennant Avenue Sports Complex**
 - Ball fields (2020)
 - Feasibility study (2013)
- **Third Street Creek Park (2017)**
 - Revegetation of natural oak grassland area and creek riparian corridor
 - Redevelopment of surrounding streets for neighborhood and park access
 - Parking lot
 - Pathway and park lighting
 - Park wi-fi and security cameras
 - Vehicular and pedestrian bridge
- **West Little Llagas Creek Trails (2020)**
 - Trails, native landscape, and lake overlook
 - Parling lot
 - HAWK and RRFB intersections

City of Palo Alto

- **Magical Bridge Playground (2014)**
 - Accessible playground
 - Playhouse with stage
 - Tree house and picnic area
- **Rinconada Park (2012)**
 - Master plan
- **Cubberley Community Field (2009)**
 - Soccer field

City of Paso Robles

- **Uptown Family Park (2014)**

4. STAFF QUALIFICATIONS AND EXPERIENCE



TODD YOUNG, RLA | SENIOR PROJECT MANAGER

Todd, a licensed landscape architect will lead all production efforts, this includes graphics, conceptual and construction drawing efforts as well as meeting preparation and project updates. Todd will provide management for the project, working with the team to attain input from your staff and various agencies involved, develop project programs, as well as direct supervision of drafting personnel, to ensure that you are satisfied and that the project's goals are met.

Todd is committed to bringing to Verde Design's clients the most current industry information for every aspect of design, construction, and long-term maintenance.



QUALIFICATIONS & RELEVANT EXPERIENCE

B.A., Landscape Architecture, University of Arizona, 1990
CA 4050, Landscape Architect

Certified Playground Safety Inspector,
#4603-0408

Bay Friendly Qualified Landscape Design
and Maintenance Professional

City of Los Altos

- Nature Playground (current)

City of Mountain View

- Magical Bridge Playground (current)
 - All-inclusive play area and structures
 - Donor features and outdoor classroom
 - Site landscaping
 - Pedestrian, vehicular circulation, and parking lot

City of San Jose

- Hanchett Park (2021)
- Tamien Park (2021)
 - Natural grass multi-use field
 - All-weather walking track/path
 - Playground with custom features
 - Synthetic turf volleyball court
 - Basketball court
 - Pathways and raised planters with seat walls
 - Restrooms and picnic areas
 - Stage and exercise/fitness area
 - Solar lighting
 - Parking lot and landscaping

City of San Francisco

- Crane Cove Park*
- * With previous firm

City of Watsonville

- City Plaza (2020)
 - Master plan
 - Refurbished historical fountain
 - Picnic and game table areas
 - ADA-compliance
 - Paving upgrades
 - Site furnishing, landscaping, and irrigation
- Ramsay Park (2020)
 - Master plan
 - Natural grass soccer fields
 - Multi-use synthetic turf field
 - Expanded family center
 - Play area and dog park
 - BMX pump track
 - ADA-compliance
 - Expanded parking lots



4. STAFF QUALIFICATIONS AND EXPERIENCE



JAMIE WALLIS, PE, QSD/QSP | ASSOCIATE, CIVIL ENGINEER

As a civil engineer for Verde Design, Jamie is responsible for managing current design projects, maintaining and building client relationships, and overseeing the rest of the production team in many aspects of each project she is involved in. During Jamie's time with Verde Design, she has assisted or managed a variety of projects, including school facilities, athletic fields, and public parks.

Jamie also provides stormwater calculations, stormwater pollution prevention plans, and QSD service to ensure that the new facilities are designed in compliance with stormwater and C.3 requirements, if needed. Jamie utilizes her experience as a former NCAA D1 athlete, and her technical design skills, to produce innovative solutions to unique project issues.



ANDRES RAYGADA | JOB CAPTAIN

Andres joined Verde Design in 2021 with experience working on skateparks, sport fields, and a variety of projects that promote healthy communities. Andres works collaboratively with the design team to create solutions to the unique difficulties each project may present. He also assists the team with graphics and documentation throughout the different phases of the projects he is involved in. With a passion for the outdoors, Andres is inspired by exploring landscapes through skateboarding, surfing, and mountain biking.



TIMOTHY LOGGINS, CPSI | CERTIFIED PLAYGROUND SAFETY INSPECTOR

Timothy joined Verde Design in 2021 and brings experience working on a variety of projects as a playground safety inspector and civil engineer. Timothy's work includes a wide array of clientele ranging from public municipalities to K12 school districts, and higher education organizations. Timothy is responsible for coordinating production of construction documents for submittal packages and construction documentation.



4. STAFF QUALIFICATIONS AND EXPERIENCE



VERDE DESIGN

TIMOTHY D. HYDE, PE, SE | PRINCIPAL ENGINEER AT AKH STRUCTURAL ENGINEERS

Timothy D. Hyde is a principal engineer and president of AKH. He joined AKH upon his graduation, from Cal Poly State University, San Luis Obispo in 1983, and has been with the firm continuously since that time. Timothy became a firm principal in 1998 and continues to be key to the success of AKH. He is a hands-on project manager and oversees the work of the staff engineers in the office, along with being the day-to-day production and operations officer for the firm.

Timothy has designed many education and municipal projects such as such sports fields, community centers, public and private school facilities, parking garages, hospital infrastructure facilities, corporation yards, fire stations, PV solar panel support structures, and industrial utilities modernizations. Timothy has been involved in and managed varied structural plan check projects for many years, which utilizes his extensive knowledge of the many detailed requirements of current building codes in designing structures to resist the varied and extraordinary seismic demands throughout the greater Bay Area.

DAVID SCHRIER | PRINCIPAL GEOTECHNICAL ENGINEER AT COTTON, SHIRES & ASSOCIATES

Mr. Schrier has over 32 years of professional experience in the field of geotechnical engineering. His experience in engineering analysis for landslide related projects include: analyzing laboratory data, determining static and seismic slope stability, and determining seismic displacement magnitudes. Mr. Schrier has designed retaining walls, buttress repairs, and drainage mitigation measures.

He has a background working with UTEXAS3 slope stability programs, FEADAM for the finite element analysis of dams, SHAKE for the determination of surface acceleration from earthquakes, DISPLMT for determination of permanent seismically induced displacements; and AutoCAD.

As a Principal Geotechnical Engineer, at Cotton, Shires & Associates, Inc., David performs geotechnical engineering analysis, and prepares reports, designs, plans and specifications.

JEFFRY GOSAL, PE | PRINCIPAL AT SALAS O'BRIEN

Jeffry has been with Salas O'Brien for 13 years and is a highly experienced electrical engineer with an emphasis on power. He has experience with low and medium voltage distribution, telecommunication systems design and fire alarm design for public sector projects, as well as commercial, institutional, residential, industrial, and educational projects.

His experience with renovation projects brings an exceptional understanding of the types of allowances and considerations that need to be discussed early on to cover some of the 'unforeseen' conditions. Jeffry is organized, thorough, and comprehensive in his approach to projects and programs. He brings enthusiasm and commitment to the engineering and design field.

FRANK M. ROSENBLUM, PE, PLS | PRESIDENT AT UNDERWOOD & ROSENBLUM

Frank has more than 30 years of experience in the civil engineering and land surveying profession. He has worked on all types of private and municipal site development projects throughout California. His extensive training and years of experience have made him an expert at obtaining engineering information and strategic project planning.

Frank specializes in the design and production of land development and land surveying documents. He is regarded as a highly competent, knowledgeable and ethical leader, advisor, and consultant among the many engineers, architects, developers, contractors, facility managers, property owners, public officials, and attorneys that have worked with him.

5. SIMILAR PROJECTS & 6. REFERENCES

All-Inclusive Park | Morgan Hill



VERDE DESIGN

The City of Morgan Hill worked with Verde Design on the planning and schematic design for an all-inclusive playground that will be a destination for families and people throughout the South Bay Area. The City and Verde Design collaborated with the Morgan Hill Inclusive Play Committee (MHIPC), an energetic group of community members intending to raise the funds needed to build the playground and surrounding amenities.

This volunteer committee was involved in providing input in the design process, and the basis for the design has come from outreach to local disabled school children and the surrounding community. We then analyzed the existing park layout and options for use of the park space based on the most effective and efficient utilization of space, adjacent amenities, future expansion, and cost.

Verde Design was chosen for this project to manage this engagement process, and to take the input gathered to create concept designs for the playground, integration into the existing park, and the redesign of the existing parking lots. Through this intensive process with local schools and the MHIPC Verde Design developed a final schematic master plan that was presented and approved by the Parks and Recreation Commission and the City Council.

With the schematic master plan, graphics, presentation information, and other support documents approved, the MHIPC started their fundraising efforts, and eventually teamed with the Magical Bridge Foundation with the hope of starting construction documents this spring.

Program:

- All-inclusive playground
- A playhouse and bridges
- Donor features
- Sound/sensory, swings, spinners, climbing, slides and tunnels
- Tot, sand, and water play areas
- Quiet area and outdoor classroom
- Shade structures
- Landscaping, pedestrian and vehicular circulation



Services: Space programming, environmental analysis, parking and circulation study, user group research and public process, conceptual design, schematic master planning, budget level construction cost analysis and fundraising collateral support, construction documents, bidding and construction support.

Reference: City of Morgan Hill

Chris Ghione, Community Services Director
17575 Peak Avenue
Morgan Hill, CA 95037
408.782.9154 | chris.ghione@morganhill.ca.gov

Size: 1.85 acres

Schedule: Est. Completion December 2021

Key Staff: Derek McKee (Principal-in-Charge)

5. SIMILAR PROJECTS & 6. REFERENCES

Rengstorff Park | Mountain View



VERDE DESIGN

Verde Design is working with the City of Mountain View and the Magical Bridge Foundation to the design and develop construction documents for the Magical Bridge playground at Rengstorff Park.

The Magical Bridge playground will be all-inclusive, designed to meet the varied needs of people of all ages and abilities. This includes those challenged with all levels of cognitive, physical, and mental abilities and disabilities. The entire playground and surrounding open areas will be accessible and enjoyable for everyone.

These playgrounds are a wonderful addition to the local community and act as destination playgrounds that offer a unique play and social experience. The Mountain View playground setting includes an existing play area, shade structure, and many existing trees within a large swath of open space. The design for the new playground includes colored concrete paved pathways curving and winding through the playground entry/donor wall, over Ava's Bridge, and to the entrances of a fun and accessible swing zone, spin zone, tot lot, nature play area, and up a sloped walk to an exciting synthetic turf slide and climbing mound. An elevated sway bridge and bridge walk leads to a whimsical two-story playhouse that includes a stage area and terrace seating below. Integrated into these play areas are large shade trees, planted areas, and a bio planter area. New shade trees and colorful landscaping will be integrated into the spacious open spaces.

Program:

- Vibrant playground and gathering space
- Universally accessible, active and passive play areas
- Sound and sensory areas to stimulate and educate
- A custom playhouse, Magical Bridge and sway bridge
- Stage and seating area for small drama and music events
- Group areas for family gatherings or for those taking a break from play
- Views and overlooks for observing
- Shade structures and trees



Services: 2D graphics, 3D modeling and video fly-throughs, design, and construction documents

Client: City of Mountain View &
Magical Bridge Foundation
Peter Jensen
654 Gilman Street
Palo Alto, CA 94301
(408) 968-1076 | peter.jensen@magicalbridge.org

Size: 1.4 acres

Construction Cost: Est. \$4.3 million

Schedule: Currently in design phase

Key Staff: Derek McKee (Principal-in-Charge), Todd Young (Project Manager), Andres Raygada (Job Captain)

5. SIMILAR PROJECTS & 6. REFERENCES

Magical Bridge Playground | Palo Alto



VERDE DESIGN

Verde Design collaborated with the City of Palo Alto on the addition of an all-inclusive playground inside Mitchell Park. Magical Bridge is bringing its mission of all-inclusive play and accessibility to the forefront of playground design. Magical Bridge is a community-driven program with a foundation created to fund and implement the project.

The design process included the Magical Bridge Foundation, City staff, and our Design-Build team. Embracing the spirit of inclusivity, we also brought children of all abilities, and their families, into the process, using their input to guide the design. This allowed us to make informed decisions and an inclusive, accessible play area for all.

The site integrates program design elements that include themed play features, and interactive experiences. Through the creative use of every square foot of space, as well as positioning features under and over each other, we were able to create a unique playground with diverse play areas that incorporated many changes in elevation, while being completely ADA-compliant, and preserving the existing 60-foot specimen oak trees.

Program:

- Universally accessible play areas for children of a wide range of abilities and ages
- Custom playhouse
- Landscaping and irrigation
- Pathways, elevated walks, seat walls, and donor walls
- Specialty fencing, custom site furnishings, and lighting
- Community facilitation
- Site design

Services: Community facilitation and site design

Reference:

 City of Palo Alto

Olenka Villarreal, Founder and CEO
**with Magical Bridge Foundation*
654 Gilman Street, Palo Alto, CA 94301
650.380.1557 | olenka@magicalbridge.org



City of Palo Alto Architectural Review Board Awards, 2015
Special Award for Innovative-Inclusive Playground

California Parks and Recreation Society, 2015
CPRS District 4 Award of Excellence

Design: Parks, Recreation, Trails and Open Space, 2017
ASLA NCC Merit Award Winner!

Size: 1.3 acres

Construction Cost: \$3.1 million

Schedule: Completed April 2015

Key Staff: Derek McKee (Principal-in-Charge)

7. LABOR RATE & 8. INSURANCE



FEE SCHEDULE

EFFECTIVE UNTIL DECEMBER 31, 2022

The chart below outlines the current charge rate for professional and office costs. Reimbursable rates and expenses are shown at the bottom.

Charge Rate Schedule is subject to revisions.

POSITION	HOURLY RATE
Principal	\$255.00 per hour
Project Manager	
Level Four	\$240.00 per hour
Level Three	\$220.00 per hour
Level Two	\$180.00 per hour
Level One	\$165.00 per hour
IT Manager	\$180.00 per hour
CAD Manager	\$175.00 per hour
Project Designer	\$160.00 per hour
Job Captain/Staff Engineer/ Construction Administrator	\$150.00 per hour
Draftsperson Level II	\$145.00 per hour
Draftsperson Level I	\$140.00 per hour
Project Administrator	\$85.00 per hour
Intern	\$75.00 per hour

REIMBURSABLE RATES/EXPENSES

Reimbursable expenses are billed at actual cost plus 10% markup. Reimbursable costs vary from project to project.

- Blueprints and Reproductions
- Travel Expenses
- Photography
- Parking and Toll Expenses
- Models and Renderings
- Permit Fees
- Postage/Overnight Mail Service
- Courier Delivery Service

INSURANCE

Verde Design carries liability insurance in the amounts of:

- General liability insurance (Truck Insurance Exchange)
 - \$1M each occurrence
 - \$1M damage to rented premises
 - \$10,000 med exp per person
 - \$1M personal & adv injury
 - \$2M general aggregate
 - \$2M products - comp/op agg
- Automobile liability insurance (Truck Insurance Exchange)
 - \$1M combined single limit each accident
- Umbrella liability insurance (Truck Insurance Exchange)
 - \$5M each occurrence
 - \$5M aggregate
- Workers compensation (The Hartford Casualty Insurance Company)
 - \$1M each employee
- Professional liability insurance (Berkley Design Insurance Company)
 - \$5M per claim
 - \$5M annual aggregate

7. LABOR RATE & 8. INSURANCE



AKH Structural Engineers, Inc.

1505 MERIDIAN AVENUE, SUITE B, SAN JOSE, CA 95125
PHONE: (408) 978-1970 • FAX: (408) 267-7919 • WEB: www.AKHSE.com

2020 - 2021 TIME & MATERIAL FEE SCHEDULE

HOURLY CHARGE RATES -- PROFESSIONAL & TECHNICAL

All hourly charges are based on portal-to-portal time, with a minimum of three hours for any engagement, unless agreed to otherwise.

Firm Principal	\$276.00
Project Engineer/Manager	\$260.00
Structural Engineer	\$244.00
Staff Engineer	\$210.00
Structural Designer	\$182.00
Administrative Assistant	\$132.00

IN-OFFICE PLOTTING AND PRINTING:

Large-Format Plotting: \$0.80/sq. ft.	
36x24 sheet:	\$5.00 ea.
42x30 sheet:	\$7.50 ea.
Small-Format Printing and Copies, 8.5x11 & 8.5x14:	
Black & White:	\$0.15 per page
Color:	\$0.30 per page

TRAVEL COSTS TO PROJECT MEETINGS & SITES

Mileage Expense at \$0.57 per mile

MISCELLANEOUS COSTS

All Miscellaneous Costs will be invoiced with 1.20 multiplier on actual AKH costs.

Blueprints, Reproductions, Plotting and Materials
Sub consultants' costs
Computer Services
Delivery Expenses
Travel and Related Expenses

Subject to Revision Annually

7. LABOR RATE & 8. INSURANCE



VERDE DESIGN

COTTON, SHIRES AND ASSOCIATES, INC.
SCHEDULE OF CHARGES, LIMITATIONS AND TERMS FOR PROFESSIONAL SERVICES (Page 1 of 2)
 January 2021

Personnel Charges

Senior Principal Engineer / Geophysicist	\$ 310/hr
Principal Geologist/ Engineer	\$ 260/hr
Supervising Geologist/ Engineer	\$ 215/hr
Senior Geologist/Engineer	\$ 190/hr
Senior GIS Specialist	\$ 175/hr
Senior Staff Geologist/Engineer	\$ 165/hr
Staff Geologist/ Engineer	\$ 150/hr
Field/Laboratory Technician	\$ 125/hr
Technical Illustrating	\$ 120/hr
Clerical/ Accounting	\$ 90/hr

Equipment and Supply Charges

Drone System	\$210/ day
Inclinometer System	\$ 210/day
Piezometer Data Acquisition System	\$ 105/ day
Total Station Surveying Equipment	\$ 310/ day
GPS Surveying Equipment	\$ 410/ day
Nuclear Moisture/ Unit Weight Gauge	\$ 155/ day
Rope Climbing Safety Equipment	\$ 260/ day
Multi-Channel Seismograph System and ReMi	\$ 310/ day
Vehicle Mileage (or Current IRS Approved Rate)	\$.575/ mi
Aircraft Mileage (or Current GSA Approved Rate).....	\$1.21/ nmi
Photocopying (B&W-Color)	\$.20-.50/ copy
Engineering (Large Format) Copier	\$.50/ft ²
Computer Assisted Color Plotting	\$ 12/ sq. ft.

Limitations and Terms for Professional Services

AGREEMENT – This Schedule of Charges, Limitations and Terms for Professional Services as an attachment to a signed Proposal or Client Contract constitutes an “Agreement” between COTTON, SHIRES AND ASSOCIATES, INC. (CSA) and the Client. Client has authorized commencement of the work under this Agreement by signing the “Approved by” section of the Proposal or Contract. The Agreement is hereby incorporated and made part of the Contract between the parties. In consideration of the mutual Agreement set forth herein and intending to be legally bound, the parties hereto agree as to the following:

Invoicing and Payment – Client shall pay CSA compensation as outlined in the Proposal or at the rates determined in the above Schedule of Charges and according to the payment terms below. Invoices may be prepared and submitted by CSA on a monthly basis or when the work is completed, at CSA’s option. Payment is due upon receipt and is past due thirty (30) days from date of invoice. A service charge of 1.5% per month, or the maximum amount allowed by law, will be charged on past due accounts. Payments by Client will thereafter be applied first to accrued interest and then to the principal unpaid balance. Any attorney fees, court costs, or other costs incurred in collection of delinquent accounts shall be paid by the Client. If payment of invoices is not current, CSA may suspend performing further work at no liability to CSA.

Relationship between CSA and Client – CSA is retained by the Client to investigate and to consult with the Client regarding the Project, as defined in the Proposal. Client shall provide CSA in writing with all information relevant to the Project and shall advise CSA of any condition known to Client that may affect CSA’s performance under this Agreement. CSA’s services are for the benefit of the Client, but Client recognizes that the extent of those services is limited by the time-frame chosen and the funds expended by the Client for the investigation. CSA has no responsibility for the work product of any independent consultants required for the Client’s Project, nor for completeness, adequacy, or quality of said independent consultants’ work, or specialty work.

Information Provided by Client – CSA and the Client shall discuss and agree upon the information needed for rendering of services hereunder. The Client agrees to provide to CSA all such information as agreed to be necessary. With respect to such information, the Client understands and agrees that CSA will rely solely upon the Client to ensure the accuracy and completeness thereof, as the Client recognizes that it is impossible for CSA to assure the accuracy, completeness and sufficiency of such information.

Ownership of Documents and Proprietary Information – This proposal and all documents, including, but not limited to, drawings, specifications, computer disks, reports, calculations, and estimates, prepared by CSA in connection with this Agreement (“CSA Confidential Information”) are instruments of service and are intended for the sole use of the recipient hereof, and may not, except as otherwise described herein, be disclosed, distributed, or disseminated in any form without the prior written consent of CSA. The CSA Confidential Information is and shall remain the sole property of CSA. Client may distribute documents generated by CSA in connection with CSA’s services under this Agreement to third parties, provided that said third party agrees in writing to be bound by the confidentiality and ownership of documents provisions of this Agreement. The terms of this Section shall survive the termination of this Agreement.

Expert Witness Consultation Charges

Expert witness testimony for court appearances and binding arbitrations shall be charged on a daily basis (minimum one-half day increments) at a rate of \$4,120 per day. Deposition testimony shall be charged at a rate of \$515 per hour (minimum one hour charge). Preparation time for depositions or court appearances shall be charged on a time-and-expense basis in accordance with the Personnel, Equipment, and Expense charges listed herein.

Laboratory Testing and Geophysical Service Charges

Laboratory testing and geophysical services shall be charged on a time-and-materials basis in accordance with the Personnel, Equipment, and Expense charges listed herein.

Laboratory samples shall be stored for 60 days after the date of final report submittal unless special arrangements are made for longer storage.

Expense Charges (Receipted Costs Plus 15%)

- Travel expenses including air fare, lodging, vehicle rental, etc. (either actual receipted costs plus 15% for meals or a flat subsistence charge of \$72 per diem for overnight stay shall be charged in addition to the lodging cost)
- Excavation subcontractors and expendable field supplies
- Reproduction of drawings
- Film, film development, and photograph printing
- Special fees, permits, insurance, etc.
- Conference call telephone costs
- Special mail service (air, electronic, courier, etc.)
- Special equipment rental
- Special consultant fees

7. LABOR RATE & 8. INSURANCE



T&M CHARGE RATES*

LABOR CATEGORY	RATES 2021
Principal	\$250
Senior Architect/Sr. Vice President	\$245
Vice President/Associate Vice President/Director/Associate/ Sr. Project Manager	\$230
Architect/Professional Engineer/Telecom Engineer/Sr. Structural Engineer	\$190
Design Engineer/Project Engineer	\$180
Construction Project Manager	\$185
Design Manager/Program Manager/Drafting Manager (CADD)	\$165
Staff Engineer	\$150
Program Specialist/ Coordinator/Drafter (CAD)/Field Technician	\$135
Program/Project Assistant	\$100
Court Testimony/Deposition	\$530
Senior Consultant	\$315
Senior Telecommunications Consultant	\$310
Energy Consultant	\$210
Instruction/Seminar/Training	\$215
Moisture Surveys	Special Quote

All rates are based on office to project site with a minimum of four hours for any engagement, unless otherwise arranged. Payment terms are net 30 days.

Reimbursable Expenses

Blueprints, reproductions, travel related expenses (airfare, lodging, meals, etc.) and sub-consultants are billed at cost plus 10%.

Mileage expensed @ current IRS Standard Mileage Rate.

* Charge rates are subject to change without notice

7. LABOR RATE & 8. INSURANCE



VERDE DESIGN

UNDERWOOD & ROSENBLUM, INC. **2021 BILLING RATES**



SERVICE	HOURLY RATE
Principal E ngineer	\$ 230.00
Principal L and S urveyor	230.00
Senior E ngineer	200.00
Associate E ngineer/ A ssoc. L and S urveyor	170.00
A ssistant E ngineer/ S urveyor	145.00
E ngineering/ S urveying T echnician	125.00
Senior D rafter- E ngineering	115.00
Senior D rafter- S urveying	115.00
D rafter- E ngineering	105.00
D rafter- S urveying	105.00
T echnician	95.00
A ddministrative A ssistant	85.00
1 -Person F ield S urvey	240.00
1 -Person F ield S urvey P revaling W age	270.00
2 -Person F ield S urvey C rew	345.00
2 -Person F ield S urvey P revaling W age	405.00
3 -Person F ield S urvey C rew	450.00
3 -Person F ield S urvey P revaling W age	540.00
E xpert W itness T estimony	400.00
Other Reimbursable Expenses	
- Automobile	\$0.50 per mile
- Blueprints, Reproductions, Deliveries Maps, Deeds, Documents, etc.	Cost + 15%



Underwood & Rosenblum, Inc., Civil Engineers and Surveyors