

Exhibit 10-H1 Cost Proposal
Actual Cost-Plus-Fixed Fee or Lump Sum (Firm Fixed Price) Contracts
 (Design, Engineering and Environmental Studies)

Note: Mark-ups are Not Allowed

☒ Prime Consultant☐ Subconsultant☐ 2nd Tier SubconsultantConsultant STC Traffic, Inc.

Project Name

Citywide Traffic Signal Hardware Upgrades | BID B24-64E

HSIP Cycle 11 Federal Project No. HSIPSL-5430(0341) | City Project: C08756

Project No.

City Project: C08756

Contract No.

TBD

Date

05/03/24

DIRECT LABOR

Employee Title - Proposal Classification/Role	Hours	Actual Hourly Rate	Total
Sr. Project Manager	35	\$80.00	\$ 2,800.00
Project Engineer III	49	\$56.73	\$ 2,779.77
Construction Manager	74	\$62.50	\$ 4,625.00
Sr. Construction Engineer/Inspector	108	\$51.92	\$ 5,607.36
Project Engineer II	234	\$47.12	\$ 11,026.08

LABOR COSTS

a) Subtotal Direct Labor Costs

\$ 26,838.21

b) Anticipated Salary Increases

\$ - (see Escalation Calc.)

c) **Total Direct Labor Costs [(a) + (b)]** **\$ 26,838.21****INDIRECT COSTS**

d) Fringe Benefits

(Rate: 72.04%)

e) **Total Fringe Benefits [(c) x (d)]** **\$ 19,334.25**

f) Overhead

(Rate: 0.00%)

g) **Overhead [(c) x (f)]** **\$ -**

h) General & Administrative

(Rate: 114.83%)

i) **Gen & Admin [(c) x (h)]** **\$ 30,818.32****TOTAL ICR 186.87%**j) **Total Indirect Costs [(e) + (g) + (i)]** **\$ 50,152.56****FIXED FEE**k) **TOTAL FIXED FEE [(c) + (j)]* fixed fee ###]** **\$ 7,698.16****l) CONSULTANT'S OTHER DIRECT COSTS (ODC) - ITEMIZE (Add additional pages if necessary)**

Description of Item	Quantity	Unit	Unit Cost	Total
			\$0.00	\$ -

l) **TOTAL OTHER DIRECT COSTS** **\$ -****m) SUBCONSULTANTS' COSTS (Add additional pages if necessary)**Subconsultant 1: \$ -(m) **TOTAL SUBCONSULTANTS' COSTS** **\$ -**(n) **TOTAL OTHER DIRECT COSTS INCLUDING SUBCONSULTANTS [(l) + (m)]** **\$ -****TOTAL COST [(c) + (j) + (k) + (n)]** **\$ 84,688.93**



CITY OF CATHEDRAL CITY

Citywide Traffic Signal Hardware Upgrades | Federal Project No. HSIPSL-5430(0341) | City Project No.: C08756 | BID B24-64E

STC Traffic, Inc.							
Category/Title	Sr. Project Manager	Project Engineer III	Construction Manager	Sr. Construction Engineer/Inspector	Project Engineer II		
Direct Labor Rate	\$80.00	\$56.73	\$62.50	\$51.92	\$47.12		
Fully Burdened Billing Rate	\$252.45	\$179.02	\$197.22	\$163.85	\$148.68		
TASK No.	DESCRIPTION					Total Hours	Total Costs
Task 1:	Project Management / Administration						
Task 2:	Field Work, Preliminary Plans, Inventory, Standards						
2.1	Field Investigations						
2.2	Preliminary Engineering						
Task 3:	Environmental Documentation						
Task 4:	Plans, Specifications, and Estimate (PS&E)						
4.1	Final Plan Preparation						
4.2	Project Specifications and Bid Documents						
4.3	Engineers Estimate of Probable Construction Cost						
Task 5:	Bidding Assistance						
Task 6:	Construction Support						
TOTAL HOURS							
Subtotal STC Labor:							
ODC	Other Direct Costs						
TOTAL COST:							

Exhibit 10-H1 Cost Proposal
Actual Cost-Plus-Fixed Fee or Lump Sum (Firm Fixed Price) contracts
 (Calculations for Anticipated Salary Increases)

Consultant STC Traffic, Inc. Contract No. TBD Date 05/03/24

1. Calculate average hourly rate for 1st year of the contract (Direct Labor Subtotal divided by total hours)

Direct Labor Subtotal per Cost Proposal	Total Hours per Cost Proposal	Avg Hourly Rate	Contract Duration
\$ 26,838.21 /	500	= \$53.68	Year 1 Avg Hourly Rate

2. Calculate hourly rate for all periods (Increase the Average hourly rate for a period by proposed escalation %)

Avg Hourly Rate	Proposed Escalation		
Year 1 \$53.68 +	0%	= \$53.68	Year 2 Avg Hourly Rate
Year 2 \$53.68 +	0%	= \$53.68	Year 3 Avg Hourly Rate
Year 3 \$53.68 +	0%	= \$53.68	Year 4 Avg Hourly Rate
Year 4 \$53.68 +	0%	= \$53.68	Year 5 Avg Hourly Rate

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

Estimated % Completed Each Period	Total Hours per Cost Proposal	Total Hours per Period
Year 1 0.00% *	500	= 0 Estimated Hours Year 1
Year 2 0.00% *	500	= 0 Estimated Hours Year 2
Year 3 0.00% *	500	= 0 Estimated Hours Year 3
Year 4 0.00% *	500	= 0 Estimated Hours Year 4
Year 5 0.00% *	500	= 0 Estimated Hours Year 5
Total 0%	Total	= 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 Period
Year 1 \$53.68 *	0	= \$0.00 Estimated Hours Year 1
Year 2 \$53.68 *	0	= \$0.00 Estimated Hours Year 2
Year 3 \$53.68 *	0	= \$0.00 Estimated Hours Year 3
Year 4 \$53.68 *	0	= \$0.00 Estimated Hours Year 4
Year 5 \$53.68 *	0	= \$0.00 Estimated Hours Year 5

Total Direct Labor Cost with Escalation	=	\$0.00
Direct Labor Subtotal before escalation	=	\$26,838.21
Estimated total of Direct Labor Salary Increase	=	\$0.00 Transfer to Page 1

Exhibit 10-H1 Cost Proposal

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, 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: STC Traffic, Inc. (fka Stack Traffic Consulting) Title*: Chief Financial Officer
Signature:  Date of Certification (mm/dd/yyyy): 5/3/2024
Email: sandra.sass@stctraffic.com Phone Number: (760) 602-4290
Address: 5973 Avenida Encinas, #218 | Carlsbad | CA | 92008

*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:

Traffic Engineering Design and Analysis, Transportation Planning



Inspector General

California Department of Transportation

Certification of Indirect Costs and Financial Management System

(Note: If a Safe Harbor Indirect Cost Rate is approved, this form is not required)

Consultant's Full Legal Name: STC Traffic, Inc.

Important: Consultant means the individual or consultant providing engineering and design related services as a party of a contract with a recipient or sub-recipient of Federal assistance. Therefore, the Indirect Cost Rate(s) shall not be combined with its parent company or subsidiaries.

Indirect Cost Rate (ICR):

Combined Rate: 186.87 % Or

Home Office Rate: _____ and Field Office Rate (if applicable): _____

Facilities Capital Cost of Money (if applicable): _____

Fiscal Period:* 01/01/2022-12/31/2022

* Fiscal period is annual one year applicable accounting period that the ICR was developed (not the contract period). The ICR is based on the consultant's one-year applicable accounting period for which financial statements are regularly prepared by the consultant.

I have reviewed the proposal to establish an ICR(s) for the fiscal period as specified above and have determined to the best of my knowledge and belief that:

- All costs included in the cost proposal to establish the ICR(s) are allowable in accordance with the cost principles of the Federal Acquisition Regulation (FAR) 48, Code of Federal Regulations (CFR), Chapter 1, Part 31 (48 CFR Part 31).
- The cost proposal does not include any costs which are expressly unallowable under the cost principles of 48 CFR Part 31.
- The accounting treatment and billing of prevailing wage delta costs are consistent with our prevailing wage policy as either direct labor, indirect costs, or other direct costs on all federally-funded A&E Consultant Contracts.
- All known material transactions or events that have occurred subsequent to year-end affecting the consultant's ownership, organization, and indirect cost rates have been disclosed as of the date of this certification.

I am providing the required and applicable documents as instructed on the Financial Document Review Request form.

Financial Management System:

Our labor charging, job costing, and accounting systems meet the standards for financial reporting, accounting records, and internal control adequate to demonstrate that costs claimed have been incurred, appropriately accounted for, are allocable to the contract, and comply with the federal requirements as set forth in [Title 23 United States Code \(U.S.C.\) Section 112\(b\)\(2\); 48 CFR Part 31.201-2\(d\); 23 CFR, Chapter 1, Part 172.11\(a\)\(2\)](#); and all applicable state and federal rules and regulations.

Our financial management system has the following attributes:

- Account numbers identifying allowable direct, indirect, and unallowable cost accounts;
- Ability to accumulate and segregate allowable direct, indirect, and unallowable costs into separate cost accounts;

- Ability to accumulate and segregate allowable direct costs by project, contract and type of cost;
- Internal controls to maintain integrity of financial management system;
- Ability to account and record costs consistently and to ensure costs billed are in compliance with FAR;
- Ability to ensure and demonstrate costs billed reconcile to general ledgers and job costing system; and
- Ability to ensure costs are in compliance with contract terms and federal and state requirements.

Cost Reimbursements on Contracts:

I also understand that failure to comply with 48 CFR Part 16.301-3 or knowingly charge unallowable costs to Federal-Aid Highway Program (FAHP) contracts may result in possible penalties and sanctions as provided by the following:

- Sanctions and Penalties - [23 CFR Part 172.11\(c\)\(4\)](#)
- False Claims Act - [Title 31 U.S.C. Sections 3729-3733](#)
- Statements or entries generally - [Title 18 U.S.C. Section 1001](#)
- Major Fraud Act - [Title 18 U.S.C. Section 1031](#)

All A&E Contract Information:

- Total participation amount \$12,684,167.76 on all State and FAHP contracts for Architectural & Engineering services that the consultant received in the last three fiscal periods.
- The number of states in which the consultant does business is 1
- Years of consultant's experience with 48 CFR Part 31 is 7
- Identify the type of audits listed below that the consultant has had performed (if applicable):

Cognizant ICR Audit ☐

Local Govt ICR Audit ☒

Caltrans ICR Audit ☒

CPA ICR Audit ☒

Federal Govt ICR Audit ☐

I, the undersigned, certify all of the above to the best of my knowledge and belief and that I have reviewed the ICR Schedule to determine that any costs which are expressly unallowable under the Federal cost principles have been removed and comply with [Title 23 U.S.C. Section 112\(b\)\(2\)](#), [48 CFR Part 31](#), [23 CFR Part 172](#), and all applicable state and federal rules and regulations. I also certify that I understand that all documentation of compliance must be retained by the consultant. I hereby acknowledge that costs that are noncompliant with the federal and state requirements are not eligible for reimbursement and must be returned to Caltrans.

Name:** Sandra Sass

Title:** CFO

Signature: *Sandra Sass*

Date: 08/18/2023

Phone:** (760) 602-4290

Email:** admin@stctrffic.com

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

Note: Both prime and subconsultants as parties of a contract must complete their own forms. Caltrans will not process local agency's invoices until a complete form is accepted and approved by the Independent Office of Audits and Investigations.