



**LAZ Parking**  
5901 Christie Ave, Suite 202  
Emeryville, CA 94608

Revised Proposed Project Cost Schedule				
	Estimated		Proposed	
	Annual Hours		Hourly Rate	Estimated Annual Cost
<b>Labor</b>				
Supervisor	2080		\$55.96	\$116,396.80
PEO	5408		\$45.97	\$248,605.76
<b>Annual Operating Expenses</b>				<b>\$53,498.00</b>
Vehicle Lease				
Fuel				
Vehicles O&M				
Insurance				
Uniforms				
Phones & Voice/Data Plan				
<b>One time Project Startup Cost</b>				<b>\$25,841.00</b>
Removal & Reinstall of 2 Mobile LPR Units				
Vehicle Decals/Outfitting/Lightbars				
<b>Annual Not to Exceed (NTE) Budget</b>				<b>\$444,341.56</b>

**Pricing Notes:**

- **New Proposed Project Cost** reflects a 7.54% reduction in price or \$36,263 compared to Original Bid Price.
- **Hourly Proposed Rates** are fully burdened labor rates based on Bay Area market competitive starting wage for PEO and similar positions.
- **Proposed Hourly Rates** are inclusive of all labor related expenses, including Wages, Payroll Taxes, Workers Compensation, Health & Welfare Benefits, and 401K plan.
- **Experienced** and seasoned proposed personnel.
- **Proposed Site Supervisor** with over 5 years of Parking Enforcement experience with San Mateo Police Department, San Francisco Police Department and LAZ Parking.
- **Office Rent Expense** removed from Annual Operating Expenses. We may utilize our San Mateo office for HR and office needs.
- **Regional and Government Services Management Support** at no additional cost to the City. Up to 30% of Senior Management time allocation during first 90 days of contract start. 10% - 20% of Senior Management oversight thereafter (with monthly program reviews).
- **Complete Operational Assessment (a \$20,000 value) at no cost to the City.** The operational assessment includes a status quo analysis reviewing administrative procedures, forms, reports, enforcement routes and current standard operating procedures. LAZ will also provide a complete infrastructure evaluation and assessment, including equipment, signage, and curbs. We'll present our findings with City management and key stakeholders to implement a new strategic enforcement plan.