

EXHIBIT B

COMPENSATION SCHEDULE & REIMBURSABLE EXPENSES

Parking Management Support Services: Flat Monthly Rate

The cost proposal is based upon a program management model that will provide the City with the direct support needed to ensure an efficient and optimized parking operation, especially for the long term. Our terms can be customized based upon the City's priorities. The model we have presented is both inclusive and adaptive. The rates presented below are inclusive for performing the services necessary to accomplish the City's objectives, and they incorporate all DIXON staff costs and any travel/incidental expenses required to produce the deliverables under the contract. The City will be invoiced monthly at one consistent flat monthly rate. We have supported enough similar projects to understand the labor required to support your initial, ongoing, and developing needs. This approach allows for flexibility, optimization, and convenience regardless of the phase or task.

| Parking Management Support Services | | |
|---|------------------|------------------|
| Time Period | Flat Monthly Fee | Annual |
| Year 1 (Months 1-12) | \$8,450 | \$101,400 |
| Year 2 (Months 13-24) | \$5,950 | \$71,400 |
| Year 3 (Months 25-36) | \$4,125 | \$49,500 |
| Grand Total (36 months from Contract Date) | | \$222,300 |

(Optional) Additional Support Services: Time & Materials

This cost proposal is based upon a Time & Materials (T&M) approach to ensure that the project is managed in the most cost-effective and efficient manner. There is a NTE amount, and we will deliver within that budget, customizing our solution to focus on what the project needs to achieve its objectives and adapting in order to ensure that the task is completed within the agreed-upon budget and timing. The budget includes all required travel or related expenses, which are based upon GSA standards and will be billed per City requirements and guidelines. Our terms are negotiable and can be customized based upon the City's priorities. The DIXON bill rate schedule for each job classification is provided below.

| Classification | Labor Rate Per Hour |
|----------------------|---------------------|
| Principal Consultant | \$225/hour |
| Senior Associate | \$175/hour |
| Associate | \$155/hour |
| Junior Associate | \$115/hour |

| (Optional) Additional Support Services | |
|---|---------------|
| Description | Not to Exceed |
| Comprehensive Parking Management Study including 2017 Downtown Parking Management Study Update | \$125,000 |
| Shoreline Parking Management Plan | \$45,000 |
| Targeted Data Collection (per study) <i>Recommended allocation \$50,000</i> | \$10,000 |