

4. COST PROPOSAL

Landfall Strategies will provide the personnel listed in the tables below, on an as needed or requested basis, at the direction of the City of Foley and at the hourly rates provided.

RATE SCHEDULES

DISASTER DEBRIS MONITORING SERVICES

Positions	Hourly Rate
Project Manager	\$ 63.00
Operations Managers	\$ 55.00
Scheduler/Expeditors	\$ 32.00
GIS Analyst	\$ 47.00
Field Supervisors	\$ 47.50
Debris Site/Tower Monitors	\$ 30.75
Environmental Specialist	\$ 47.00
Project Inspectors (Citizen Drop-Off Site)	\$ 30.75
Data Manager	\$ 52.00
Crew Monitors (Collection Site)	\$ 30.75
Load Ticket Data Entry Clerks (QA/QC)	\$ 27.00
Project Coordinators	\$ 27.00

GRANT APPLICATION, ADMINISTRATION & MANAGEMENT SERVICES

Positions	Hourly Rate
Legislative Affairs Consultant	\$ 105.00
Project Manager	\$ 95.00
Senior Grant Management Consultant	\$ 95.00
Project Engineer	\$ 87.00
Grant Management Consultant	\$ 87.00
Environmental Scientist	\$ 75.00
Grant Management Specialist	\$ 65.00
Grant Management Analyst	\$ 57.00
Field Site Inspector	\$ 32.00
Office/Clerical	\$ 28.00

EMERGENCY MANAGEMENT PLANNING AND TRAINING

Positions	Hourly Rate
Project Manager	\$ 97.00
Senior Consultant	\$ 105.00
Emergency Management Consultant	\$ 85.00
Emergency Management Trainer	\$ 85.00
Emergency Management Specialist	\$ 75.00
Emergency Management Analyst	\$ 49.00
Office Clerical	\$ 27.00

Notes on Rates

- Rates include applicable overhead and profit, safety gear, telephones, cameras, GPS devices and some other equipment and supplies. If the City chooses to use ADMS, additional fees may apply to monitor and supervisor hourly rates.
- Travel related costs (including per diems, lodging, car rental, fuel and/or mileage) for project management personnel will be billed at actual costs, and will conform to State travel policy, with all supporting documentation required for FEMA reimbursements provided.
- Other project costs (such as soil and water sampling, environmental assessments, surveys, arborist services, variable message boards, aerial photography, boat rental or other direct project costs) would be sourced at lowest available local rates and direct-billed with no markup, with the City's prior approval.
- Planning and training services may be negotiated at lump-sum costs.

NO COST PRE-EVENT SERVICES

At no cost, Landfall Strategies would provide these services, meant to better prepare our teams to respond to a major disaster:

- Annual coordination and planning meeting with County debris management staff and the debris removal contractor,
- Review and analysis of established emergency management and disaster recovery plans and contracts,
- Review and analysis of local ordinances pertaining to disaster debris removal,
- Update of street inventory into Landfall's database,
- Review and analysis of special needs areas and issues (marinas, parks, private gated communities, mobile home parks, waterways, beaches, etc.),
- Review of inter-local agreements and memoranda of understanding pertaining to debris removal and disaster assistance,
- Regular phone consultation regarding open FEMA claims, Public Assistance policy updates or debris management issues.

COST PROPOSAL FORM
RFP #GG-040115

The hourly labor rates shall include all applicable overhead and profit. All non-labor related project costs will be billed to the City at cost without mark-up.

DISASTER DEBRIS MONITORING SERVICES

POSITIONS	HOURLY RATES
Project Manager	\$ 63.00
Operations Managers	\$ 55.00
Scheduler/Expeditors	\$ 32.00
GIS Analyst	\$ 47.00
Field Supervisors	\$ 47.50
Debris Site/Tower Monitors	\$ 30.75
Environmental Specialist	\$ 47.00
Project Inspectors (Citizen Drop-Off Site Monitors)	\$ 30.75
Field Supervisors	\$ 47.50
Data Manager	\$ 52.00
Debris Site/Tower Monitors	\$ 30.75
Crew Monitors	\$ 30.75
Load Ticket Data Entry Clerks (QA/QC)	\$ 27.00
Project Coordinators	\$ 27.00

Company: Landfall Strategies, LLC

Submitted By: Craig Schultz, VP 

Address: 22 South Links Ave., Suite # 200
Sarasota, FL 34236

Phone: (941) 451-7472

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RFP #GG-040115

The hourly labor rates shall include all applicable overhead and profit. All non-labor related project costs will be billed to the City at cost without mark-up.

GRANT APPLICATION, ADMINISTRATION & MANAGEMENT SERVICES

POSITIONS	HOURLY RATES
Legislative Affairs Consultant	\$ 105.00
Project Manager	\$ 95.00
Senior Grant Management Consultant	\$ 95.00
Project Engineer	\$ 87.00
Grant Management Consultant	\$ 87.00
Environmental Scientist (Regulatory Support)	\$ 75.00
Grant Management Specialist	\$ 65.00
Grant Management Analyst	\$ 57.00
Field Site Inspector	\$ 32.00
Office/Clerical	\$ 28.00

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EMERGENCY MANAGEMENT PLANNING AND TRAINING

POSITIONS	HOURLY RATES
Project Manager	\$ 97.00
Senior Consultant	\$ 105.00
Emergency Management Consultant	\$ 85.00
Emergency Management Trainer	\$ 85.00
Emergency Management Specialist	\$ 75.00
Emergency Management Analyst	\$ 49.00
Office/Clerical	\$ 27.00

OTHER REQUIRED POSITIONS

Proposer may include other positions, with hourly rates and attach job description for each position.

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