

Cost Proposal Form 1: Proposed Staffing Plan and Costs

All costs shall be presented in 2024 dollars

Proposer Name:

Position	Staffing Plan		Total Annual Standard and Overtime Hours by Employee Class									2024 Hourly Rate per CBAs or VRS \$/Hour	Annual Labor Cost (2024) (\$/yr) excluding Benefits and Overhead				
	Minimum Req'd by SBWMA	Proposed	Transfer Station		MRF		Transportation		Total				Transfer Station	MRF	Transportation	Total	
	FTE	FTE	Standard	Overtime	Standard	Overtime	Standard	Overtime	Standard	Overtime	Total		\$/Year	\$/Year	\$/Year	\$/Year	
VRS Labor																	
Sorters ("Clients" per VRS contract)	24.0	0.0	0	0	0	0	0	0	0	0	0	0	\$ 18.91	\$ -	\$ -	\$ -	\$ -
Supervisor (RPS II)	0.0	0.0	0	0	0	0	0	0	0	0	0	0	\$ 83.84	\$ -	\$ -	\$ -	\$ -
Other (specify): _____	0.0	0.0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -
Other (specify): _____	0.0	0.0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal VRS	24.0	0.0	0	0	0	0	0	0	0	0	0	0	---	\$ -	\$ -	\$ -	\$ -
Management and Administrative Labor (Non-CBA)																	
													Annual Salary				
General manager	1.0	0.0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -
Operations manager	1.0	0.0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -
Maintenance supervisor	1.0	0.0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -
MRF supervisor	1.0	0.0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -
Accountant	1.0	0.0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -
Accountant assistant	0.0	0.0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -
Safety and compliance manager	0.0	0.0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -
Materials marketing manager	0.0	0.0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -
Administrative manager	0.0	0.0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -
Customer service manager	0.0	0.0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -
Customer service assistant	0.0	0.0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -
Other (specify): _____	0.0	0.0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -
Other (specify): _____	0.0	0.0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -
Other (specify): _____	0.0	0.0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -
Other (specify): _____	0.0	0.0	0	0	0	0	0	0	0	0	0	0	\$ -	\$ -	\$ -	\$ -	\$ -
Subtotal Management and Admin (Non-CBA)	5.0	0.0	0	0	0	0	0	0	0	0	0	0	---	\$ -	\$ -	\$ -	\$ -
Total All Labor	101.8	0.0	0	0	0	0	0	0	0	0	0	0	---	\$ -	\$ -	\$ -	\$ -

Cost Proposal Form 2: Service Fee Proposal for Transfer Station and MRF

Proposer Name:

All costs and service fees shall be presented in 2024 dollars

	Transfer Station	MRF (including Public Recycling Center)	Total	Notes to Proposers
Estimated 2021 Annual Tonnage	320,000	68,500	388,500	Estimated by SBWMA
Estimated Annual Cost				
	2024 Annual Costs (\$/Year)	2024 Annual Costs (\$/Year)	2024 Annual Costs (\$/Year)	
Direct Labor Costs - CBA and VRS Labor				
Wages (CBA facility)	\$0	\$0	\$0	Amounts to match Form 1
Benefits (CBA facility)	\$0	\$0	\$0	
Workers compensation insurance	\$0	\$0	\$0	
Payroll taxes	\$0	\$0	\$0	
Outside contract workers (VRS) - wages	\$0	\$0	\$0	Amounts to match Form 1
Outside contract workers (VRS) - admin fees	\$0	\$0	\$0	
Total Direct Labor Costs	\$0	\$0	\$0	Auto-calculated from inputs above
Operating Costs				
Fuel and Power				
Power (gas and electricity)	\$0	\$0	\$0	
Fuel	\$0	\$0	\$0	
Subtotal Fuel and Power	\$0	\$0	\$0	Auto-calculated from inputs above
Depreciation				
Depreciation (rolling stock, transfer vehicles)	\$0	\$0	\$0	
Depreciation (other)	\$0	\$0	\$0	
Lease expense (rolling stock, transfer vehicles)	\$0	\$0	\$0	
Subtotal Depreciation and/or Lease	\$0	\$0	\$0	Auto-calculated from inputs above
Other operations and maintenance				
Non-CBA wages (management and admin)	\$0	\$0	\$0	Amounts to match Form 1
Non-CBA benefits (management and admin)	\$0	\$0	\$0	
Repairs and maintenance (rolling stock, vehicles)	\$0	\$0	\$0	
Repairs and maintenance (equipment and other)	\$0	\$0	\$0	
Other vehicle-related (licensing, taxes, etc.)	\$0	\$0	\$0	
Insurance and safety	\$0	\$0	\$0	
General and administrative	\$0	\$0	\$0	
Other (specify): _____	\$0	\$0	\$0	
Other (specify): _____	\$0	\$0	\$0	
Subtotal, Other O&M	\$0	\$0	\$0	Auto-calculated from inputs above
Clerical CBA wages and benefits				
CBA wages (clerical)	\$0	\$0	\$0	Amounts to match Form 1
CBA benefits (clerical)	\$0	\$0	\$0	
Subtotal, Clerical CBA Wages and Benefits	\$0	\$0	\$0	Auto-calculated from inputs above

Cost Proposal Form 2: Service Fee Proposal for Transfer Station and MRF

Proposer Name:

All costs and service fees shall be presented in 2024 dollars

	Transfer Station	MRF (including Public Recycling Center)	Total	Notes to Proposers
Total Operating Cost	\$0	\$0	\$0	Auto-calculated from inputs above
Subtotal Estimated Annual Cost	\$0	\$0	\$0	Auto-calculated from inputs above
Profit Level (expressed as an Operating Ratio)	0.00	0.00		
Profit	\$0	\$0	\$0	Auto-calculated from inputs above
Interest (Pass-Through Cost)	\$0	\$0	\$0	
Total Estimated Annual Cost	\$0	\$0	\$0	
MRF Residue Transportation and Disposal Costs				
MRF Residue (Tons/year)		0		
Designated Disposal Tip Fee (\$/Ton at Ox Mountain Landfill)		\$57.76		Amounts provided by SBWMA
Disposal cost (\$/year)		\$0	\$0	Auto-calculated from inputs above
Transportation cost, solid waste from Form 3 (\$/ton)		\$0		Amounts to match Form 3
Transportation cost (\$/year)		\$0	\$0	Auto-calculated from inputs above
Total MRF Residue Transport and Disposal Cost		\$0	\$0	Auto-calculated from inputs above
Service Fees (6)				
	Proposed Service Fee (\$/ton)	Estimated Service Fee (\$/ton)		
Direct labor wages and benefits (CBA and VRS)	\$0.00	\$0.00		If inputs are provide above, then these amounts will be auto calculated. Alternatively, Proposer shall enter amounts here.
Power	\$0.00	\$0.00		
Fuel	\$0.00	\$0.00		
Depreciation and/or lease	\$0.00	\$0.00		
Other operating and maintenance	\$0.00	\$0.00		
Clerical CBA wage and benefits	\$0.00	\$0.00		
Profit	\$0.00	\$0.00		
Interest	\$0.00	\$0.00		
MRF residue transport and disposal cost		\$0.00		
Service Fee (\$/ton)	\$0.00	\$0.00		

Cost Proposal Form 3: Service Fee Proposal for Transportation

Proposer Name:

All costs and service fees shall be presented in 2024 dollars

	Solid Waste	C&D Debris	Food Scraps	Green/Organics	Food Scraps	Green/Organics	Total	Notes to Proposers
Designated Facility	Ox Mountain Landfill	Zanker Road Resource Management	Newby Island Composting Facility	Newby Island Composting Facility	Blossom Valley Composting Facility	Blossom Valley Composting Facility	---	
Estimated 2021 Annual Tonnage	195,000	41,000	9,000	40,000	4,000	45,000	334,000	Specified by SBWMA
Estimated Annual Cost								
Direct Labor Costs - CBA								
Wages (CBA Transportation)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Benefits (CBA Transportation)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Workers' compensation insurance	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Payroll taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Subtotal Direct Labor Costs - CBA	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Auto-calculated from inputs above
Fuel and Power								
Power (gas and electricity)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Fuel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Subtotal Fuel and Power	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Auto-calculated from inputs above
Depreciation								
Depreciation (transfer vehicles)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Depreciation (support vehicles, other)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Lease expense (transfer vehicles)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Subtotal Depreciation and/or Lease	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Auto-calculated from inputs above
Other O&M								
Non-CBA wages (mgt and admin)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Non-CBA benefits (mgt and admin)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Repairs and maintenance (vehicles)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Repairs and maintenance (equipment and other)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Other vehicle-related expenses (licensing, taxes, etc.)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Insurance and safety	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
General and administrative	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Other (specify): _____	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Other (specify): _____	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Subtotal, Other O&M	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Auto-calculated from inputs above
Clerical CBA wages and benefits								
CBA wages (clerical)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
CBA benefits (clerical)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Subtotal, Clerical CBA Wages and Benefits	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total Operating Costs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Subtotal Estimated Annual Transport Cost	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Auto-calculated from inputs above
Profit Level (expressed as Operating Ratio)	0.00	0.00	0.00	0.00	0.00	0.00	n/a	
Profit	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Auto-calculated from inputs above
Interest (Pass-Through Cost)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Total Estimated Annual Cost	\$0	\$0	\$0	\$0	\$0	\$0	\$0	Auto-calculated from inputs above

Cost Proposal Form 3: Service Fee Proposal for Transportation
 All costs and service fees shall be presented in 2024 dollars

Proposer Name:

	Solid Waste	C&D Debris	Food Scraps	Green/ Organics	Food Scraps	Green/ Organics	Total	Notes to Proposers
Hauling Assumptions								
Average Vehicle Payload (Tons/load)	0.0	0.0	0.0	0.0	0.0	0.0	Weighted Average 0.0	Auto-calculated from inputs above
Annual Number of Loads	0	0	0	0	0	0	0	
Cost per Load	n/a	n/a	n/a	n/a	n/a	n/a	n/a	
One-way mileage to Designated Facility	15	23	25	72	25	72	n/a	
Proposed Service Fee (Cost per Ton-Mile) (6)								
	Proposed Service Fee (\$/ton-mile)	Proposed Service Fee (\$/ton-mile)	Proposed Service Fee (\$/ton-mile)	Proposed Service Fee (\$/ton-mile)	Proposed Service Fee (\$/ton-mile)	Proposed Service Fee (\$/ton-mile)	Weighted Average	Note: If inputs are provide above, then these amounts will be auto calculated. Alternatively, proposer shall enter amounts.
CBA labor for direct labor	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	n/a	
Fuel and power	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	n/a	
Depreciation and/or lease	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	n/a	
Other operating and maintenance	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	n/a	
Clerical CBA wages and benefits	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	n/a	
Profit	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	n/a	
Interest	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	n/a	
Proposed Service Fee (Cost per Ton-Mile) (8)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	Auto-calculated from inputs above

Cost Proposal Summary

Proposer Name:

Service Fees		2024 Fees
Transfer Station Fee (\$/Ton)		\$0.00
MRF Fee (\$/Ton)		\$0.00
Transportation Fee (\$/Ton-Mile)		
Solid Waste	Ox Mountain Landfill	\$0.00
C&D Debris	Zanker Road	\$0.00
Food Scraps	Newby Island Composting	\$0.00
Green/Organics	Newby Island Composting	\$0.00
Food Scraps	Blossom Valley Composting	\$0.00
Green/Organics	Blossom Valley Composting	\$0.00

Staffing Plan	Proposed FTEs
Transfer Station	0
MRF	0
Transportation	0
Other (mechanics, PM technicians)	0
Clerical	0
VRS	0
Management and Administrative	0
Total	0

Annual Labor Hours and Costs	
Annual Staff Hours	Total Annual Hours
Transfer Station	0
MRF	0
Transportation	0
Total	0
Overtime Level	Overtime Level (%)
Transfer Station	0%
MRF	0%
Transportation	0%
Total	0%
Annual Labor Cost	Total Annual Labor Cost
Transfer Station	\$ -
MRF	\$ -
Transportation	\$ -
Total	\$ -