

RFP #23-65

City of Ann Arbor, MI – Geothermal Advisory Services

Fee Proposal

Ann Arbor, Michigan

December 13, 2023



D. Fee Proposal

The following tables include our senior team members as listed in our proposal, titles, hourly rates and overhead factors as requested. We have included an estimated number of hours to support the scope of services as requested in addendum 1.

Subtask A: Geothermal Technical Advisor

NAMES	PROJECT ROLE	RATE	OVERHEAD	HOURS	TOTAL
Jeff Schroeder	Project Manager	\$250	0%	16	\$4,000
Sean McInroy	District Heating Specialist	\$230	0%	18	\$4,140
Jim Bererton	Geothermal Specialist	\$290	0%	28	\$8,120
Brad Dawe	Geothermal Specialist	\$260	0%	2	\$520
Richard van der Beek	Financial & Business Planning	\$210	0%	23	\$4,830
John Griggs	Hydrogeologist (might re-name)	\$290	0%	23	\$6,670
Rogier Dieteren	Utility and Governance Liaison	\$220	0%	13	\$2,860
Susan Larson	Technical Quality Assurance	\$270	0%	1	\$270
-	Administrator	\$140	0%	8	\$1,120
					\$32,530

Subtask B: General Owner's Agent on Geothermal Projects

NAMES	PROJECT ROLE	RATE	OVERHEAD	HOURS	TOTAL
Jeff Schroeder	Project Manager	\$250	0%	14	\$3,500
Neil Bates	District Heating Technical Lead	\$250	0%	15	\$3,750
Sean McInroy	District Heating Specialist	\$230	0%	15	\$3,450
Richard van der Beek	Financial & Business Planning	\$210	0%	15	\$3,150
Rogier Dieteren	Utility and Governance Liaison	\$220	0%	10	\$2,200
Susan Larson	Technical Quality Assurance	\$270	0%	1	\$270
-	Administrator	\$140	0%	10	\$1,400
					\$17,720

Subtask C: Networked Geothermal Feasibility Study

NAMES	PROJECT ROLE	RATE	OVERHEAD	HOURS	TOTAL
Jeff Schroeder	Project Manager	\$250	0%	289	\$72,250
Curt Bjurlin	Exec. Sponsor	\$270	0%	34	\$9,180
Caz Zalewski	Local Design Lead	\$220	0%	20	\$4,400
Neil Bates	District Heating Technical Lead	\$250	0%	349	\$87,250
Sean McInroy	District Heating Specialist	\$230	0%	184	\$42,320
Jim Bererton	Geothermal Specialist	\$290	0%	261	\$75,690
Brad Dawe	Geothermal Specialist	\$260	0%	8	\$2,080
Richard van der Beek	Financial & Business Planning	\$210	0%	76	\$15,960
John Griggs	Hydrogeologist	\$290	0%	36	\$10,440
Adrian Davison	Energy and Utilities Designer/Operator	\$250	0%	8	\$2,000
Rogier Dieteren	Utility and Governance Liaison	\$220	0%	0	\$0
Amy Sackaroff	Engagement & Environmental Justice Lead	\$210	0%	55	\$11,550
Mark Pascoe	Funding & Grant Specialist	\$220	0%	14	\$3,080
Susan Larson	Technical Quality Assurance	\$270	0%	51	\$13,770
-	Intermediate Engineer	\$170	0%	816	\$138,720
-	Jr. Engineer	\$150	0%	970	\$145,500
-	Administrator	\$140	0%	34	\$4,760
					\$638,950

Expenses: \$8,000 for potential software or travel purposes.