

FEE PROPOSAL  
RECYCLE ANN ARBOR  
RFP #888  
MULTI-FAMILY RECYCLING INCENTIVE PILOT  
APRIL 7, 2014

Personnel Costs

Christine Chessler-Stull (Project Coordinator): 1,800 Hours @ \$17.32/hour =	\$31,176.00
Lisa Perschke (Site Liaison/Field Ops Assistant): 500 Hours @ \$17.32/hour =	\$ 8,660.00
Allen Kennedy (Field Ops Coordinator): 250 Hours @ \$27.78/hour =	\$ 6,945.00
Bryan Weinert (Assistant Project Coordinator): 400 Hours @ \$25.00/hour =	\$10,000.00
Kirk Lignell (CEO/Chief Project Executive): 100 Hours @ \$52.88/hour =	\$ 5,288.00
<b>TOTAL RAA PERSONNEL COSTS:</b> <b>(3,050 HOURS TOTAL)</b>	<b>\$62,069.00</b>

Subcontractor Costs (Iris Waste Diversion Specialists)

Please see attached detail sheet. RAA presumes \$11,625 in total subcontractor costs from Iris.

Personnel Costs (135 hours) @ \$75.00/hour =	\$10,125.00
Subcontractor Travel/Supplies =	\$ 1,500.00
<b>TOTAL SUBCONTRACTOR COSTS (IRIS):</b>	<b>\$11,625.00</b>

Other Expenses

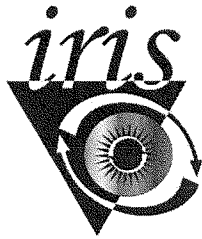
1,000 Pound Capacity Portable Location Scale: (cart/container weighing on-site)	\$ 500.00
Copying/Printing/Mailing/Office Supplies:	\$ 1,000.00
Travel/Mileage (2,000 miles @ \$.55/mile): (average 74 miles/month)	\$ 1,100.00
<b>TOTAL OTHER EXPENSES:</b>	<b>\$ 2,600.00</b>

Overhead

<b>Overhead (Facilities, Fringe Benefits, Insurance, Communications, Computers, etc.), Calculated at 30% of total RAA Costs:</b>	<b>\$19,400.00</b>
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**FEE PROPOSAL TOTALS**

RAA Personnel:	\$62,069.00
Subcontractor Costs:	\$11,625.00
Other Expenses:	\$ 2,600.00
Overhead:	\$19,400.00
<b>TOTAL FEE PROPOSAL:</b>	<b>\$95,694.00</b>



Waste Diversion Specialists, Inc.

## Proposal

*Recycle Ann Arbor  
City of Ann Arbor Multi-Family Recycling Incentive Pilot  
March 28, 2014*

### The Situation

Recycle Ann Arbor (RAA) seeks to offer a competitive bid to the City of Ann Arbor in response to RFP No. 888, Multi-Family Recycling Incentive Pilot. Through this proposal, Iris Waste Diversion Specialists, Inc. (Iris) expresses its interest in teaming with RAA to achieve the goals as described in the RFP.

### Service Offerings

Iris offers the following services to support RAA in carrying out the Multi-Family Recycling Incentive Pilot:

#### BEST PRACTICE RESEARCH

1. Research and collect information on multi-family recycling best practices in North America
2. Organize best practice examples for reference in reports and recommendations
3. Summarize best practices applicable to City of Ann Arbor pilot

#### MULTI-FAMILY SECTOR SURVEY

1. Collaboratively develop survey/interview questions and methods
2. Compile and analyze survey data
3. Assist with preparation of report on survey/interview results

#### PILOT METHODOLOGY DEVELOPMENT

1. Collaboratively identify and describe 3-5 methodologies to achieve objectives of pilot
2. Outline data points and data collection methods for pre-pilot, mid-term and post-pilot assessment

#### PILOT PROJECT ANALYSIS & REPORTING

1. Compile data from various pilot methods
2. Examine data and identify significant findings
3. Assist with preparation of report on pilot results and provide best practice recommendations

### Estimated Effort and Fees

SERVICE OFFERING	ESTIMATED HOURS Minimum & Not to Exceed	ESTIMATED FEE*
Best Practice Research	30 - 40	\$2,250 - \$3,000
Multi-Family Sector Survey	30 - 40	\$2,250 - \$3,000
Pilot Methodology Development	30 - 40	\$2,250 - \$3,000
Pilot Project Analysis & Reporting	35 - 45	\$2,625 - \$3,375
<b>ESTIMATED SERVICE TOTALS</b>	<b>125 - 165</b>	<b>\$9,375 - \$12,375</b>
<b>ESTIMATED TRAVEL &amp; SUPPLIES</b>		<b>\$1,500 - \$2,000</b>
<b>ESTIMATED TOTAL</b>		<b>\$10,875 - \$14,375</b>

\*The estimated fees are based on a flat-rate charge of \$75.00 per hour. Mileage estimates are based on current IRS rate of \$0.56 per mile. Actual mileage will be billed at most current IRS rate.

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