

**OVERVIEW OF WORKBOOK: There are (8) worksheets.**

- 1) The **Instructions** worksheet provides directions for completing the Price Trade-off Workbook.
- 2) The **Summary Price Adjustment Value Form** worksheet calculates the U.S. Employment Plan Price Adjustment Value for both the base and base plus X# options orders.
- 3) The **Disadvantaged Worker Form, Base Only and Base plus Options** worksheet calculates the Disadvantaged Worker bonus for both the base and base plus X# options orders.
- 4) The **U.S. Jobs Form, Base Only** worksheet references employment investment data related to the base order. Employment investment includes rolling stock manufacturing-related employment investment generated by the prime contractor/builder and subcontractors/suppliers.
- 5) The **U.S. Jobs Form, Base plus Options** worksheet references employment investment data related to the base order plus the X# options. \*
- 6) The **U.S. Facility Form, Base Only** worksheet references facility investment data related to the base order.
- 7) The **U.S. Facility Form, Base plus Options** worksheet references facility investment data related to the base order plus the X# options.\*
- 8) The **Subcontractor/Supplier Form** worksheet references employment data related to both the base and base plus X# options for each subcontractor/supplier.

\*Assume, **solely for the purposes of calculation**, that the contractor awarded the contract will be notified by AGENCY of its intent to exercise an option in advance of the option exercise deadline defined by the contract, and in advance of the scheduled delivery of the final units from the base order and any subsequent exercised option.

**Instructions for U.S. Employment Plan Workbook**

**Instructions**

The U.S. Employment Plan Workbook generates Proposer's Evaluation Price, which is used to determine Proposer's Price Score for comparison purposes. To do this, the workbook summarizes the necessary information to calculate Proposer's total value of investments in U.S. Employment and facilities, also known as Proposer's U.S. Employment Plan Price Adjustment. The workbook then calculates Proposer's Evaluation Price by subtracting the Price Adjustment from Proposer's Price (for more see the Price Adjustment Methodology in the Model Best Value RFP).

Price Adjustment Values are calculated for both the base and base plus options contracts on the Price Adjustment Form (the worksheet is called "Summary\_Price\_Adjustment\_Value"). This form draws upon detailed U.S. employment- and investment-related data from the U.S. Jobs, Disadvantaged Worker, Subcontractor, and U.S. facility investment forms submitted by the prime contractor/carbuilder and Subcontractors/suppliers.

Note: On all worksheets, please fill out cells highlighted in blue; red cells contain formulas which summarize the detailed jobs and investment data.

**Instructions for U.S. Jobs Form - Base and Base plus Options Forms**

COLUMN	VARIABLE	DESCRIPTION	ADDITIONAL NOTES
A	NAICS	Specify the North American Industry Classification System (NAICS) code associated with the facility's primary industrial activity	
B	State	Physical work location of New Hire and/or Incumbent Worker, U.S. state	
C	ZIP Code	Physical work location of New Hire and/or Incumbent Worker, U.S. ZIP Code	
D	Job Category*	Group of one or more work items that contain similar work types into a category. Other Work Categories identified by the proposer may be added to the items listed on the worksheet. Also referred to as the "Broad Occupation"	On this worksheet, Proposers report their Hires by job category; subcontractor and supplier information is summarized. Detailed information by job category for subcontractors and suppliers is captured on the individual subcontractor/supplier worksheets.
E	Duration of Employment (in Months)	The difference between the end date (column G) and start date (column F) divided by 365 days in a year, then multiplied by 12 months.	
F	Start Date	Employee's first date of employment	
G	End Date	Employee's last date of employment	
H	New Hires	Total number of hours of labor of new employees hired. A New Hire is an employee whose first day of employment will be on or after the date the Contract begins.	Hires may not include: 1) current employees who will not be working on the Project; 2) former, furloughed, and/or laid off employees who are separated from employment with a Contractor or Subcontractor on or after the date of Agency's Notice of Intent to Award unless they are rehired to work on the Project; 3) employees hired by a Contractor or Subcontractor to work on other Projects to fill in or replace current employees reassigned to this Project, 4) hours and costs that cannot be segregated and audited pursuant to internal Cost Accounting Systems of the Contractor or Subcontractors.
I	Incumbent Workers	Total number of hours of labor of Proposers' current employees who will be employed solely to perform work in furtherance of the Contract	Incumbent Workers may not include: 1) current employees who will not be working on the Project; 2) former, furloughed, and/or laid off employees who are separated from employment with a Contractor or Subcontractor on or after the date of Agency's Notice of Intent to Award unless they are rehired to work on the Project; 3) employees hired by a Contractor or Subcontractor to work on other Projects to fill in or replace current employees reassigned to this Project, 4) hours and costs that cannot be segregated and audited pursuant to internal Cost Accounting Systems of the Contractor or Subcontractors.
J	Total Hires	Total number of hours of labor of newly hired (column H) and Incumbent Workers (column I)	
K	Regular Pay Rate	Regular hourly pay rate per employee; excludes overtime pay rate	
L	Hourly Fringe Benefits Rate	Employer contribution towards group medical and dental insurance, retirement benefits, paid time off (which includes vacation time, sick leave, etc.) and other forms of supplemental pay	
M	Total Cost of Labor	Add the direct wages and benefits per employee (column K+L), multiplied by the regular hours worked (column J)	
N	Overtime	Number of overtime hours worked by job category	
O	Overtime Pay Rate	Direct wages per employee for overtime hours worked	
P	Total Cost of Overtime Labor	Multiply the direct wages per employee for overtime hours worked (column O) by the number of overtime hours worked by job category (column N)	
Q	Total Workforce Training Cost	Total direct Workforce Training cost by job category for the life of the Contract. This may include funding for any activity related to the provision of skills, knowledge and capacity to Hires working on the Contract. Allowable expenditures for Workforce Training may include funds spent on teachers, trainers or special equipment to help Hires build the skills necessary to successfully work on the Contract. These allowable expenditures may also include wages and benefits spent on experienced Contractor employees not working on the Contract, if those experienced employees are designated by Contractor to provide on-the-job training to Hires. In addition, allowable expenditures may include funding paid by Contractor to outside workforce development groups or programs so long as the skills acquired in those programs are related to the Manufacture or Final Assembly of the Vehicles.	
R	Value of Project Employment	Add the total cost of regular labor (column M), the total cost of overtime labor (column P) and the total workforce training cost by job category (column Q)	

**Instructions for Disadvantaged Worker Form - Base and Base plus Options Forms**

Enter Disadvantaged Worker information on one form: (1) the Disadvantaged Worker Form. On the form, Proposer shall choose the percentage of overall Hires that will be comprised of New Disadvantaged Workers, up to a maximum 10% of the total Contract workforce. Note, that if the Proposal is accepted by the Agency, these commitments to the hiring of New Disadvantaged Workers, if any, will be incorporated into the Contract and monitored and enforced as described in the RFP. Disadvantaged Workers are defined in the definitions section of the RFP. Proposer shall then receive a bonus credit of 20 percent towards the total value of the Proposer's Price Adjustment. Proposer may only receive additional credit for up to 10 percent of its workforce that is comprised of New Disadvantaged Workers.

**Instructions for U.S. Facility Form - Base and Base plus Options Forms**

COLUMN	VARIABLE	DESCRIPTION	ADDITIONAL NOTES
A	Facility No.	Enter the information for each facility separately	If a site has multiple facilities, information may be entered by site. Firms may receive credit for investments made within the last 5 years.
B	Facility Investment Date	Date of initial facility investment in Manufacturing (non-Final Assembly) activities.	
C	State	Site location, U.S. state	
D	ZIP Code	Site location, ZIP Code	
E	Facility Type	Specify the activity performed at the proposed facility. Proposer may only list and receive credit for the cost of Domestic Facilities construction and rehabilitation related to the Manufacture of the Vehicles, as defined in the definitions section of the RFP. This may not include the cost of Domestic Facilities construction related to Final Assembly of the Vehicles.	
F	Purchase / Lease (P/L)	Specify if the site will be purchased (P) or leased (L)	
G	Facility Size (Sq. Ft.)	Facility size in square feet	
H	Primary Industrial Activity (NAICS Code)	Specify the NAICS code associated with the proposed facility's primary industrial activity	
I	Site Characteristics	Specify if the site is located in a brownfield location (BF) Includes: Building and land purchase price	
J	Acquisition Costs	Building inspection fees  Includes: Renovation costs New construction costs Construction contingency costs Environmental clean-up estimates Permits and utilities fees	
K	Construction Costs	Includes: Architecture and engineering costs A & E reimbursables Phase 1/2 environmental consultant fees Geotechnical exploration fees Testing and inspection services fees Legal fees estimate Developer/project management	
L	Professional Fees	Includes: Property survey fees Appraisal fees Title and recording fees Construction escrow fees Application fees Financing fees Construction interest amount of construction bank loan Lender inspecting architect fee Lender legal fees	
M	Project Financing Fees and Costs	Includes: Real estate taxes Property / builder's risk insurance	
N	Miscellaneous Costs	Includes: Program equipment Data and communication equipment Security equipment Other capital investments Furnishings and machinery	
O	Furnishings and Equipment Costs		
P	Total Facility Investment	Total development cost of construction of a new facility and/or repairs to an existing facility (sum of columns J through O)	
Q	Share of Investment - Manufacturing, Non-Final Assembly	Specify the share (%) of total facility investment in Domestic Manufacturing activities not related to the Final Assembly of vehicles.	
R	Annual Depreciation Rate	The annual depreciation rate (20% percent, using a 5-year, straight-line depreciation schedule).	
S	Allowable Facility Credit	The allowable facility credit is equal to the value of Manufacturing Domestic Facility investment multiplied by the annual depreciation rate (P * Q * R).	

\*\* Note: Subcontractor/Supplier Form variables mirror those found in the U.S. Jobs - Base and Base plus Options Forms. Each Subcontractor/Supplier must fill out a separate U.S. Jobs Base Only and Base plus Options Form

\*\* At the top of the form, subcontractors/suppliers should note if they are a Disadvantage Business Enterprise (DBE).

**Summary Price Adjustment Value Form**

Proposer: \_\_\_\_\_

**Price Adjustment Calculation - Base Buy Only**

(1) Adjusted total value of project employment [(Line 1a +Line 1b) x Line 1c]	\$ 17,420,090
(a) Prime contractor / carbuilder, manufacturing total (U.S. Jobs Form, Base Only, column R, line 48 )	\$ 10,169,537
(b) Subcontractor / suppliers, manufacturing, total (U.S. Jobs Form, Base Only, column R, line 67)	\$ 610,548
(c) Standard U.S. economic multiplier for induced effects in Rolling Stock manufacturing	1.62
(2) Disadvantaged Worker Credit (Disadvantaged Worker Form, column G, line 12)	\$ 101,695
(3) Allowable value of facilities investment (U.S. Facility Form, Base Only, column S, line 14)	\$ 278,000
(4) Price trade-off value (Line 4a + Line 4b + Line 4c)	\$ 17,799,785
(a) Adjusted total value of project employment (Line 1)	\$ 17,420,090
(b) Disadvantaged Worker Credit (Line 2)	\$ 101,695
(c) Total value of new construction and repairs to existing Domestic Manufacturing Facility(Line 3)	\$ 278,000
<b>(5) Evaluation price (Proposed price - Price Adjustment value)</b>	<b>\$ 182,200,215</b>
Proposed Price (Enter value from Pricing Forms Workbook, Contract Price Summary; Rail Pricing Forms column F, line 17; OR Bus	
(a) Pricing Forms column F line 19)	\$ 200,000,000.00
(b) Price Adjustment value (Line 4)	\$ 17,799,785

**Price Adjustment Calculation - Base plus Options**

(1) Adjusted total value of project employment [(Line 1a +Line 1b) x Line 1c]	\$ 34,584,665
(a) Prime contractor / carbuilder, manufacturing total (U.S. Jobs Form, Base plus Options, column R line 48 )	\$ 20,114,161
(b) Subcontractor / suppliers, manufacturing, total (U.S. Jobs Form Base plus Options, column R line 67)	\$ 1,287,888
(c) Standard US economic multiplier for induced effects in rolling stock manufacturing	1.62
(2) Disadvantaged Worker Credit (Disadvantaged Worker Form, column G, line 20)	\$ 241,370
(3) Allowable value of facilities investment (U.S. Facility Form, Base plus Options, column R, line 14)	\$ 678,000
(4) Price Adjustment value (Line 4a + Line 4b + Line 4c)	\$ 35,504,035
(a) Adjusted total value of project employment (Line 1)	\$ 34,584,665
(b) Disadvantaged Worker Credit (Line 2)	\$ 241,370
(c) Total value of new construction and repairs to existing manufacturing facility (Line 3)	\$ 678,000
<b>(5) Evaluation price (Proposed price - Price Adjustment value)</b>	<b>\$ 364,495,965</b>
Proposed Price (Enter value from Pricing Forms Workbook, Contract Price Summary Form; Rail Pricing Forms column F, line 70; OR	
(a) Bus Pricing Forms column F line 40)	\$ 400,000,000.00
(b) Price Adjustment value (Line 4)	\$ 35,504,035

**Disadvantaged Worker Credit Form, Base and Base plus Options**

Proposer: \_\_\_\_\_

**Disadvantaged Worker Credit- Base Only**

- (a) Value of project employment, prime contractor/carbuilder (U.S. Jobs Form, Base Only, column R, line 48)
- (b) Disadvantaged Workers (percent of workforce, up to allowable 10 percent)
- (c) Disadvantaged Worker employment cost (Line a x Line b)
- (d) Total Value of Disadvantaged Worker credit (Line c x 20 percent Disadvantaged Worker Credit)

\$	10,169,537
	5%
\$	508,476.83
\$	101,695

**Disadvantaged Worker Credit- Base plus Options**

- (a) Value of project employment, prime contractor/carbuilder (U.S. Jobs Form Base plus Options, column R, line 48)
- (b) Disadvantaged Workers (percent of workforce, up to allowable 10 percent)
- (c) Disadvantaged Worker employment cost (Line a x Line b)
- (d) Total Value of Disadvantaged Worker credit (Line c x 20 percent Disadvantaged Worker Credit )

\$	20,114,160.5
	6%
\$	1,206,850
\$	241,370

U.S. Employment Plan Worksheet: U.S. Jobs Form, Base Only

Proposer: \_\_\_\_\_

Detail for Labor and Job Creation - Base Only, Prime Contractor / Carbuilder, Manufacturing																		
A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	
Industry	U.S. Location (Base Only)		Job Category	Duration of Employment (in Months)	Start Date	End Date	New Hires (Hours)	Incumbent Workers (Hours)	Total Hires (Hours)	Regular Pay Rate (Hourly)	Fringe Benefits Rate (Hourly)	Total Cost of Labor (Regular)	Overtime (Hours)	Overtime Pay Rate (Hourly)	Total Cost of Overtime Labor	Total Workforce Training Cost (by Job Category)	Value of Project Employment	
NAICS	State*	ZIP Code		((G-F)/365)*12					(H+I)			[(K+L)*J]			(N*O)		(M+P+Q)	
			<b>Project Management / Engineering</b>															
	CA	90008	Auto CAD engineer 1	27	1/1/2014	3/31/2016	2,400	8,000	10,400	\$ 36.06	\$ 8.00	\$ 458,224	1,000	\$ 49.00	\$ 49,000	\$ 1,000	\$508,224	
	CA	90008	Supply chain analyst	24	2/15/2012	2/14/2014	16,000	6,000	22,000	\$ 25.45	\$ 6.00	\$ 691,900	100	\$ 38.00	\$ 3,800	\$ 800	\$696,500	
				-					-			\$ -			\$ -		\$-	
				-					-			\$ -			\$ -		\$-	
			<b>Manufacturing</b>															
	CA	90026	Sub-assemblies fabrication	26	2/1/2013	4/1/2015	20,000	85,000	105,000	\$ 20.00	\$ 7.00	\$ 2,835,000	10,000	\$ 30.00	\$ 300,000	\$ 10,000	\$3,145,000	
	CA	90026	Carshell assembly fabrication	26	2/1/2013	4/1/2015	20,000	60,000	80,000	\$ 25.00	\$ 9.00	\$ 2,720,000	5,000	\$ 37.50	\$ 187,500	\$ 9,000	\$2,916,500	
		90026	Paint preparation & painting	20	8/1/2013	4/1/2015	15,000	50,000	65,000	\$ 20.00	\$ 7.00	\$ 1,755,000	7,000	\$ 30.00	\$ 210,000	\$ 4,000	\$1,969,000	
				-					-			\$ -			\$ -		\$-	
			<b>Assembly</b>															
	CA	90026	Installation of interior panels	18	10/1/2013	4/1/2015	10,000	10,000	20,000	\$ 25.00	\$ 5.00	\$ 600,000	50	\$ 37.50	\$ 1,875	\$ 3,000	\$604,875	
	CA	90026	Installation of flooring	20	8/1/2013	4/1/2015	5,000	5,500	10,500	\$ 25.00	\$ 6.00	\$ 325,500	25	\$ 37.50	\$ 938	\$ 3,000	\$329,438	
				-					-			\$ -			\$ -		\$-	
				-					-			\$ -			\$ -		\$-	
			<b>Quality</b>															
				-					-			\$ -			\$ -		\$-	
				-					-			\$ -			\$ -		\$-	
				-					-			\$ -			\$ -		\$-	
			<b>Testing</b>															
				-					-			\$ -			\$ -		\$-	
				-					-			\$ -			\$ -		\$-	
				-					-			\$ -			\$ -		\$-	
			<b>Warranty &amp; Support</b>															
				-					-			\$ -			\$ -		\$-	
				-					-			\$ -			\$ -		\$-	
			<b>Other</b>															
				-					-			\$ -			\$ -		\$-	
				-					-			\$ -			\$ -		\$-	
				-					-			\$ -			\$ -		\$-	
<b>Subtotals for Base Only - Prime Contractor / Carbuilder</b>																		
			Project Management / Engineering	25			18,400	14,000	32,400	\$ 28.86	\$ 6.64	\$ 1,150,124	1,100	\$ 48.00	\$ 52,800	1,800	\$ 1,204,724	
			Manufacturing	24			55,000	195,000	250,000	\$ 21.60	\$ 7.64	\$ 7,310,000	22,000	\$ 31.70	\$ 697,500	23,000	\$ 8,030,500	
			Assembly	19			15,000	15,500	30,500	\$ 25.00	\$ 5.34	\$ 925,500	75	\$ 37.50	\$ 2,813	6,000	\$ 934,313	
			Quality	-			-	-	-	-	-	\$ -	-	-	\$ -	-	\$ -	
			Testing	-			-	-	-	-	-	\$ -	-	-	\$ -	-	\$ -	
			Warranty & Support	-			-	-	-	-	-	\$ -	-	-	\$ -	-	\$ -	
			Other	-			-	-	-	-	-	\$ -	-	-	\$ -	-	\$ -	
			<b>Total/Avg</b>	24			88,400	224,500	312,900	\$ 22.68	\$ 7.31	\$ 9,385,624	23,175	\$ 32.50	\$ 753,113	30,800	\$ 10,169,537	
																<b>Total Value of Employment for Base Only - Prime Contractor / Carbuilder</b>		<b>\$ 10,169,537</b>

\*Principal location of work

Detail for Labor and Job Creation - Base Only, Subcontractors / Suppliers, Manufacturing																		
A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	
Industry	U.S. Location (Base Only)		Job Category	Duration of Employment (in Months)	Start Date	End Date	New Hires (Hours)	Incumbent Workers (Hours)	Total Hires (Hours)	Regular Pay Rate (Hourly)	Fringe Benefits Rate (Hourly)	Total Cost of Labor (Regular)	Overtime (Hours)	Overtime Pay Rate (Hourly)	Total Cost of Overtime Labor	Total Workforce Training Cost (by job category)	Value of Project Employment	
NAICS	State*	ZIP Code		((G-F)/365)*12					(H+I)			[(K+L)*I]			(N*O)		(M+P+Q)	
			<b>Subcontractor/Supplier 1</b>															
				33			19,332	-	19,332	\$ 24.49	\$ 7.10	\$ 610,548	0	-	\$ -	\$ -	\$ 610,548	
			<b>Subcontractor/Supplier 2</b>															
			<b>Subcontractor/Supplier 3</b>															
			<b>Subcontractor/Supplier 4</b>															
			<b>Subcontractor/Supplier 5</b>															
<b>Totals for Base Only - Subcontractors / Suppliers</b>				33			19,332	-	19,332	\$ 24.4858	\$ 7.10	\$ 610,548	0.00	-	\$ -	-	\$ 610,548	
																<b>Total Value of Employment for Base Only - Subcontractors / Suppliers</b>		<b>\$ 610,548</b>

\*Principal location of work

\*\* Figures used in this worksheet were loosely based upon proposal submissions to the Los Angeles County Metropolitan Transportation Authority's P3010 RFP

U.S. Employment Plan Worksheet: U.S. Jobs Form, Base plus Options

Proposer: \_\_\_\_\_

Detail for Labor and Job Creation - Base plus Options, Prime Contractor / Carbuilder, Manufacturing																	
A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
Industry	U.S. Location (Base plus Options)		Job Category	Duration of Employment (in Months)	Start Date	End Date	New Hires (Hours)	Incumbent Workers (Hours)	Total Hires (Hours)	Regular Pay Rate (Hourly)	Fringe Benefits Rate (Hourly)	Total Cost of Labor (Regular)	Overtime (Hours)	Overtime Pay Rate (Hourly)	Total Cost of Overtime Labor	Total Workforce Training Cost (by Job Category)	Value of Project Employment
NAICS	State*	ZIP Code		((G-F)/365)*12					(H+I)			[(K+L)*J]			(N*O)		(M+P+Q)
			<b>Project Management / Engineering</b>														
	CA	90008	Auto CAD engineer 1	27	1/1/2014	3/31/2016	4,800	16,000	20,800	\$ 36.06	\$ 8.00	\$ 916,448	1,000	\$ 49.00	\$ 49,000	\$ 1,000	\$966,448
	CA	90008	Supply chain analyst	24	2/15/2012	2/14/2014	32,000	12,000	44,000	\$ 25.45	\$ 6.00	\$ 1,383,800	100	\$ 38.00	\$ 3,800	\$ 800	\$1,388,400
				-					-			\$ -			\$ -		\$-
				-					-			\$ -			\$ -		\$-
			<b>Manufacturing</b>														
	CA	90026	Sub-assemblies fabrication	73	2/1/2013	3/1/2019	60,000	170,000	230,000	\$ 20.00	\$ 7.00	\$ 6,210,000	10,000	\$ 30.00	\$ 300,000	\$ 10,000	\$6,520,000
	CA	90026	Carshell assembly fabrication	73	2/1/2013	3/1/2019	40,000	120,000	160,000	\$ 25.00	\$ 9.00	\$ 5,440,000	5,000	\$ 37.50	\$ 187,500	\$ 9,000	\$5,636,500
		90026	Paint preparation & painting	68	8/1/2013	4/1/2019	30,000	85,000	115,000	\$ 20.00	\$ 7.00	\$ 3,105,000	7,000	\$ 30.00	\$ 210,000	\$ 4,000	\$3,319,000
				-					-			\$ -			\$ -		\$-
			<b>Assembly</b>														
	CA	90026	Installation of interior panels	68	10/1/2013	6/1/2019	20,000	30,000	50,000	\$ 25.00	\$ 5.00	\$ 1,500,000	50	\$ 37.50	\$ 1,875	\$ 3,000	\$1,504,875
	CA	90026	Installation of flooring	67	8/1/2013	3/1/2019	10,000	15,000	25,000	\$ 25.00	\$ 6.00	\$ 775,000	25	\$ 37.50	\$ 938	\$ 3,000	\$778,938
				-					-			\$ -			\$ -		\$-
				-					-			\$ -			\$ -		\$-
			<b>Quality</b>														
				-					-			\$ -			\$ -		\$-
				-					-			\$ -			\$ -		\$-
				-					-			\$ -			\$ -		\$-
			<b>Testing</b>														
				-					-			\$ -			\$ -		\$-
				-					-			\$ -			\$ -		\$-
				-					-			\$ -			\$ -		\$-
			<b>Warranty &amp; Support</b>														
				-					-			\$ -			\$ -		\$-
				-					-			\$ -			\$ -		\$-
			<b>Other</b>														
				-					-			\$ -			\$ -		\$-
				-					-			\$ -			\$ -		\$-
<b>Subtotals for Base plus Options - Prime Contractor / Carbuilder</b>																	
			Project Management / Engineering	25			36,800	28,000	64,800	\$ 28.86	\$ 6.64	\$ 2,300,248	1,100	\$ 48.00	\$ 52,800	1,800	\$ 2,354,848
			Manufacturing	72			130,000	375,000	505,000	\$ 21.58	\$ 7.63	\$ 14,755,000	22,000	\$ 31.70	\$ 697,500	23,000	\$ 15,475,500
			Assembly	68			30,000	45,000	75,000	\$ 25.00	\$ 5.33	\$ 2,275,000	75	\$ 37.50	\$ 2,813	6,000	\$ 2,283,813
			Quality	-			-	-	-	-	-	\$ -	-	-	\$ -	-	\$ -
			Testing	-			-	-	-	-	-	\$ -	-	-	\$ -	-	\$ -
			Warranty & Support	-			-	-	-	-	-	\$ -	-	-	\$ -	-	\$ -
			Other	-			-	-	-	-	-	\$ -	-	-	\$ -	-	\$ -
			<b>Total/Avg</b>	<b>67</b>			<b>196,800</b>	<b>448,000</b>	<b>644,800</b>	<b>\$ 22.71</b>	<b>\$ 7.27</b>	<b>\$ 19,330,248</b>	<b>23,175</b>	<b>\$ 32.50</b>	<b>\$ 753,113</b>	<b>30,800</b>	<b>\$ 20,114,161</b>
																<b>Total Value of Employment for Base plus Options - Prime Contractor / Carbuilder</b>	<b>\$ 20,114,161</b>

\*Principal location of work

Detail for Labor and Job Creation - Base plus Options, Subcontractors / Suppliers, Manufacturing																	
A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
Industry	U.S. Location (Base plus Options)		Job Category	Duration of Employment (in Months)	Start Date	End Date	New Hires (Hours)	Incumbent Workers (Hours)	Total Hires (Hours)	Regular Pay Rate (Hourly)	Fringe Benefits Rate (Hourly)	Total Cost of Labor (Regular)	Overtime (Hours)	Overtime Pay Rate (Hourly)	Total Cost of Overtime Labor	Total Workforce Training Cost (by job category)	Value of Project Employment
NAICS	State*	ZIP Code		((G-F)/365)*12					(H+I)			[(K+L)*I]			(N*O)		(M+P+Q)
			<b>Subcontractor/Supplier 1</b>														
				70			41,300	-	41,300	\$ 24.07	\$ 6.97	\$ 1,281,700	112	\$ 39.18	\$ 4,388	\$ 1,800	\$1,287,888
			<b>Subcontractor/Supplier 2</b>														
			<b>Subcontractor/Supplier 3</b>														
			<b>Subcontractor/Supplier 4</b>														
			<b>Subcontractor/Supplier 5</b>														
<b>Totals for Base plus Options - Subcontractors / Suppliers</b>				<b>70</b>			<b>41,300</b>	<b>-</b>	<b>41,300</b>	<b>\$ 24.07</b>	<b>\$ 6.97</b>	<b>\$ 1,281,700</b>	<b>112.00</b>	<b>\$ 39.18</b>	<b>\$ 4,388.00</b>	<b>1,800</b>	<b>\$ 1,287,888</b>
																<b>Total Value of Employment for Base plus Options - Subcontractors / Suppliers</b>	<b>\$ 1,287,888</b>

\*Principal location of work

\*\* Figures used in this worksheet were loosely based upon proposal submissions to the Los Angeles County Metropolitan Transportation Authority's P3010 RFP

U.S. Employment Plan Worksheet: Subcontractor/Supplier Form

Proposer: \_\_\_\_\_  
 Subcontractor/Supplier: \_\_\_\_\_  
 DBE: Y/N \_\_\_\_\_

Detail for Labor and Job Creation - Base Only, Subcontractor/Supplier, Manufacturing																	
A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
Industry	U.S. Location (Base plus Options)		Job Category	Duration of Employment (in Months)	Start Date	End Date	New Hires (Hours)	Incumbent Workers (Hours)	Total Hires (Hours)	Regular Pay Rate (Hourly)	Fringe Benefits Rate (Hourly)	Total Cost of Labor (Regular)	Overtime (Hours)	Overtime Pay Rate (Hourly)	Total Cost of Overtime Labor	Total Workforce Training Cost (by Job Category)	Value of Project Employment
NAICS	ZIP Code			((G-F)/365)*12					(H+I)			((K+L)*J)			(N*O)		(M+P+Q)
			<b>Project Management / Engineering</b>														
	CA	90008	Project manager	44	6/1/2012	1/31/2016	1,900		1,900	\$ 44.00	\$ 13.00	\$ 108,300	0.00	\$ -	\$ -	\$ -	\$108,300
	CA	90008	Engineering	19	6/1/2012	12/31/2013	832		832	\$ 30.00	\$ 9.00	\$ 32,448	0.00	\$ -	\$ -	\$ -	\$32,448
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
			<b>Manufacturing</b>														
	CA	90026		-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
	CA	90026		-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
	CA	90026		-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
			<b>Assembly</b>														
	CA	90026	Assembler-brakes	32	6/1/2013	1/31/2016	11,000	-	11,000	\$ 24.00	\$ 7.00	\$ 341,000	0.00	\$ -	\$ -	\$ -	\$341,000
	CA	90026	Assembler-doors	32	6/1/2013	1/31/2016	5,600	-	5,600	\$ 18.00	\$ 5.00	\$ 128,800	0.00	\$ -	\$ -	\$ -	\$128,800
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
			<b>Quality</b>														
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
			<b>Testing</b>														
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
			<b>Warranty &amp; Support</b>														
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
			<b>Other</b>														
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
			<b>Subtotals for Base Buy Only - Subcontractor/Supplier</b>														
			Project Management / Engineering	36			2,732	-	2,732	\$ 39.74	\$ 11.78	\$ 140,748	-	\$ -	\$ -	\$ -	\$ 140,748
			Manufacturing	-			-	-	-			-	-	\$ -	\$ -	\$ -	\$-
			Assembly	32			16,600	-	16,600	\$ 21.98	\$ 6.33	\$ 469,800	-	\$ -	\$ -	\$ -	\$ 469,800
			Quality	-			-	-	-			-	-	\$ -	\$ -	\$ -	\$-
			Testing	-			-	-	-			-	-	\$ -	\$ -	\$ -	\$-
			Warranty & Support	-			-	-	-			-	-	\$ -	\$ -	\$ -	\$-
			Other	-			-	-	-			-	-	\$ -	\$ -	\$ -	\$-
			<b>Total/Avg</b>	<b>33</b>			<b>19,332</b>	<b>-</b>	<b>19,332</b>	<b>\$ 24.49</b>	<b>\$ 7.10</b>	<b>\$ 610,548</b>	<b>-</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 610,548</b>

\*Principal location of work

Total Value of Employment for Base Buy Only - Subcontractor/Supplier \$ 610,548

Detail for Labor and Job Creation - Base plus Options, Subcontractor/Supplier, Manufacturing																	
A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
Industry	U.S. Location (Base plus Options)		Job Category	Duration of Employment (in Months)	Start Date	End Date	New Hires (Hours)	Incumbent Workers (Hours)	Total Hires (Hours)	Regular Pay Rate (Hourly)	Fringe Benefits Rate (Hourly)	Total Cost of Labor (Regular)	Overtime (Hours)	Overtime Pay Rate (Hourly)	Total Cost of Overtime Labor	Total Workforce Training Cost (by Job Category)	Value of Project Employment
NAICS	ZIP Code			((G-F)/365)*12					(H+I)			((K+L)*J)			(N*O)		(M+P+Q)
			<b>Project Management / Engineering</b>														
	CA	90008	Project Manager	82	6/1/2012	3/30/2019	3,500		3,500	\$ 44.00	\$ 13.00	\$ 199,500	12.00	\$ 49.00	\$ 588	\$ 1,000	\$201,088
	CA	90008	Engineering	19	6/1/2012	12/31/2013	800		800	\$ 30.00	\$ 9.00	\$ 31,200	100.00	\$ 38.00	\$ 3,800	\$ 800	\$35,800
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
			<b>Manufacturing</b>														
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
			<b>Assembly</b>														
	CA	90026	Assembler-brakes	70	6/1/2013	3/30/2019	25,000	-	25,000	\$ 24.00	\$ 7.00	\$ 775,000		\$ -	\$ -	\$ -	\$775,000
	CA	90026	Assembler-doors	70	6/1/2013	3/30/2019	12,000	-	12,000	\$ 18.00	\$ 5.00	\$ 276,000		\$ -	\$ -	\$ -	\$276,000
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
			<b>Quality</b>														
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
			<b>Testing</b>														
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
			<b>Warranty &amp; Support</b>														
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
			<b>Other</b>														
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
				-			-		-			\$ -		\$ -	\$ -	\$ -	\$-
			<b>Subtotals for Base plus Options - Subcontractor/Supplier</b>														
			Project Management / Engineering	70			4,300	-	4,300	\$ 41.40	\$ 12.26	\$ 230,700	112	\$ 39.18	\$ 4,388	1,800	\$ 236,888
			Manufacturing	-			-	-	-			-	-	\$ -	\$ -	\$ -	\$-
			Assembly	70			37,000	-	37,000	\$ 22.05	\$ 6.35	\$ 1,051,000	-	\$ -	\$ -	\$ -	\$ 1,051,000
			Quality	-			-	-	-			-	-	\$ -	\$ -	\$ -	\$-
			Testing	-			-	-	-			-	-	\$ -	\$ -	\$ -	\$-
			Warranty & Support	-			-	-	-			-	-	\$ -	\$ -	\$ -	\$-
			Other	-			-	-	-			-	-	\$ -	\$ -	\$ -	\$-
			<b>Total/Avg</b>	<b>70</b>			<b>41,300</b>	<b>-</b>	<b>41,300</b>	<b>\$ 24.07</b>	<b>\$ 6.97</b>	<b>\$ 1,281,700</b>	<b>112</b>	<b>\$ 39.18</b>	<b>\$ 4,388</b>	<b>1,800</b>	<b>\$ 1,287,888</b>

\*Principal location of work

Total Value of Employment for Base plus Options - Subcontractor/Supplier \$ 1,287,888

\*\* Note: Subcontractor/Supplier Form variables mirror those found in the US Jobs - Base and Base plus Options Forms. Each Subcontractor/Supplier must fill out a separate US Jobs Base Only and Base plus Options Form

\*\* At the top of the form, subcontractors/suppliers should note if they are a Disadvantage Business Enterprise (DBE).

\*\* Figures used in this worksheet were loosely based upon proposal submissions to the Los Angeles County Metropolitan Transportation Authority's P3010 RFP

**U.S. Employment Plan Worksheet: U.S. Facility Form, Base Buy Only**

Proposer: \_\_\_\_\_

Detail for Facilities Investment - Base Buy Only, Prime Contractor / Carbuilder																		
A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
Facilities Development Investment																		
Facility No.	Facility Investment Date	Location-State	Location-ZIP Code	Facility Type	Purchase / Lease (P/L)	Facility Size (Sq. Ft.)	Primary Industrial Activity (NAICS Code)	Site Characteristics	Acquisition Costs	Construction Costs	Professional Fees	Project Financing Fees and Costs	Miscellaneous Costs	Furnishings and Equipment Costs	Total Facility Investment <small>(sum of J through O)</small>	Share of Investment - Manufacturing, Non-Final Assembly	Annual Depreciation Rate	Allowable Facility Credit <small>(P*Q*R)</small>
Facility 1	12/12/2012	CA	90008	Car shell Production	P	150,000	3362								\$ 3,475,000.00	40%	20%	\$ 278,000
															\$ -		20%	\$ -
															<b>Allowable Value of Facilities Investment for Base Buy Only - Prime Contractor / Carbuilder</b>			\$278,000

Source: Creating a Project Development Budget, Illinois Facilities Fund (<http://www.iff.org/resources/content/4/0/documents/TA8.pdf>)



**U.S. Employment Plan Worksheet: U.S. Facility Form, Base plus Options**

Proposer: \_\_\_\_\_

Detail for Facilities Investment - Base plus Options, Prime Contractor / Carbuilder																		
A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S
Facilities Development Investment																		
Facility No.	Facility Investment Date	Location-State	Location-ZIP Code	Facility Type	Purchase / Lease (P/L)	Facility Size (Sq. Ft.)	Primary Industrial Activity (NAICS Code)	Site Characteristics	Acquisition Costs	Construction Costs	Professional Fees	Project Financing Fees and Costs	Miscellaneous Costs	Furnishings and Equipment Costs	Total Facility Investment <small>(sum of J through O)</small>	Share of Investment - Manufacturing, Non-Final Assembly	Annual Depreciation Rate	Allowable Facility Credit <small>(P*Q*R)</small>
Facility 1	12/12/2012	CA	90008	Car shell Production	P	150,000	3362								\$ 8,475,000.00	40%	20%	\$ 678,000
															\$ -		20%	\$ -
															<b>Allowable Value of Facilities Investment for Base plus Options - Prime Contractor / Carbuilder</b>			\$678,000

Source: Creating a Project Development Budget, Illinois Facilities Fund (<http://www.iff.org/resources/content/4/0/documents/TA8.pdf>)