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. Jobs Form: Base and Base plus Options Forms**

Data and communication equipment
Includes: Program equipment
Property / builder’s risk insurance
Includes: Real estate taxes
Lender legal fees
Construction interest amount of construction bank loan
Financing fees
Construction escrow fees
Includes: Property survey fees
Developer/project management
Phase 1/2 environmental consultant fees
Permits and utilities fees
Environmental clean-up estimates
Construction contingency costs
New construction costs
Includes: Renovation costs
New construction costs
Consulting engineering costs
Acquisitions/merger related costs
K

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

Data and communication equipment
Includes: Program equipment
Property / builder’s risk insurance
Includes: Real estate taxes
Lender legal fees
Construction interest amount of construction bank loan
Financing fees
Construction escrow fees
Includes: Property survey fees
Developer/project management
Phase 1/2 environmental consultant fees
Permits and utilities fees
Environmental clean-up estimates
Construction contingency costs
New construction costs
Includes: Renovation costs
New construction costs
Consulting engineering costs
Acquisitions/merger related costs
K

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

The U.S. Employment Plan Workbook provides an easy-to-use methodology to determine the necessary labor to calculate Proposer’s total cost of investments in U.S. Employment and Subcontractor, and is used to determine Proposer’s Primary Price Score. The U.S. Employment Plan Workbook also 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 titled “Summary: Price Adjustment Values”).** This form shows upon detail in the U.S. employment plan, the investment 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: All of the fields, numbers in red cells are highlighted in blue, red cells contain formula which summarise the detailed data and investment data.

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

Data and communication equipment
Includes: Program equipment
Property / builder’s risk insurance
Includes: Real estate taxes
Lender legal fees
Construction interest amount of construction bank loan
Financing fees
Construction escrow fees
Includes: Property survey fees
Developer/project management
Phase 1/2 environmental consultant fees
Permits and utilities fees
Environmental clean-up estimates
Construction contingency costs
New construction costs
Includes: Renovation costs
New construction costs
Consulting engineering costs
Acquisitions/merger related costs
K

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

The U.S. Employment Plan Workbook provides an easy-to-use methodology to determine the necessary labor to calculate Proposer’s total cost of investments in U.S. Employment and Subcontractor, and is used to determine Proposer’s Primary Price Score. The U.S. Employment Plan Workbook also 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 titled “Summary: Price Adjustment Values”).** This form shows upon detail in the U.S. employment plan, the investment 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: All of the fields, numbers in red cells are highlighted in blue, red cells contain formula which summarise the detailed data and investment data.
Summary Price Adjustment Value Form

Proposer:

**Price Adjustment Calculation - Base Buy Only**

1. Adjusted total value of project employment \( (\text{Line 1a} + \text{Line 1b}) \times \text{Line 1c} \)
   - Prime contractor / carbuilder, manufacturing total (U.S. Jobs Form, Base Only, column R, line 48)
   - Subcontractor / suppliers, manufacturing, total (U.S. Jobs Form, Base Only, column R, line 67)
   - Standard U.S. economic multiplier for induced effects in Rolling Stock manufacturing

2. Allowable value of facilities investment (U.S. Facility Form, Base Only, column S, line 12)

3. Disadvantaged Worker Credit (Disadvantaged Worker Form, column G, line 12)

4. Price trade-off value (Line 4a + Line 4b + Line 4c)
   - Adjusted total value of project employment (Line 1)
   - Disadvantaged Worker Credit (Line 2)
   - Total value of new construction and repairs to existing Domestic Manufacturing Facility (Line 3)

5. Evaluation price (Proposed price - Price Adjustment value)
   - Proposed Price (Enter value from Pricing Forms Workbook, Contract Price Summary; Rail Pricing Forms column F, line 17; OR Bus Pricing Forms column F, line 19)
   - Price Adjustment value (Line 4)

**Price Adjustment Calculation - Base plus Options**

1. Adjusted total value of project employment \( (\text{Line 1a} + \text{Line 1b}) \times \text{Line 1c} \)
   - Prime contractor / carbuilder, manufacturing total (U.S. Jobs Form, Base plus Options, column R line 48)
   - Subcontractor / suppliers, manufacturing, total (U.S. Jobs Form Base plus Options, column R line 67)
   - Standard U.S. economic multiplier for induced effects in rolling stock manufacturing

2. Disadvantaged Worker Credit (Disadvantaged Worker Form, column G, line 20)

3. Allowable value of facilities investment (U.S. Facility Form, Base plus Options, column R, line 14)

4. Price Adjustment value (Line 4a + Line 4b + Line 4c)
   - Adjusted total value of project employment (Line 1)
   - Disadvantaged Worker Credit (Line 2)
   - Total value of new construction and repairs to existing manufacturing facility (Line 3)

5. Evaluation price (Proposed price - Price Adjustment value)
   - Proposed Price (Enter value from Pricing Forms Workbook, Contract Price Summary; Rail Pricing Forms column F, line 70; OR Bus Pricing Forms column F line 40)
   - Price Adjustment value (Line 4)
### 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) | $10,169,537 |
| (b) Disadvantaged Workers (percent of workforce, up to allowable 10 percent) | 5% |
| (c) Disadvantaged Worker employment cost (Line a x Line b) | $508,476.83 |
| (d) Total Value of Disadvantaged Worker credit (Line c x 20 percent Disadvantaged Worker Credit) | $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) | $20,114,160.5 |
| (b) Disadvantaged Workers (percent of workforce, up to allowable 10 percent) | 6% |
| (c) Disadvantaged Worker employment cost (Line a x Line b) | $1,206,850 |
| (d) Total Value of Disadvantaged Worker credit (Line c x 20 percent Disadvantaged Worker Credit) | $241,370 |
### U.S. Jobs Form, Base Only

**Proposer:**

**Detail for Labor and Job Creation - Base Only, Prime Contractor / Carbuilder, Manufacturing**

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<thead>
<tr>
<th>Industry</th>
<th>U.S. Location (Base Only)</th>
<th>Job Category</th>
<th>Duration of Employment (in Months)</th>
<th>Start Date</th>
<th>End Date</th>
<th>New Hires (Hours)</th>
<th>Incumbent Workers (Hours)</th>
<th>Total Hires (Hours)</th>
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<th>Fringe Benefits Rate (Hourly)</th>
<th>Total Cost of Labor (Regular)</th>
<th>Overtime (Hours)</th>
<th>Overtime Pay Rate (Hourly)</th>
<th>Total Cost of Overtime Labor</th>
<th>Total Workforce Training Cost (by Job Category)</th>
<th>Value of Project Employment</th>
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**Totals for Base Only - Prime Contractor / Carbuilder**

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<th>End Date</th>
<th>New Hires (Hours)</th>
<th>Incumbent Workers (Hours)</th>
<th>Total Hires (Hours)</th>
<th>Regular Pay Rate (Hourly)</th>
<th>Fringe Benefits Rate (Hourly)</th>
<th>Total Cost of Labor (Regular)</th>
<th>Overtime (Hours)</th>
<th>Overtime Pay Rate (Hourly)</th>
<th>Total Cost of Overtime Labor</th>
<th>Total Workforce Training Cost (by Job Category)</th>
<th>Value of Project Employment</th>
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**Totals for Base Only - Prime Contractor / Carbuilder**

Total Value of Employment for Base Only - Prime Contractor / Carbuilder $15,168,537

**Detail for Labor and Job Creation - Base Only, Subcontractors / Suppliers, Manufacturing**

<table>
<thead>
<tr>
<th>Subcontractor/Supplier</th>
<th>Industry</th>
<th>U.S. Location (Base Only)</th>
<th>Job Category</th>
<th>Duration of Employment (in Months)</th>
<th>Start Date</th>
<th>End Date</th>
<th>New Hires (Hours)</th>
<th>Incumbent Workers (Hours)</th>
<th>Total Hires (Hours)</th>
<th>Regular Pay Rate (Hourly)</th>
<th>Fringe Benefits Rate (Hourly)</th>
<th>Total Cost of Labor (Regular)</th>
<th>Overtime (Hours)</th>
<th>Overtime Pay Rate (Hourly)</th>
<th>Total Cost of Overtime Labor</th>
<th>Total Workforce Training Cost (by Job Category)</th>
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**Totals for Base Only - Subcontractors / Suppliers**

Total Value of Employment for Base Only - Subcontractors / Suppliers $610,548
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<th>Industry</th>
<th>U.S. Location</th>
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<th>End Date</th>
<th>New Hires (Hours)</th>
<th>Incumbent Workers (Hours)</th>
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<th>Regular Pay Rate (Hourly)</th>
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<th>Overtime (Hours)</th>
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<th>Total Workforce Training Cost (by Job Category)</th>
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**Figures used in this worksheet were loosely based upon proposal submissions to the Los Angeles County Metropolitan Transportation Authority's P3010 RFP.**
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<th>Industry</th>
<th>U.S. Location</th>
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Total Value of Employment for Base Only - Subcontractor/Supplier: $1,051,000

**Note:** Subcontractor/Supplier: From variables when Base is used in the UB-110, Base and Base plus Options forms. Subcontractor/Supplier will not use a Disadvantaged Business Enterprise (DBE).

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

**Figures used in this worksheet were based on the proposal submitted to the Los Angeles County Metropolitan Transportation Authority's PS9120R.**
### U.S. Employment Plan Worksheet: U.S. Facility Form, Base Buy Only

**Detail for Facilities Investment - Base Buy Only, Prime Contractor / Carbuilder**

<table>
<thead>
<tr>
<th>Facility No.</th>
<th>Facility Investment Date</th>
<th>Location- State</th>
<th>ZIP Code</th>
<th>Facility Type</th>
<th>Facility Size (Sq. Ft)</th>
<th>Primary Industrial Activity (NAICS Code)</th>
<th>Site Characteristics</th>
<th>Construction Costs</th>
<th>Professional Fees</th>
<th>Project Financing Fees and Costs</th>
<th>Miscellaneous Costs</th>
<th>Furnishings and Equipment Costs</th>
<th>Total Facility Investment (sum of J through O)</th>
<th>Share of Investment - Manufacturing, Non-Final Assembly</th>
<th>Annual Depreciation Rate</th>
<th>Allowable Facility Credit (P<em>Q</em>R)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Facility 1</td>
<td>12/12/2012</td>
<td>CA</td>
<td>90008</td>
<td>Car shell Production</td>
<td>150,000</td>
<td>3362</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$278,000</td>
<td>$78,000</td>
<td>$347,000</td>
<td>$278,000</td>
<td>20%</td>
<td>$278,000</td>
</tr>
</tbody>
</table>

Allowable Value of Facilities Investment for Base Buy Only - Prime Contractor / Carbuilder: $278,000

Source: Creating a Project Development Budget, Illinois Facilities Fund (http://www.iff.org/resources/content/4/0/documents/TA8.pdf)
<table>
<thead>
<tr>
<th>Facility No.</th>
<th>Facility Investment Date</th>
<th>Location- State</th>
<th>Location-ZIP Code</th>
<th>Facility Type</th>
<th>Primary Industrial Activity (NAICS Code)</th>
<th>Site Characteristics</th>
<th>Acquisition Costs</th>
<th>Construction Costs</th>
<th>Professional Fees</th>
<th>Project Financing Fees and Costs</th>
<th>Miscellaneous Costs</th>
<th>Furnishings and Equipment Costs</th>
<th>Total Facility Investment</th>
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<th>Allowable Facility Credit</th>
<th>Annual Depreciation Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Facility 1</td>
<td>12/12/2012</td>
<td>CA</td>
<td>90008</td>
<td>Car shell Production</td>
<td>P</td>
<td>150,000</td>
<td>362</td>
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<td></td>
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<td></td>
<td>$8,475,000.00</td>
<td>40%</td>
<td>$678,000</td>
<td>20%</td>
</tr>
</tbody>
</table>

Source: Creating a Project Development Budget, Illinois Facilities Fund (http://www.iff.org/resources/content/40/documents/TAB.pdf)