

WORKBOOK OVERVIEW:

There are (4) 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 **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.
- 4) The **U.S. Jobs Form, Base plus Options** worksheet references employment investment data related to the base order plus the X# options. *

*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, 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 related data from the U.S. Jobs Forms submitted by the prime contractor/carbuilder.

Note: On all worksheets, please fill out cells highlighted in blue; red cells contain formulas which

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

COLUMN	VARIABLE	DESCRIPTION
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"
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.
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
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 Value of Project	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	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)

Summary Price Adjustment Value Form

Proposer: _____

Price Adjustment Calculation - Base Buy Only

(1) Total value of project employment (line 1a)	\$ 1,153,359
(a) Prime contractor / carbuilder, manufacturing total (U.S. Jobs Form, Base Only, column R, line 48)	\$ 1,153,359

(2) 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;	\$ 11,846,641
(a) OR Bus Pricing Forms column F line 19)	\$13,000,000
(b) Price adjustment value (line 1)	\$ 1,153,359

Price Adjustment Calculation - Base plus Options

(1) Total value of project employment (line 1a)	\$ 4,988,750
(a) Prime contractor / carbuilder, manufacturing total (U.S. Jobs Form, Base plus Options, column R, line 48)	\$ 4,988,750

(2) Evaluation price (Proposed price - Price Adjustment value)

Proposed Price (Enter value from Pricing Forms Workbook, Contract Price Summary Form; Rail Pricing Forms column F,	\$45,011,250
(a) line 70; OR Bus Pricing Forms column F line 40)	\$50,000,000
(b) Price adjustment value (line 1)	\$ 4,988,750

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)
			Project Management / Engineering														
	CA	90008	Auto CAD engineer 1	27	1/1/2014	3/31/2016	320	1,600	1,920	\$ 36.06	\$ 8.00	\$ 84,595	12.00	\$ 49.00	\$ 588	\$ 1,000	\$86,183
	CA	90008	Supply chain analyst	24	2/15/2012	2/14/2014	280	1,600	1,880	\$ 25.45	\$ 6.00	\$ 59,126	100.00	\$ 38.00	\$ 3,800	\$ 800	\$63,726
				-					-			\$ -			\$ -		\$-
				-					-			\$ -			\$ -		\$-
			Manufacturing														
	CA	90026	Sub-assemblies fabrication	26	2/1/2013	4/1/2015	4,000	8,000	12,000	\$ 20.00	\$ 7.00	\$ 324,000	650.00	\$ 30.00	\$ 19,500	\$ 3,000	\$346,500
	CA	90026	Carshell assembly fabrication	26	2/1/2013	4/1/2015	2,000	6,000	8,000	\$ 25.00	\$ 9.00	\$ 272,000	650.00	\$ 37.50	\$ 24,375	\$ 3,000	\$299,375
		90026	Paint preparation & painting	20	8/1/2013	4/1/2015	3,000	4,000	7,000	\$ 20.00	\$ 7.00	\$ 189,000	500.00	\$ 30.00	\$ 15,000	\$ 3,000	\$207,000
				-					-			\$ -			\$ -		\$-
			Assembly														
	CA	90026	Installation of interior panels	18	10/1/2013	4/1/2015	1,000	2,000	3,000	\$ 25.00	\$ 5.00	\$ 90,000	25.00	\$ 37.50	\$ 938	\$ 3,000	\$93,938
	CA	90026	Installation of flooring	20	8/1/2013	4/1/2015	600	1,100	1,700	\$ 25.00	\$ 6.00	\$ 52,700	25.00	\$ 37.50	\$ 938	\$ 3,000	\$56,638
				-					-			\$ -			\$ -		\$-
				-					-			\$ -			\$ -		\$-
			Quality														
				-					-			\$ -			\$ -		\$-
				-					-			\$ -			\$ -		\$-
				-					-			\$ -			\$ -		\$-
			Testing														
				-					-			\$ -			\$ -		\$-
				-					-			\$ -			\$ -		\$-
				-					-			\$ -			\$ -		\$-
			Warranty & Support														
				-					-			\$ -			\$ -		\$-
				-					-			\$ -			\$ -		\$-
			Other														
				-					-			\$ -			\$ -		\$-
				-					-			\$ -			\$ -		\$-
Subtotals for Base Buy Only - Prime Contractor / Carbuilder																	
			Project Management / Engineering	25			600	3,200	3,800	\$ 30.81	\$ 7.01	\$ 143,721	112	\$ 39.18	\$ 4,388	1,800	\$ 149,909
			Manufacturing	24			9,000	18,000	27,000	\$ 21.48	\$ 7.59	\$ 785,000	1,800	\$ 32.71	\$ 58,875	9,000	\$ 852,875
			Assembly	19			1,600	3,100	4,700	\$ 25.00	\$ 5.36	\$ 142,700	50	\$ 37.50	\$ 1,875	6,000	\$ 150,575
			Quality	-			-	-	-	-	-	\$ -	-	-	\$ -	-	\$ -
			Testing	-			-	-	-	-	-	\$ -	-	-	\$ -	-	\$ -
			Warranty & Support	-			-	-	-	-	-	\$ -	-	-	\$ -	-	\$ -
			Other	-			-	-	-	-	-	\$ -	-	-	\$ -	-	\$ -
			Total/Avg	24			11,200	24,300	35,500	\$ 22.95	\$ 7.23	\$ 1,071,421	1,962	\$ 33.20	\$ 65,138	16,800	\$ 1,153,359
*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															Total Value of Employment for Base - Prime Contractor/Carbuilder		\$ 1,153,359

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 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)	
			Project Management / Engineering															
				-					-			\$ -			\$ -		\$ -	
				-					-			\$ -			\$ -		\$ -	
				-					-			\$ -			\$ -		\$ -	
			Manufacturing															
	CA	90026	Sub-assemblies fabrication	73	2/1/2013	3/1/2019	20,000	40,000	60,000	\$ 20.00	\$ 7.00	\$ 1,620,000	1,300	\$ 30.00	\$ 39,000	\$ 3,000	\$1,662,000	
	CA	90026	Carshell assembly fabrication	73	2/1/2013	3/1/2019	10,000	30,000	40,000	\$ 25.00	\$ 9.00	\$ 1,360,000	1,300	\$ 37.50	\$ 48,750	\$ 3,000	\$1,411,750	
		90026	Paint preparation & painting	68	8/1/2013	4/1/2019	10,000	30,000	40,000	\$ 20.00	\$ 7.00	\$ 1,080,000	1,300	\$ 30.00	\$ 39,000	\$ 3,000	\$1,122,000	
				-			-	-	-		\$ -	\$ -		\$ -	\$ -		\$ -	
			Assembly															
	CA	90026	Installation of interior panels	68	10/1/2013	6/1/2019	2,500	12,000	14,500	\$ 27.00	\$ 5.00	\$ 464,000	1,200	\$ 40.00	\$ 48,000	\$ 3,000	\$515,000	
	CA	90026	Installation of flooring	67	8/1/2013	3/1/2019	1,000	6,000	7,000	\$ 27.00	\$ 6.00	\$ 231,000	1,100	\$ 40.00	\$ 44,000	\$ 3,000	\$278,000	
				-			-	-	-			\$ -			\$ -		\$ -	
			Quality															
				-			-	-	-			\$ -			\$ -		\$ -	
				-			-	-	-			\$ -			\$ -		\$ -	
			Testing															
				-			-	-	-			\$ -			\$ -		\$ -	
				-			-	-	-			\$ -			\$ -		\$ -	
			Warranty & Support															
				-			-	-	-			\$ -			\$ -		\$ -	
				-			-	-	-			\$ -			\$ -		\$ -	
			Other															
				-			-	-	-			\$ -			\$ -		\$ -	
				-			-	-	-			\$ -			\$ -		\$ -	
Subtotals for Base Buy Only - Prime Contractor / Carbuilder																		
			Project Management / Engineering	-			-	-	-			\$ -	-		\$ -	-	\$ -	
			Manufacturing	72			40,000	100,000	140,000	\$ 21.43	\$ 7.57	\$ 4,060,000	3,900	\$ 32.50	\$ 126,750	9,000	\$ 4,195,750	
			Assembly	68			3,500	18,000	21,500	\$ 27.00	\$ 5.33	\$ 695,000	2,300	\$ 40.00	\$ 92,000	6,000	\$ 793,000	
			Quality	-			-	-	-			\$ -	-		\$ -	-	\$ -	
			Testing	-			-	-	-			\$ -	-		\$ -	-	\$ -	
			Warranty & Support	-			-	-	-			\$ -	-		\$ -	-	\$ -	
			Other	-			-	-	-			\$ -	-		\$ -	-	\$ -	
			Total/Avg	71			43,500	118,000	161,500	\$ 22.17	\$ 7.27	\$ 4,755,000	6,200	\$ 35.28	\$ 218,750	15,000	\$ 4,988,750	
*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																Total Value of Employment for Base plus Options - Prime Contractor / Carbuilder	\$ 4,988,750	