



CRANSTON

CranstonEngineering.com

452 Ellis Street Augusta, Georgia 30901
PO Box 2546 Augusta, Georgia 30903
706.722.1588

June 7, 2024

Ms. Geri Sams, Procurement Director
Augusta Procurement Department
535 Telfair St., Suite 605
Augusta, GA 30901

Re: Jones Street Roadway &
Alley Improvements
Revised Fee Proposal - Counter Offer 1
Cranston File No.: 23-0905

Dear Ms. Sams:

We appreciate the opportunity to be selected as the engineering design consultant for the Jones Street Roadway and Alley Improvements project. This letter is provided in response to the City's June 4, 2024 counteroffer to our May 1, 2024 originally proposed fee.

The City of Augusta's counteroffer included a reduction in design and project management hours along with a decrease in the overhead rate. Following review of the counteroffer, we respectfully propose a fee based on a reduction of hours with the originally proposed overhead rate unchanged. The overhead rate proposed is Cranston's formally audited overhead rate and we request that it remain. A summary of the estimated totals per submission and the current counteroffer are shown below.

- May 1, 2024, Cranston's original fee proposal = \$44,260.46
- June 4, 2024, Augusta's counteroffer = \$38,434.98
- June 6, 2024, Cranston's response = \$39,874.41

An updated cost proposal form is enclosed.

Augusta Procurement Department
June 7, 2024
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Thank you again for this opportunity and we stand ready to initiate services. Please contact me with any questions.

Sincerely,

CRANSTON LLC

Tom Dunaway, P.E., MBA

Cc: Ms. Nancy Williams, Augusta Procurement Department
Mr. Mitchell Murchison, CRANSTON

Georgia Department of Transportation
COST PROPOSAL

CRANSTON COUNTER_1
 6/7/2024

Proj. No.: RFQ 24-162
 PI No.: -
 Prime: CRANSTON, LLC
 Date: 6-Jun-2024

Project: **Concept Phase Services for Jones Street Roadway and Alley Improvements**
 County: **Richmond**
 Contract Type:
 Fixed Fee %: **10%**
 Master Contract: **RFQ 24-162**
 Contract Expiration: **0-Jan-1900**
 Task Order No: **0**

Cost Summary by Firm

Maximum Allowable Compensation ==>		\$ 39,874.41	Maximum Fixed Fee Amounts by Firm	DBE (Yes/No)	DBE Goal >	0.0%
		Estimated Amounts by Firm			Estimated DBE Participation	Estimated DBE %
TOTALS ==>		\$ 39,874.41	\$ 3,612.46		\$ -	-
Prime:	CRANSTON, LLC	\$ 33,942.50	\$ 3,075.05	No		
Subs:	Dickinson Architecture	\$ 4,915.11	\$ 445.29	No		
	Electrical Design Consultants	\$ 1,016.80	\$ 92.12	No		
	Sub Firm Name 3	\$ -	\$ -	No		
	Sub Firm Name 4	\$ -	\$ -	No		
	Sub Firm Name 5	\$ -	\$ -	No		
	Sub Firm Name 6	\$ -	\$ -	No		
	Sub Firm Name 7	\$ -	\$ -	No		
	Sub Firm Name 8	\$ -	\$ -	No		
	Sub Firm Name 9	\$ -	\$ -	No		