

## EXHIBIT A - CONSULTANT'S FEE SCHEDULE



**Converse Consultants**

Geotechnical Engineering  
Environmental & Groundwater Science  
Inspection & Testing Services



## COST PROPOSAL

TO PROVIDE ON-CALL PROFESSIONAL GEOTECHNICAL & GEOLOGICAL SERVICES  
San Bernardino County – Department of Public Works Special Districts  
RFP No. SDD-062/SPD125-SPDAD-5859

*CONVERSE PROJECT No. 25-81-191-00 (01/30)*

*Presented To:*  
**SAN BERNARDINO COUNTY**  
**DEPARTMENT OF PUBLIC WORKS SPECIAL DISTRICTS**  
385 N. Arrowhead Ave., 3<sup>rd</sup> Floor  
San Bernardino, CA 92415-0184



*Presented By:*  
**CONVERSE CONSULTANTS**  
2021 Rancho Drive, Suite 1  
Redlands, CA 92373  
909-796-0544

June 9, 2025



# Converse Consultants

Geotechnical Engineering, Environmental & Groundwater Science, Inspection & Testing Services

June 9, 2025

Ms. Thalia Hernandez  
San Bernardino County  
Department of Public Works-Special Districts  
222 W. Hospitality Lane, 2<sup>nd</sup> Floor  
San Bernardino, CA 92415-0450

RE: **ATTACHMENT E- FEE PROPOSAL TO PROVIDE ON-CALL PROFESSIONAL  
GEOTECHNICAL & GEOLOGICAL SERVICES**  
**Request for Proposal (RFP) No. SDD-062/SPD125-SPDAD-5859**  
County of San Bernardino, California  
Converse Project No. 25-81-191-00 (01/30)

Dear Ms. Hernandez:

Converse Consultants (Converse) is pleased to submit Attachment E-Fee Proposal Sheet to provide On-Call Professional Geotechnical and Geological Services for various upcoming projects for the San Bernardino County (County) Department of Public Works-Special Districts. As required by the County, our technical proposal is submitted in a separate envelope.

We understand the County of San Bernardino Department Public Works-Special Districts are responsible for providing geotechnical and geological services on the County's including performing geotechnical/geology analysis during the design phase and field and laboratory testing along with observation of grading and construction phase.

Our goal will be to work with the County staff to deliver quality projects within schedule and budget. For projects located within 30 miles of our Redlands office we will not charge travel time or access mileage costs. Converse has the resources to assist the County with additional professional staff, field staff and conduct laboratory testing on soils, cement and asphalt concrete. Our field staff are certified by Caltrans and other agencies relevant to their expertise. Our laboratories are certified by Caltrans, AASHTO and ACI to perform the tests which will be required during the construction phase of each project. Our DIR number is 1000001465.

We understand this contract will be for a maximum of 5 years from the effective date of the Agreement or 15 months after completion of the last awarded project during the 5-year term. Attachment E – Fee Proposal Sheet and our labor and laboratory testing Schedule is included in the *Appendix* of this letter. It is understood that our fee is evaluated January 1<sup>st</sup> of each year and will increase 4 percent each year per DIR prevailing wage rates.

In general, our fees are based on the following assumptions.

## **Design Phase**

- Access to the project site will be provided at no cost to Converse.
- It is understood by both contracting parties that only the driller will be subject to prevailing wage as defined in Labor Code Sections 1770-1780.
- Level D protection will be required.
- Borings will be backfilled as required by the City.

- On busy streets, a professional traffic control company will be retained.
- Traffic control, if required, will be performed per the Watch Manual.
- No services will be provided prior to the fully executed agreement with you. No additional work required will be provided without written authorization and a budget amendment from your authorized representative.

### Construction Phase

- Access to the project construction area will be provided at no cost to Converse.
- An 8-hour day at the site. Overtime will be charged at 1.5 times the regular hourly rate.
- There will be a two-hour minimum charge in case of work cancellation after our field personnel have been dispatched. Four-hour minimum days for workers providing services.
- It is understood by both contracting parties that all fieldwork will be subject to prevailing wage as defined in Labor Code Sections 1770-1780.
- Converse and our subconsultants are registered with the California Department of Industrial Relations (DIR). Converse's DIR No. is 1000001465.
- For on-call services, the test locations will be prepared and ready for testing by Converse field personnel upon their arrival at the site. The client and/or contractor will be responsible for the excavation and backfilling of all test locations.
- Additional services outside the agreed-upon scope of work can be provided upon request. Charges for these additional services will be based on our attached *Schedule of Fees*.
- No services will be provided prior to the fully executed agreement with you. No additional work required will be provided without written authorization and a budget amendment from your authorized representative.
- Our services will be performed on a time-and-materials basis in accordance with the unit rates indicated, and/or *Schedule of Fees*.
- Our field representative will not direct, supervise or lay out the work of the contractor. Our services will not include a review or evaluation of the contractor's safety measures on or near the project.
- Any meetings and/or consultation(s) requested by the client will also be charged in accordance with the attached *Schedule of Fees*.
- Testing services outlined in this proposal will be performed at the request of your authorized representative.
- If services are provided on an as-needed basis, no comments regarding compaction procedures or observations will be made. Daily field reports indicating work performed and test locations will be provided as the testing is completed.
- We require 24-hour advance notice for our services. We will, however, make every attempt to accommodate requests on shorter notice.

Please contact Dr. Quazi at 909-474-2847 or 951-264-3286 if you have any questions or would like to discuss our submittal in greater detail. We appreciate the opportunity to work with San Bernardino County Department of Public Works Special Districts.

### CONVERSE CONSULTANTS



Hashmi S. E. Quazi, PhD, PE, GE  
Principal Engineer/Regional Manager

Dist: 1/Addressee

Encl: *Schedule of Fees and General Conditions*



# Appendix





### Introduction

It is the objective of Converse Consultants to provide its clients with quality professional and technical services and a continuing source of professional advice and opinions. Services will be performed in a manner consistent with that level of care and skill ordinarily exercised by members of the profession currently practicing in the same locality under similar conditions. This fee schedule is valid through December 31, 2025.

### Hourly Charges for Personnel

Staff assignments will depend on personnel availability, job complexity, project site location, and experience level required to satisfy the technical requirements of the project and to meet the prevailing standard of professional care.

#### Field Technical Services (hourly rate including vehicle and equipment)

Construction Inspector – ACI/ICC and/or AWS/CWI certified (concrete, post-tension, masonry, structural steel, fireproofing; includes concrete batch plant and local steel fabrication inspections) .....	\$152
DSA Masonry Inspector .....	152
Non-Destructive Testing Inspector (ultrasonic, magnetic particle, dye penetrant, skidmore, pull testing, torque testing, Schmidt hammer, and pachometer) .....	152
Coating Inspector/Coring Technician .....	152
Soils Technician (soil, base, asphalt concrete, and moisture emission testing) .....	152
Sample Pick-Up .....	75

#### Professional Services (consultation for field and office, if requested)

Staff Professional .....	\$150
Senior Staff Professional.....	160
Project Professional .....	170
Project Manager.....	190
Senior Professional .....	190
Principal Professional.....	240
Principal Consultant .....	240

#### Laboratory Testing

Laboratory Technician.....	Per Test
(see Geotechnical Laboratory Testing and Materials Testing Services fee schedules.)	
Laboratory Supervisor .....	\$100

#### Office Support

Clerical/Word Processing.....	\$90
Drafting.....	90
CAD Operator/Drafting Manager.....	100

Overtime and special shift rates for Field Services personnel are determined in accordance with Prevailing Wage law. Travel time to and from the job site will be charged at the hourly rates for the appropriate personnel.

### Expenses

1. Exploration expenses (drilling, trenching, etc.) are charged at cost plus fifteen percent.
2. Travel and subsistence expenses (transportation, room and board, etc.) for individuals on projects requiring travel and/or living 50 miles away from the project site are charged at cost plus fifteen percent.
3. Automobile and truck expenses are charged at cost plus fifteen percent (rentals) or at the current IRS mileage rate per mile for company-owned vehicles traveling between principal office and project.
4. Other out-of-pocket direct project expenses (aerial photos, long-distance telephone calls, permits, bonds, outside printing services, tests, etc.) are charged at cost plus fifteen percent.

### Invoices

1. Invoices will be submitted to the Client on a monthly basis, and a final bill will be submitted upon completion of services.
2. Payment is due upon presentation of invoice and is past-due thirty days from invoice date. In the event Client fails to make any payment to Converse when due, Converse may immediately cease work hereunder until said payment, together with a service charge at the rate of eighteen percent per annum (but not exceeding the maximum allowed by law) from the due date, has been received. Further, Converse may at its sole option and discretion refuse to perform any further work irrespective of payment from Client in the event Client fails to pay Converse for services when said payments are due.
3. Client shall pay attorneys' fees or other costs incurred in collecting any delinquent amount.

### General Conditions

The terms and provisions of the Converse General Conditions are incorporated into this fee schedule as though set forth in full. If a copy of the General Conditions does not accompany this fee schedule, Client should request a copy from this office.

## CONVERSE CONSULTANTS

### Schedule of Fees – Geotechnical Laboratory Testing

Compensation for laboratory testing services will be made in accordance with this fee schedule which includes test report(s) and engineering time. Costs of tests not on this schedule will be by quote and/or in accordance with our current hourly fee schedule. The rates are based on non-contaminated soil. A surcharge will be charged for handling contaminated material, which will be determined based on the project. This fee schedule is valid through December 31, 2025.

#### IDENTIFICATION AND INDEX PROPERTIES TESTS

Visual Classification, ASTM D2488 .....	15.00
Engineering Classification, ASTM D2487 .....	20.00
Moisture Content and Dry (bulk) Density, ASTM D2216 and D2937 .....	20.00
Moisture Content, ASTM D2216 .....	15.00
Shrinkage Limit, ASTM D4943 .....	85.00
Atterberg Limits, ASTM D4318 Several points .....	150.00
One Point .....	50.00
Particle Size Analysis, ASTM D6913 Fine Sieve, from #200 to #4 .....	100.00
Coarse and Fine Sieve, from #200 to 3 in .....	180.00
Hydrometer .....	120.00
Percent Passing #200 Sieve, ASTM D1140 .....	80.00
Specific Gravity Fine, passing #4 sieve, ASTM D854 .....	90.00
Coarse, retained on #4 sieve, ASTM C127 .....	90.00
Sand Equivalent Test, ASTM D2419 .....	110.00
Double Hydrometer Dispersion, ASTM D4221 .....	150.00

#### COMPACTION AND BEARING STRENGTH

Standard Proctor Compaction, ASTM D698 or ASTM D1557 Method A or B .....	200.00
Method C, 6" mold .....	200.00
California Impact Method, Caltrans 216 .....	200.00
R-value, ASTM D2844 and CTM301 .....	250.00
California Bearing Ratio (CBR), ASTM D1883 1 Point .....	530.00
3 Points .....	750.00
Relative Density 0.1 Cubic Foot Mold .....	200.00
0.5 Cubic Foot Mold .....	300.00

#### SHEAR STRENGTH

Torvane/Pocket Penetrometer .....	25.00
Direct Shear Quick Test .....	75.00
Consolidated, Drained, granular soil, ASTM D3080 .....	200.00
Consolidated, Drained, fine grained soil, ASTM D3080 .....	250.00
Consolidated, Undrained, fine grained soil .....	200.00
Residual Strength, per cycle .....	60.00
Remolded Specimens .....	60.00

#### STATIC UNIAXIAL AND TRIAXIAL STRENGTH TESTS (PER POINT)

Unconfined Compression, ASTM D2166 .....	150.00
Unconsolidated, Undrained, ASTM D2850 .....	160.00
Consolidated, Undrained, per point .....	700.00
Consolidated, Drained, per point .....	700.00
With Pore Pressure Measurement, per load .....	150.00
Remolded Specimen .....	90.00

#### CONSOLIDATION (ASTM2435) AND SWELL COLLAPSE (ASTM D4546) TESTS

8 Load Increments .....	220.00
Additional Load Increment .....	50.00
Time-Ratio, per load increment .....	90.00
Single Point, collapse test .....	90.00

Single Load Swell, ASTM D4546 Ring Sample, Field Moisture .....	90.00
Ring Sample, Air Dried .....	90.00
Remolded Sample .....	60.00
Expansion Index Test, UBC 29-2/ASTM D4829 .....	130.00

#### HYDRAULIC CONDUCTIVITY TESTS

Constant Head, ASTM D2434 .....	250.00
Falling Head Flexible Wall, ASTM D5084 .....	300.00
Triaxial Permeability, EPA 9100 .....	350.00
Remolded Specimen .....	60.00

#### CHEMICAL TESTS

Corrosivity (pH, resistivity, sulfates, chlorides) .....	220.00
Organic Content, ASTM D2974 .....	80.00

**Conditions:** Unit rates presented on this fee schedule are for routinely performed geotechnical laboratory tests. Numerous other earth material physical tests can be performed in our geotechnical laboratories, including rock core, soil cement and soil lime mixture tests. Tests not listed can be quoted upon request.

Prices are based on the assumption that samples are uncontaminated and do not contain heavy metals, acids, carcinogens and/or volatile organics which can be measured by an organic vapor analyzer or photoionization detector with a concentration greater than 50 parts-per-million (ppm). Quoted testing fees are based on the assumption that no protective clothing will be required to handle samples. If Level D protective clothing will be required during handling of samples (as defined in Federal CFR Part 1910.120), then a 40% increase in fees presented in this schedule will be applied. Level C protective clothing will be a 60% increase in fees. Converse will not handle samples that require either Level B or Level A protection in our geotechnical laboratories. Contaminated samples will be returned to the client. Uncontaminated samples will be disposed of 30 days after presentation of test results. The client must disclose the source of samples. Samples imported from out of state will be incinerated after testing in accordance with requirements of the United States Department of Agriculture. Soil samples obtained within the State of California currently designated quarantine areas will also be incinerated in accordance with the requirement of the State of California, Department of Food and Agriculture, Division of Plant Industry, Pest Exclusion. A \$5.00 incineration fee will be added to each sample that is required to be incinerated in accordance with State and Federal law.

Test results requiring plots will be presented in a publishable format generated from computer programs. Otherwise, raw test numbers will be presented. A minimum laboratory fee of \$50.00 will be charged to present and mail test results. Beyond the standard U.S. Mail delivery, specialized transmittal will be charged at additional cost (e.g., Federal Express, UPS, etc.). Geotechnical testing does not include engineering and/or geologic review and analysis. Typical turnaround for geotechnical laboratory testing is two weeks (or roughly ten working days). To expedite test turnaround to five working days, a 50% increase in the fees in this schedule will be applied. Many geotechnical tests require at least one week to perform in accordance with ASTM or other standard specifications. Fees presented in this schedule for relatively undisturbed direct shear, consolidation or expansion pressure tests are based on the assumption that 2.416-inch inside diameter brass ring samples will be provided to the geotechnical laboratory for testing. Remolded specimens will be compacted in standard 2.5-inch outside diameter brass rings for direct shear, consolidation and expansion pressure tests. All fees presented in this schedule are based on the assumption that the client will deliver samples to our laboratory at no additional cost to Converse.

Invoices will be issued monthly and are payable on receipt unless otherwise agreed upon. Interest of 1.5% per month (but not exceeding the maximum allowed by law) will be payable on any amount not paid within thirty days; payment thereafter to be applied first to accrued interest and then to the principle unpaid amount. The Client shall pay any attorneys' fees or other costs incurred in collecting any delinquent amounts.

## CONVERSE CONSULTANTS

### Schedule of Fees – Materials Laboratory Testing

Compensation for laboratory testing services will be based on rates in accordance with this fee schedule which includes test report(s) and engineering time. Costs of tests not on this schedule will be by quote and/or in accordance with our current hourly fee schedule. Our services will be performed in accordance with the General Conditions. This fee schedule is valid through December 31, 2025.

#### AGGREGATES

Moisture Content, ASTM D2216 .....	15.00
Particle Size Analysis	
Coarse, ASTM C136, each.....	100.00
Coarse and Fine, ASTM C136 & C137), each.....	180.00
Specific Gravity & Absorption	
Coarse Aggregate, ASTM C127 .....	85.00
Fine Aggregate, ASTM C128 .....	85.00
Unit Weight per Cubic Foot, ASTM C29 .....	75.00
Soundness, Sodium or Magnesium, ASTM C88, each .....	200.00
Potential Alkali Reactivity, ASTM D289 .....	300.00
Freeze Thaw Soundness.....	175.00
Los Angeles Abrasion, per class, ASTM C131, C535.....	220.00
Sand Equivalent, ASTM D2419.....	110.00
Lightweight Particles, ASTM C123, each.....	85.00
Clay Lumps & Friable Particles, ASTM C142, each.....	120.00
Stripping Test, ASTM D1664, each .....	85.00
Organic Impurities, ASTM C40 .....	75.00
Durability .....	By Quote

#### CONCRETE TESTS

Laboratory Trial Batch, ASTM C192 .....	By Quote
Laboratory Mix Design, Historical Data .....	By Quote
Compression Test, 6"x12" Cylinder, ASTM C39, each.....	50.00
Lightweight Concrete	
Compression .....	50.00
Unit Weight.....	50.00
Specimen Preparation, Trimming or Coring, each .....	60.00
Bond Strength, ASTM C321	
Prepared by Converse.....	150.00
Prepared by Others .....	80.00
Core Compression Test, ASTM C12, each.....	80.00
Flexure Test, 6"x6" Beams, ASTM C78, each.....	110.00
Modulus of Elasticity, Static, ASTM C469, each .....	150.00
Length Change, ASTM C157, 3 bars, 5 readings each,	
up to 26 days.....	320.00
Splitting Tensile, 6"x12" Cylinders, each.....	80.00
Field Concrete Control (sampling, slump, temperature,	
cast 4 cylinders, molds, cylinder pick-up, within 10 miles	
of office, stand-by extra), ASTM/UBC, hourly rate	
schedule, or each cylinder.....	95.00
Field Concrete Control (same as above plus air content test),	
ASTM/UBC, each cylinder.....	95.00
Hold Cylinder .....	10.00
Cylinder Mold, sent to job site but not cast by Converse or	
returned to Converse.....	5.00

#### MASONRY (ASTM C140, E447, UBC STANDARD 24-22)

Moisture Content, as received, each.....	20.00
Absorption, each.....	50.00
Compression, each.....	55.00
Shrinkage, ASTM C426, each .....	100.00
Net Area and Volume, each.....	25.00
Masonry Blocks, per set of 9.....	450.00
Masonry Core Compression, each.....	55.00
Masonry Core Shear, each.....	55.00
Masonry Core Trimming, each.....	55.00
Compression Test, grouted prisms, 8"x8"x16", each.....	120.00
Compression Test, grouted prisms, 12"x16"x16", each.....	130.00
Compression Test	
2"x4" Mortar Cylinder, each .....	40.00
3"x6" Grout Prisms, each.....	40.00
2" Cubes, ASTM C109, each.....	40.00
Cast by Others.....	40.00
Mortar or Grout Mix Designs.....	By Quote

#### FIREPROOFING TESTS

Oven Dry Density, per sample .....	70.00
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#### MOISTURE EMISSION TEST

Moisture Emission Test Kit.....	70.00
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#### ASPHALTIC CONCRETE

Stability, Flow, and Unit Weight, ASTM D6927 .....	200.00
Marshall ASTM D1559, ASTM D2726.....	200.00
Measured Maximum Specific Gravity of Mix, ASTM D2041,	
Rice Method, each .....	95.00
Void Analysis of Cores or Marshall Specimens,	
Calculations Only, ASTM D3203, set of 2 or 3.....	60.00
Laboratory Mixing of Asphalt & Concrete, per sample.....	75.00
Complete Asphalt Concrete Mix Design	
Hveem or Marshall .....	By Quote
Extraction of Asphalt and Gradation, ASTM D2172, Method B,	
or California 310, including ash correction, each .....	210.00
Extraction of Rubberized Asphalt & Gradation, each.....	250.00
Specific Gravity, ASTM D2726 or ASTM D1188	
Uncoated.....	95.00
Coated.....	105.00
Immersion-Compression .....	400.00
Particle Coating, ASTM D2489 .....	60.00
Stripping, ASTM D1664 .....	70.00
Moisture or Volatile Distillates in Paving Mixtures, or	
Materials Containing Petroleum Products or	
By-Products.....	220.00
Retained Strength, ASTM D1074/D1075, 6 specimens.....	By Quote
Retained Stability, Mil, Std, 520A, Method 104,	
6 specimens .....	By Quote
CBR, ASTM D1883, including M/D Curve, 1 point .....	350.00
Asphalt Temperature.....	15.00

#### STRUCTURAL STEEL

Tensile Test #9 Bar or Smaller, each .....	60.00
Bend Test #9 Bar or Smaller, each .....	60.00
Tensile Test #10 Bar or Greater, each .....	280.00
Tensile Test #14 Bar, each .....	310.00
Rebar Coupler Tensile Test .....	100.00
Tensile Test, Welded #9 Bar or Smaller, each .....	100.00
Tensile Test, Welded #10 Bar or Greater, each .....	280.00
Tensile Test, Welded #14 Bar, each .....	310.00
Tensile Test, Mechanically Spliced, #9 Bar or Smaller,	
each .....	180.00
Tensile Test, Mechanically Spliced, #10 Bar or Greater,	
each .....	350.00

#### HIGH STRENGTH BOLT, NUT, AND WASHER TESTING

Wedge Tensile Test, A490 Bolts	
Under 100,000 lbs., each .....	65.00
Over 100,000 lbs., each .....	75.00
Wedge Tensile Test, A325 Bolts	
Under 100,000 lbs., each .....	70.00
Tensile Test, Anchor Bolts, tested with displacement	
transducers, each.....	300.00
Nut Hardness, Proof & Cone Proof Load Test, each .....	50.00
Washer Hardness, each.....	40.00
A325 or A490, Bolt Hardness Only, each.....	40.00
Bolt A325 or A490 Wedge Tensile	
Under 100,000 lbs. & Hardness, each .....	90.00
Over 100,000 lbs. & Hardness, each.....	100.00
Bolt, Nut & Washer, all tests per set with bolts	
Under 100,000 lbs. ....	300.00
Over 100,000 lbs. ....	380.00

See *Schedule of Fees – Geotechnical Laboratory Testing* for soil testing. Hourly rates are available upon request. Field Laboratory rates are available upon request. Listed unit rates are based upon the assumption that samples will be delivered to our laboratory at no cost to Converse.