



PROPOSAL PRICING

TERM AGREEMENT EXHIBIT "B"

C&S ENGINEERS, INC.

ARCHITECTURAL, ENGINEERING & CONSTRUCTION SERVICES
GRIFFISS INTERNATIONAL AIRPORT

SERVICE GROUP MGR: NICK MCLAUGHLIN
FACILITY MANAGER: CHRIS BRUBACH
PROJECT MANAGER: JOHN FRAZEE

CLIENT: ONEIDA COUNTY, NEW YORK
CLIENT ADDRESS: 800 PARK AVE. UTICA, NEW YORK 13501

BILLING RATES: **(1/2025-1/2026)**
C&S CLIENT NUMBER: 146.GEN

DIRECT LABOR HOURLY RATE SCHEDULE

LABOR CATEGORY	FY 2025 BILLING RATE	BILLING RATE UNLOADED FOR CPFF
Senior Vice President	\$500.00	\$161.29
Vice President	\$415.00	\$133.87
Service Group Manager	\$345.00	\$111.29
Department Manager	\$280.00	\$90.32
Senior Principal Engineer	\$280.00	\$90.32
Principal Engineer	\$243.00	\$78.39
Managing Engineer	\$242.00	\$78.06
Chief Engineer	\$223.00	\$71.94
Senior Project Engineer	\$200.00	\$64.52
Project Engineer	\$175.00	\$56.45
Engineer	\$152.00	\$49.03
Staff Engineer	\$136.00	\$43.87
Principal Architect	\$244.50	\$78.87
Managing Architect	\$223.25	\$72.02
Senior Project Architect	\$201.25	\$64.92
Project Architect	\$163.75	\$52.82
Architect	\$146.75	\$47.34
Program Manager	\$216.25	\$69.76
Senior Project Landscape Architect	\$170.00	\$54.84
Managing Environmental Scientist	\$220.00	\$70.97
Senior Project Environmental Scientist	\$181.00	\$58.39
Project Environmental Scientist	\$155.00	\$50.00
Environmental Scientist	\$141.00	\$45.48
Geologist	\$130.00	\$41.94
Senior Project Designer	\$167.50	\$54.03
Project Designer	\$145.00	\$46.77
Senior Designer	\$135.00	\$43.55
Designer	\$122.00	\$39.35
Designer Technician	\$85.00	\$27.42
Designer Technician (OT Rate)	\$127.50	\$41.13
Senior Program Coordinator	\$145.50	\$46.94
Program Coordinator	\$130.00	\$41.94
Grants Administrator	\$125.00	\$40.32
Assistant Grants Administrator	\$108.00	\$34.84
Managing Director	\$335.00	\$108.06
Director	\$300.00	\$96.77
Associate Director	\$290.00	\$93.55
Principal Consultant 2	\$215.00	\$69.35
Principal Consultant 1	\$195.00	\$62.90
Senior Consultant 2	\$167.00	\$53.87
Senior Consultant 1	\$154.00	\$49.68
Consultant 2	\$175.00	\$56.45
Consultant 1	\$154.00	\$49.68
Construction Principal Engineer	\$286.00	\$92.26
Senior Construction Supervisor	\$280.00	\$90.32
Construction Supervisor	\$225.00	\$72.58
Resident Project Representative IV	\$205.75	\$66.37
Resident Project Representative III	\$180.00	\$58.06
Resident Project Representative III (OT Rate)	\$216.25	\$69.76
Resident Project Representative II	\$160.00	\$51.61
Resident Project Representative II (OT Rate)	\$189.50	\$61.13
Resident Project Representative I	\$145.00	\$46.77
Resident Project Representative I (OT Rate)	\$170.00	\$54.84
Technical Administrator	\$130.00	\$41.94
Senior Technical Administrator	\$142.75	\$46.05
Director of BIM Services	\$206.75	\$66.69
Aviation BIM Manager	\$150.00	\$48.39
Aviation CAD Leader	\$141.50	\$45.65
GIS Analyst	\$130.50	\$42.10
Office Coordinator	\$97.00	\$31.29
Intern	\$75.25	\$24.27

NOTES:

- 1) ANNUAL LABOR INCREASES ALLOWED BY AGREEMENT, MAXIMUM 5% PER YEAR SALARIES.
- 2) FAA NO LONGER ALLOWS FOR TRUE RATE SCHEDULE CONTRACTS. ACTUAL UNLOADED BILLING RATE HAS BEEN INCLUDED. 3.1 LABOR MULTIPLIER FACTOR.

OUT OF POCKET EXPENSES:

TRAVEL, BY AUTO (PER MILE):
\$0.670 /MILE (2024 IRS RATE)
(2025 IRS RATE TBD)

PER DIEM:
\$155.00 /DAY (IRS RATE)

- These rates are all-inclusive (direct salary costs, overhead and profit).
- Reimbursable expenses (travel, mileage, meals, etc.) will be paid pursuant to these contracts.
- Any sub-consultant fees associates with your services will be paid as a direct pass through without any additional mark-up or administrative fee.
- Rates shall be reviewed annually and provided to Oneida County for review prior to updating the rates. The new rates shall be effective on the 1st day of January for all new projects.