

10-28-14

Exhibit B
Budget with Approved Hourly Rate
& Reimbursable Expenses Price Schedules

I. Budget

A. Labor Costs

Item	No. Staff	Average	Total Hours	Cost (\$)
		Billing Rate (\$)		
Executive Director	1	130.23	1,800	234,420.11
Senior Directors	6	77.67	9,700	753,357.62
Senior Staff	6	60.18	10,600	637,911.55
Junior and Administrative Staff	4	47.19	5,318	<u>250,939.12</u>
Subtotal-Labor Cost				\$1,876,628.40

B. Direct Costs

Item	Unit Rate (\$)	Months or Units	Cost (\$)
Office Rent	9,800.00	12	117,600.00
Phones and Utilities	3,500.00	12	42,000.00
Insurance	15,000.00	1	15,000.00
Equipment (office- purch. & maint.)	750.00	12	9,000.00
Travel/Meeting Expenses	7,500.00	12	90,000.00
Misc. Expenses (postage, supplies)	1,000.00	12	12,000.00
Misc. Services (acct, payroll, legal)	3,000.00	12	36,000.00
Contingency	10,000.00	1	<u>10,000.00</u>
Subtotal-Direct Cost			\$325,600.00

Note: Direct costs such as rent, utilities, and insurance shown above represent the proportionate share of total such costs attributable to PRRIP based primarily on fee distribution amongst all Headwaters Corporation's clients. In the case of shared resources, proportionate factors which provide a conservative buffer to all clients is used to ensure that no client pays a disproportionate share of billable direct costs.

C. Total Budget **\$2,202,228.40**

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II. Approved Hourly Rate and Reimbursable Expenses Price Schedules

A. Approved Hourly Rate Price Schedule

<u>Item</u>	<u>Maximum Billing Rate (\$)</u>
Executive Director	126.45
Senior Director Staff	98.75
Assistant Support Staff	72.25
Administrative Assistant	58.95

Rates include salary, vacation, holiday, professional development, health insurance, life insurance, FICA, retirement, unemployment insurance and other similar items, and profit.

The billing rates will remain under the caps established by category, but will be set and reported on an individual basis by employee. Invoices will provide detail of hours expended during billing period and applicable billing rate by individual.

B. Reimbursable Expenses Price Schedule

All direct costs will be supported by invoice and billed at actual cost.

There will be no charges for computer usage and related technology.

Mileage will be charged at a rate of \$0.550 per mile or the IRS approved rate for Business.