

PACKET B

Washington State Ferries (WSF) **Econometric Ridership and Revenue Forecasting**

June 15, 2023

Submitted to:



Submitted by:





June 15, 2023

John Bernhard
Washington State Ferries
2901 Third Avenue, Suite 500
Seattle, WA 98121

Subject: 2023 WSF Econometric Ridership and Revenue Forecasting

Dear Mr. Bernhard and Selection Committee:

WSP USA Inc. (WSP USA) is pleased to submit our proposal for Washington State Department of Transportation's (WSDOT's) Washington State Ferries (WSF) Econometric Ridership and Revenue Forecasting. We have served WSF in this capacity for more than three decades yet continue to find this work both challenging and fulfilling. To continue our longstanding partnership in delivering the ridership and revenue forecasts, WSP brings:

- 1 A proven track record for delivering exceptional work on time and within budget.** WSP USA has provided econometric ridership and revenue forecasting services to WSF since 1987. We have proven over the years that the accurate forecasts WSF desires can be produced within the allotted time and budget. For example, WSP USA's revenue projection for fiscal year (FY 2019) prepared six years earlier in March 2013 was within 0.1% of actual collections. When the COVID-19 pandemic dramatically changed the landscape for ferry ridership demand and service levels, WSP USA worked tirelessly to continually adapt the forecasts to evolving conditions.
- 2 Brent Baker to continue as Project Manager.** You know and have come to rely on Brent to deliver within schedule and budget since 1991. Brent frequently meets and exceeds expectations in the role of Project Manager due to his management style, which is centered around a deliberate focus on meeting your needs with deliverables that set you up for success. With three decades in this role, Brent also provides invaluable institutional history on ferry ridership and fare policy trends. Brent will be supported by **Sophie Cohen** as a Deputy Project Manager, ensuring that WSF will always have a responsive point of contact to address short-fuse requests.
- 3 The most knowledge of WSDOT/WSF status and processes.** WSP USA has been working for WSF on a wide range of studies, planning activities, surveys, feasibility analyses, ridership and revenue projections, system planning forecasts and engineering and design services for 35 years. During this time, we have walked alongside WSF staff and have an in-depth understanding of how WSDOT and WSF operate. We look forward to extending our partnership with WSF.

WSP USA
Suite 3100
1001 4th Avenue
Seattle, WA 98154

Tel.: 206 382-5200
Fax: 206 382-5222

- 4 **A proven project management approach.** WSP USA operates as a close-knit team focused on maintaining clear, two-way communication with our clients. Our approach to project management has been tested over years of work for a wide range of projects and owners at the national, state and local levels. We incorporate a Quality Assurance/Quality Control plan, which for this project includes the FAST spreadsheet modeling standards and procedures, a workload and availability forecasting tool, and an automated project management information system, all to ensure that Brent and Sophie will have all the resources needed to provide exceptional products and results.

Proposal Organization

We have organized our proposal in alignment with the Scoring Criteria and corresponding submittal requirements as outlined in the RFQ.

Packet A:

- Scoring Criteria 1: Qualifications/Expertise of Firms on Team
- Scoring Criteria 2: Qualifications of Proposed Project Manager
- Scoring Criteria 3: Key Team Members' Qualifications
- Scoring Criteria 4: Firm's Project Management System
- Scoring Criteria 5: Project Delivery Approach

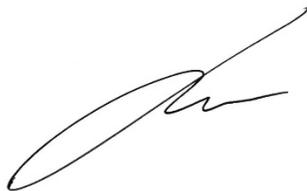
Packet B:

- Scoring Criteria 6: Contractor Certification - Workers' Rights
- Scoring Criteria 7: Wage Theft Prevention Contractor Certification
- Scoring Criteria 8: References/Past Performance
- Scoring Criteria 9: Cost Factors
- Consultant Information Form

We are excited for this opportunity and stand ready to continue to provide WSF with econometric ridership and revenue forecasting and fare analysis services in support of the state's budgeting and planning efforts.

Should you have any questions or require additional information, please do not hesitate to contact me by phone or email at 206-382-5200 | lorelei.williams@wsp.com or Brent Baker at 206-382-5284 | Brent.Baker@wsp.com.

Yours sincerely,



Lorelei Williams
Senior Managing Director/Principal-in-Charge

TABLE OF CONTENTS

6. CONTRACTOR CERTIFICATION.....	1
7. WAGE THEFT PREVENTION CERTIFICATION.....	2
8. REFERENCES AND PAST PERFORMANCE.....	3
9. COST FACTORS	15
CONSULTANT INFORMATION FORM.....	17

6. CONTRACTOR CERTIFICATION

**CONTRACTOR CERTIFICATION
EXECUTIVE ORDER 18-03 – WORKERS’ RIGHTS
WASHINGTON STATE GOODS & SERVICES CONTRACTS**

Pursuant to the Washington State Governor’s Executive Order 18-03 (dated June 12, 2018), the Washington State Department of Transportation is seeking to contract with qualified entities and business owners who certify that their employees are not, as a condition of employment, subject to mandatory individual arbitration clauses and class or collective action waivers.

Solicitation Title: Washington State Ferries (WSF) –
Econometric Ridership and Revenue
Forecasting

I hereby certify, on behalf of the firm identified below, as follows (check one):

NO MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm does **NOT** require its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers.

OR

MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers.

I hereby certify, under penalty of perjury under the laws of the State of Washington, that the certifications herein are true and correct and that I am authorized to make these certifications on behalf of the firm listed herein.

FIRM NAME: WSP USA Inc.
Name of Contractor/Bidder – Print full legal entity name of firm

By: 
Signature of authorized person

Lorelei Williams
Print Name of person making certifications for firm

Title: Senior Managing Director,
District Business Line Leader
Title of person signing certificate

Place: Seattle, WA
Print city and state where signed

Date: 06/13/2023

7. WAGE THEFT PREVENTION CERTIFICATION

**CONTRACTOR CERTIFICATION
WAGE LAW COMPLIANCE – RESPONSIBILITY CRITERIA
WASHINGTON STATE GOODS & SERVICES CONTRACTS**

Prior to awarding a contract, agencies are required to determine that a bidder is a 'responsible bidder.' See RCW 39.26.160(2) & (4). Pursuant to legislative enactment in 2017, the responsible bidder criteria include a contractor certification that the contractor has not willfully violated Washington's wage laws. See Chap. 258, 2017 Laws (enacting SSB 5301).

Solicitation or Agreement Title: Washington State Ferries (WSF) – Econometric Ridership and Revenue Forecasting

Solicitation Posting Date or Agreement Start Date: May 31, 2023

I hereby certify, under penalty of perjury under the laws of the State of Washington, that the below certification is true and correct and that I am authorized to make the following certification on behalf of the firm listed herein.

CERTIFICATION:

This firm has NOT been determined by a final and binding citation and notice of assessment issued by the Washington Department of Labor and Industries or through a civil judgment entered by a court of limited or general jurisdiction to have willfully violated, as defined in [RCW 49.48.082](#), any provision of RCW chapters [49.46](#), [49.48](#), or [49.52](#) within three (3) years prior to the date of the above-stated date.

FIRM NAME: WSP USA Inc.
Name of Consultant/Contractor – Print full legal entity name of firm

By:  Lorelei Williams
Signature of authorized person Print Name of person making certifications for firm

Title: Senior Managing Director, District Business Line Leader Place: Seattle, WA
Title of person signing certificate Print city and state where signed

Date: 06/13/2023

Submittal Instructions:

- If submitting a proposal in response to a solicitation, a signed Certification Document for the Prime and all Subs must also be included in your proposal Packet B (see advertisement for additional requirements).
- If requesting to add a Sub to an existing agreement, submit the signed Certification Document to: ConsultantRates@wsdot.wa.gov.

CONTRACTOR CERTIFICATION – WAGE THEFT PREVENTION: PROFESSIONAL SERVICES CONTRACTS

8. REFERENCES AND PAST PERFORMANCE

On the following pages, you will find Performance Evaluations for the projects in the table below.

Project Name	Average Score
WSF On-Call Support for Grants	S - Superior
WSDOT Toll Financial Support	S - Superior
WSDOT Puget Sound Gateway Program – Program Management	8.4



WSDOT Ferries Division (WSF)
2901 3rd Avenue, Ste. 500
Seattle, WA 98121-3014
206-515-3400
TTY: 1-800-833-6388
www.wsdot.wa.gov/ferries

February 23, 2021

Mr. Brent Baker
WSP USA Inc.
999 Third Avenue, Suite 3200
Seattle, WA 98104

**Re: Agreement Y-11711
On-Call Support for FTA Grants
Final Performance Evaluation**

Dear Brent:

Please find enclosed a copy of the final performance evaluation with a superior rating for the above referenced project. Congratulations!

Should you have any questions, please contact me at 206.515.3767 or e-mail me at bremjit@wsdot.wa.gov.

Sincerely,

Tharmalingam Bremjit
Tharmalingam "Brem" Bremjit, P.E.
Consultant Liaison Engineer
WSDOT Ferries Division (WSF)

Enclosure: Y-11711 Final Performance Evaluation

cc: Rick Singer
John Bernhard
File

Consultant Name WSP USA (Brent Baker, Consultant PM)		Evaluation Type <input type="checkbox"/> Interim <input type="checkbox"/> Subconsultant <input checked="" type="checkbox"/> Final	
Consultant Address 999 Third Avenue, Suite 3200, Seattle, WA 98104		Project Title On-Call Support for Grants	
Type of Work <input type="checkbox"/> Study <input type="checkbox"/> Design <input type="checkbox"/> R/W <input type="checkbox"/> PS&E <input checked="" type="checkbox"/> Other (Specify Below): Grant writing, technical analysis, benefit-cost evaluation, presentations		Agreement Number Y-11711	
Type of Agreement <input type="checkbox"/> Lump Sum <input checked="" type="checkbox"/> Hourly Rate <input type="checkbox"/> Cost Plus Fixed Fee <input type="checkbox"/> Other		Date Agreement Approved October 2015	
Complexity of Work <input checked="" type="checkbox"/> Difficult <input type="checkbox"/> Routine	Amount of Original Agreement \$ 375,000	Total Amount Modifications \$ 0	Total Amount Agreement \$ 375,000
Completion Date Including Extensions 6/30/2020	Actual Completion Date 6/30/2020	Actual Total Paid \$ 330,259	
Type and Extent of Subcontracting No subconsultants. WBE firm Shelly Brown Associates, LLC was part of the original proposal; however, this firm opted to waive the process of gaining WSDOT approval until such time as there was an applicable assignment, and ultimately did not show interest in taking on an assignment.			

Performance Rating Scale (From Average Score Below)		
S Superior	AR Above Std.	MR Meets Std.
BR Below Std.	P Poor	
Standard Criteria	Comments (Justify Above & Below Ratings)	Rating
1. Negotiations Cooperative and responsive Adhered to WSDOT guidelines on fee. Met negotiation schedule. Open and honest communications. Willingness to negotiate in good faith	The consultant was required to prepare grant applications as notices were published and within the limited time for submittal. Time was of the essence in establishing ... (see addendum for complete comments).	S
2. Cost / Budget Finished within agreed budget, including all supplements Appropriate level of effort (Cost commensurate with work) Reasonable direct, non-salary expenses (Approx. xx% -yy%)	The consultant completed all tasks assigned under budget by \$45,000. The consultant facilitated control of the ... (see addendum for complete comments).	AR
3. Schedule Complete within agreement schedule including supplements. Achieved schedule (Including all supplements). Prompt response to review comments Adapted to changes by WSDOT Notified WSDOT early regarding schedule issues	The consultant faced a schedule that was driven by emerging grant opportunities. He was exceptionally successful in reacting to the fluid schedule and delivering grant ... (see addendum for complete comments).	S
4. Technical Quality Work products meet WSDOT design policy & standards Performed appropriate quality control and assurance Responds to review comments in subsequent submission Pursued innovative design solutions Delivered "compatible" electronic files Implemented principles of practical design	The consultant produced grant applications of exceptional quality. This was due in part to the training and experience of the members of his multidisciplinary team who possessed profound knowledge of ... (see addendum for complete comments).	S

5. Communications Clear and concise communication (Oral, written, drawings). Demonstrates an understanding of oral and written instructions Communicated at intervals appropriate for continual progress	The consultant was extremely effective in communications conducted at multiple levels. (See addendum for complete comments).	S
6. Management Provided creative cost control measures Submitted appropriate, periodic, accurate progress reports Accurate and timely invoicing Conducted meetings efficiently Limited the number of consultant-initiated contract modifications / supplements Collaborated effectively with WSDOT Responsive Managed subconsultants effectively	The consultant's greatest strength was the leadership provided to the various tasks. The task leader provided excellent planning in determining what needed to be done and how to go about doing it, organizing the consultant's and WSF's staffs to accomplish the work, directing the execution of the work plan, and coordinating the various activities to meld everyone's activities ... (see addendum for complete comments).	S
7. Other Criteria (As agreed)	Not applicable	
Overall Rating	The consultant showed great adaptability and effectiveness in delivering multiple grant application. Tasks had to be developed on short notice and executed in a limited period of time. The successful outcomes were ... (see addendum for complete comments).	S

Rated By (Project Manager Name and Title) John Bernhard, Sen. Mgr. Budget and Pgm Devel	Project Manager Signature <i>John Leo Bernhard Jr</i>	Date February 16, 2021
Rated By (Area Consultant Liaison Name and Title) Tharmalingam Bremjit, Consultant Liaison Manager	Area Consultant Liaison Signature <i>Tharmalingam Bremjit</i>	Date February 16, 2021
Executive Review (Name and Title) Rick Singer, Director of Finance and Administration	Executive Signature <i>Rick Singer</i> <small>Rick Singer (Feb 23, 2021 07:32 PST)</small>	Date February 16, 2021

Distribution: Original: Consultant
Copies: Project Manager - Area Consultant Liaison - Consultant Services Office

This addendum provides the full text of comments regarding WSP's performance of work under agreement Y-11711 that provides grant writing services to WSF.

1. Negotiations

Superior

The consultant was required to prepare grant applications as notices were published and within the limited time for submittal. Time was of the essence in establishing each task order for each grant application. The consultant was highly responsive in negotiating each task. Without his cooperative attitude in expediting negotiations, critical time would have been lost jeopardizing WSF's opportunities to compete for funding. His proposals adhered to WSDOT guidelines on fees.

2. Cost / Budget

Above Standard

The consultant completed all tasks assigned under budget by \$45,000. The consultant facilitated control of the budget by providing detailed information regarding actual task expenditures to date and accurately projecting remaining expenditures to complete each task. Compensation to team members rationally reflected the skills and experience they brought to the effort.

3. Schedule

Superior

The consultant faced a schedule that was driven by emerging grant opportunities. He was exceptionally successful in reacting to the fluid schedule and delivering grant applications on time. He coordinated well with WSF staff to adjust to competing demands when tasks overlapped. His ability to operate under such circumstances was a critical element to WSF's success in competing for grants.

4. Technical Quality

Superior

The consultant produced grant applications of exceptional quality. This was due in part to the training and experience of the members of his multidisciplinary team who possessed profound knowledge of environmental, freight and maritime matters. The technical quality was enhanced by emphasis on quality assurance at multiple points in the grant development process. Finally, the consultant effectively engaged WSF staff to comment on the grant applications and efficiently integrated these comments.

5. Communications

Superior

The consultant was extremely effective in communications conducted at multiple levels. Communication was accomplished through written means, one-on-one conversations and conferences. The consultant's project manager continuously communicated with the WSF agreement manager to ensure oversight of the work and administration of the agreement. The consultant's task leader was in constant communication with WSF managers and facilitated communication between the consultant's staff and WSF's staff. Consultant and WSF staff worked very well together. Finally, the grant writers produced superior applications. The effectiveness of this communications resulted in an effort that was characterized by unity, emphasis and coherence.

6. Management

Superior

The consultant's greatest strength was the leadership provided to the various tasks. The task leader provided excellent planning in determining what needed to be done and how to go about doing it, organizing the consultant's and WSF's staffs to accomplish the work, directing the execution of the work plan and coordinating the various activities to meld everyone's activities into a unified effort. The consultant's leadership was the most critical element to assembling complex and highly technical information under the time constraints afforded for preparing a grant application.

Overall Rating

Superior

The consultant showed great adaptability and effectiveness in delivering multiple grant applications. Tasks had to be developed on short notice and executed in a limited period of time. The successful outcomes were directly attributable to the consultant's ability to plan, organize direct and coordinate the activities of his and WSF staffs.

Consultant Name WSP USA (Brent Baker, Consultant PM)		Evaluation Type <input checked="" type="checkbox"/> Interim <input type="checkbox"/> Subconsultant <input type="checkbox"/> Final	
Consultant Address 999 Third Avenue, Suite 3200, Seattle, WA 98104		Project Title Toll Financial Support	
Type of Work <input type="checkbox"/> Study <input type="checkbox"/> Design <input type="checkbox"/> R/W <input type="checkbox"/> PS&E <input checked="" type="checkbox"/> Other (Specify Below): Revenue & expenditure forecasting, rate setting support, financial planning		Type of Agreement <input type="checkbox"/> Lump Sum <input checked="" type="checkbox"/> Hourly Rate <input type="checkbox"/> Cost Plus Fixed Fee <input type="checkbox"/> Other	
Complexity of Work <input checked="" type="checkbox"/> Difficult <input type="checkbox"/> Routine	Date Agreement Approved June 18, 2018		
Amount of Original Agreement \$ 1,750,000	Total Amount Modifications \$ 0	Total Amount Agreement \$ 1,750,000	
Completion Date Including Extensions Expected 7/31/2022	Actual Completion Date Interim Evaluation (expires 6/30/2021)	Actual Total Paid \$ \$481,000 as of 1/27/2021	
Type and Extent of Subcontracting No subconsultants.			

Performance Rating Scale (From Average Score Below)		
S Superior	AR Above Std.	MR Meets Std.
BR Below Std.	P Poor	
Standard Criteria	Comments (Justify Above & Below Ratings)	Rating
1. Negotiations Cooperative and responsive Adhered to WSDOT guidelines on fee. Met negotiation schedule. Open and honest communications. Willingness to negotiate in good faith	In general, WSP team is super collaborative and responsive. They negotiate realistic timeliness to ensure QC review is complete and provide timely menu of options as potential solution, etc.	S
2. Cost / Budget Finished within agreed budget, including all supplements Appropriate level of effort (Cost commensurate with work) Reasonable direct, non-salary expenses (Approx. xx% -yy%)	WSP work well within budget for the intended scope and are quick to entertain amendments for additional deliverables when asked with potential excess budget .	S
3. Schedule Complete within agreement schedule including supplements. Achieved schedule (Including all supplements). Prompt response to review comments Adapted to changes by WSDOT Notified WSDOT early regarding schedule issues	In general, WSP team deliver complete and quality work. They respect "no-surprise" philosophy and notify WSDOT for any potential schedule changes early and often as needed.	AR
4. Technical Quality Work products meet WSDOT design policy & standards Performed appropriate quality control and assurance Responds to review comments in subsequent submission Pursued innovative design solutions Delivered "compatible" electronic files Implemented principles of practical design	WSP continue to provide awesome technical and quality support with well-summarized reports, graphics for non-technical audience, etc. WSDOT relies on WSP's institutional knowledge and council to make informed decisions.	S

5. Communications Clear and concise communication (Oral, written, drawings). Demonstrates an understanding of oral and written instructions Communicated at intervals appropriate for continual progress	WSP senior VP is an excellent communicator and highly skilled to report technical information with both agency and our partners who are non-technical.	S
6. Management Provided creative cost control measures Submitted appropriate, periodic, accurate progress reports Accurate and timely invoicing Conducted meetings efficiently Limited the number of consultant-initiated contract modifications / supplements Collaborated effectively with WSDOT Responsive Managed subconsultants effectively	Suggest to utilize more senior staff team members to help with rate of production to improve the response time.	AR
7. Other Criteria (As agreed)	In general, WSP team provide WSDOT- Toll Division a consistent quality of work within budget and on-schedule which is much appreciated! Trust continues to grow.	S
Overall Rating		S

Rated By (Project Manager Name and Title) Yanming Yao- Toll Financial Planning & Budget Manager	Project Manager Signature	Date 02-03-2021
Rated By (Area Consultant Liaison Name and Title)	Area Consultant Liaison Signature	Date
Executive Review (Name and Title) Pani Saleh- Director of Toll Business Administration	Executive Signature	Date 02-03-2021

Distribution: Original: Consultant
Copies: Project Manager - Area Consultant Liaison - Consultant Services Office

Consultant Name WSP USA Inc	Evaluation Type <input checked="" type="checkbox"/> Interim <input type="checkbox"/> Subconsultant <input type="checkbox"/> Final																				
Consultant Address 999 Third Ave Suite 3200 Seattle, WA 98104	Project Title Puget Sound Gateway Program - Program Management																				
Agreement Number Y-11917																					
Performance Rating Scale (From Average Scores)																					
<table style="width:100%; text-align:center;"> <tr> <td>10</td><td>9</td><td>8</td><td>7</td><td>6</td><td>5</td><td>4</td><td>3</td><td>2</td><td>1</td> </tr> <tr> <td>Superior</td><td></td><td>Above Reqmnts</td><td></td><td>Meets Reqmnts</td><td></td><td>Below Reqmnts</td><td></td><td></td><td>Poor</td> </tr> </table>		10	9	8	7	6	5	4	3	2	1	Superior		Above Reqmnts		Meets Reqmnts		Below Reqmnts			Poor
10	9	8	7	6	5	4	3	2	1												
Superior		Above Reqmnts		Meets Reqmnts		Below Reqmnts			Poor												

Negotiation and Cost / Budget Criteria

1. Negotiations	
Sub-Criteria	Score
A. Adhered to WSDOT guidelines on fee.	8.5
B. Met negotiation schedule.	8.5
C. Open and honest communications.	8.5
D. Willingness to compromise.	8.5
E.	
F.	
Total Score	34
Average Score (Total Score / Number of sub-criteria rated)	8.5
Comments WSP has constantly come to negotiations with a willingness to compromise for the good of the Program with open and honest communication.	

2. Cost / Budget	
Sub-Criteria	Score
A. Finished within budget, including all supplements.	8
B. Appropriate level of effort.	8
C. Reasonable direct, non-salary expenses.	8
D.	
E.	
F.	
Total Score	24
Average Score (Total Score / Number of sub-criteria rated)	8
Comments WSP consistently finishes the scoped work within budget.	

Schedule and Technical Quality Criteria

Consultant Name WSP USA Inc	Agreement Number Y-11917
--------------------------------	-----------------------------

3. Schedule	
Sub-Criteria	Score
A. Achieved schedule (Including all supplements).	9
B. Prompt response to review comments.	9
C. Adapted to changes by WSDOT.	9
D. Notified WSDOT early regarding schedule "impactors."	9
E.	
F.	
Total Score	36
Average Score (Total Score / Number of sub-criteria rated)	9
Comments: The Gateway Program delivery schedule has been accelerated by two years and WSP has consistently provided the additional level of effort needed to successfully achieve delivery of deliverables. They work with the team in a collaborative effort to identify and resolve schedule impacts.	

4. Technical Quality	
Sub-Criteria	Score
A. Work products meet standards; where "practical."	8
B. Performed appropriate quality control.	8
C. Responds to review comments in subsequent submission.	9
D. Sought opportunities to incorporate innovative designs.	8
E. Delivered "compatible" electronic files.	7
F. Implemented procedures to control construction costs.	
G.	
H.	
Total Score	40
Average Score (Total Score / Number of sub-criteria rated)	8
Comments: WSP consistently provides well organized, highly accurate deliverables. They work collaboratively with WSDOT staff to seek out opportunities for innovative designs to benefit the Program. WSP has developed a robust and comprehensive quality control process to ensure the quality of deliverables.	

Communication and Management Criteria

Consultant Name WSP USA Inc	Agreement Number Y-11917
--------------------------------	-----------------------------

5. Communications	
Sub-Criteria	Score
A. Produced clear, concise oral and written communication.	9
B. Demonstrates an understanding of oral and written instructions.	9
C. Communicated at intervals appropriate for the work.	9
D. Respects and uses lines of communications.	9
E.	
F.	
G.	
Total Score	36
Average Score (Total Score / Number of sub-criteria rated)	9
Comments: WSP has provided an exceptional communications team to the Program. Often using an innovative and well thought out approach, the team regularly provides clear, concise, accurate and current communication with the Project team and its stakeholders.	

6. Management	
Sub-Criteria	Score
A. Provided creative cost control measures / Ideas.	8
B. Submitted appropriate, periodic, accurate progress reports.	8
C. Accurate and timely invoicing.	7
D. Conducted meetings efficiently.	8
E. Limited the number of consultant-initiated contract modifications / supplements.	7
F. Coordinated with WSDOT effectively; was a "team player."	9
G. Responsive	9
H. Managed subconsultants effectively.	8
I.	
J.	
Total Score	64
Average Score (Total Score / Number of sub-criteria rated)	8
Comments: WSP maintains a team player attitude vitally important to the success of a collocated team. The Management staff quickly responds to inquiries regarding invoices, progress reports and other cost control issues. Invoices are well organized and easy to follow.	

9. COST FACTORS

The required “Proposed Billing Rates” form is provided on the following page. WSP USA is providing not-to-exceed, all-inclusive billing rates by “Labor Classification” as requested, good for the expected five-year life of the agreement. If awarded an agreement, WSP USA would also be willing to negotiate lower initial billing rates and an annual billing rate escalation factor.

The current 2023 labor classifications for the WSP USA staff named in this submittal are provided in the “Proposed Billing Rates” form. WSP reserves the right to manage staff resources following our best discretion for delivery, including potentially utilizing other staff not identified in the proposal and billed according to the labor classifications in the “Proposed Billing Rates” form. WSP USA also reserves the right to change an individual’s billing rate classification based upon the formal promotion of staff to a new grade. If WSDOT requests to amend an awarded agreement to extend beyond five years, WSP USA reserves the right to negotiate revisions to the “Proposed Billing Rates” form.

Proposed Billing Rates

Date: June 14, 2023

Company Name: WSP USA Inc.

Address: 1001 4th Avenue, Suite 3100

City / State / Zip: Seattle, WA 98154

Subject: Proposed Labor Classifications and Hourly Billing Rates for 2023 WSF - Econometric Ridership and Revenue Forecasting

Attention: Manager, Contract Services Office

Below are the highest anticipated hourly billing rates for the identified labor classifications.

Labor Classification	All Inclusive Billing Rate
Assistant Consultant [07] N/A	\$ 125.00
Assistant Consultant [08] Nina Mantegna, Raida Uzma	\$ 130.00
Consultant [09] N/A	\$ 155.00
Senior Consultant [10] Shanwen Liu	\$ 185.00
Lead Consultant [11] Bhart Sankaran	\$ 205.00
Assistant Vice President [12] Sophie Cohen, Vishal Savalani	\$ 255.00
Vice President [13] Kate Ko, Tim Thornton	\$ 310.00
Senior Vice President I [14] Brent Baker (Project Manager), Auden Kaehler, Rosella Picado	\$ 390.00
Senior Vice President II [15] Lorelei Williams (Principal-in-Charge)	\$ 470.00

Note: Proposed Billing Rates, as submitted, shall be reviewed, accepted, and incorporated as an exhibit to the agreement. The Proposed Billing Rates shall be effective throughout the life of the agreement in accordance with the agreement payment provision.

Respectfully,

Signature Lorelei Williams 

Title Senior Managing Director, District Business Line Leader

CONSULTANT INFORMATION FORM

Consultant Information Form

Project Name or Roster Category: *Washington State Ferries (WSF) – Econometric Ridership and Revenue Forecasting*

Firm Name: <i>WSP USA Inc.</i>		FYE Date: <i>December 31</i>	Number of Employees: <i>6,800</i>
Address: <i>One Penn Plaza - 2nd Floor</i>			
City: <i>New York</i>	State: <i>NY</i>	Zip Code: <i>10119</i>	County: <i>New York</i>
Phone: <i>206-382-5200</i>	Fax: <i>206-382-5222</i>	Company Web Site: <i>wsp.com</i>	
Remit to Address: <i>(Shared Services Address:) 4139 Oregon Pike</i>			
City: <i>Ephrata</i>	State: <i>PA</i>	Zip Code: <i>17522</i>	County: <i>Lancaster</i>
Phone: <i>717-859-7508 or 717-859-7475</i>		Fax: <i>usaccountsreceivable@wsp.com</i>	
Statewide Vendor Number (SWV) for Remit to Address: <i>SWV0027322 05</i>		Federal Tax ID Number or Social Security Number: <i>11-1531569</i>	
Unified Business Identifier Number (UBI): <i>600-275-529</i>		Date Universal Numbering System (DUNS) Number: <i>09-369-0436</i>	
Year Firm Established: <i>1933</i>	D/M/WBE Certification Number: <i>n/a</i>	NAICS Code & Code Name: <i>541330 (Engineering Svs)</i>	
Contact Person: <i>Christopher Kidd</i>		Email: <i>Christopher.Kidd@wsp.com</i>	

Firm Type:

Sole Proprietor Partnership C – Corp. Limited Partnership Subchapter S Corp. Limited Liability Company

Annual Gross Receipt:

\$0 to \$1 Million \$1 Million to \$5 Million \$5 Million to \$10 Million \$10 Million to \$15 Million Over \$15 Million

Note:

Firm Name: Please *do not* use: dba's – doing business as; combination names when two firms are working together, unless the combination name is the formation of a legally registered new company such as a joint venture; derivatives of your legal name; acronyms; etc.

Statewide Vendor (SWV) Number: The Statewide Vendor (SWV) Number is **REQUIRED** for vendors to receive payments. If your firm doesn't already have an SWV number, your firm will be required to acquire a SWV number prior to execution of a contract and/or being approved as a Sub-consultant to an existing contract. Please contact WSDOT TRAINS Help Desk at 360-705-7514 for assistance.

Federal Tax ID Number: Please ensure that your legal name matches that assigned to your Federal Tax ID number. If you do not have a Federal Tax ID number, please use your social security number.

Unified Business Identifier (UBI) Number: Your firm will be **REQUIRED** to acquire a UBI Number prior to execution of a contract and/or being approved as a Sub-consultant to an existing contract. This is a Washington State Business license and can be acquired by contacting the Washington State Department of Revenue web site at www.dor.wa.gov.

FYE Date: Your firm's fiscal year end date.

Rev. 10/2014



WSP USA

1001 Fourth Ave.
Suite #3100
Seattle, WA 98154

T+1 206-382-5200
www.wsp.com

About WSP USA

WSP USA is the U.S. operating company of WSP, one of the world's leading engineering, environment and professional services firms. Recognized on Fast Company's Brands that Matter List for 2022 as a top Community-Minded Business, WSP USA brings together engineers, planners, technical experts, strategic advisors and construction management professionals who are dedicated to collaborate in the best interests of serving local communities. WSP USA designs lasting solutions in the buildings, transportation, energy, water and environment markets. With more than 15,500 employees in 300 offices across the U.S., WSP partners with its clients to help communities prosper