



Packet B-Proposal

DECEMBER 14, 2023

RFQ

FAA 2024 Statewide Disparity Study

WASHINGTON STATE DEPARTMENT OF
TRANSPORTATION (WSDOT), WASHINGTON

Submitted by:

ANDRES BERNAL
VICE PRESIDENT

4320 WEST KENNEDY BOULEVARD
SUITE 200
TAMPA, FLORIDA 33609

859.250.5981
abernal@mgtconsulting.com



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Transmittal Letter



December 14, 2023

Washington State Department of Transportation
310 Maple Park Avenue SE
P.O. Box 47300
Olympia, WA 98504-7300

RE: RESPONSE TO RFP FAA 2024 STATEWIDE DISPARITY STUDY

Dear Evaluation Committee:

MGT of America Consulting, LLC (MGT) appreciates the opportunity to submit this response to your recent Request for Qualifications for a FAA 2024 Statewide Disparity Study for Washington State Department of Transportation (“WSDOT”).

MGT is the largest provider of disparity studies and has conducted more disparity studies than any other firm in the United States. This achievement is a very significant indicator of the quality of our work and the legal defensibility of our disparity and disparity-related studies (e.g., program implementation, litigation). MGT has conducted disparity studies in 11 of 12 judicial districts, and to date, every program developed or continued as a result of an MGT disparity study, remains in place. This experience is unmatched and will result in an accurate, reliable, valid, and legally defensible study for Washington State Department of Transportation.

How Can We Help You?

With three decades of conducting disparity and disparity-related studies for various public authorities and agencies, only some firms can match MGT's experience and track record of leading significant, comprehensive, rigorous, and legally supportable disparity and disparity-related studies. More than any other firm, we understand the challenges, environment, and context in which your study will be conducted. We have assembled the nation's most experienced disparity study team, representing 50+ years of disparity study experience, and have completed several of the most extensive, most complex studies ever conducted, including the State of Texas and the City of New York. Our team also has proven experience in administering successful business inclusion programs.

Our combined experience and methodology will provide WSDOT with a sound disparity study. Based on our data collection and other methods to conduct this study, we will determine if discrimination and any barriers exist, resulting in a quantifiable statistically significant variance of availability versus utilization of businesses contracting for WSDOT. As a result of our proven approach, WSDOT can rest assured that our report and list of recommendations will be legally defensible and withstand legal challenges. This approach will allow WSDOT a full view of any potential barriers to ensure their purchasing practices are equitable for Disadvantaged Business Enterprises' participation. Additionally, we have an outstanding record in assisting our clients in implementing remedies based on study findings. From MGT's perspective, this is a tremendous benefit to WSDOT. WSDOT can be confident that MGT's proposed study will be expertly executed and that it is premised on WSDOT being treated as a valued client from the start of the study to its successful conclusion.

MGT is proposing to conduct a study that is consistent with prevailing industry and legal standards. MGT has developed its methodology, approach, and work plan to ensure all of WSDOT’s requirements and expectations are met in a rigorous, timely, effective, and efficient manner. Our methodology and approach to WSDOT’s study are based on a thorough analysis of the RFQ requirements, our past experience conducting previous studies, and our current understanding of the availability, accessibility, and limitations of the data that will be subject to analyses of procurement and contracting for the designated study period.

MGT Contact Information

MGT HEADQUARTERS	MGT of America Consulting, LLC 4320 West Kennedy Boulevard Tampa, Florida 33609 P: 813.327.4717 www.mgtconsulting.com FEIN: 81-0890071
PROJECT LEAD	Andres Bernal, Vice President abernal@mgtconsulting.com P: 859.250.5981

We look forward to further discussing our qualifications and approach with Washington State Department of Transportation on conducting this important Federal Aviation Administration (FAA) 2024 Statewide Disparity Study. MGT acknowledges the question and answer document that was published. Should you have questions on any aspect of our proposal, please contact Vice President **Andres Bernal** at abernal@mgtconsulting.com or **859.250.5981**.

Regards,



Patrick J. Dyer, Vice President
Authorized to bind the firm

Consultant Information Form

Consultant Information Form

Firm Name: MGT of America Consulting, LLC		FYE Date: 06/30/2023	Number of Employees: 527
Address: 4320 West Kennedy Blvd., Ste 200			
City: Tampa	State: FL	Zip Code: 33609	County: Hillsborough
Phone: 888.302.0899	Fax: N/A	Company Web Site: www.mgtconsulting.com	
Remit to Address: PO Box 746854			
City: Atlanta	State: GA	Zip Code: 30374-6854	County: Fulton
Phone: 888.302.0899	Fax: N/A		
Statewide Vendor Number (SWV) for Remit to Address: SWV0250290		Federal Tax ID Number or Social Security Number: 81-0890071	
Unified Business Identifier Number (UBI): 603-61-812		Date Universal Numbering System (DUNS) Number: 02-096-7659	
Year Firm Established: 1974	UDBE/SBE/MSVWBE Certification Number: N/A	NAICS Code & Code Name: 541011_Administrative Management and General Management Consulting Services	
Proposed Project Manager: Andres F. Bernal_Vice President Social Impact Solutions		Email: abernal@mgtconsulting.com	
Financial Contact: Jaclyn Klauka, Accounting Manager		Email: arinv@mgtconsulting.com	

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. The firm name shown must be your firm's legal name.

Federal Tax ID Number: Your Federal Tax ID number must be that number registered to your legal firm name. 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 an agreement and/or being approved as a Sub-consultant to an existing agreement. 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

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 an agreement. For additional information, please visit the Office of Financial Management (OFM) at <https://www.ofm.wa.gov/it-systems/accounting-systems/statewide-vendorpayee-services>

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

UDBE/SBE/MSVWBE Certification: If your firm is certified as a UDBE/SBE/MSVWBE enter your firm's certification number. Federal Certifications: Underutilized Disadvantaged Business Enterprise (UDBE), Small Business Enterprise (SBE). State Certifications: Minority, Small, Veteran, Women Business Enterprise. For additional information go to the Washington State Office of Minority & Women's Business Enterprises web site at www.omwbe.wa.gov

It is critical that your firm name is your legal firm name and that it is the same name assigned to your Federal Tax ID number and is the same name utilized for your SWV number.

Consultant Information Form

Firm Name: Donaldson Consulting, LLC		FYE Date: 12/31	Number of Employees: 3
Address: 13023 NE Hwy 99, Suite 7, PMB 176			
City: Vancouver	State: WA	Zip Code: 98686	County: Clark
Phone: 360-280-2321	Fax:	Company Web Site: www.donaldsonconsultingllc.com	
Remit to Address: 13023 NE Hwy 99, Suite 7, PMB 176			
City: Vancouver	State: WA	Zip Code: 98686	County: Clark
Phone: 360-280-2321	Fax:		
Statewide Vendor Number (SWV) for Remit to Address: We will provide SWV number prior to execution agreement		Federal Tax ID Number or Social Security Number: 84-3286599	
Unified Business Identifier Number (UBI): 604526256		Date Universal Numbering System (DUNS) Number: 12-280-7930	
Year Firm Established: 2002	UDBE/SBE/MSVWBE Certification Number: D1F0020353	NAICS Code & Code Name: 541811 Business management consulting services	
Proposed Project Manager: Suzanne Donaldson		Email: suzanne@donaldsonconsultingllc.com	
Financial Contact: Suzanne Donaldson		Email: suzanne@donaldsonconsultingllc.com	

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. The firm name shown must be your firm's legal name.

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

UDBE/SBE/MSVWBE Certification: If your firm is certified as a UDBE/SBE/MSVWBE enter your firm's certification number. Federal Certifications: Underutilized Disadvantaged Business Enterprise (UDBE), Small Business Enterprise (SBE). State Certifications: Minority, Small, Veteran, Women Business Enterprise. For additional information go to the Washington State Office of Minority & Women's Business Enterprises web site at www.omwbe.wa.gov

It is critical that your firm name is your legal firm name and that it is the same name assigned to your Federal Tax ID number and is the same name utilized for your SWV number.

Consultant Information Form

Firm Name: M. Davis and Company		FYE Date: 12/31/2023	Number of Employees: 60
Address: 1015 Chestnut St, Suite 317			
City: Philadelphia	State: PA	Zip Code: 19107	County: Philadelphia
Phone: 215 790 8900	Fax:	Company Web Site: mdavisco.com	
Remit to Address: 1015 Chestnut St Suite 317			
City: Philadelphia	State: PA	Zip Code: 19107	County: Philadelphia
Phone: 215 790 8900	Fax:		
Statewide Vendor Number (SWV) for Remit to Address: We will provide SWV number prior to execution of agreement		Federal Tax ID Number or Social Security Number: 51-0346419	
Unified Business Identifier Number (UBI): Will provide prior to execution of agreement		Date Universal Numbering System (DUNS) Number: 879067460	
Year Firm Established: 1985	UDBE/SBE/MSVWBE Certification Number:. D3M0028659	NAICS Code & Code Name: 541910 - Market Research and Public Opinion Polling	
Proposed Project Manager: Kim Dorazio		Email: kim@mdavisco.com	
Financial Contact: Kris Laubscher		Email: accounting@mdavisco.com	

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. The firm name shown must be your firm's legal name.

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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 an agreement. For additional information, please visit the Office of Financial Management (OFM) at <https://www.ofm.wa.gov/it-systems/accounting-systems/statewide-vendorpayee-services>

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UDBE/SBE/MSVWBE Certification: If your firm is certified as a UDBE/SBE/MSVWBE enter your firm's certification number. Federal Certifications: Underutilized Disadvantaged Business Enterprise (UDBE), Small Business Enterprise (SBE). State Certifications: Minority, Small, Veteran, Women Business Enterprise. For additional information go to the Washington State Office of Minority & Women's Business Enterprises web site at www.omwbe.wa.gov

It is critical that your firm name is your legal firm name and that it is the same name assigned to your Federal Tax ID number and is the same name utilized for your SWV number.

Criteria 7: Contractor Certification – Workers’ Rights (Prime and Sub-Consultants)

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: **Special Education/Student Services Program Review**

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: MGT of America Consulting, LLC
Name of Contractor/Bidder – Print full legal entity name of firm

By: 
Signature of authorized person

Patrick J. Dyer
Print Name of person making certifications for firm

Title: Vice President
Title of person signing certificate

Place: Sacramento, CA
Print city and state where signed

Date: 12/12/2023

**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: FAA 2024 Statewide Disparity Study

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: Donaldson Consulting LLC
Name of Contractor/Bidder – Print full legal entity name of firm

By: [Signature] Suzanne Donaldson
Signature of authorized person Print Name of person making certifications for firm

Title: CEO Place: Vancouver, WA
Title of person signing certificate Print city and state where signed

Date: 12-7-23

**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: FAA 2024 Statewide Disparity Study

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

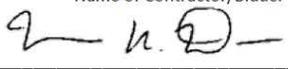
NO MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm does NOT require its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers.

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: M. Davis and Company, Inc.
Name of Contractor/Bidder – Print full legal entity name of firm

By: 
Signature of authorized person

Morris Davis
Print Name of person making certifications for firm

Title: President
Title of person signing certificate

Place: Philadelphia, PA
Print city and state where signed

Date: 12/08/2023

Criteria 8: Wage Theft Prevention Contractor Certification – Professional Services

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: **Special Education/Student Services
Program Review**

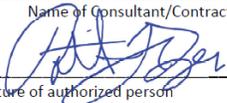
Solicitation Posting Date or Agreement Start Date: **Solicitation Posting Date: 11/15/2023**

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: **MGT of America Consulting, LLC**
Name of Consultant/Contractor – Print full legal entity name of firm

By: 
Signature of authorized person

Patrick J. Dyer
Print Name of person making certifications for firm

Title: **Vice President**
Title of person signing certificate

Place: **Sacramento, CA**
Print city and state where signed

Date: **12/12/2023**

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 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: FAA 2024 Statewide Disparity Study

Solicitation Posting Date or Agreement Start Date: November 15, 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: Donaldson Consulting LLC
Name of Consultant/Contractor – Print full legal entity name of firm

By: [Signature] Suzanne Donaldson
Signature of authorized person Print Name of person making certifications for firm

Title: CEO Place: Vancouver, WA
Title of person signing certificate Print city and state where signed

Date: 12-7-23

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).
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WAGE LAW COMPLIANCE – RESPONSIBILITY CRITERIA
WASHINGTON STATE GOODS & SERVICES CONTRACTS**

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Solicitation or Agreement Title: FAA 2024 Statewide Disparity Study

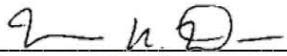
Solicitation Posting Date or Agreement Start Date: November 15, 2023

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: M. Davis and Company, Inc.
Name of Consultant/Contractor – Print full legal entity name of firm

By: 
Signature of authorized person

Morris Davis
Print Name of person making certifications for firm

Title: President
Title of person signing certificate

Place: Philadelphia, PA
Print city and state where signed

Date: 12/08/2023

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.

DBE commitment Forms



Disadvantaged Business Enterprise (DBE) A&E/Professional Written Confirmation Document

THIS FORM SHALL BE SUBMITTED FOR EACH DISADVANTAGED BUSINESS ENTERPRISE (DBE) PROPOSED ON THE AGREEMENT.
THE PRIME CONSULTANT SHALL SUBMIT A COMPLETE FORM FOR EACH DBE PRIOR TO PERFORMING WORK.

Part A: To be Completed by the Prime Consultant	
Agreement Title & Number FAA 2024 Statewide Disparity Study	
Prime Consultant's Business Name MGT of America Consulting, LLC	
DBE's Business Name Donaldson Consulting	
Description of DBE's Work To conduct quantitative data collection activities for the disparity study. The activities include interviewing business owners and professional organizations and co-facilitating focus groups.	
Estimated Amount to be Applied Towards DBE Goal \$62, 500	Estimated Amount to be Subcontracted to DBE* \$62, 500 <small>*Optional Field</small>
Part B: To be Completed by the Disadvantaged Business Enterprise	
As an authorized representative of the Disadvantaged Business Enterprise, I confirm that we have been contacted by the Prime Consultant with regard to the referenced Agreement for the purpose of performing the work described above. If the Prime Consultant is awarded the Agreement, we will enter into an agreement with the Prime Consultant to participate in the project consistent with the information provided in Part A of this form.	
Name (Printed) Suzanne Donaldson	Signature
Title CEO	Date 12/7/23
Address 3005 NW 114th Street Vancouver, WA 98685	



Disadvantaged Business Enterprise (DBE) A&E/Professional Written Confirmation Document

THIS FORM SHALL BE SUBMITTED FOR EACH DISADVANTAGED BUSINESS ENTERPRISE (DBE) PROPOSED ON THE AGREEMENT.
 THE PRIME CONSULTANT SHALL SUBMIT A COMPLETE FORM FOR EACH DBE PRIOR TO PERFORMING WORK.

Part A: To be Completed by the Prime Consultant	
Agreement Title & Number FAA 2024 Statewide Disparity Study	
Prime Consultant's Business Name MGT of America Consulting, LLC	
DBE's Business Name M. Davis & Company, Inc	
Description of DBE's Work To conduct quantitative and qualitative data collection activities for the disparity study. The activities include conducting the custom census for the availability analysis and business owner surveys which contribute to the qualitative analysis.	
Estimated Amount to be Applied Towards DBE Goal \$170,000	Estimated Amount to be Subcontracted to DBE* \$170,000 <small>*Optional Field</small>
Part B: To be Completed by the Disadvantaged Business Enterprise	
As an authorized representative of the Disadvantaged Business Enterprise, I confirm that we have been contacted by the Prime Consultant with regard to the referenced Agreement for the purpose of performing the work described above. If the Prime Consultant is awarded the Agreement, we will enter into an agreement with the Prime Consultant to participate in the project consistent with the information provided in Part A of this form.	
Name (Printed) Morris Davis	Signature
Title President	Date 12/08/2023
Address 1015 Chestnut St, Suite 317 Philadelphia, PA 19107	

Criteria 9: References/Past Performances

Regrettably we have experienced an unforeseen delay in securing the required client reference forms. We expect to have the package completed shortly and will provide the forms as soon as possible. We appreciate WSDOT's consideration in this matter.

Criteria 10: Cost Factors



Proposed Billing Rates

Date: 12/12/2023

Company Name: MGT of America Consulting, LLC

Address: 4320 West Kennedy Blvd., Ste 200

City / State / Zip: Tampa, FL 33609

Subject: Proposed Labor Classifications and Hourly Billing Rates for FAA 2024 Statewide Disparity Study

Attention: Manager, Contract Services Office

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

Labor Classification	All Inclusive Billing Rate
Vice President	\$ 408.00
Director	\$ 236.00
Manager (1)	\$ 201.00
Manager (2)	\$ 201.00
Manager (3)	\$ 201.00
Consultant (1)	\$ 150.00
Consultant (2)	\$ 150.00
Consultant (3)	\$ 150.00
Anayst	\$ 121.00

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 _____
Title Vice President



Proposed Billing Rates

Date: 12/08/2023

Company Name: M. Davis and Company, Inc.

Address: 1015 Chestnut St, Suite 317

City / State / Zip: Philadelphia, PA 19107

Subject: Proposed Labor Classifications and Hourly Billing Rates for FAA 2024 Statewide Disparity Study

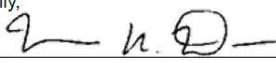
Attention: Manager, Contract Services Office

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

Labor Classification	All Inclusive Billing Rate
Project Manager	226.89
Computer Programmer	164.67
Senior Researcher	148.61
Researcher/Senior Analyst	110.44
Statistician	164.50
Research Assistant	80.25
Interviewers/Validators/data entry I	34.70
Bi-lingual Interviewers/Validators/data entry	37.60
Supervisor	51.85
Database Administrator/Project Coordinator	89.41
Assistant Call Center Manager/Field Service Liaison	63.74

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 

Title President