



City of Corona

Cost Proposal for Utility Rate Study

Robert D. Niehaus, Inc. | February 6, 2024
Jack Lyon 805-618-1356 | Jack@rdniehaus.com
140 East Carrillo Street, Santa Barbara, CA 93101

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February 6, 2024

Annette Solorio
Purchasing Specialist II
City of Corona
400 South Vicentia Avenue, Ste 320
Corona, CA 92882

Jack Lyon, Director of Business Development
Phone: (805) 962-0611 | Email: Jack@RDNiehaus.com
Robert D. Niehaus, Inc.
140 E Carrillo Street
Santa Barbara, CA 93101

Subject: Cost Proposal for City of Corona Utility Rate Study

Dear Ms. Solorio and the City of Corona,

Robert D. Niehaus, Inc. (RDN) is pleased to submit our cost proposal to conduct the Utility Rate Study for the City of Corona (City). Enclosed is RDN's firm-fixed-price proposal and hourly rates for our project team.

We are excited for the opportunity to work with the District on this important project. To discuss our technical or cost proposal, which is valid for a 90-day period, please coordinate with Jack Lyon, Director of Business Development, at (805) 618-1356 or Jack@RDNiehaus.com.

Respectfully submitted,



Robert D. Niehaus, Ph.D.
Managing Director, Principal Economist



Jack Lyon (authorized to sign and negotiate)
Director of Business Development

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COST PROPOSAL

Table 1 presents RDN’s not-to-exceed time and materials (T&M) proposal to provide professional consulting services to conduct the City of Corona’s Utility Rate Study. Our total not-to-exceed proposal, including other direct costs and travel, is \$143,360. Optionally, the City may order additional meetings as presented in Table 2. Our labor rate schedule is presented in Table 3.

Table 1. Cost Proposal for Utility Rate Study

Tasks	Hours							Total Cost
	Niehaus	Gaur	Gschwend & Thomas	Kido	Elowsky	Staff Consultants	Total Hours	
	\$320	\$310	\$300	\$250	\$220	\$200		
1. Kickoff & Data Collection	2	6	6	0	6	4	24	\$6,420
2. Ten-Year Financial Plan	4	24	20	12	20	20	100	\$26,120
3. Cost of Service Analysis	6	24	34	16	24	28	132	\$34,440
4. Rate Design	4	24	20	12	20	44	124	\$30,920
5. Reports, Models, & Presentations	4	54	22	8	32	54	174	\$44,460
Estimated Expenses								\$1,000
Total Hours	20	132	102	48	102	150	554	
Total Fees & Expenses	\$6,400	\$40,920	\$30,600	\$12,000	\$22,440	\$30,000		\$143,360

Table 2. Cost Proposal for Additional In-Person Meetings at the City’s Request

Optional Tasks	Hours							Total Cost
	Niehaus	Gaur	Gschwend & Thomas	Kido	Elowsky	Staff Consultants	Total Hours	
	\$320	\$310	\$300	\$250	\$220	\$200		
A. Meeting Prep	0	3	1	0	1	0	5	\$1,450
B. Dry Run Presentation (In Person)	0	5	0	0	0	0	5	\$1,550
C. Dry Run Presentation (Virtual)	0	2	1	0	1	0	4	\$1,140
D. Council Presentation (In Person)	0	6	0	0	0	0	6	\$1,860
E. Council Presentation (Virtual)	0	3	1	0	1	0	5	\$1,450

Table 3. Labor Rate Schedule

Name	Project Role	Hourly Rate
Robert Niehaus, Ph.D.	Project Director	\$320
Sanjay Gaur, M.P.A., M.S.	Project Manager	\$310
Jacob Thomas, M.B.A.	Electric QA/QC	\$300
Ichiko Kido, M.B.A	Water/Sewer QA/QC	\$250
Amber Gschwend, M.A.	Electric Lead	\$300
Anthony Elowsky, M.A.	Water/Sewer Lead	\$220
Kallerud, Van Dinther, Janflone, Natarajan	Staff Consultants	\$200

Table 4. City of Corona Exhibit "C" Compensation Form

Exhibit "C" Compensation				
Bid Price Form				
Compensation for these services shall be on an hourly rate plus expenses, with a not-to exceed cost amount. Please list your hourly rates, estimated hours and expenses and state a not-to-exceed amount in your proposal. There are Optional Bid Items to account for progress reports to the City Council at major checkpoints in the project; these should be quoted on a "per each" basis and are not included in the "not-to-exceed" value.				
Title	Qty	Rate	Unit	Total
Robert Niehaus, Ph.D. - Project Director	20	\$320		\$ 6,400
Sanjay Gaur, M.P.A. - Project Manager	132	\$310		\$ 40,920
Jacob Thomas, M.B.A. - Electric Rate QA/QC	22	\$300		\$ 6,600
Ichiko Kido, M.B.A - Water/Sewer Rate QA/QC	48	\$250		\$ 12,000
Amber Gschwend, M.A. - Electric Lead	80	\$300		\$ 24,000
Anthony Elowsky, M.A. - Water/Sewer Lead	102	\$220		\$ 22,440
Kallerud, Van Dinther, Janflone, Natarajan - Staff Consultants	150	\$200		\$ 30,000
Estimated Travel Expenses	1	\$1,000		\$ 1,000
				0
Bid Price Form Total				\$143,360
Bid Price Not-To-Exceed Amount				\$143,360
Optional Bid Items				
Presentation to City Council including:				
Preparing Powerpoint, responding to edits/comments, final draft	\$1,450	Each		
Conducting dry run presentation to City's Leadership Team	\$1,550	Each (if in person)		
	\$1,140	Each (if virtual)		
Conducting presentation to City Council	\$1,860	Each (if in person - <i>preferred</i>)		
	\$1,450	Each (if virtual)		

