

L. Price Response

Bid No: 43-004

Contractor's Name: ClearWater Solutions, LLC

No.	Item Description	Qty.	UOM	Unit Price
1.	Monthly Laboratory Fee	1	Month	<u>\$ 1,270.00</u>
2.	Chief Operator Rate	1	Month	<u>\$ 7,695.25</u>
3.	Assistant Operator Rate	3	Month	<u>\$ 4,750.16</u>
4.	Overtime Chief Operator Rate	1	Month	<u>\$ 302.25</u>
5.	Overtime Assistant Operator Rate	3	Month	<u>\$ 197.30</u>
6.	Monthly Management Fee	1	Month	<u>\$ 19,640.00</u>
7.	Repair & Maintenance Account (Expenses equal to or less than \$20,000)	1	Month	<u>\$ 46,292.00</u>
8.	Out of Pocket Purchase Markup (\$20,001 and up)	<u>8.5</u>	%	
9.	Total Estimated Annual Fee for Operation			<u>\$ 1,080,500.00</u>

CWS NOTES

Based on our hands-on experience and the understanding of the Hall County system we have developed over the last five years, CWS feels that we are the right firm to continue serving the County in providing these O&M services. Hall County has been a flagship project for our company in the state of Georgia and one of our most trusted partners. We will continue to strive to exceed your expectations; providing an exceptional service, efficient operations, and 100% compliance. We will serve as a resource and a partner to the County's staff.

After reviewing the financials provided, CWS is confident that our Total Annual Operations Fee of \$1,080,500 will give us the ability to continue the successful operations of the Hall County system. The annual fee includes laboratory expenses, tools and equipment needed for sewer system rating, corporate expenses, and all costs associated with our employees.

Along with the proposed cost structure outlined above, CWS proposes to include a rebateable Repair and Maintenance (R&M) Account of \$550,500 per year, billed monthly. This account would set aside \$225,000 for power, \$110,000 for chemicals, and \$220,500 for repair and maintenance expenses. These three accounts would be treated separately and each would provide rebates back to Hall County for money not spent. CWS will provide invoices and monthly expense reports to the County so that the County would know exactly what transactions have been made and that there is no hidden cost. Any leftover funds would be refunded to the County, and any overages would be refunded to CWS, at the end of each year.