

# 01 Compensation

Our approach to compensation is based on our understanding of your scope of services and immediate mobilization of our preconstruction team.  
Our goal is to meet your project budget and schedule needs.

## 1.1 PRELIMINARY SERVICES

Staffing that would be part of Preliminary Services (at or below the rates indicated in your RFQ response)	
Project Manager (hourly rate)	\$ 151
Constructability Reviewer (hourly rate)	\$ 157
Estimator (hourly rate)	\$ 159
Scheduler (hourly rate)	\$ 158

## 1.2 PRELIMINARY PHASE SERVICES

Preliminary Phase Services (As identified in Attachment No. 2)	\$ 224,532
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## 1.3 OTHER CONSTRUCTION CHARGES

Mark-up on Subcontractor work.	3.5 %	*
Mark-up on self-performed work.	3.5 %	*
Mark-up on Subcontractor <b>Change Order</b> work.	3.5 %	*
Mark-up on self-performed <b>Change Order</b> work. (if permitted by the District)	3.5 %	*
<b>Fee / overhead &amp; profit</b> (as a percentage of direct costs) if any, that is in addition to any mark-up	3.5 %	
<b>Bond cost</b> (as a percentage of direct costs)	1.0 %	
<b>Insurance cost (as a percentage of direct costs)</b>	1.2 %	
<b>Other costs</b> (identify in sufficient detail for evaluation, either as a lump sum or a percentage of direct costs)	1.0 %	**

\* XL assumes the words "markup" to mean Fee. 3.5% is XL's Fee.

\*\* Subcontractor Default Insurance



# Memorandum

June 17, 2019

To: Mr. Travis Kirk Via Email  
Milpitas Unified School District

From: Steve Winslow, Sr. Vice President

Re: Lease Leaseback Proposal  
Randall Elementary

Dear Travis –

To confirm our conversation from earlier today, XL Construction agrees to perform the preconstruction services for the Randall Elementary project on a time and material basis, not to exceed \$224,532. XL will send monthly invoices to the District for the labor hours, materials, or equipment used during the Preconstruction/Design phase of the project at the rate sheets provided in our proposal.

We look forward to being a great partner for the District! If you have any questions, please don't hesitate to call.

Sincerely,  
XL Construction Corp.

Steve Winslow  
Sr. Vice President

Cc: Bob Fuselier, Jeff Seacrist – XL Construction