

Attachment A Taylor Smith Consulting, LLC Temporary Staffing, Direct-Hire and Other Employer Services Contract No. TS06-21		
FORM D1 - PRICING PAGE #1		
Cost of services, Mark-up (MU) percentage pricing:		
When using the DOL website guidelines, as the Base pricing rate for <u>Temporary Hire</u> :		
1.) What is the percentage of <u>Mark-Up</u> added to the Base rate for an <u>Administrative</u> position?	49%	
2.) What is the percentage of <u>Mark-Up</u> added to the Base rate for an <u>Light Industrial</u> position?	49%	
3.) What is the percentage of <u>Mark-Up</u> added to the Base rate for an <u>Heavy Industrial</u> position?	49%	
4.) What is the percentage of <u>Mark-Up</u> added to the Base rate for an <u>IT</u> position?	49%	
5.) What is the minumum conversion time in (hours) for a temporary employee to be hired without incurring a conversion or buyout fee?	520	
6.) Are there any liquidation fees if the above conversion hours are not met?	yes/no > >	Yes
7.) If there are liquidation fees or charges for the above transaction, what is the fee, percentage or hours charged? Briefly explain.		
	fee: > > >	
	hours: > > >	
	percentage > >	20%
Explain here:	Conversion fee is 20% of annual salary if temporary employee works less than 520 hours	
8.) Direct-Hire annual salary <u>percentage</u> of Mark-up.	20%	
** The annual salary must be equal to or less than hourly rate provided in the job descriptions listed on Form D - Page #2 , using the multiplier of 2080 hours.		
9.) Direct-Hire guarantee period in hours.	420 hours	
10.) Payrolling percentage of Mark-Up.	45%	

Attachment A

Taylor Smith Consulting, LLC

Temporary Staffing, Direct-Hire and Other Employer Services

Contract No. TS06-21

FORM D2 - PRICING PAGE #2.1

Code	Occupation Description	Pricing Range		Mark-Up %	Total	Total
		Low	High	Please Use a Whole Number as the % (MU). Example 25% = 1.25	Low	High
Accounting:						
A01	Accountant I	\$21.39	\$34.40	1.49	\$31.87	\$51.26
A02	Accountant II	\$26.88	\$45.36	1.49	\$40.05	\$67.59
A03	Financial Analyst I	\$22.71	\$39.22	1.49	\$33.84	\$58.44
A04	Financial Analyst II	\$29.74	\$52.56	1.49	\$44.31	\$78.31
A05	Payroll Clerk	\$14.58	\$31.83	1.49	\$21.72	\$47.43
A06	Cost Accounting Specialist	\$26.88	\$45.36	1.49	\$40.05	\$67.59
A07	CPA	\$34.40	\$59.83	1.49	\$51.26	\$89.15
A08	Financial / Business Analyst	\$29.74	\$52.56	1.49	\$44.31	\$78.31
A09	Controller	\$34.40	\$59.83	1.49	\$51.26	\$89.15
A10	Auditor I	\$21.39	\$34.40	1.49	\$31.87	\$51.26
A11	Auditor II	\$26.88	\$45.36	1.49	\$40.05	\$67.59
Administrative Support and Clerical:						
B01	Accounting Clerk I	\$15.87	\$19.82	1.49	\$23.65	\$29.53
B02	Accounting Clerk II	\$19.82	\$24.70	1.49	\$29.53	\$36.80
B03	Accounting Clerk III	\$24.70	\$30.01	1.49	\$36.80	\$44.71
B04	Administrative Assistant	\$14.47	\$27.68	1.49	\$21.56	\$41.24
B05	Call Center Representative	\$11.05	\$27.11	1.49	\$16.46	\$40.39
B06	Copy Machine Operator	\$13.12	\$24.27	1.49	\$19.55	\$36.16
B07	Court Reporter	\$15.18	\$51.06	1.49	\$22.62	\$76.08
B08	Customer Service Representative I	\$13.28	\$16.69	1.49	\$19.79	\$24.87
B09	Customer Service Representative II	\$16.69	\$21.15	1.49	\$24.87	\$31.51
B10	Customer Service Representative III	\$21.15	\$27.11	1.49	\$31.51	\$40.39
B11	Data Entry Operator I	\$12.90	\$18.71	1.49	\$19.22	\$27.88
B12	Data Entry Operator II	\$15.47	\$23.08	1.49	\$23.05	\$34.39
B13	Document Preparation Clerk	\$14.47	\$27.68	1.49	\$21.56	\$41.24
B14	Executive Assistant	\$18.22	\$43.91	1.49	\$27.15	\$65.43
B15	General Clerk I	\$12.60	\$16.37	1.49	\$18.77	\$24.39
B16	General Clerk II	\$16.37	\$20.96	1.49	\$24.39	\$31.23
B17	General Clerk III	\$20.96	\$26.59	1.49	\$31.23	\$39.62
B18	Legal Secretary I	\$16.83	\$29.83	1.49	\$25.08	\$44.45
B19	Legal Secretary II	\$22.29	\$37.63	1.49	\$33.21	\$56.07
B20	Mail Room Clerk	\$12.22	\$22.65	1.49	\$18.21	\$33.75
B21	Messenger Courier	\$11.39	\$21.35	1.49	\$16.97	\$31.81
B22	Personnel Assistant (Employment) I	\$15.87	\$19.82	1.49	\$23.65	\$29.53
B23	Personnel Assistant (Employment) II	\$19.82	\$24.70	1.49	\$29.53	\$36.80
B24	Personnel Assistant (Employment) III	\$24.70	\$30.01	1.49	\$36.80	\$44.71
B25	Production Control Clerk	\$14.47	\$27.68	1.49	\$21.56	\$41.24
B26	Secretary I	\$14.47	\$18.12	1.49	\$21.56	\$27.00
B27	Secretary II	\$18.12	\$22.84	1.49	\$27.00	\$34.03
B28	Secretary III	\$22.84	\$27.68	1.49	\$34.03	\$41.24
B29	Supply Technician	\$14.47	\$27.68	1.49	\$21.56	\$41.24
B30	Receptionist/Switchboard Operator	\$10.51	\$23.06	1.49	\$15.66	\$34.36
B31	Records Management Clerk	\$14.47	\$27.68	1.49	\$21.56	\$41.24

B32	Travel Clerk I	\$14.47	\$18.12	1.49	\$21.56	\$27.00
B33	Travel Clerk II	\$18.12	\$22.84	1.49	\$27.00	\$34.03
B34	Travel Clerk III	\$22.84	\$27.68	1.49	\$34.03	\$41.24
B35	Word Processor I	\$13.39	\$16.13	1.49	\$19.95	\$24.03
B36	Word Processor II	\$16.13	\$23.42	1.49	\$24.03	\$34.90
B37	Word Processor III	\$19.39	\$28.30	1.49	\$28.89	\$42.17
Education:						
C01	Teacher I	\$19.76	\$30.03	1.49	\$29.44	\$44.74
C02	Teacher II	\$30.03	\$35.43	1.49	\$44.74	\$52.79
C03	Teacher III	\$35.43	\$57.65	1.49	\$52.79	\$85.90
C04	At Risk Counselor I	\$21.16	\$35.79	1.49	\$31.53	\$53.33
General Services and Materials Handling Support :						
D01	Forklift Operator	\$11.98	\$24.82	1.49	\$17.85	\$36.98
D02	Gardener	\$10.00	\$21.47	1.49	\$14.90	\$31.99
D03	General Maintenance Worker	\$11.83	\$30.36	1.49	\$17.63	\$45.24
D04	Janitor	\$10.00	\$21.58	1.49	\$14.90	\$32.15
D05	Laborer	\$11.83	\$30.36	1.49	\$17.63	\$45.24
D06	Librarian	\$16.26	\$45.44	1.49	\$24.23	\$67.71
D07	Library Aide/Clerk	\$14.47	\$18.12	1.49	\$21.56	\$27.00
D08	Library Technician	\$14.47	\$18.12	1.49	\$21.56	\$27.00
D09	Material Coordinator	\$14.47	\$27.68	1.49	\$21.56	\$41.24
D10	Material Handling Laborer	\$11.83	\$30.36	1.49	\$17.63	\$45.24
D11	Order Filler	\$11.83	\$30.36	1.49	\$17.63	\$45.24
D12	Shipping Packer	\$11.83	\$30.36	1.49	\$17.63	\$45.24
D13	Shipping / Receiving Clerk	\$13.48	\$24.79	1.49	\$20.09	\$36.94
D14	Stock Clerk	\$13.48	\$24.79	1.49	\$20.09	\$36.94
D15	Park Naturalist	\$16.31	\$38.72	1.49	\$24.30	\$57.69
D16	Recreation Specialist	\$14.47	\$18.12	1.49	\$21.56	\$27.00
D17	Warehouse Specialist	\$14.47	\$27.68	1.49	\$21.56	\$41.24
Health:						
E01	Breath Alcohol Technician	\$14.36	\$23.92	1.49	\$21.40	\$35.64
E02	Certified Occupational Therapist Assistant	\$20.06	\$39.52	1.49	\$29.89	\$58.88
E03	Certified Physical Therapist Assistant	\$16.32	\$38.87	1.49	\$24.32	\$57.92
E04	Claims Processor	\$15.98	\$23.72	1.49	\$23.81	\$35.34
E05	Claims Processor (Senior)	\$19.07	\$29.09	1.49	\$28.41	\$43.34
E06	Dental Assistant	\$16.08	\$27.37	1.49	\$23.96	\$40.78
E07	Dental Hygienist	\$25.54	\$49.68	1.49	\$38.05	\$74.02
E08	Dietary Aide	\$10.46	\$15.47	1.49	\$15.59	\$23.05
E09	EKG Technician	\$16.32	\$23.62	1.49	\$24.32	\$35.19
E10	Electroneurodiagnostic Technologist	\$20.81	\$32.38	1.49	\$31.01	\$48.25
E11	Eligibility / Insurance Verifier	\$15.98	\$23.72	1.49	\$23.81	\$35.34
E12	Eligibility Referral Coordinator	\$15.98	\$23.72	1.49	\$23.81	\$35.34
E13	Emergency Medical Technician	\$16.32	\$23.62	1.49	\$24.32	\$35.19
E14	Insurance Coordinator	\$15.98	\$23.72	1.49	\$23.81	\$35.34
E15	Licensed Practical Nurse I	\$16.61	\$22.83	1.49	\$24.75	\$34.02
E16	Licensed Practical Nurse II	\$19.62	\$26.94	1.49	\$29.23	\$40.14
E17	Licensed Practical Nurse III	\$22.83	\$30.46	1.49	\$34.02	\$45.39
E18	Medical Assistant	\$16.32	\$23.62	1.49	\$24.32	\$35.19
E19	Medical Laboratory Technician	\$19.97	\$40.94	1.49	\$29.76	\$61.00
E20	Medical Record Clerk	\$16.32	\$23.62	1.49	\$24.32	\$35.19
E21	Medical Record Technician	\$16.32	\$23.62	1.49	\$24.32	\$35.19
E22	Medical Transcriptionist	\$16.26	\$45.44	1.49	\$24.23	\$67.71
E23	Nuclear Medicine Technologist	\$19.97	\$40.94	1.49	\$29.76	\$61.00
E24	Nursing Assistant I	\$12.24	\$14.26	1.49	\$18.24	\$21.25
E25	Nursing Assistant II	\$14.26	\$16.95	1.49	\$21.25	\$25.26

E26	Nursing Assistant III	\$16.95	\$19.53	1.49	\$25.26	\$29.10
E27	Nursing Assistant IV	\$19.53	\$22.19	1.49	\$29.10	\$33.06
E28	Optical Dispenser	\$16.32	\$23.62	1.49	\$24.32	\$35.19
E29	Optical Technician	\$16.32	\$23.62	1.49	\$24.32	\$35.19
E30	Pharmacy Technician	\$16.32	\$23.62	1.49	\$24.32	\$35.19
E31	Phlebotomist	\$14.36	\$23.92	1.49	\$21.40	\$35.64
E32	Radiologic Technologist	\$19.97	\$40.94	1.49	\$29.76	\$61.00
E33	Registered Nurse I	\$25.04	\$28.90	1.49	\$37.31	\$43.06
E34	Registered Nurse II	\$28.90	\$35.24	1.49	\$43.06	\$52.51
E35	Registered Nurse III	\$35.24	\$43.64	1.49	\$52.51	\$65.02
E36	Registered Nurse IV	\$43.64	\$53.47	1.49	\$65.02	\$79.67
E37	Scheduler (Drug and Alcohol Testing)	\$16.32	\$23.62	1.49	\$24.32	\$35.19
E38	Substance Abuse Treatment Counselor	\$22.97	\$31.87	1.49	\$34.23	\$47.49
Information Technology:						
F01	Application Developer	\$30.88	\$79.13	1.49	\$46.01	\$117.90
F02	Application Support Analyst	\$30.88	\$79.13	1.49	\$46.01	\$117.90
F03	Applications Engineer	\$30.88	\$79.13	1.49	\$46.01	\$117.90
F04	Computer Operator I	\$14.22	\$16.95	1.49	\$21.19	\$25.26
F05	Computer Operator II	\$16.95	\$22.04	1.49	\$25.26	\$32.84
F06	Computer Operator III	\$22.04	\$27.96	1.49	\$32.84	\$41.66
F07	Computer Operator IV	\$27.96	\$31.31	1.49	\$41.66	\$46.65
F08	Computer Operator V	\$31.31	\$35.62	1.49	\$46.65	\$53.07
F09	Computer Programmer I	\$24.11	\$31.62	1.49	\$35.92	\$47.11
F10	Computer Programmer II	\$31.62	\$41.61	1.49	\$47.11	\$62.00
F11	Computer Programmer III	\$41.61	\$53.91	1.49	\$62.00	\$80.33
F12	Computer Programmer IV	\$53.91	\$67.43	1.49	\$80.33	\$100.47
F13	Computer Systems Analyst I	\$26.53	\$43.71	1.49	\$39.53	\$65.13
F14	Computer Systems Analyst II	\$33.65	\$56.31	1.49	\$50.14	\$83.90
F15	Computer Systems Analyst III	\$43.71	\$71.00	1.49	\$65.13	\$105.79
F16	Customer Support Administrator	\$25.18	\$63.71	1.49	\$37.52	\$94.93
F17	Customer Support Specialist	\$26.33	\$42.63	1.49	\$39.23	\$63.52
F18	Database Administrator	\$24.91	\$71.18	1.49	\$37.12	\$106.06
F19	Data Center Support Specialist	\$18.75	\$51.17	1.49	\$27.94	\$76.24
F20	Desktop Support Manager	\$42.06	\$89.24	1.49	\$62.67	\$132.97
F21	Desktop Support Specialist	\$18.75	\$51.17	1.49	\$27.94	\$76.24
F22	Developer	\$30.88	\$79.13	1.49	\$46.01	\$117.90
F23	Director of Technology	\$53.06	\$93.17	1.49	\$79.06	\$138.82
F24	Front End Web Designer	\$19.01	\$68.31	1.49	\$28.32	\$101.78
F25	GIS (Geographic Info. Systems) Tech. I	\$19.48	\$34.00	1.49	\$29.03	\$50.66
F26	GIS (Geographic Info. Systems) Tech. II	\$22.40	\$46.41	1.49	\$33.38	\$69.15
F27	Help Desk Specialist	\$16.01	\$41.63	1.49	\$23.85	\$62.03
F28	Help Desk Technician	\$16.01	\$41.63	1.49	\$23.85	\$62.03
F29	Information Systems Project Manager	\$42.06	\$89.24	1.49	\$62.67	\$132.97
F30	Information Technology Coordinator	\$30.88	\$79.13	1.49	\$46.01	\$117.90
F31	Information Technology Director	\$53.06	\$93.17	1.49	\$79.06	\$138.82
F32	Information Technology Manager	\$42.06	\$89.24	1.49	\$62.67	\$132.97
F33	IT Support Manager	\$42.06	\$89.24	1.49	\$62.67	\$132.97
F34	IT Support Specialist	\$30.88	\$79.13	1.49	\$46.01	\$117.90
F35	IT Systems Administrator	\$25.18	\$63.71	1.49	\$37.52	\$94.93
F36	Java Developer	\$39.44	\$53.84	1.49	\$58.77	\$80.22
F37	Management Information Systems Director	\$42.06	\$89.24	1.49	\$62.67	\$132.97
F38	Network/Communications Support Clerk	\$26.33	\$42.63	1.49	\$39.23	\$63.52
F39	Network Systems Administrator	\$25.18	\$63.71	1.49	\$37.52	\$94.93
F40	Peripheral Equipment Operator	\$16.01	\$41.63	1.49	\$23.85	\$62.03
F41	Senior Database Administrator	\$28.94	\$76.26	1.49	\$43.12	\$113.63

F42	Senior Network System Administrator	\$29.17	\$67.49	1.49	\$43.46	\$100.56
F43	Senior Programmer	\$53.91	\$67.43	1.49	\$80.33	\$100.47
F44	Senior Programmer Analyst	\$43.71	\$71.00	1.49	\$65.13	\$105.79
F45	Senior Security Specialist	\$34.21	\$47.82	1.49	\$50.97	\$71.25
F46	Senior Support Specialist	\$31.05	\$48.96	1.49	\$46.26	\$72.95
F47	Senior System Administrator	\$29.17	\$67.49	1.49	\$43.46	\$100.56
F48	Senior System Analyst	\$43.71	\$71.00	1.49	\$65.13	\$105.79
F49	Senior Web Administrator	\$26.71	\$76.81	1.49	\$39.80	\$114.45
F50	Senior Web Developer	\$25.96	\$74.39	1.49	\$38.68	\$110.84
F51	Software Developer	\$30.88	\$79.13	1.49	\$46.01	\$117.90
F52	Software Quality Assurance Analyst	\$30.88	\$79.13	1.49	\$46.01	\$117.90
F53	Support Specialist	\$26.33	\$42.63	1.49	\$39.23	\$63.52
F54	Systems Administrator	\$25.18	\$63.71	1.49	\$37.52	\$94.93
F55	Systems Analyst	\$26.53	\$71.00	1.49	\$39.53	\$105.79
F56	Systems Designer	\$30.88	\$79.13	1.49	\$46.01	\$117.90
F57	System Support Specialist	\$26.33	\$42.63	1.49	\$39.23	\$63.52
F58	Technical Operations Officer	\$26.33	\$42.63	1.49	\$39.23	\$63.52
F59	Technical Support Specialist	\$26.33	\$42.63	1.49	\$39.23	\$63.52
F60	Technical Specialist	\$26.33	\$42.63	1.49	\$39.23	\$63.52
F61	Telecommunications Specialist	\$26.33	\$42.63	1.49	\$39.23	\$63.52
F62	Web Administrator	\$19.01	\$68.31	1.49	\$28.32	\$101.78
F63	Web Developer	\$19.01	\$68.31	1.49	\$28.32	\$101.78
F64	Web Master	\$27.46	\$79.62	1.49	\$40.92	\$118.63
Procurement:						
G01	Buyer I	\$23.69	\$30.95	1.49	\$35.30	\$46.12
G02	Buyer II	\$30.95	\$40.69	1.49	\$46.12	\$60.63
G03	Buyer III	\$40.69	\$51.69	1.49	\$60.63	\$77.02
G04	Purchasing Manager	\$34.35	\$92.98	1.49	\$51.18	\$138.54
Professional:						
H01	Attorney	\$29.69	\$89.59	1.49	\$44.24	\$133.49
H02	Business Development Manager	\$31.57	\$75.69	1.49	\$47.04	\$112.78
H03	Business Development Sales Rep.	\$19.38	\$52.69	1.49	\$28.88	\$78.51
H04	Contract Administrator	\$22.81	\$50.93	1.49	\$33.99	\$75.89
H05	Contract Specialist	\$22.81	\$50.93	1.49	\$33.99	\$75.89
H06	Community Relations Representative II	\$22.50	\$43.07	1.49	\$33.53	\$64.17
H07	Community Relations Representative III	\$30.67	\$58.96	1.49	\$45.70	\$87.85
H08	Compliance Manager	\$32.84	\$98.90	1.49	\$48.93	\$147.36
H09	Contract Administrator	\$22.81	\$50.93	1.49	\$33.99	\$75.89
H10	Contract Manager	\$31.57	\$75.69	1.49	\$47.04	\$112.78
H11	Executive Consultant	\$31.57	\$75.69	1.49	\$47.04	\$112.78
H12	Facility Manager	\$26.54	\$79.96	1.49	\$39.54	\$119.14
H13	Fire / HAZMAT Specialist	\$16.86	\$35.89	1.49	\$25.12	\$53.48
H14	Grant Administrator	\$22.81	\$50.93	1.49	\$33.99	\$75.89
H15	Housing Specialist	\$15.84	\$37.61	1.49	\$23.60	\$56.04
H16	Human Resources Coordinatior	\$22.81	\$50.93	1.49	\$33.99	\$75.89
H17	Human Resources Manager	\$32.84	\$98.90	1.49	\$48.93	\$147.36
H18	Human Resources Specialist	\$22.81	\$50.93	1.49	\$33.99	\$75.89
H19	Inspection Manager	\$26.99	\$79.23	1.49	\$40.22	\$118.05
H20	Inspection Specialists	\$19.76	\$48.27	1.49	\$29.44	\$71.92
H21	Insurance Specialist I	\$20.37	\$25.72	1.49	\$30.35	\$38.32
H22	Insurance Specialist II	\$25.72	\$45.38	1.49	\$38.32	\$67.62
H23	Insurance Specialist III	\$45.38	\$59.77	1.49	\$67.62	\$89.06
H24	Law Enforcement Specialist	\$17.80	\$43.15	1.49	\$26.52	\$64.29
H25	Logistics Specialists	\$21.16	\$57.88	1.49	\$31.53	\$86.24
H26	Logistics Manager	\$26.85	\$77.17	1.49	\$40.01	\$114.98

H27	Marketing Specialist	\$16.51	\$58.96	1.49	\$24.60	\$87.85
H28	Paralegal/Legal Assistant I	\$15.46	\$18.99	1.49	\$23.04	\$28.30
H29	Paralegal/Legal Assistant II	\$18.99	\$24.87	1.49	\$28.30	\$37.06
H30	Paralegal/Legal Assistant III	\$24.87	\$31.54	1.49	\$37.06	\$46.99
H31	Paralegal/Legal Assistant IV	\$31.54	\$39.66	1.49	\$46.99	\$59.09
H32	Park Ranger	\$21.99	\$38.72	1.49	\$32.77	\$57.69
H33	Presentation Designer	\$21.31	\$56.37	1.49	\$31.75	\$83.99
H34	Principle Consultant	\$31.57	\$75.69	1.49	\$47.04	\$112.78
H35	Proofreader	\$15.68	\$58.79	1.49	\$23.36	\$87.60
H36	Public Assistance Specialist	\$15.84	\$37.61	1.49	\$23.60	\$56.04
H37	Safety Manager	\$32.84	\$98.90	1.49	\$48.93	\$147.36
H38	Security - unarmed	\$10.17	\$18.24	1.49	\$15.15	\$27.18
H39	Security - armed	\$14.27	\$24.19	1.49	\$21.26	\$36.04
H40	Senior Writer	\$27.20	\$56.37	1.49	\$40.53	\$83.99
H41	Social Media Manager	\$16.82	\$37.98	1.49	\$25.06	\$56.59
H42	Transportation Manager	\$26.85	\$77.17	1.49	\$40.01	\$114.98
H43	Website Designer	\$25.73	\$68.31	1.49	\$38.34	\$101.78
Scientific:						
I01	Wildlife Biologist	\$18.69	\$48.93	1.49	\$27.85	\$72.91
I02	Environmental Coordinator I	\$13.96	\$38.80	1.49	\$20.80	\$57.81
I03	Geologist	\$24.52	\$90.34	1.49	\$36.53	\$134.61
Miscellaneous:						
J01	Cashier	\$10.02	\$15.04	1.49	\$14.93	\$22.41
J02	Desk Clerk	\$10.16	\$20.86	1.49	\$15.14	\$31.08
J03	Lifeguard	\$10.48	\$17.28	1.49	\$15.62	\$25.75
J04	Park Attendant (Aide)	\$10.40	\$12.83	1.49	\$15.50	\$19.12
J05	Recreation Aide/Health Facility Attendant	\$10.66	\$15.16	1.49	\$15.88	\$22.59
J06	Recreation Specialist	\$14.47	\$18.12	1.49	\$21.56	\$27.00
J07	Sales Clerk	\$10.47	\$20.57	1.49	\$15.60	\$30.65
J08	School Crossing Guard	\$10.64	\$23.90	1.49	\$15.85	\$35.61
J09	Sports Official	\$10.37	\$30.04	1.49	\$15.45	\$44.76
J10	Load Ticket Data Entry Clerk	\$15.47	\$23.08	1.49	\$23.05	\$34.39