

## King County Profit Criteria for Project-Specific AEP Contracts

Profit Factors	Lower Score Considerations	Higher Score Considerations
<b>Degree of Risk 25%</b>	<b>range = 17 - 26</b>	<b>range = 27 - 35</b>
	<ol style="list-style-type: none"> <li>1. Firm is highly experienced; completed many similar projects</li> <li>2. No new technology</li> <li>3. Schedule is not constricted</li> <li>4. Single-phase contract</li> <li>5. Subs performing less than 60% of the work</li> <li>6. Designing new building or facility</li> <li>7. Geotech or some significant work in another contract where risk is shifted or shared</li> </ol>	<ol style="list-style-type: none"> <li>1. Very difficult design or project</li> <li>2. New or untried technology (electrical vehicle charging stations, software)</li> <li>3. Schedule is constricted</li> <li>4. Multi-phase contract</li> <li>5. Prime is doing less than 40% of the work</li> <li>6. Designing historic/occupied building/facility</li> <li>7. Large and complex job</li> <li>8. Prime relying on one sub doing more than 40% of the work &amp; in high risk design area</li> <li>9. SoW requires coordination among 4+ engineering disciplines</li> </ol>
<b>Relative Difficulty of Design 20%</b>	<b>range = 17 - 26</b>	<b>range = 27 - 35</b>
	<ol style="list-style-type: none"> <li>1. Scope of Work is straight-forward</li> <li>2. Prime/subs experienced for type of job; completed several similar jobs</li> <li>3. Schedule is not constricted</li> <li>4. Single-phase contract</li> <li>5. SoW includes typical environmental work; groundwater sampling; stormwater monitoring</li> <li>6. Designing new building or limited renovation</li> <li>7. Limited number of stakeholders or permitting agencies involved</li> <li>8. Limited impacts to private property</li> </ol>	<ol style="list-style-type: none"> <li>1. Scope of Work is complex</li> <li>2. New prime working w/County or numerous subs w/limited recent experience</li> <li>3. Schedule is constricted</li> <li>4. Multi-phase contract</li> <li>5. Work is in or near water; includes geologic studies; soil testing; surveying, geotechnical; etc. and may include NEPA/SEPA permits that the Consultant is responsible for obtaining</li> <li>6. Historic structure or area of work</li> <li>7. Extensive renovation in occupied building</li> <li>8. Significant impacts to private property</li> <li>9. SoW includes stakeholder coordination/document reviews; County is reviewing documents from multiple jurisdictions</li> </ol>
<b>Assistance by the County 5%</b>	<b>range = 17 - 26</b>	<b>range = 27 - 35</b>
	<ol style="list-style-type: none"> <li>1. County not providing any documents and all work is new</li> <li>2. County only reviewing new docs and reasonable review time</li> <li>3. County or others provide drawings &amp; puts in writing prime can reasonably rely on drawings</li> <li>4. Consultant allowed some time and money to verify drawings, County or others providing geotech, surveys or other work which reduces risk to the consultant</li> <li>5. Data/drawings provided up front - little or no delay</li> </ol>	<ol style="list-style-type: none"> <li>1. County or others providing incomplete plans, surveys &amp; geotechnical work w/ increased risk to the Consultant</li> <li>2. County not putting in writing that the Consultant may reasonably rely on the data and Consultant being allowed time and money to verify the data</li> <li>3. County schedule for providing data is uncertain</li> <li>4. County must perform certain portions of the work which may impact the Consultant's schedule</li> </ol>
<b>Size of Job 15% (all phases)</b>	<b>range = 17 - 35</b>	
	<ol style="list-style-type: none"> <li>1. \$0 - \$300K = 35</li> <li>2. \$301K - \$450K = 33-34</li> <li>3. \$451K - \$700K = 31-32</li> <li>4. \$701K - \$900K = 28-30</li> </ol>	<ol style="list-style-type: none"> <li>5. \$901K - \$1.5M = 26-27</li> <li>6. \$1.6M - \$2M = 22-25</li> <li>7. \$2M + = 17-21</li> </ol>
<b>Period of Performance (all phases) 15%</b>	<b>range = 17 - 35</b>	
	<ol style="list-style-type: none"> <li>1. 0 - 12 months = 17</li> <li>2. 13 months - 24 months = 18-21</li> <li>3. 25 months - 36 months = 22-26</li> </ol>	<ol style="list-style-type: none"> <li>4. 37 months - 48 months = 27-30</li> <li>5. 49 months - 60 months = 31-34</li> <li>6. 61 months + = 35</li> </ol>

## King County Profit Criteria for Project-Specific AEP Contracts

<b>Subconsulting 10%</b>	<b>range = 17 - 35</b>	
	1. 0-1 subs = 17 2. 2-3 subs = 18-22 3. 4-5 subs = 23-26	4. 6-7 subs = 27-30 5. 8-9 subs = 31-34 6. 10+ subs = 35
<b>Other Factors 10%</b>	<b>range = 17 - 26</b>	
	1. Moderate to low profile project 2. Prime has high overhead (~190% + ) 3. Standard insurance requirements apply 4. Liquidated damages do not apply	<b>range = 27 - 35</b>
		1. High profile project; i.e. high political interest, community involvement, etc. 2. Prime has low overhead (~below 140%) 3. Specialty insurance requirements apply or excessive limits 4. Liquidated damages apply 5. New prime with limited history of subconsulting

NOTE: King County utilizes this criteria to develop profit on a contract by contract basis, relative to the Scope of Work.