

Exhibit B - Fee Matrix

Tulalip Tribes | Hatchery CMAR RFQ/P | CM/GC Fee Schedule, Fee Matrix (RFQ/P Exhibit B; A133 Exhibit F), Version 2.2

Structured to align with AIA Document A133-2019 (Tulalip Standard). Enter data only in blue cells. Do not alter formulas, labels, or locked (grey) rows.

HOW TO REPORT SITE SPECIFIC COSTS | the Project includes two sites approximately 1.2 miles apart

1. Do not add columns. Where staffing or equipment differs by site, use a separate row and name the site in the Clarifications column. If one person or piece of equipment covers both sites, enter it once and say so ("shared between both sites"). Shared time is charged to each site in proportion to its share of the site specific GMP unless the Proposer states another allocation.
2. If travel between the sites adds cost (extra drive time, a dedicated shuttle vehicle, and similar), list it on the Anticipated GC List and explain the basis.

GENERAL RULES FOR COMPLETING THIS SCHEDULE

1. Rates fixed, quantities estimated. Staff and Major Equipment rates proposed here are fixed at the first GMP Amendment. The GMP carries estimates equal to those rates times the months, percentage of time, and quantities in the GMP Amendment, and staff and equipment are billed at those rates for the time and use actually charged. The Section E percentage becomes a not to exceed amount at the GMP. Other general conditions are carried in the GMP as estimates and reimbursed at actual cost (Agreement Section 7.1.5). The Fee is fixed in dollars at the GMP and is then adjusted only at the Change Fee Rate, the lesser of 2.5% and the Fee Percentage (see Section A). Unused Construction Contingency is credited to the Owner in total.
2. Rates are all in. Hourly and monthly rates are fully burdened and include all escalation through the end of the Contract Time. Rates are fixed at the first GMP Amendment and apply for the life of the Agreement. Enter total months on the Project for every role. Staff rates include each person's mobile phone, computer or tablet, and assigned vehicle.
3. Other general conditions. This schedule prices only the major cost variables and is not intended to capture every general conditions cost. List the other general conditions you anticipate, with unit costs where you can, on the Anticipated GC List tab (Section G). That list is an estimate for transparency and for pricing changes. It does not limit what is reimbursable. Other general conditions are reimbursed at actual cost and are included in the Fee Base. A cost included in a staff or equipment rate cannot also be charged as another general conditions cost.
4. Equipment owned by, leased from, or supplied by the Proposer or a related party is priced as Proposer owned equipment. General conditions work and equipment for general site use are not placed in subcontract bid packages.
5. Role titles vary between firms. Price each role against the description in the "Role Definitions" tab.

Proposer / Firm Name:

PROJECT ASSUMPTIONS | Owner provided basis (locked; formulas below reference these cells)

Assumption	Value	Source
Assumed Cost of the Work (Construction Cost)	\$39,000,000	Estimated construction cost. Refer to the RFQ/P as needed.
Assumed Fee Base (for evaluation only)	\$39,000,000	Estimated Cost of the Work carried in the GMP, including Allowances, General Conditions, and items reimbursed at actual cost, excluding the Construction Contingency, insurance and bond premiums, TERO fees and permit fees paid by the Construction Manager, items provided or paid by the Owner, and any cost that is not a Cost of the Work (Agreement Section 6.1.2.2). Set equal to the Assumed Cost of the Work until the Owner confirms the contingency before release.
Assumed Construction Phase Start	Jun 1, 2027	Assumed construction start. Refer to the RFQ/P as needed.
Assumed Construction Phase Completion (No Later Than)	Nov 30, 2029	Final Completion milestone. Refer to the RFQ/P as needed.
Assumed Construction Phase Duration (Months)	30	Calculated from the start and completion dates above. Do not edit.

SECTION A | CONSTRUCTION MANAGER'S FEE | AIA A133-2019 Section 6.1.2 (fixed dollar Fee)

Description	Basis	Fee Percentage	Fee Base (\$)	Fixed Fee (\$)	Clarifications / Basis / Site (required)
Construction Manager's Fee (Fee Percentage x Fee Base)	Fee Percentage x Fee Base		\$39,000,000	-	

How the Fee works. The Fee Percentage is a pricing rate. Before the GMP is set, the Fee is calculated at the Fee Percentage on the amounts carried as line items are priced. At each GMP the Fee is fixed in dollars as the Fee Percentage times the Fee Base. The Fee Base is the Cost of the Work carried in the GMP, including Allowances, self-performed Work, staff, Major Equipment, small tools, other general conditions, and items reimbursed at actual cost such as hydrant meter and utility charges and broadband. It excludes the Construction Contingency, insurance and bond premiums, TERO fees and permit fees paid by the Construction Manager, items provided or paid by the Owner, and any cost that is not a Cost of the Work (Agreement Section 6.1.2.2). After the GMP, the Fee is adjusted only at the Change Fee Rate, the lesser of 2.5% and the Fee Percentage; up or down for changes (Agreement Section 6.1.3); up for Construction Contingency applied (Agreement Section 6.2.3); and down for savings, including unused Allowances, buyout savings, and general conditions below the amounts carried, reconciled at final accounting (Agreement Section 6.1.2.2). No Fee is paid on work attributable to the Construction Manager's errors, omissions, or fault (Agreement Section 6.1.2.3). The Construction Contingency is a separate GMP line below the Fee line, outside the Fee Base, and unused Construction Contingency is credited to the Owner in total. Buyout savings are applied as Agreement Section 6.2.4 provides.

Subtotal Construction Manager's Fee	-
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SECTION B | PRECONSTRUCTION PHASE SERVICES (Lump Sum Build Up and Hourly Rates) | AIA A133-2019 Article 5

The Preconstruction Phase lump sum (Agreement Section 5.1.1) equals the build up below, headcount times hours times hourly rate. The same hourly rates apply to Owner directed changes in Preconstruction scope or duration (Section 5.1.3). Rates are fully burdened (labor, taxes, insurance, benefits per Section 5.1.2.1). There are no restrictions on who the Construction Manager can assign to Preconstruction.

Description	Headcount	Hours (est.)	Hourly Rate (\$, burdened)	Total (\$)	Clarifications / Basis / Site (required)
Preconstruction Estimator / Manager				-	
Support Estimator / Take off Support				-	
BIM Coordinator				-	
Sr. Project Manager				-	
Project Manager				-	
Superintendent				-	
Risk Manager / Safety Director				-	
Field Engineer				-	
Engineering / Consultant Cost				-	
Travel / Housing / Per Diem (if applicable, itemize)				-	
(insert additional rows as needed)				-	
Subtotal Preconstruction Phase Lump Sum				-	

SECTION C | CONSTRUCTION PHASE GENERAL CONDITIONS, STAFF | AIA A133-2019 Section 7.2, Section 7.9.1

Monthly, fully burdened rates, fixed at the first GMP Amendment and including escalation through the end of the Contract Time. Total Months is the number of months each person is on the Project and should not exceed the assumed construction duration (30 months) unless the Clarifications column explains. Monthly Rate is the fully burdened cost of one full time month. % of Time Charged is the share of the person's working time charged to the Program (both sites combined). Total = Headcount x Total Months x Monthly Rate x % of Time. If a role is staffed separately at each site, add a row per site. Match roles to the Role Definitions tab. Rates include each person's mobile phone, computer or tablet, and assigned vehicle.

Description	Headcount	Total Months (this role)	Monthly Rate (\$, burdened)	% of Time Charged to Program	Total (\$)	Clarifications / Basis / Site (required)
Sr. Project Manager				100%	-	
Project Manager				100%	-	
Project Engineer				100%	-	
Sr. / Lead Superintendent				100%	-	
Assistant Superintendent				100%	-	
Field Engineer				100%	-	
Closeout Manager				100%	-	Start no later than 60 days prior to substantial completion through final completion.
Risk Manager / Safety Director (site)				100%	-	
TERO Coordinator / Project Administrator				100%	-	
Mobilization / Expeditor				100%	-	
General Laborer (cleanup, safety, site support only)				100%	-	Not for productive work of any trade.
(insert additional rows as needed, including scheduler or QC manager if dedicated)				100%	-	
Covered by the Construction Manager's Fee and not priced here (A133 Section 7.9.1; refer to the RFQ/P as needed): Project Executive; principals in charge; payroll, accounting and data processing; corporate safety officer; home office administration; corporate IT and software; home office payroll, fringes and bonuses.						
Subtotal Construction Phase General Conditions (Staff)					-	

SECTION D | MAJOR EQUIPMENT AND FACILITIES FOR GENERAL SITE USE | AIA A133-2019 Section 7.5

Equipment for the project is a Construction Manager means and methods item. The listing below is not intended to be a requirement, minimum or maximum, but should identify any equipment the CM anticipates. Major Equipment and facilities are billed monthly at the rates proposed here for the quantities and months actually used (Agreement Section 7.1.5). The GMP carries an estimate equal to these rates times the estimated quantities and months. CM/GC owned Major Equipment (any item in the Rental Rate Blue Book for Construction Equipment, EquipmentWatch) is priced at unoperated, dry monthly rates. For each item, enter the Blue Book monthly ownership rate (with its age and region factors) in the Monthly Rate column and the percentage of it that you bid in the next column. The percentage may not exceed [70]% and may not exceed the local third party rental rate for comparable equipment (Section 6.1.5). Cumulative billings for each billing position are capped at [90]% of Blue Book replacement cost, after which the rate steps down to [50]% of the Blue Book ownership rate (Section 7.5.2); state replacement cost in the Clarifications column. Fuel, lubricants, and routine maintenance are reimbursed at actual invoiced cost and are not priced here. Equipment idle at the Owner's direction is paid at [50]% of the ownership rate. For facilities and items that are not Blue Book Major Equipment (trailers, containers, pool vehicles, third party rentals), enter your monthly rate and leave the percentage blank. Equipment owned by, leased from, or supplied by the Proposer or a related party is priced here as Proposer owned. Equipment for a trade scope belongs in that subcontract. Vehicles assigned to an individual are in that person's rate. List only major items here. Hand tools, small power tools, consumable supplies, and PPE are covered by the Section E percentage, and other general conditions are listed on the Anticipated GC List.

Description	Qty	Total Months	Monthly Rate (\$) (Blue Book ownership rate for Blue Book items)	% of Blue Book Bid (blank = 100%)	Total (\$)	Replacement cost, age and region factors, and site (required for CM owned Major Equipment)
Security Camera System					-	Truelook camera system by Owner. CM may provide a separate security system if desired.
Other Facilities for General Site Use (list each)					-	List each item and site. Software is included in the Fee.
Jobsite Office Trailer(s)					-	Including furnishings, and adequate space for OAC meetings
Storage Container(s)					-	
Pool / Site Pickup Truck(s) (not assigned to an individual)					-	Vehicles assigned to an individual are in that person's labor rate. Enter only pool or site vehicles here.
Telehandler(s)					-	List each item by Blue Book description.
Street Sweeper					-	
Crane(s) - Note model and Rating					-	
Other Major Equipment for General Site Use (list each: forklift, skid steer, loader, water truck, crane)					-	List each item by Blue Book description.
(insert additional rows as needed)					-	
Subtotal Major Equipment and Facilities					-	

SECTION E | SMALL TOOLS, CONSUMABLE SUPPLIES, AND PPE (Percentage of Section C Staff Cost) | AIA A133-2019 Section 7.1.5(c)

Enter one percentage of the Section C staff subtotal for small tools, consumable supplies, and personal protective equipment. The percentage is used to compare proposals, and the resulting amount is included in the evaluated total. At the GMP Amendment it is finalized as a not to exceed amount equal to this percentage times the staff cost carried in the GMP. These costs are reimbursed at actual cost up to that amount (Agreement Section 7.1.5(c)). Base the percentage on your historical averages for comparable projects and state the basis in the Clarifications column. No other general conditions are priced in this schedule. List them on the Anticipated GC List tab (Section G).

Description	Basis	Percentage	Section C Staff Subtotal (\$)	Comparison Amount (\$)	Clarifications / Basis (required)
Small tools, consumable supplies, and PPE	% of Section C staff subtotal		-	-	
Other general conditions are not priced here. See the Anticipated GC List tab.					
Subtotal Small Tools, Consumable Supplies, and PPE				-	

SECTION F | INSURANCE, BONDS, AND ITEMS REIMBURSED AT ACTUAL COST | AIA A133-2019 Sections 7.1.5 and 7.6

No Construction Manager's Fee shall be paid on insurance or bond costs (Agreement Sections 7.6.1, 7.6.1.1, and 7.6.1.2). The Base Amount is the Assumed Cost of the Work, because Agreement Sections 7.6.1 and 7.6.1.2 state the cost of liability insurance and bonds as a percentage of the Cost of the Work. Do not overwrite. Hydrant meter and utility charges and broadband are Costs of the Work reimbursed at actual cost and are included in the Fee Base. Permit fees paid by the Construction Manager are reimbursed at actual cost with no Fee and are excluded from the Fee Base (Section 6.1.2.2). They are not priced by the Proposer.

Description	Basis	Rate (%)	Base Amount (\$)	Total (\$)	Clarifications / Basis / Site (required)
Payment Bond and Performance and Maintenance Bond	% of Cost of the Work		\$39,000,000	-	
Subcontractor Default Insurance (if applicable)	% of Cost of the Work		\$39,000,000	-	
Construction Manager Liability Insurance	% of Cost of the Work		\$39,000,000	-	
(insert additional rows as needed)				-	
Builder's Risk and Pollution Liability Policies (premiums paid by Owner)	Owner Cost	N/A	N/A	-	Premiums paid by Owner (Agreement Section 7.6.1). The Construction Manager is responsible for the deductible portion of a Builder's Risk loss that arises out of the fault of the Construction Manager or a Subcontractor (Section B.2.3.1.4 of Exhibit B of the A133). Deductibles do not exceed \$25,000, except earth movement and flood, which Exhibit B of the A133 caps separately. A deductible the Construction Manager pays is not a Cost of the Work and earns no

Permit and other fees paid to governmental authorities	Actual cost	N/A	N/A	-	Reimbursed at actual cost as a Cost of the Work. Permit fees paid by the Construction Manager carry no Fee and are excluded from the Fee Base /Section 6.1.2.2). Not priced by Proposer.
Hydrant meter deposit, rental and usage; temporary utility usage charges; temporary broadband	Actual cost	N/A	N/A	-	Reimbursed at actual cost as a Cost of the Work and included in the Fee Base. The CMAR obtains the hydrant meter from Tulalip Utilities. The Owner pays consumption on existing Owner meters. Not priced by Proposer.
Subtotal Insurance and Bonds				-	

SECTION G | ANTICIPATED GENERAL CONDITIONS LIST AND RATE ASSUMPTIONS | Information only, not included in the total

Complete the Anticipated GC List tab and the items below. The list is a reference document showing the general conditions you anticipate beyond the items priced above, with a unit cost where you can estimate one. It is an estimate, and it does not limit what is reimbursable under Agreement Section 7.1.5(d). Do not include Contractor yard establishment and restoration, which will be developed with the GMP. Anything included in a staff or equipment rate cannot also be charged as another general conditions cost.

Item	Response	Clarifications	Notes
Anticipated GC List tab completed			
Basis for the small tools percentage (projects and historical average used)			
Escalation included in staff and equipment rates (percent per year, and through what month)			For information only. Rates are fixed at the first GMP and are not adjusted for escalation.

TOTAL PROPOSED CM/GC COST (Fee + General Conditions + Insurance and Bonds)

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This total is the Proposer's all in CM/GC cost for evaluation and is NOT the same as the AIA defined "Construction Manager's Fee" (Section A), which is the fixed dollar Fee alone per Article 6.1.2. Other general conditions, items reimbursed at actual cost, and Owner provided items are not priced and are not in this total. Section G and the Anticipated GC List are information only.

- Legend:**
Blue text
Black text
Grey / italic
Yellow fill
Light yellow fill

Proposer input cell. Enter values here.
Formula. Calculates automatically, do not overwrite.
Locked. Covered elsewhere or by the Owner; not priced by Proposer.
Additional rows the Proposer may use, and the Proposer name cell.
Owner provided project assumption, or the Fee Percentage cell.