

Attachment A LaneStaffing, Inc. 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?	35%
2.) What is the percentage of <u>Mark-Up</u> added to the Base rate for an <u>Light Industrial</u> position?	40%
3.) What is the percentage of <u>Mark-Up</u> added to the Base rate for an <u>Heavy Industrial</u> position?	45%
4.) What is the percentage of <u>Mark-Up</u> added to the Base rate for an <u>IT</u> position?	38%
5.) What is the minumum conversion time in (hours) for a temporary employee to be hired without incurring a conversion or buyout fee?	640
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: > > >	NA
hours: > > >	640
percentage > >	10%
Explain here:	A fee of 10% of the annualized hourly pay rate is prorated by the numbers of hours worked.
8.) Direct-Hire annual salary <u>percentage</u> of Mark-up. ** 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.	15%
9.) Direct-Hire guarantee period in hours.	720
10.) Payrolling percentage of Mark-Up.	29%

Attachment A

LaneStaffing, Inc.

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	\$24.00	\$30.00	1.35	\$0.00	\$40.50
A02	Accountant II	\$31.00	\$38.75	1.35	\$41.85	\$52.31
A03	Financial Analyst I	\$39.00	\$48.75	1.35	\$52.65	\$65.81
A04	Financial Analyst II	\$49.00	\$61.25	1.35	\$66.15	\$82.69
A05	Payroll Clerk	\$16.00	\$20.00	1.35	\$21.60	\$27.00
A06	Cost Accounting Specialist	\$24.00	\$30.00	1.35	\$32.40	\$40.50
A07	CPA	\$32.00	\$40.00	1.35	\$43.20	\$54.00
A08	Financial / Business Analyst	\$31.00	\$38.75	1.35	\$41.85	\$52.31
A09	Controller	\$45.00	\$56.25	1.35	\$60.75	\$75.94
A10	Auditor I	\$40.00	\$50.00	1.35	\$54.00	\$67.50
A11	Auditor II	\$51.00	\$63.75	1.35	\$68.85	\$86.06
Administrative Support and Clerical:						
B01	Accounting Clerk I	\$16.50	\$20.63	1.35	\$22.28	\$27.84
B02	Accounting Clerk II	\$21.00	\$26.25	1.35	\$28.35	\$35.44
B03	Accounting Clerk III	\$26.50	\$33.13	1.35	\$35.78	\$44.72
B04	Administrative Assistant	\$16.00	\$20.00	1.35	\$21.60	\$27.00
B05	Call Center Representative	\$14.00	\$17.50	1.35	\$18.90	\$23.63
B06	Copy Machine Operator	\$12.00	\$15.00	1.35	\$16.20	\$20.25
B07	Court Reporter	\$15.00	\$18.75	1.35	\$20.25	\$25.31
B08	Customer Service Representative I	\$12.00	\$15.00	1.35	\$16.20	\$20.25
B09	Customer Service Representative II	\$15.50	\$19.38	1.35	\$20.93	\$26.16
B10	Customer Service Representative III	\$19.50	\$24.38	1.35	\$26.33	\$32.91
B11	Data Entry Operator I	\$12.00	\$15.00	1.35	\$16.20	\$20.25
B12	Data Entry Operator II	\$15.50	\$19.38	1.35	\$20.93	\$26.16
B13	Document Preparation Clerk	\$14.00	\$17.50	1.35	\$18.90	\$23.63
B14	Executive Assistant	\$16.50	\$20.63	1.35	\$22.28	\$27.84
B15	General Clerk I	\$14.00	\$17.50	1.35	\$18.90	\$23.63
B16	General Clerk II	\$18.00	\$22.50	1.35	\$24.30	\$30.38
B17	General Clerk III	\$22.75	\$28.44	1.35	\$30.71	\$38.39
B18	Legal Secretary I	\$19.00	\$23.75	1.35	\$25.65	\$32.06
B19	Legal Secretary II	\$24.00	\$30.00	1.35	\$32.40	\$40.50
B20	Mail Room Clerk	\$16.00	\$20.00	1.35	\$21.60	\$27.00
B21	Messenger Courier	\$14.00	\$17.50	1.35	\$18.90	\$23.63
B22	Personnel Assistant (Employment) I	\$14.00	\$17.50	1.35	\$18.90	\$23.63
B23	Personnel Assistant (Employment) II	\$18.00	\$22.50	1.35	\$24.30	\$30.38
B24	Personnel Assistant (Employment) III	\$22.75	\$28.44	1.35	\$30.71	\$38.39
B25	Production Control Clerk	\$15.00	\$18.75	1.35	\$20.25	\$25.31
B26	Secretary I	\$16.00	\$20.00	1.35	\$21.60	\$27.00
B27	Secretary II	\$18.00	\$22.50	1.35	\$24.30	\$30.38
B28	Secretary III	\$23.00	\$28.75	1.35	\$31.05	\$38.81
B29	Supply Technician	\$15.00	\$18.75	1.35	\$20.25	\$25.31
B30	Receptionist/Switchboard Operator	\$14.00	\$17.50	1.35	\$18.90	\$23.63
B31	Records Management Clerk	\$17.75	\$22.19	1.35	\$23.96	\$29.95

B32	Travel Clerk I	\$23.00	\$28.75	1.35	\$31.05	\$38.81
B33	Travel Clerk II	\$29.00	\$36.25	1.35	\$39.15	\$48.94
B34	Travel Clerk III	\$36.50	\$45.63	1.35	\$49.28	\$61.59
B35	Word Processor I	\$16.00	\$20.00	1.35	\$21.60	\$27.00
B36	Word Processor II	\$21.00	\$26.25	1.35	\$28.35	\$35.44
B37	Word Processor III	\$26.50	\$33.13	1.35	\$35.78	\$44.72
Education:						
C01	Teacher I	\$21.36	\$26.70	1.35	\$28.84	\$36.05
C02	Teacher II	\$26.75	\$33.44	1.35	\$36.11	\$45.14
C03	Teacher III	\$33.50	\$41.88	1.35	\$45.23	\$56.53
C04	At Risk Counselor I	\$24.00	\$30.00	1.35	\$32.40	\$40.50
General Services and Materials Handling Support :						
D01	Forklift Operator	\$15.00	\$18.75	1.40	\$15.40	\$19.25
D02	Gardener	\$11.00	\$13.75	1.40	\$18.20	\$22.75
D03	General Maintenance Worker	\$13.00	\$16.25	1.40	\$16.80	\$21.00
D04	Janitor	\$13.00	\$16.25	1.40	\$16.80	\$21.00
D05	Laborer	\$12.00	\$15.00	1.40	\$21.60	\$27.00
D06	Librarian	\$16.00	\$20.00	1.35	\$18.90	\$23.63
D07	Library Aide/Clerk	\$14.00	\$17.50	1.35	\$16.88	\$21.09
D08	Library Technician	\$12.50	\$15.63	1.35	\$22.40	\$28.00
D09	Material Coordinator	\$16.00	\$20.00	1.40	\$25.20	\$31.50
D10	Material Handling Laborer	\$21.00	\$26.25	1.40	\$15.40	\$19.25
D11	Order Filler	\$14.00	\$17.50	1.40	\$0.00	\$0.00
D12	Shipping Packer	\$15.00	\$18.75	1.40	\$0.00	\$0.00
D13	Shipping / Receiving Clerk	\$16.50	\$20.63	1.40	\$26.14	\$32.67
D14	Stock Clerk	\$14.00	\$17.50	1.40	\$44.58	\$55.72
D15	Park Naturalist	\$16.00	\$20.00	1.40	\$0.00	\$0.00
D16	Recreation Specialist	\$18.00	\$22.50	1.40	\$43.20	\$54.00
D17	Warehouse Specialist	\$11.00	\$13.75	1.40	\$18.90	\$23.63
Health:						
E01	Breath Alcohol Technician	\$19.36	\$24.20	1.35	\$26.14	\$32.67
E02	Certified Occupational Therapist Assistant	\$35.06	\$43.83	1.35	\$47.33	\$59.16
E03	Certified Physical Therapist Assistant	\$33.02	\$41.28	1.35	\$44.58	\$55.72
E04	Claims Processor	\$14.36	\$17.95	1.35	\$19.39	\$24.23
E05	Claims Processor (Senior)	\$17.00	\$21.25	1.35	\$22.95	\$28.69
E06	Dental Assistant	\$15.00	\$18.75	1.35	\$20.25	\$25.31
E07	Dental Hygienist	\$17.00	\$21.25	1.35	\$22.95	\$28.69
E08	Dietary Aide	\$12.00	\$15.00	1.35	\$16.20	\$20.25
E09	EKG Technician	\$20.07	\$25.09	1.35	\$27.09	\$33.87
E10	Electroneurodiagnostic Technologist	\$24.16	\$30.20	1.35	\$32.62	\$40.77
E11	Eligibility / Insurance Verifier	\$14.60	\$18.25	1.35	\$19.71	\$24.64
E12	Eligibility Referral Coordinator	\$18.00	\$22.50	1.35	\$24.30	\$30.38
E13	Emergency Medical Technician	\$16.00	\$20.00	1.35	\$21.60	\$27.00
E14	Insurance Coordinator	\$16.00	\$20.00	1.35	\$21.60	\$27.00
E15	Licensed Practical Nurse I	\$19.23	\$24.04	1.35	\$25.96	\$32.45
E16	Licensed Practical Nurse II	\$25.00	\$31.25	1.35	\$33.75	\$42.19
E17	Licensed Practical Nurse III	\$32.00	\$40.00	1.35	\$43.20	\$54.00
E18	Medical Assistant	\$14.00	\$17.50	1.35	\$18.90	\$23.63
E19	Medical Laboratory Technician	\$14.90	\$18.63	1.35	\$20.12	\$25.15
E20	Medical Record Clerk	\$16.83	\$21.03	1.35	\$22.72	\$28.40
E21	Medical Record Technician	\$18.27	\$22.84	1.35	\$24.66	\$30.83
E22	Medical Transcriptionist	\$20.53	\$25.66	1.35	\$27.72	\$34.64
E23	Nuclear Medicine Technologist	\$27.40	\$34.25	1.35	\$37.00	\$46.24
E24	Nursing Assistant I	\$12.00	\$15.00	1.35	\$16.20	\$20.25
E25	Nursing Assistant II	\$15.50	\$19.38	1.35	\$20.93	\$26.16

E26	Nursing Assistant III	\$19.50	\$24.38	1.35	\$26.33	\$32.91
E27	Nursing Assistant IV	\$24.50	\$30.63	1.35	\$33.08	\$41.34
E28	Optical Dispenser	\$17.31	\$21.63	1.35	\$23.37	\$29.21
E29	Optical Technician	\$17.79	\$22.24	1.35	\$24.01	\$30.02
E30	Pharmacy Technician	\$12.00	\$15.00	1.35	\$16.20	\$20.25
E31	Phlebotomist	\$12.00	\$15.00	1.35	\$16.20	\$20.25
E32	Radiologic Technologist	\$19.23	\$24.04	1.35	\$25.96	\$32.45
E33	Registered Nurse I	\$21.15	\$26.44	1.35	\$28.56	\$35.70
E34	Registered Nurse II	\$26.50	\$33.13	1.35	\$35.78	\$44.72
E35	Registered Nurse III	\$33.50	\$41.88	1.35	\$45.23	\$56.53
E36	Registered Nurse IV	\$42.00	\$52.50	1.35	\$56.70	\$70.88
E37	Scheduler (Drug and Alcohol Testing)	\$13.22	\$16.53	1.35	\$17.85	\$22.31
E38	Substance Abuse Treatment Counselor	\$16.42	\$20.53	1.35	\$22.17	\$27.71
Information Technology:						
F01	Application Developer	\$20.67	\$25.84	1.38	\$28.53	\$35.66
F02	Application Support Analyst	\$33.17	\$41.47	1.38	\$45.78	\$57.22
F03	Applications Engineer	\$27.88	\$34.86	1.38	\$38.48	\$48.10
F04	Computer Operator I	\$15.00	\$18.75	1.38	\$20.70	\$25.88
F05	Computer Operator II	\$19.00	\$23.75	1.38	\$26.22	\$32.78
F06	Computer Operator III	\$24.00	\$30.00	1.38	\$33.12	\$41.40
F07	Computer Operator IV	\$31.00	\$38.75	1.38	\$42.78	\$53.48
F08	Computer Operator V	\$39.00	\$48.75	1.38	\$53.82	\$67.28
F09	Computer Programmer I	\$17.79	\$22.24	1.38	\$24.55	\$30.69
F10	Computer Programmer II	\$22.50	\$28.13	1.38	\$31.05	\$38.81
F11	Computer Programmer III	\$28.50	\$35.63	1.38	\$39.33	\$49.16
F12	Computer Programmer IV	\$35.75	\$44.69	1.38	\$49.34	\$61.67
F13	Computer Systems Analyst I	\$24.04	\$30.05	1.38	\$33.17	\$41.47
F14	Computer Systems Analyst II	\$31.00	\$38.75	1.38	\$42.78	\$53.48
F15	Computer Systems Analyst III	\$39.00	\$48.75	1.38	\$53.82	\$67.28
F16	Customer Support Administrator	\$22.12	\$27.64	1.38	\$30.52	\$38.15
F17	Customer Support Specialist	\$14.00	\$17.50	1.38	\$19.32	\$24.15
F18	Database Administrator	\$25.00	\$31.25	1.38	\$34.50	\$43.13
F19	Data Center Support Specialist	\$17.47	\$21.84	1.38	\$24.11	\$30.14
F20	Desktop Support Manager	\$57.21	\$71.51	1.38	\$78.95	\$98.69
F21	Desktop Support Specialist	\$19.02	\$23.78	1.38	\$26.25	\$32.81
F22	Developer	\$20.67	\$25.84	1.38	\$28.53	\$35.66
F23	Director of Technology	\$45.67	\$57.09	1.38	\$63.03	\$78.79
F24	Front End Web Designer	\$56.73	\$70.91	1.38	\$78.29	\$97.86
F25	GIS (Geographic Info. Systems) Tech. I	\$20.67	\$25.84	1.38	\$28.53	\$35.66
F26	GIS (Geographic Info. Systems) Tech. II	\$26.00	\$32.50	1.38	\$35.88	\$44.85
F27	Help Desk Specialist	\$19.71	\$24.64	1.38	\$27.20	\$34.00
F28	Help Desk Technician	\$19.71	\$24.64	1.38	\$27.20	\$34.00
F29	Information Systems Project Manager	\$29.81	\$37.26	1.38	\$41.13	\$51.42
F30	Information Technology Coordinator	\$25.96	\$32.45	1.38	\$35.83	\$44.78
F31	Information Technology Director	\$31.25	\$39.06	1.38	\$43.13	\$53.91
F32	Information Technology Manager	\$28.85	\$36.06	1.38	\$39.81	\$49.76
F33	IT Support Manager	\$57.21	\$71.51	1.38	\$78.95	\$98.69
F34	IT Support Specialist	\$16.83	\$21.03	1.38	\$23.22	\$29.03
F35	IT Systems Administrator	\$22.12	\$27.64	1.38	\$30.52	\$38.15
F36	Java Developer	\$24.52	\$30.65	1.38	\$33.84	\$42.30
F37	Management Information Systems Director	\$83.65	\$104.57	1.38	\$115.44	\$144.30
F38	Network/Communications Support Clerk	\$27.40	\$34.25	1.38	\$37.82	\$47.27
F39	Network Systems Administrator	\$26.44	\$33.05	1.38	\$36.49	\$45.61
F40	Peripheral Equipment Operator	\$20.19	\$25.24	1.38	\$27.87	\$34.83
F41	Senior Database Administrator	\$36.06	\$45.07	1.38	\$49.76	\$62.20

F42	Senior Network System Administrator	\$25.96	\$32.45	1.38	\$35.83	\$44.78
F43	Senior Programmer	\$32.69	\$40.87	1.38	\$45.12	\$56.39
F44	Senior Programmer Analyst	\$31.73	\$39.66	1.38	\$43.79	\$54.74
F45	Senior Security Specialist	\$25.96	\$32.45	1.38	\$35.83	\$44.78
F46	Senior Support Specialist	\$17.00	\$21.25	1.38	\$23.46	\$29.33
F47	Senior System Administrator	\$25.96	\$32.45	1.38	\$35.83	\$44.78
F48	Senior System Analyst	\$27.40	\$34.25	1.38	\$37.82	\$47.27
F49	Senior Web Administrator	\$18.27	\$22.84	1.38	\$25.21	\$31.51
F50	Senior Web Developer	\$21.63	\$27.04	1.38	\$29.86	\$37.32
F51	Software Developer	\$25.96	\$32.45	1.38	\$35.83	\$44.78
F52	Software Quality Assurance Analyst	\$33.17	\$41.46	1.38	\$45.77	\$57.22
F53	Support Specialist	\$23.56	\$29.45	1.38	\$32.51	\$40.64
F54	Systems Administrator	\$22.12	\$27.64	1.38	\$30.52	\$38.15
F55	Systems Analyst	\$25.48	\$31.85	1.38	\$35.16	\$43.95
F56	Systems Designer	\$24.52	\$30.65	1.38	\$33.84	\$42.30
F57	System Support Specialist	\$18.27	\$22.84	1.38	\$25.21	\$31.51
F58	Technical Operations Officer	\$57.21	\$71.51	1.38	\$78.95	\$98.69
F59	Technical Support Specialist	\$28.85	\$36.06	1.38	\$39.81	\$49.76
F60	Technical Specialist	\$26.44	\$33.05	1.38	\$36.49	\$45.61
F61	Telecommunications Specialist	\$25.96	\$32.45	1.38	\$35.83	\$44.78
F62	Web Administrator	\$36.54	\$45.67	1.38	\$50.42	\$63.03
F63	Web Developer	\$19.50	\$24.38	1.38	\$26.91	\$33.64
F64	Web Master	\$17.79	\$22.24	1.38	\$24.55	\$30.69
Procurement:						
G01	Buyer I	\$18.00	\$22.50	1.35	\$24.30	\$30.38
G02	Buyer II	\$23.00	\$28.75	1.35	\$31.05	\$38.81
G03	Buyer III	\$29.00	\$36.25	1.35	\$39.15	\$48.94
G04	Purchasing Manager	\$42.00	\$52.50	1.35	\$56.70	\$70.88
Professional:						
H01	Attorney	\$34.62	\$43.27	1.35	\$46.73	\$58.41
H02	Business Development Manager	\$19.23	\$24.04	1.35	\$25.96	\$32.45
H03	Business Development Sales Rep.	\$27.40	\$34.25	1.35	\$37.00	\$46.24
H04	Contract Administrator	\$14.90	\$18.63	1.35	\$20.12	\$25.15
H05	Contract Specialist	\$27.88	\$34.86	1.35	\$37.64	\$47.06
H06	Community Relations Representative II	\$46.63	\$58.29	1.35	\$62.96	\$78.70
H07	Community Relations Representative III	\$59.00	\$73.75	1.35	\$79.65	\$99.56
H08	Compliance Manager	\$20.19	\$25.24	1.35	\$27.26	\$34.07
H09	Contract Administrator	\$14.90	\$18.63	1.35	\$20.12	\$25.15
H10	Contract Manager	\$24.04	\$30.05	1.35	\$32.45	\$40.56
H11	Executive Consultant	\$66.35	\$82.93	1.35	\$89.57	\$111.96
H12	Facility Manager	\$21.00	\$26.25	1.35	\$28.35	\$35.44
H13	Fire / HAZMAT Specialist	\$25.96	\$32.45	1.35	\$35.05	\$43.81
H14	Grant Administrator	\$36.54	\$45.67	1.35	\$49.33	\$61.66
H15	Housing Specialist	\$16.44	\$20.55	1.35	\$22.19	\$27.74
H16	Human Resources Coordinatior	\$22.60	\$28.25	1.35	\$30.50	\$38.13
H17	Human Resources Manager	\$26.44	\$33.05	1.35	\$35.70	\$44.62
H18	Human Resources Specialist	\$20.67	\$25.84	1.35	\$27.91	\$34.89
H19	Inspection Manager	\$17.79	\$22.24	1.35	\$24.01	\$30.02
H20	Inspection Specialists	\$30.77	\$38.46	1.35	\$41.54	\$51.92
H21	Insurance Specialist I	\$12.98	\$16.23	1.35	\$17.52	\$21.91
H22	Insurance Specialist II	\$16.50	\$20.63	1.35	\$22.28	\$27.84
H23	Insurance Specialist III	\$20.75	\$25.94	1.35	\$28.01	\$35.02
H24	Law Enforcement Specialist	\$23.56	\$29.45	1.35	\$31.80	\$39.75
H25	Logistics Specialists	\$23.56	\$29.45	1.35	\$31.80	\$39.75
H26	Logistics Manager	\$19.71	\$24.64	1.35	\$26.61	\$33.26

H27	Marketing Specialist	\$21.15	\$26.44	1.35	\$28.56	\$35.70
H28	Paralegal/Legal Assistant I	\$13.46	\$16.83	1.35	\$18.17	\$22.72
H29	Paralegal/Legal Assistant II	\$17.00	\$21.25	1.35	\$22.95	\$28.69
H30	Paralegal/Legal Assistant III	\$21.50	\$26.88	1.35	\$29.03	\$36.28
H31	Paralegal/Legal Assistant IV	\$27.00	\$33.75	1.35	\$36.45	\$45.56
H32	Park Ranger	\$14.90	\$18.63	1.35	\$20.12	\$25.15
H33	Presentation Designer	\$20.67	\$25.84	1.35	\$27.91	\$34.89
H34	Principle Consultant	\$33.65	\$42.07	1.35	\$45.43	\$56.79
H35	Proofreader	\$17.79	\$22.24	1.35	\$24.01	\$30.02
H36	Public Assistance Specialist	\$28.18	\$35.23	1.35	\$38.04	\$47.55
H37	Safety Manager	\$23.08	\$28.85	1.40	\$32.31	\$40.38
H38	Security - unarmed	\$15.38	\$19.23	1.45	\$22.31	\$27.88
H39	Security - armed	\$18.75	\$23.44	1.35	\$25.31	\$31.64
H40	Senior Writer	\$24.52	\$30.65	1.35	\$33.10	\$41.38
H41	Social Media Manager	\$16.35	\$20.43	1.35	\$22.07	\$27.58
H42	Transportation Manager	\$14.90	\$18.63	1.35	\$20.12	\$25.15
H43	Website Designer	\$19.50	\$24.38	1.35	\$26.33	\$32.91
Scientific:						
I01	Wildlife Biologist	\$18.75	\$23.44	1.35	\$25.31	\$31.64
I02	Environmental Coordinator I	\$45.67	\$57.09	1.35	\$61.66	\$77.07
I03	Geologist	\$15.87	\$19.83	1.35	\$21.42	\$26.77
Miscellaneous:						
J01	Cashier	\$11.50	\$14.38	1.35	\$15.53	\$19.41
J02	Desk Clerk	\$12.00	\$15.00	1.35	\$16.20	\$20.25
J03	Lifeguard	\$12.00	\$15.00	1.35	\$16.20	\$20.25
J04	Park Attendant (Aide)	\$14.00	\$17.50	1.35	\$18.90	\$23.63
J05	Recreation Aide/Health Facility Attendant	\$11.00	\$13.75	1.35	\$14.85	\$18.56
J06	Recreation Specialist	\$12.00	\$15.00	1.35	\$16.20	\$20.25
J07	Sales Clerk	\$11.00	\$13.75	1.35	\$14.85	\$18.56
J08	School Crossing Guard	\$12.00	\$15.00	1.35	\$16.20	\$20.25
J09	Sports Official	\$16.00	\$20.00	1.35	\$21.60	\$27.00
J10	Load Ticket Data Entry Clerk	\$14.00	\$17.50	1.35	\$18.90	\$23.63