



October 27, 2015

Attn: Mr. James Gastineau
Deputy Administrator
Iowa Underground Storage Tank Fund
2700 Westown Parkway, Suite 320
West Des Moines, IA 50266

Subject: Request for Proposal
RFP Title: Environmental Support Services
RFP Number: RBCA 1509-01

Dear Mr. Gastineau:

Apex Companies, LLC (Apex) is pleased to provide the Iowa Underground Storage Tank Fund (IA UST Fund) with this Proposal for Environmental Support Services. Apex's team of experienced environmental professionals is prepared to deliver the IA UST Fund with high-quality environmental services. Our strength is our experience and proven program management capabilities based on innovation, knowledge, and attention to our clients' needs.

This proposal has been prepared to document our understanding of the services being requested by the IA UST Fund and present Apex's ability to provide cost-effective environmental solutions. We appreciate the opportunity to provide the IA UST Fund with this proposal and look forward to discussing Apex's capabilities with you further, especially our ability to self-perform many of the services requested. Please direct all questions or comments regarding this proposal to Mr. Eric Mueggenberg who will be our principal point of contact via email at emueggenberg@apexc.com, by telephone or by mail:

Apex Companies, LLC
10052 Justin Drive, Suite L
Urbandale, Iowa 50322
Office Telephone: 515-727-8025
Facsimile: 515-727-8028

Sincerely,
Apex Companies, LLC

A handwritten signature in black ink, appearing to read 'Diane Pals'.

Diane Pals
Project Manager

A handwritten signature in black ink, appearing to read 'Caley Parrish'.

Caley Parrish
Division Manager



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Attachments

- Attachment 1 Certification Letter
- Attachment 2 Authorization to Release Information Letter
- Attachment 3 Firm Proposal Terms
- Attachment 4 Letters of Reference

Checklist of Submittals

RFP REFERENCE SECTION	RESPONSE INCLUDED		LOCATION OF RESPONSE
	Yes	No	
3.1.1. Number of Copies of the Bid Proposal	✓		4 Copies
3.1.2. One (1) Public Copy with Confidential Information Excised		✓	
3.2.1 Transmittal Letter	✓		Page 1
3.2.2 Table of Contents	✓		Page 2
3.2.3 Executive Summary	✓		Page 3
3.2.4 Technical Specifications	✓		Page 3
3.2.5 Vendor Background Information	✓		Page 5
3.2.6 Experience	✓		Page 7
3.2.7 Personnel & Equipment	✓		Page 9
3.2.7.5 Subcontractors	✓		Page 6
3.2.8 Financial Information	✓		Page 14
3.2.9 Termination, Litigation, Debarment	✓		Page 15
3.2.10 Acceptance of Terms and Conditions	✓		Page 15
3.2.11 Certification Letter	✓		Attachment 1
3.2.12 Authorization to Release Information	✓		Attachment 2
3.2.13 Firm Proposal Terms	✓		Attachment 3

Executive Summary

Apex Companies, LLC is committed to providing excellence and value. Apex offers a wide range of comprehensive services and we blend our proven capabilities to develop creative solutions that meet our clients' needs.

We take time to understand specific goals, objectives, and requirements. We respond after fully understanding requirements and develop innovative solutions that reflect business realities. Apex provides top technical expertise but what sets us apart from other firms is our understanding of all the business and financial issues involved. We take our project management very seriously. We apply best business practices and use the latest project management tools to make certain that each job is completed in the most cost-and-time-effective manner. We work on a daily basis to ensure that projects are successful in every way. This style of client services has been instrumental in our thousands of successful engagements over the last 27 years.

Apex has read and full understands the terms and conditions of the RFP including the contract provisions in Section 6. Apex agrees to the terms and conditions, with the exceptions noted in the Acceptance of Terms and Conditions section on page 15 of the Proposal. Apex will draw on its extensive experience with the types of work requested in the RFP to ensure the terms and conditions are complied with.

Technical Specifications

Apex has a long history of providing underground storage tank (UST) services in the State of Iowa. Apex has performed UST services for numerous clients including the City of Van Meter, Nodaway Valley School District, and other petroleum retailers such as QuikTrip. We have been involved with many phases of the UST lifecycle including assessment, removal design, physical tank removal, removal oversight and closure. Our State of Iowa licensed UST removers make it possible for Apex to self-perform UST removal services and our Iowa Certified Groundwater Professionals (CGPs) provide consultation on all phases of leaking underground storage tank (LUST) work. We have Iowa Certified Water Well Drillers who can properly abandon monitoring wells associated with USTs during site closure.

Many of the UST projects Apex has undertaken in Iowa have required some form of corrective action. We have been involved with numerous soil and groundwater cleanup projects and have designed and operated a wide range of remediation systems. Apex staff have worked closely with the Iowa Department of Natural Resources (IDNR) through their Risk Based Corrective Action (RBCA) Program on many projects to develop corrective action plans resulting in sites being classified as "No Further Action."

The scope of work defined by the Board will be completed by or under the supervision of a Certified Groundwater Professional. Apex will complete assigned tasks in a timely matter. Any available internal and external resources will be used to complete the assigned scope of work. All activities will comply with applicable Department rules and guidelines as provided in 567 – 134 and 135 of the Iowa Administrative Code. Under this contract Apex is prepared to complete:

Site Checks

Limited Tier 1, 2, and 3 RBCA Activities
Site Monitoring Activities
Corrective Action Design Development and Implementation
Free Product Assessment and Recovery
Monitoring Well Installation, Repair and Closure
Abandoned Water Well Closure
Multi-Media Sampling and Analytical Testing
Petroleum Release 'forensic' Analyses
Records Searches
New Technology Recommendations
Pilot Testing
Remediation System Installation/Modification

Apex has and will continue to maintain a flexible schedule that is tolerant of change. As the selected contractor, Apex is prepared to provide professional and field services without delay if requested by the Board. All work will be completed in accordance with Federal, State, and local requirements. Agency approvals and permits will be obtained when necessary. All work will be staffed adequately to ensure deadlines are not required to be extended. Apex will use all available resources to complete assigned tasks on or before deadlines but in the unusual occurrence a deadline must be extended; Department or Board approval will be requested prior to the deadline.

Upon receipt of an assignment from the Board under this contract, Apex will immediately assign staff internally to lead the project. The project leader will be an experienced CGP. The project leader will request files associated with the project from IDNR and thoroughly review the available information in conjunction with the instructions from the Board. The project leader will identify any field tasks and solicit pricing and availability from any necessary subconsultants, such as drillers, to schedule field work as quickly as possible. The project leader will then coordinate field staff to perform the field work in an effort to get data from the laboratory expeditiously. Once all field data has been received, the project leader, with the monitored help of junior staff, will complete any required reporting. All Apex CGPs are extensively familiar with RBCA software and report preparation and have good working relationships with IDNR staff.

The key personnel involved with this project have substantial knowledge of the principles, practices, and techniques required to complete any assigned scope of work outlined in this proposal. Apex has many skilled personnel with the ability to complete environmental investigations, remedial design, construction, and remedial system operation and maintenance (O&M). Apex currently has four (4) IDNR Certified Groundwater Professionals and one (1) Certified Professional Geologist on staff that will be directly involved with this project and are knowledgeable in state, federal, and local environmental laws as well as the guidelines provided in 567 – 134 and 135 of the Iowa Administrative Code.

Apex has twelve (12) employees which collectively have over 80 years of environmental professional experience that will be heavily involved with this project.

Vendor Background Information

Apex, established in 1988, is a solution-oriented, customer focused, provider of professional environmental health, safety, and engineering-related services. Apex has a record of attracting the best and brightest in our industry. Apex provides a broad platform of services including: industrial hygiene services; hazardous material removal design and oversight; UST management, removal, and site assessment; due diligence; environmental assessment and remediation; regulatory compliance; water resource management; utilities and land planning. We employ more than 675 individuals with varied expertise and professional credentials including: Certified Industrial Hygienists, Professional Engineers, Professional Geologists, Certified Safety Professionals, Certified Hazardous Materials Managers, Construction Managers, Certified Storm Water Professionals, Certified Groundwater Professionals, Certified Inspectors, and Licensed Waste Water Treatment Operators. Headquartered in Rockville, MD we operate from more than 50 branch locations throughout the United States. Regionally, Apex maintains offices in Urbandale, Iowa, Lenexa, Kansas; Minneapolis, Minnesota; and Chicago, Illinois.

Recognized as a leader in the environmental services industry, a few of the awards and recognitions Apex has received are noted below:

- Ranked among the Top 200 Environmental Firms by ENR Magazine
- Ranked among the Top 30 All-Environmental Firms by ENR Magazine
- Awarded the National Association of Environmental Professionals (NAEP) Environmental Excellence Award
- Named a Zweig White HOT Firm

Our strength is our experience and proven program management capabilities based on innovation, creative pricing strategies, and risk sharing. Based on our knowledge of services to be completed for this assignment and our experience completing similar tasks for a variety of other clients, the 10-member Apex team in our Iowa office is uniquely suited to support the services being requested by the Board for this assignment, and have the backing of experts across the country. Our experience coupled with our ability to provide the administrative and support staff to meet the IA UST Funds needs will ensure the requirements for this project will be met in a professional and timely manner.

Contractor Contact Information:

Apex Companies, LLC
Attn: Eric Mueggenberg
10052 Justin Drive, Suite L
Urbandale, IA 50322
Phone: (515) 727-8025
Fax: (515) 727-8028
Email: emueggenberg@apexcos.com

The contact provided is the main point of contact for contractual and technical matters regarding the Proposal and well as scheduling and other project specifics. Apex is a limited liability corporation that was established in 1988. Apex has been registered to do business in Iowa since approximately 1997/1998.

Subcontractors

Based on the scope of services for a particular work assignment, Apex may periodically solicit the services of outside subcontractors, laboratories, or sub-consultants. These services may include, but not be limited to: subsurface soil boring and groundwater well installation; analytical laboratory services; and land surveying. The majority of these services will be secured from vendors doing business within the State of Iowa; however, some analytical services will be sourced from providers outside of Iowa due to the lack of available local resources. All subcontractors, laboratories, and sub-consultants that may be employed by Apex have sufficient resources to provide timely response to project needs. The following is a listing of subcontractors who may be used for assignments under this contract. All subcontractors hired by Apex are well skilled in their areas of work and properly licensed.

Keystone Laboratories, Inc.

600 East 17th Street, Suite B
Newton, IA 50208
(800) 858-5227
(Iowa-SCWA, WW, UST, SW/CS)

Below Ground Surface, Inc.

1126 East 1823 Road
Eudora, KS 66025
(785) 542-1200

Test America

704 Enterprise Drive
Cedar Falls, IA 50613
(800) 750-2401
(IA-SDWA,WW,RCRA,UST,DW,SW/CS;AIHA;NELAC)

Hazardous Waste Management, Inc.

2000 SE 44th Court
Grimes, IA 50111
(515) 986-4800

Impact 7G Drilling Services

6505 Merle Hay Road, Suite B
Johnston, IA 50131
(515) 473-6256

Accounting Firm

Apex's accounting firm:

Aronson, LLC.
805 King Farm Blvd, Suite 300
Rockville, MD 20850

Experience

Apex was established in 1988 as an environmental consulting firm, the Iowa office opened in 1998. The type of work requested in the RFP have been completed by Apex since the formation of the company. Apex has experts in all aspects of LUST work being requested in the Urbandale office as well as the backing of experts across the country. Apex has provided the full spectrum of tasks being requested for a variety of client types for private and Fund eligible projects. Letters of Reference from selected clients are included in **Attachment 4**. The following are summaries of three representative projects.

Gene Shook
Guthrie Center, IA
Registration: 190913807
LUST: 9LTE07

Apex began the Gene Shook project in 2003. The site is an old gas and service station that had leaking underground storage tanks. The original Tier 2 that was completed for the site indicated that the site was classified as High Risk for Drinking Water Wells (DWWs), Actual Confined Space Residential (ACSR), Actual Sanitary Sewer Residential (ASSR), and Potential Groundwater Source (PGWS) for groundwater ingestion, groundwater vapor, and soil leaching pathways. The maximum groundwater Benzene concentration in the original Tier 2 was 16,200 ppb. Groundwater elevations typically range between 25-35 feet below grade surface (bgs). Apex installed an Air Sparge/Soil Vapor Extraction (AS/SVE) system in 2005. Due to the depth of the groundwater contamination Apex was required to install an alternative form of AS technology which consisted of various AS wells scattered throughout the site. The SVE portion of the system consisted of a conventional SVE blower. As of August 2009 90% of the AS points have discontinued their operation and the SVE system has been shut down. The source well's concentration has reduced from 16,200 ppb in July of 2002 to the most recent sampling on May 14, 2015 with 71.3 ppb benzene. All high risk and low risk pathways have been reclassified to No Action Required with the exception for the Soil to Water Line pathway. Apex anticipates approval of the Tier 3 Work Plan from the Iowa Department of Natural Resources to evaluate of the Soil to Water Line pathway. The site has not received NAR classification but Apex anticipates closure in the near future.

TRC Companies, Inc.
Magellan Des Moines Terminal
Des Moines, IA

Apex was awarded a contract for remediation work at the Magellan Des Moines Terminal in November 2006. The terminal had a significant release in 1997 that contaminated roughly 50 acres of soil and groundwater. The major receptor in the area is Four-Mile Creek that flows adjacent to the property and eventually connects to the Des Moines River. Apex has been working closely with IDNR Field Office #5 on reaching the remediation goals. Apex has implemented various technologies on the site including:

Free-phase product recovery

Source area remediation by soil vapor extraction (SVE) and air sparge (AS)

Dissolved-phase hydrocarbon remediation with an air lift trench (ALT)

SVE/density-driven convection (DDC)
Catalytic oxidation (CatOx) air treatment

Up to 15 separate remediation systems have operated at the site using the above technology. The terminal has been divided into a "northern half" and a "southern half." In 2009 Apex was granted permission by the IDNR to turn off all "southern half" systems because remediation goals have been met. In 2015, Apex was granted permission by the IDNR to turn off all "northern half" systems because remediation goals have been met. Apex is currently in the process of plugging and abandoning numerous miles worth of underground remediation piping.

Bussanmas Apco
Bevington, IA
Registration: 8603224
LUST: 8LTP19

The site first recorded retail petroleum activities in 1939 when the owner installed 3 underground storage tanks and operated it as a retail petroleum station. The station remained operational until 1953 which is when the current owner's relative took possession. In 1970 the property changed hands for the final time when the current property owner purchased the property.

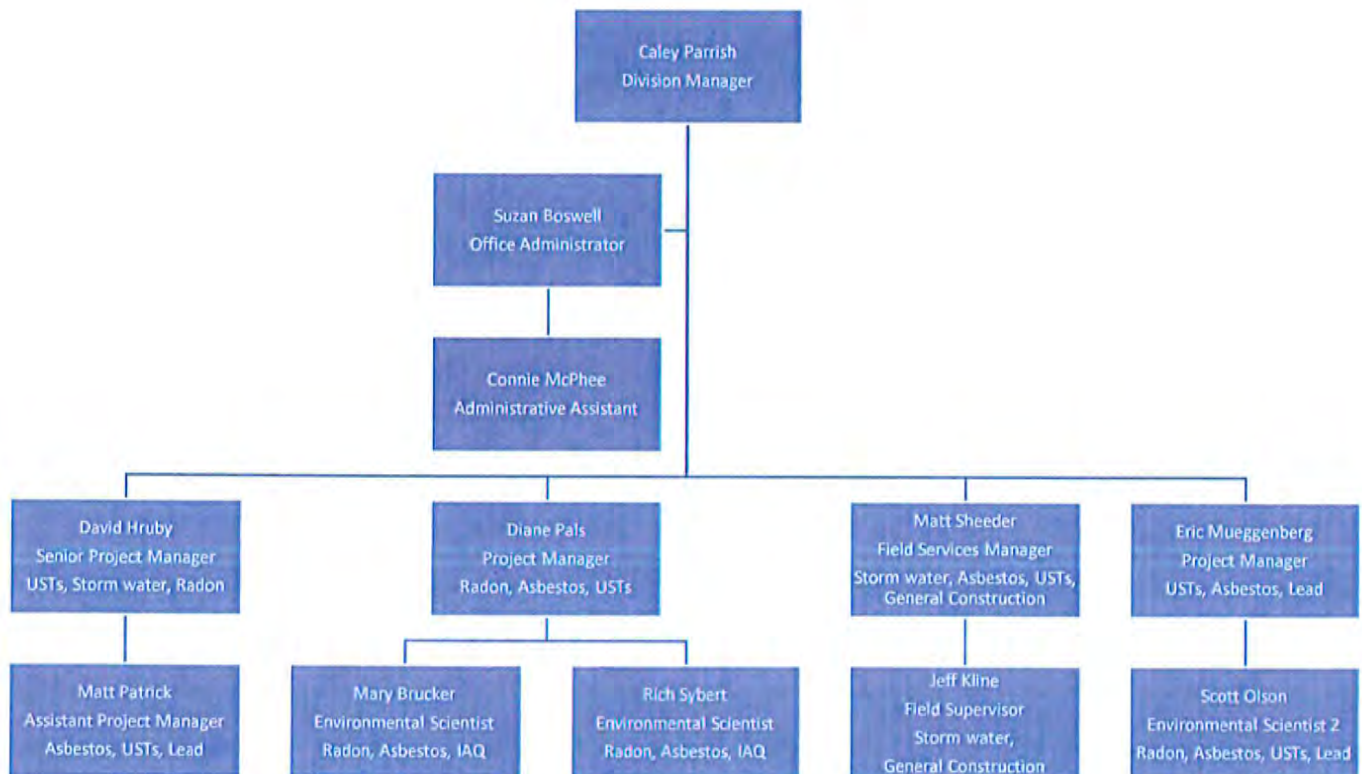
Discovery of a release happened during excavation activities associated with site upgrades in 1991. Multiple consultants had performed work at the site until Apex won the competitive bid to perform a Risk Based Corrective Action (RBCA) Tier 2 evaluation and free product removal/monitoring and reporting at the site. The Tier 2 SCR identified high-risk pathways that required corrective action or Tier 3 evaluation. It was discovered that nine different monitoring wells had significant free product thickness. In some monitoring wells over 8 feet of free product thickness was discovered. Apex executed an IDNR approved Tier 3 work plan in March of 2001.

A Dual Phase Extraction (DPE) and Air Sparge (AS) system was put in service in November 2002. The DPE system was connected to wells on the north and south side of Highway 92 in Bevington, IA. The AS system is installed in three wells on the south side of Highway 92. Since the system has been in operation the extent of contamination, as measured by the modeled area of the benzene plume, has decreased significantly from its original size. As of September 2015, free phase product exists in two of the nine monitoring wells where it was originally observed. The remediation system had reached its full potential and was shut down. The system was effective in reducing all free product levels onsite and has decreased the source well's benzene concentration by more than 50%.

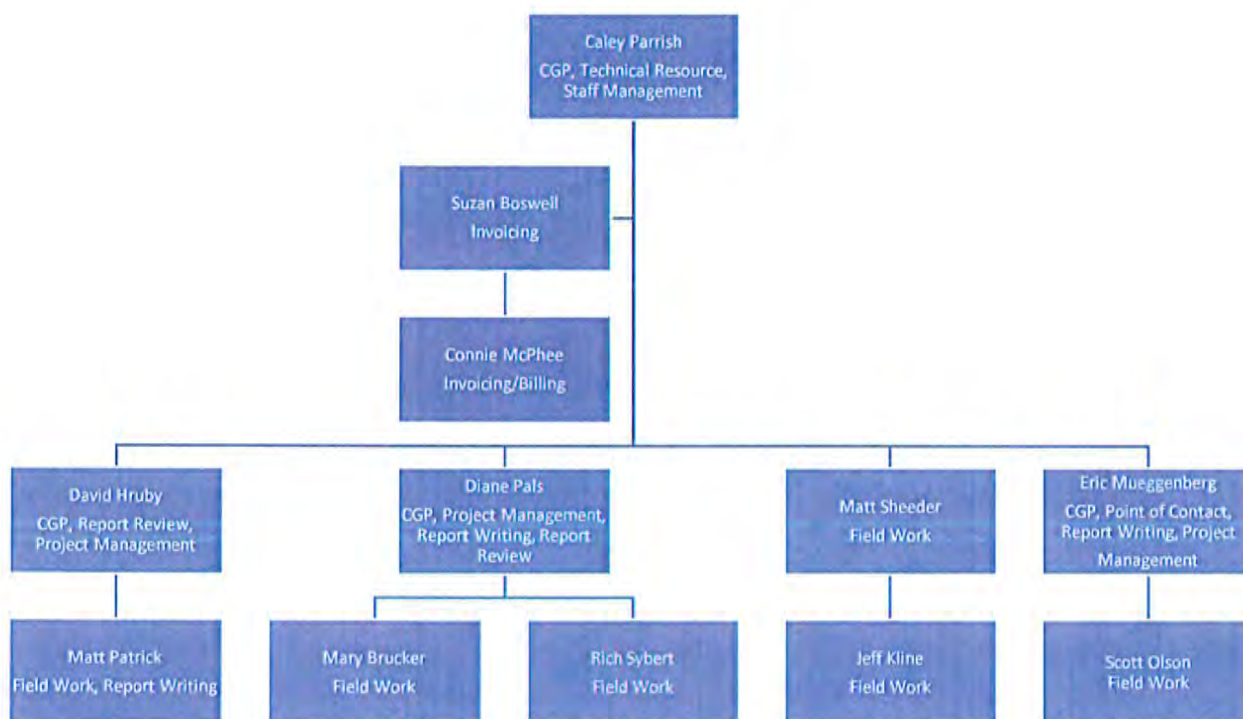
A High Vacuum event was performed in October 2015 at a monitoring well on an adjacent Property to enhance bioremediation and remove contaminated groundwater and free product. Apex will determine if the High Vacuum event on the remaining monitoring well at the site will be effective and future events may be proposed.

Personnel and Equipment

The following chart illustrates the organization of the Iowa Apex Office with lines of authority. All personnel who perform professional on-site work have completed the OSHA 40-hour HAZWOPER training and associated refreshers, have First Aid and CPR training, and are currently fit tested for respirator use.



Apex staff members have been selected to comprise the core Apex team that will be dedicated to meeting the IA UST Fund's environmental needs. These individuals have been selected based on their experience with the requested services. The following chart depicts what tasks the members of the Apex team will perform under the contract. No subcontractors are specifically known at this time. Apex anticipates hiring laboratories and drilling subcontractors if needed to collect field data.



The following are resume summaries for Apex staff who will perform work on the contract.

Division Manager

Mr. Caley Parrish currently functions as the Division Manager of the Apex Iowa and Minnesota offices. Mr. Parrish has a BA in Geology and over twenty-three years of post-college professional experience in the environmental consulting field, with a concentration in soil and groundwater remediation and construction. He has comprehensive knowledge both as a consulting Geologist/Environmental Project Manager and as a Construction Manager at RCRA, CERCLA, UST, and AST sites. During his career he has managed and performed over 100 environmental site assessments, installed over 40 remediation systems, performed and managed UST/AST removals at over 250 sites, as well as over-excavation, demolition, and site restoration projects at over 250 contaminated retail petroleum, industrial, government, and pipeline sites throughout the Midwest. Mr. Parrish's responsibilities under this contract will be internal program oversight, technical consultation, and document review, among others. His certifications include the following:

- OSHA 8-Hour Hazardous Waste Site Supervisor
- OSHA 8-Hour Trenching and Excavation
- OSHA 8-Hour Confined Space Entry
- OSHA 10-Hour Construction Safety and Health
- Excavation and Trenching Competent Person
- Iowa Certified Groundwater Professional (#1936)
- Iowa Water Well Contractor (#6025)
- Iowa Certified UST Remover (#1221)

Senior Project Manager

Mr. David Hruby is an Apex senior project manager with a BS in Agricultural Systems Technology and more than 10 years of experience in environmental consulting and construction. He has been involved in various site investigation and remediation projects throughout the Midwest, including numerous LUST sites evaluated under RBCA. Mr. Hruby has managed, reviewed, or conducted environmental site assessments at commercial, industrial, manufacturing and undeveloped properties in accordance with ASTM procedures and client-specific scopes-of-work. Phase II activities include conducting soil borings to evaluate potential onsite and offsite sources of contamination, installation of groundwater monitoring wells to delineate contamination plumes, evaluating vapor intrusion risks, asbestos surveys, lead-based paint surveys, indoor air quality assessments, and report preparation. Mr. Hruby has been involved with IDNR RBCA Tier 1, Tier 2, and Tier 3 assessments throughout the state of Iowa. Mr. Hruby has been a key person in effective responses and closures to pipeline emergencies in the states of Iowa, Nebraska, and Illinois. He provides senior oversight and management for numerous clients. For this contract, Mr. Hruby will provide assistance with staff coordination and document review. His certifications include:

- OSHA 8-Hour Confined Space Non Entry Rescue
- Iowa Certified Groundwater Professional (#2073)
- Iowa Certified UST Remover (#1334)

Project Manager

Ms. Diane Pals will provide direct project management for this contract. Ms. Pals will oversee field activities and will coordinate field staff as well as provide document review. She is an experienced hydrogeologist with a BS in Geology, a MS in Hydrogeology and Water Resources, and over 17 years of professional environmental experience in all types of groundwater and soil remediation projects. Ms. Pals has completed numerous Phase I and Phase II ESAs in accordance with ASTM standards. Ms. Pals has performed work on all facets of numerous LUST projects in Iowa including tank closure, Tier 1, Tier 2, CADR, Tier 3, SMRs, Free Product Reports, remediation, and site closeout. Her certifications include the following:

- OSHA 8-Hour Hazardous Waste Site Supervisor
- Iowa Asbestos Project Designer (#15-4325PD)
- Iowa Asbestos Inspector (#15-4326I)
- Iowa Certified Groundwater Professional (#1941)
- Iowa Asbestos Management Planner (#15-4325)

Mr. Eric Mueggenberg will be the main point of contact for the contract. Mr. Mueggenberg will oversee field activities, coordinate field staff, as well as produce reports. He is an experienced geologist with a BS in Geology and over 12 years of professional environmental experience. Mr. Mueggenberg has completed hundreds of RBCA Report reviews while employed with another firm and has extensive knowledge of the RBCA program as a whole. He has completed numerous projects including tank closure, Tier 1, Tier 2, CADR, Tier 3, SMRs, Free Product Reports, remediation, and site closeout. His certifications include the following:

- Iowa Asbestos Project Designer (#15-4895)
- Iowa Asbestos Management Planner (#15-4897)
- Iowa Asbestos Inspector (#15-4896)
- Iowa Certified Groundwater Professional (#1993)
- Professional Geologist, Nebraska (#G-0337)
- Certified Lead Inspector/Risk Assessor (#: IA2008-INSP-0094)
- Iowa Water Well Contractor (#9516)

Assistant Project Manager

Mr. Matt Patrick will provide assistance with managing and performing projects for this contract. Mr. Patrick will oversee field activities and will coordinate field staff as well as provide document review. He has a BS in Environmental Science and over four years of professional environmental experience in all types of groundwater, lead, asbestos, and due diligence projects. Mr. Patrick has completed numerous Phase I and Phase II ESAs in accordance with ASTM standards and has performed field work for LUST sites. His certifications include the following:

- Iowa Asbestos Project Designer (#15-4892)
- Iowa Asbestos Inspector (#14-3429I)
- Iowa Asbestos Management Planner (#15-4893)
- Certified Lead Inspector/Risk Assessor (#: 0006770-INSP)
- Certified Lead Abatement Contractor (#: 0006770-CONT)
- Certified Lead Sample Technician/Visual Risk Assessor (#: 0006770-SAMP)

Project Environmental Scientists

Mr. Rich Sybert is experienced with hazardous material inspection and removal oversight projects, and UST projects. Mr. Sybert is an Environmental Scientist with a BS in Geology and one year of experience in the environmental field. Mr. Sybert has assisted with numerous LUST projects including sample collection and free product recovery. His certifications include the following:

- Iowa Asbestos Inspector (#15-5082)
- Certified Radon Measurement Specialist (#S00410)

Mr. Scott Olson has a BS in Environmental Science and Biology and more than 7 years experience in the environmental field. Mr. Olson will conduct field activities including drilling, sampling, free product recovery, and various other remediation oversight. Mr. Olson has experience completing asbestos inspections; environmental compliance auditing, subsurface soil and groundwater investigations; and radon services. Mr. Olson also performs GIS data management and environmental due diligence. His certifications include:

- Iowa Asbestos Inspector (#15-5180)
- Certified Radon Measurement Specialist (#S00365)
- Asbestos Fiber Counting (NIOSH 582)

Ms. Mary Brucker is experienced with hazardous material inspection and removal oversight projects, groundwater projects, and due diligence. Ms. Brucker has a BA in Environmental Science and a year of experience in the environmental field. Ms. Brucker may assist with field work including drilling, excavation oversight, free product recovery, and sample collection. Her certifications include the following:

- Iowa Asbestos Inspector (#15-5081)
- Certified Radon Measurement Specialist (#S00411)
- Asbestos Fiber Counting (NIOSH 582)

Field Services Manager

Mr. Matthew Sheeder is a field services manager for site investigation and remediation projects. He has an AAS in Agribusiness and with over 9 years of professional experience in the environmental consulting field. Mr. Sheeder's responsibilities at Apex include the field duties for all types of phases of remediation construction, storm water management, O&M services, petroleum pipeline emergency response services, and operation of heavy construction equipment. During his career Mr. Sheeder has installed remediation systems, performed UST/AST removals, over-excavation, and site restoration projects at retail petroleum, industrial, and pipeline sites throughout the Midwest. Mr. Sheeder will perform field work including drilling, remediation implantation, site decommissioning, and soil and groundwater sampling. His certifications include:

- OSHA 16-Hour Confined Space Non Entry Rescue
- OSHA 24 hour Permit Required Confined Space Entry
- OSHA 8 hour Trench and Excavation Competent Person
- Iowa Asbestos Inspector (#14-35391)

Equipment

For a listing of the equipment Apex has on hand to be used to complete tasks for the contract, see the associated Cost Proposal. It includes a list of equipment on hand with the associated cost of use. These

items are located in our Urbandale office. Additionally, Apex has contracts with various companies who rent field equipment for use on the occasion we do not own the equipment needed.

Financial Information

Apex is a leading national water resources and environmental services firm dedicated to providing private and public sector clients with full-service, single-source solutions for routine and complex projects. Clients depend on the Company to consistently provide the technical expertise and solutions requisite in the industry while differentiating itself with a quick response time, professional performance, high-quality results, and cost efficiency.

Apex is an entrepreneurially minded company focused on customer service and profitability. The Company's constant emphasis on customer service and financial performance permeates deep into Apex's culture. The Company possesses a strong base of business that is diversified across numerous markets and among thousands of projects each year. Apex's outstanding service and technical expertise create customer retention that drives recurring revenue from existing clients. With the recent industry consolidation, Apex is one of the few remaining pure-play environmental consulting and engineering firms with a national scale.

The Company has a history of revenue growth, strong cash flow characteristics, and revenue visibility from an expanding backlog and contracted recurring revenue. Apex has historically maintained a very strong positive cash flow with net cash provided by operating activities in excess of \$9,000,000 for the past five years. The firm also has a \$5,000,000 line of credit that has only been drawn upon once in the past six years and currently has nothing outstanding on the line as such Apex does not anticipate any difficulties in meeting payroll demands or our ability to pay subcontractors. As a matter of practice, Apex pays most vendors net 30 days unless there is a written agreement specifying different payment terms such as with consultants typically stipulating net 10 days and large teaming agreements that are project specific. Apex maintains long term relationships with many of our vendors and has never been sued for non-payment. The industry in which Apex competes is a large and stable market, with no example of negative growth during the last 30 years. Since 2004, the industry has grown at a 6.8% compounded annual growth rate. The industry is expected to continue strong growth due to the increased build out of infrastructure and the ever evolving regulatory environment. In addition, "the restoration economy" increasingly serves as a key driver of growth in the industry as companies restore and redevelop contaminated assets and properties to facilitate economic development. As a result, growth in the industry is expected to persist for the foreseeable future.

Apex services are uniquely positioned to benefit from positive trends within its end-markets. Water scarcity and water quality concerns will continue to drive demand for water-related environmental services, allowing Apex to leverage its water expertise on a national scale. Apex's other service lines are in high demand due to rising energy costs and an aging infrastructure throughout its end-markets. As clients build out their respective infrastructures, they will continue to seek quality advice on

environmental, regulatory and legal matters, "green" design and sustainable site and project management. The following are provided for financial reference:

ALS Laboratory Group
104050 Stancliff Road
Houston TX 77253
281-530-5656

Summers Technologies, Inc.
3731 East Rockwood Drive
Phoenix, AZ 85050
602-614-6169

Neff Rental
12101 Tac Court
Manassas VA 20109

Termination, Litigation, Debarment

Over more than 5 years, Apex has **NOT** experienced any of the following:

- Had a contract terminated for any reason
- Had damages or penalties against or dispute resolution settlements entered into by Apex
- Had any other order, judgment, or decree of any Federal or State authority barring, suspending, or otherwise limiting Apex to engage in any business practice or activity
- Had any litigation or threatened litigation, administrative or regulatory proceedings, or similar matters to which Apex or its officers have been party.
- Had any irregularities discovered in any of the accounts maintained by Apex on behalf of others

Acceptance of Terms and Conditions

Apex accepts the General Terms and Conditions provided in the RFP with the following modifications for the Boards Consideration:

Attachment 5, Delete the language in Article 13.1.3, so the Contractor's indemnity obligation is limited to any negligent, intentional or wrongful act or omission of the Contractor or any agent or subcontractor utilized or employed by the Contractor as specified in Article 13.1.2.

Add new Article:

Limitation of Liability. Contractor's total aggregate liability to the State and any other indemnified parties or third parties is limited to \$1,000,000 for any and all injuries, damages, claims, losses or expenses arising out of this Agreement for any cause or causes. None of the parties are liable to the others for indirect, incidental or consequential damages.

Attachment 1

Certification Letter



October 27, 2015

Mr. James Gastineau, Deputy Administrator
Iowa Underground Storage Tank Fund
2700 Westown Parkway, Suite 320
West Des Moines, IA 50266

Re: RBCA 1509-01

Dear Mr. James Gastineau:

I certify to that the contents of the Proposal submitted on behalf of Apex Companies, LLC (Contractor) in response to the Iowa Underground Storage Tank Fund for RFP RBCS 1509-01 for Environmental Support Services are true and accurate. I also certify that Apex Companies, LLC (Apex) has not knowingly made any false statements in its Proposal.

Certification of Independence

I certify that I am a representative of Apex expressly authorized to make the following certifications in behalf of Apex. By submitting a Proposal in response to the RFP, I certify in behalf of Apex the following:

1. The Proposal has been developed independently, without consultation, communication or agreement with any employee or consultant to the Board or with any person serving as a member of the evaluation committee.
2. The Proposal has been developed independently, without consultation, communication or agreement with any other contractor or parties for the purpose of restricting competition.
3. Unless otherwise required by law, the information found in the Proposal has not been and will not be knowingly disclosed, directly or indirectly prior to Board's issuance of the Notice of Intent to Award the contract.
4. No attempt has been made or will be made by Contractor to induce any other contractor to submit or not to submit a Proposal for the purpose of restricting competition.
5. No relationship exists or will exist during the contract period between Contractor and the Board or any other State Board that interferes with fair competition or constitutes a conflict of interest.

Certification Regarding Debarment

6. I certify that, to the best of my knowledge, neither Contractor nor any of its principals: (a) are presently or have been debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by a Federal Board or State Board; (b) have within a three year period preceding this Proposal been convicted of, or had a civil judgment rendered against them for commission of fraud, a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) transaction or contract under a public transaction, violation of antitrust statutes; commission of embezzlement, theft, forgery, falsification or destruction of records, making false statements, or receiving stolen property; (c) are presently indicted for or criminally or civilly charged by a government entity (federal, state, or local) with the commission of any of the offenses enumerated in (b) of this certification; and (d) have not within a three year period preceding this Proposal had one or more public transactions (federal, state, or local) terminated for cause.

This certification is a material representation of fact upon which the Board has relied upon when this transaction was entered into. If it is later determined that Contractor knowingly rendered an erroneous certification, in addition to other remedies available, the Board may pursue available remedies including suspension, debarment, or termination of the contract.



Certification Regarding Registration, Collection, and Remission of Sales and Use Tax

7. Pursuant to *Iowa Code sections 423.2(10) and 423.5(8) (2011)* a retailer in Iowa or a retailer maintaining a business in Iowa that enters into a contract with a state Board must register, collect, and remit Iowa sales tax and Iowa use tax levied under *Iowa Code chapter 423* on all sales of tangible personal property and enumerated services. The Act also requires Contractors to certify their compliance with sales tax registration, collection, and remission requirements and provides potential consequences if the certification is false or fraudulent.

By submitting a Proposal in response to the (RFP), the Contractor certifies the following: (check the applicable box)

Contractor is registered with the Iowa Department of Revenue, collects, and remits Iowa sales and use taxes as required by *Iowa Code Chapter 432*; or

Contractor is not a "retailer" or a "retailer maintaining a place of business in this state" as those terms are defined in *Iowa Code subsections 423.1(42) and (43)*.

Contractor also acknowledges that the Board may declare the Contractor's Proposal or resulting contract void if the above certification is false. The Contractor also understands that fraudulent certification may result in the Board or its representative filing for damages for breach of contract in addition to other remedies available to Board.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Caley Parrish', written over a horizontal line.

Caley Parrish
Division Manager

Attachment 2

Authorization to Release Information Letter



October 27, 2015

Mr. James Gastineau, Deputy Administrator
Iowa Underground Storage Tank Fund
2700 Westown Parkway, Suite 320
West Des Moines, IA 50266

Re: RBCA 1509-01 – AUTHORIZATION TO RELEASE INFORMATION

Dear Mr. James Gastineau:

Apex Companies, LLC (Contractor) hereby authorizes the Iowa Underground Storage Tank Fund ("Board") or a member of the Evaluation Committee to obtain information regarding its performance on other contracts, agreements or other business arrangements, its business reputation, and any other matter pertinent to evaluation and the selection of a successful Contractor in response to RFP RBCA 1509-01.

The Contractor acknowledges that it may not agree with the information and opinions given by such person or entity in response to a reference request. The Contractor acknowledges that the information and opinions given by such person or entity may hurt its chances to receive contract awards from the State or may otherwise hurt its reputation or operations. The Contractor is willing to take that risk.

The Contractor hereby releases, acquits and forever discharges the State of Iowa, the Board, their officers, directors, employees and agents from any and all liability whatsoever, including all claims, demands and causes of action of every nature and kind affecting the undersigned that it may have or ever claim to have relating to information, data, opinions, and references obtained by the Board or the Evaluation Committee in the evaluation and selection of a successful Contractor in response to the RFP.

The Contractor authorizes representatives of the Board or the Evaluation Committee to contact any and all of the persons, entities, and references which are, directly or indirectly, listed, submitted, or referenced in the Contractor's Proposal submitted in response to RFP.

The Contractor further authorizes any and all persons and entities to provide information, data, and opinions with regard to its performance under any contract, agreement, or other business arrangement, its ability to perform, business reputation, and any other matter pertinent to the evaluation of the Contractor's Proposal. The Contractor hereby releases, acquits and forever discharges any such person or entity and their officers, directors, employees and agents from any and all liability whatsoever, including all claims, demands and causes of action of every nature and kind affecting the Contractor that it may have or ever claim to have relating to information, data, opinions, and references supplied to the Board or the Evaluation Committee in the evaluation and selection of a successful Contractor in response to RFP.

A photocopy or facsimile of this signed Authorization is as valid as an original. Sincerely,

Caley Parrish *APEX COMPANIES, LLC*
[Printed Name of Contractor Organization]


Caley Parrish, Division Manager

10/27/15
Date

Attachment 3

Firm Proposal Terms

October 27, 2015

Attn: Mr. James Gastineau
Deputy Administrator
Iowa Underground Storage Tank Fund
2700 Westown Parkway, Suite 320
West Des Moines, IA 50266

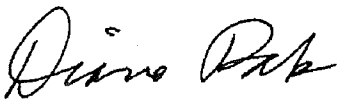
Subject: Firm Proposal Terms
RFP Title: Environmental Support Services
RFP Number: RBCA 1509-01

Dear Mr. Gastineau:

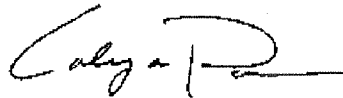
Apex Companies, LLC (Apex) guarantees the goods and/or services offered in this RFP are currently available and that all Proposal terms, including price, will remain firm for 120 days following the deadline for submitting Proposals.

Sincerely,

Apex Companies, LLC



Diane Pals
Project Manager



Caley Parrish
Division Manager

Attachment 4

Letters of Reference

Letter of Recommendation

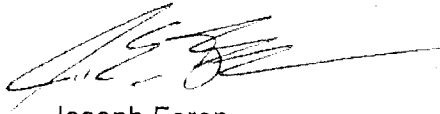
This is a letter of recommendation. Apex has performed the following work for City of Audubon

Tier 2 Site Cleanup Reporting and assessment,
Site reconnaissance,
Soil boring installation,
And monitoring well installation.

Provided are the locations of performed services:
Farris Sinclair and Tires, 408 Market, Audubon, Iowa

If you should have any questions please do not hesitate to call me at (712)563-3269.

Respectfully,



Joseph Foran
Audubon City Clerk (2176)
P: 712-563-3269 | F: 712-563-3269
City of Audubon
410 North Park
Audubon, Iowa 50025
cityclerk@cityofauduboniowa.com



GREENFIELD
ENVIRONMENTAL TRUST GROUP

Greenfield Environmental Multistate Trust LLC
Trustee of the Multistate Environmental Response Trust
Greenfield Environmental Trust Group, Inc., Member
1920 232nd Place SE, Bothell, Washington 98021
Telephone: (206) 890-6293
ke@g-etg.com

October 27, 2015

Letter of Recommendation

Apex Companies, LLC
10052 Justin Drive, Suite L
Urbandale, IA 50322

To Whom It May Concern:

The Greenfield Environmental Multistate Trust LLC, Trustee of the Multistate Environmental Response Trust (Multistate Trust) is providing this letter of recommendation for Apex Companies LLC (Apex) as they have successfully completed numerous environmental actions for the Multistate Trust over the last couple of years. These include the following:

- Tier 1 Site Cleanup Reporting and assessment,
- Tier 2 Site Cleanup Reporting and assessment,
- Site reconnaissance,
- Soil boring installation,
- Monitoring well installation, and
- Site closure activities.

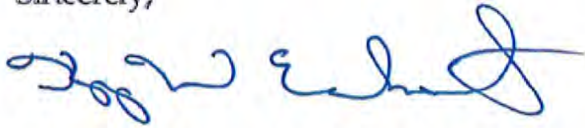
The locations for the performance of these environmental actions include:

- Former Kerr-McGee Service Station, 436 Lincoln Way, Nevada, Iowa
- Former Kerr-McGee Service Station 9352, 1508 Park Avenue, Muscatine,
Iowa
- Former Kerr-McGee Service Station 9648, 1001 North Broadway Street,
Red Oak, Iowa

The Multistate Trust plans to continue to use Apex for on-going and future environmental actions in Iowa and other nearby States. If you have any questions or require any additional information, please do not hesitate to contact me at (206) 890-6293 or via e-mail at ke@g-etg.com.

Greenfield Environmental Multistate Trust LLC
Page 2 of 2

Sincerely,

A handwritten signature in blue ink, appearing to be "Kipp W. Eckert", written in a cursive style.

Greenfield Environmental Multistate Trust LLC
Trustee of the Multistate Environmental Response Trust
By: Greenfield Environmental Trust Group, Inc., Member
By: Kipp W. Eckert PE, Portfolio & Project Manager



October 27, 2015

To whom it may concern,

Apex Companies, LLC (Apex) has provided the Des Moines Public Schools (DMPS) with professional environmental consulting services since 2001. Services that Apex have provided to DMPS have included, but not been limited to: asbestos inspection, removal design and removal oversight; underground storage tank (UST) removal design, closure and reporting; indoor air quality (IAQ) services; storm water management; and others.

A key component of Apex's services to DMPS has been associated with the management and closure of DMPS' inventory of out-of-service USTs. UST-related projects that Apex have assisted with have included tank closure activities, Tier I and Tier II site assessment investigations, and all of the associated and necessary field and reporting services. Apex has displayed a great deal of professionalism and knowledge in assisting DMPS in this area.

Apex has been an important part of the DMPS team over the course of time that they have been engaged with DMPS projects. They have displayed the ability to provide the appropriate level of staffing with the knowledge necessary to successfully help DMPS meet our goals. Their breadth of experience and the professionalism of their people would be an asset to the Iowa Department of Natural Resources program for which they are proposing their services.

Please feel free to contact me directly with any questions you may have regarding Apex's relationship with DMPS and our experience working with their staff.

Regards,

A handwritten signature in black ink, appearing to read "David R. Berger", written over a horizontal line.

David R. Berger
Energy and Environmental Specialist
Des Moines Public Schools
1917 Dean Avenue
Des Moines, Iowa 50316
David.berger@dmschools.org
515-242-7706 (office phone)

Facility Services

1917 Dean Avenue | Des Moines, Iowa 50316-3720 | P: 515-242-7706 | F: 515-265-8998
Website: www.dmschool.org



October 27, 2015

Attn: Mr. James Gastineau
Deputy Administrator
Iowa Underground Storage Tank Fund
2700 Westown Parkway, Suite 320
West Des Moines, IA 50266

Subject: Request for Proposal
RFP Title: Environmental Support Services – COST PROPOSAL
RFP Number: RBCA 1509-01

Dear Mr. Gastineau:

Apex Companies, LLC (Apex) is pleased to provide the Iowa Underground Storage Tank Fund (IA UST Fund) with this Cost Proposal for Environmental Support Services. Apex's team of experienced environmental professionals is prepared to deliver the IA UST Fund with high-quality environmental services. Our strength is our experience and proven program management capabilities based on innovation, knowledge, and attention to our clients' needs.

This cost proposal has been prepared to accompany our technical proposal and outline the costs associated with the services being requested by the IA UST Fund. We appreciate the opportunity to provide the IA UST Fund with this cost proposal and look forward to discussing Apex's capabilities with you further, especially our ability to self-perform many of the services requested. Please direct all questions or comments regarding this proposal to Mr. Eric Mueggenberg who will be our principal point of contact via email at emueggenberg@apexcoss.com, by telephone or by mail:

Apex Companies, LLC
10052 Justin Drive, Suite L
Urbandale, Iowa 50322
Office Telephone: 515-727-8025
Facsimile: 515-727-8028

Sincerely,

Apex Companies, LLC

A handwritten signature in black ink, appearing to read 'Diane Pals'.

Diane Pals
Project Manager

A handwritten signature in black ink, appearing to read 'Caley Parrish'.

Caley Parrish
Division Manager

Attachment 1 Schedule of Costs and Fees
Attachment 2 Criteria for Cost Evaluation



Attachment 1

Schedule of Costs and Fees

Payment Terms

Per *Iowa Code § 8A.514* the State of Iowa is allowed sixty (60) days to pay an invoice submitted by a vendor.

Cost Proposal

This document provides Apex's Schedule of Costs and Fees for typical environmental work as described in Section 3.3.1 that may be associated with the services described the RFP or those services not identified in this RFP but which may be necessary for completion of the contract requirements.

1. Report Costs (completed per Department requirements)	
(a) RBCA Tier 1	<u>\$1,250.00</u>
(b) RBCA Tier 2	<u>\$2,000.00</u>
(c) Site Monitoring Report	<u>\$500.00</u>
(d) Free Product Assessment Report	<u>\$325.00</u>
(e) Free Product Recovery & Reporting:	
1. Mobilization (per visit):	<u>\$225.00</u>
2. Free Product measurement & recovery (per well)	<u>\$45.00</u>
3. Disposal of water & free product (per gallon)	<u>\$1.00</u>
4. Free Product Recovery Report (per report)	<u>\$80.00</u>
5. Other costs (identify and explain)	<u>Cost + 15%</u>
2. Mobilization Costs	
(a) Mobilization including mileage / vehicle for field staff	<u>\$225.00</u>
(b) Mobilization including mileage / vehicle for drilling rig & crew	<u>\$520.00</u>
3. Receptor Survey	<u>\$300.00</u>
4. Pathway Evaluations (RBCA Tier 2 / SMR - itemize)	<u>\$250.00 / pathway</u>
5. Soil Borings	
(a) Soil boring cost, 25 ft. deep per borehole	<u>\$434.00</u>
(b) Additional cost per ft. for borings greater than 25 ft. deep	<u>\$18.00</u>
6. Monitoring Wells (inclusive of boring costs)	
(a) Monitoring wells, 25 ft deep per well	<u>\$920.00</u>
(b) Additional cost per ft. for monitoring wells greater than 25 ft. deep	<u>\$27.00</u>
7. Soil and Groundwater Sampling	
(a) Groundwater sampling – collection and analytical costs	
1. Method OA-1, MtBE, per sample	<u>\$145.00</u>
2. Method OA-1, per sample	<u>\$125.00</u>



3. Method OA-2, per sample	<u>\$50.00</u>
4. Method OA1, MtBE, OA-2, per sample	<u>\$225.00</u>
 (b) Soil sampling – collection and analytical costs	
1. Method OA-1, MtBE, per sample	<u>\$145.00</u>
2. Method OA-1, per sample	<u>\$125.00</u>
3. Method OA1, OA-2, per sample	<u>\$175.00</u>
4. Method OA1, MtBE, OA-2, per sample	<u>\$225.00</u>
 (c) Plugging of monitoring wells	
	<u>\$150.00</u>
(d) Completion of monitoring wells abandonment form	<u>\$45.00</u>
 8. Sampling of receptors including water lines, drinking water wells, non-drinking water wells – collection and analytical costs	
(a) Method OA-1, MtBE, per sample	<u>\$145.00</u>
(b) Method OA-1, per sample	<u>\$125.00</u>
(c) Method OA-1, OA-2, per sample	<u>\$175.00</u>
(d) Method OA-1, MtBE, OA-2, per sample	<u>\$225.00</u>
 9. Soil Gas Points @ 10 ft. per point	
	<u>\$500.00</u>
 10. Soil Gas sampling – collection and analytical costs (NIOSH 1501), per sample	
	<u>\$150.00</u>
11. Hydraulic Conductivity Testing (per Department requirements), each test	<u>\$250.00</u>
12. Access Agreements (neighboring properties)	<u>\$105.00</u>
13. Utility Notifications (if no RBCA report is completed)	<u>\$125.00</u>
14. Iowa Groundwater Professional, hourly rate	<u>\$105.00</u>

Other Items (identify and explain when item applies)

Attachment 2

Criteria for Cost Evaluation

For the cost comparison evaluation, an example is provided using the costs identified in Attachment 1. The comparison is based on the preparation of an Iowa RBCA Tier 2 SCR, free product recovery, and site closure for a fictional "site". The scope of work for the evaluation consists of the following:

Investigation		Unit Rate	Units	Cost
Personnel Mobilization, 2 events	(Item 2(a))	\$225.00	2	\$450.00
Drill Rig Mobilization, 1 event	(Item 2(b))	\$520.00	1	\$520.00
Receptor Survey, 1 event	(Item 3)	\$300.00	1	\$300.00
Soil Borings (25 ft) x 6 borings	(Item 5(a))	\$434.00	6	\$2,604.00
Monitoring Well (25 ft) x 3	(Item 6(a))	\$920.00	3	\$2,760.00
Soil Samples (OA-1, mtbe) x 6	(Item 7(b)(1))	\$145.00	6	\$870.00
Groundwater Samples (OA-1, mtbe) x3	(Item 7(a)(1))	\$145.00	3	\$435.00
Off-site access requests, 1 request	(Item 12)	\$105.00	1	\$105.00
Sampling of 3 water lines (OA-1, mtbe)		\$145.00	3	\$435.00
	(Item 8(a))			
RBCA Tier 2 report		\$2,000.00	1	\$2,000.00
	(Item 1(b))			
<u>Free Product (FP) Recovery</u>				
Mobilization x 3 events		\$225.00	3	\$675.00
	(Item 1(e)(1))			
Measurement & recovery, 3 wells/event	(Item 1(e)(2))	\$45.00	3	\$135.00
FP Recovery Report, 1 report	(Item 1(e)(4))	\$80.00	1	\$80.00
Plugging of monitoring wells	(Item 7(c))	\$150.00	3	\$450.00
Well Abandonment Forms (3 wells)	(Item 7(d))	\$45.00	3	\$135.00
Other items (identified by Contractor)				
			Total Cost:	\$11,954.00



Work completed by Apex in support of the IA UST Fund Environmental Support Service contract will be done on a not-to-exceed time and materials as directed by the Board for each assignment. Hourly and reimbursable rates established in this section are valid the life of the contract.

General Pricing

Personnel

Labor charges for personnel completing assignments under this contract will be at the Hourly Unit Rates set forth in the following table.

Assigned Position	Hourly Unit Rate
Division Manager	\$140
Senior Project Manager	\$120
Project Manager	\$105
Assistant Project Manager	\$90
Environmental Scientist/Asbestos Inspector	\$75
Technician	\$65
Drafter/Illustrator	\$60
Administrative Assistant	\$55

Equipment

Usage rates for equipment owned and maintained by Apex will be charged at rates identified in the following table. Equipment rented from vendors will be charged at the rental rate plus 15%.

Field Equipment/Instruments	Daily Rate	Weekly Rate	Monthly Rate
Sampling Bailer (per unit)	\$15.00	N/A	N/A
LEL Meter	\$50.00	\$200.00	\$500.00
4-Gas Meter	\$90.00	N/A	N/A
pH, DO, Conductivity Meter	\$35.00	N/A	N/A
Photoionization Analyzer (PID)	\$90.00	\$425.00	\$1,275.00
Thermal Air Meter/Velocity Meter	\$50.00	\$200.00	\$500.00
Hand Operated Diaphragm/Centrifugal	\$90.00	\$425.00	\$1,275.00
Peristaltic Pump	\$40.00	\$160.00	\$480.00
Positive Disp. Shallow Well WTDP	\$75.00	\$300.00	\$750.00
Colorimetric Tube Air Monitoring Pump	\$20.00	\$80.00	\$200.00
Detector Tubes (per unit)	\$15.00	N/A	N/A
Sampling pump 3gpm	\$35.00	\$140.00	\$350.00
Interface Probe	\$65.00	\$260.00	\$650.00
Respirators (Level C)	\$30.00	\$120.00	\$300.00
Respirator Cartridges - Chemical (per pair)	\$22.00	N/A	N/A
Survey Equipment	\$40.00	N/A	N/A
GPS Receiver	\$20.00	\$80.00	\$200.00
Well Locks (per unit)	\$16.00	N/A	N/A
Decon Equipment (per well)	\$2.00	N/A	N/A
Hand Auger	\$35.00	\$140.00	\$350.00



Field Equipment/Instruments	Daily Rate	Weekly Rate	Monthly Rate
Metal Detector	\$35.00	\$140.00	\$350.00
Bentonite	\$10.00 / Bag	N/A	N/A
Drum (per unit)	\$100.00	N/A	N/A
Generator 2500 Watts	\$100.00	\$400.00	\$1,000.00
Hand Tools	\$40.00	N/A	N/A
1/2 Mask Respirator with Cartridges	\$10.00 / Use	N/A	N/A
High-Volume Air Sampling Pump	\$15.00 / Set	N/A	N/A
PCM Sampling Cassette	\$1.00	N/A	N/A
TEM Sampling Cassette	\$1.00	N/A	N/A
Tyvek Protective Outerwear	\$5.00	N/A	N/A
Wondermaker ACM Sampler	\$1.50	N/A	N/A
Air-O-Cell Cassette	\$4.50	N/A	N/A
MEA Agar Plates	\$2.00	N/A	N/A
Zefon Bio Pump	\$35.00	\$60.00	\$100.00
Anderson A6 Sampler	\$35.00	\$60.00	\$100.00
In-House PCM Analysis	\$15.00 / Each	N/A	N/A
Trailer Charge	\$20.00	\$80.00	\$200.00
Truck Charge	\$40.00	N/A	N/A
Project Mileage	\$0.70 / Mile	N/A	N/A

Subcontracted Services

Laboratory analytical charges associated with completion of project assignments under this contract will be charged at rates established in the following table plus 15%. These are established rates in place between Apex and selected laboratory services providers. Apex will preferentially use laboratories doing business within the State of Iowa, as feasible.



UST Laboratory Services		
	Soil	Water
BTEX and MTBE by 8260	\$60.00	\$60.00
BTEX by OA1	\$30.00	\$30.00
Total Extractable Hydrocarbons	\$30.00	\$30.00

Predetermining rates for some specialty subcontract services (i.e. groundwater monitoring well installation and land surveying services) is not feasible. Variables such as site conditions, project scope, subsurface conditions, aerial extent, etc. factor into the determination of fees for these services. Apex maintains relationships with numerous well drilling, direct push, and land surveying subcontractors throughout the State of Iowa. Rates for these services can be determined as additional information is ascertained for specific projects.

Other Rates

Costs incurred by Apex in the completion of work under this contract which are directly associated with project activities including, but not limited to: vehicle rentals; reproduction costs, including large-format drawings and specifications; parking; etc. will be charged at the cost incurred plus 15%. Vehicle mileage, other than that incurred during the use of project-specific rental vehicles, will be charged at a rate of \$0.70 per mile. Rental vehicles will be used when the cost to secure and operate a rental vehicle is less than that which would be incurred by the use of personal or Apex-owned vehicles for which mileage charges would apply. Per diem rates for allowable travel-related meals and lodging are \$51 and \$97, respectively. Submissions for reimbursable per diem and lodging charges will be in accordance with applicable State of Iowa Accounting Policies and Procedures. Please note, for projects local to the Apex office, per diem charges are not applicable.