



AllRisk, Inc.  
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Contractor Registration # 13VH00684300

November 10, 2021

Educational Services Commission of New Jersey  
1660 Stelton Road  
Piscataway, NJ 08854

Attention: Pat M. Moran  
Business Administrator / Board Secretary

Re: Disaster Recovery Services RFP #ESCNJ 17/18-34

Dear Mr. Moran:

Please find enclosed a thumb drive with the updated Xactimate estimating software price list, NJCA8X\_Sep21, for year five of our contract award. We are also attaching the Fee Schedule from our RFP bid referencing this yearly update.

If there is anything additional we need to provide please let us know.

Best Regards,

A handwritten signature in blue ink, appearing to read "Lou Crisci".

Lou Crisci  
Sr. Vice President  
Director of Operations

**Fees:**

AllRisk, Inc. due to the nature of restoration services utilizes Xactimate estimating software. This software is designed for the restoration industry and is accepted and utilized by most restoration contractors, insurance adjusters, and insurance carriers.

This estimating software is designed to encompass the vast intricacies of restoration and to base its pricing structure upon this industry to include variances for labor, materials, and equipment. This software allows for geographical variances as well as external factors causing fluctuation to cost of services.

AllRisk, Inc. is providing a data price printout for the geographical area of its corporate headquarters in New Jersey for uniformity and to be used for all members of the ESCNJ. AllRisk, Inc. will once per year of the contract term provide an updated Xactimate data price list to be publicized within the ESCNJ for its members' reference.

**Pricing reduction:**

AllRisk, Inc. will extend to the ESCNJ members pricing that are less than that which is extended to other AllRisk, Inc. clients through lower mark-ups on labor, subcontractors, equipment, and materials.

**Non New Jersey prevailing wage labor rates:**

For work performed that is not required by the Department of Labor to be prevailing wages, labor rates will be per the Xactimate estimating software.

Regular working hours are Monday through Friday, 7 am to 3:30, non-holiday. Hours other than these are overtime and calculated at the labor rate plus 50 %.

Example is as follows:

If a general laborer rate is \$38.78 per hour (non-overtime / non holiday), 50 % is added for overtime. The overtime rate would be \$58.17 per hour.

**New Jersey prevailing wage labor rates:**

Labor rates that are required by the Department of Labor to be Prevailing wages, labor rates within the program will be adjusted. This adjustment will be calculated by using the posted Department of Labor Classification rate and increasing it by 55 %.

Example is as follows:

If the Laborer - Asbestos & Hazardous Waste Removal Journeyman Craft Classification is posted by the Department of Labor inclusive of Wage and Fringe is \$52.79 per hour (non-overtime / non holiday), 55 % (\$29.04) is added for a billable rate of \$81.83 per hour (non-overtime / non holiday).

All overtime hours for prevailing wages are per the Department of Labor requirements.

**Subcontractors:**

All subcontractor costs to be invoiced at AllRisk, Inc. cost plus 20%.

Note: In most cases, AllRisk, Inc. uses subcontractors for mechanical services.

Example is as follows:

If an electrician charges AllRisk, Inc. \$500.00 for work performed, AllRisk, Inc. will invoice the member \$600.00.

**Project Management:**

Project manager labor cost will be invoiced at \$95.00 per hour. No overtime rates apply.

**Reconstruction:**

Overhead and profit margin will be applied to all reconstruction (repair) estimates at 10 % overhead and 10 % profit (.20).

**Sampling of Non New Jersey prevailing wage hourly rates:**

Attached is a printout of non-New Jersey prevailing wage hourly labor rates for ease of reference. All rates are a sampling taken from the enclosed Xactimate Estimating Software data printout (Camden 9/2017).

Note: No sampling of New Jersey prevailing wage rates is enclosed as these rates are based upon 55 % added to the Department of Labor published rates. (Please see above)

**Sampling of daily equipment rates:**

Attached is a printout of daily equipment rates for ease of reference. All rates are a sampling taken from the enclosed Xactimate Estimating Software data printout (Camden 9/2017).

**Sampling of material rates:**

Attached is a listing of material rates for ease of reference.