

**EXHIBIT "B"**  
**SALARY COSTS**

Hillers Electrical Engineering, Inc.

**Project No:** E-11-18  
**Project Title:** Continuing Service Contract - Electrical Engineering Services  
**Facility Name:** City of Pompano Beach

Employee Title		Maximum Raw Salary \$/Hour	Overhead 141.8% \$/Hour	Fringe 19.5% \$/Hour	Profit 10.0% \$/Hour	Total Hourly Rate \$/Hour
Project Manager		\$62.00	\$87.92	\$12.09	\$16.20	\$177.94
Professional Engineer		\$56.35	\$79.90	\$10.99	\$14.72	\$161.72
Project Engineer		\$47.50	\$67.36	\$9.26	\$12.41	\$136.32
CADD / Technician		\$28.90	\$40.98	\$5.64	\$7.55	\$82.94
Clerical		\$25.60	\$36.30	\$4.99	\$6.69	\$73.47
		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Overall Multiplier =						2.87

Multiplier of 2.87 is calculated as follows:

OVERHEAD= HOURLY RATE X OVERHEAD (141.8)%

FRINGE= HOURLY RATE X FRINGE (19.5) %

PROFIT = (HOURLY RATE+ OVERHEAD + FRINGE) X PROFIT (10)%

MULTIPLIER= (HOURLY RATE +OVERHEAD + FRINGE + PROFIT) /HOURLY RATE 2.87