

## Agenda

- Life to date labor expenditures data
- Graphical representation of data
- Firm summary
- Questions


## Quarterly Summary GEC

|  |  | Local Labor |  |  | Non-Local Labor |  |  | Total Labor |  | Expenses |  | Total Billing |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Q1 | February 2009 to April 2009 | \$ | 59,229.45 | 17\% | \$ | 283,668.29 | 83\% | \$ | 342,897.74 | \$ | 4,204.07 | \$ | 347,101.81 |
| Q2 | May 2009 to July 2009 | \$ | 136,008.78 | 17\% | \$ | 643,238.88 | 83\% | \$ | 779,247.66 | \$ | 10,964.35 | \$ | 790,212.01 |
| Q3 | August 2009 to October 2009 | \$ | 115,167.23 | 16\% | \$ | 607,146.72 | 84\% | \$ | 722,313.95 | \$ | 17,699.52 | \$ | 740,013.47 |
| Q4 | November 2009 to January 2010 | \$ | 60,114.93 | 18\% | \$ | 269,619.98 | 82\% | \$ | 329,734.91 | \$ | 5,683.89 | \$ | 335,418.80 |
| Q5 | February 2010 to April 2010 | \$ | 101,557.41 | 24\% | \$ | 318,251.34 | 76\% | \$ | 419,808.75 | \$ | 15,336.32 | \$ | 435,145.07 |
| Q6 | May 2010 to July 2010 | \$ | 77,484.13 | 41\% | \$ | 109,226.70 | 59\% | \$ | 186,710.83 | \$ | 6,956.80 | \$ | 193,667.63 |
| Q7 | August 2010 to October 2010 | \$ | 226,558.38 | 63\% | \$ | 133,019.86 | 37\% | \$ | 359,578.24 | \$ | 13,134.47 | \$ | 372,712.71 |
| Q8 | November 2010 to January 2011 | \$ | 452,722.51 | 76\% | \$ | 146,586.04 | 24\% | \$ | 599,308.55 | \$ | 11,793.22 | \$ | 611,101.77 |
| Q9 | February 2011 to April 2011 | \$ | 544,920.11 | 72\% | \$ | 212,852.60 | 28\% | \$ | 757,772.71 | \$ | 17,956.28 | \$ | 775,728.99 |
| Q10 | May 2011 to July 2011 | \$ | 658,586.15 | 82\% | \$ | 144,867.64 | 18\% | \$ | 803,453.79 | \$ | 23,204.33 | \$ | 826,658.12 |
| Q11 | August 2011 to October 2011 | \$ | 646,879.57 | 79\% | \$ | 172,482.21 | 21\% | \$ | 819,361.78 | \$ | 24,546.58 | \$ | 843,908.36 |
| Q12 | November 2011 to January 2012 | \$ | 633,527.60 | 76\% | \$ | 197,931.47 | 24\% | \$ | 831,459.07 | \$ | 25,226.57 | \$ | 856,685.64 |
| Q13 | February 2012 to April 2012 | \$ | 1,157,956.61 | 51\% | \$ | 1,106,140.92 | 49\% | \$ | 2,264,097.53 | \$ | 37,562.06 | \$ | 2,301,659.59 |
| Q14 | May 2012 to July 2012 | \$ | 1,077,699.25 | 44\% | \$ | 1,349,538.11 | 56\% | \$ | 2,427,237.36 | \$ | 40,266.14 | \$ | 2,467,503.50 |
| Q15 | August 2012 to October 2012 | \$ | 1,154,129.90 | 53\% | \$ | 1,010,636.88 | 47\% | \$ | 2,164,766.78 | \$ | 38,919.57 | \$ | 2,203,686.35 |
| Q16 | November 2012 to January 2013 | \$ | 824,898.05 | 51\% | \$ | 805,077.25 | 49\% | \$ | 1,629,975.30 | \$ | 29,873.31 | \$ | 1,659,848.61 |
| Q17 | February 2013 to April 2013 | \$ | 698,713.82 | 58\% | \$ | 510,825.76 | 42\% | \$ | 1,209,539.58 | \$ | 17,271.46 | \$ | 1,226,811.04 |
| Q18 | May 2013 to July 2013 | \$ | 636,647.93 | 52\% | \$ | 581,535.79 | 48\% | \$ | 1,218,183.72 | \$ | 10,411.85 | \$ | 1,228,595.57 |
| Q19 | August 2013 to October 2013 | \$ | 326,549.15 | 41\% | \$ | 466,972.99 | 59\% | \$ | 793,522.14 | \$ | 52,593.37 | \$ | 846,115.51 |
| Q20 | November 2013 to January 2014 | \$ | 332,144.59 | 43\% | \$ | 441,559.93 | 57\% | \$ | 773,704.52 | \$ | 54,761.21 | \$ | 828,465.73 |
| Q21 | February 2014 to April 2014 | \$ | 307,408.50 | 32\% | \$ | 639,964.21 | 68\% | \$ | 947,372.71 | \$ | 25,876.93 | \$ | 973,249.64 |
| Q22 | May 2014 to July 2014 | \$ | 765,309.54 | 44\% | \$ | 955,073.89 | 56\% | \$ | 1,720,383.43 | \$ | 27,813.45 | \$ | 1,748,196.88 |
| Q23 | August 2014 to October 2014 | \$ | 278,536.04 | 46\% | \$ | 323,860.50 | 54\% | \$ | 602,396.54 | \$ | 28,249.60 | \$ | 630,646.14 |
| Q24 | November 2014 to January 2015 | \$ | 182,747.01 | 46\% | \$ | 218,469.23 | 54\% | \$ | 401,216.24 | \$ | 14,178.47 | \$ | 415,394.71 |
| Q25 | February 2015 to April 2015 | \$ | 326,470.61 | 45\% | \$ | 403,620.45 | 55\% | \$ | 730,091.06 | \$ | 19,216.01 | \$ | 749,307.07 |
| Q26 | May 2015 to July 2015 | \$ | 348,788.65 | 48\% | \$ | 382,209.43 | 52\% | \$ | 730,998.08 | \$ | 7,950.87 | \$ | 738,948.95 |
| Q27 | August 2015 to October 2015 | \$ | 701,058.14 | 59\% | \$ | 494,808.93 | 41\% | \$ | 1,195,867.07 | \$ | 25,303.44 | \$ | 1,221,170.51 |
| Q28 | November 2015 to January 2016 | \$ | 629,712.83 | 63\% | \$ | 368,750.59 | 37\% | \$ | 998,463.42 | \$ | 24,337.73 | \$ | 1,022,801.15 |
| Q29 | February 2016 to April 2016 | \$ | 727,990.34 | 70\% | \$ | 316,088.42 | 30\% | \$ | 1,044,078.76 | \$ | 26,170.88 | \$ | 1,070,249.64 |
| Q30 | May 2016 to July 2016 | \$ | 676,701.52 | 86\% | \$ | 112,212.66 | 14\% | \$ | 788,914.18 | \$ | 44,742.59 | \$ | 833,656.77 |
| Q31 | August 2016 to October 2016 | \$ | 732,048.83 | 89\% | \$ | 93,407.48 | 11\% | \$ | 825,456.31 | \$ | 34,963.30 | \$ | 860,419.61 |
| Q32 | November 2016 to January 2017 | \$ | 858,087.69 | 92\% | \$ | 70,660.25 | 8\% | \$ | \$ 928,747.94 | \$ | 55,167.50 | \$ | 983,915.44 |
| Q33 | February 2017 to April 2017 | \$ | 933,422.32 | 90\% | \$ | 102,168.66 | 10\% |  | 1,035,590.98 | \$ | 56,659.91 | \$ | 1,092,250.89 |
| TOTA |  |  | 7,389,777.57 | 55\% |  | 13,992,474.06 | 45\% |  | \$31,382,251.63 | \$ | 848,996.05 |  | 32,231,247.68 |

## Quarterly Summary

CRRMA GEC Labor June 2017


## Firm Summary

## Updated June 2017

| Firm | Local |  |  | Non-Local |  |  | Total Labor |  |  | Expenses |  | Total Billing |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Atkins | \$ | 6,447,417.67 | 49\% | \$ | 6,783,309.24 | 51\% | \$ | 13,230,726.91 | 42\% | \$ | 311,672.06 | \$ | 13,542,398.97 | 42\% |
| Jacobs | \$ | 1,389,040.67 | 18\% | \$ | 6,480,697.80 | 82\% | \$ | 7,869,738.47 | 25\% | \$ | 116,594.64 | \$ | 7,986,333.11 | 25\% |
| AIA Engineers | \$ | 3,484,622.81 | 96\% | \$ | 151,534.45 | 4\% | \$ | 3,636,157.26 | 12\% | \$ | 17,010.08 | \$ | 3,653,167.34 | 11\% |
| ECM International | \$ | 3,491,205.34 | 100\% | \$ | - | 0\% | \$ | 3,491,205.34 | 11\% | \$ | 112,585.86 | \$ | 3,603,791.20 | 11\% |
| Brock \& Bastillos | \$ | 1,112,587.80 | 100\% | \$ | - | 0\% | \$ | 1,112,587.80 | 4\% | \$ | 29,246.80 | \$ | 1,141,834.60 | 4\% |
| Moreno Cardenas Inc. | \$ | 604,237.44 | 100\% | \$ | - | 0\% | \$ | 604,237.44 | 2\% | \$ | 3,277.30 | \$ | 607,514.74 | 2\% |
| HKN Engineers | \$ | 182,101.10 | 100\% | \$ | - | 0\% | \$ | 182,101.10 | 1\% | \$ | - | \$ | 182,101.10 | 1\% |
| TXP, Inc. | \$ | - | 0\% | \$ | 212,500.00 | 100\% | \$ | 212,500.00 | 1\% | \$ | - | \$ | 212,500.00 | 1\% |
| Fagan Consulting | \$ | - | 0\% | \$ | 268,858.32 | 100\% | \$ | 268,858.32 | 1\% | \$ | 15,461.35 | \$ | 284,319.67 | 1\% |
| CQC Testing \& Engineering | \$ | 317,093.23 | 100\% | \$ | - | 0\% | \$ | 317,093.23 | 1\% | \$ | 167,784.34 | \$ | 484,877.57 | 2\% |
| Flores Media Consulting | \$ | 7,275.00 | 100\% | \$ | - | 0\% | \$ | 7,275.00 | 0\% | \$ | 42.70 | \$ | 7,317.70 | 0\% |
| Lopez Marketing Group | \$ | 36,775.15 | 100\% | \$ | - | 0\% | \$ | 36,775.15 | 0\% | \$ | 46,733.80 | \$ | 83,508.95 | 0\% |
| Rich and Associates | \$ | - | 0\% | \$ | 33,885.25 | 100\% | \$ | 33,885.25 | 0\% | \$ | 4,911.50 | \$ | 38,796.75 | 0\% |
| Pat Louthan | \$ | - | 0\% | \$ | 53,600.00 | 100\% | \$ | 53,600.00 | 0\% | \$ | 1,391.91 | \$ | 54,991.91 | 0\% |
| Suzanne Michaels Comm | \$ | 30,975.00 | 100\% | \$ | - | 0\% | \$ | 30,975.00 | 0\% | \$ | 676.33 | \$ | 31,651.33 | 0\% |
| L\&P Scientific Consulting | \$ | 725.00 | 100\% | \$ | - | 0\% | \$ | 725.00 | 0\% | \$ | - | \$ | 725.00 | 0\% |
| Viva + Impulse Creative Co. | \$ | 38,500.00 | 100\% | \$ | - | 0\% | \$ | 38,500.00 | 0\% | \$ | - | \$ | 38,500.00 | 0\% |
| Barracuda Public Relations | \$ | 246,771.36 | 100\% | \$ | - | 0\% | \$ | 246,771.36 | 1\% | \$ | 21,607.38 | \$ | 268,378.74 | 1\% |
| Anderson | \$ | - | 0\% | \$ | 6,417.00 | 100\% | \$ | 6,417.00 | 0\% | \$ | - | \$ | 6,417.00 | 0\% |
| HAQ Consulting | \$ | - | 0\% | \$ | 1,672.00 | 100\% | \$ | 1,672.00 | 0\% | \$ | - | \$ | 1,672.00 | 0\% |
| Julie Gereda | \$ | 450.00 | 100\% | \$ | - | 0\% | \$ | 450.00 | 0\% | \$ | - | \$ | 450.00 | 0\% |
| TOTAL | \$ | 17,389,777.57 | 55\% | \$ | 13,992,474.06 | 45\% | \$ | 31,382,251.63 |  | \$ | 848,996.05 | \$ | 32,231,247.68 |  |

## Questions?

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