

Cost Section Rating Factors	Points Possible	Points Earned
Upon reviewing the proposed salary/wage rates for in-house and subcontracted personnel, do the rates appear to be reasonable based upon the assigned level of responsibility and/or the person's salary history?	3	
Is there an appropriate fiscal balance between the costs allocated for in-house staff versus subcontracted personnel? 2 points will be earned if in-house personnel costs exceed subcontracted costs by 50 percent or more. 3 points will be earned if subcontracted costs are 25 percent or less of the total personnel line item.	3	
Does it appear that the proposer's Total Operating costs are reasonable and have been kept to a minimum?	3	
To what extent are the proposed "Equipment" expenses reasonable (i.e., only necessary items are scheduled, the unit rates are reasonable when compared to market prices, and the number of units is reasonable for the number of staff that will use the equipment)? When considering equipment, please consider both major equipment that is included in the Equipment line item and minor equipment that is included in the category of "Other Equipment Costs" in the Operating Expenses line item.	3	
To what extent does the proposed budget comply with USDA Guidelines? Are the proposed costs aligned with USDA's allowable charges under FSNE, reasonable and necessary (see Attachment 12 - Allowable and Unallowable Costs Chart)? Are the proposed salaries within USDA's CDPH's minimum/maximum range? If not, does the proposer provide sustainable and defensible justification?	3	
Cost Evaluation Score		Points earned = _____

- c. Following the cost evaluation phase, each proposer's cost shall be converted to a point score using the pre-defined formula shown below and the sum of both cost evaluation phases shall be tallied to arrive at a total cost score.
- 1) The proposal offering the lowest total cost earns 135 cost points plus the points earned for the cost evaluation score. The remaining proposals earn cost points through the cost conversion formula shown below. Final calculations shall result in numbers rounded to two decimal places.
 - a) $\frac{\text{Lowest Cost}}{\text{Another Cost}} = \text{Result 1}$
 - b) $\text{Result 1} \times (\text{multiplied by}) 135 (\text{cost points}) = \text{Result 2}$
 - c) $\text{Result 2} + (\text{added to}) 30 (\text{cost evaluation score}) = \text{Cost Section Score}$