

PD-ARJ-430
90500

Afghanistan Agricultural Sector Support Project

*Business Management
Proposal*

Best and Final Offer

Submitted to the U.S. Agency for International Development in response to
RFP No. Afghanistan-89-0204-019

June 1989

in association with:

GIC Agricultural Group

Earth Satellite Corporation

Harza Engineering Company

Development Research and Management Services (DRMS)

Agrisystems (Overseas) Ltd.



Development Alternatives, Inc. 624 Ninth Street, N.W. Washington, D.C. 20001



Development Alternatives, Inc.
624 Ninth Street, N.W.
Sixth Floor
Washington, D.C. 20001

July 21, 1989

Mr. John A. May
Contracting Officer
U.S. Agency for International Development
18, 6th Avenue, Ramna - 5
Islamabad, Pakistan

**SUBJECT: The Afghanistan Agricultural Sector Support Project
RFP No. Afghanistan-89-0204-019**

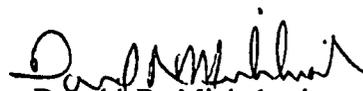
BEST AND FINAL SUBMISSION

Dear Mr. May:

Development Alternatives, Inc. (DAI) is pleased to be within the competitive range and able to submit a Best and Final Offer to the Office of the A.I.D. Representative for Afghanistan. This Business Management Proposal response resubmits a revised cost proposal, the new certifications required for procurement integrity, and a response to the business proposal questions (technical issues are addressed in the technical response) raised in your telex reference 3062/89.

The proposal is valid for 30 days. Should there be a need for further information, please contact me directly by telex, fax or phone. ASSP represents a major commitment and challenge for DAI. We are poised to begin.

Sincerely,


Donald R. Mickelwait
President

enc: Business Management Proposal

QUESTION 1:

5.D. PLEASE PROVIDE AN EXPLICIT AFFIRMATIVE STATEMENT REGARDING THE ACCEPTABILITY OF THE OVERHEAD CEILING, THE EXACT CEILING WHICH ARE ACCEPTABLE, AND AN EXPLANATION OF WHY ANY OF THE CEILINGS ARE ABOVE THE PROPOSED PROVISIONAL RATES.

DAI accepts the Government's request for a ceiling on the indirect cost rates used to recover overhead and fringe benefit costs.

We are proposing ceiling rates on overseas and home office fringe benefits of 11% and 27%, respectively, 3 points above the current rates. We recognize that this exceeds ceilings proposed in our original proposal, but circumstances have changed in the past month. We have responded to a series of studies which have shown our fringe benefit program to be substandard in comparison with many other organizations. Our fringe benefit program, and the rates of 8% and 24%, have remained unchanged for four years, and is seriously outdated. As a result, we have recently undertaken plans to improve the benefit package offered to our employees. Next month we will implement a 401 (k) retirement program with a partial matching corporate contribution. We have just this month augmented our medical insurance program by providing for a limited amount of dental coverage. In each case these improvements are needed to enable us to provide benefits comparable to the marketplace in which we operate. A final factor behind our need to establish fringe benefit ceilings above the present rate levels has to do with double digit increases in medical costs. No end is in sight, particularly within the three year time frame of the Afghanistan project; accordingly, we anticipate higher costs over the life of the project in this area. In conclusion, however, we believe that even with a possible escalation of 3 points in fringe benefit rates, our fringe benefit costs remain well within the range of rates standard in our industry.

Our original proposal requested overhead ceilings 5 points above the present rates. In recognition of our proposed increase in the fringe benefit ceilings as described above, in this best and final we will reduce the proposed ceilings to 4 points above the present levels. In requesting ceilings of 4 points over the current rates (current rates are 65% and 75% for overseas overhead and home office overhead, respectively), DAI is recognizing the reality of a very uncertain market climate at present. DAI is performing contracts in a number of countries, the Philippines, Sri Lanka and in the country of the present proposal, Afghanistan, where political conditions could severely disrupt our ongoing work. Many of our overhead costs are fixed, and to the extent political disruptions cause us to reduce our efforts in the above-mentioned countries, our labor base would shrink and our overhead rates rise proportionately. A second factor leading us to request a ceiling above our present provisional rates has to do

with the projected completion date of several of our existing long term projects. Many of these projects terminate during 1990 and 1991, prior to completion of the proposed Afghanistan work. To be sure, it is our intention to replace these contracts with new work, but timing is frequently uncertain; it is not feasible to precisely structure overhead costs to exactly match the ebb and flow of new contract start-ups. None of the above should be construed as a prediction that our overhead rates will increase over the three year life of the Afghanistan contracts, as our best guess is that they will remain constant. But the obvious uncertainties do suggest prudence on our part in providing for a slight escalation.

QUESTION 2:

5.E. RECENT CHANGES IN EMBASSY HEALTH UNIT AND COMMISSARY POLICIES MAKE IT HIGHLY UNLIKELY THAT NON-U.S. PASSPORT HOLDERS WILL HAVE ACCESS TO THESE FACILITIES. WOULD THIS CAUSE AN ADVERSE IMPACT ON THE TEAM YOU SELECTED?

DAI is aware of the U.S. Embassy Health Unit and Commissary policies and confirms that this would not cause an adverse impact on the proposed team.

QUESTION 3:

5.F. WE APPRECIATE YOUR REQUEST FOR A 8.5 PER CENT FEE HOWEVER, THIS APPEARS RATHER GENEROUS. WE WILL APPRECIATE A DETAILED EXPLANATION OF HOW THIS WAS ARRIVED AT AND WHY DAI FEELS JUSTIFIED IN REQUESTING THIS FEE.

DAI believes that a fee of 8.5% as proposed originally is appropriate in view of the task to be undertaken. We are, however, prepared to reduce the fee percentage by 0.6%, to 7.9%, to demonstrate our commitment to this project.

In arriving at a fee request of (now) 7.9%, we believe that ASSP represents a relatively high risk project, both in terms of the physical safety of our team members (Peshawar would be dangerous if the project is targeted by the Kabul regime) and in terms of the difficulties in performing successful development activity in an area of such extreme political uncertainty and instability. It is not at all beyond the realm of possibility that the project could be disrupted in mid-stream, and our experience in such an event indicates that certain costs would be incurred by DAI beyond those reimbursed by the government. In addition, we believe there is an above average risk that the project could fail, with some attendant damage to our reputation, because of an inability for us to provide adequate management within Afghanistan, presently closed to U. S. citizens. DAI takes a great deal of pride in the way we are able to support our overseas projects, both technically and administratively; our capacity to provide this level of support could be denied for

political and security reasons, through no fault of our own, and this carries an element of risk not generally present. We are not saying that we expect the project to fail; we are saying that there are factors, beyond our control, which make this an unusually risky undertaking.

A second element in fee recovery has to do with the carrying cost of our investment in the project. Our experience is that costs go through a cycle of approximately 2-1/2 to 3 months between the time they are first incurred and finally reimbursed. (To illustrate, assume costs for the month of January are incurred in mid-month. After month end costs are accumulated, a billing is prepared and documentation from various sources is consolidated in the field during the latter part of February, and delivered to AID. After allowing for processing time, payment is initiated in late March/early April, and payment is received in Washington in early to mid-April). Assuming an interest rate of 12%, or 1% per month, carrying costs are thus 2-1/2% to 3%.

The third element in our fee has to do with the requirement for us to administer upwards of \$40,000,000 worth of local project support costs quite apart from the contract itself. This represents a significant responsibility, compensation for which can only be part of our contract fee.

Finally, our fee proposal reflects our view that we have provided a quite unique team. In our team leader, Tony Babb, we are providing what we believe to be a "scarce commodity", a senior manager with considerable Afghanistan experience; his unique experience is detailed elsewhere in the proposal. The skills of the balance of the team, including their language capacity, make this one of the more superior teams we have fielded, and we believe an additional element of fee is fully justified.

It might be useful to place our fee request in the context of fees awarded on other contracts, both in Pakistan and on other recent awards. Our fee on the NWFADP Phase 1 project was 9.7%. On Gadoon Phase 2 it was 7.7%. These fees related to work performed in Pakistan in an environment not nearly as potentially dangerous as that of ASSP. On the Kala Dhaka project in Pakistan, we anticipate a fee of 8%. On recent projects in Latin America our fees have averaged only slightly below 8%. All in all, we feel this project to be of substantially higher risk than any of the others, and therefore request a fee of 7.9% on our own costs, and of 3% on the costs of our subcontractors. On balance this yields a total fee of \$354,796, or 7.6% overall.

We have included an illustrative fee matrix which we believe demonstrates that our fee request is a reasonable one.

ILLUSTRATIVE FEE MATRIX

CATEGORY	RANGE	WEIGHT	VALUE	FEE
DIRECT LABOR	5-15	10%	1,376,895	137,690
SUBCONTRACTS	1-5	3%	269,943	8,098
OTHER DIRECT COSTS	1-5	3%	1,724,885	43,122
INDIRECT COSTS	4-8	5%	1,286,789	64,339
TOTAL COSTS			4,658,512	
CONTRACT COST RISK				
CPFF	0-2	2%		93,170
FIXED PRICE	3-4			
SUBTOTAL FEE				346,420
SPECIAL FACTORS	0-5	2.4%		8,376
TOTAL FEE (ILLUSTRATIVE)				354,796

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BEST AND FINAL BUDGET REVISIONS

Development Alternatives, Inc. (DAI)'s Best and Final Offer estimated budget is divided into four components: General Support (GS), Monitoring, Analysis and Planning (MAP), Agricultural and Rural Rehabilitation (ARR), and Private Sector Agribusiness (PSA). DAI is also including a summary budget of the four components. In addition to the estimated budget in response to this solicitation, DAI is including two option budgets. Option One adds an expatriate financial manager to the General Support component of the budget, one expatriate and one off-shore afghan agriculturalist to the ARR component, and one expatriate agricultural economist and a senior afghan as Chief of the component. In addition to the changes made in Option One, Option Two includes 5 person months of home office support and short-term technical assistance for Richard English in the General Support Budget.

We have included a complete revised budget (summary plus each component) which responds to the RFP. Option One and Option Two budgets include a summary budget and a detailed budget of the only the components which include the optional personnel.

All the budgets were reviewed thoroughly, and the following corrections or revisions were made:

ALL BUDGETS (RFP AND OPTIONS)

In-transit per diem was eliminated, DBA Insurance and FICA were recalculated and the cost for Medical Exams/Child was corrected.

GENERAL SUPPORT BUDGET:

The costs for Storage and Packing and Handling were removed from Year One for Tony Babb since his family will be maintaining his household in Manila the first year of the project.

In Option Two, 2 person months of home office administrative backstopping and 1 person month of Richard Smith management oversight were removed to accommodate an additional 5 person months for Richard English (3 person months in the home office and 2 person months in the field). Airfare, per diem and other travel expenses were included for Richard English's trips to Pakistan.

MONITORING, ANALYSIS AND PLANNING BUDGET:

All costs associated with Dr. Wakil (salary and related fringe and overhead, travel, per diem, and other direct costs)

were removed from this component and included in the ARR component.

Per Diem for Short-Term Technical Assistance was miscalculated in this component in our original submission and has now been corrected.

Option One contains the costs associated with a Senior Afghan (to be named) as Chief and an expatriate agricultural economist (Nek Buzdar).

AGRICULTURAL AND RURAL REHABILITATION BUDGET:

Dr. Wakil, Senior Technical Advisor, was included in this component.

Option One contains the costs associated with the addition of two agriculturalists, one afghan and one expatriate.

PRIVATE SECTOR AGRIBUSINESS BUDGET:

Paul Guenette will provide 2 person-months of short-term technical assistance prior to his mobilization to Pakistan. One of these person-months is included in the General Support Budget under home-office support, the other is included as part of the Short-Term Technical Assistance. The long-term salaries have been adjusted accordingly.

FEE

DAI has reduced its fee from 8.5% of all costs except program support costs to 7.9% of all costs minus subcontracts and program support and 3% of subcontract costs.

DAI is assuming that all program support funds will be provided by USAID.

Requirement for Certificate of Procurement Integrity (May 1989)
FAR 52.203-8

(a) Definitions. The definitions at FAR 3.104-4 are hereby incorporated in this provision.

(b) Certifications. As required in paragraph (c) of this provision, the officer or employee responsible for this offer shall execute the following certification:

CERTIFICATE OF PROCUREMENT INTEGRITY

(1) I, Benjamin G. Stauss, am the officer or employee responsible for the preparation of this offer or bid and hereby certify that, to the best of my knowledge and belief, with the exception of any information described in this certificate, I have no information concerning a violation or possible violation of subsection 27 (a), (b), (c), or (e) of the Office of Federal Procurement Policy Act (41 U.S.C. 423) (hereinafter referred to as "the Act"), as implemented in the FAR, occurring during the conduct of this procurement

(2) As required by subsection 27(d)(1)(B) of the Act, I further certify that each officer, employee, agent, representative, and consultant of Development Alternatives, Inc. participated personally and substantially in the preparation or submission of this offer has certified that he or she is familiar with, and will comply with, the requirements of subsection 27(a) of the Act, as implemented in the FAR, and will report immediately to me any information concerning a violation or possible violation of the Act, as implemented in the FAR, pertaining to this procurement.

3) Violations or possible violations: (Continue on plain bond paper if necessary and label Certificate of Procurement Integrity (Continuation Sheet). ENTER NONE IF NONE EXISTS)
None

THIS CERTIFICATION CONCERNS A MATTER WITHIN THE JURISDICTION OF AN AGENCY OF THE UNITED STATES AND THE MAKING OF A FALSE, FICTITIOUS, OR FRAUDULENT CERTIFICATION MAY RENDER THE MAKER SUBJECT TO PROSECUTION UNDER TITLE 18, UNITED STATES CODE, SECTION 1001.

(End of certification)

SIGNATURE: B. G. Stauss

NAME AND TITLE: B. G. Stauss, Vice President for Finance and Administration

FIRM: Development Alternatives, Inc.

DATE: 7/21/89

(c) The signed certification in paragraph (b) of this provision shall be executed and submitted as follows:

(1) If this is an invitation for bids (IFB), with bid submissions exceeding \$100,000.

(2) If this a procurement using the two-step sealed bidding procedure (see FAR subpart 14.5), with bids exceeding \$100,000, with submission to the Government of step-two sealed bids.

(3) If this is a request for proposal (RFP) or quotation (RFQ), by the successful offeror as close as practicable to, but in no event later than, the date of award of a contract exceeding \$100,000.

(4) If this is an invitation for bids for an indefinite delivery-type contract, and if the estimated value of orders to be placed under the contract is expected to exceed \$100,000, with the bid submission.

(5) If this is an RFQ or RFP for an indefinite delivery-type contract, and if the estimated value of orders expected to be placed under the contract is expected to exceed \$100,000, by the successful offeror as close as practicable to, but in no event later than, the date of contract award.

(6) For letter contracts, prior to award of the letter contract and prior to definitization of the letter contract.

(7) For other procurement actions in excess of \$100,000, prior to award or execution as specified by the Contracting Officer.

(8) The certificate required by subparagraphs (c)(3) and (c)(5) through (c)(7) of this provision shall be submitted to the Contracting Officer within the time period specified by the Contracting Officer when requesting the certificate.

(d) Pursuant to FAR 3.104-9(d), the offeror may be requested to execute additional certifications at the request of the Government.

(e) Failure of an offeror to submit the certification required by FAR 3.104-9(b) or any additional certification pursuant to FAR 3.104-9(d) will render the offeror ineligible for contract award (see FAR 9.104-1(g)).

(f) A certification containing a disclosure of a violation or possible violation will not necessarily result in the withholding of award under this solicitation. However, the Government, after evaluation of the disclosure, may cancel this procurement or take any other appropriate actions in the interest of the Government, such as disqualification of the offeror.

(g) In making the certification in subparagraph (b)(2) of this provision, the offeror may rely upon the certification by an officer, employee, agent, representative, or consultant that such person is in compliance with the requirements of subsections 27(a), (b), (c), or (e) of the Office of Federal Procurement Policy Act (41 U.S.C. 423), as implemented in the FAR, unless the offeror knows, or should have known, of reasons to the contrary. The offeror may rely upon periodic certifications that must be obtained at least annually, supplemented with periodic training programs. These certifications shall be maintained by the contractor for 8 years from the date of execution.

(h) The certifications in paragraph (b) and (d) of this provision are a material representation of fact upon which reliance will be placed in awarding a contract.

(End of provision)

Requirement for Certificate of Procurement Integrity--Modification
(May 1989) FAR 52.203-8.

(a) Definitions. The definitions set forth in FAR 3.104-4 are hereby incorporated in this clause.

(b) The Contractor agrees that it will execute the certification set forth in paragraph (c) of this clause, when requested by the Contracting Officer in connection with the execution of any modification of this contract. A contract modification may not be executed without the certification.

(c) Certification. As required in paragraph (b) of this clause, the officer or employee responsible for the modification proposal shall execute the following certification:

CERTIFICATE OF PROCUREMENT INTEGRITY--MODIFICATION (MAY 1989)

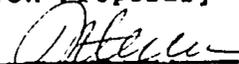
(1) I, Benjamin G. Stauss am the officer or employee responsible for the preparation of this modification proposal and hereby certify that, to the best of my knowledge and belief, with the exception of any information described in this certification, I have no information concerning a violation or possible violation of subsection 27(a), (b), (c), or (e) of the Office of Federal Procurement Policy Act (41 U.S.C. 423) (hereinafter referred to as "the Act"), as implemented in the FAR, occurring during the conduct of this procurement

(2) As required by subsection 27(d)(1)(B) of the Act, I further certify that each officer, employee, agent, representative, and consultant of ^{DEC} Development Alternatives, Inc. participated personally and substantially in the preparation or submission of this proposal has certified that he or she is familiar with and will comply with, the requirements of subsection 27(a) of the Act, as implemented in the FAR, and will report immediately to me any information concerning a violation or possible violation of subsections 27(a), (b), (c), or (e) of the Act, as implemented in the FAR, pertaining to this procurement.

(3) Violations or possible violations: (Continue on plain bond paper if necessary and label Certificate of Procurement Integrity--Modification (Continuation Sheet), ENTER NONE IF NONE EXISTS)

None

[Signature of the Officer or Employee Responsible for Modification Proposal and Date]
[Typed Name of the Officer or Employee Responsible for the Modification Proposal]

SIGNATURE: 

NAME AND TITLE: B. G. Stauss, Vice President for Finance and Administration

FIRM: Development Alternatives, Inc.

DATE: 7/21/89

THIS CERTIFICATION CONCERNS A MATTER WITHIN THE JURISDICTION OF AN AGENCY OF THE UNITED STATES AND THE MAKING OF A FALSE FICTITIOUS, OR FRAUDULENT CERTIFICATION MAY RENDER THE MAKER SUBJECT TO PROSECUTION UNDER TITLE 18, UNITED STATES CODE, SECTION 1001.

(End of certification)

(d) In making the certification in paragraph (2) of the certificate, the Contractor may rely upon the certification by an officer, employee, agent, representative, or consultant that such person is in compliance with the requirements of subsections 27(a), (b), (c), or (e) of the Office of Federal Procurement Policy Act (41 U.S.C. 423), as implemented in the FAR, unless the Contractor knows, or should have known, of reasons to the contrary. The Contractor may rely upon periodic certifications that must be obtained at least annually, supplemented with periodic training programs. These certifications shall be maintained by the Contractor for a period of 6 years from the date of execution.

(e) The certification required by paragraph (c) of this clause is a material representation of fact upon which reliance will be placed in executing this modification.

(End of clause)

Remedies for Illegal or Improper Activity (May 1989) FAR 52.203-10

(a) The Government at its election may reduce the price of a fixed-price-type contract or contract modification and the total cost and fee under a cost-type contract or contract modification by the amount of profit or fee determined as set forth in paragraph (c) of this clause if the head of the agency or his or her designee, determines that there was a violation of subsection 27(a) of the Office of Federal Procurement Policy Act (41 U.S.C. 423) as implemented in the FAR. In the case of a contract modification the fee subject to reduction is the fee associated with the particular contract modification.

(b) Prior to making such a fee or profit reduction, the agency head or his or her designee shall provide to the Contractor a written notice of the action being considered and the basis therefor. The Contractor shall have a period determined by the agency head or his or her designee, but in no event less than 30 calendar days after receipt of such notice to submit in person, in writing, or through a representative, information and argument in opposition to the proposed reduction. The agency head or his or her designee may, upon good cause shown, determine to reduce the contract or contract modification price or fee by an amount which is less than the amount determined under paragraph (c) of this clause.

(c) The price or fee reduction referred to in paragraph (a) of this clause shall be--

(1) For cost-plus-fixed-fee contracts, the amount of the fee specified in the contract at the time of award;

(2) For cost-plus-incentive-fee contracts, the target fee specified in the contract at the time of award notwithstanding any minimum fee or "fee floor" specified in the contract.

(3) For cost-plus-award-fee contracts--

(1) The base fee established in the contract at the time of contract award;

(11) If no base fee is specified in the contract, 10 percent of the amount of each award fee otherwise payable to the contractor for each incentive period or at each award fee determination point.

(4) For fixed-price-incentive contracts, the Government may--

(1) Reduce the contract target price and contract target profit both by an amount equal to the initial target profit specified in the contract at the time of contract award;

(ii) When the contract provides for multiple deliverables, reduce the amount otherwise payable to the contractor upon each delivery and acceptance by an amount determined by the Contracting Officer to be the profit portion of each payable amount until the cumulative total of such reductions is equal to the initial target profit amount specified in the contract at the time of contract award;

(iii) In addition to any other withholdings, retentions or reserves, reduce the amount of progress payments otherwise payable in connection with each invoice or voucher properly submitted by the contractor for payment until the aggregate progress payments amounts so withheld equal the initial target profit established at the time of contract award; or

(iv) If the Government elects either (c)(4)(ii) or (iii) of this clause, at the time of total final price establishment, the price established in accordance with the incentive price revision provisions of the contract shall be reduced by an amount equal to the amount of initial target profit specified in the contract at the time of contract award and such reduced price shall be the total final contract price. Any progress payments amounts retained by the Government in (c)(4)(iii) of this clause shall be returned to the contractor, if appropriate.

(5) For firm-fixed-price contract or contract modifications, by 10 percent of the initial contract price; or a profit amount determined by the Contracting Officer from records or documents in existence prior to the date of the contract award or modification.

(d) The Government may, at its election, reduce a prime contractor's price or fee in accordance with the procedures of paragraphs (b) and (c) of this clause for violations of the Act by its subcontractors by an amount not to exceed the amount of profit or fee reflected in the subcontract at the time the subcontract was first definitively priced.

(e) In addition to the remedy in paragraph (a) of this clause, the Government may terminate this contract or modification for default. The rights and remedies of the Government specified herein are not exclusive, and are in addition to any other rights and remedies provided by law or under this contract.

(End of clause)

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Procurement Integrity (May 1989) FAR 52.237-9

(a) Definitions. The definitions in FAR 3.104-4 are hereby incorporated in this clause.

(b) The Contractor shall establish a procurement ethics training program for its employees serving as procurement officials. The program shall, at a minimum--

(1) Provide for the distribution of written explanations of the provisions of section 27 of the Office of Federal Procurement Policy Act (41 U.S.C 423) as implemented in the FAR to such employees; and

(2) Require each such employee, as a condition of serving as a procurement official, to certify to the Contracting Officer that he or she is familiar with the provisions of the Act, as implemented in the FAR, and will not engage in any conduct prohibited by subsections 27(a), (b), (c), or (e) of the Act, as implemented in the FAR, and will report immediately to the Contracting Officer any information concerning a violation or possible violation of the prohibitions.

(c) Pursuant to FAR 3.104-9(d), a Contractor employee who is serving as a procurement official may be requested to execute additional certifications.

(d) If a Contractor employee serving as a procurement official ceases performance of these duties during the conduct of such procurement expected to result in a contract or contract modification in excess of \$100,000, such employee shall certify to the Contracting Officer that he or she understands the continuing obligation, during the conduct of the agency procurement, not to disclose proprietary or source selection information related to such agency procurement.

(End of clause)

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CONTRACT PRICING PROPOSAL COVER SHEET

1. SOLICITATION/CONTRACT/MODIFICATION NO. Afghanistan-89-0204-019
 FORM APPROVAL NO. 3090-0116

E: This form is used in contract actions if submission of cost or pricing data is required. (See FAR 15.804-6(b))

2. NAME AND ADDRESS OF OFFEROR (Include ZIP Code)
 Development Alternatives, Inc.
 624 Ninth Street, N.W., Suite 600
 Washington, D.C. 20001

3A. NAME AND TITLE OF OFFEROR'S POINT OF CONTACT
 D. R. Mickelwait, President
 A. H. Barclay Jr., Sr. VP
 3B. TELEPHONE NO.
 (202) 783-9110

4. TYPE OF CONTRACT ACTION (Check)
 A. NEW CONTRACT
 B. CHANGE ORDER
 C. PRICE REVISION/REDETERMINATION
 D. LETTER CONTRACT
 E. UNPRICED ORDER
 F. OTHER (Specify)

5. TYPE OF CONTRACT (Check)
 FFP
 CPFF
 CPIF
 CPAF
 FPI
 OTHER (Specify)

6. PROPOSED COST (A+B=C)
 A. COST \$ 49,051,615
 B. PROFIT/FEE \$ 354,796
 C. TOTAL \$ 49,406,411

7. PLACE(S) AND PERIOD(S) OF PERFORMANCE
 Pakistan and Afghanistan August 1989 - December 31, 1992 SUMMARY BUDGET

List and reference the identification, quantity and total price proposed for each contract line item. A line item cost breakdown supporting this recap is required unless otherwise specified by the Contracting Officer. (Continue on reverse, and then on plain paper, if necessary. Use same headings.)

LINE ITEM NO.	B. IDENTIFICATION	C. QUANTITY	D. TOTAL PRICE	E. REF.
A.	Home Office Support		77,142	
B.	LT Salaries and Wages		902,954	
C.	Fringe Benefits		124,573	
D.	Subcontracting		269,943	
E.	Training Support		26,878	
F.	Short-Term Technical Assistance		369,921	
G.	Local Staff		504,284	
H.	Travel, Transportation and Per Diem		586,143	
I.	Equipment and Supplies		20,000	
J.	Other Direct Costs		614,458	
K.	Overhead		1,162,216	
L.	Program Support		44,393,103	

9. PROVIDE NAME, ADDRESS, AND TELEPHONE NUMBER FOR THE FOLLOWING (If available)

A. CONTRACT ADMINISTRATION OFFICE
 B. AUDIT OFFICE

10. WILL YOU REQUIRE THE USE OF ANY GOVERNMENT PROPERTY IN THE PERFORMANCE OF THIS WORK? (If "Yes," identify)
 YES NO See RFP
 11A. DO YOU REQUIRE GOVERNMENT CONTRACT FINANCING TO PERFORM THIS PROPOSED CONTRACT? (If "Yes," complete Item 11B)
 YES NO
 11B. TYPE OF FINANCING (✓ one)
 ADVANCE PAYMENTS PROGRESS PAYMENTS
 GUARANTEED LOANS

12. HAVE YOU BEEN AWARDED ANY CONTRACTS OR SUBCONTRACTS FOR THE SAME OR SIMILAR ITEMS WITHIN THE PAST 3 YEARS? (If "Yes," identify item(s), customer(s) and contract number(s))
 YES NO See Technical Proposal
 13. IS THIS PROPOSAL CONSISTENT WITH YOUR ESTABLISHED ESTIMATING AND ACCOUNTING PRACTICES AND PROCEDURES AND FAR PART 31 COST PRINCIPLES? (If "No," explain)
 YES NO

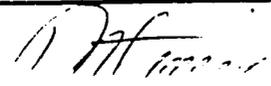
14. COST ACCOUNTING STANDARDS BOARD (CASB) DATA (Public Law 91-379 as amended and FAR PART 30)
 A. WILL THIS CONTRACT ACTION BE SUBJECT TO CASB REGULATIONS? (If "No," explain in proposal)
 YES NO
 B. HAVE YOU SUBMITTED A CASB DISCLOSURE STATEMENT (CASB DS-1 or 2)? (If "Yes," specify in proposal the office to which submitted and if determined to be adequate)
 YES NO

C. HAVE YOU BEEN NOTIFIED THAT YOU ARE OR MAY BE IN NON-COMPLIANCE WITH YOUR DISCLOSURE STATEMENT OR COST ACCOUNTING STANDARDS? (If "Yes," explain in proposal)
 YES NO
 D. IS ANY ASPECT OF THIS PROPOSAL INCONSISTENT WITH YOUR DISCLOSED PRACTICES OR APPLICABLE COST ACCOUNTING STANDARDS? (If "Yes," explain in proposal)
 YES NO

This proposal is submitted in response to the RFP contract, modification, etc. in Item 1 and reflects our best estimates and/or actual costs as of this date.

15. NAME AND TITLE (Type)
 Benjamin G. Stauss, Vice President for Finance and Administration

16. NAME OF FIRM
 Development Alternatives, Inc.

17. SIGNATURE


18. DATE OF SUBMISSION
 7/21/89

AFGHANISTAN AGRICULTURAL SECTOR SUPPORT PROJECT
RFP No. AFGHANISTAN 89-0204-019
BEST AND FINAL OFFER
DEVELOPMENT ALTERNATIVES, INC. (DAI)
ESTIMATED SUMMARY BUDGET
07/20/89

PARAMETERS:
Salary 5% Number of days per PM 22
Direct Cost 5%

PROJECT YEAR	YEAR 1		YEAR 2		YEAR 3		TOTAL		
	Unit Cost	#	Aug 89 -Aug 90 Cost	#	Aug 90 -Aug 91 Cost	#	Aug 91 -Aug 92 Cost	#	Cost
A. HOME OFFICE SUPPORT STAFF									
General Support Budget		7.5 PM	27,000	6.5 PM	24,460	6.5 PM	25,682	20.5 PM	77,142
Monitoring, Analysis and Planning Budget		0 PM	0	0 PM	0	0 PM	0	0.0 PM	0
Agriculture and Rural Rehabilitation		0 PM	0	0 PM	0	0 PM	0	0.0 PM	0
Private Sector Agribusiness		0 PM	0	0 PM	0	0 PM	0	0.0 PM	0
A. TOTAL HOME OFFICE SUPPORT		7.5 PM	27,000	6.5 PM	24,460	6.5 PM	25,682	20.5 PM	77,142
B. LONG TERM SALARIES AND WAGES (FIELD)									
General Support Budget		12 PM	74,303	12 PM	78,018	12 PM	81,919	36 PM	234,240
Monitoring, Analysis and Planning Budget		12 PM	66,000	12 PM	69,300	12 PM	72,765	36 PM	208,065
Agriculture and Rural Rehabilitation		12 PM	60,152	24 PM	126,318	24 PM	132,634	60 PM	319,104
Private Sector Agribusiness		10 PM	39,505	12 PM	49,776	12 PM	52,264	34 PM	141,545
B. TOTAL LT SALARIES AND WAGES		46 PM	239,960	60 PM	323,412	60 PM	339,582	166 PM	902,954
C. FRINGE BENEFITS									
General Support Budget			12,424		12,111		12,718		37,253
Monitoring, Analysis and Planning Budget			9,576		10,055		9,248		28,879
Agriculture and Rural Rehabilitation			8,148		14,616		14,038		36,802
Private Sector Agribusiness			6,268		7,498		7,873		21,639
C. TOTAL FRINGE BENEFITS			36,416		44,280		43,877		124,573

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		#	Aug 89 -Aug 90 Cost	#	Aug 90 -Aug 91 Cost	#	Aug 91 -Aug 92 Cost	#	Cost
D. SUBCONTRACTING									
General Support Budget			0		0		0		0
Monitoring, Analysis and Planning Budget			0		0		0		0
Agriculture and Rural Rehabilitation			0		0		0		0
Private Sector Agribusiness			119,627		92,173		58,143		269,943
D. TOTAL SUBCONTRACTING			119,627		92,173		58,143		269,943
E. TRAINING SUPPORT									
General Support Budget			0		0		0		0
Monitoring, Analysis and Planning Budget			13,000		9,100		4,778		26,878
Agriculture and Rural Rehabilitation			0		0		0		0
Private Sector Agribusiness			0		0		0		0
E. TOTAL TRAINING SUPPORT			13,000		9,100		4,778		26,878
F. SHORT TERM TECHNICAL ASSISTANCE									
General Support Budget		0 PM	0	0 PM	0	0 PM	0	0 PM	0
Monitoring, Analysis and Planning Budget		10 PM	48,100	9 PM	44,730	7 PM	39,855	26 PM	132,685
Agriculture and Rural Rehabilitation		10 PM	56,100	11 PM	64,680	9 PM	55,180	30 PM	175,960
Private Sector Agribusiness		3.5 PM	18,800	4 PM	23,678	3 PM	18,798	10.5 PM	61,276
F. TOTAL SHORT-TERM TECHNICAL ASSISTANCE		23.5 PM	123,000	24.0 PM	133,088	19.0 PM	113,833	66.5 PM	369,921
G. LOCAL STAFF									
General Support Budget		120 PM	44,000	120 PM	46,200	120 PM	48,510	360.0 PM	138,710
Monitoring, Analysis and Planning Budget		102 PM	45,875	108 PM	49,350	108 PM	51,818	318.0 PM	147,043
Agriculture and Rural Rehabilitation		36 PM	17,750	72 PM	37,275	72 PM	39,139	180.0 PM	94,164
Private Sector Agribusiness		84 PM	39,450	84 PM	41,423	84 PM	43,494	252.0 PM	124,367
G. TOTAL LOCAL STAFF		342 PM	147,075	384 PM	174,248	384 PM	182,961	1110.0 PM	504,284

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PROJECT YEAR	YEAR 1		YEAR 2		YEAR 3		TOTAL		
	Unit Cost	#	Aug 89 -Aug 90 Cost	#	Aug 90 -Aug 91 Cost	#		Aug 91 -Aug 92 Cost	#
H. TRAVEL, TRANSPORTATION AND PER DIEM									
International Travel									
General Support Budget			20,226		17,825		11,044		49,095
Monitoring, Analysis and Planning Budget			31,325		24,334		17,503		73,162
Agriculture and Rural Rehabilitation			31,100		43,260		34,288		108,648
Private Sector Agribusiness			18,663		16,222		10,639		45,524
Subtotal International Airfare			101,314		101,641		73,474		276,429
In-Country Transportation									
General Support Budget			2,000		1,050		1,103		4,153
Monitoring, Analysis and Planning Budget			2,000		1,050		1,103		4,153
Agriculture and Rural Rehabilitation			2,000		1,050		1,103		4,153
Private Sector Agribusiness			2,000		1,050		1,103		4,153
Subtotal In-Country Transportation			8,000		4,200		4,412		16,612
Transportation of HHE									
General Support Budget			2,100		11,261		14,416		27,777
Monitoring, Analysis and Planning Budget			3,000		3,150		16,208		22,358
Agriculture and Rural Rehabilitation			3,000		6,300		35,612		44,912
Private Sector Agribusiness			14,800		3,150		17,145		35,095
Subtotal Shipment of HHE			22,900		23,861		83,381		130,142
Per Diem									
General Support Budget			4,062		4,266		4,479		12,807
Monitoring, Analysis and Planning Budget			26,914		21,603		15,692		64,209
Agriculture and Rural Rehabilitation			19,812		23,033		21,843		64,688
Private Sector Agribusiness			6,760		8,214		6,282		21,256
Subtotal Per Diem			57,548		57,116		48,296		162,960
H. TOTAL TRAVEL, TRANSPORTATION AND PERDIEM									
			189,762		186,818		209,563		586,143

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		#	Aug 89 -Aug 90 Cost	#	Aug 90 -Aug 91 Cost	#	Aug 91 -Aug 92 Cost	#	Cost
I. SUPPLIES AND EQUIPMENT									
General Support Budget			2,000		1,000		1,000		4,000
Monitoring, Analysis and Planning Budget			2,000		2,000		2,000		6,000
Agriculture and Rural Rehabilitation			1,000		2,000		1,000		4,000
Private Sector Agribusiness			2,000		2,000		2,000		6,000
I. TOTAL SUPPLIES AND EQUIPMENT			7,000		7,000		6,000		20,000
J. OTHER DIRECT COSTS									
General Support Budget			58,052		49,677		53,443		161,172
Monitoring, Analysis and Planning Budget			39,099		35,896		38,052		113,047
Agriculture and Rural Rehabilitation			53,787		89,172		97,807		240,766
Private Sector Agribusiness			29,432		32,696		37,345		99,473
J. TOTAL OTHER DIRECT COSTS			180,370		207,441		226,647		614,458
K. OVERHEAD									
General Support Budget			77,271		77,516		81,392		236,179
Monitoring, Analysis and Planning Budget			109,167		106,882		102,493		318,542
Agriculture and Rural Rehabilitation			93,188		155,360		153,324		401,872
Private Sector Agribusiness			60,837		72,846		71,940		205,623
K. TOTAL OVERHEAD			340,463		412,604		409,149		1,162,216
L. PROGRAM SUPPORT (FUNDS TO BE SUPPLIED BY USAID)									
General Support Budget			0		0		0		0
Monitoring, Analysis and Planning Budget			276,438		329,288		386,236		991,962
Agriculture and Rural Rehabilitation			3,655,148		4,308,801		5,437,192		13,401,141
Private Sector Agribusiness			5,000,000		10,000,000		15,000,000		30,000,000
L. TOTAL PROGRAM SUPPORT			8,931,586		14,638,089		20,823,428		44,393,103

PROJECT YEAR	Unit Cost	#	YEAR 1 Aug 89 -Aug 90 Cost	#	YEAR 2 Aug 90 -Aug 91 Cost	#	YEAR 3 Aug 91 -Aug 92 Cost	#	TOTAL Cost
GRAND TOTAL EXCLUSIVE OF FIXED FEE			10,355,259		16,252,713		22,443,643		49,051,615
FIXED FEE ON COSTS MINUS SUBCONTRACTS *	7.9%		103,020		120,274		123,404		346,698
FEE ON SUBCONTRACTS	3%		3,589		2,765		1,744		8,098
TOTAL COSTS PLUS FIXED FEE			10,461,868		16,375,752		22,568,791		49,406,411

* FEE IS CALCULATED AT 7.9% OF ALL COSTS MINUS SUBCONTRACTS AND PROGRAM SUPPORT

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AFGHANISTAN AGRICULTURAL SECTOR SUPPORT PROJECT
RFP No. AFGHANISTAN 89-0204-019
BEST AND FINAL OFFER
DEVELOPMENT ALTERNATIVES, INC. (DAI)
ESTIMATED GENERAL SUPPORT BUDGET
07/20/89

PARAMETERS:
Salary 5% Number of days per PM 22
Direct Cost 5%

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		Aug 89 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost		
A. HOME OFFICE SUPPORT STAFF									
Salaries and Wages									
Sr Management Support									
Mickelwait	285.78 /day	1 PM	6,287	1 PM	6,602	1 PM	6,932	3 PM	19,821
RL Smith	230.77 /day	1 PM	5,077	1 PM	5,331	1 PM	5,597	3 PM	16,005
P. Guenette	168.46 /day	1 PM	3,706	0 PM	0	0 PM	0	1 PM	3,706
Admin. Support	121.15 /day	4 PM	10,661	4 PM	11,194	4 PM	11,754	12 PM	33,609
Procurement	115.38 /day	0.5 PM	1,269	0.5 PM	1,333	0.5 PM	1,399	1.5 PM	4,001
A. TOTAL HOME OFFICE SUPPORT		7.5 PM	27,000	6.5 PM	24,460	6.5 PM	25,682	20.5 PM	77,142
B. LONG TERM SALARIES AND WAGES (FIELD)									
Chief of Party									
Tony Babb	6,192 /month	12 PM	74,303	12 PM	78,018	12 PM	81,919	36 PM	234,240
B. TOTAL LT SALARIES AND WAGES		12 PM	74,303	12 PM	78,018	12 PM	81,919	36 PM	234,240
C. FRINGE BENEFITS									
Home Office Staff									
Salary @	24%		6,480		5,870		6,164		18,514
Overseas-Based Staff									
Salary @	8%		5,944		6,241		6,554		18,739
C. TOTAL FRINGE BENEFITS			12,424		12,111		12,718		37,253
D. SUBCONTRACTING									
			0		0		0		0
D. TOTAL SUBCONTRACTING			0		0		0		0

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PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL
		Aug 89 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost	

E. TRAINING SUPPORT

E. TOTAL TRAINING SUPPORT		0		0		0		0
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F. SHORT TERM TECHNICAL ASSISTANCE

Home Office Based Full-Time Staff	0 PM	0	0 PM	0	0 PM	0	0 PM	0
Home Office Based Intermittent Staff	0 PM	0	0 PM	0	0 PM	0	0 PM	0
Overseas Based Associates	0 PM	0	0 PM	0	0 PM	0	0 PM	0
Pakistani Nationals	0 PM	0	0 PM	0	0 PM	0	0.0 PM	0

F. TOTAL SHORT-TERM TECHNICAL ASSISTANCE	0 PM	0	0 PM	0	0 PM	0	0.0 PM	0
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G. LOCAL STAFF

Salaries

Office Manager/Local Dependent Hire								
2,000 /month	12 PM	24,000	12 PM	25,200	12 PM	26,460	36.0 PM	75,660
Accounting Staff (5 people)								
167 /month	60 PM	10,000	60 PM	10,500	60 PM	11,025	180.0 PM	31,525
Secretary	12 PM	3,500	12 PM	3,675	12 PM	3,859	36.0 PM	11,034
Drivers (2)	24 PM	4,500	24 PM	4,725	24 PM	4,961	72.0 PM	14,186
Cleaning	12 PM	2,000	12 PM	2,100	12 PM	2,205	36.0 PM	6,305

G. TOTAL LOCAL STAFF	120 PM	44,000	120 PM	46,200	120 PM	48,510	360.0 PM	138,710
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H. TRAVEL, TRANSPORTATION AND PER DIEM

International Travel

Babb								
To Post	764 /trip	1	764	2	1,603	0	0	3
R&R	2,575 /RT	1	2,575	3	8,111	0	0	4
From Post	764 /trip	0	0	0	0	3	2,527	3
Peshawar-Manila	1,527 /trip	6	9,162					6

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PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		Aug 89 -Aug 90	Aug 90 -Aug 91	Aug 91 -Aug 92					
	\$	Cost	Cost	Cost	Cost	Cost	Cost	Cost	
Sr. Management Support DC-Peshawar	2,575 /RT	3	7,725	3	8,111	3	8,517	9	24,353
STTA DC-Peshawar	2,575 /RT	0	0	0	0	0	0	0	0
Subtotal International Airfare			20,226		17,825		11,044		49,095
In-Country Transportation			2,000		1,050		1,103		4,153
Subtotal In-Country Transportation			2,000		1,050		1,103		4,153
Transportation of HHE Team Leader Tony Babb									
Air Freight	4.00 /lb.	250	1,000	350	1,470	600	2,646	1,200	5,116
Excess Baggage	100 /trip	1	100	2	210	3	331	6	641
Surface Freight	2.45 /lb.	0	0	2,500	6,431	2,500	6,753	5,000	13,184
Storage	250 /month	0	0	12	3,150	13	3,583	25	6,733
Packing and Hand	1,000 /move	1	1,000	0	0	1	1,103	2	2,103
Subtotal Shipment of HHE			2,100		11,261		14,416		27,777
Per Diem Long-term Overseas-Based Staff Islamabad	102 /day	15 dys	1,530	15 dys	1,607	15 dys	1,687	45 days	4,824
STTA Per Diem Peshawar	80 /day	0 dys	0	0 dys	0	0 dys	0	0 days	0
Islamabad	102 /day	0 dys	0	0 dys	0	0 dys	0	0 days	0
Sr Management Support/Technical Backstopping Peshawar	80 /day	24 dys	1,920	24 dys	2,016	24 dys	2,117	72 days	6,053
Islamabad	102 /day	6 dys	612	6 dys	643	6 dys	675	18 days	1,930
Subtotal Per Diem			4,062		4,266		4,479		12,807
H. TOTAL TRAVEL, TRANSPORTATION AND PERDIEM			28,388		34,402		31,042		93,832

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PROJECT YEAR	YEAR 1		YEAR 2		YEAR 3		TOTAL		
	Unit Cost	#	Aug 89 -Aug 90 Cost	#	Aug 90 -Aug 91 Cost	#	Aug 91 -Aug 92 Cost	#	Cost
I. SUPPLIES AND EQUIPMENT			2,000		1,000		1,000		4,000
I. TOTAL SUPPLIES AND EQUIPMENT			2,000		1,000		1,000		4,000
J. OTHER DIRECT COSTS									
Post Differential	25%		18,576		19,505		20,480		58,560
Sunday Differential	5%		3,715		3,901		4,096		11,712
Temporary Lodging Allowance									
Adults	56 /day	5 day	280	0	0	5	926		1,206
Children	21.5 /day	0 day	0	0	0	0	0		0
Separate Maintenance Allowance									
Chief of Party's Family (Manila)			6,500						6,500
Education Allowance									
K-8(Peshawar)	4,150 /child	0	0	0	0	0	0	0	0
9-12 (Islam.)	5,350 /child	0	0	1	5,618	1	5,898	2	11,516
6-12 (Manila)	4,800 /child	1	4,800	0	0	0	0	1	4,800
Edu. Travel	2,575 /RT	1	2,575	1	2,704	1	2,839	3	8,118
Language Training for COP			2,000						2,000
DBA Insurance @	4.25%		4,746		4,818		5,059		14,623
FICA 1989 @	7.51%		3,094						3,094
FICA 1990 on @	7.65%		5,256		5,750		5,843	0	16,849
Medical Evacuation Insurance									
Field Staff	90 /year	1	90	1	95	1	99	3	284
Dependents	115 /year	0	0	2	242	2	254	4	495
STTA	30 /PM	0	0	0	0	0	0	0	0
Misc. Travel Exp.	150 /trip	4	600	5	788	6	992	15	2,380

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PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL
			Aug 89 -Aug 90 Cost	#	Aug 90 -Aug 91 Cost	#	Aug 91 -Aug 92 Cost	#	
Medical Exams									
Adult	350 /person	1	350	1	368	2	772	4	1,489
Child	140 /person	0	0	1	147	1	154	2	301
Report Production	100 /month	12	1,200	12	1,260	12	1,323	36	3,783
Communications	335 /month	12	4,020	12	4,221	12	4,432	36	12,673
Transport of Prof. books/materials	250 /staff	1	250	1	263	1	276	3	788
J. TOTAL OTHER DIRECT COSTS			58,052		49,677		53,443		161,171
K. OVERHEAD									
Home Office Based Staff and Intermittent Salaries									
+ Fringe Benefit 75%			25,110		22,748		23,885		71,743
Overseas-Based Staff and Intermittent Salaries									
+ Fringe Benefit 65%			52,161		54,768		57,507		164,436
K. TOTAL OVERHEAD			77,271		77,516		81,392		236,179
GRAND TOTAL EXCLUSIVE OF FIXED FEE			323,438		323,384		335,705		982,527
FIXED FEE 7.9%			25,552		25,547		26,521		77,620
TOTAL COSTS PLUS FIXED FEE			348,990		348,931		362,226		1,060,147

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AFGHANISTAN AGRICULTURAL SECTOR SUPPORT PROJECT
 RFP No. AFGHANISTAN 89-0204-019
 BEST AND FINAL OFFER
 DEVELOPMENT ALTERNATIVES, INC. (DAI)
 ESTIMATED MONITORING, ANALYSIS AND PLANNING
 07/20/89

PARAMETERS:
 Salary
 Direct Cost 5% Number of days per PM 22
 5%

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL
		Aug 89 -Aug 90	Aug 90 -Aug 91	Aug 91 -Aug 92	Aug 91 -Aug 92	Cost	Cost	
A. HOME OFFICE SUPPORT STAFF								
Salaries and Wages								
Sr Management Support								
Mickelwait	285.78 /day	0 PM	0	0 PM	0	0 PM	0	0.0 PM
RL Smith	230.77 /day	0 PM	0	0 PM	0	0 PM	0	0.0 PM
Admin. Support	121.15 /day	0 PM	0	0 PM	0	0 PM	0	0.0 PM
Procurement	115.38 /day	0 PM	0	0 PM	0	0 PM	0	0.0 PM
A. TOTAL HOME OFFICE SUPPORT		0.0 PM	0	0.0 PM	0	0.0 PM	0	0.0 PM
B. LONG TERM SALARIES AND WAGES (FIELD)								
Garner	5,500 /month	12 PM	66,000	12 PM	69,300	12 PM	72,765	36 PM
								208,065
B. TOTAL LT SALARIES AND WAGES		12 PM	66,000	12 PM	69,300	12 PM	72,765	36 PM
								208,065
C. FRINGE BENEFITS								
Home Office Staff								
Salary @	24%		2,376		2,495		1,310	6,181
Overseas-Based Staff								
Salary @	8%		7,200		7,560		7,938	22,698
C. TOTAL FRINGE BENEFITS			9,576		10,055		9,248	28,879
D. SUBCONTRACTING								
			0		0		0	0
D. TOTAL SUBCONTRACTING			0		0		0	0

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		#	Aug 89 -Aug 90 Cost	#	Aug 90 -Aug 91 Cost	#	Aug 91 -Aug 92 Cost	#	Cost
E. TRAINING SUPPORT									
Training Support Coordinator Connor	4,333 /month	3 PM	13,000	2 PM	9,100	1 PM	4,778	6 PM	26,878
E. TOTAL TRAINING SUPPORT			13,000		9,100		4,778		26,878
F. SHORT TERM TECHNICAL ASSISTANCE									
Home Office Based Full-Time Staff	4,950 /month	2 PM	9,900	2 PM	10,395	1 PM	5,457	5 PM	25,752
Home Office Based Intermittent Staff	5,500 /month	4 PM	22,000	3 PM	17,325	3 PM	18,191	10 PM	57,516
Overseas Based Associates	1,500 /month	2 PM	3,000	2 PM	3,150	1 PM	1,654	5 PM	7,804
Pakistani Nationals (Fully Burdened Rates)	6,600 /month	2 PM	13,200	2 PM	13,860	2 PM	14,553	6.0 PM	41,613
F. TOTAL SHORT-TERM TECHNICAL ASSISTANCE		10.0 PM	48,100	9.0 PM	44,730	7.0 PM	39,855	26.0 PM	132,685
G. LOCAL STAFF									
Salaries									
Social Scientist *	1,000 /month	12 PM	12,000	12 PM	12,600	12 PM	13,230	36.0 PM	37,830
Analyst *	1,000 /month	12 PM	12,000	12 PM	12,600	12 PM	13,230	36.0 PM	37,830
Computer Data Entry	313 /month	48 PM	15,000	48 PM	15,750	48 PM	16,538	144.0 PM	47,289
Secretary	292 /month	12 PM	3,500	12 PM	3,675	12 PM	3,859	36.0 PM	11,034
Drivers (2)	188 /month	18 PM	3,375	24 PM	4,725	24 PM	4,961	66.0 PM	13,061
* Overseas-based Fringe and Overhead is taken on these employees.									
G. TOTAL LOCAL STAFF		102 PM	45,875	108 PM	49,350	108 PM	51,818	318.0 PM	147,043
H. TRAVEL, TRANSPORTATION AND PER DIEM									
Garner									
To Post	1,500 /trip	2	3,000	0	0	0	0	2	3,000
B&R	2,575 /RT	2	5,150	2	5,408	0	0	4	10,558
From Post	1,500 /trip	0	0	0	0	2	3,308	2	3,308
STTA									
DC-Peshawar	2,575 /RT	9	23,175	7	18,926	5	14,195	21	56,296
Subtotal International Airfare			31,325		24,334		17,503		73,162

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		Aug 89 -Aug 90	Aug 90 -Aug 91	Aug 91 -Aug 92	Aug 91 -Aug 92				
	\$	\$	\$	\$	\$	\$	\$	Cost	
In-Country Transportation		2,000	1,050	1,103				4,153	
Subtotal In-Country Transportation		2,000	1,050	1,103				4,153	
Transportation of HHE									
Garner									
Air Freight	5.00 /lb.	0	0	0	450	2,481	450	2,481	
Excess Baggage	100 /trip	0	0	0	2	221	2	221	
Surface Freight	3.20 /lb.	0	0	0	2,500	8,820	2,500	8,820	
Storage	250 /month	12	3,000	12	3,150	13	3,583	9,733	
Packing and Hand	1,000 /move	0	0	0	0	1	1,103	1	
Subtotal Shipment of HHE		3,000	3,150	16,208				22,358	
Per Diem									
Long-term Overseas-Based Staff									
Islamabad	102 /day	15 dys	1,530	15 dys	1,607	15 dys	1,687	45 days	4,824
STTA Per Diem									
Peshawar	80 /day	284 dys	22,720	213 dys	17,892	142 dys	12,524	639 days	53,136
Islamabad	102 /day	24 dys	2,448	18 dys	1,928	12 dys	1,349	54 days	5,725
Subtotal Per Diem		26,914	21,603	15,692				64,209	
H. TOTAL TRAVEL, TRANSPORTATION AND PERDIEM		63,239	50,137	50,506				163,882	
I. SUPPLIES AND EQUIPMENT		2,000	2,000	2,000				6,000	
I. TOTAL SUPPLIES AND EQUIPMENT		2,000	2,000	2,000				6,000	
J. OTHER DIRECT COSTS									
Post Differential	25%	16,500	17,325	18,191				52,016	
Sunday Differential	5%	3,300	3,465	3,638				10,403	
Temporary Lodging Allowance									

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PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL
			Aug 89 -Aug 90 Cost	#	Aug 90 -Aug 91 Cost	#	Aug 91 -Aug 92 Cost	#	
Adults	56 /day	10 day	560	0	0	10	617	20	1,177
Children	21.5 /day	0 day	0	0	0	0	0	0	0
Education Allowance									
K-8	4,150 /child	0	0	0	0	0	0	0	0
9-12	5,350 /child	0	0	0	0	0	0	0	0
DBA Insurance @	4.25%		4,059		4,068		4,069		12,196
FICA 1989 @	7.51%		2,473						2,473
FICA 1990 @	7.65%		4,542		4,575		4,244		13,361
Medical Evacuation Insurance									
Field Staff	90 /year	1	90	1	95	1	99	3	284
Dependents	115 /year	1	115	1	121	1	127	3	363
STTA	30 /PM	13	390	11	347	8	265	32	1,001
Misc. Travel Expenses	150 /trip	14	2,100	9	1,418	8	1,323	31	4,841
Medical Exams									
Adult	350 /person	2	700	0	0	2	772	4	1,472
Child	140 /person	0	0	0	0	0	0	0	0
Communications	335 /month	12	4,020	12	4,221	12	4,432	36	12,673
Transport of Prof. books/materials	250 /staff	1	250	1	263	1	276	3	788
J. TOTAL OTHER DIRECT COSTS			39,099		35,896		38,052		113,048
K. OVERHEAD									
Home Office Based Staff and Intermittent Salaries									
+ Fringe Benefit	75%		35,457		29,486		22,302		87,245
Overseas-Based Staff and Intermittent Salaries									
+ Fringe Benefit	65%		73,710		77,396		80,191		231,297
K. TOTAL OVERHEAD			109,167		106,882		102,493		318,542

PROJECT YEAR		YEAR 1 Aug 89 -Aug 90		YEAR 2 Aug 90 -Aug 91		YEAR 3 Aug 91 -Aug 92		TOTAL	
Unit Cost	\$	\$	\$	\$	\$	\$	\$	\$	Cost
L. PROGRAM SUPPORT (FUNDS TO BE SUPPLIED BY USAID)									
Salaries									
Afghan-Based	2,500 /person year	30 PY	75,000	40 PY	105,000	50 PY	137,813	120 PY	317,813
Travel									
Afghan-Based	50 /trip	2 RT	3,000	2 RT	4,200	2 RT	5,513		12,713
Per Diem									
Afghan-Based									
Training/Peshawar	10 /day	5 PY	18,250	4.2 PY	15,330	5 PY	18,250	14 PY	51,830
Visitation/Peshaw	10 /day	2.5 PY	9,125	3.3 PY	12,045	4.2 PY	15,330	10 PY	36,500
In Afghanistan	5 /day	22.5 PY	41,063	32.5 PY	59,313	40.8 PY	74,460	96 PY	174,836
Facilities	1,000 /month	12 PM	12,000	12 PM	12,600	12 PM	13,230		37,830
Agricultural Planning Assistants			2,000		4,000		4,000		10,000
Seminars	1,000 /year	4	4,000	4	4,200	4	4,410		12,610
Cartographers	6,000 /person year	2 PY	12,000	2 PY	12,600	2 PY	13,230		37,830
Land Satelite Imagery Read-out/Facility (Subcontract)			100,000		100,000		100,000		300,000
J. TOTAL PROGRAM SUPPORT			276,438		329,288		386,236		991,962
GRAND TOTAL EXCLUSIVE OF FIXED FEE			672,494		706,738		757,751		2,136,984
FIXED FEE 7.9%			31,288		29,819		29,350		90,218
TOTAL COSTS PLUS FIXED FEE			703,626		736,757		786,818		2,227,201

AFGHANISTAN AGRICULTURAL SECTOR SUPPORT PROJECT
 RFP No. AFGHANISTAN 89-0204-019
 BEST AND FINAL OFFER
 DEVELOPMENT ALTERNATIVES, INC. (DAI)
 ESTIMATED AGRICULTURE AND RURAL REHABILITATION
 07/20/89

PARAMETERS:
 Salary 5% Number of days per PM 22
 Direct Cost 5%

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		Apr 90 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost		
A. HOME OFFICE SUPPORT STAFF									
Salaries and Wages									
Sr Management Support									
Mickelwait	285.78 /day	0 PM	0	0 PM	0	0 PM	0	0.0 PM	0
RL Smith	230.77 /day	0 PM	0	0 PM	0	0 PM	0	0 PM	0
Admin. Support	121.15 /day	0 PM	0	0 PM	0	0 PM	0	0 PM	0
Procurement	115.38 /day	0 PM	0	0 PM	0	0 PM	0	0.0 PM	0
A. TOTAL HOME OFFICE SUPPORT		0.0 PM	0	0.0 PM	0	0.0 PM	0	0.0 PM	0
B. LONG TERM SALARIES AND WAGES (FIELD)									
Sediq	6,192 /month	6 PM	37,152	12 PM	78,018	12 PM	81,919	30 PM	197,089
Wakil	3,833 /month	6 PM	23,000	12 PM	48,300	12 PM	50,715	30 PM	122,015
B. TOTAL LT SALARIES AND WAGES		12 PM	60,152	24 PM	126,318	24 PM	132,634	60 PM	319,104
C. FRINGE BENEFITS									
Home Office Staff									
Salary @	24%		2,376		2,495		1,310		6,181
Overseas-Based Staff									
Salary @	8%		5,772		12,121		12,728		30,621
C. TOTAL FRINGE BENEFITS			8,148		14,616		14,038		36,802

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL
		Apr 90 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost	
D. SUBCONTRACTING (SEE PROGRAM SUPPORT LINE ITEM)		0		0		0		0
D. TOTAL SUBCONTRACTING		0		0		0		0

E. TRAINING SUPPORT (SEE PROGRAM SUPPORT LINE ITEM)		0		0		0		0
E. TOTAL TRAINING SUPPORT		0		0		0		0

F. SHORT TERM TECHNICAL ASSISTANCE								
Home Office Based Full-Time Staff								
4,950 /month	2 PM	9,900.	2 PM	10,395	1 PM	5,457	5 PM	25,752
Home Office Based Intermittent Staff								
5,500 /month	6 PM	33,000	7 PM	40,425	7 PM	42,446	20 PM	115,871
Overseas Based Associates								
1,500 /month	0 PM	0	0 PM	0	0 PM	0	0 PM	0
Pakistani Nationals (Fully Burdened Rates)								
6,600 /month	2 PM	13,200	2 PM	13,860	1 PM	7,277	5.0 PM	34,337
F. TOTAL SHORT-TERM TECHNICAL ASSISTANCE	10 PM	56,100	11 PM	64,680	9 PM	55,180	30.0 PM	175,960

G. LOCAL STAFF									
Salaries									
Design Eng. *	1,000 /month	6 PM	6,000	12 PM	12,600	12 PM	13,230	30.0 PM	31,830
Other Professional*	1,000 /month	6 PM	6,000	12 PM	12,600	12 PM	13,230	30.0 PM	31,830
Secretary (2)	292 /month	12 PM	3,500	24 PM	7,350	24 PM	7,718	60.0 PM	18,568
Drivers (2)	188 /month	12 PM	2,250	24 PM	4,725	24 PM	4,961	60.0 PM	11,936

* Overseas-based Fringe and Overhead is taken on these employees.

G. TOTAL LOCAL STAFF	36 PM	17,750	72 PM	37,275	72 PM	39,139	180.0 PM	94,164
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H. TRAVEL, TRANSPORTATION AND PER DIEM								
International Travel								
Sediq								
To Post	1,500 /trip	4	6,000	0	0	0	4	6,000
R&R	2,575 /RT	0	0	4	10,815	0	4	10,815
From Post	1,500 /trip	0	0	0	0	4	6,615	6,615

PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL	
			Apr 90	-Aug 90	Aug 90	-Aug 91	Aug 91	-Aug 92	#	Cost
Wakil										
To Post	1,500 /trip	3	4,500	0	0	0	0	3		4,500
R&R	2,575 /RT	0	0	3	8,111	0	0	3		8,111
From Post	1,500 /trip	0	0	0	0	3	4,961	3		4,961
STTA										
DC-Peshawar	2,575 /RT	8	20,600	9	24,334	8	22,712	25		67,646
Subtotal International Airfare			31,100		43,260		34,288			108,648
In-Country Transportation			2,000		1,050		1,103			4,153
Subtotal In-Country Transportation			2,000		1,050		1,103			4,153
Transportation of HHE										
Sediq										
Air Freight	5.00 /lb.	0	0	0	0	800	4,410	800		4,410
Excess Baggage	100 /trip	0	0	0	0	5	551	5		551
Surface Freight	3.20 /lb.	0	0	0	0	2,500	8,820	2,500		8,820
Storage	250 /month	6	1,500	12	3,150	13	3,583	31		8,233
Packing and Hand	1,000 /move	0	0	0	0	1	1,103	- 1		1,103
Wakil										
Air Freight	5.00 /lb.	0	0	0	0	600	3,308	600		3,308
Excess Baggage	100 /trip	0	0	0	0	3	331	3		331
Surface Freight	3.20 /lb.	0	0	0	0	2,500	8,820	2,500		8,820
Storage	250 /month	6	1,500	12	3,150	13	3,583	31		8,233
Packing and Hand	1,000 /move	0	0	0	0	1	1,103	1		1,103
Subtotal Shipment of HHE			3,000		6,300		35,612			44,912
Per Diem										
Long-term Overseas-Based Staff										
Islamabad	102 /day	30 dys	3,060	30 dys	3,213	30 dys	3,374	90 days		9,647
STTA Per Diem										
Peshawar	80 /day	189 dys	15,120	213 dys	17,892	189 dys	16,670	591 days		49,682
Islamabad	102 /day	16 dys	1,632	18 dys	1,928	16 dys	1,799	50 days		5,359
Subtotal Per Diem			19,812		23,033		21,843			64,588
H. TOTAL TRAVEL, TRANSPORTATION AND PERDIEM										
			55,912		73,643		92,846			222,401

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		Apr 90 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost	Cost	Cost
I. SUPPLIES AND EQUIPMENT		1,000		2,000		1,000		4,000	
I. TOTAL SUPPLIES AND EQUIPMENT		1,000		2,000		1,000		4,000	
J. OTHER DIRECT COSTS									
Post Differential	25%	15,038		31,580		33,159		79,776	
Sunday Differential	5%	3,008		6,316		6,632		15,955	
Temporary Lodging Allowance									
Adults	56 /day	0 day	0	0	20	1,235	20	1,235	
Children	21.5 /day	0 day	0	0	25	593	25	593	
Education Allowance									
K-8	4,150 /child	1	4,150	1	4,358	1	4,575	3	13,083
9-12	5,350 /child	4	10,700	4	22,470	4	23,594	12	56,764
Ed. Travel	2,575 /trip	0 RT	0	0 RT	0	0 RT	0	0	0
DBA Insurance @	4.25%	5,147		9,139		9,364		23,650	
FICA 1990 @	7.65%	7,160		7,766		7,543		22,469	
Medical Evacuation Insurance									
Field Staff	90 /year	2	189	2	189	1	99	5	477
Dependents	115 /year	7	845	7	845	4	407	18	2,198
STTA	30 /PM	10	300	11	347	9	298	30	944
Misc. Travel Exp.	150 /trip	12	1,800	9	1,418	12	1,985	33	5,202
Medical Exams									
Adult	350 /person	8	2,800	0	0	8	3,087	16	5,887
Child (under 12)	140 /person	1	140	0	0	1	154	2	294
Communications	335 /month	6	2,010	12	4,221	12	4,432	30	10,663
Transport of Prof. books/materials	250 /staff	2	500	2	525	2	551	6	1,576
J. TOTAL OTHER DIRECT COSTS		53,787		89,172		97,807		240,766	

PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL
			Apr 90 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost	
=====									
K. OVERHEAD									
Home Office Based Staff and Intermittent Salaries									
+ Fringe Benefit	75%		33,957		39,986		36,910		110,853
Overseas-Based Staff and Intermittent Salaries									
+ Fringe Benefit	65%		59,231		115,374		116,414		291,019
=====									
K. TOTAL OVERHEAD			93,188		155,360		153,324		401,872
=====									
L. PROGRAM SUPPORT (FUNDS TO BE SUPPLIED BY USAID)									
Salaries									
Peshawar-based	2,400 /person year	70 PY	168,000		70 PY	176,400		70 PY	185,220
Afghan-based	2,100 /person year	210 PY	441,000		280 PY	617,400		336 PY	777,924
								210 PY	529,620
								826 PY	1,836,324
Travel									
Peshawar-based	50 /trip	40 RT	2,000		40 RT	2,100		40 RT	2,205
Afghan-based	50 /trip	420 RT	21,000		560 RT	29,400		672 RT	37,044
								120 RT	6,305
								1,652 RT	87,444
Per Diem									
Peshawar-based	5 /day	3.3 PY	6,023		3.3 PY	6,023		3.3 PY	6,023
Afghan-based								10 PY	18,069
In Peshawar	10 /day	35 PY	127,750		46.7 PY	170,455		56 PY	204,400
In Afghanistan	5 /day	175 PY	319,375		233.3 PY	425,773		280 PY	511,000
								688 PY	1,256,148
Rural Works/Roads	85,000 /ARS	15	1,275,000		20	1,785,000		25	2,342,813
									5,402,813
Ag Equipment	25,000 /ARS	15	375,000		5	131,250		5	137,813
									644,063
Ag Operations	20,000 /ARS	15	300,000		5	105,000		5	110,250
									515,250
Rural Works/Vehicles/Supplies/Commodities	40,000 /ARS	15	600,000		20	840,000		25	1,102,500
									2,542,500
Subcontract - For Training: Engineering, Agriculture, Rural Development, Planning			20,000			20,000			20,000
									60,000
=====									
L. TOTAL PROGRAM SUPPORT			3,655,148		4,308,801		5,437,192		13,401,141
=====									
GRAND TOTAL EXCLUSIVE OF FIXED FEE			4,001,185		4,871,865		6,023,160		14,896,210
FIXED FEE *	7.9%		27,337		44,482		46,291		118,110
TOTAL COSTS PLUS FIXED FEE			4,028,522		4,916,347		6,069,451		15,014,320

* Fee is applied to all cost minus program support.

AFGHANISTAN AGRICULTURAL SECTOR SUPPORT PROJECT
RFP No. AFGHANISTAN 89-0204-019
BEST AND FINAL OFFER
DEVELOPMENT ALTERNATIVES, INC. (DAI)
ESTIMATED PRIVATE SECTOR AGRIBUSINESS
07/20/89

PARAMETERS:
Salary 5% Number of days per PM 22
Direct Cost 5%

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		Aug 89 -Aug 90	Aug 90 -Aug 91	Aug 91 -Aug 92	Aug 91 -Aug 92	Cost	Cost		
A. HOME OFFICE SUPPORT STAFF									
Salaries and Wages									
Sr Management Support									
Mickelwait	285.78 /day	0 PM	0	0 PM	0	0 PM	0	0.0 PM	0
RL Smith	230.77 /day	0 PM	0	0 PM	0	0 PM	0	0 PM	0
Admin. Support	121.15 /day	0 PM	0	0 PM	0	0 PM	0	0 PM	0
Procurement	115.38 /day	0 PM	0	0 PM	0	0 PM	0	0.0 PM	0
A. TOTAL HOME OFFICE SUPPORT		0 PM	0	0 PM	0	0 PM	0	0.0 PM	0
B. LONG TERM SALARIES AND WAGES (FIELD)									
Guenette	3,950 /month	10 PM	39,505	12 PM	49,776	12 PM	52,264	34 PM	141,545
B. TOTAL LT SALARIES AND WAGES		10 PM	39,505	12 PM	49,776	12 PM	52,264	34 PM	141,545
C. FRINGE BENEFITS									
Home Office Staff									
Salary @	24%		948		1,248		1,310		3,506
Overseas-Based Staff									
Salary @	8%		5,320		6,250		6,563		18,133
C. TOTAL FRINGE BENEFITS			6,268		7,498		7,873		21,639
D. SUBCONTRACTING									
GIC Agricultural Group	10.5 PM of STTA		119,627		92,173		58,143		269,943
D. TOTAL SUBCONTRACTING			119,627		92,173		58,143		269,943

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		Aug 89 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost	Cost	Cost
E. TRAINING SUPPORT		0		0		0		0	
E. TOTAL TRAINING SUPPORT		0		0		0		0	

F. SHORT TERM TECHNICAL ASSISTANCE

Home Office Based Full-Time Staff									
Average	4,950 /month	0 PM	0	1 PM	5,198	1 PM	5,457	2 PM	10,655
Guenette	3,950 /month	1 PM	3,950	0 PM	0	0 PM	0	1 PM	3,950
Home Office Based Intermittent Staff									
	5,500 /month	1.5 PM	8,250	2 PM	11,550	1 PM	6,064	5 PM	25,864
Overseas Based Associates									
	1,500 /month	0 PM	0	0 PM	0	0 PM	0	0 PM	0
Pakistani Nationals (Fully Burdened Rates)									
	6,600 /month	1 PM	6,600	1 PM	6,930	1 PM	7,277	3.0 PM	20,807
F. TOTAL SHORT-TERM TECHNICAL ASSISTANCE		3.5 PM	18,800	4.0 PM	23,678	3.0 PM	18,798	10.5 PM	61,276

G. LOCAL STAFF

Salaries									
Senior Expeditor *	1,000 /month	12 PM	12,000	12 PM	12,600	12 PM	13,230	36.0 PM	37,830
AFC Officer *	750 /month	12 PM	9,000	12 PM	9,450	12 PM	9,923	36.0 PM	28,373
Junior Expeditor *	500 /month	12 PM	6,000	12 PM	6,300	12 PM	6,615	36.0 PM	18,915
Computer Operator	375 /month	12 PM	4,500	12 PM	4,725	12 PM	4,961	36.0 PM	14,186
Secretary	292 /month	12 PM	3,500	12 PM	3,675	12 PM	3,859	36.0 PM	11,034
Drivers (2)	185 /month	24 PM	4,450	24 PM	4,673	24 PM	4,906	72.0 PM	14,029

* Overseas-based Fringe and Overhead is calculated on these positions

G. TOTAL LOCAL STAFF		84 PM	39,450	84 PM	41,423	84 PM	43,494	252.0 PM	124,367
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H. TRAVEL, TRANSPORTATION AND PER DIEM

International Travel									
Guenette									
To Post	1,500 /trip	3	4,500	0	0	0	0	3	4,500
R&R	2,575 /RT	3	7,725	3	8,111	0	0	6	15,836
From Post	1,500 /trip	0	0	0	0	3	4,961	3	4,961

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PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL
			Aug 89 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost	
STTA									
DC-Peshawar	2,575 /RT	3	6,438	3	8,111	2	5,678	8	20,227
Subtotal International Airfare			18,663		16,222		10,639		45,524
In-Country Transportation			2,000		1,050		1,103		4,153
Subtotal In-Country Transportation			2,000		1,050		1,103		4,153
Transportation of HHE									
Guenette									
Air Freight	5.00 /lb.	600	3,000	0	0	600	3,308	1,200	6,308
Excess Baggage	100 /trip	3	300	0	0	3	331	6	631
Surface Freight	3.20 /lb.	2,500	8,000	0	0	2,500	8,820	5,000	16,820
Storage	250 /month	10	2,500	12	3,150	13	3,583	35	9,233
Packing and Hand	1,000 /move	1	1,000	0	0	1	1,103	2	2,103
Subtotal Shipment of HHE			14,800		3,150		17,145		35,095
Per Diem									
Long-term Overseas-Based Staff									
Islamabad	102 /day	15 dys	1,530	15 dys	1,607	15 dys	1,687	45 days	4,824
STTA Per Diem									
Peshawar	80 /day	59 dys	4,720	71 dys	5,964	47 dys	4,145	177 days	14,829
Islamabad	102 /day	5 dys	510	6 dys	643	4 dys	450	15 days	1,603
Subtotal Per Diem			6,760		8,214		6,282		21,256
H. TOTAL TRAVEL, TRANSPORTATION AND PERDIEM			42,223		28,636		35,169		106,028
I. SUPPLIES AND EQUIPMENT			2,000		2,000		2,000		6,000
I. TOTAL SUPPLIES AND EQUIPMENT			2,000		2,000		2,000		6,000

PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL	
			Aug 89	-Aug 90	Aug 90	-Aug 91	Aug 91	-Aug 92	#	Cost
J. OTHER DIRECT COSTS										
Post Differential	25%		9,876		12,444		13,066		35,386	
Sunday Differential	5%		1,975		2,489		2,613		7,077	
Temporary Lodging Allowance										
Adults	56 /day	10 day	2,240	0	0	10	2,470	20	4,710	
Children	21.5 /day	5 day	215	0	0	5	237	10	452	
Education Allowance										
K-8	4,150 /child	0	0	1	4,358	1	4,575	2	8,933	
9-12	5,350 /child	0	0	0	0	0	0	0	0	
DBA Insurance @	4.25%		2,197		2,827		2,711		7,735	
FICA 1989 @	7.51%		1,756						1,756	
FICA 1990 @	7.65%		4,812		5,160		4,760	0	14,732	
Medical Evacuation Insurance										
Field Staff	90 /year	1	90	1	95	1	99	3	284	
Dependents	115 /year	2	230	2	242	2	254	6	725	
STTA	30 /PM	4	105	4	126	3	99	11	330	
Misc. Travel Expenses										
	150 /trip	6	825	3	473	5	827	14	2,124	
Medical Exams										
Adult	350 /person	2	700	0	0	2	772	4	1,472	
Child (under 12)	140 /person	1	140	0	0	1	154	2	294	
Communications	335 /month	12	4,020	12	4,221	12	4,432	36	12,673	
Transport of Prof. books/materials										
	250 /staff	1	250	1	263	1	276	3	788	
J. TOTAL OTHER DIRECT COSTS			29,432		32,696		37,345		99,472	

PROJECT YEAR	Unit Cost	YEAR 1 Aug 89 -Aug 90 Cost	YEAR 2 Aug 90 -Aug 91 Cost	YEAR 3 Aug 91 -Aug 92 Cost	TOTAL Cost
K. OVERHEAD					
Home Office Based Staff and Intermittent Salaries + Fringe Benefit 75%		9,861	13,497	9,623	32,981
Overseas-Based Staff and Intermittent Salaries + Fringe Benefit 65%		50,976	59,349	62,317	172,642
K. OVERHEAD		60,837	72,846	71,940	205,623
L. PROGRAM SUPPORT (FROM RFP) TO BE SUPPLIED BY USAID					
		5,000,000	10,000,000	15,000,000	30,000,000
L. TOTAL PROGRAM SUPPORT		5,000,000	10,000,000	15,000,000	30,000,000
GRAND TOTAL EXCLUSIVE OF FIXED FEE					
		5,358,142	10,350,726	15,327,026	31,035,893
FIXED FEE ON DAI COSTS	7.9%	18,843	20,426	21,242	60,511
FIXED FEE ON SUB COSTS	3.0%	3,589	2,765	1,744	8,098
TOTAL COSTS PLUS FIXED FEE		5,380,574	10,373,917	15,350,012	31,104,502

Note: This form is used in contract actions if submission of cost or pricing data is required. (See FAR 15.804-6(b))

2. NAME AND ADDRESS OF OFFEROR (Include ZIP Code)
 Development Alternatives, Inc.
 624 Ninth Street, N.W., Suite 600
 Washington, D.C. 20001

3A. NAME AND TITLE OF OFFEROR'S POINT OF CONTACT
 D. R. Mickelwait, President
 A. H. Barclay Jr., Sr. VP

3B. TELEPHONE NO.
 (202) 783-9110

4. TYPE OF CONTRACT ACTION (Check)
 A. NEW CONTRACT
 B. CHANGE ORDER
 C. PRICE REVISION/REDETERMINATION
 D. LETTER CONTRACT
 E. UNPRICED ORDER
 F. OTHER (Specify)

5. TYPE OF CONTRACT (Check)
 FFP CPFF CPIF CPAF
 FPI OTHER (Specify)

6. PROPOSED COST (A+B=C)
 A. COST \$ 50,999,763
 B. PROFIT/FEE \$ 508,698
 C. TOTAL \$ 51,508,461

7. PLACE(S) AND PERIOD(S) OF PERFORMANCE
 Pakistan and Afghanistan August 1989 - December 31, 1992 OPTION ONE

8. List and reference the identification, quantity and total price proposed for each contract line item. A line item cost breakdown supporting this recap is required unless otherwise specified by the Contracting Officer. (Continue on reverse, and then on plain paper, if necessary. Use same headings.)

LINE ITEM NO.	B. IDENTIFICATION	C. QUANTITY	D. TOTAL PRICE	E. REF.
A.	Home Office Support		77,142	
B.	LT Salaries and Wages		1,673,261	
C.	Fringe Benefits		186,196	
D.	Subcontracting		269,943	
E.	Training Support		26,878	
F.	Short-Term Technical Assistance		369,921	
G.	Local Staff		522,412	
H.	Travel, Transportation and Per Diem		783,646	
I.	Equipment and Supplies		19,000	
J.	Other Direct Costs		975,289	
K.	Overhead		1,702,972	
L.	Program Support		44,393,103	

9. PROVIDE NAME, ADDRESS, AND TELEPHONE NUMBER FOR THE FOLLOWING (If available)

CONTRACT ADMINISTRATION OFFICE B. AUDIT OFFICE

10. WILL YOU REQUIRE THE USE OF ANY GOVERNMENT PROPERTY IN THE PERFORMANCE OF THIS WORK? (If "Yes," identify)
 YES NO See RFP

11A. DO YOU REQUIRE GOVERNMENT CONTRACT FINANCING TO PERFORM THIS PROPOSED CONTRACT? (If "Yes," complete Item 11B)
 YES NO

11B. TYPE OF FINANCING (check one)
 ADVANCE PAYMENTS PROGRESS PAYMENTS
 GUARANTEED LOANS

12. HAVE YOU BEEN AWARDED ANY CONTRACTS OR SUBCONTRACTS FOR THE SAME OR SIMILAR ITEMS WITHIN THE PAST 3 YEARS? (If "Yes," identify item(s), customer(s) and contract number(s))
 YES NO See Technical Proposal

13. IS THIS PROPOSAL CONSISTENT WITH YOUR ESTABLISHED ESTIMATING AND ACCOUNTING PRACTICES AND PROCEDURES AND FAR PART 31 COST PRINCIPLES? (If "No," explain)
 YES NO

14. COST ACCOUNTING STANDARDS BOARD (CASB) DATA (Public Law 91-379 as amended and FAR PART 30)

15. WILL THIS CONTRACT ACTION BE SUBJECT TO CASB REGULATIONS? (If "No," explain in proposal)
 YES NO

16. HAVE YOU SUBMITTED A CASB DISCLOSURE STATEMENT (CASB DS-1 or 2)? (If "Yes," specify in proposal the office to which submitted and if determined to be adequate)
 YES NO

17. IS ANY ASPECT OF THIS PROPOSAL INCONSISTENT WITH YOUR DISCLOSED PRACTICES OR APPLICABLE COST ACCOUNTING STANDARDS? (If "Yes," explain in proposal)
 YES NO

This proposal is submitted in response to the RFP contract, modification, etc. in Item 1 and reflects our best estimates and/or actual costs as of this date.

18. NAME AND TITLE (Type)
 Benjamin G. Stauss, Vice President for Finance and Administration

19. NAME OF FIRM
 Development Alternatives, Inc.

20. SIGNATURE


21. DATE OF SUBMISSION
 7/21/89

AFGHANISTAN AGRICULTURAL SECTOR SUPPORT PROJECT

RFP No. AFGHANISTAN 89-0204-019
 DEVELOPMENT ALTERNATIVES, INC. (DAI)
 ESTIMATED SUMMARY BUDGET - OPTION ONE
 07/20/89

ADDITION OF 1 EXPATRIATE FINANCIAL MANAGER TO GENERAL SUPPORT BUDGET
 PLUS 1 EXPATRIATE AND 1 OFF-SHORE AFGHAN AGRICULTURALIST
 IN THE ARR COMPONENT AND 1 EXPATRIATE AG ECONOMIST AND AN AFGHAN CHIEF OF THE COMPONENT

PARAMETERS:

Salary 5% Number of days per PM 22
 Direct Cost 5%

PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL
			Aug 89 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost	Cost

A. HOME OFFICE SUPPORT STAFF

General Support Budget	7.5 PM	27,000	6.5 PM	24,460	6.5 PM	25,682	20.5 PM	77,142
Monitoring, Analysis and Planning Budget	0 PM	0	0 PM	0	0 PM	0	0.0 PM	0
Agriculture and Rural Rehabilitation	0 PM	0	0 PM	0	0 PM	0	0.0 PM	0
Private Sector Agribusiness	0 PM	0	0 PM	0	0 PM	0	0.0 PM	0

A. TOTAL HOME OFFICE SUPPORT	7.5 PM	27,000	6.5 PM	24,460	6.5 PM	25,682	20.5 PM	77,142
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B. LONG TERM SALARIES AND WAGES (FIELD)

General Support Budget	24 PM	135,803	24 PM	142,593	24 PM	149,723	72 PM	428,119
Monitoring, Analysis and Planning Budget	36 PM	183,303	36 PM	192,468	36 PM	202,092	108 PM	577,863
Agriculture and Rural Rehabilitation	24 PM	99,102	48 PM	208,113	48 PM	218,519	120 PM	525,734
Private Sector Agribusiness	10 PM	39,505	12 PM	49,776	12 PM	52,264	34 PM	141,545

B. TOTAL LT SALARIES AND WAGES	94 PM	457,713	120 PM	592,950	120 PM	622,598	334 PM	1,673,261
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C. FRINGE BENEFITS

General Support Budget	17,344	17,277	18,142	52,763
Monitoring, Analysis and Planning Budget	18,960	19,908	19,594	58,462
Agriculture and Rural Rehabilitation	11,264	21,160	20,908	53,332
Private Sector Agribusiness	6,268	7,498	7,873	21,639

C. TOTAL FRINGE BENEFITS	53,836	65,843	66,517	186,196
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PROJECT YEAR	YEAR 1		YEAR 2		YEAR 3		TOTAL		
	Unit Cost	#	Aug 89 -Aug 90 Cost	#	Aug 90 -Aug 91 Cost	#	Aug 91 -Aug 92 Cost	#	Cost
D. SUBCONTRACTING									
General Support Budget			0		0		0		0
Monitoring, Analysis and Planning Budget			0		0		0		0
Agriculture and Rural Rehabilitation			0		0		0		0
Private Sector Agribusiness			119,627		92,173		58,143		269,943
=====									
D. TOTAL SUBCONTRACTING			119,627		92,173		58,143		269,943
=====									
E. TRAINING SUPPORT									
General Support Budget			0		0		0		0
Monitoring, Analysis and Planning Budget			13,000		9,100		4,778		26,878
Agriculture and Rural Rehabilitation			0		0		0		0
Private Sector Agribusiness			0		0		0		0
=====									
E. TOTAL TRAINING SUPPORT			13,000		9,100		4,778		26,878
=====									
F. SHORT TERM TECHNICAL ASSISTANCE									
General Support Budget	0 PM		0	0 PM	0	0 PM	0	0 PM	0
Monitoring, Analysis and Planning Budget	10 PM		48,100	9 PM	44,730	7 PM	39,855	26 PM	132,685
Agriculture and Rural Rehabilitation	10 PM		56,100	11 PM	64,680	9 PM	55,180	30 PM	175,960
Private Sector Agribusiness	3.5 PM		18,800	4 PM	23,678	3 PM	18,798	10.5 PM	61,276
=====									
F. TOTAL SHORT-TERM TECHNICAL ASSISTANCE	23.5 PM		123,000	24.0 PM	133,088	19.0 PM	113,833	66.5 PM	369,921
=====									
G. LOCAL STAFF									
General Support Budget	120 PM		44,000	120 PM	46,200	120 PM	48,510	360.0 PM	138,710
Monitoring, Analysis and Planning Budget	126 PM		51,625	132 PM	55,388	132 PM	58,158	390.0 PM	165,171
Agriculture and Rural Rehabilitation	36 PM		17,750	72 PM	37,275	72 PM	39,139	180.0 PM	94,164
Private Sector Agribusiness	84 PM		39,450	84 PM	41,423	84 PM	43,494	252.0 PM	124,367
=====									
G. TOTAL LOCAL STAFF	366 PM		152,825	408 PM	180,286	408 PM	189,301	1182.0 PM	522,412
=====									

PROJECT YEAR	YEAR 1		YEAR 2		YEAR 3		TOTAL		
	Unit Cost	#	Aug 89 -Aug 90 Cost	#	Aug 90 -Aug 91 Cost	#	Aug 91 -Aug 92 Cost	#	Cost
H. TRAVEL, TRANSPORTATION AND PER DIEM									
International Travel									
General Support Budget			36,526		28,640		17,657		82,823
Monitoring, Analysis and Planning Budget			43,550		32,445		22,464		98,459
Agriculture and Rural Rehabilitation			37,100		54,075		40,903		132,078
Private Sector Agribusiness			18,663		16,222		10,639		45,524

Subtotal International Airfare			135,839		131,382		91,663		358,884

In-Country Transportation									
General Support Budget			2,000		1,050		1,103		4,153
Monitoring, Analysis and Planning Budget			2,000		1,050		1,103		4,153
Agriculture and Rural Rehabilitation			2,000		1,050		1,103		4,153
Private Sector Agribusiness			2,000		1,050		1,103		4,153

Subtotal In-Country Transportation			8,000		4,200		4,412		16,612

Transportation of HHE									
General Support Budget			4,100		15,461		32,222		51,783
Monitoring, Analysis and Planning Budget			18,300		6,300		33,353		57,953
Agriculture and Rural Rehabilitation			17,400		9,450		52,978		79,828
Private Sector Agribusiness			14,800		3,150		17,145		35,095

Subtotal Shipment of HHE			54,600		34,361		135,698		224,659

Per Diem									
General Support Budget			5,592		5,872		6,166		17,630
Monitoring, Analysis and Planning Budget			29,758		24,640		18,933		73,331
Agriculture and Rural Rehabilitation			19,812		26,246		25,216		71,274
Private Sector Agribusiness			6,760		8,214		6,282		21,256

Subtotal Per Diem			61,922		64,972		56,597		183,491

H. TOTAL TRAVEL, TRANSPORTATION AND PERDIEM			260,361		234,915		288,370		783,646

PROJECT YEAR	YEAR 1		YEAR 2		YEAR 3		TOTAL		
	Unit Cost	#	Aug 89 -Aug 90 Cost	#	Aug 90 -Aug 91 Cost	#		Aug 91 -Aug 92 Cost	#
I. SUPPLIES AND EQUIPMENT									
General Support Budget			2,000		1,000		1,000		4,000
Monitoring, Analysis and Planning Budget			2,000		2,000		2,000		6,000
Agriculture and Rural Rehabilitation			1,000		1,000		1,000		3,000
Private Sector Agribusiness			2,000		2,000		2,000		6,000
I. TOTAL SUPPLIES AND EQUIPMENT			7,000		6,000		6,000		19,000
J. OTHER DIRECT COSTS									
General Support Budget			98,326		85,928		98,137		282,391
Monitoring, Analysis and Planning Budget			83,479		75,856		83,889		243,224
Agriculture and Rural Rehabilitation			89,350		120,760		140,091		350,201
Private Sector Agribusiness			29,432		32,696		37,345		99,473
J. TOTAL OTHER DIRECT COSTS			300,587		315,240		359,462		975,289
K. OVERHEAD									
General Support Budget			120,444		122,848		128,991		372,283
Monitoring, Analysis and Planning Budget			191,514		193,345		193,280		578,139
Agriculture and Rural Rehabilitation			120,531		212,781		213,615		546,927
Private Sector Agribusiness			60,837		72,846		71,940		205,623
K. TOTAL OVERHEAD			493,326		601,820		607,826		1,702,972
L. PROGRAM SUPPORT (FUNDS TO BE SUPPLIED BY USAID)									
General Support Budget			0		0		0		0
Monitoring, Analysis and Planning Budget			276,438		329,288		386,236		991,962
Agriculture and Rural Rehabilitation			3,655,148		4,308,801		5,437,192		13,401,141
Private Sector Agribusiness			5,000,000		10,000,000		15,000,000		30,000,000
L. TOTAL PROGRAM SUPPORT			8,931,586		14,638,089		20,823,428		44,393,103

PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL	
			Aug 89	Aug 90	Aug 90	Aug 91	Aug 91	Aug 92	Cost	#
GRAND TOTAL EXCLUSIVE OF FIXED FEE			10,939,861		16,893,964		23,165,938			50,999,763
FIXED FEE ON ALL COSTS MINUS SUBCONTRACTS*	7.9%		149,203		170,932		180,465			500,600
FIXED FEE ON SUBCONTRACTS	3%		3,589		2,765		1,744			8,098
TOTAL COSTS PLUS FIXED FEE			11,092,653		17,067,661		23,348,147			51,508,461

* FEE IS CALCULATED AT 7.9% OF ALL COSTS MINUS SUBCONTRACTS AND PROGRAM SUPPORT.

AFGHANISTAN AGRICULTURAL SECTOR SUPPORT PROJECT
RFP No. AFGHANISTAN 89-0204-019
BEST AND FINAL OFFER
DEVELOPMENT ALTERNATIVES, INC. (DAI)
ESTIMATED GENERAL SUPPORT BUDGET - OPTION ONE
07/20/89

PARAMETERS:
Salary 5% Number of days per PM 22
Direct Cost 5%

PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL
			Aug 89 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost	
A. HOME OFFICE SUPPORT STAFF									
Salaries and Wages									
Sr Management Support									
Mickelwait	285.78 /day	1 PM	6,287	1 PM	6,602	1 PM	6,932	3.0 PM	19,821
RL Smith	230.77 /day	1 PM	5,077	1 PM	5,331	1 PM	5,597	3 PM	16,005
P. Guenette	168.46 /day	1 PM	3,706	0 PM	0	0 PM	0	1 PM	3,706
Admin. Support	121.15 /day	4 PM	10,661	4 PM	11,194	4 PM	11,754	12 PM	33,609
Procurement	115.38 /day	0.5 PM	1,269	0.5 PM	1,333	0.5 PM	1,399	1.5 PM	4,001
A. TOTAL HOME OFFICE SUPPORT		7.5 PM	27,000	6.5 PM	24,460	6.5 PM	25,682	20.5 PM	77,142
B. LONG TERM SALARIES AND WAGES (FIELD)									
Chief of Party									
Tony Babb	6,192 /month	12 PM	74,303	12 PM	78,018	12 PM	81,919	36 PM	234,240
Financial Officer									
John Soden	5,125 /month	12 PM	61,500	12 PM	64,575	12 PM	67,804	36 PM	193,879
B. TOTAL LT SALARIES AND WAGES		24 PM	135,803	24 PM	142,593	24 PM	149,723	72 PM	428,119
C. FRINGE BENEFITS									
Home Office Staff									
Salary @	24%		6,480		5,870		6,164		18,514
Overseas-Based Staff									
Salary @	8%		10,864		11,407		11,978		34,249
C. TOTAL FRINGE BENEFITS			17,344		17,277		18,142		52,763
D. SUBCONTRACTING									
			0		0		0		0
D. TOTAL SUBCONTRACTING			0		0		0		0

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		Aug 89 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost	Cost	Cost
E. TRAINING SUPPORT		0		0		0		0	
E. TOTAL TRAINING SUPPORT		0		0		0		0	
F. SHORT TERM TECHNICAL ASSISTANCE									
Home Office Based Full-Time Staff	0 PM	0	0 PM	0	0 PM	0	0 PM	0	0
Home Office Based Intermittent Staff	0 PM	0	0 PM	0	0 PM	0	0 PM	0	0
Overseas Based Associates	0 PM	0	0 PM	0	0 PM	0	0 PM	0	0
Pakistani Nationals	0 PM	0	0 PM	0	0 PM	0	0.0 PM	0	0
F. TOTAL SHORT-TERM TECHNICAL ASSISTANCE	0 PM	0	0 PM	0	0 PM	0	0.0 PM	0	0
G. LOCAL STAFF									
Salaries									
Office Manager/Local Dependent Hire									
2,000 /month	12 PM	24,000	12 PM	25,200	12 PM	26,460	36.0 PM	75,660	
Accounting Staff (5 people)									
167 /month	60 PM	10,000	60 PM	10,500	60 PM	11,025	180.0 PM	31,525	
Secretary	12 PM	3,500	12 PM	3,675	12 PM	3,859	36.0 PM	11,034	
Drivers (2)	24 PM	4,500	24 PM	4,725	24 PM	4,961	72.0 PM	14,186	
Cleaning	12 PM	2,000	12 PM	2,100	12 PM	2,205	36.0 PM	6,305	
G. TOTAL LOCAL STAFF	120 PM	44,000	120 PM	46,200	120 PM	48,510	360.0 PM	138,710	

PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL	
			Aug 99	-Aug 90	Aug 90	-Aug 91	Aug 91	-Aug 92	#	Cost
			Cost	Cost	Cost	Cost	Cost	Cost		Cost
H. TRAVEL, TRANSPORTATION AND PER DIEM										
International Travel										
Babb										
To Post	764 /trip	1	764	2	1,603	0	0	3		2,367
R&R	2,575 /RT	1	2,575	3	8,111	0	0	4		10,686
From Post	764 /trip	0	0	0	0	3	2,525	3		2,525
Peshawar-Manila	1,527 /trip	6	9,162					6		9,162
Soden										
To Post	1,500 /trip	4	6,000	0	0	0	0	4		6,000
R&R	2,575 /RT	4	10,300	4	10,815	0	0	8		21,115
From Post	1,500 /trip	0	0	0	0	4	6,615	4		6,615
Sr. Management Support										
DC-Peshawar	2,575 /RT	3	7,725	3	8,111	3	8,517	9		24,353
STTA										
DC-Peshawar	2,575 /RT	0	0	0	0	0	0	0		0
Subtotal International Airfare			36,526		28,640		17,657			82,823
In-Country Transportation			2,000		1,050		1,103			4,153
Subtotal In-Country Transportation			2,000		1,050		1,103			4,153
Transportation of HHR										
Team Leader										
Tony Babb										
Air Freight	4.00 /lb.	250	1,000	350	1,470	600	2,616	1,200		5,116
Excess Baggage	100 /trip	1	100	2	210	3	331	6		641
Surface Freight	2.45 /lb.	0	0	2,500	6,431	2,500	6,753	5,000		13,184
Storage	250 /month	0	0	12	3,150	13	3,583	25		6,733
Packing and Hand	1,000 /move	0	0	1	1,050	1	1,103	2		2,153
Soden										
Air Freight	5.00 /lb.	0	0	0	0	700	3,859	700		3,859
Excess Baggage	100 /trip	0	0	0	0	4	441	4		441
Surface Freight	3.20 /lb.	0	0	0	0	2,500	8,820	2,500		8,820
Storage	250 /month	12	3,000	12	3,150	13	3,583	37		9,733
Packing and Hand	1,000 /move	0	0	0	0	1	1,103	1		1,103
Subtotal Shipment of HHR			4,100		15,461		32,222			51,783

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		#	Aug 89 -Aug 90 Cost	#	Aug 90 -Aug 91 Cost	#	Aug 91 -Aug 92 Cost	#	Cost
Per Diem									
Long-term Overseas-Based Staff									
Islamabad	102 /day	30 dys	3,060	30 dys	3,213	30 dys	3,374	90 days	9,647
STTA Per Diem									
Peshawar	80 /day	0 dys	0	0 dys	0	0 dys	0	0 days	0
Islamabad	102 /day	0 dys	0	0 dys	0	0 dys	0	0 days	0
Sr Management Support/Technical Backstopping									
Peshawar	80 /day	24 dys	1,920	24 dys	2,016	24 dys	2,117	72 days	6,053
Islamabad	102 /day	6 dys	612	6 dys	643	6 dys	675	18 days	1,930
Subtotal Per Diem			5,592		5,872		6,166		17,630
=====									
H. TOTAL TRAVEL, TRANSPORTATION AND PERDIEM			48,218		51,023		57,148		156,389
=====									
I. SUPPLIES AND EQUIPMENT			2,000		1,000		1,000		4,000
=====									
I. TOTAL SUPPLIES AND EQUIPMENT			2,000		1,000		1,000		4,000
=====									

PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL
			Aug 89 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost	
J. OTHER DIRECT COSTS									
Post Differential	25%		33,951		35,648		37,431		107,030
Sunday Differential	5%		6,790		7,130		7,486		21,406
Temporary Lodging Allowance									
Adults	56 /day	15 day	2,520	0	0	20	4,939	35	7,459
Children	21.5 /day	10 day	430	0	0	15	1,067	25	1,497
Separate Maintenance Allowance									
Chief of Party's Family in Manila			6,500						6,500
Education Allowance									
K-8(Peshawar)	4,150 /child	2	8,300	2	8,715	2	9,151	6	26,166
9-12 (Islam.)	5,350 /child	0	0	1	5,618	1	5,898	2	11,516
6-12 (Manila)	4,800 /child	1	4,800	0	0	0	0	1	4,800
Edu. Travel	2,575 /child	1	2,575	1	2,704	1	2,839	3	8,118
Language Classes for COP			2,000						2,000
DBA Insurance @	4.25%		8,144		8,385		8,805		25,334
FICA 1989 @	7.51%		5,095						5,095
FICA 1990 on @	7.65%		8,446		9,628		9,722	0	27,796
Medical Evacuation Insurance									
Field Staff	90 /year	2	180	2	189	2	198	6	567
Dependents	115 /year	3	345	5	604	5	634	13	1,583
STTA	30 /PM	0	0	0	0	0	0	0	0
Misc. Travel Exp.	150 /trip	8	1,200	5	788	10	1,654	23	3,641
Medical Exams									
Adult	350 /person	3	1,050	1	368	4	1,544	8	2,961
Child	140 /person	2	280	1	147	3	463	6	890
Report Production									
Home Office	100 /month	12	1,200	12	1,260	12	1,323	36	3,783
Communications	335 /month	12	4,020	12	4,221	12	4,432	36	12,673
Transport of Prof. books/materials									
250 /staff		2	500	2	525	2	551	6	1,576
J. TOTAL OTHER DIRECT COSTS			98,326		85,328		98,137		282,390

PROJECT YEAR	YEAR 1		YEAR 2		YEAR 3		TOTAL
	Aug 89	-Aug 90	Aug 90	-Aug 91	Aug 91	-Aug 92	Cost
Unit Cost	#	Cost	#	Cost	#	Cost	Cost
K. OVERHEAD							
Home Office Based Staff and Intermittent Salaries + Fringe Benefit 75%		25,110		22,748		23,885	71,743
Overseas-Based Staff and Intermittent Salaries + Fringe Benefit 65%		95,334		100,100		105,106	300,540
K. TOTAL OVERHEAD		120,444		122,848		128,991	372,283
GRAND TOTAL EXCLUSIVE OF FIXED FEE		493,135		491,329		527,332	1,511,796
FIXED FEE 7.9%		38,958		38,815		41,659	119,432
TOTAL COSTS PLUS FIXED FEE		532,093		530,144		568,991	1,631,228

AFGHANISTAN AGRICULTURAL SECTOR SUPPORT PROJECT
RFP No. AFGHANISTAN 89-0204-019
BEST AND FINAL OFFER
DEVELOPMENT ALTERNATIVES, INC. (DAI)
ESTIMATED MONITORING, ANALYSIS AND PLANNING - OPTION ONE
07/20/89

PARAMETERS:
Salary 5% Number of days per PM 22
Direct Cost 5%

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL
		Aug 89 -Aug 90	Aug 90 -Aug 91	Aug 91 -Aug 92				
	\$	Cost	Cost	Cost	Cost	Cost	Cost	Cost
A. HOME OFFICE SUPPORT STAFF								
Salaries and Wages								
Sr Management Support								
Mickelwait	285.78 /day	0 PM	0	0 PM	0	0 PM	0	0.0 PM
RL Smith	230.77 /day	0 PM	0	0 PM	0	0 PM	0	0 PM
Admin. Support	121.15 /day	0 PM	0	0 PM	0	0 PM	0	0 PM
Procurement	115.38 /day	0 PM	0	0 PM	0	0 PM	0	0.0 PM
A. TOTAL HOME OFFICE SUPPORT		0.0 PM	0	0.0 PM	0	0.0 PM	0	0.0 PM
B. LONG TERM SALARIES AND WAGES (FIELD)								
Garner	5,500 /month	12 PM	66,000	12 PM	69,300	12 PM	72,765	36 PM
To Be Named (Afghan)	6,192 /month	12 PM	74,303	12 PM	78,018	12 PM	81,919	36 PM
Buzdar	3,583 /month	12 PM	43,000	12 PM	45,150	12 PM	47,408	36 PM
B. TOTAL LT SALARIES AND WAGES		36 PM	183,303	36 PM	192,468	36 PM	202,092	108 PM
C. FRINGE BENEFITS								
Home Office Staff								
Salary @	24%		2,376		2,495		1,310	6,181
Overseas-Based Staff								
Salary @	8%		16,584		17,413		18,284	52,281
C. TOTAL FRINGE BENEFITS			18,960		19,908		19,594	58,462

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		Aug 89 -Aug 90	Aug 90 -Aug 91	Aug 91 -Aug 92	Aug 91 -Aug 92	Cost	Cost		
D. SUBCONTRACTING		0	0	0	0	0		0	
D. TOTAL SUBCONTRACTING		0	0	0	0	0		0	
E. TRAINING SUPPORT									
Training Support Coordinator									
Connor	4,333 /month	3 PM	13,000	2 PM	9,100	1 PM	4,778	6 PM	26,878
E. TOTAL TRAINING SUPPORT			13,000		9,100		4,778		26,878
F. SHORT TERM TECHNICAL ASSISTANCE									
Home Office Based Full-Time Staff									
	4,950 /month	2 PM	9,900	2 PM	10,395	1 PM	5,457	5 PM	25,752
Home Office Based Intermittent Staff									
	5,500 /month	4 PM	22,000	3 PM	17,325	3 PM	18,191	10 PM	57,516
Overseas Based Associates									
	1,500 /month	2 PM	3,000	2 PM	3,150	1 PM	1,654	5 PM	7,804
Pakistani Nationals (Fully Burdened Rates)									
	6,600 /month	2 PM	13,200	2 PM	13,860	2 PM	14,553	6.0 PM	41,613
F. TOTAL SHORT-TERM TECHNICAL ASSISTANCE		10.0 PM	48,100	9.0 PM	44,730	7.0 PM	39,855	26.0 PM	132,685
G. LOCAL STAFF									
Salaries									
Social Scientist *	1,000 /month	12 PM	12,000	12 PM	12,600	12 PM	13,230	36.0 PM	37,830
Analyst *	1,000 /month	12 PM	12,000	12 PM	12,600	12 PM	13,230	36.0 PM	37,830
Computer Data Entry	313 /month	48 PM	15,000	48 PM	15,750	48 PM	16,538	144.0 PM	47,288
Secretary (2)	292 /month	24 PM	7,000	24 PM	7,350	24 PM	7,718	72.0 PM	22,068
Drivers (3)	188 /month	30 PM	5,625	36 PM	7,088	36 PM	7,442	102.0 PM	20,155
* Overseas-based Fringe and Overhead is taken on these employees									
G. TOTAL LOCAL STAFF		126 PM	51,625	132 PM	55,388	132 PM	58,158	390.0 PM	165,171
H. TRAVEL, TRANSPORTATION AND PER DIEM									
Garner									
To Post	1,500 /trip	2	3,000	0	0	0	0	2	3,000
R&R	2,575 /RT	2	5,150	2	5,408	0	0	4	10,558
From Post	1,500 /trip	0	0	0	0	2	3,308	2	3,308

PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL	
			Aug 89	-Aug 90	Aug 90	-Aug 91	Aug 91	-Aug 92	#	Cost
Buzdar										
To Post	1,500 /trip	3	4,500	0	0	0	0	3	4,500	
R&R	2,575 /RT	3	7,725	3	8,111	0	0	6	15,836	
From Post	1,500 /trip	0	0	0	0	3	4,961	3	4,961	
STTA										
DC-Peshawar	2,575 /RT	9	23,175	7	18,926	5	14,195	21	56,296	
Subtotal International Airfare			43,550		32,445		22,464		98,459	
In-Country Transportation			2,000		1,050		1,103		4,153	
Subtotal In-Country Transportation			2,000		1,050		1,103		4,153	
Transportation of HHE										
Garner										
Air Freight	5.00 /lb.	0	0	0	0	450	2,481	450	2,481	
Excess Baggage	100 /trip	0	0	0	0	2	221	2	221	
Surface Freight	3.20 /lb.	0	0	0	0	2,500	8,820	2,500	8,820	
Storage	250 /month	12	3,000	12	3,150	13	3,583	37	9,733	
Packing and Hand	1,000 /move	0	0	0	0	1	1,103	1	1,103	
Buzdar										
Air Freight	5.00 /lb.	600	3,000	0	0	600	3,308	1,200	6,308	
Excess Baggage	100 /trip	3	300	0	0	3	331	6	631	
Surface Freight	3.20 /lb.	2,500	8,000	0	0	2,500	8,820	5,000	16,820	
Storage	250 /month	12	3,000	12	3,150	13	3,583	37	9,733	
Packing and Hand	1,000 /move	1	1,000	0	0	1	1,103	2	2,103	
Subtotal Shipment of HHE			18,300		6,300		33,353		57,953	
Per Diem										
Long-term Overseas-Based Staff										
Islamabad	102 /day	45 dys	4,590	45 dys	4,820	45 dys	5,060	135 days	14,470	
STTA Per Diem										
Peshawar	80 /day	284 dys	22,720	213 dys	17,892	142 dys	12,524	639 days	53,136	
Islamabad	102 /day	24 dys	2,448	18 dys	1,928	12 dys	1,349	54 days	5,725	
Subtotal Per Diem			29,758		24,640		18,933		73,331	
H. TOTAL TRAVEL, TRANSPORTATION AND PERDIEM			93,608		64,435		75,853		233,896	

PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL
			Aug 89 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost	
I. SUPPLIES AND EQUIPMENT			2,000		2,000		2,000		6,000
I. TOTAL SUPPLIES AND EQUIPMENT			2,000		2,000		2,000		6,000
J. OTHER DIRECT COSTS									
Post Differential	25%		27,250		28,613		30,043		85,906
Sunday Differential	5%		5,450		5,723		6,009		17,181
Temporary Lodging Allowance									
Adults	56 /day	30 day	1,680	0	0	30	1,852	60	3,532
Children	21.5 /day	15 day	323	0	0	15	356	30	679
Education Allowance									
K-8	4,150 /child	1	4,150	1	4,358	1	4,575	3	13,083
9-12	5,350 /child	2	10,700	2	11,235	2	11,797	6	33,732
DBA Insurance @	4.25%		7,931		7,888		7,848		23,667
FICA 1989 @	7.51%		4,671						4,671
FICA 1990 @	7.65%		10,164		10,574		9,932	0	30,670
Medical Evacuation Insurance									
Field Staff	90 /year	3	270	3	284	3	298	9	852
Dependents	115 /year	6	690	6	725	6	761	18	2,175
STTA	30 /PM	13	390	11	347	8	265	32	1,001
Misc. Travel Expenses	150 /trip	14	2,100	7	1,103	10	1,654	31	4,856
Medical Exams									
Adult	350 /person	8	2,800	0	0	8	3,087	16	5,887
Child (under 12)	140 /person	1	140	0	0	1	154	2	294
Communications	335 /month	12	4,020	12	4,221	12	4,432	36	12,673
Transport of Prof. books/materials	250 /staff	3	750	3	788	3	827	9	2,364
J. TOTAL OTHER DIRECT COSTS			83,479		75,856		83,889		243,224

PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL
			Aug 89	-Aug 90	Aug 90	-Aug 91	Aug 91	-Aug 92	
			Cost	#	Cost	#	Cost	#	Cost
K. OVERHEAD									
Home Office Based Staff and Intermittent Salaries + Fringe Benefit 75%			35,457		29,486		22,302		87,245
Overseas-Based Staff and Intermittent Salaries + Fringe Benefit 65%			156,057		163,859		170,978		490,894
K. TOTAL OVERHEAD			191,514		193,345		193,280		578,139
L. PROGRAM SUPPORT (FUNDS TO SUPPLIED BY USAID)									
Salaries									
Afghan-Based	2,500 /person year	30 PY	75,000	40 PY	105,000	50 PY	137,813	120 PY	317,813
Travel									
Afghan-Based	50 /trip	2 RT	3,000	2 RT	4,200	2 RT	5,513		12,713
Per Diem									
Afghan-Based									
Training/Peshawar	10 /day	5 PY	18,250	4.2 PY	15,330	5 PY	18,250		51,830
Visitation/Peshawar	10 /day	2.5 PY	9,125	3.3 PY	12,045	4.2 PY	15,330		36,500
In Afghanistan	5 /day	22.5 PY	41,063	32.5 PY	59,313	40.8 PY	74,460		
Facilities	1,000 /month	12 PM	12,000	12 PM	12,600	12 PM	13,230		37,830
Agricultural Planning Assistants			2,000		4,000		4,000		10,000
Seminars			4,000	4	4,200	4	4,410		12,610
Cartographers			12,000	2 PY	12,600	2 PY	13,230		37,830
Land Satellite Imagery Read-out/Facility (Subcontract)			100,000		100,000		100,000		300,000
L. TOTAL PROGRAM SUPPORT			276,438		329,288		386,236		991,962
GRAND TOTAL EXCLUSIVE OF FIXED FEE			962,027		986,518		1,065,735		3,014,280
FIXED FEE * 7.9%			54,162		51,921		53,680		159,763
TOTAL COSTS PLUS FIXED FEE			1,016,189		1,038,439		1,119,415		3,174,043

* Fee is calculated on all costs minus program support.

AFGHANISTAN AGRICULTURAL SECTOR SUPPORT PROJECT
 RFP No. AFGHANISTAN 89-0204-019
 BEST AND FINAL OFFER
 DEVELOPMENT ALTERNATIVES, INC. (DAI)
 ESTIMATED AGRICULTURE AND RURAL REHABILITATION - OPTION ONE
 07/20/89

PARAMETERS:
 Salary 5% Number of days per PM 22
 Direct Cost 5%

PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL
			Apr 90 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost	
A. HOME OFFICE SUPPORT STAFF									
Salaries and Wages									
Sr Management Support									
Mickelwait	285.78 /day	0 PM	0	0 PM	0	0 PM	0	0.0 PM	0
RL Smith	230.77 /day	0 PM	0	0 PM	0	0 PM	0	0.0 PM	0
Admin. Support	121.15 /day	0 PM	0	0 PM	0	0 PM	0	0.0 PM	0
Procurement	115.38 /day	0 PM	0	0 PM	0	0 PM	0	0.0 PM	0
A. TOTAL HOME OFFICE SUPPORT		0.0 PM	0						
B. LONG TERM SALARIES AND WAGES (FIELD)									
Sediq	6,192 /month	6 PM	37,152	12 PM	78,018	12 PM	81,919	30 PM	197,089
Wakil	3,833 /month	6 PM	23,000	12 PM	48,300	12 PM	50,715	30 PM	122,015
Greenham	3,575 /month	6 PM	21,450	12 PM	45,045	12 PM	47,297	30 PM	113,792
To be Named (Afghan)	2,917 /month	6 PM	17,500	12 PM	36,750	12 PM	38,588	30 PM	92,838
B. TOTAL LT SALARIES AND WAGES		24 PM	99,102	48 PM	208,113	48 PM	218,519	120 PM	525,734
C. FRINGR BENEFITS									
Home Office Staff									
Salary @	24%		2,376		2,495		1,310		6,181
Overseas-Based Staff									
Salary @	8%		8,888		18,665		19,598		47,151
C. TOTAL FRINGR BENEFITS			11,264		21,160		20,908		53,332

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		Apr 90 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost	Cost	Cost
D. SUBCONTRACTING (SEE PROGRAM SUPPORT LINE ITEM)		0		0		0		0	
D. TOTAL SUBCONTRACTING		0		0		0		0	

E. TRAINING SUPPORT (SEE PROGRAM SUPPORT LINE ITEM)		0		0		0		0	
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E. TOTAL TRAINING SUPPORT		0		0		0		0	
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F. SHORT TERM TECHNICAL ASSISTANCE

Home Office Based Full-Time Staff									
4,950 /month	2 PM	9,900	2 PM	10,395	1 PM	5,457	5 PM	25,752	
Home Office Based Intermittent Staff									
5,500 /month	6 PM	33,000	7 PM	40,425	7 PM	42,446	20 PM	115,871	
Overseas Based Associates									
1,500 /month	0 PM	0	0 PM	0	0 PM	0	0 PM	0	
Pakistani Nationals (Fully Burdened Rates)									
6,600 /month	2 PM	13,200	2 PM	13,860	1 PM	7,277	5.0 PM	34,337	
F. TOTAL SHORT-TERM TECHNICAL ASSISTANCE	10 PM	56,100	11 PM	64,680	9 PM	55,180	30.0 PM	175,960	

G. LOCAL STAFF

Salaries									
Design Eng. *	1,000 /month	6 PM	6,000	12 PM	12,600	12 PM	13,230	30.0 PM	31,830
Other Professional*	1,000 /month	6 PM	6,000	12 PM	12,600	12 PM	13,230	30.0 PM	31,830
Secretary (2)	292 /month	12 PM	3,500	24 PM	7,350	24 PM	7,718	60.0 PM	18,568
Drivers (2)	188 /month	12 PM	2,250	24 PM	4,725	24 PM	4,961	60.0 PM	11,936

* Overseas-based Fringe and Overhead is taken on these employees.

G. TOTAL LOCAL STAFF	36 PM	17,750	72 PM	37,275	72 PM	39,139	180.0 PM	94,164	
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H. TRAVEL, TRANSPORTATION AND PER DIEM

International Travel

Sediq									
To Post	1,500 /trip	4	6,000	0	0	0	4	6,000	
R&R	2,575 /RT	0	0	4	10,815	0	4	10,815	
From Post	1,500 /trip	0	0	0	0	4	6,615	4	6,615

PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL	
			Apr 90 -Aug 90	Cost	Cost	#	Aug 91 -Aug 92	Cost	#	Cost
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Wakil										
To Post	1,500 /trip	3	4,500	0	0	0	0	3	4,500	
R&R	2,575 /RT	0	0	3	8,111	0	0	3	8,111	
From Post	1,500 /trip	0	0	0	0	3	4,961	3	4,961	
Greenham										
To Post	1,500 /trip	4	6,000	0	0	0	0	4	6,000	
R&R	2,575 /RT	0	0	4	10,815	0	0	4	10,815	
From Post	1,500 /trip	0	0	0	0	4	6,615	4	6,615	
STTA										
DC-Peshawar	2,575 /RT	8	20,600	9	24,334	8	22,712	25	67,646	
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Subtotal International Airfare			37,100		54,075		40,903		132,078	
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In-Country Transportation			2,000		1,050		1,103		4,153	
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Subtotal In-Country Transportation			2,000		1,050		1,103		4,153	
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Transportation of HHE										
Sediq										
Air Freight	5.00 /lb.	0	0	0	0	800	4,410	800	4,410	
Excess Baggage	100 /trip	0	0	0	0	2	221	2	221	
Surface Freight	3.20 /lb.	0	0	0	0	2,500	8,820	2,500	8,820	
Storage	250 /month	6	1,500	12	3,150	13	3,583	31	8,233	
Packing and Hand	1,000 /move	0	0	0	0	1	1,103	1	1,103	
Wakil										
Air Freight	5.00 /lb.	0	0	0	0	600	3,308		3,308	
Excess Baggage	100 /trip	0	0	0	0	2	221		221	
Surface Freight	3.20 /lb.	0	0	0	0	2,500	8,820		8,820	
Storage	250 /month	6	1,500	12	3,150	13	3,583		8,233	
Packing and Hand	1,000 /move	0	0	0	0	1	1,103		1,103	
Greenham										
Air Freight	5.00 /lb.	700	3,500	0	0	700	3,859	1,400	7,359	
Excess Baggage	100 /trip	4	400	0	0	4	441	8	841	
Surface Freight	3.20 /lb.	2,500	8,000	0	0	2,500	8,820	5,000	16,820	
Storage	250 /month	6	1,500	12	3,150	13	3,583	31	8,233	
Packing and Hand	1,000 /move	1	1,000	0	0	1	1,103	2	2,103	
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Subtotal Shipment of HHE			17,400		9,450		52,978		79,828	
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PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL
			Apr 90 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost	Cost
Per Diem									
Long-term Overseas-Based Staff									
Islamabad	102 /day	30 dys	3,060	60 dys	6,426	60 dys	6,747	150 days	16,233
STTA Per Diem									
Peshawar	80 /day	189 dys	15,120	213 dys	17,892	189 dys	16,670	591 days	49,682
Islamabad	102 /day	16 dys	1,632	18 dys	1,928	16 dys	1,799	50 days	5,359
Subtotal Per Diem			19,812	26,246		25,216		71,274	
H. TOTAL TRAVEL, TRANSPORTATION AND PERDIEM			76,312	90,821		120,200		287,333	
I. SUPPLIES AND EQUIPMENT			1,000	2,000		1,000		4,000	
I. TOTAL SUPPLIES AND EQUIPMENT			1,000	2,000		1,000		4,000	
J. OTHER DIRECT COSTS									
Post Differential		25%	20,401		42,841		44,983	-	108,224
Sunday Differential		5%	4,080		8,568		8,997		21,645
Temporary Lodging Allowance									
Adults	56 /day	10 day	2,240	0	0	30	7,409	40	9,649
Children	21.5 /day	10 day	215	0	0	30	711	40	926
Education Allowance									
K-8	4,150 /child	2	8,300	2	8,715	2	9,151	6	26,166
9-12	5,350 /child	5	26,750	5	28,088	5	29,492	15	84,329
Ed. Travel	2,575 /trip	1 RT	2,575	1 RT	2,704	1 RT	2,839	3	8,118

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL
		Apr 90 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost	
DBA Insurance @	4.25%		4,509		9,468		9,941	23,918
FICA 1950 @	7.65%		8,115		11,636		11,636	31,387
Medical Evacuation Insurance								
Field Staff	90 /year	4	360	4	378	4	397	1,135
Dependents	115 /year	11	1,265	11	1,328	11	1,395	3,988
STTA	30 /PM	10	300	11	347	9	298	944
Misc. Travel Exp.	150 /trip	16	2,400	9	1,418	12	1,985	5,802
Medical Exams								
Adult	350 /person	13	4,550	0	0	13	5,016	9,566
Child (under 12)	140 /person	2	280	0	0	2	309	589
Communications	335 /month	6	2,010	12	4,221	12	4,432	10,663
Transport of Prof. books/materials	250 /staff	4	1,000	4	1,050	4	1,103	3,153
J. TOTAL OTHER DIRECT COSTS			89,350		120,760		140,091	350,201
K. OVERHEAD								
Home Office Based Staff and Intermittent Salaries								
+ Fringe Benefit	75%		33,957		39,986		36,910	110,853
Overseas-Based Staff and Intermittent Salaries								
+ Fringe Benefit	65%		86,574		172,795		176,705	436,074
K. TOTAL OVERHEAD			120,531		212,781		213,615	546,927

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PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL
			Apr 90 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost	Cost
L. PROGRAM SUPPORT (FUNDS TO BE SUPPLIED BY USAID)									
Salaries									
Peshawar-based	2,400 /person year	70 PY	168,000	70 PY	176,400	70 PY	185,220	210 PY	529,620
Afghan-based	2,100 /person year	210 PY	441,000	280 PY	617,400	336 PY	777,924	826 PY	1,836,324
Travel									
Peshawar-based	50 /trip	40 RT	2,000	40 RT	2,100	40 RT	2,205	120 RT	6,305
Afghan-based	50 /trip	420 RT	21,000	560 RT	29,400	672 RT	37,044	1,652 RT	87,444
Per Diem									
Peshawar-based	5 /day	3.3 PY	6,023	3.3 PY	6,023	3.3 PY	6,023	10 PY	18,069
Afghan-based									
In Peshawar	10 /day	35 PY	127,750	46.7 PY	170,455	56 PY	204,400	138 PY	502,605
In Afghanistan	5 /day	175 PY	319,375	233.3 PY	425,773	280 PY	511,000	688 PY	1,256,148
Rural Works/Roads	85,000 /ARS	15	1,275,000	20	1,785,000	25	2,342,813		5,402,813
Ag Equipment	25,000 /ARS	15	375,000	5	131,250	5	137,813		644,063
Ag Operations	20,000 /ARS	15	300,000	5	105,000	5	110,250		515,250
Rural Works/Vehicles/Supplies/Commodities	40,000 /ARS	15	600,000	20	840,000	25	1,102,500		2,542,500
Subcontract - For Training: Engineering, Agriculture, Rural Development, Planning			20,000		20,000		20,000		60,000
L. TOTAL PROGRAM SUPPORT			3,655,148		4,308,801		5,437,192		13,401,141
GRAND TOTAL EXCLUSIVE OF FIXED FEE			4,126,557		5,066,391		6,245,844		15,438,792
FIXED FEE * 7.9%			37,241		59,850		63,884		160,975
TOTAL COSTS PLUS FIXED FEE			4,163,798		5,126,241		6,309,728		15,599,767

* Fee is applied to all costs minus program support

This form is used in contract actions if submission of cost or pricing data is required. (See FAR 15.804-6(b))

2. NAME AND ADDRESS OF OFFEROR (Include ZIP Code)
 Development Alternatives, Inc.
 624 Ninth Street, N.W., Suite 600
 Washington, D.C. 20001

3A. NAME AND TITLE OF OFFEROR'S POINT OF CONTACT
 D. R. Mickelwait, President
 A. H. Barclay Jr., Sr. VP

3B. TELEPHONE NO.
 (202) 783-9110

4. TYPE OF CONTRACT ACTION (Check)

<input checked="" type="checkbox"/> A. NEW CONTRACT	<input type="checkbox"/> D. LETTER CONTRACT
<input type="checkbox"/> B. CHANGE ORDER	<input type="checkbox"/> E. UNPRICED ORDER
<input type="checkbox"/> C. PRICE REVISION/REDETERMINATION	<input type="checkbox"/> F. OTHER (Specify)

5. TYPE OF CONTRACT (Check)
 FFP CPFF CPIF CPAF
 FPI OTHER (Specify)

6. PROPOSED COST (A+B=C)

A. COST	B. PROFIT/FEE	C. TOTAL
\$ 51,092,420	\$ 516,019	\$ 51,608,439

7. PLACE(S) AND PERIOD(S) OF PERFORMANCE
 Pakistan and Afghanistan August 1989 - December 31, 1992 OPTION TWO

8. Read and reference the identification, quantity and total price proposed for each contract line item. A line item cost breakdown supporting this recap is required unless otherwise specified by the Contracting Officer. (Continue on reverse, and then on plain paper, if necessary. Use same headings.)

LINE ITEM NO.	B. IDENTIFICATION	C. QUANTITY	D. TOTAL PRICE	E. REF.
A.	Home Office Support		85,946	
B.	LT Salaries and Wages		1,673,261	
C.	Fringe Benefits		188,309	
D.	Subcontracting		269,943	
E.	Training Support		26,878	
F.	Short-Term Technical Assistance		397,663	
G.	Local Staff		522,412	
H.	Travel, Transportation and Per Diem		802,242	
I.	Equipment and Supplies		19,000	
J.	Other Direct Costs		981,697	
K.	Overhead		1,731,966	
L.	Program Support		44,393,103	

9. PROVIDE NAME, ADDRESS, AND TELEPHONE NUMBER FOR THE FOLLOWING (If available)

CONTRACT ADMINISTRATION OFFICE B. AUDIT OFFICE

10. WILL YOU REQUIRE THE USE OF ANY GOVERNMENT PROPERTY IN THE PERFORMANCE OF THIS WORK? (If "Yes," identify)
 YES NO See RFP

11A. DO YOU REQUIRE GOVERNMENT CONTRACT FINANCING TO PERFORM THIS PROPOSED CONTRACT? (If "Yes," complete Item 11B)
 YES NO

11B. TYPE OF FINANCING (✓ one)
 ADVANCE PAYMENTS PROGRESS PAYMENTS
 GUARANTEED LOANS

12. HAVE YOU BEEN AWARDED ANY CONTRACTS OR SUBCONTRACTS FOR THE SAME OR SIMILAR ITEMS WITHIN THE PAST 3 YEARS? (If "Yes," identify item(s), customer(s) and contract number(s))
 YES NO See Technical Proposal

13. IS THIS PROPOSAL CONSISTENT WITH YOUR ESTABLISHED ESTIMATING AND ACCOUNTING PRACTICES AND PROCEDURES AND FAR PART 31 COST PRINCIPLES? (If "No," explain)
 YES NO

14. COST ACCOUNTING STANDARDS BOARD (CASB) DATA (Public Law 91-379 as amended and FAR PART 30)

15. WILL THIS CONTRACT ACTION BE SUBJECT TO CASB REGULATIONS? (If "No," explain in proposal)
 YES NO

16. HAVE YOU SUBMITTED A CASB DISCLOSURE STATEMENT (CASB DS-1 or 2)? (If "Yes," specify in proposal the office to which submitted and if determined to be adequate)
 YES NO

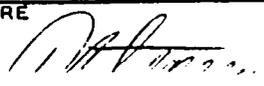
17. HAVE YOU BEEN NOTIFIED THAT YOU ARE OR MAY BE IN NON-COMPLIANCE WITH YOUR DISCLOSURE STATEMENT OR COST ACCOUNTING STANDARDS? (If "Yes," explain in proposal)
 YES NO

18. IS ANY ASPECT OF THIS PROPOSAL INCONSISTENT WITH YOUR DISCLOSED PRACTICES OR APPLICABLE COST ACCOUNTING STANDARDS? (If "Yes," explain in proposal)
 YES NO

This proposal is submitted in response to the RFP contract, modification, etc. in Item 1 and reflects our best estimates and/or actual costs as of this date.

19. NAME AND TITLE (Type)
 Benjamin G. Stauss, Vice President for Finance and Administration

16. NAME OF FIRM
 Development Alternatives, Inc.

SIGNATURE  18. DATE OF SUBMISSION
 7/21/89

AFGHANISTAN AGRICULTURAL SECTOR SUPPORT PROJECT
RFP No. AFGHANISTAN 89-0204-019
DEVELOPMENT ALTERNATIVES, INC. (DAI) OPTION ONE PLUS RICHARD ENGLISH IN HOME OFFICE SUPPORT
ESTIMATED SUMMARY BUDGET - OPTION TWO
07/20/89

PARAMETERS:
Salary 5% Number of days per PM 22
Direct Cost 5%

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		#	Aug 89 -Aug 90 Cost	#	Aug 90 -Aug 91 Cost	#	Aug 91 -Aug 92 Cost		#
A. HOME OFFICE SUPPORT STAFF									
General Support Budget		7.5 PM	29,793	6.5 PM	27,392	6.5 PM	28,761	20.5 PM	85,946
Monitoring, Analysis and Planning Budget		0 PM	0	0 PM	0	0 PM	0	0.0 PM	0
Agriculture and Rural Rehabilitation		0 PM	0	0 PM	0	0 PM	0	0.0 PM	0
Private Sector Agribusiness		0 PM	0	0 PM	0	0 PM	0	0.0 PM	0
A. TOTAL HOME OFFICE SUPPORT		7.5 PM	29,793	6.5 PM	27,392	6.5 PM	28,761	20.5 PM	85,946
B. LONG TERM SALARIES AND WAGES (FIELD)									
General Support Budget		24 PM	135,803	24 PM	142,593	24 PM	149,723	72 PM	428,119
Monitoring, Analysis and Planning Budget		36 PM	183,303	36 PM	192,468	36 PM	202,092	108 PM	577,863
Agriculture and Rural Rehabilitation		24 PM	99,102	48 PM	208,113	48 PM	218,519	120 PM	525,734
Private Sector Agribusiness		10 PM	39,505	12 PM	49,776	12 PM	52,264	34 PM	141,545
B. TOTAL LT SALARIES AND WAGES		94 PM	457,713	120 PM	592,950	120 PM	622,598	334 PM	1,673,261
C. FRINGE BENEFITS									
General Support Budget			18,014		17,981		18,881		54,876
Monitoring, Analysis and Planning Budget			18,960		19,908		19,594		58,462
Agriculture and Rural Rehabilitation			11,264		21,160		20,908		53,332
Private Sector Agribusiness			6,268		7,498		7,873		21,639
C. TOTAL FRINGE BENEFITS			54,506		66,547		67,256		188,309

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PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		#	Aug 89 -Aug 90 Cost	#	Aug 90 -Aug 91 Cost	#	Aug 91 -Aug 92 Cost	#	Cost
D. SUBCONTRACTING									
General Support Budget			0		0		0		0
Monitoring, Analysis and Planning Budget			0		0		0		0
Agriculture and Rural Rehabilitation			0		0		0		0
Private Sector Agribusiness			119,627		92,173		58,143		269,943
D. TOTAL SUBCONTRACTING			119,627		92,173		58,143		269,943
E. TRAINING SUPPORT									
General Support Budget			0		0		0		0
Monitoring, Analysis and Planning Budget			13,000		9,100		4,778		26,878
Agriculture and Rural Rehabilitation			0		0		0		0
Private Sector Agribusiness			0		0		0		0
E. TOTAL TRAINING SUPPORT			13,000		9,100		4,778		26,878
F. SHORT TERM TECHNICAL ASSISTANCE									
General Support Budget	2 PM		8,800	2 PM	9,240	2 PM	9,702	6 PM	27,742
Monitoring, Analysis and Planning Budget	10 PM		48,100	9 PM	44,730	7 PM	39,855	26 PM	132,685
Agriculture and Rural Rehabilitation	10 PM		56,100	11 PM	64,680	9 PM	55,180	30 PM	175,960
Private Sector Agribusiness	3.5 PM		18,800	4 PM	23,678	3 PM	18,798	10.5 PM	61,276
F. TOTAL SHORT-TERM TECHNICAL ASSISTANCE	25.5 PM		131,800	26.0 PM	142,328	21.0 PM	123,535	72.5 PM	397,663
G. LOCAL STAFF									
General Support Budget	120 PM		44,000	120 PM	46,200	120 PM	48,510	360.0 PM	138,710
Monitoring, Analysis and Planning Budget	126 PM		51,625	132 PM	55,388	132 PM	58,158	390.0 PM	165,171
Agriculture and Rural Rehabilitation	36 PM		17,750	72 PM	37,275	72 PM	39,139	180.0 PM	94,164
Private Sector Agribusiness	84 PM		39,450	84 PM	41,423	84 PM	43,494	252.0 PM	124,367
G. TOTAL LOCAL STAFF	366 PM		152,825	408 PM	180,286	408 PM	189,301	1182.0 PM	522,412

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		#	Aug 89 -Aug 90 Cost	#	Aug 90 -Aug 91 Cost	#	Aug 91 -Aug 92 Cost	#	Cost
H. TRAVEL, TRANSPORTATION AND PER DIEM									
International Travel									
General Support Budget			39,101		31,345		20,496		90,942
Monitoring, Analysis and Planning Budget			43,550		32,445		22,464		98,459
Agriculture and Rural Rehabilitation			37,100		54,075		40,903		132,078
Private Sector Agribusiness			18,663		16,222		10,639		45,524
Subtotal International Airfare			138,414		134,087		94,502		367,003
In-Country Transportation									
General Support Budget			2,000		1,050		1,103		4,153
Monitoring, Analysis and Planning Budget			2,000		1,050		1,103		4,153
Agriculture and Rural Rehabilitation			2,000		1,050		1,103		4,153
Private Sector Agribusiness			2,000		1,050		1,103		4,153
Subtotal In-Country Transportation			8,000		4,200		4,412		16,612
Transportation of HHE									
General Support Budget			4,100		15,461		32,222		51,783
Monitoring, Analysis and Planning Budget			18,300		6,300		33,353		57,953
Agriculture and Rural Rehabilitation			17,400		9,450		52,978		79,828
Private Sector Agribusiness			14,800		3,150		17,145		35,095
Subtotal Shipment of HHE			54,600		34,361		135,698		224,659
Per Diem									
General Support Budget			8,916		9,361		9,830		28,107
Monitoring, Analysis and Planning Budget			29,758		24,640		18,933		73,331
Agriculture and Rural Rehabilitation			19,812		26,246		25,216		71,274
Private Sector Agribusiness			6,760		8,214		6,282		21,256
Subtotal Per Diem			65,246		68,461		60,261		193,968
H. TOTAL TRAVEL, TRANSPORTATION AND PERDIEM			266,260		241,109		294,873		802,242

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PROJECT YEAR	YEAR 1		YEAR 2		YEAR 3		TOTAL		
	Unit Cost	#	Aug 89 -Aug 90 Cost	#	Aug 90 -Aug 91 Cost	#		Aug 91 -Aug 92 Cost	#
I. SUPPLIES AND EQUIPMENT									
General Support Budget			2,000		1,000		1,000		4,000
Monitoring, Analysis and Planning Budget			2,000		2,000		2,000		6,000
Agriculture and Rural Rehabilitation			1,000		1,000		1,000		3,000
Private Sector Agribusiness			2,000		2,000		2,000		6,000
I. TOTAL SUPPLIES AND EQUIPMENT			7,000		6,000		6,000		19,000
J. OTHER DIRECT COSTS									
General Support Budget			100,825		87,835		100,139		288,799
Monitoring, Analysis and Planning Budget			83,479		75,856		83,889		243,224
Agriculture and Rural Rehabilitation			89,350		120,760		140,091		350,201
Private Sector Agribusiness			29,432		32,696		37,345		99,473
J. TOTAL OTHER DIRECT COSTS			303,086		317,147		361,464		981,697
K. OVERHEAD									
General Support Budget			129,641		132,505		139,131		401,277
Monitoring, Analysis and Planning Budget			191,514		193,345		193,280		578,139
Agriculture and Rural Rehabilitation			120,531		212,781		213,615		546,927
Private Sector Agribusiness			60,837		72,846		71,940		205,623
K. TOTAL OVERHEAD			502,523		611,477		617,966		1,731,966
L. PROGRAM SUPPORT (FUNDS TO BE SUPPLIED BY USAID)									
General Support Budget			0		0		0		0
Monitoring, Analysis and Planning Budget			276,438		329,288		386,236		991,962
Agriculture and Rural Rehabilitation			3,655,148		4,308,801		5,437,192		13,401,141
Private Sector Agribusiness			5,000,000		10,000,000		15,000,000		30,000,000
L. TOTAL PROGRAM SUPPORT			8,931,586		14,638,089		20,823,428		44,393,103

PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL	
			Aug 89	-Aug 90	Aug 90	-Aug 91	Aug 91	-Aug 92	#	Cost
GRAND TOTAL EXCLUSIVE OF FIXED FEE			10,969,719		16,924,598		23,198,103		51,092,420	
FIXED FEE ON ALL COSTS MINUS SUBCONTRACTS*	7.9%		151,562		173,353		183,006		507,921	
FIXED FEE ON SUBCONTRACTS	3%		3,589		2,765		1,744		8,098	
TOTAL COSTS PLUS FIXED FEE			11,124,870		17,100,716		23,382,853		51,608,439	

* FEE IS CALCULATED AT 7.9% OF COSTS MINUS SUBCONTRACTS AND PROGRAM SUPPORT

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AFGHANISTAN: AGRICULTURAL SECTOR SUPPORT PROJECT
RFP No. AFGHANISTAN 89-0204-019
BEST AND FINAL OFFER
DEVELOPMENT ALTERNATIVES, INC. (DAI)
ESTIMATED GENERAL SUPPORT BUDGET - OPTION TWO
07/20/89

PARAMETERS:
Salary 5% Number of days per PM 22
Direct Cost 5%

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		Aug 89 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost		
A. HOME OFFICE SUPPORT STAFF									
Salaries and Wages									
Sr Management Support									
Mickelwait	285.78 /day	1 PM	6,287	1 PM	6,602	1 PM	6,932	3.0 PM	19,821
Richard English	200.00 /day	3 PM	13,200	3 PM	13,860	3 PM	14,553	9 PM	41,613
P. Guenette	168.46 /day	1 PM	3,706	0 PM	0	0 PM	0	1 PM	3,706
Admin. Support	121.15 /day	2 PM	5,331	2 PM	5,597	2 PM	5,877	6 PM	16,805
Procurement	115.38 /day	0.5 PM	1,269	0.5 PM	1,333	0.5 PM	1,399	1.5 PM	4,001
A. TOTAL HOME OFFICE SUPPORT		7.5 PM	29,793	6.5 PM	27,392	6.5 PM	28,761	20.5 PM	85,946
B. LONG TERM SALARIES AND WAGES (FIELD)									
Chief of Party									
Tony Babb	6,192 /month	12 PM	74,303	12 PM	78,018	12 PM	81,919	36 PM	234,240
Financial Officer									
John Soden	5,125 /month	12 PM	61,500	12 PM	64,575	12 PM	67,804	36 PM	193,879
B. TOTAL LT SALARIES AND WAGES		24 PM	135,803	24 PM	142,593	24 PM	149,723	72 PM	428,119
C. FRINGE BENEFITS									
Home Office Staff									
Salary @	24%		7,150		6,574		6,903		20,627
Overseas-Based Staff									
Salary @	8%		10,864		11,407		11,978		34,249
C. TOTAL FRINGE BENEFITS			18,014		17,981		18,881		54,876
D. SUBCONTRACTING									
			0		0		0		0
D. TOTAL SUBCONTRACTING			0		0		0		0

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PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL
		#	Aug 89 -Aug 90 Cost	#	Aug 90 -Aug 91 Cost	#	Aug 91 -Aug 92 Cost	
E. TRAINING SUPPORT			0		0		0	0
E. TOTAL TRAINING SUPPORT			0		0		0	0
F. SHORT TERM TECHNICAL ASSISTANCE								
Home Office Based Full-Time Staff		0 PM	0	0 PM	0	0 PM	0	0
Home Office Based Intermittent Staff								
Richard English 200.00 /day		2 PM	8,800	2 PM	9,240	2 PM	9,702	27,742
Overseas Based Associates		0 PM	0	0 PM	0	0 PM	0	0
Pakistani Nationals		0 PM	0	0 PM	0	0 PM	0	0
F. TOTAL SHORT-TERM TECHNICAL ASSISTANCE		2 PM	8,800	2 PM	9,240	2 PM	9,702	27,742
G. LOCAL STAFF								
Salaries								
Office Manager/Local Dependent Hire								
2,000 /month		12 PM	24,000	12 PM	25,200	12 PM	26,460	75,660
Accounting Staff (5 people)								
167 /month		60 PM	10,000	60 PM	10,500	60 PM	11,025	31,525
Secretary		12 PM	3,500	12 PM	3,675	12 PM	3,859	11,034
Drivers (2)		24 PM	4,500	24 PM	4,725	24 PM	4,961	14,186
Cleaning		12 PM	2,000	12 PM	2,100	12 PM	2,205	6,305
G. TOTAL LOCAL STAFF		120 PM	44,000	120 PM	46,200	120 PM	48,510	138,710
H. TRAVEL, TRANSPORTATION AND PER DIEM								
International Travel								
Babb								
To Post	764 /trip	1	764	2	1,603	0	0	2,367
R&R	2,575 /RT	1	2,575	3	8,111	0	0	10,686
From Post	764 /trip	0	0	0	0	3	2,525	2,525
Peshawar-Manila	1,527 /trip	6	9,162					9,162
Soden								
To Post	1,500 /trip	4	6,000	0	0	0	0	6,000
R&R	2,575 /RT	4	10,300	4	10,815	0	0	21,115
From Post	1,500 /trip	0	0	0	0	4	6,615	6,615

PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL	
			Aug 89 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost	Cost	Cost

Sr. Management Support										
DC-Peshawar	2,575 /RT	2	5,150	2	5,408	2	5,678	6		16,236
STTA										
DC-Peshawar	2,575 /RT	2	5,150	2	5,408	2	5,678	6		16,236

Subtotal International Airfare			39,101		31,345		20,496			90,942

In-Country Transportation			2,000		1,050		1,103			4,153

Subtotal In-Country Transportation			2,000		1,050		1,103			4,153

Transportation of HHE										
Team Leader										
Tony Babb										
Air Freight	4.00 /lb.	250	1,000	350	1,470	600	2,646	1,200		5,116
Excess Baggage	100 /trip	1	100	2	210	3	331	6		641
Surface Freight	2.45 /lb.	0	0	2,500	6,431	2,500	6,753	5,000		13,184
Storage	250 /month	0	0	12	3,150	13	3,583	25		6,733
Packing and Hand	1,000 /move	0	0	1	1,050	1	1,103	2		2,153
Soden										
Air Freight	5.00 /lb.	0	0	0	0	700	3,859	700		3,859
Excess Baggage	100 /trip	0	0	0	0	4	441	4		441
Surface Freight	3.20 /lb.	0	0	0	0	2,500	8,820	2,500		8,820
Storage	250 /month	12	3,000	12	3,150	13	3,583	37		9,733
Packing and Hand	1,000 /move	0	0	0	0	1	1,103	1		1,103

Subtotal Shipment of HHE			4,100		15,461		32,222			51,783

PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL
			Aug 89	Aug 90	Aug 90	Aug 91	Aug 91	Aug 92	
			Cost	Cost	Cost	Cost	Cost	Cost	Cost
Per Diem									
Long-term Overseas-Based Staff									
Islamabad	102 /day	30 dys	3,060	30 dys	3,213	30 dys	3,374	90 days	9,647
STTA Per Diem									
Peshawar	80 /day	47 dys	3,760	47 dys	3,948	47 dys	4,145	141 days	11,853
Islamabad	102 /day	4 dys	408	4 dys	428	4 dys	450	12 days	1,286
Sr Management Support/Technical Backstopping									
Peshawar	80 /day	16 dys	1,280	16 dys	1,344	16 dys	1,411	48 days	4,035
Islamabad	102 /day	4 dys	408	4 dys	428	4 dys	450	12 days	1,286
Subtotal Per Diem			8,916		9,361		9,830		28,107
H. TOTAL TRAVEL, TRANSPORTATION AND PERDIEM			54,117		57,217		63,651		174,985
I. SUPPLIES AND EQUIPMENT			2,000		1,000		1,000		4,000
I. TOTAL SUPPLIES AND EQUIPMENT			2,000		1,000		1,000		4,000
J. OTHER DIRECT COSTS									
Post Differential	25%		33,951		35,648		37,431		107,030
Sunday Differential	5%		6,790		7,130		7,486		21,406
Temporary Lodging Allowance									
Adults	56 /day	15 day	2,520	0	0	20	4,939	35	7,459
Children	21.5 /day	10 day	430	0	0	15	1,067	25	1,497
Separate Maintenance Allowance									
Chief of Party's Family in Manila			6,500						6,500
Education Allowance									
K-8(Peshawar)	4,150 /child	2	8,300	2	8,715	2	9,151	6	26,166
9-12 (Islam.)	5,350 /child	0	0	1	5,618	1	5,898	2	11,516
6-12 (Manila)	4,800 /child	1	4,800	0	0	0	0	1	4,800
Edu. Travel	2,575 /child	1	2,575	1	2,704	1	2,839	3	8,118

PROJECT YEAR	Unit Cost	#	YEAR 1		YEAR 2		YEAR 3		TOTAL	
			Aug 89	Aug 90	Aug 90	Aug 91	Aug 91	Aug 92	#	Cost
Language Classes for COP			2,000							2,000
DBA Insurance @	4.25%		8,863		9,141		9,598			27,602
FICA 1989 @	7.51%		5,386							5,386
FICA 1990 on @	7.65%		9,725		10,559		10,700	0		30,984
Medical Evacuation Insurance										
Field Staff	90 /year	2	180	2	189	2	198	6		567
Dependents	115 /year	3	345	5	604	5	634	13		1,583
STTA	30 /PM	2	60	2	63	2	66	6		189
Misc. Travel Exp.	150 /trip	9	1,350	6	945	11	1,819	26		4,114
Medical Exams										
Adult	350 /person	3	1,050	1	368	4	1,544	8		2,961
Child	140 /person	2	280	1	147	3	463	6		890
Report Production										
Home Office	100 /month	12	1,200	12	1,260	12	1,323	36		3,783
Communications	335 /month	12	4,020	12	4,221	12	4,432	36		12,673
Transport of Prof. books/materials										
	250 /staff	2	500	2	525	2	551	6		1,576
J. TOTAL OTHER DIRECT COSTS			100,825		87,835		100,139			288,799

PROJECT YEAR	Unit Cost	YEAR 1		YEAR 2		YEAR 3		TOTAL
		Aug 89 -Aug 90	Cost	Aug 90 -Aug 91	Cost	Aug 91 -Aug 92	Cost	Cost
K. OVERHEAD								
Home Office Based Staff and Intermittent Salaries								
+ Fringe Benefit 75%		34,307		32,405		34,025		100,737
Overseas-Based Staff and Intermittent Salaries								
+ Fringe Benefit 65%		95,334		100,100		105,106		300,540
K. TOTAL OVERHEAD		129,641		132,505		139,131		401,277
GRAND TOTAL EXCLUSIVE OF FIXED FEE		522,993		521,963		559,498		1,604,454
FIXED FEE 7.9%		41,316		41,235		44,200		126,752
TOTAL COSTS PLUS FIXED FEE		564,309		563,199		603,698		1,731,206

CONTRACT PRICING PROPOSAL COVER SHEET

1. SOLICITATION/CONTRACT MODIFICATION NO. 2. DRAW NUMBER
 3000-0118

NOTE: This form is used in contract actions if submission of cost or pricing data is required. (See FAR 15.804-6(f))

3. NAME AND ADDRESS OF OFFEROR (Include ZIP Code)
 GIC Agricultural Group
 208 North Washington Street
 Alexandria, VA 22314

4. NAME AND TITLE OF OFFEROR'S POINT OF CONTACT
 Richard Gilmore
 5. TELEPHONE NO.
 (703)684-1366

6. TYPE OF CONTRACT ACTION (Check)
 A NEW CONTRACT
 B CHANGE ORDER
 C PRICE REVISION/REDETERMINATION
 C LETTER CONTRACT
 E UNPRICED ORDER
 BY OTHER METHOD

7. TYPE OF CONTRACT (Check)
 FFP
 CPP
 CPID
 CPAP
 FPI
 OTHER (Specify)

8. PROPOSED COST (A+B+C)
 A. COST \$250,178.41
 B. PROFIT/FEE \$19,764.09
 C. TOTAL \$269,942.50

9. PLACE(S) AND PERIOD(S) OF PERFORMANCE
 Pakistan & Afghanistan - August 1989 - December 1992

10. List and reference the identification, quantity and total price proposed for each contract line item. A line item cost breakdown is required unless otherwise specified by the Contracting Officer. (Continue on reverse, and then on plain paper, if necessary. Use same headings.)

A. LINE ITEM NO.	B. IDENTIFICATION	C. QUANTITY	D. TOTAL PRICE	E. REP.
1.	Total Salaries		99,855.12	
2.	Indirect Costs		73,373.55	
3.	Total Direct Costs		12,711.65	
4.	Total Other Direct Costs		64,238.09	
5.	Total Costs		250,178.41	
6.	Fixed Fee		19,764.09	
7.	Total Costs plus Fixed Fee		269,942.50	

11. PROVIDE NAME, ADDRESS, AND TELEPHONE NUMBER FOR THE FOLLOWING (if available):
 11A. CONTRACT ADMINISTRATION OFFICE
 11B. AUDIT OFFICE

12. WILL YOU REQUIRE THE USE OF ANY GOVERNMENT PROPERTY IN THE PERFORMANCE OF THIS WORK? (If "Yes," identify)
 YES NO

11A. DO YOU REQUIRE GOVERNMENT CONTRACT FINANCING TO PERFORM THIS PROPOSED CONTRACT? (If "Yes," complete item 11B)
 YES NO

11B. TYPE OF FINANCING (Check)
 ADVANCE PAYMENTS
 PROGRESS PAYMENTS
 GUARANTEED LOANS

13. HAVE YOU BEEN AWARDED ANY CONTRACTS OR SUBCONTRACTS FOR THE SAME OR SIMILAR ITEMS WITHIN THE PAST 3 YEARS? (If "Yes," identify item(s), customer(s) and contract number(s))
 YES NO

14. IS THIS PROPOSAL CONSISTENT WITH YOUR ESTABLISHED ESTIMATING AND ACCOUNTING PRACTICES AND PROCEDURES AND FAR PART 31 COST PRINCIPLES? (If "No," explain)
 YES NO

15. COST ACCOUNTING STANDARDS BOARD (CASB) DATA (Public Law 91-379 as amended and FAR PART 30)
 15A. WILL THIS CONTRACT ACTION BE SUBJECT TO CASB REGULATIONS? (If "No," explain in proposal)
 YES NO

15B. HAVE YOU SUBMITTED A FASE DISCLOSURE STATEMENT (CASB DS-1 or 2)? (If "Yes," specify in proposal the office to which submitted and if determined to be adequate)
 YES NO

15C. HAVE YOU BEEN NOTIFIED THAT YOU ARE OR MAY BE IN NON-COMPLIANCE WITH YOUR DISCLOSURE STATEMENT OR COST ACCOUNTING STANDARDS? (If "Yes," explain in proposal)
 YES NO

15D. IS ANY ASPECT OF THIS PROPOSAL INCONSISTENT WITH YOUR DISCLOSED PRACTICES OR APPLICABLE COST ACCOUNTING STANDARDS? (If "Yes," explain in proposal)
 YES NO

This proposal is submitted in response to the RFP, contract modification, etc. in item 1 and reflects our best estimate and/or actual cost as of the date:
 16. NAME AND TITLE (F5301)
 Richard Gilmore, President
 17. NAME OF FIRM
 GIC Agricultural Group

18. DATE OF SUBMISSION
 7/20/89

o COST PROPOSAL: GIC AG GROUP o
(USAID Project: AFG-89-0204-019)

	RATE /*1	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		Unit	Amount	Unit	Amount	Unit	Amount	Unit	Amount

I. SALARIES									
A) SHORT-TERM FIELD STAFF									
Richard Gilmore	\$285.78	3.0	\$22,290.84	2.0	\$15,603.59	1.0	\$8,191.88	6.0	\$46,086.31
Cary Victor	\$400.00	2.0	\$20,800.00	1.5	\$16,380.00	1.0	\$11,466.00	4.5	\$48,646.00
William Deiss	\$285.78	0.0	\$0.00	0.0	\$0.00	0.0	\$0.00	0.0	\$0.00
Theo Joseph	\$285.78	0.0	\$0.00	0.0	\$0.00	0.0	\$0.00	0.0	\$0.00
Kerry Swartz	\$285.78	0.0	\$0.00	0.0	\$0.00	0.0	\$0.00	0.0	\$0.00
Christopher Meussel	\$285.78	0.0	\$0.00	0.0	\$0.00	0.0	\$0.00	0.0	\$0.00
B) HOME OFFICE BACK-STOP									
Kulpreet Sunderlal	\$150.00	0.5	\$1,625.00	0.5	\$1,706.25	0.5	\$1,791.56	1.5	\$5,122.81
TOTAL SALARIES			\$44,715.84		\$33,689.84		\$21,449.45		\$99,855.12
II. INDIRECT COSTS /*2									
A) Fringe	7.50%		\$3,353.69		\$2,526.74		\$1,608.71		\$7,489.13
B) G & A	12.00%		\$5,365.90		\$4,042.78		\$2,573.93		\$11,982.61
C) Overhead	53.98%		\$24,137.61		\$18,185.77		\$11,578.41		\$53,901.80
TOTAL INDIRECT COSTS			\$32,857.20		\$24,755.29		\$15,761.05		\$73,373.55
III. DIRECT COSTS									
A) DBA/ Medivac Ins.	4.25%		\$1,831.36		\$1,359.30		\$835.46		\$4,026.12
B) Communication (mo.)	\$300.00	5	\$1,500.00	3.5	\$1,102.50	2	\$661.50	10.5	\$3,264.00
C) Ground Trvl (Trip)	\$350.00	6	\$2,100.00	5	\$1,837.50	3	\$1,157.63	14	\$5,095.13
D) Evacuation Ins.	\$30.00	5	\$150.00	3.5	\$110.25	2.0	\$66.15	10.5	\$326.40
TOTAL DIRECT COSTS			\$5,581.36		\$4,409.55		\$2,720.74		\$12,711.65

o COST PROPOSAL: GIC AG GROUP o
 (USAID Project: AFG-89-0204-019)

	RATE /*1	YEAR 1		YEAR 2		YEAR 3		TOTAL	
		Unit	Amount	Unit	Amount	Unit	Amount	Unit	Amount
		IV. OTHER DIRECT COSTS							
A) Air Travel									
RT Wash/Iskbd/Pesh	\$2,575.00	6	\$15,450.00	5	\$13,518.75	3	\$8,516.81	14	\$37,485.56
B) Per Diem									
Islamabad	\$102.00	12	\$1,224.00	10	\$1,071.00	6	\$674.73	28	\$2,969.73
Peshawar	\$80.00	138	\$11,040.00	95	\$7,980.00	54	\$4,762.80	287	\$23,782.80
TOTAL OTHER DIRECT COSTS			\$27,714.00		\$22,569.75		\$13,954.34		\$64,238.09
V. TOTAL COSTS			\$110,868.40		\$85,424.43		\$53,885.58		\$250,178.41
VI. FIXED FEE	7.90%		\$8,758.60		\$6,748.53		\$4,256.96		\$19,764.09
VII. TOTAL COSTS PLUS FIXED FEE			\$119,627.00		\$92,172.96		\$58,142.54		\$269,942.50