

January 5th, 2018

Yvette M. Albarran, CPPB  
Purchasing Officer  
Lake County, IL  
847-377-2141



Re: RE: 2018 Aerials for Kane County Illinois

Dear Selection Committee:

Ayres appreciates Lake County's need for further pricing information for a 2018 Orthoimagery project. As we have discussed with both the GIS Division and Purchasing Office at Lake County; Ayres Associates 2017 orthoimagery cost was based on known parallel projects our team was completing in the same area that year. At Ayres Associates, we work to bring multiple separate projects together to help reduce costs for all of our clients. While this is certainly a benefit to our clients, it does mean that the cost vary year over year and this can be difficult to project a year in advance.

Below is information regarding costs for the proposed Lake County 2018 orthoimagery project. Should you require more information please do not hesitate to ask.

#### Project Spec Summary

- 471 Square Miles (including 1 mi buffer over land boundaries)
- 3-inch resolution digital orthoimagery
- 4 band (R, G, B, NIR)
- ASPRS Class 1 Accuracy

Cost Breakdown of 2018 vs Lake County hours in 2017

<b>2018</b>	<b>Hours</b>	<b>Cost</b>	<b>2017 (shared hours)</b>	<b>Hours</b>	<b>Cost</b>
Flight Cost		\$28,260.00	Flight Cost		\$17,000.00
Management	48	\$2,016.00	Management	24	\$950.65
Aerotriangulation	100	\$3,083.00	Aerotriangulation	60	\$1,149.80
Ortho Processing	310	\$9,222.50	Ortho Processing	234	\$6,961.50
Labor Multiplier		x2.9	Labor Multiplier		x2.9
Direct Equipment		\$3,526.00	Direct Equipment		\$2,972.50
Total County Fee		\$73,318.35	Total County Fee		\$48,343.58
<b>County Unit Fee</b>		<b>\$155.73</b>	<b>County Unit Fee</b>		<b>\$102.64</b>

In 2017 Ayres was able to share task hours and fees with other projects to help reduce the costs to Lake County. We currently have no projects in 2018 contracted and are projecting for fewer projects than 2017 to share these costs. This is reflected in the cost breakdown comparison above. The unit cost of \$155.73 per square miles still provides an excellent value to Lake County.

## Recent Comparative project costs

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Cost for orthoimagery can vary greatly project to project. These factors can include size of project, scope, complexity, quality, mobilization, proximity to other projects and more. Below are similar projects to Lake County for you to compare pricing with. These project have the same specifications as the Lake County Project including 3-inch digital orthoimagery, 4-band delivery, and ASPRS Class 1 accuracy.

### Oak Brook, IL – 2017

- 8.3 Square Miles
- Total project Cost = \$18,203.00
- Estimate Total Unit Cost= ***\$2,193.13 per square mile***

### City of Appleton, WI – 2017

- 43 Square Miles
- Total project Cost = \$32,900.00
- Estimate Total Unit Cost= ***\$765.11 per square mile***

### City of Madison, WI – 2016

- 172 Square Miles
- Total project Cost = \$48,093.00
- Estimate Total Unit Cost= ***\$279.61 per square mile***

### City of Wausau, WI, (Metro) – 2015

- 109 Square Miles
- Total project Cost = \$92,905.00
- Estimate Total Unit Cost= ***\$852.34 per square mile***

I hope that we have provided the information you require to proceed with your project in 2018. Our team believes we bring excellent service and value to the county and its local partners; we hope to continue to work with you in 2018. Should the County choose to work with Ayres Associates again in 2018 the project cost would be **\$73,318.35** or a unit cost of **\$155.17 per square mile**. In the event that you require additional information or clarification on the 2018 project, please feel free to contact me at 608.443.1231.

Sincerely,



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