COST SHEET - Cover Memorandum

RFP 124065 O5 – ONE RED Ag Data Bank and Grants Program

Cost Sheet Memorandum: Incite AgPro LLC ("incite.ag") submits the enclosed Cost Sheet in alignment with Solicitation 124065 O5 and the technical strategy detailed in this proposal. The proposed blended labor rate of $150 per hour across Deliverables 1–3 reflects a disciplined, enterprise-scale execution model designed to deliver a secure, production-ready CI Data Bank and Grant Platform within clearly defined not-to-exceed limits. This is done in an ultra-cost effective manner that emphasizes the current multi-million dollar investment in incite.ag's CI scoring and data capture software infrastructure

This cost structure is comprehensive and execution-focused. It covers system architecture, secure cloud deployment, API integration with Approved Service Providers, deterministic CI score validation, payment automation, cybersecurity controls, QAPP conformity, onboarding workflows, and multi-year program support. Detailed subcategory hours and cost drivers are provided in the accompanying itemized spreadsheet for full transparency.

Pass-through software licenses are separately identified and proportionally allocated to support hardened infrastructure, analytics, and payment integrations required for stable long-term operations.

Sean Kelly, CTO of incite.ag, serves as executive technical contact and will oversee architecture, infrastructure security, CI model implementation, and integration strategy. The proposed system leverages zero-trust principles, managed identities, audit logging, and CI/CD controls consistent with the Enterprise Technology Review and Technical Architecture materials submitted herein.

This proposal reflects a thoughtful, scalable, and proven approach grounded in commercial CI program delivery. Incite.ag is confident in its ability to execute efficiently, securely, and in a manner that meets and exceeds NDWEE's objectives.

==*Please note the Attached / Included Itemized Cost Sheet - Spreadsheet for further details and categorization*==

COST SHEET

RFP 124065 O5 – ONE RED Ag Data Bank and Grants Program

Bidder Information

Organization Name:	Incite AgPro LLC ("incite.ag")
Address:	21950 Ridge Rd Sterling IL 60181
Contact Name:	Preston Brown - President
Phone / Email:	815.315.7506 / preston@incite.ag

Bidder Note: <mark>*See itemized Attachment Spreadsheet(s) For Highly Detailed Breakdowns, Subcategories, and Cost Estimates*</mark>

SECTION A: TOTAL COST SUMMARY

Section A establishes the maximum not-to-exceed amounts for each Deliverable and for the Contract as a whole. Under no circumstances shall the State be obligated to pay amounts in excess of the Deliverable or total amounts listed in this Section, unless expressly authorized by a written Contract Amendment executed by the State.

Enter total not-to-exceed <u>time and material</u> proposed costs by Deliverable. Be sure to consider and incorporate all labor, materials, subcontracts, and other direct costs into the proposed total for each Deliverable. Totals included in each Deliverable row below shall match each respective Deliverable breakdown in Section C.

Deliverable	Total
1. CI Data Bank Platform - Development - *Itemized in attachment*	$6,079,500
2. Grant Program Interface Platform - Development - - *Itemized in attachment*	$4,963,812
3. Program Support- *Itemized in attachment*	$2,314,500
Bid TOTAL	**$13,357,812**

SECTION B: LABOR RATE SCHEDULE

Provide fully-loaded hourly rates for each labor category. Rates must remain fixed for the contract term. Please add additional rows as needed to include all major participating labor categories for your organization.

Labor Category	Hourly Rate	Estimated Category Hours	Estimated Category Cost
Management / Executive			
Preston Brown (20%) - Principal Investigator	$425	(Over 3 Yrs) 1,248	$530,400
Sean Kelly (20%) - CTO	$450	1,248	$561,600
Riley Harbaugh / Executive Project Manager	$190	4,500	$855,000
Technical Staff			
Liam Tubridy - Sr Engineer	$175	4,800	$792,00
Charlie Heller- Sr Engineer	$175	4,800	$792,00
Russel Kosovosky- Sr Data Scientist	$175	4,800	$792,00
Technical Developers (senior) 3X	$155	10,800	$1,674,344
Technical Developers (mid) 6X	$131	17,094	$2,239,656
Dev Ops / Cloud 3X	$164	6,000	$924,000
QA Engineers 3X	$135	4,500	$607,500
Security Engineer	$170	2,000	$340,000
Data Engineer	$165	2,000	$330,000
Program Staff			
Ross Cady	$125	3,600	$450,000

Labor Category	Hourly Rate	Estimated Category Hours	Estimated Category Cost
Onboarding Specialist 2X	$100	7,200	$720,000
	$_____		$_____
Support Staff			
Senior Support Staff A	$115	4,800	$552,000
Support Staff B	$100	4,800	$480,000
Other (specify)			
	$_____		$_____
	$_____		$_____

SECTION C: COST DETAIL

All costs proposed in this Section are for cost detail and evaluation purposes and are subject to the not-to-exceed limits established in Section A.

Provide cost breakdown for each Deliverable. Totals must match Deliverable totals in Section A.

Deliverable 1: CI Data Bank Platform - (Assumes blended rate of $150/Hr)

Cost Item	Sub-contractor Cost (if any)	Admin Costs	Item Bid Total	Notes
1.1: System Design and Development	$_____	$1,075,500	$1,075,500	See Itemized Cost Sheet Spreadsheet for Detailed Sub Categories, Activities, and Cost / Hour Breakdowns
1.2: Data Security and Privacy	$_____	$831,000	$831,000	
1.3: Payment Processing Integration	$_____	$616,500	$616,500	
1.4: System Validation and Quality Assurance	$_____	$853,500	$853,500	
1.5: User Training & Support	$_____	$505,500	$505,500	
1.6: Data Reporting and Analytics	$_____	$853,500	$853,500	
1.7: Maintenance and Updates	$_____	$1,344,000	$1,344,000	
DELIVERABLE 1 TOTALS	**$_____**	**$6,079,500**	**$6,079,500**	

Deliverable 2: Grant Program Interface Platform (Assumes blended rate of $150/Hr)

Cost Item	Sub-contractor Cost (if any)	Admin Costs	Item Bid Total	Notes
2.1: System Design & Development	$_____	$1,435,500	$1,435,500	See Itemized Cost Sheet Spreadsheet for Detailed Sub Categories, Activities, and Cost / Hour Breakdowns
2.2: Data Security and Privacy	$_____	$663,000	$663,000	
2.3: Payment Processing Integration	$_____	$475,500	$475,500	
2.4: System Validation and Quality Assurance	$_____	$550,500	$550,500	
2.5: User Training & Support	$_____	$120,000	$120,000	
2.6: Data Reporting and Analytics	$_____	$567,000	$567,000	
2.7: Maintenance and Updates	$_____	$378,000	$378,000	
DELIVERABLE 2 TOTALS	**$_____**	**$4,189,500**	**$4,189,500**	

Deliverable 2.B: Pass Thorough Software Costs for Grant Program and CI Data Bank <mark>(Itemized in Attached Spreadsheet)</mark>

Cost Item	Sub-contractor Cost (if any)	Admin Costs	Item Bid Total	Notes
P.T.C. - Category, Application	$_____	$179,352	$179,352	See Subcategories & Detailed Itemization in Attachment. Can be allocated across deliverables or to Grant & CI Bank
P.T.C. - Category, Data Storage	$_____	$26,400	$26,400	
P.T.C. - Category, Payment	$_____	$46,600	$46,600	
P.T.C. - Category, Security	$_____	$531,560	$531,560	
DELIVERABLE 4 TOTALS	**$_____**	**$774,312**	$774,312	

Deliverable 3: Program Support <mark>(Assumes blended rate of $150/Hr)</mark>

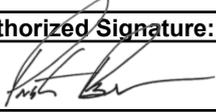| Cost Item	Sub-contractor Cost (if any)	Admin Costs	Item Bid Total	Notes
3.1: Program Support	$_____	$384,000	$384,000	See Itemized Cost Sheet Spreadsheet for Detailed Sub Categories, Activities, and Cost / Hour Breakdowns
3.2: Communication Support	$_____	$295,500	$295,500	
3.3: Sub-Contract Management	$_____	$289,500	$289,500	
3.4: Data Security Management	$_____	$276,000	$276,000	
3.5: Grant Program Implementation	$_____	$535,500	$535,500	
3.6: Documentation and Reporting	$_____	$225,000	$225,000	
3.7: Approved Service Provider Coordination (ASP)	$_____	$309,000	$309,000	
DELIVERABLE 3 TOTALS	**$____**	**$2,314,500**	**$2,314,500**	

SECTION D: SUBCONTRACT SUMMARY

List all proposed subcontractors, their scope of work, and estimated costs. Costs should be included in the appropriate Deliverable totals above.

Subcontractor Name	Deliverable	Scope of Work	Estimated Cost	% of Total
No Subcontractors expected to be utilized at this time			$_____	
			$_____	
			$_____	
			$_____	
			$_____	
TOTAL SUBCONTRACTS			**$_____**	

SECTION E: COST PROPOSAL CERTIFICATION

By signing below, the authorized representative certifies that:

1. All costs presented in this proposal are accurate, complete, and represent the Bidder's best estimate of the resources required to perform the work described in the RFP.
2. The Total Cost in Section A includes all costs necessary to perform all work as described in the Scope of Work.
3. The Bidder acknowledges that the Deliverable totals and Bid Total identified in Section A represent firm not-to-exceed amounts for the Contract term, and that no costs in excess of those amounts shall be incurred or reimbursed without prior written authorization through a formal Contract Amendment.
4. Labor rates in Section B are fully-loaded rates that include salary, fringe benefits, overhead, general and administrative costs, and profit. These rates will be used for all deliverables including any change orders or contract modifications.
5. **The Bidder understands that each Deliverable may be activated via written amendment at the State's discretion, based on program needs and available funding.**
6. The Bidder has reviewed all federal requirements applicable to this EPA-funded program, including 2 CFR Part 200, and can comply with all flow-down provisions.
7. All proposed subcontractors have been identified and their costs are included in the Area totals.
8. This pricing is firm and valid for one hundred eighty (180) days from the proposal due date.
9. The Bidder has not engaged in any collusion or other anti-competitive practices in connection with this proposal.

Authorized Signature:	Date:
	2.20.26
Printed Name:	Title:
Preston Brown	President
Organization:	Phone:
incite.ag	815.315.7506