



June 11, 2025

Ms. Darlene Banks, Purchasing
Fulton County Government
Department of Purchasing and Contract Compliance
130 Peachtree Street, S.W., Suite 1168, Atlanta, Georgia 30303
(Via email to: Darlene.Banks@fultoncountyga.gov)

Subject: **Additional Cost Detail:**
RFP 24RFP0820K-DB - Envelope 2: Cost Proposal
AFCWRC - O&M for Water Treatment Facility

Dear Ms. Banks:

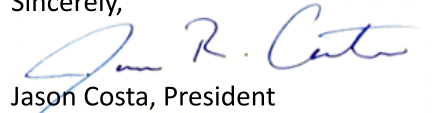
As you know from our meeting May 20, 2025, Veolia-KHAFRA provided Atlanta/Fulton County an extremely competitive service price to continue our long-term relationship. While an extended 10-year contract term between Veolia-KHAFRA and Atlanta/Fulton County provides added security to facility operation, and the Veolia-KHAFRA-Atlanta/Fulton County partnership, economic uncertainty has contributed to greater price variance in the future. The ongoing environment in the Atlanta/Fulton County labor market, for example, makes hiring and maintaining employees a challenge. Veolia-KHAFRA is anticipating both short- and long-term salary adjustments to maintain top talent to operate the Atlanta/Fulton County water facility. Further, in recent years, the cost of operation, including the cost of insurance, and regularly used items—such as chemicals and equipment—have dramatically increased well beyond estimated CPI. Additional overhead provides Veolia-KHAFRA the ability to manage these uncertainties on a long-term basis in a rapidly evolving environmental services business, and maintain the level of performance and stability that has come to be expected.

We have updated our Cost Table to reflect the agreed upon profit and overhead:

Table 2.2-1: Cost Proposal Form	
Year 1: Operations, Maintenance and Management Fee	
ELEMENT	COST
Labor (wages & overhead)	\$3,558,494
Utilities (Telephone)	\$35,574
Repair & Maintenance Ceiling	\$305,000
Supplies, categorized	\$136,999
Miscellaneous, categorized	\$653,938
Bulk Treatment Chemicals	\$1,502,302
TOTAL YEAR 1 SERVICE ESTIMATE	\$6,192,307
Veolia/Khafra Profit and Overhead	\$606,846
VEOLIA/KHAFRA TOTAL COST (including Profit and Overhead of 9.8%)	\$6,799,153

We trust that this information meets your immediate need, and you may reach out to me if you have any questions related to this additional information

Sincerely,

A handwritten signature in blue ink, appearing to read "Jason R. Costa".

Jason Costa, President

Veolia Water North America – South, LLC

Telephone: 412/315-1820 - Email: jason.costa@veolia.com

Cc:

Felicia-Strong Whitaker - Fulton County (Felicia.Strong-Whitaker@fultoncountyga.gov)

Val Bates - KHAfra (vbates@khafra.com)