Proposal to Provide an Air Mobility Aircraft Plan

STATEMENT OF QUALIFICATIONS PACKET B (REVISED)

For:



Submission By:

NEXA Advisors LLC UAM Geomatics Inc. NUAIR Yolanka Wulff Consulting

April 8, 2024



1765 Greensboro Station Place, Suite 900, McLean, VA 22102 T: (202) 499-5089 W: www.nexaadvisors.com



1765 Greensboro Station Place, Tower A, Suite 900, McLean VA 22102 USA 202-499-5089 <u>michael.j.dyment@nexacapital.com</u> <u>michael.j.dyment@nexaadvisors.com</u>

LETTER OF TRANSMITTAL

April 8, 2024

To:

Washington State Department of Transportation 310 Maple Park Avenue SE Olympia, Washington, USA U.S.47.034700°N 122.897661°W mailto: <u>CSOSubmittals@wsdot.wa.gov</u>

Procurement Name: State of Washington Department of Transportation RFQ - Notice to Consultants Air Mobility Aircraft Plan Due 4:00pm PDT April 2, 2024

NEXA Advisors LLC is pleased to submit this formal procurement response to WSDOT. We deem both volumes of this proposal – Packet A and Packet B - to be 100% compliant with the requirements of the RFQ received on February 15, 2024. We wish to be evaluated and considered to provide an Air Mobility Aircraft Plan for the State and believe that our qualifications will add value and reduce risk in this exciting new area.

Note that we have revised our April 2, 2024 submission, having received clarification from Amber Horan (WSDOT) with respect to evaluation Criteria 9 Cost Factors, and have appended the correct Billing Rate Table template referred to in the RFQ. Four excel spreadsheets are also now available as an integral attachment to the Packet B PDF.

The agreement type is Negotiated Hourly Rate, and we welcome discussions on our capabilities, work scope and cost at your earliest convenience.

Sincerely,

NEXA ADVISORS LLC

Michael J. Dyment

Managing Partner

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Evaluation Criteria (6-9)

Found in these Sections are:

- Consultant Information Form
- Contractor Certification
- Wage/Theft Prevention Certification
- Certification of Worker Rights
- Certified Proposed Billing Rates AND Billing Rate Table templates for each company

Evaluation Criterion 6 – Contractor Certification

Pursuant to the Washington State Governor's Executive Order 18-03 (dated June 12, 2018), the Washington State Department of Transportation is seeking to contract with qualified entities and business owners who certify that their employees are not, as a condition of employment, subject to mandatory individual arbitration clauses and class or collective action waivers.

The following companies hereby certify, under penalty of perjury under the laws of the State of Washington, that the certifications herein are true and correct and that NEXA Advisors LLC is authorized to make these certifications on behalf of each firm.

- NEXA Advisors LLC
- UAM Geomatics, Inc.
- NUAIR
- Yolanka Wulff Consulting

Contractor Certification – NEXA Advisors LLC

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Address: 1765 Greensboro Station Place, Suite 900 Clip: State: Zip Code: County: Plone: Fairfax 202-499-5089 Fa: County: Rent to Address: State: County: Same as above Fa: County: City: State: Zip Code: County: Plone: Fax: County: State: Zip Code: County: Plone: Fax: County: State: Zip Code: County: VA 0010687807 26-0488308 Due Universit Number: 102491133 Year Firm Entablishet: UDBE/SBEMSVWEE Certification Number: 541611 Proposed Project Manage: Michael J. Dyment michael.j.dyment@nexaadvisors.com Email: Michael J. Dyment Email: Michael.j.dyment@nexaadvisors.com State Ponject Manage: Email: Michael.j.dyment@nexaadvisors.com State Ponject Manage: Email: Michael.j.dyment@nexaadvisors.com Firm Type: Sole Ponject: Pathership: Cocopy: Sole Ponject: Pathership: Cocopy: E	Firm Name: NEXA Capital Parti	ners LLC dba NEX	-	re Date:)ec 31	Number of Employees: 10
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EMPLOYEES. This firm does NOT require its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. OR MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. I hereby certify, under penalty of perjury under the laws of the State of Washington, that the certificatio herein are true and correct and that I am authorized to make these certifications on behalf of the flisted herein. FIRM NAME: NEXA Advisors LLC Name of Contractor/Bidder – Print full legal entity name of firm By: Michael J. Dyment Signature of autificrized person Print Name of person making certifications for firm Title: Managing Partner Title of person signing certificate Place: McLean, VA 22102 Print city and state where signed		
WASHINGTON STATE GOODS & SERVICES CONTRACTS Pursuant to the Washington State Governor's Executive Order 18-03 (dated June 12, 2018), the Washington State Department of Transportaion is seeking to contract with qualified entities and business owners who certify that their employees are not, as a condition of employment, subject to mandatory individual arbitration clauses and class or collective action waivers. WSDOT Notice to Consultants - Solicitation Title: WSDOT Notice to Consultants - Solicitation Title: I hereby certify, on behalf of the firm identified below, as follows (check one): Image: Consultants - Consultants - Solicitation Title: I hereby certify, on behalf of the firm identified below, as follows (check one): Image: Consultants - Consultants - Solicitation Title: I hereby certify, on behalf of the firm identified below, as follows (check one): Image: Consultants - Consultants - Consultants - Consultants - Solicitation Title: I hereby certify, on behalf of the firm identified below, as follows (check one): Image: Consultants -		
Washington State Department of Transportation is seeking to contract with qualified entities and business owners who certify that their employees are not, as a condition of employment, subject to mandatory individual arbitration clauses and class or collective action waivers. WSDDT Notice to Consultants - Solicitation Title: MSDDT Notice to Consultants - Air Mobility Aircraft Plan I hereby certify, on behalf of the firm identified below, as follows (check one): Image: Momentation of the firm identified below, as follows (check one): I hereby certify, on behalf of the firm identified below, as follows (check one): Image: Momentation of the firm identified below, as follows (check one): I hereby certify, on behalf of the firm identified below, as follows (check one): Image: Momentation of the firm identified below, as follows (check one): I hereby certify, on behalf of the firm identified below, as follows (check one): Image: Momentation of the firm identified below, as follows (check one): I hereby certify, on behalf of the firm identified below, as follows (check one): Image: Momentation of the firm identified below, as follows (check one): I hereby certify, on behalf of the firm identified below, as follows (check one): Image: Momentation of the firm identified below, as follows (check one): I hereby certify, under penalty of perjury individual arbitration clauses or class or collective action waivers. Image: Momentation clauses or class or collective action waivers. I hereby certify, under penalty of perjury under the laws of the State of Washington, that the		
 No MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm does <u>NOT</u> require its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. OR MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. I hereby certify, under penalty of perjury under the laws of the State of Washington, that the certificatio herein are true and correct and that I am authorized to make these certifications on behalf of the f listed herein. FIRM NAME: <u>NEXA Advisors LLC</u> NEXA Advisors LLC Neme of Contractor/Bidder - Print full legal entity name of firm By: <u>Signature of outflorized person</u> Michael J. Dyment Print Name of person making certifications for firm Title: <u>Managing Partner</u> Place: <u>McLean, VA 22102</u> Print city and state where signed 		Washington State Department of Transportaion is seeking to contract with qualified entities and business owners who certify that their employees are not, as a condition of employment, subject to mandatory individual arbitration clauses and class or collective action waivers. WSDOT Notice to Consultants -
MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. I hereby certify, under penalty of perjury under the laws of the State of Washington, that the certificatio herein are true and correct and that I am authorized to make these certifications on behalf of the f listed herein. FIRM NAME: NEXA Advisors LLC Name of Contractor/Bidder – Print full legal entity name of firm By: Michael J. Dyment Signature of outhforized person Print Name of person making certifications for firm Title: Managing Partner Title of person signing certificate Place: McLean, VA 22102 Print city and state where signed Managing All	I hereby	☑ NO MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm does <u>NOT</u> require its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action
MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. I hereby certify, under penalty of perjury under the laws of the State of Washington, that the certificatio herein are true and correct and that I am authorized to make these certifications on behalf of the f listed herein. FIRM NAME: NEXA Advisors LLC Name of Contractor/Bidder – Print full legal entity name of firm By: Michael J. Dyment Signature of outhorized person Print Name of person making certifications for firm Title: Managing Partner Title of person signing certificate Place: McLean, VA 22102 Print city and state where signed Managing All		
Name of Contractor/Bidder – Print full legal entity name of firm By: Michael J. Dyment Signature of authorized person Michael J. Dyment Title: Managing Partner Place: McLean, VA 22102 Title of person signing certificate Place: McLean, VA 22102 Print city and state where signed Place: McLean, VA 22102		OR
Name of Contractor/Bidder – Print full legal entity name of firm By: Michael J. Dyment Signature of authorized person Michael J. Dyment Title: Managing Partner Place: McLean, VA 22102 Title of person signing certificate Place: McLean, VA 22102 Print city and state where signed Place: McLean, VA 22102	, herein a	MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. certify, under penalty of perjury under the laws of the State of Washington, that the certification are true and correct and that I am authorized to make these certifications on behalf of the fir
Signature of authorized person Print Name of person making certifications for firm Title: Managing Partner Title of person signing certificate Place: McLean, VA 22102 Print city and state where signed	herein a listed he	MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. certify, under penalty of perjury under the laws of the State of Washington, that the certification are true and correct and that I am authorized to make these certifications on behalf of the firm erein.
Title of person signing certificate Print city and state where signed	herein a listed he	MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. certify, under penalty of perjury under the laws of the State of Washington, that the certification are true and correct and that I am authorized to make these certifications on behalf of the fire erein. MEXA Advisors LLC
Title of person signing certificate Print city and state where signed	herein a listed he FIRM N	MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. certify, under penalty of perjury under the laws of the State of Washington, that the certification are true and correct and that I am authorized to make these certifications on behalf of the fire erein. AME: <u>NEXA Advisors LLC</u> Name of Contractor/Bidder - Print full legal entity name of firm <u>Michael J. Dyment</u>
March 0C 0004	herein a listed he FIRM N/ By:	MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. certify, under penalty of perjury under the laws of the State of Washington, that the certification are true and correct and that I am authorized to make these certifications on behalf of the firmerein. AME: <u>NEXA Advisors LLC</u> Name of Contractor/Bidder - Print full legal entity name of firm Signature or outhorized person Michael J. Dyment
Date: March 26, 2024	herein a listed he FIRM N/ By:	 MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. certify, under penalty of perjury under the laws of the State of Washington, that the certification are true and correct and that I am authorized to make these certifications on behalf of the fire erein. AME: <u>NEXA Advisors LLC</u> <u>Name of Contractor/Bidder - Print full legal entity name of firm</u> <u>Michael J. Dyment</u> <u>Signature or authorized person</u> <u>Managing Partner</u> <u>Place: McLean, VA 22102</u>

<u>Contractor Certification – UAM Geomatics</u>

Firm Name:		EVE	Date: Numb	er of Employees:
UAM Geom	atics Inc.		ec 31 4	a or Employees.
Address:	abara Statio	n Diana Suita 000		
City:	SDOIO Station	n Place, Suite 900	County:	
McLean	VA	22102	fairfax	
202-499-50			w.nexa-uam.o	com
Remit to Address:				
City:	State:	Zip Code:	County:	
Phone:		Fax:	I	
Statewide Vendor Number (SWV) for Remit to Address:	Federal Tax ID Numbr	er or Social Security Number:	
		84-49043	60	
Unified Business Identifier 1	Number (UBI):	Date Universal Numbe	ring System (DUNS) Number:	
Vear Firm Established:	UDBE/SE	BE/MSVWBE Certification Number::	NAICS Code & Code Name:	
2019	000000			
Proposed Project Manager:		Email:		
Eleanor Her	man		erman@nexa-	uam.con
Financial Contact: Same		Email:		
oanie				
Firm Type:	🛛 Partnership 🔳 C – Corp	. 🗌 Limited Partnership 🔲 Subchapter	• - •	Company
Annual Gross Receipt:	\$1 Million to \$5 Million	🗆 \$5 Million to \$10 Million 🛛 \$10 Mil		315 Million
Annual Gross Receipt: \$0 to \$1 Million Note: Firm Name: Please <u>do no</u> (1)	use: dba's - doing business as	\$5 Million to \$10 Million \$10 Million \$10 Million; s; combination names when two firms are wo oint venture; derivatives of your legal name;		ination name is the
Annual Gross Receipt: \$ 0 to \$1 Million Note: Firm Name: Please <u>do not</u> formation of a legally regist firm's legal name.	use: dba's – doing business as ered new company such as a jo Your Federal Tax ID number n	; combination names when two firms are wo	acronyms; etc. The firm name sh	ination name is the hown must be your
Annual Gross Receipt: Stote \$1 Million Note: Firm Name: Please <u>do not</u> formation of a legally regists firm's legal name. Federal Tax ID Number: 7 number, please use your soc Unified Business Identifier approved as a Sub-consultar	use: dba's - doing business as ered new company such as a jo Your Federal Tax ID number n ial security number. (UBI) Number: Your firm w	; combination names when two firms are wo oint venture; derivatives of your legal name; must be that number registered to your legal fi vill be REQUIRED to acquire a UBI Number his is a Washington State Business license an	acroñymis, etc. The firm name si irm name. If you do not have a F r prior to execution of an agreem	ination name is the hown must be your 'ederal Tax ID went and/or being
Annual Gross Receipt: So to \$1 Million Note: Firm Name: Please do not formation of a legally regist firm's legal name. Federal Tax ID Number: Y number, please use your soc Unified Business Identifier approved as a Sub-consultar State Department of Revenue State Vendor (SWV)? have an SWV number, your	use: dba's - doing business as ered new company such as a jo 'our Federal Tax ID number n ial security number. '(UBI) Number: Your firm w it to an existing agreement. TI e web site at <u>www.dor.wa.gov</u> Number: The Statewide Vend firm will be required to acqui	; combination names when two firms are wo oint venture; derivatives of your legal name; must be that number registered to your legal fi vill be REQUIRED to acquire a UBI Number his is a Washington State Business license an	acronymis; etc. The firm name sh irm name. If you do not have a F r prior to execution of an agreem id can be acquired by contacting ars to receive payments. If your fi reement. For additional informat	ination name is the town must be your 'ederal Tax ID ent and/or being the Washington imm doesn't already
Annual Gross Receipt: S0 to \$1 Million Note: Firm Name: Please do not formation of a legally regist firm's legal name. Federal Tax ID Number: Y number, please use your soc Unified Business Identifier approved as a Sub-consultar State Department of Revenue Statewide Vendor (SWV) 1 have an SWV number, your Office of Financial Managet FYE Date: Your firm's fiss	use: dba's - doing business as ered new company such as a jo four Federal Tax ID number n ial security number. (UBI) Number: Your firm wi to an existing agreement. Th e web site at <u>www.dor.wa.gov</u> Number: The Statewide Vend firm will be required to acqui ment (OFM) at <u>https://www.of</u> ral year end date.	c; combination names when two firms are wo oint venture; derivatives of your legal name; must be that number registered to your legal five ill be REQUIRED to acquire a UBI Number his is a Washington State Business license an g lor (SWV) Number is REQUIRED for vendor e a SWV number prior to execution of an ag	acronymis; etc. The firm name sh irm name. If you do not have a F r prior to execution of an agreem id can be acquired by contacting irs to receive payments. If your fi reement. For additional informat tewide-vendorpayee-services	ination name is the hown must be your 'ederal Tax ID ent and/or being the Washington imn doesn't already tion, please visit the

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		Contract	OR CERTIFICA	TION
Persuant to the Washington State Governor's Executive Order 18-03 (dated June 12, 2018), the Washington State Department of Transportaion is seeking to contract with qualified entities and business owners who certify that their employees are not, as a condition of employment, subject to mandatory individual arbitration clauses and class or collective action waivers. Solicitation Title: WSDOT Notice to Consultants-Air Mobility Aircraft Hereby certify, on behalf of the firm identified below, as follows (check one): No MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm does <u>NOT</u> require its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. No MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. No MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. No Hereby certify, under penalty of perjury under the laws of the State of Washington, that the certifications herein are true and correct and that I am authorized to make these certifications on behalf of the firm listed herein. FIRM NAME: UAM Geomatics Inc, Marke MAMEMERTIFY INTER UMBERTIFY INTER OF Print full legal entity name of firm Signature of authorized person Firm NAME: UAM Geomatics Inc, Marke MAMEMERTIFY INTER OF Print full legal entity name of firm Signature of authorized person Firm NAME: UAM Geomatics Inc, Marke MAMEMERTIFY INTER OF Print full legal entity name of firm Signature of authorized person Firm NAME (Marken 2012) Marke 120 2020 Marken 20 2020				
Washington State Department of Transportation is seeking to contract with qualified entities and business owners who certify that their employees are not, as a condition of employment, subject to mandatory individual arbitration clauses and class or collective action waivers. Solicitation Title: WSDOT Notice to Consultants-Air Mobility Aircraft I hereby certify, on behalf of the firm identified below, as follows (check one): No Mandatory Individual Arbitration Clauses and Class or Collective Action Waivers For Employees. This firm does NOT require its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. OR MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR Employees. This firm does NOT require its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. OR OR MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR Employees. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. I hereby certify, under penalty of perjury under the laws of the State of Washington, that the certifications herein are true and correct and that I am authorized to make these certifications on behalf of the firm listed herein. FIRM NAME: UAM Geomatics Inc, Name of contractor/Bidder - Print full legal entity name of firm By: Eleanor Herman Signature of authorized person Print Name of person making ce		WASHINGTON STATE G	OODS & SERV	VICES CONTRACTS
I hereby certify, on behalf of the firm identified below, as follows (check one): No MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm does <u>NOT</u> require its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. OR MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. OR MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. I hereby certify, under penalty of perjury under the laws of the State of Washington, that the certifications herein are true and correct and that I am authorized to make these certifications on behalf of the firm listed herein. FIRM NAME: <u>UAM Geomatics Inc,</u> Name of Contractor/Bidder – Print full legal entity name of firm By: <u>UAM Geomatics Inc,</u> Name of contractor/Bidder – Print full legal entity name of firm By: <u>UAM Geomatics Inc,</u> Print Name of person making certifications for firm Place: <u>Williamsburg. VA</u> Pint city and state where signed		Washington State Department of Transporta business owners who certify that their emplo	ion is seeking yees are not	g to contract with qualified entities and , as a condition of employment, subject
 No MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm does <u>NOT</u> require its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. OR MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. I hereby certify, under penalty of perjury under the laws of the State of Washington, that the certifications herein are true and correct and that I am authorized to make these certifications on behalf of the firm listed herein. FIRM NAME: <u>UAM Geomatics Inc,</u> Name of Contractor/Bidder – Print full legal entity name of firm By: <u>Clauser Human</u> Signature of authorized person Print Name of person making certifications for firm Title: <u>President</u> Title of person signing certificate March 20, 2024 		Solicitation Title: W	SDOT No	tice to Consultants-Air Mobility Aircraft
EMPLOYEES. This firm does NOT require its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. OR MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. I hereby certify, under penalty of perjury under the laws of the State of Washington, that the certifications herein are true and correct and that I am authorized to make these certifications on behalf of the firm listed herein. FIRM NAME: UAM Geomatics Inc, Name of Contractor/Bidder – Print full legal entity name of firm By: Clauser Auman Signature of authorized person Firtle of person signing certificate Place: Williamsburg. VA Print city and state where signed	l hereb	y certify, on behalf of the firm identified b	elow, as foll	lows (check one):
MANDATORY INDIVIDUAL ARBITRATION CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. I hereby certify, under penalty of perjury under the laws of the State of Washington, that the certifications herein are true and correct and that I am authorized to make these certifications on behalf of the firm listed herein. FIRM NAME: UAM Geomatics Inc, Name of Contractor/Bidder – Print full legal entity name of firm By: Classor Herman Signature of authorized person Fittle: President Title of person signing certificate Marceb 20, 2024		EMPLOYEES. This firm does <u>NOT</u> requising or agree to mandatory individ	ire its empl	oyees, as a condition of employment, to
EMPLOYEES. This firm requires its employees, as a condition of employment, to sign or agree to mandatory individual arbitration clauses or class or collective action waivers. I hereby certify, under penalty of perjury under the laws of the State of Washington, that the certifications herein are true and correct and that I am authorized to make these certifications on behalf of the firm listed herein. FIRM NAME: UAM Geomatics Inc, Name of Contractor/Bidder – Print full legal entity name of firm By: Cleanor Herman Signature of authorized person Title: President Title of person signing certificate March 20, 2024				
herein are true and correct and that I am authorized to make these certifications on behalf of the firm listed herein. FIRM NAME: UAM Geomatics Inc, Name of Contractor/Bidder – Print full legal entity name of firm By: Cleanor Herman Signature of authorized person Title: President Title of person signing certificate March 20, 2024			OR	
Name of Contractor/Bidder – Print full legal entity name of firm By: Cleanor Herman Signature of authorized person Eleanor Herman Print Name of person making certifications for firm Title: President Title of person signing certificate Place: Williamsburg. VA Print city and state where signed		MANDATORY INDIVIDUAL ARBITRATION EMPLOYEES. This firm requires its er	CLAUSES AND nployees, a	s a condition of employment, to sign or
President Place: Williamsburg. VA Title of person signing certificate Place: Williamsburg. VA Moreb 20, 2024 Print city and state where signed	herein	MANDATORY INDIVIDUAL ARBITRATION EMPLOYEES. This firm requires its er agree to mandatory individual arbitr y certify, under penalty of perjury under th are true and correct and that I am author	CLAUSES AND nployees, a ation clause e laws of the	s a condition of employment, to sign or es or class or collective action waivers. e State of Washington, that the certifications
President Place: Williamsburg. VA Title of person signing certificate Place: Williamsburg. VA Moreb 20, 2024 Print city and state where signed	herein listed h	MANDATORY INDIVIDUAL ARBITRATION C EMPLOYEES. This firm requires its er agree to mandatory individual arbitr y certify, under penalty of perjury under th are true and correct and that I am autho erein. AME: UAM Geomatics Inc,	CLAUSES AND nployees, a ation clause e laws of the rized to mal	s a condition of employment, to sign or es or class or collective action waivers. e State of Washington, that the certifications ke these certifications on behalf of the firm
President Place: Williamsburg. VA Title of person signing certificate Place: Williamsburg. VA Moreh 20, 2024 Print city and state where signed	herein listed h Firm N	MANDATORY INDIVIDUAL ARBITRATION (EMPLOYEES. This firm requires its er agree to mandatory individual arbitr y certify, under penalty of perjury under th are true and correct and that I am autho erein. AME: UAM Geomatics Inc, Name of Contractor/Bidder – Print full	CLAUSES AND mployees, a ation clause e laws of th rized to mai	s a condition of employment, to sign or es or class or collective action waivers. e State of Washington, that the certifications ke these certifications on behalf of the firm me of firm
Title of person signing certificate Print city and state where signed	herein listed h Firm N	MANDATORY INDIVIDUAL ARBITRATION (EMPLOYEES. This firm requires its er agree to mandatory individual arbitr y certify, under penalty of perjury under th are true and correct and that I am autho erein. AME: UAM Geomatics Inc, Name of Contractor/Bidder – Print full	CLAUSES AND mployees, a ation clause e laws of th rized to mai	s a condition of employment, to sign or es or class or collective action waivers. e State of Washington, that the certifications ke these certifications on behalf of the firm me of firm or Herman
March 30, 2024	herein listed h FIRM N By:	MANDATORY INDIVIDUAL ARBITRATION O EMPLOYEES. This firm requires its er agree to mandatory individual arbitr y certify, under penalty of perjury under the are true and correct and that I am author erein. MAME: UAM Geomatics Inc, Name of Contractor/Bidder – Print full Cleanor Herman Signature of authorized person	CLAUSES AND mployees, a ation clause e laws of the rized to mal legal entity na <u>Elean</u> Print Na	s a condition of employment, to sign or es or class or collective action waivers. e State of Washington, that the certifications ke these certifications on behalf of the firm me of firm or Herman me of person making certifications for firm
Date: March 30, 2024	herein listed h FIRM N By:	MANDATORY INDIVIDUAL ARBITRATION (EMPLOYEES. This firm requires its er agree to mandatory individual arbitr y certify, under penalty of perjury under the are true and correct and that I am autho erein. MAME: UAM Geomatics Inc, Name of Contractor/Bidder – Print full Cleanor Herman Signature of authorized person President	CLAUSES AND mployees, a ation clause e laws of the rized to mal legal entity na <u>Elean</u> Print Na	s a condition of employment, to sign or es or class or collective action waivers. e State of Washington, that the certifications ke these certifications on behalf of the firm me of firm or Herman me of person making certifications for firm Williamsburg. VA

<u>Contractor Certification – NUAIR</u>

E.

Firm Name:			FYE Date:	Number of Employee
Northeast UAS Airspace	e Integration Research A	lliance Inc.	12/31	28
Address:	o		ļ	+
250 Harrison St,	Ste 201			Country
Syracuse	NY	Zip Code: 13202		County:
Phone:	Fax:		Company Web Site:	
315-765-1129		V	www.nuai	r.org
Remit to Address:		I		
City:	State:	Zip Code:		County:
city.	Jule.	Zip Code.		county.
Phone:		Fax:		
Statewide Vendor Number (SWV) for	Remit to Address:	Federal Tax ID1 46-060	Number or Social Sect	rity Number:
Unified Business Identifier Number (U	BI):		Numbering System (D	UNS) Number:
		07-966	-7438	
Year Firm Established:	UDBE/SBE/MSVWBE Certif	fication Number::	NAICS Code &	
2012 Proposed Project Manager.		Email:	541611	
David Whitaker			ker@nuai	r.ora
Financial Contact:		Email:		g
Emily DeMarche	•	edema	rche@nu	air.org
Annual Gross Receipt:	ship C - Corp. Limited Part		•••	
30 to \$1 Million \$1 Mil	lion to \$5 Million 🔳 \$5 Million to \$	10 Million \$	10 Million to \$15 Mill	ion Over \$15 Million
				mlass the combination name is
Non-profit Firm Name: Please <u>do nor</u> use: dba's formation of a legally registered new c	 doing business as; combination name ompany such as a joint venture; derivat 			
Note: Non-profit Firm Name: Please <u>do not</u> use: dba's formation of a legally registered new o firm's legal name.	ompany such as a joint venture; derivat al Tax ID number must be that number	tives of your legal :	name; acronyms; etc. 1	The firm name shown must be y
Note: Non-profit Firm Name: Please <u>do not</u> use: dba's formation of a legally registered new c firm's legal name. Federal Tax ID Number: Your Feder number, please use your social security Unified Business Identifier (UBI) Nu	ompany such as a joint venture; derivat al Tax ID number must be that number y number. mber: Your firm will be <i>REQUIRED</i> isting agreement. This is a Washington	tives of your legal r registered to your to acquire a UBIN	name; acronyms; etc. legal firm name. If you Jumber prior to execut	The firm name shown must be y 1 do not have a Federal Tax ID ion of an agreement and/or bein
Note: Non-profit Firm Name: Please <u>do nor</u> use: dba's formation of a legally registered new c firm's legal name. Federal Tax ID Number: Your Feder number, please use your social security Unified Business Identifier (UBI) Nu approved as a Sub-consultant to an exi State Department of Revenue web site Statewide Vendor (SWV) Number: T have an SWV number, your firm will b	ompany such as a joint venture; derivat al Tax ID number must be that number y number. mber: Your firm will be <i>REQUIRED</i> isting agreement. This is a Washington	tives of your legal : registered to your to acquire a UBI N State Business lice is REQUIRED for rior to execution of	name; acronymis; etc. ⁺ legal firm name. If you fumber prior to execut ense and can be acquir wendors to receive pay f an agreement. For ad	The firm name shown must be y a do not have a Federal Tax ID on of an agreement and/or bein ed by contacting the Washingto yments. If your firm doesn't alr ditional information, please visi
Note: Non-profit Firm Name: Please <u>do nor</u> use: dba's formation of a legally registered new c firm's legal name. Federal Tax ID Number: Your Feder number, please use your social security Unified Business Identifier (UBI) Nu approved as a Sub-consultant to an exi State Department of Revenue web site Statewide Vendor (SWV) Number: T have an SWV number, your firm will b	ompany such as a joint venture; derivat al Tax ID number must be that number y number. unber : Your firm will be REQUIRED isting agreement. This is a Washington at <u>www.dor.wa.gov</u> The Statewide Vendor (SWV) Number : be required to acquire a SWV number pt () at <u>https://www.ofm.wa.gov/it-system</u>	tives of your legal : registered to your to acquire a UBI N State Business lice is REQUIRED for rior to execution of	name; acronymis; etc. ⁺ legal firm name. If you fumber prior to execut ense and can be acquir wendors to receive pay f an agreement. For ad	The firm name shown must be y a do not have a Federal Tax ID on of an agreement and/or bein ed by contacting the Washingto yments. If your firm doesn't alr ditional information, please visi

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		CONTRACTOR	CERTIFICA	ATION	
	1	EXECUTIVE ORDER 18-			
	WA	SHINGTON STATE GOO	DS & SER	VICES CONTRACTS	
	Washington State Departm	nent of Transportaion fy that their employed	is seeking es are not	Order 18-03 (dated June 12, 2018), the g to contract with qualified entities and t, as a condition of employment, subject sollective action waivers.	
	Solicitation Title	e: WSDOT Notice t Plan	o Consul	ltants - Air Mobility Aircraft	
l hereb	y certify, on behalf of the	firm identified held	w as foll	lows (check one):	
Thereb					
	EMPLOYEES. This firm	m does <u>NOT</u> require	its empl	ND CLASS OR COLLECTIVE ACTION WAIVERS FO loyees, as a condition of employment, t tion clauses or class or collective actio	to
			DR		
	EMPLOYEES. This fir	m requires its emp	oyees, a	CLASS OR COLLECTIVE ACTION WAIVERS FO is a condition of employment, to sign es or class or collective action waivers.	
	are true and correct and			e State of Washington, that the certifica ke these certifications on behalf of the	
FIRM N	AME: _Northeast UAS Air				
	Name of Contracto	or/Bidder – Print full leg	al entity na	ame of firm	
By:	dan		Em	nily DeMarche	
-1-	Signature of authorized pers	on		me of person making certifications for firm	
Title:	Chief Financial Off Title of person signing certifi		Place:	Tampa, FI 33611 Print city and state where signed	
	March 27, 2024				
Date:					
Date:	Contraction of the				
Date:	State Party				
Date:	a de mayores Notes				

<u>Contractor Certification – Yolanka Wulff Consulting</u>

	onsultant Inf	ormatio			
Yolanka Wulff Co	nsulting		FYE Date: 12/31		Number of Employees: 1
678 Madison Ave	Ν				
Bainbridge Island		Zip Code: 98110		Kits	
206-660-8498	Fax:		Company Web Site:		
PO Box 11162	-				
Bainbridge Island	A	Zip Code: 98110		Kits	
206-660-8498		Fax:			
Statewide Vendor Number (SWV) for Remit pending	to Address:	Federal Tax ID1 99-220	Number or Social Sect 07023	arity Num	ber:
Unified Business Identifier Number (UBI): 604-520-437		Date Universal 1	Numbering System (D	UNS) Nu	mber:
Year Firm Established: 2018		fication Number::	NAICS Code &		me: Scientflc, and Technical Services
Proposed Project Manager: Yolanka Wulff		Email: ywulff(@gmail.c	com	
Financial Contact: Yolanka Wulff		Email:	@gmail.c	com	
Firm Type:					
Sole Proprietor Partnership Annual Gross Receipt: Sole of \$1 Million \$1 Million to Note: Firm Name: Please <u>do not</u> use: dba's - doin, formation of a legally registered new compan firm's legal name.	z business as: combination name	10 Million 🗆 \$	10 Million to \$15 Mill	lion 🗆 unless the	Over \$15 Million
Annual Gross Receipt: S0 to \$1 Million \$1 Million to Note: Firm Name: Please <u>do not</u> use: dba's - doing formation of a legally registered new compan firm's legal name. Federal Tax ID Number: Your Federal Tax number, please use your social security numb	\$5 Million	10 Million \$	10 Million to \$15 Mill are working together, name; acronyms; etc. 1 legal firm name. If you	unless the The firm 1 1 do not h	Over \$15 Million e combination name is the name shown must be your ave a Federal Tax ID
Annual Gross Receipt: S0 to \$1 Million \$1 Million to <u>Note:</u> Firm Name: Please <u>do no</u> t use: dba's - doin, formation of a legally registered new compan firm's legal name. Federal Tax ID Number: Your Federal Tax number, please use your social security numb Unified Business Identifier (UBI) Number: approved as a Sub-consultant to an existing a State Department of Revenue web site at <u>www</u>	\$5 Million	10 Million \$	10 Million to \$15 Mill are working together, name; acronyms; etc. 1 legal firm name. If you fumber prior to execut mse and can be acquir	unless the The firm 1 1 do not h ion of an ed by con	Over \$15 Million combination name is the name shown must be your ave a Federal Tax ID agreement and/or being tacting the Washington
Annual Gross Receipt: S0 to \$1 Million \$1 Million to Note: Firm Name: Please <u>do not</u> use: dba's - doin, formation of a legally registered new compan firm's legal name. Federal Tax ID Number: Your Federal Tax number, please use your social security numb Unified Business Identifier (UBI) Number: approved as a Sub-consultant to an existing a	\$5 Million \$5 Million to \$ g business as; combination name y such as a joint venture; derivat ID number must be that number er. Your firm will be REQUIRED greement. This is a Washington w.dor wa.gov tewide Vendor (SWV) Number ji reed to acquire a SWV number p	10 Million \$	10 Million to \$15 Mill are working together, name; acronyms; etc. legal firm name. If you number prior to execut mse and can be acquir vendors to receive pa f an agreement. For ad	unless the The firm 1 u do not h ion of an ed by con yments. If iditional in	Over \$15 Million e combination name is the name shown must be your ave a Federal Tax ID agreement and/or being tacting the Washington Fyour firm doesn't already iformation, please visit the

	CONTRAC	TOR CERTIFICATION
	EXECUTIVE ORDER	18-03 – Workers' Rights
	WASHINGTON STATE (GOODS & SERVICES CONTRACTS
	Washington State Department of Transport	r's Executive Order 18-03 (dated June 12, 2018), the aion is seeking to contract with qualified entities and oyees are not, as a condition of employment, subject and class or collective action waivers.
	Solicitation Title:	_Air Mobility Aircraft Plan_
l heret	y certify, on behalf of the firm identified b	pelow, as follows (check one):
	EMPLOYEES. This firm does NOT req	ON CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR uire its employees, as a condition of employment, to dual arbitration clauses or class or collective action
		OR
	EMPLOYEES. This firm requires its e	CLAUSES AND CLASS OR COLLECTIVE ACTION WAIVERS FOR mployees, as a condition of employment, to sign or ration clauses or class or collective action waivers.
	are true and correct and that I am autho	he laws of the State of Washington, that the certification prized to make these certifications on behalf of the firr
FIRM	NAME: _Yolanka Wulff Consulting	
	Name of Contractor/Bidder – Print full	legal entity name of firm
By:		YolankavWulff Print Name of person making certifications for firm
Title:	_Principal Title of person signing certificate	Place: Bainbridge Island, WA Print city and state where signed

Evaluation Criterion 7 – Certification of Wage Theft Prevention

The following companies hereby certify, under penalty of perjury under the laws of the State of Washington, that the certifications of wage theft prevention herein are true and correct and that NEXA Advisors LLC is authorized to submit these certifications on behalf of each firm.

- NEXA Advisors LLC
- UAM Geomatics, Inc.
- NUAIR
- Yolanka Wulff Consulting

Wage/Theft Prevention Certification – NEXA Advisors LLC

	CONTRACTOR CER WAGE LAW COMPLIANCE – R WASHINGTON STATE GOODS &	ESPONSI	BILITY CRITERIA
bid bid	or to awarding a contract, agencies are required der.' See RCW 39.26.160(2) & (4). Pursuant to l der criteria include a contractor certification tl shington's wage laws. See Chap. 258, 2017 Laws	legislativ hat the	e enactment in 2017, the responsible contractor has not willfully violated
	Solicitation or Agreement	t Title:	WSDOT Notice to Consultants - Air Mobility Aircraft Plan
\$	Solicitation Posting Date or Agreement Start	Date:	Feb 15, 2024
CERTIFICAT	IUN:		
iss en <u>RC</u>	is firm has <u>NOT</u> been determined by a final ued by the Washington Department of Lab tered by a court of limited or general juriso <u>W 49.48.082</u> , any provision of RCW chapter ior to the date of the above-stated date.	or and diction t	Industries or through a civil judgment to have willfully violated, as defined in
iss en <u>RC</u> pr	ued by the Washington Department of Lab tered by a court of limited or general juriso	or and diction t rs <u>49.46</u>	Industries or through a civil judgment to have willfully violated, as defined in , <u>49.48</u> , or <u>49.52</u> within three (3) years
iss er <u>RC</u> pr FIRM NAME	ued by the Washington Department of Lab tered by a court of limited or general juriso <u>W 49.48.082</u> , any provision of RCW chapter ior to the date of the above-stated date.	or and diction t rs <u>49.46</u> al entity r	Industries or through a civil judgment o have willfully violated, as defined in , <u>49.48</u> , or <u>49.52</u> within three (3) years
iss en <u>RC</u> pr	ued by the Washington Department of Lab tered by a court of limited or general juriso <u>W 49.48.082</u> , any provision of RCW chapter ior to the date of the above-stated date.	or and diction t rs <u>49.46</u> al entity p Michae	Industries or through a civil judgment to have willfully violated, as defined in , <u>49.48</u> , or <u>49.52</u> within three (3) years
iss en <u>RC</u> pr FIRM NAMB By:	ued by the Washington Department of Lab tered by a court of limited or general juriso (W 49.48.082, any provision of RCW chapter ior to the date of the above-stated date. Image: NEXA Advisors LLC Name of Consultant/Contractor – Print full lege mature of authorized person Image: Department	or and diction t rs <u>49.46</u> al entity n Michael rint Name	Industries or through a civil judgment o have willfully violated, as defined in , <u>49.48</u> , or <u>49.52</u> within three (3) years
iss en <u>RC</u> pr FIRM NAME By: St St Title: <u>N</u>	ued by the Washington Department of Lab tered by a court of limited or general juriso (W 49.48.082, any provision of RCW chapter ior to the date of the above-stated date. Image: NEXA Advisors LLC Name of Consultant/Contractor – Print full lege mature of authorized person Image: Department	or and diction t rs <u>49.46</u> al entity Michael rint Name	Industries or through a civil judgment to have willfully violated, as defined in , <u>49,48</u> , or <u>49,52</u> within three (3) years mame of firm J. Dyment of person making certifications for firm
iss er <u>R(</u> pr FIRM NAME By: Si Si Title: M Title: M	ued by the Washington Department of Lab tered by a court of limited or general jurisor (W 49.48.082, any provision of RCW chapter ior to the date of the above-stated date. Image: NEXA Advisors LLC Name of Consultant/Contractor – Print full lege (Managing Partner Print Partner)	or and diction t rs <u>49.46</u> al entity Michael rint Name	Industries or through a civil judgment to have willfully violated, as defined in , <u>49.48</u> , or <u>49.52</u> within three (3) years name of firm J. Dyment to f person making certifications for firm McLean, VA 22102
FIRM NAME By: Title: M Date: M Submittal I • If s Pri ado • If r	ued by the Washington Department of Lab tered by a court of limited or general jurisd (W 49.48.082, any provision of RCW chapter for to the date of the above-stated date. Image: NEXA Advisors LLC Name of Consultant/Contractor – Print full legr (mature of authorized person) Imaging Partner (de of person signing certificate)	al entity of al entity of int Name lace: frint Name ation, a or propo	Industries or through a civil judgment to have willfully violated, as defined in , <u>49,48</u> , or <u>49,52</u> within three (3) years name of firm J. Dyment of person making certifications for firm McLean, VA 22102 rrint city and state where signed signed Certification Document for the usal Packet B (see advertisement for

Wage/Theft Prevention Certification – UAM Geomatics

	WAGE LAW COM	ractor Certificat pliance – Respons ate Goods & Servi	IBILITY CRITERIA
	Prior to awarding a contract, agencies o bidder.' See RCW 39.26.160(2) & (4). Pl bidder criteria include a contractor cer Washington's wage laws. See Chap. 258	ursuant to legislati tification that the	ve enactment in 2017, the responsible contractor has not willfully violated
	Solicitation or A	WSDOT N Agreement Title:	lotice to Consultants: Air Mobility AircraftPla
	Solicitation Posting Date or Agreer	ment Start Date:	Feb. 15, 2024
the firn	ation is true and correct and that I am n listed herein. ICATION:	authorized to m	ake the following certification on behalf of
	issued by the Washington Departm	ent of Labor and	nding citation and notice of assessment Industries or through a civil judgment
	-	W chapters 49.40	to have willfully violated, as defined in 5, <u>49.48</u> , or <u>49.52</u> within three (3) years
Firm N	RCW 49.48.082, any provision of RC prior to the date of the above-stated	W chapters <u>49.40</u> d date.	5, <u>49.48</u> , or <u>49.52</u> within three (3) years
	RCW 49.48.082, any provision of RC prior to the date of the above-stated NAME: UAM Geomatics, Inc. Name of Consultant/Contractor –	W chapters <u>49.44</u> d date. Print full legal entity	5, <u>49.48</u> , or <u>49.52</u> within three (3) years
Firm N By:	RCW 49.48.082, any provision of RC prior to the date of the above-stated	W chapters <u>49.44</u> d date. Print full legal entity Eleano	5, <u>49.48</u> , or <u>49.52</u> within three (3) years
By:	RCW 49.48.082, any provision of RC prior to the date of the above-stated NAME: UAM Geomatics, Inc. Name of Consultant/Contractor – Cleanor Herman Signature of authorized person	W chapters <u>49.44</u> d date. Print full legal entity Eleano Print Nam	5, <u>49.48</u> , or <u>49.52</u> within three (3) years name of firm r Herman ee of person making certifications for firm
	RCW 49.48.082, any provision of RC prior to the date of the above-stated NAME: UAM Geomatics, Inc. Name of Consultant/Contractor – Cleanor Herman Signature of authorized person	W chapters <u>49.44</u> d date. Print full legal entity <u>Eleano</u> Print Nam _ Place:	5, <u>49.48</u> , or <u>49.52</u> within three (3) years name of firm r Herman
By:	RCW 49.48.082, any provision of RC prior to the date of the above-stated NAME: UAM Geomatics, Inc. Name of Consultant/Contractor – Cleanor Herman Signature of authorized person President Title of person signing certificate Marsh 20, 2024	W chapters <u>49.44</u> d date. Print full legal entity <u>Eleano</u> Print Nam _ Place:	5, <u>49.48</u> , or <u>49.52</u> within three (3) γears name of firm r Herman e of person making certifications for firm McLean, VA
By: Title: Date:	RCW 49.48.082, any provision of RC prior to the date of the above-stated NAME: UAM Geomatics, Inc. Name of Consultant/Contractor – Cleanor Herman Signature of authorized person President Title of person signing certificate	W chapters <u>49.44</u> d date. Print full legal entity <u>Eleano</u> Print Nam _ Place:	5, <u>49.48</u> , or <u>49.52</u> within three (3) years name of firm r Herman le of person making certifications for firm McLean, VA
By: Title: Date: <u>Submit</u>	RCW 49.48.082, any provision of RC prior to the date of the above-stated NAME: UAM Geomatics, Inc. Name of Consultant/Contractor – Cleanor Herman Signature of authorized person President Title of person signing certificate March 30, 2024 ttal Instructions: If submitting a proposal in response to Prime and all Subs must also be inclu	W chapters <u>49.44</u> d date. Print full legal entity <u>Eleano</u> Print Nam Place:	5, 49.48, or 49.52 within three (3) years name of firm r Herman le of person making certifications for firm McLean, VA Print city and state where signed a signed Certification Document for the
By: Title: Date: <u>Submit</u>	RCW 49.48.082, any provision of RC prior to the date of the above-stated NAME: UAM Geomatics, Inc. Name of Consultant/Contractor – Cleanor Herman Signature of authorized person President Title of person signing certificate March 30, 2024 ttal Instructions: If submitting a proposal in response to Prime and all Subs must also be inclu additional requirements).	W chapters <u>49.44</u> d date. Print full legal entity <u>Eleano</u> Print Nam Place: to a solicitation, a ided in your prop ing agreement, so	5, 49.48, or 49.52 within three (3) years name of firm r Herman le of person making certifications for firm McLean, VA Print city and state where signed a signed Certification Document for the
By: Title: Date: Submit	RCW 49.48.082, any provision of RC prior to the date of the above-stated NAME: UAM Geomatics, Inc. Name of Consultant/Contractor – Cleanor Herman Signature of authorized person President Title of person signing certificate March 30, 2024 ttal Instructions: If submitting a proposal in response to Prime and all Subs must also be inclu additional requirements). If requesting to add a Sub to an exist	W chapters <u>49.44</u> d date. Print full legal entity <u>Eleano</u> Print Nam Place: to a solicitation, a ided in your prop	5, 49.48, or 49.52 within three (3) years name of firm r Herman te of person making certifications for firm McLean, VA Print city and state where signed a signed Certification Document for the osal Packet B (see advertisement for ubmit the signed Certification Document
By: Title: Date: Submit	RCW 49.48.082, any provision of RC prior to the date of the above-stated NAME: UAM Geomatics, Inc. Name of Consultant/Contractor – Cleanor Herman Signature of authorized person President Title of person signing certificate March 30, 2024 ttal Instructions: If submitting a proposal in response to Prime and all Subs must also be inclu additional requirements). If requesting to add a Sub to an exist to: ConsultantRates@wsdot.wa.gov.	W chapters <u>49.44</u> d date. Print full legal entity <u>Eleano</u> Print Nam Place: to a solicitation, a ided in your prop	5, 49.48, or 49.52 within three (3) years name of firm r Herman te of person making certifications for firm McLean, VA Print city and state where signed a signed Certification Document for the osal Packet B (see advertisement for ubmit the signed Certification Document

Wage/Theft Prevention Certification – NUAIR

	CONTRACTOR CERTIFICATION
	WAGE LAW COMPLIANCE – RESPONSIBILITY CRITERIA WASHINGTON STATE GOODS & SERVICES CONTRACTS
	Prior to awarding a contract, agencies are required to determine that a bidder is a 'responsible
	bidder.' See RCW 39.26.160(2) & (4). Pursuant to legislative enactment in 2017, the responsible
	bidder criteria include a contractor certification that the contractor has not wilifully violated Washington's wage laws. See Chap. 258, 2017 Laws (enacting SSB 5301).
	Solicitation or greement Title:WSDOT Notice to Consultants - Air
	Mobility Aircraft Plan_
	Solicitation Posting Date or Agreement Start Date:February 15, 2024
	y certify, under penalty of perjury under the laws of the State of Washington, that the below
	ation is true and correct and that I am authorized to make the following certification on behalf of n listed herein.
CERTIF	ICATION:
	This firm has NOT been determined by a final and binding citation and notice of assessment
	issued by the Washington Department of Labor and Industries or through a civil judgment entered by a court of limited or general jurisdiction to have willfully violated, as defined in
	<u>RCW 49.48.082</u> , any provision of RCW chapters <u>49.46</u> , <u>49.48</u> , or <u>49.52</u> within three (3) years
	prior to the date of the above-stated date.
FIRM N	IME:Northeast UAS Airspace Integration Research Alliance Inc.
	Name of Consultant/Contractor – Print full legal entity name of firm
By:	ElaphEmily DeMarche
by.	Signature of authorized person Print Name of person making certifications for firm
Title:	Chief Financial Officer Place: Tampa, Florida 33611_
	Title of person signing certificate Print city and state where signed
Date:	_March 27, 2024
Submit	tal Instructions:
•	If submitting a proposal in response to a solicitation, a signed Certification Document for the
	Prime and all Subs must also be included in your proposal Packet B (see advertisement for additional requirements).
•	If requesting to add a Sub to an existing agreement, submit the signed Certification Document
	to: <u>ConsultantRates@wsdot.wa.gov</u> .

Wage/Theft Prevention Certification – Yolanka Wulff

Definition of the exponential of exponential of exponential of the exponentia		
WAGE LAW COMPLIANCE - RESPONSIBILITY CRITERIA WASHINGTON STATE GOODS & SERVICES CONTRACTS Prior to awarding a contract, agencies are required to determine that a bidder is a 'responsible bidder criteria include a contractor certification that the contractor has not willfully violated Washington's wage laws. See Chap. 258, 2017 Laws (enacting SSB 5301). Solicitation orAAgreementTitle:WSDOT Notice to Consultants: Air Mobility Aircraft Plan_ Solicitation Posting Date or Agreement Start Date: February 15, 2024 I hereby certify, under penalty of perjury under the laws of the State of Washington, that the below certification is true and correct and that I am authorized to make the following certification on behalf of the firm listed herein. CERTIFICATION: This firm has <u>NOT</u> been determined by a final and binding citation and notice of assessment entered by a court of limited or general jurisdiction to have willfully violated, as defined in RCW 49.48.082, any provision of RCW chapters 49.46, 49.48, or 49.52 within three (3) years prior to the date of the above-stated date. FIRM NME: _Yolanka Wulff Consulting: 		
WASHINGTON STATE GOODS & SERVICES CONTRACTS Prior to awarding a contract, agencies are required to determine that a bidder is a 'responsible bidder criteria include a contractor certification to the the contractor has not wilfully violated Washington's wage laws. See Chap. 258, 2017 Laws (enacting 558 5301). Solicitation orAAgreementTitle:WSDOT Notice to Consultants: Air Mobility Aircraft Plan_Solicitation Posting Date or Agreement Start Date: February 15, 2024		
bidder' See RCW 39.26.160(2) & (4). Pursuant to legislative enactment in 2017, the responsible bidder criteria include a contractor certification that the contractor has not wilfully violated Washington's wage laws. See Chap. 258, 2017 Laws (enacting SSB 5301). Solicitation orAAgreementTitle:WSDOT Notice to Consultants: Air Mobility Aircraft Plan_Solicitation Posting Date or Agreement Start Date: February 15, 2024 I hereby certify, under penalty of perjury under the laws of the State of Washington, that the below certification is true and correct and that I am authorized to make the following certification on behalf of the firm listed herein. CERTIFICATION: This firm has <u>NOT</u> been determined by a final and binding citation and notice of assessment issued by the Washington Department of Labor and Industries or through a civil judgment entered by a court of limited or general jurisdiction to have willfully violated, as defined in <u>RCW 49.48.082</u> , any provision of RCW chapters <u>49.46</u> , 49.48, or <u>49.52</u> within three (3) years prior to the date of the above-stated date. FIRM N ME_Yolanka Wulff Consulting		
bidder' See RCW 39.26.160(2) & (4). Pursuant to legislative enactment in 2017, the responsible bidder criteria include a contractor certification that the contractor has not wilfully violated Washington's wage laws. See Chap. 258, 2017 Laws (enacting SSB 5301). Solicitation orAAgreementTitle:WSDOT Notice to Consultants: Air Mobility Aircraft Plan_Solicitation Posting Date or Agreement Start Date: February 15, 2024 I hereby certify, under penalty of perjury under the laws of the State of Washington, that the below certification is true and correct and that I am authorized to make the following certification on behalf of the firm listed herein. CERTIFICATION: This firm has <u>NOT</u> been determined by a final and binding citation and notice of assessment issued by the Washington Department of Labor and Industries or through a civil judgment entered by a court of limited or general jurisdiction to have willfully violated, as defined in <u>RCW 49.48.082</u> , any provision of RCW chapters <u>49.46</u> , 49.48, or <u>49.52</u> within three (3) years prior to the date of the above-stated date. FIRM N ME_Yolanka Wulff Consulting		Prior to awarding a contract, agencies are required to determine that a bidder is a 'responsible
Washington's wage laws. See Chap. 258, 2017 Laws (enacting SSB 5301). Solicitation orAAgreementTitle:WSDOT Notice to Consultants: Air Mobility Aircraft Plan_ Solicitation Posting Date or Agreement Start Date: February 15, 2024 I hereby certify, under penalty of perjury under the laws of the State of Washington, that the below certification is true and correct and that I am authorized to make the following certification on behalf of the firm listed herein. CERTIFICATION: This firm has NOT been determined by a final and binding citation and notice of assessment issued by the Washington Department of Labor and Industries or through a civil judgment entered by a court of limited or general jurisdiction to have willfully violated, as defined in RCW 49.48.082, any provision of RCW chapters 49.46, 49.48, or 49.52 within three (3) years prior to the date of the above-stated date. FIRM N ME_Yolanka Wulff Consulting		bidder.' See RCW 39.26.160(2) & (4). Pursuant to legislative enactment in 2017, the responsible
Solicitation orAAgreementTitle:WSDOT Notice to Consultants: Air Mobility Aircraft Plan_ Solicitation Posting Date or Agreement Start Date: February 15, 2024		
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CONTRACTOR CERTIFICATION - WAGE THEFT PREVENTION: PROFESSIONAL SERVICES CONTRACTS	By: Title: Date: Submit	<pre>issued by the Washington Department of Labor and Industries or through a civil judgment entered by a court of limited or general jurisdiction to have willfully violated, as defined in RCW 49.48.082, any provision of RCW chapters 49.46, 49.48, or 49.52 within three (3) years prior to the date of the above-stated date.</pre>
	By: Title: Date: Submit	<pre>issued by the Washington Department of Labor and Industries or through a civil judgment entered by a court of limited or general jurisdiction to have willfully violated, as defined in RCW 49.48.082, any provision of RCW chapters 49.46, 49.48, or 49.52 within three (3) years prior to the date of the above-stated date.</pre>

Evaluation Criterion 8 – References/Past Performance

NEXA Advisors provides a minimum of three (3) with a maximum of five (5) performance evaluations for past or active projects, performed within the last three (3) years. Performance Evaluations using the WSDOT version of the evaluation form are submitted.

Part 1 – Past Performance – Performance Evaluations Attached

State of Ohio

- Project Name: Ohio Department of Transportation Economic Impact Report for Advanced Autonomous Aircraft Technologies in Ohio
- Begin and End Date: October 2020 July 2021
- Consultant Team: Crown Consulting (Prime), NEXA Advisors, UAM Geomatics Inc., HMMH
- Final Report Link: chromeextension://efaidnbmnnnibpcajpcglclefindmkaj/https://www.dot.state.oh.us/Divisions/P lanning/SPR/Research/reportsandplans/Reports/Final%20Reports/136144%20Final%20 Report.pdf

Project Description:

As a subcontractor to Crown Consulting, NEXA played a pivotal role in a collaborative initiative undertaken for the Ohio Department of Transportation (ODOT) aimed at assessing the feasibility and potential economic impact of integrating Advanced Air Mobility (AAM) into Ohio's transportation infrastructure. Tasked with leveraging its subsidiary UAM Geomatics' expertise in Geographic Information Systems (GIS) data analysis and economic forecasting, NEXA's primary goals encompassed providing comprehensive analytical support and insights to inform policy deliberations and strategic decision-making within the state. NEXA's involvement in the project was multifaceted, spanning from refining and analyzing ArcGIS data layers for vertiport site and air-route selection to conducting economic forecasts and business case analyses crucial for assessing the viability of AAM operations. Furthermore, NEXA was instrumental in developing user-friendly analytical tools and refining analytical methodologies to ensure the delivery of actionable insights to stakeholders, thereby contributing significantly to the project's overarching objective of facilitating the integration of AAM into Ohio's multimodal transportation system.

The study conducted for the Ohio Department of Transportation yielded several critical findings aimed at guiding policy decisions within the state. Leveraging the expertise of senior team members in the global AAM field, the study determined that Ohio stands to foster profitable AAM operations across urban, suburban, and rural areas over a 25-year forecast period. Tasked with this project, NEXA and UAMG were responsible for conducting in-depth analytics and providing insights into economic forecasts and job creation potential within the AAM sector, contributing to informed decision-making by Ohio policymakers and legislative committees.

- These operations are projected by NEXA to generate approximately \$13 billion in commercial business activities, including revenues from operators, aircraft manufacturing, and infrastructure expenditures.
- Moreover, the study forecasts over 15,000 permanent high-paying jobs and anticipates significant tax revenues of over \$2.5 billion, illustrating substantial economic potential for the state. Tasked with this project, NEXA was responsible for conducting in-depth analytics and providing insights into economic forecasts and job creation potential within the AAM sector, contributing to informed decision-making by Ohio policymakers.

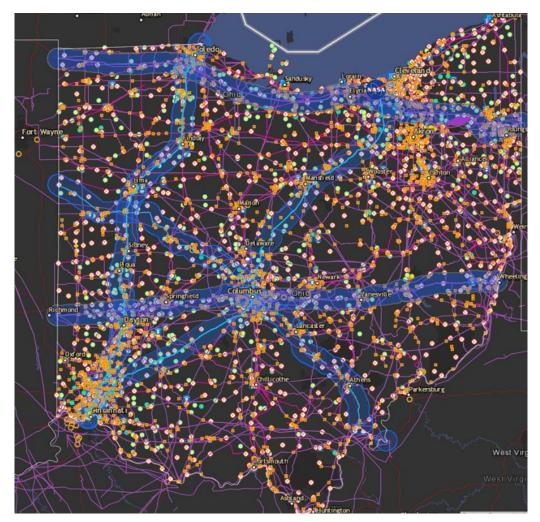


Figure 1 – NEXA/UAMG's interactive AAM-related infrastructure map for the state of Ohio.

Additionally, the study examined the role of small Unmanned Aerial Systems (sUAS) in enhancing efficiencies and productivity, albeit without significant economic benefits. While sUAS operations offer improved resource utilization, higher data fidelity, and social benefits such as workplace safety, their economic impact was found to be limited. UAMG's involvement included analyzing the potential benefits and limitations of sUAS operations, helping to inform ODOT and other government entities on their utility in infrastructure inspection and workforce efficiency. Moreover, the study identified significant disparities in cargo logistics corridors, emphasizing the need for targeted investment in ground and Public Service Utility (PSU) infrastructure.

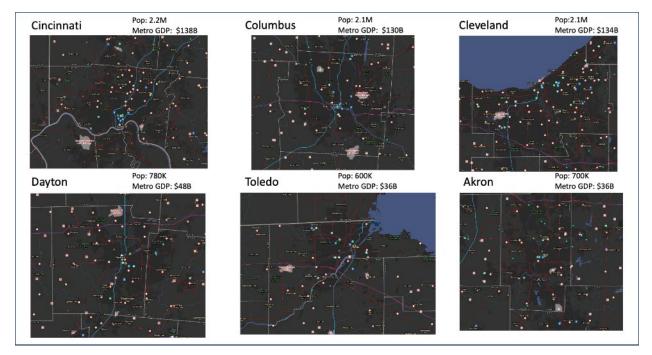


Figure 2 – ArcGIS visualization of six combined Ohio Statistical Areas.

NEXA and UAMG played a crucial role in assessing the economic activity resulting from necessary infrastructure investments, including multimodal and multiport installations and corridor PSU systems, aligning with Ohio's efforts to bolster low-altitude air traffic management and capitalize on AAM's potential to bridge economic disparities between rural and urban populations.

	Year	2020 2024	2025 2029	2030 2034	2035 2040	2041 2045	SUM	Pillar Totals
Ground Infra	OPEX	\$30,378,227	\$78,781,611	\$142,434,815	\$213,474,139	\$272,555,871	\$737,624,663	\$1,060,532,154
structure	CAPEX	\$80,365,680	\$74,474,160	\$118,745,280	\$15,065,280	\$34,255,080	\$322,905,480	\$1,000,552,154
PSU	OPEX	\$4,897,999	\$7,299,488	\$33,766,518	\$106,097,559	\$109,654,734	\$261,716,297	\$464,669,827
P30	CAPEX	\$23,614,110	\$69,155,607	\$35,421,164	\$40,481,331	\$34,281,319	\$202,953,530	2404,007,027
AAM	Passenger Revenues	\$52,371,092	\$350,161,775	\$623,322,304	\$1,363,453,265	\$2,220,513,798	\$4,609,822,234	\$9,177,228,119
Operators	Emergency Services Revenues	\$52,510,693	\$271,881,831	\$500,063,439	\$750,816,715	\$879,786,522	\$2,455,059,199	
	Cargo Revenues	\$75,998,775	\$197,417,439	\$348,616,702	\$670,269,311	\$820,044,458	\$2,112,346,685	
Vehicles	Vehicle Purchases	\$85,800,000	\$356,920,000	\$436,828,750	\$707,691,125	\$694,598,839	\$2,281,838,714	\$2,281,838,714
Ohio Gra	and Total	\$405,936,575	\$1,406,091,910	\$2,239,198,973	\$3,867,348,725	\$5,065,690,620	\$12,984,266,803	\$12,984,268,814

Figure 3 – Ohio's economic activity created by the four AAM supply chains.

0					Performance Evaluation Completed by Referen		
Consultant Nar	^{ne:} NEXA Capital Parts	ners LLC dba NI	EXA Adviso	ors LLC			
Consultant's Pr	^{oject Manager:} Michael J. I	yment					
Project Name to Economic	be Evaluated on: (Work must he Impact Report for Ad	we been completed within t lvanced Autonom	he last 3 years or is 10US Aircraf	; currently bei t	ng performed.)		
Type of Work:	dway Design Plans Spec	s & Estimates	Transportation S	itudy	Right-of-Way	√ Other	
Contract Inform	nation: (Work must have been co	npleted within the last 3 yea	rs or is currently b	eing performe	d.)		
Dime	Start Date	En	d Date		Dollar A	Amount of Services	
Prime	10/1/2020	6/15	/2021		\$	500,000	
		Performan	e Evaluation	n			
	R	ating Criteria				Score	
	Please rate each criteria on a scal				1-L	ow to 10 - High	
	n cooperative and responsive duri or work element related?	ig any negotiations whether	they were			1	
2. Did the firm	complete the project within the t	tal budgeted amount?				1	
3. Did the firm	complete the project within the c	ontract schedule(s)?				1	
4. Did the firm	meet all of your technical standar	ds and quality expectations'	,			1	
5. Was the firm	a's communication, both oral and	vritten, clear and concise?				1	
6. Was the firm	n's project management system eff	ective?				1	
Total Score					_		
(Total the score	by adding the scores for criterias	l through 6.)				6	
Average Score						1	
(Average the so	ore by dividing the total score by	the total number of criteria t	hat was rated.)				
		Evaluator	Information:				
Firm/Company	Name: Crown Consultin	g, Inc					
Evaluator's Nar	^{ne:} Rubén Del Rosario		Evaluator's Title	VP, Aero	ospace and A	Advanced Trans.	
Firm/Company	Address: 1530 Wilson Bl	vd. Suite 900, Ar	lington VA	222209			
Phone:571-4	51-9265 F	X:	I	Date:3/29/2	024		
Distribution:	Original: Return to Cons	iltant being evaluated; ai 360-705-6838 or email to				Rev. 201	

Commonwealth of Virginia

- Project Name: Virginia's Advanced Air Mobility Future AAM's Economic Benefit for the Commonwealth
- Begin and End Date: August 2022 to January 2023
- Consultant Team: NEXA Advisors (Prime), UAM Geomatics, Inc., Drone Economics, Inc.
- Final Report Link: chromeextension://efaidnbmnnnibpcajpcglclefindmkaj/https://virginiaipc.org/wpcontent/uploads/2024/03/Website-Virginias-Advanced-Air-Mobility-Future_OTk4Mj.pdf

Project Description:

This is a State-wide policy, technology, business case and economic impact report and recommendations focused on Advanced Air Mobility (AAM), which will have transformative societal and economic benefits throughout the Commonwealth of Virginia. Additionally, it is an exploration of how the Commonwealth may become a leader of AAM in North America, with the opportunities and challenges involved in being among the first in infrastructure, manufacturing, and revenue operations.

Audiences are legislators, municipal and government agencies, transportation and social policy experts, the aviation and tech industries, research organizations, the media, universities, community leaders and, most significantly, residents of the Commonwealth of Virginia.

This comprehensive study led by NEXA Advisors, with support from UAM Geomatics and Drone Economics Inc., illuminates the opportunities and challenges the AAM industry presents as it continues to rapidly evolve. In addition to exploring the social, business, and economic benefits, we also investigate the various uses of these aircraft to transport people and cargo, and perform a variety of functions for police, fire, forestry, agriculture, package delivery, and inspections.

In 2022, the Virginia Unmanned Systems Center at VIPC established the Virginia AAM Alliance (VAAMA), a collaboration between VIPC and the Virginia Department of Aviation, which has brought together nearly 100 stakeholders from across the Commonwealth. VAAMA members are experts in aerospace, business, government, transportation, economic development, real estate, logistics, academia, and healthcare, individually and focus groups. These leaders are contributing their expertise and vision for AAM, with its many benefits to government, businesses, universities, and residents. This study utilizes VAAMA members' insights facilitated by NEXA, and details the methods used to arrive at its findings for jobs, revenues, and overall economic impact.

<image>

This AAM white paper was commissioned by the Virginia Innovation Partnership Corporation (VIPC) and The Office of the Secretary of Commerce and Trade

Preface

Norfolk, Virginia

This is an economic impact study focused on new air transportation and technology options called Advanced Air Mobility (AAM), which will have transformative societal and economic benefits. Additionally, it is an exploration of how the Commonwealth of Virginia may become a leader of AAM in North America, with the opportunities and challenges involved in being among the first.

Audiences are legislators, municipal and government agencies, transportation and social policy experts, the aviation and tech industries, research organizations, the media, universities, community leaders and, most significantly, residents of the Commonwealth of Virginia.

SPONSORS

This paper was commissioned by the Virginia Innovation Partnership Corporation (VIPC) and the Office of the Secretary of Commerce and Trade. VIPC creates technology-based economic development strategies to accelerate innovation, imagination, and the next generation of technology and technology companies. VIPC, a non-profit corporation, bridges gaps at the earliest stages of the innovation continuum.

AUTHORS AND CONTRIBUTORS





The Virginia Unmanned Systems Center at VIPC would like to thank and acknowledge NEXA Advisors, LLC for their research and collection of the information contained in this document which included transportation economists and experts in aerospace transportation systems. Appreciation is extended to the authors Michael Dyment, Eleanor Herman, Phillip Dyment, Chase Leeby, Benjamin Merran, Hank Krakowski, and Zackary White. Special thanks to Lance Sherry of George Mason University and Darryl Jenkins of Drone Economics, Inc.

We also wish to thank the many, companies and agencies throughout the Commonwealth of Virginia who contributed information and perspectives to this project.

NEXA used its ArcGIS platform (UAM Geomatics) and applied business case tools (see tools section in this Packet B) to determine the business and supply chain impacts for use cases moving people and packages/cargo. For this project, NEXA, UAM Geomatics and drone Economics performed the following tasks:

- Conducted state-wide geomatics survey to identify up to 50 geospatial features critical to planning for AAM: existing transportation modes, airspace classifications, power grid, airports, emergency services locations (hospitals, clinics, police, fire, EMT), employment centers, multimodal transport nodes, land use and zoning, population demographics, etc.
- Developed 20-year passenger demand forecasts for 5 use cases, as well as cargo logistics demand
- Business case: Estimated requirements of four supply chains or value chains in CAPEX, OPEX, infrastructure needs for AAM, and part 135 operator expected revenues. Analyzed the prospects of project break-even to support eventual project cash flows.
- Economic impact: Forecasted jobs (direct, indirect, induced) and catalytic effects
- Developed stakeholder outreach programs and conducted interviews and meetings to consider factors important to successful community integration of AAM.
- Developed a framework for implementation of Public Private Partnerships to identify or secure investment commitments from state and private sector
- Developed analysis and materials necessary for state legislature to develop policies and Provide financial support for AAM launch in the Commonwealth.

According to NEXA's business case findings, the economic impact and benefits to the Commonwealth of Virginia by the AAM industry (through 2045) will:

- Generate \$16 billion in new business activity and related stimulus, in part by integrating AAM vehicle and related manufacturing into the state.
- Add 10% or more to the growth of Virginia's existing aerospace sector.
- Produce \$2.8 billion in local, state, and federal tax revenues.
- Create over 17,000 new full-time aerospace industry and other jobs in the Commonwealth.
- Bring employment and educational opportunities to all regions of the Commonwealth, including underserved and economically challenged areas.

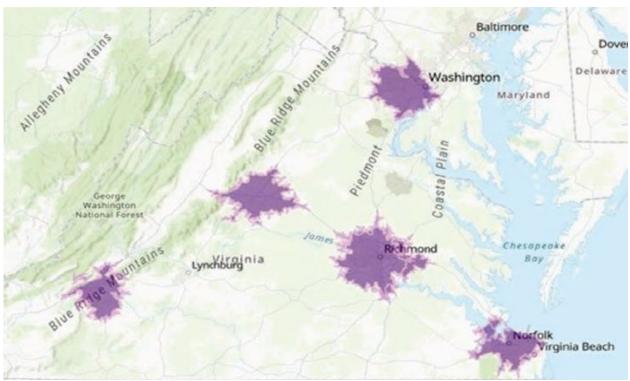


Figure 4 - Shaded areas show 30-minute drive times to Virginia's Level 1 Trauma Centers. Any critically ill person outside these areas may not reach the hospital within the "golden hour," that is, the window of time in which a victim is thought to have the greatest chance of survival if given medical attention. A network of eVTOL Medevac aircraft across the state could significantly improve survival outcomes. (Source: UAM Geomatics Analysis)

In addition to the economic benefits outlined in this study, we have recommended eight (8) specific actions and follow-on steps. These steps were developed to support the promising job number as well as accelerate AAM adoption and opportunity growth:

- The Commonwealth of Virginia should promptly appoint a Virginia AAM Executive Director to oversee, coordinate, and drive programs and policies to benefit the state's emerging AAM industry.
- Plan, implement, and operate an MVI (Minimum Viable Infrastructure for air traffic management), enabling the approval of BVLOS (Beyond Visual Line of Sight) operations in opportune Virginia regions. This MVI would be funded utilizing a PPP (Public Private Partnership) structure that demonstrates limited, targeted capital investment that can demonstrate near-term benefits and therefore be supported by affordable user fees in the future. Currently, FAA regulations require drones to operate within Visual Line of Sight (VLOS).

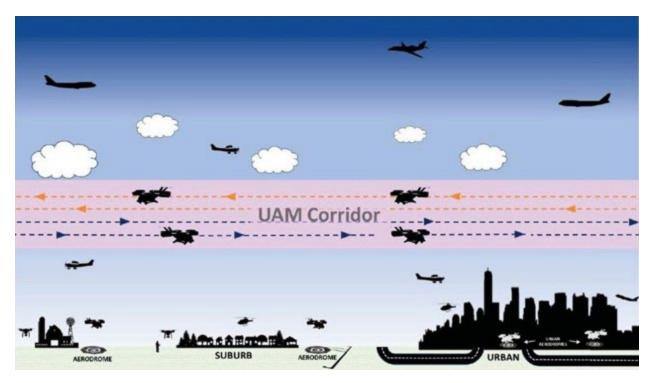


Figure 4 – Simplified FAA Conops for layering airspace.

- Invest resources in multiple AAM/sUAS development regions as test environments, tapping local facilities (airports, heliports, test ranges), companies, and agencies currently active in each sector.
- Attract and facilitate OEMs (Original Equipment Manufacturers) of AAM aircraft along with supporting supply chains.
- Organize Virginia's public use airports to ready themselves for the advent of Regional Air Mobility and to support MVI services for AAM in their respective regions, as well as to serve as community engagement resources.
- Continue to expand statewide STEM programs to promulgate future AAM/sUAS workforce development.
- Incorporate Washington, DC as part of Virginia's overall AAM business case, exploring partnerships to add catalytic benefits to Virginia state economic totals.
- Introduce a Digital Twins and Immersive Technologies "living laboratory" to accelerate AAM evolution and benefits, covering key Virginia jurisdictions such as NOVA, DC, Hampton Roads, Southside, Eastern Shore, Shenandoah Valley, etc.

Each of these NEXA recommendations will have direct positive impacts on job creation, driving overall sector sustainability, improved public service and healthcare outcomes for residents, a shrinking rural-urban divide, and in many cases, equitable statewide benefits.

Vashington State repartment of Transportation		formance Evaluation npleted by Referen
Consultant Name: NEXA Capital/ UAM Geomatics		
Consultant's Project Manager: Eleanor Herman		
Project Name to be Evaluated on: (Work must have been completed within the Virginia Advanced Mobility Strategy (based on pr		erformed.)
Type of Work: Roadway Design Plans Specs & Estimates T	ransportation Study Righ	nt-of-Way Other
Contract Information: (Work must have been completed within the last 3 years		
Start Date End Prime 08/22/22 01/11		Dollar Amount of Services 250,000.00
Performance Rating Criteria	Evaluation	Score
Please rate each criteria on a scale of 1 to 10. 1 being low and	10 being high.	1 - Low to 10 - High
 Was the firm cooperative and responsive during any negotiations whether th budget related or work element related? 	ley were	10.00
2. Did the firm complete the project within the total budgeted amount?		10.00
3. Did the firm complete the project within the contract schedule(s)?		10.00
4. Did the firm meet all of your technical standards and quality expectations?		10.00
5. Was the firm's communication, both oral and written, clear and concise?		10.00
6. Was the firm's project management system effective?		10.00
Total Score (Total the score by adding the scores for criterias 1 through 6.)	_	60.00
Average Score (Average the score by dividing the total score by the total number of criteria th	at was rated.)	10.00
Evaluator Is		
Firm/Company Name: Virginia Innovation Partnership Co:		Systems Center
Evaluator's Name: Tracy Tynan	Evaluator's Title: Director, V	A Unmanned Systems Cer
Firm/Company Address: 313 E. Broad Street, Richmond, V	A 23219	
Phone: (804) 840-6127 Fax:	Date: 03/28/24	ł
Distribution: Original: Return to Consultant being evaluated; and Copy: Fax to WSDOT at 360-705-6838 or email to v		Rev. 201-

State of Oklahoma

- Project Name: State of Oklahoma Advanced Air Mobility Strategy Oklahoma Department of Transportation
- Begin and End Date: June 2023 to June 2024
- Consultant Team: HNTB (Prime), NEXA Advisors, UAM Geomatics Inc., Drone Economics Inc.
- Final Report Link: Will be available late April 2024

Project Description:

Prime contractor HNTB contracted with NEXA Advisors and UAM Geomatics to perform critical tasks and analysis regarding Oklahoma's AAM program planning. For many reasons, the State of Oklahoma is poised to create a successful Advanced Air Mobility industry to generate economic growth and provide residents and businesses with new transportation options and conveniences:

- The State has a legacy of aviation innovation and success dating back more than a century.
- Oklahoma is the home of the largest DoD air depot and commercial airline MRO facility in the world.
- There are more than 1,100 aerospace companies in the State and some 120,000 experienced employees in the aerospace and defense industry ready to transition to new aviation technology.
- Oklahoma has been ranked #1 in preparedness for the drone industry.

However, there is another requirement for Advanced Air Mobility success: the new industry must, within a few years, become economically viable to pay off investors as well as pay recurring costs such as equipment maintenance and upgrades, as well as employee salaries, and to maintain public safety and convenience. To assess these major business elements of AAM, we must first determine the supply chains requisite for the industry to operate, and their estimated costs and revenues.

For this project, NEXA, UAM Geomatics, and Drone Economics performed the following tasks:

- Conducted state-wide geomatics survey to identify up to 50 geospatial features critical to planning for AAM: existing transportation modes, airspace classifications, power grid, airports, emergency services locations (hospitals, clinics, police, fire, EMT), employment centers, multimodal transport nodes, land use and zoning, population demographics, etc.
- Developed 20-year passenger demand forecasts for 5 use cases, as well as cargo logistics demand

- Business case: Estimated requirements of four supply chains or value chains in CAPEX, OPEX, infrastructure needs for AAM, and part 135 operator expected revenues. Analyzed the prospects of project break-even to support eventual project cash flows.
- Economic impact: Forecasted jobs (direct, indirect, induced) and catalytic effects
- Developed stakeholder outreach programs and conduct interviews and meetings to consider factors important to successful community integration of AAM.
- Developed a framework for implementation of Public Private Partnerships to identify or secure investment commitments from state and private sector
- Developed analysis and materials necessary for state legislature to develop policies and provide financial support for AAM launch in the state.
- Forecasted drone operator jobs through 2045 as well as overall State economic boost from a variety of use cases from inspections to agriculture.

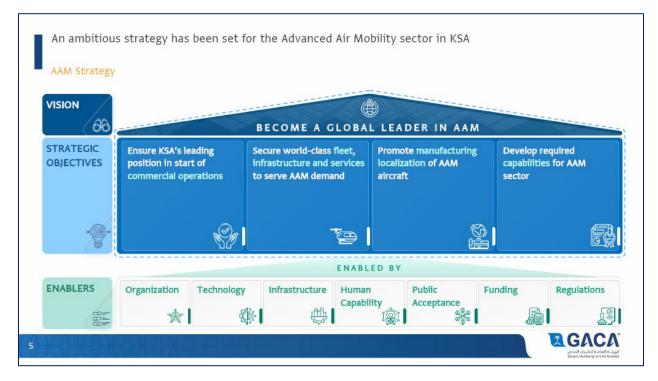
Vashington State epartment of Transportation	L	Performance Evaluati Completed by Referen
^{Consultant Name:} NEXA Capital/ UAM Geoma	atics	
Consultant's Project Manager: Eleanor Herman		
Project Name to be Evaluated on: (Work must have been comple Oklahoma Advanced Mobility Strategy (
Type of Work: Roadway Design Plans Specs & Estimates	Transportation Study	Right-of-Way Other
Contract Information: (Work must have been completed within	the last 3 years or is currently being perfo	nmed.)
Start Date	End Date	Dollar Amount of Services
Prime 07/10/23	07/01/24	150,000.00
Per	formance Evaluation	
Rating Criteria		Score
Please rate each criteria on a scale of 1 to 10. 10	being low and 10 being high.	1 - Low to 10 - High
 Was the firm cooperative and responsive during any negotiation budget related or work element related? 	ons whether they were	10.00
2. Did the firm complete the project within the total budgeted an	nount?	10.00
3. Did the firm complete the project within the contract schedule	e(s)?	10.0
4. Did the firm meet all of your technical standards and quality e	expectations?	10.00
5. Was the firm's communication, both oral and written, clear an	d concise?	10.00
6. Was the firm's project management system effective?		10.00
Total Score (Total the score by adding the scores for criterias 1 through 6.)		60.00
h		
Average Score (Average the score by dividing the total score by the total numbe	r of criteria that was rated.)	10.00
Ev	valuator Information:	
Firm/Company Name: HNTB		
Evaluator's Name: Thea J. Ewing, AICP	Evaluator's Title: Progr	am Director (Project PM)
Firm/Company Address: 88 East Broad Street, Col	lumbus, Ohio 43215	
Phone: (614) 593-1055 Fax	Date: 03/	28/24
Distribution: Original: Return to Consultant being ev		Rev. 201
Copy: Fax to WSDOT at 360-705-6838	or email to wsdotcso@wsdot.wa.go	<i>i</i>

Kingdom of Saudi Arabia

- Project Name: Advanced Air Mobility Roadmap for Kingdom of Saudi Arabia
- Begin and End Date: June 2023 through February 2024
- Consultant Team: AT Kearney (Prime), NEXA Advisors, UAM Geomatics Inc., NUAIR
- Project Description:

A. T. Kearney, NEXA, and NUAIR joined their practices to support development of an AAM blueprint, to include passenger services, Drone operations, and related regulatory requirements for the chief aviation regulator of the Kingdom of Saudi Arabia (KSA). GACA, or the General Authority of Civil Aviation (equivalent of FAA) retained the consultant team in June 2023.

The overall project goal is ambitious. The vision is to launch a "gigaproject" to facilitate the leadership of KSA in the Middle East in AAM. This involves restructuring the economic elements of a new sector in aerospace for the entire country, and rewriting the book of regulations through which GACA ensures safety and security of aviation for the country.



For this project NEXA, UAM Geomatics and NUAIR performed the following tasks:

- Provided regulatory expertise drawn from Western countries (primarily FAA and EASA) to guide the transformation of KSA's existing safety regulatory systems and procedures. This touched on enablers shown in the figure.
- Conducted state-wide geomatics survey to identify up to 50 geospatial features critical to planning for AAM: existing transportation modes, airspace classifications, power grid, airports, emergency services locations (hospitals, clinics, police, fire, EMT), employment

centers, multimodal transport nodes, land use and zoning, population demographics, etc.

- Developed 20-year passenger demand forecasts for 7 use cases, as well as cargo logistics demand.
- Business case: Estimated requirements of four supply or value chains in CAPEX, OPEX, infrastructure needs for AAM, and part 135 operator expected revenues. Analyzed the prospects of project break-even to support eventual project cash flows.
- Economic impact: Forecasted jobs (direct, indirect, induced) and catalytic effects.
- Developed stakeholder outreach programs and conduct interviews and meetings to consider factors important to land use, as well as successful community integration of AAM.
- Developed a framework for implementation of Public Private Partnerships especially with the Public Investment Fund (PIF) for investments in excess of \$10 billion over a 20year period.
- Developed analysis and materials necessary for KSA bodies to promulgate policies and provide financial support for AAM launch in the Kingdom.

The roadmap produced 23 sector-wide initiatives shown below, that are presently being acted upon by the KSA client.



Vashingto epartme	on State nt of Transporta	Performance Evaluation Completed by Referen				
Consultant Name:	NEXA Capital Partner	s LLC dba	NEXA Advis	ors LLC		
Consultant's Projec	•					
	Michael J. Dyn	ient				
	Evaluated on: (Work must have be ir Mobility Roadmap f	*		is currently bei	ing performed.)	
Type of Work: Roadw	y Design Plans Specs & B	istimates	Transportation	Study	Right-of-Way	Other
Contract Information	n: (Work must have been complete	ed within the last	3 years or is currently	being performs	ed.)	
	Start Date		End Date		Dollar Aı	mount of Services
Vime Sub	06/04/23	C	02/29/24		300	0,000.00
		Perform	ance Evaluatio	M		
	Rating	Criteria	ance Evaluatio			Score
Ple	ase rate each criteria on a scale of 1	to 10. 1 being lo	w and 10 being high.		1 - Lo	ow to 10 - High
	operative and responsive during any ork element related?	regotiations whe	ther they were			10.0
2. Did the firm co	uplete the project within the total b	idgeted amount?				10.0
3. Did the firm co	uplete the project within the contrac	t schedule(s)?				10.0
4. Did the firm me	et all of your technical standards an	d quality expectat	ions?			10.0
5. Was the firm's o	ommunication, both oral and writte	n, clear and conci	se?			10.0
6. Was the firm's p	roject management system effective	e.				10.0
Total Score (Total the score by	adding the scores for criterias 1 thro	ough 6.)				60.0
	-				_	
Average Score (Average the score	by dividing the total score by the to	tal number of crit	eria that was rated.)			10.0
		Evaluat	or Information			
Firm/Company Na	^{ne:} A.T. Kearney Middl			-		
Evaluator's Name:	Pedro Aguas		Evaluator's Titl	^e Principa	1	
Firm/Company Ad	^{tress:} Burj Daman, DIFC	P.O. Box				s
Phone:	Fax			Date: 03/31		
Distribution:	Original: Return to Consultant	being evaluater				Rev. 201
	Copy: Fax to WSDOT at 360-7	705-6838 or ema	ail to wsdotcso@wsd	lot.wa.gov		

NASA

- Project Name: AAM Community Integration Platform
- Begin and End Date: May 2021 to May 2024
- Consultant Team: Crown Consulting Inc. (Prime), NEXA Advisors, UAM Geomatics Inc., HMMH

Project Description: The Community Integration Platform SBIR (Small Business Innovation Research) is a collaborative initiative undertaken by NASA to develop a

software toolset aimed at facilitating the integration of Advanced Air Mobility (AAM) into local and regional transportation systems. Over two phases, the project endeavored to address key challenges and requirements surrounding AAM development and stakeholder engagement. In Phase I, the goal was to produce a comprehensive plan for Phase II, outlining the roadmap for developing a prototype software toolset capable of



supporting AAM planning, public acceptance, and analysis. This involved refining understanding of key issues, defining data elements and architecture, and outlining a modular, extensible software architecture. Phase II, on the other hand, focused on the development and demonstration of the prototype toolset, refining requirements, acquiring necessary data, and applying the toolset to real-world problems to showcase its value in facilitating AAM implementation. The ultimate aim of the SBIR was to support the commercialization of the developed toolset by gathering feedback, analyzing data, and developing a viable business plan.

NEXA and UAMG, as key participants in the project, were tasked with a comprehensive role involving research, business case forecasting, and GIS analysis as required. Their expertise lay notably in ArcGIS data layers, where they possessed an extensive repository of datasets, facilitating vertiport site and air-route selection. Collaborating with other team members, UAMG aimed to refine and analyze these datasets to align with project objectives. Additionally, UAMG's involvement extended to tool construction, leveraging their unique credentials in infrastructure financing and economic impact assessments. Their proficiency in writing programs for implementation within the ArcGIS platform was pivotal for integrating data layers into the software toolset, essential for airspace design work conducted by Crown.

Furthermore, UAMG's contributions extended to business case development and economic forecasting. Their wealth of economic forecasts for North American cities and regions, along with off-the-shelf AAM market research, formed a substantial component of the project's analytical framework. By conducting passenger and cargo demand modeling and analyzing market size and investment opportunities, UAMG sought to inform decision-makers on the viability and profitability of AAM operations. Moreover, their expertise in economic impact analysis using IMPLAN and Rims II enhanced the project's capability to assess the broader implications of AAM integration. UAMG's analytical prowess, honed through years of GIS data utilization, ensured the development of user-friendly analytical tools, essential for providing actionable insights to stakeholders and supporting robust decision-making processes within the project.

/ashington State epartment of Transpo	ortation	Performance Evalua Completed by Refer	
Consultant Name NEXA Capital Part	mers LLC dba NEXA	Advisors LLC	
Consultant's Project Manager: Michael J. 1	Dyment		
Project Name to be Evaluated on: (Work must l Community Integration Platfor	The second se	3 years or is currently being performed.)	
Type of Work: Roadway Design Plans Spe	ecs & Estimates Transp	oortation Study Right-of-Way 🚺 Other	
Contract Information: (Work must have been co	empleted within the last 3 years or is	currently being performed.)	
Start Date	End Date	Dollar Amount of Services	
Prime ✓ Sub	5/1/24	\$60,000	
	Performance Ev	raluation	
I	Rating Criteria	Score	
Please rate each criteria on a sca	ale of 1 to 10. 1 being low and 10 be	ing high. 1 - Low to 10 - High	
 Was the firm cooperative and responsive dur budget related or work element related? 	ing any negotiations whether they w	ere	9
2. Did the firm complete the project within the	total budgeted amount?		9
3. Did the firm complete the project within the	contract schedule(s)?		9
 Did the firm meet all of your technical stands 	ards and quality expectations?		9
5. Was the firm's communication, both oral and	written, clear and concise?		9
Was the firm's project management system effects	ffective?		9
Total Score (Total the score by adding the scores for criteria	s 1 through 6.)		54
Average Score (Average the score by dividing the total score by	v the total number of criteria that was	s rated.)	9
	Evaluator Infor	mation:	
Firm/Company Name: Crown Consultin			
Evaluator's Name Rubén Del Rosario	Evalu	^{uator's Title:} VP, Aerospace and Advance Trans	sp.
Firm/Company Address: 1530 Wilson B	oulevard Suite 900 Arl	ington VA 22209 United States	
Phone:571-451-9265	Fax:	Date:4/2/2024	
_	sultant being evaluated; and : 360-705-6838 or email to wsdot		. 2014

<u>Part 2 – Unique AAM Tools, Methodologies and Know-How Used in Past</u> <u>Performance of our Projects</u>

AAM Geomatics Global ArcGIS Analytics

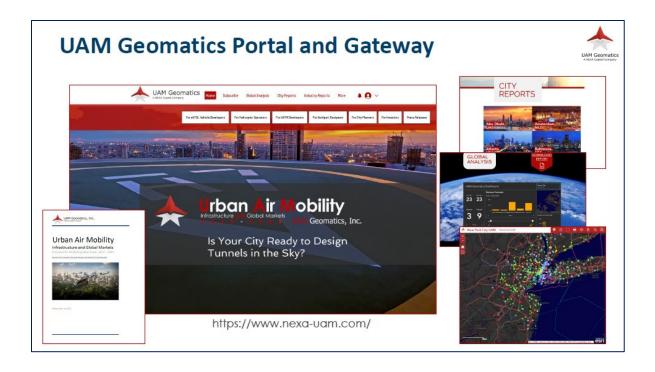
UAM Geomatics Inc., a NEXA subsidiary, owns and operated the groundbreaking business intelligence study titled **Urban Air Mobility—Infrastructure and Global Markets 2022-2045**, which provides multi-year market and economic forecasts for 92 of the world's largest metropolitan areas. The market intelligence also provides global geo-coded information and big data analytics to accelerate city-by-city UAM development and investment. This research has been subscribed by major AAM companies, federal and state government agencies (including NASA, GAO, and FAA), European agencies, Asian banks, and numerous institutional investors.

UAM Geomatics also has direct experience working for state and industrial clients where local and regional economic benefits need quantification to strengthen negotiations supporting investment, strategic partnerships, and trade. For example, in the past 3 years UAM Geomatics has undertaken AAM and drone market analysis for a number of states, provinces, cities and countries.

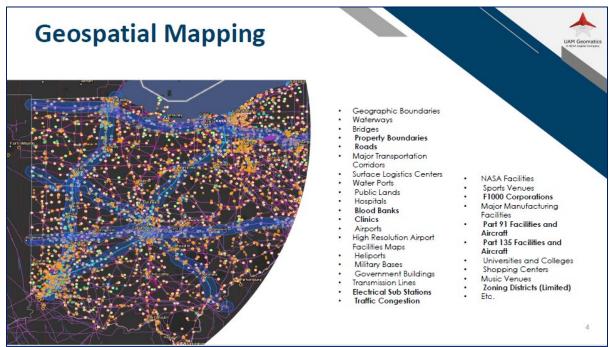
In addition, active subscribers to the site include dozens of companies, local and federal agencies, universities, and non-profits involved in the AAM space. Some are listed below.

McKincov	Booz Allen & Hamilton	Deloitte Consulting	US Government:
McKinsey			
Honda	Piasecki Aircraft	AeroMobile	Government
Mitsubishi	Aura Network Systems	Bristol Helicopters	Accountability Office
Toyota	BAe Systems	State of Arkansas	US Department of
Joby	Honeywell	National Business	transportation
Hyundai/Supernal	Lockheed Martin	Aviation Association	US Department of
Boeing	Sikorsky Aircraft	Helicopter Association	Defense
Airbus	City of Vancouver	International	City of Dubai
CAE	Vancouver	Vertical Flight Society	Kingdom of Saudi
Crown Consulting	International Airport	Juniper Unmanned	Arabia
Deseret	City of Toronto	Kingsett Capital	NASA
State of Utah	City of Montreal	Leidos	State of Ohio
Helijet	HNTB	MacAndrews and	State of Oklahoma
Skyportz	Reinvent Capital	Forbes	City of Pendleton
Spright	Raytheon	Wisk	NUAIR
Air Methods	State of Utah	City of Brisbane	George Mason
Thales	State of New York	XTI	University
Atkins Global	Collins Aerospace		VPorts
Bell	KIAST	WSP	Leonardo Helicopters
HorizonX	State of North Carolina	Canadian NRC	Etc.

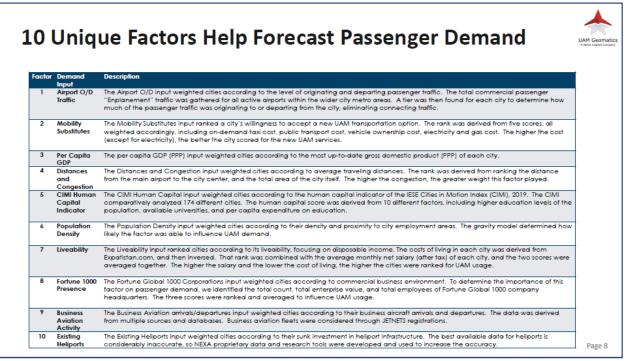
The main internet portal is provided in the figure below:



The site provides subscribers with geospatial mapping of 92 of the world's largest cities and metro areas, as well as selected states and provinces, with features selected for their relevance in planning future AAM implementation. Below is the interactive map we created for the Ohio DOT.



Passenger demand for use cases makes use of an analytical framework comprising 10 important factors. These are tied with price elasticity coefficients to produce rigorous forecasts of enplanements as well as ticket costs.



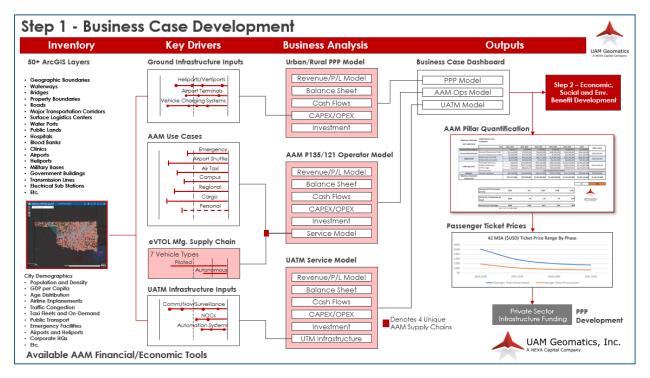
In turn the tools can produce valuable CAPEX and OPEX forecasts to inform industry sectors the costs to deploy components such as infrastructure and flight operations companies (example is for Virginia (2023).

\mathbf{O}	ia Business	Case	Pillar	S				
2023-204	15							
2023 20	+0							
/irginia AAM Business Case	2						LUAM GEON	MATICS, INC.
EcoSystem						74	A NEXA CAPITAL PARTN	ERS COMPANY
2023-2045 (\$US)							-	
D	Year	2023-2025	2026-2030	2031-2035	2036-2040	2041-2045	SUM	Pillar Totals
Demand (Passengers)	Course of the forest mark to a DDDY	Nascent	2,287,000	5,978,000	19,253,000	38,607,000	66,125,000	
Ground Infrastructure	Ground Infrastructure OPEX Ground Infrastructure CAPEX	\$25,890,000 \$68,500,000	\$69,200,000 \$68,910,000	\$119,470,000 \$87,020,000	\$180,600,000 \$24,810,000	\$195,490,000 \$59,340,000	\$590,650,000 \$308.580.000	\$899,230,000
	RTM/UATM Cost OPEX	\$1,100,000	\$12,051,000	\$31,703,000	\$76,725,000	\$121,929,000	\$243,508,000	\$416,916,000
RTM/UATM	RTM/UATM Cost CAPEX	\$20,353,000	\$59,603,000	\$30,529,000	\$34,890,000	\$28,033,000		
	Passenger Revenues	Nascent	\$508,099,000	\$744,083,000	\$1,603,109,000	\$2,783,255,000	\$5,638,546,000	
UAM Operators	MedEvac Revenues	Nascent	\$226,263,000	\$348,794,000	\$631,595,000	\$555,910,000	\$1,762,562,000	\$8,601,009,000
	Cargo Revenues	Nascent	\$99,162,000	\$170,516,000	\$321,889,000	\$608,334,000	\$1,199,901,000	
	Vehicle Manufacturing	Nascent	\$613,022,000	\$1,052,997,000	\$1,487,250,000	\$1,725,403,000		
Vehicles	Vehicle Purchases	\$58,800,000	\$277,440,000	\$280,755,000	\$454,411,000	\$561,445,000	1.	\$6,511,523,00
Virginia Grand Total		\$174,643,000	\$1,933,750,000	\$2,865,867,000	\$4,815,279,000	\$6,639,139,000	\$16,428,678,000	\$16,428,678,00
Virginia Grand Total		Note:	Nascent - Not Meaning	ful				
Virginia Grand Total	-						R/I	6.53
	-						K/I	0.55

AAM Business Case Model and Platform

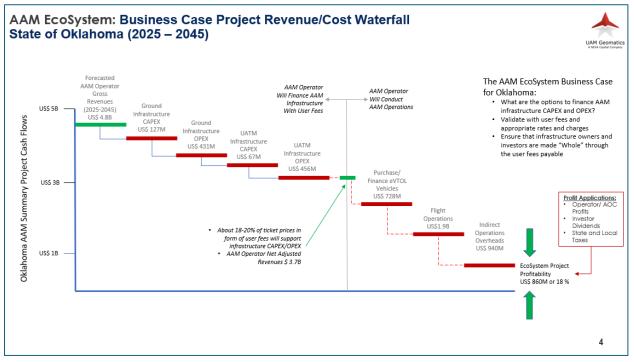
NEXA Advisors has developed sophisticated business case analytic tools to assess feasibility of AAM within specific geographies. We assess four critical value or supply chains (ground infrastructure, air traffic management, aircraft, and operators) over 25-year forecast periods to estimate passenger demand by use case, and infrastructure CAPEX/OPEX. We use pillar tables, cash flow waterfalls, and PPP modeling so that multiple investment options can be studied years in advance of AAM operations.

The graphic below illustrates the analytical flow of the business case model. Extensive inputs beginning with the geospatial inventory for a given metropolitan region or state can then be tagged with a range of infrastructure assumptions to produce estimated passenger demand, revenue (by use case), and services that new infrastructure will facilitate.

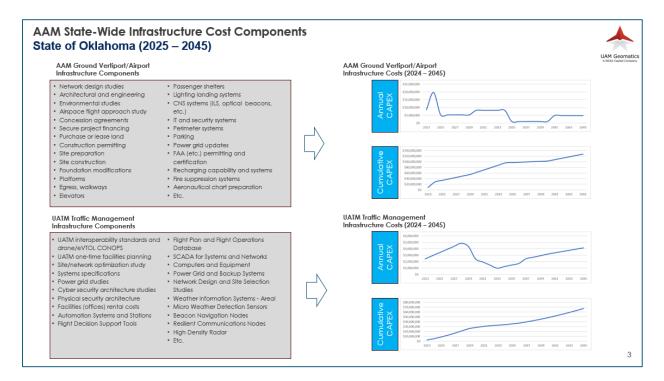


Outputs include the business case dashboard for the region, and the AAM pillar tables that quantify CAPEX and OPEX by value chain. This information leads to a framework for legislation and the discussion with P3 elements about how infrastructure can be funded.

The chart below explains the entirety of the cash flow waterfall for, in this case, a 20 year AAM development and implementation cycle. It is important for a project of this scale and cost to demonstrate break-even characteristics.



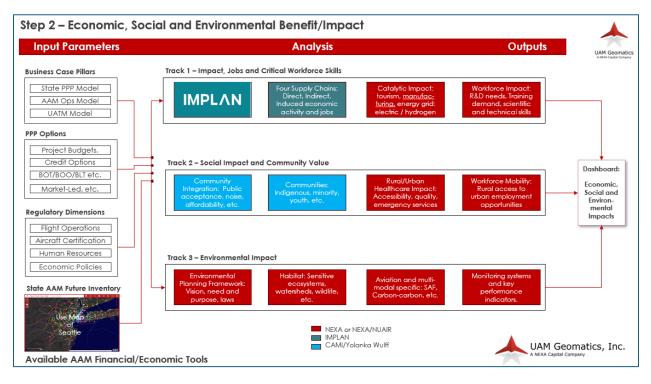
Further examination of the infrastructure cost components leads to greater confidence that the cost estimates have been fairly and directionally determined.



AAM Economic Tool and Social Impact Platform

NEXA Advisors has a contractual partnership with IMPLAN, a widely used economic impact tool developed under the direction of the United States Forest Service (USFS). IMPLAN forecasts job creation including direct, indirect and induced employment. NEXA extends this analysis to evaluate catalytic impacts of improved mobility, for example with tourism or logistics.

The framework below presents a step-by-step roadmap for economic and social impact analysis. Note that the key drivers of such analysis reside in the business case pillars, and PPP options that may be available to bring the project to life.

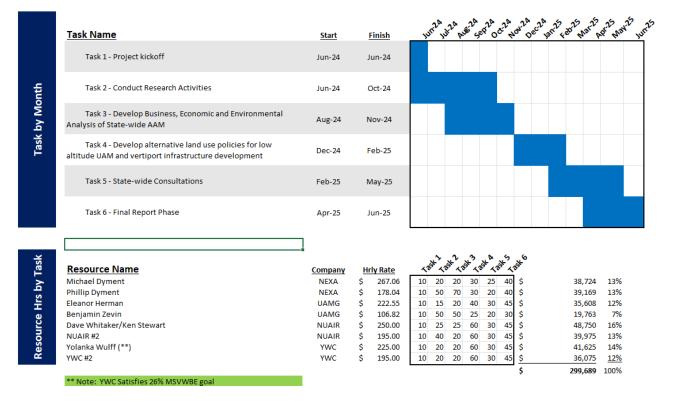


Evaluation Criterion 9 - Cost Factors

Project Cost Components

The analysis of the NEXA team's project costs by estimated tasks is presented below. We use rates that are 100% fully burdened. We certify that these estimates are fair and reasonable and that we accept a fixed price ceiling of \$300,000 as proposed in the RFQ, to include our travel costs.

NEXA WSDOT Hourly Task Analysis



As stated elsewhere, the Project Manager is Michael Dyment of NEXA Advisors LLC.

Proposed Billing Rates

- Each company submits certified fully loaded billing rates below and on subsequent pages of this Packet B
- The Billing Rate Table for each of our four companies, in ".xlsx" format, has been appended to this PDF to ensure that we are responsive to the RFQ.

NEXA Advisors LLC

Washington State Department of Transportation				
Billing Rate Table				
WSDOT RFQ - Air Mobility Airc NEXA Advisors LLC - PROJECT MA 1765 Greensboro Station Place, S McLean Virginia 22102				
Job Classifications	Hourly Billing Rate			
Managing Partner - Michael Dyment Project Manager	\$267.06			
Vice President - Phillip Dyment Director - Wes Lawrence	\$178.04 \$106.82			

Washington State Department of Transportation	Proposed Billing Rate
Date: <u>April 2, 2024</u>	
Company Name: <u>NEXA Advisors LLC</u>	
Address: 1765 Greensboro Station Place, Tower 1, Suite 900	
City / State / Zip: McLean VA 22102	
Subject: Proposed Labor Classifications and Hourly Billing Rates for <u>WSDO1</u> Attention: Manager, Contract Services Office	F - Notice to Consultants Air Mobility Aircraft Plan
Below are the highest anticipated hourly billing rates for the identified labor cla	assifications.
Labor Classification	All Inclusive Billing Rate
Managing Partner	\$ 267.06
Vice President	\$ 178.04
Director	\$ 106.82
Note: Proposed Billing Rates, as submitted, shall be reviewed, accepted, and in Billing Rates shall be effective throughout the life of the agreement in accordan Respectfully,	

UAM Geomatics Inc.



Billing Rate Table				
WSDOT RFQ - Air Mobility Airc	ra	ft Plan		
UAM Geomatics Inc.				
1765 Greensboro Station Place, S	Suit	te 900		
McLean Virginia 22102				
Job Classifications		Hourly Billing Rate		
President - Eleanor Herman		\$222.55		
Senior Associate - Ben Zevin		\$106.82		

Washington State Department of Transportation	Proposed Billing Rates
Date: <u>April 2, 2024</u>	
Company Name: <u>UAM Geomatics, Inc.</u>	
Address: 1765 Greensboro Station Place, Tower 1, Suite 900	
City / State / Zip: McLean VA 22102	
Subject: Proposed Labor Classifications and Hourly Billing Rates for <u>WSDOT -</u> Attention: Manager, Contract Services Office Below are the highest anticipated hourly billing rates for the identified labor class	
Labor Classification	All Inclusive Billing Rate
President	\$ 222.55
Senior Associate	\$ 106.82

Signature Cleanor Herman

Title President

DOT Form 224-011 Revised 12/2018

NUAIR

Washington State Department of Transportation

Billing Rate Table			
WSDOT RFQ - Air Mobility Aircraft P NUAIR 250 Harrison St Suite 201 Syracuse, NY 13202	Pla	n	
Job Classifications		Hourly Billing Rate	
Sr. Consulting Subject Matter Expert - AAM and UAS Dave Whitaker		\$250.00	
Consulting Subject Matter Expert - AAM and UAS		\$210.00	
Safety Subject Matter Expert		\$200.00	
Project Advisor		\$190.00	
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NEXA RFQ RESPONSE – State of Washington DOT Air Mobility Aircraft Plan PACKET B

Washington State Department of Transport	ation	Proposed Billing Rat
Date: <u>April 2, 2024</u>		
Company Name: Northeast UAS Airspace	Integration Research Alliance, Inc.	(NUAIR)
Address: 250 Harrison St Suite 201		
City / State / Zip: Syracuse, NY 13202		
Subject: Proposed Labor Classifications a Attention: Manager, Contract Services Of Below are the highest anticipated hourly b	fice	 Notice to Consultants Air Mobility Aircraft Plan essifications,
Lab	or Classification	All Inclusive Billing Rate
Sr, Consulting Subject Matter Expert - AA	M and UAS	\$ 250,00
Consulting Subject Matter Expert - AAM a	nd UAS	\$ 210,00
Safety Subject Matter Expert		\$ 200,00
Project Manager		\$ 190.00
Billing Rates shall be effective throughout t Respectfully,	he life of the agreement in accordan	ncorporated as an exhibit to the agreement. The Pro ice with the agreement payment provision.
SignaturPave Weitaker	4/2/2024	

&[Picture]	&[Picture]
Billing Rate Ta	ble
WSDOT Agreement: Air Mob	pility Aircraft Plan
Yolanka Wulff Cons	
PO Box 11162	
Bainbridge Island, WA	A 98110
Job Classifications	Hourly Billing Rate
Executive Director - Yolanka Wulff	\$225.00
Manager	\$195.00

Yolanka Wulff Consulting

Washington State Department of Transportation	Proposed Billing Rate
Date: <u>April 2, 2024</u>	
Company Name: <u>Yolanka Wulff Consulting</u>	
Address: PO Box 11162	
City / State / Zip: Bainbridge Island, WA 98110	
Subject: Proposed Labor Classifications and Hourly Billing Rates f	or WSDOT - Notice to Consultants Air Mobility Aircraft Plan
Attention: Manager, Contract Services Office	
Below are the highest anticipated hourly billing rates for the identified	ed labor classifications.
Labor Classification	All Inclusive Billing Rate
Principal	\$ 225.00
Senior Research Manager	\$ 195.00
Note: Proposed Billing Rates, as submitted, shall be reviewed, acce Billing Rates shall be effective throughout the life of the agreement i	
Respectfully,	provide the agreement payment provident.
Signature Marke WWH	