

EXHIBIT B



Pricing Proposal For:
Virginia Base Mapping Program

RFP No. 2016-05

Revision 3 – ver.4

Submitted to:

Virginia Information Technologies
Agency (VITA)
ATTN: Greg Searce
Supply Chain Management (SCM)
11751 Meadowville Lane
Chester, VA 23836

Submitted by:

Fugro Geospatial, Inc.

Keith Owens
Business and Technical
Development Manager

7320 Executive Way
Frederick, MD 21704

TEL: 301-948-8550
FAX: 301-963-2064

www.fugro.com

Due Date:

September 2, 2016
5:00 pm EST





Appendix C v2 Pricing

Submit all pricing data in the Word Pricing Submittal spreadsheet provided. **Blank data will be considered incomplete and may be eliminated from further consideration.**

TILE COST SHEETS

Statewide Acquisition*

1 ft resolution, 4 band, statewide, with six- and three-inch resolution upgrade options for local areas. If pricing is different for the three options in Appendix F (Multi-year flight options), please list for each. Otherwise VGIN will assume pricing is the same for all options.

Cost per tile – Statewide 1 foot – Includes creation of new ortho-suitable DEM

1 foot resolution solution tile	Cost per 5,000' x 5,000' tile
Same for all 3 options	\$23.85

Includes creation of new ortho-suitable DEM

Cost per tile – 6 inch resolution (0.5 Foot GSD)

6 inch resolution tile	Cost per 2,500' x 2,500' tile
5001+	\$26.67
501-5000	\$38.88
250-499	\$52.79
100-249	\$89.11

Assumes contiguous areas

Ranges not listed, can be provided by custom quote

Includes creation of new ortho-suitable DEM

Options available for custom quotes below the minimum tile range

Cost per tile - 3 inch resolution (0.25 Foot GSD) (1"=100')

3 inch resolution (0.25 Foot GSD) (1"=100')	Cost per 1,250' x 1,250' tile
2500+	\$14.79
500-2499	\$37.63
150-499	\$51.82
70-149	\$95.15

Assumes contiguous areas

Ranges not listed, can be provided by custom quote

Includes creation of new ortho-suitable DEM

Cost per tile –3 inch resolution (0.25 Foot GSD)

Options available for custom quotes below the minimum tile range

1"=50' to support potential 1' contours

3 inch resolution (0.25 Foot GSD) 1"=50' to support potential 1' contours)	Cost per 1,250' x 1,250' tile
Tile Range 2500+	\$16.67
500-2499	\$40.98
150-499	\$51.82
70-149	\$95.15



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- Assumes contiguous areas
- Ranges not listed, can be provided by custom quote
- Includes creation of new ortho-suitable DEM
- Options available for custom quotes below the minimum tile range

* If cost per tile varies by quantity, supplier is to list the range of tiles by number and by cost.

Cost Decrease Factors

Supplier is to submit cost decrease factors for the 2017-2020 orthophotography project as described below. These factors should be expressed as a percentage of overall project cost.

Decrease Factor 1: Use of Existing Ground Control Information

Supplier is to submit a cost decrease factor for using documented ground control information from the 2013/2015 project. Existing ground control information will be provided to each contractor as requested.

% Cost Decrease

5%

Additional Upgrade Options

Additional Option 1: 4 Foot Contours

(Source: 1 foot resolution orthophotos with hydro-enforced DTMs)

	4 Foot Contours	Cost per 5,000' x 5,000' tile
	Includes update DTM	\$19.45

Any tile range (min. 100)

Options available for custom quotes below the minimum tile range

Additional Option 2: 2 Foot Contours

(Source: 6 inch resolution orthophotos with hydro-enforced DTMs)

	2 Foot Contours	Cost per 2,500' x 2,500' tile
	Includes NEW DTM where required	\$75.63
	Includes update DTM	\$12.38

Any tile range (min. 100)

Options available for custom quotes below the minimum tile range

Additional Option 3: 1 Foot Contours

(Source: 3 inch resolution orthophotos with hydro-enforced DTMs)

	1 Foot Contours	Cost per 1,250' x 1,250' tile
	Includes NEW DTM where required	\$58.19
	Includes update DTM	\$8.74

Any tile range (min. 100)

Options available for custom quotes below the minimum tile range



Additional Option 4: Structure Planimetrics

Derived from 1 foot resolution orthophotos to include structures with roofs having an aerial coverage of 200 square feet or greater

	Structure Planimetrics	Cost / Unit
	Cost per structure: structure footprints	\$0.21
	Cost per building: building elevation	\$0.31

Minimum Order \$2500

Derived from 6 inch resolution orthophotos to include structures with roofs having an aerial coverage of 100 square feet or greater

	Structure Planimetrics	Cost / Unit
	Cost per structure: structure footprints	\$0.21
	Cost per building: building elevation	\$0.31

Minimum Order \$2500

Additional Option 5: Other Planimetrics

Supplier is to submit pricing information on any other planimetric datasets that could be included as part of this contract. Pricing for these options is to be listed in a format that is similar to the pricing for the structure planimetrics

1"=50' Planimetrics	Cost per 1,250' x 1,250' tile
Developed	\$109.20
Undeveloped	\$87.36

1"=100' Planimetrics	Cost per 2,500' x 2,500' tile
Developed	\$232.86
Undeveloped	\$163.00

1"=200' Planimetrics	Cost per 5,000' x 5,000' tile
Developed	\$404.18
Undeveloped	\$242.51

Additional Option 6: True Orthophotography

	1 foot resolution tile	Cost per 5,000' x 5,000' tile
		\$1,173.21
	6 inch resolution tile	Cost per 2,500' x 2,500' tile
		\$428.99



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Additional Option 7: LiDAR Base Specification ver 1.2 (Nov. 2014)

Cost per tile – **Quality Level 2** LiDAR 0.7 NPS 10.0 cm RMSE

	Quality Level 2 LiDAR 0.7 NPS 10.0 cm RMSE	Cost per 2,500' x 2,500' tile
	2000+	\$45.25
	500-2000	\$68.26
	200-499	\$127.97

Minimum Order \$5000

Options available for custom quotes below the minimum tile range

Additional Option 8: Contours from Lidar

Cost per tile – **Contours from Lidar (existing or newly generated)**

	Contours from Lidar	Cost per 2,500' x 2,500' tile
	1' Contours; based on QL2 Lidar	\$5.08

Minimum Order \$650

Assumes existing lidar meets USGS base specifications for QL2 or greater

Additional Option 9: Off Year Flights

Supplier is to submit whether they will agree to give each VGIN Partner the option to have specified areas flown during "off years". Please indicate whether or not the prices will be the same, and if not, list alternative tile pricing for off year flights.

Off year tile cost will be the same as the core flight years Yes No

Off year order minimum: \$22,000

Additional Option 10: Structure Planimetrics by Jurisdiction

Derived from 1 foot resolution orthophotos to include structures with roofs having an aerial coverage of 200 square feet or greater

Or

Derived from 6 inch resolution orthophotos to include structures with roofs having an aerial coverage of 100 square feet or greater

Counties	Cost	Estimated Structure Count
\$500 setup fee to each single or group purchase.		
Accomack County	\$5,538.11	27148
Albemarle County	\$10,708.06	52490
Alleghany County	\$2,373.20	11633
Amelia County	\$1,708.74	8376
Amherst County	\$3,817.71	18714
Appomattox County	\$2,090.51	10248
Arlington County	\$26,199.43	128429
Augusta County	\$8,032.74	39376



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Counties	Cost	Estimated Structure Count
\$500 setup fee to each single or group purchase.		
Bath County	\$1,196.80	5867
Bedford County	\$8,214.40	40267
Bland County	\$1,195.83	5862
Botetourt County	\$3,961.49	19419
Brunswick County	\$2,395.54	11743
Buchanan County	\$3,230.00	15833
Buckingham County	\$2,170.17	10638
Campbell County	\$6,460.00	31667
Caroline County	\$3,267.89	16019
Carroll County	\$4,453.03	21829
Charles City County	\$1,187.09	5819
Charlotte County	\$1,932.17	9471
Chesterfield County	\$30,397.94	149010
Clarke County	\$1,922.46	9424
Craig County	\$1,084.11	5314
Culpeper County	\$4,719.20	23133
Cumberland County	\$500.29	2452
Dickenson County	\$2,251.77	11038
Dinwiddie County	\$3,192.11	15648
Essex County	\$1,805.89	8852
Fairfax County	\$100,274.74	491543
Fauquier County	\$6,663.03	32662
Floyd County	\$2,303.26	11290
Fluvanna County	\$2,938.57	14405
Franklin County	\$7,573.26	37124
Frederick County	\$8,069.66	39557
Giles County	\$2,433.43	11929
Gloucester County	\$4,277.20	20967
Goochland County	\$2,506.29	12286
Grayson County	\$2,637.43	12929
Greene County	\$2,234.29	10952
Greensville County	\$1,397.89	6852
Halifax County	\$4,803.71	23548
Hanover County	\$9,787.14	47976
Henrico County	\$32,900.34	161276



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Counties	Cost	Estimated Structure Count
\$500 setup fee to each single or group purchase.		
Henry County	\$6,827.20	33467
Highland County	\$846.11	4148
Isle of Wight County	\$3,978.97	19505
James City County	\$7,690.80	37700
King and Queen County	\$1,231.77	6038
King George County	\$2,716.11	13314
King William County	\$1,993.37	9771
Lancaster County	\$2,208.06	10824
Lee County	\$3,271.77	16038
Loudoun County	\$27,188.34	133276
Louisa County	\$4,391.83	21529
Lunenburg County	\$1,849.60	9067
Madison County	\$1,848.63	9062
Mathews County	\$1,784.51	8748
Mecklenburg County	\$4,947.49	24252
Middlesex County	\$2,142.97	10505
Montgomery County	\$9,838.63	48229
Nelson County	\$2,827.83	13862
New Kent County	\$2,181.83	10695
Northampton County	\$2,183.77	10705
Northumberland County	\$2,598.57	12738
Nottoway County	\$2,024.46	9924
Orange County	\$3,974.11	19481
Page County	\$3,235.83	15862
Patrick County	\$2,864.74	14043
Pittsylvania County	\$8,060.91	39514
Powhatan County	\$2,855.03	13995
Prince Edward County	\$2,636.46	12924
Prince George County	\$3,347.54	16410
Prince William County	\$33,962.11	166481
Pulaski County	\$4,615.26	22624
Rappahannock County	\$1,336.69	6552
Richmond County	\$1,338.63	6562
Roanoke County	\$10,192.23	49962
Rockbridge County	\$3,126.06	15324



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Counties	Cost	Estimated Structure Count
\$500 setup fee to each single or group purchase.		
Rockingham County	\$8,636.00	42333
Russell County	\$3,697.26	18124
Scott County	\$3,313.54	16243
Shenandoah County	\$5,507.03	26995
Smyth County	\$4,173.26	20457
Southampton County	\$2,225.54	10910
Spotsylvania County	\$11,458.00	56167
Stafford County	\$11,162.69	54719
Surry County	\$1,239.54	6076
Sussex County	\$1,546.51	7581
Tazewell County	\$5,494.40	26933
Warren County	\$4,321.89	21186
Washington County	\$6,664.00	32667
Westmoreland County	\$2,995.89	14686
Wise County	\$4,788.17	23471
Wythe County	\$3,842.97	18838
York County	\$6,969.03	34162

Cities	Cost	Estimated Structure Count
\$500 setup fee to each single or group purchase.		
Alexandria city	\$18,114.23	88795
Bedford city	\$1,111.31	5448
Bristol city	\$2,558.74	12543
Buena Vista city	\$1,115.20	5467
Charlottesville city	\$5,094.17	24971
Chesapeake city	\$20,763.31	101781
Charles City	\$1,001.54	4910
Colonial Heights city	\$2,313.94	11343
Covington city	\$1,147.26	5624
Danville city	\$5,889.77	28871
Emporia city	\$1,024.86	5024
Fairfax city	\$2,521.83	12362
Falls Church city	\$1,739.83	8529
Franklin city	\$1,351.26	6624
Fredericksburg city	\$2,958.97	14505



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Cities	Cost	Estimated Structure Count
\$500 setup fee to each single or group purchase.		
Galax city	\$1,192.91	5848
Hampton city	\$14,978.46	73424
Harrisonburg city	\$4,666.74	22876
Hopewell city	\$2,874.46	14090
Lexington city	\$1,020.00	5000
Lynchburg city	\$8,228.00	40333
Manassas city	\$3,608.86	17690
Manassas Park city	\$1,597.03	7829
Martinsville city	\$2,160.46	10590
Newport News city	\$19,049.71	93381
Norfolk city	\$23,657.20	115967
Norton city	\$872.34	4276
Petersburg city	\$4,392.80	21533
Poquoson city	\$1,553.31	7614
Portsmouth city	\$10,385.54	50910
Radford city	\$1,970.06	9657
Richmond city	\$24,472.23	119962
Roanoke city	\$12,012.69	58886
Salem city	\$3,048.34	14943
Staunton city	\$3,269.83	16029
Suffolk city	\$8,483.49	41586
Virginia Beach city	\$43,941.60	215400
Waynesboro city	\$2,775.37	13605
Williamsburg city	\$1,663.09	8152
Winchester city	\$3,302.86	16190

Towns	Cost
\$500 setup fee to each single or group purchase.	
Abingdon Town	\$800.00
Blacksburg Town	\$800.00
Cape Charles Town	\$800.00
Chincoteague Town	\$800.00
Christiansburg Town	\$800.00
Clifton Forge Town	\$800.00
Colonial Beach Town	\$800.00
Culpepper Town	\$800.00



Farmville Town	\$800.00
Glasgow Town	\$800.00
Front Royal Town	\$800.00
Herndon Town	\$800.00
Marion Town	\$800.00
Rocky Mount Town	\$800.00
South Boston Town	\$800.00
Vienna Town	\$800.00
Wytheville Town	\$800.00

Additional Option 11: Enhanced Impervious and Enhanced Land Cover Costs

GIS files that show geographic extent and approximate square miles for Virginia counties, cities and towns can be accessed at the link below.

<http://vgin.maps.arcgis.com/home/item.html?id=c148ecd214404ddb95e0e9991531a7f3>

Community Name

Counties	Enhanced Impervious Cost	Enhanced Land Cover Cost
Accomack County	\$19,633.30	\$14,771.70
Albemarle County	\$33,752.30	\$24,286.36
Alleghany County	\$19,632.64	\$15,045.88
Amelia County	\$13,496.00	\$11,996.80
Amherst County	\$21,501.98	\$16,023.92
Appomattox County	\$13,115.52	\$11,225.73
Arlington County	\$5,860.17	\$872.35
Augusta County	\$45,502.85	\$32,474.71
Bath County	\$19,809.99	\$17,885.22
Bedford County	\$37,454.53	\$25,978.18
Bland County	\$13,774.30	\$12,002.32
Botetourt County	\$25,087.95	\$18,266.90
Brunswick County	\$23,139.93	\$19,060.60
Buchanan County	\$22,640.59	\$16,865.10
Buckingham County	\$21,780.73	\$19,520.86
Campbell County	\$23,340.44	\$16,970.90
Caroline County	\$21,778.73	\$17,858.03
Carroll County	\$19,033.99	\$15,991.24
Charles City County	\$6,754.86	\$6,126.61
Charlotte County	\$18,094.30	\$15,963.82



Community Name

Counties	Enhanced Impervious Cost	Enhanced Land Cover Cost
Chesterfield County	\$23,932.21	\$14,436.72
Clarke County	\$7,509.36	\$5,961.63
Craig County	\$12,473.74	\$11,014.11
Culpeper County	\$16,482.93	\$12,792.52
Cumberland County	\$11,252.97	\$10,030.56
Dickenson County	\$15,280.37	\$11,162.38
Dinwiddie County	\$20,427.84	\$16,979.67
Essex County	\$10,230.49	\$8,632.56
Fairfax County	\$50,290.29	\$13,609.30
Fauquier County	\$27,006.95	\$21,805.95
Floyd County	\$14,427.05	\$12,777.87
Fluvanna County	\$11,188.31	\$9,744.66
Franklin County	\$28,878.34	\$23,817.54
Frederick County	\$20,801.59	\$13,902.00
Giles County	\$15,343.14	\$12,098.45
Gloucester County	\$9,269.26	\$7,264.70
Goochland County	\$11,983.80	\$9,672.56
Grayson County	\$16,891.25	\$14,914.45
Greene County	\$6,868.00	\$5,238.32
Greensville County	\$11,745.58	\$9,936.64
Halifax County	\$33,176.66	\$27,772.10
Hanover County	\$24,285.49	\$15,807.94
Henrico County	\$25,182.72	\$8,017.92
Henry County	\$19,253.71	\$12,868.36
Highland County	\$14,973.56	\$13,911.93
Isle of Wight County	\$13,734.39	\$10,651.91
James City County	\$9,938.59	\$4,787.30
King and Queen County	\$11,832.73	\$10,579.72
King George County	\$7,909.39	\$5,993.64
King William County	\$10,554.41	\$9,200.76
Lancaster County	\$5,429.18	\$4,448.76
Lee County	\$20,083.84	\$14,642.43
Loudoun County	\$41,424.93	\$17,440.77
Louisa County	\$20,023.30	\$17,085.78
Lunenburg County	\$16,467.15	\$14,471.89



Community Name

Counties	Enhanced Impervious Cost	Enhanced Land Cover Cost
Madison County	\$12,513.54	\$10,768.06
Mathews County	\$3,379.70	\$2,832.73
Mecklenburg County	\$27,499.36	\$22,739.41
Middlesex County	\$5,414.55	\$4,374.74
Montgomery County	\$21,222.62	\$13,028.43
Nelson County	\$19,098.65	\$15,865.44
New Kent County	\$8,668.46	\$7,058.42
Northampton County	\$9,465.51	\$6,852.38
Northumberland County	\$7,467.67	\$6,378.41
Nottoway County	\$13,713.04	\$10,576.83
Orange County	\$14,144.09	\$11,495.29
Page County	\$14,303.30	\$10,479.81
Patrick County	\$18,250.51	\$16,265.88
Pittsylvania County	\$41,144.86	\$32,754.06
Powhatan County	\$10,107.25	\$8,776.26
Prince Edward County	\$14,390.53	\$11,840.80
Prince George County	\$12,759.43	\$8,906.16
Prince William County	\$20,354.02	\$11,631.91
Pulaski County	\$16,781.24	\$11,025.59
Rappahannock County	\$10,017.11	\$8,940.91
Richmond County	\$7,388.96	\$6,391.54
Roanoke County	\$16,095.75	\$8,408.94
Rockbridge County	\$25,790.82	\$20,072.20
Rockingham County	\$40,762.06	\$28,561.49
Russell County	\$21,313.76	\$15,947.72
Scott County	\$21,296.00	\$18,045.42
Shenandoah County	\$23,154.45	\$17,124.36
Smyth County	\$18,965.93	\$15,153.74
Southampton County	\$22,967.63	\$20,164.23
Spotsylvania County	\$20,372.99	\$13,853.21
Stafford County	\$17,791.60	\$9,314.87
Surry County	\$10,452.88	\$9,369.63
Sussex County	\$19,256.22	\$16,495.58
Tazewell County	\$26,568.12	\$17,396.13
Warren County	\$11,154.29	\$7,287.00



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Community Name

Counties	Enhanced Impervious Cost	Enhanced Land Cover Cost
Washington County	\$23,891.05	\$18,959.34
Westmoreland County	\$9,380.75	\$7,668.21
Wise County	\$21,210.11	\$13,569.63
Wythe County	\$20,581.10	\$15,555.32
York County	\$6,292.62	\$3,553.04

Cities	Enhanced Impervious Cost	Enhanced Land Cover Cost
Alexandria city	\$6,614.47	\$513.75
Bedford city	\$2,968.96	\$500.00
Bristol city	\$5,637.23	\$500.00
Buena Vista city	\$2,818.64	\$500.00
Charlottesville city	\$4,415.37	\$500.00
Chesapeake city	\$59,186.65	\$11,580.34
Charles City	\$24,688.58	\$6,379.22
Colonial Heights city	\$3,273.07	\$500.00
Covington city	\$2,500.00	\$500.00
Danville city	\$5,713.61	\$1,463.49
Emporia city	\$3,003.29	\$500.00
Fairfax city	\$2,704.45	\$500.00
Falls Church city	\$2,500.00	\$500.00
Franklin city	\$3,598.44	\$500.00
Fredericksburg city	\$4,520.89	\$500.00
Galax city	\$3,568.80	\$500.00
Hampton city	\$5,840.47	\$1,728.78
Harrisonburg city	\$7,489.97	\$581.75
Hopewell city	\$4,445.55	\$500.00
Lexington city	\$2,500.00	\$500.00
Lynchburg city	\$6,265.73	\$1,655.51
Manassas city	\$4,284.60	\$500.00
Manassas Park city	\$2,500.00	\$500.00
Martinsville city	\$4,744.66	\$500.00
Newport News city	\$6,901.44	\$2,297.89
Norfolk city	\$5,499.18	\$1,816.11
Norton city	\$3,239.34	\$500.00
Petersburg city	\$5,595.86	\$765.52



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Cities	Enhanced Impervious Cost	Enhanced Land Cover Cost
Poquoson city	\$6,428.21	\$500.00
Portsmouth city	\$5,561.64	\$1,125.76
Radford city	\$4,299.80	\$500.00
Richmond city	\$6,719.28	\$2,070.29
Roanoke city	\$6,048.35	\$1,435.87
Salem city	\$6,247.05	\$500.00
Staunton city	\$5,725.53	\$668.30
Suffolk city	\$49,112.67	\$13,648.99
Virginia Beach city	\$50,242.93	\$9,777.72
Waynesboro city	\$6,511.45	\$505.75
Williamsburg city	\$3,867.65	\$500.00
Winchester city	\$3,969.56	\$500.00

Towns	Enhanced Impervious Cost	Enhanced Land Cover Cost
Abingdon Town	\$3,060.00	\$500.00
Blacksburg Town	\$3,103.91	\$659.34
Cape Charles Town	\$2,550.00	\$500.00
Chincoteague Town	\$2,946.76	\$500.00
Christiansburg Town	\$4,080.00	\$500.00
Clifton Forge Town	\$2,958.00	\$500.00
Colonial Beach Town	\$2,550.00	\$500.00
Culpepper Town	\$3,421.85	\$500.00
Farmville Town	\$2,553.30	\$500.00
Glasgow Town	\$5,100.00	\$500.00
Front Royal Town	\$2,958.00	\$500.00
Herndon Town	\$2,827.38	\$500.00
Marion Town	\$2,550.00	\$500.00
Rocky Mount Town	\$3,762.01	\$500.00
South Boston Town	\$4,726.38	\$500.00
Vienna Town	\$3,731.01	\$500.00
Wytheville Town	\$3,978.00	\$500.00



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Other Additional Options

VITA/VGIN recognizes that these upgrades do not represent all options that may be made available from each Supplier. With that in mind, Suppliers are encouraged to submit any other options deemed appropriate that could be offered through this contract in their proposal.

Pricing for these options is to be listed in a similar format as the specific upgrades listed above in either a Microsoft Word or Microsoft Excel document.

In addition, during contract negotiations VITA/VGIN may solicit input and ideas from suppliers that may allow for a recurring, monthly and/or quarterly billing plan during the term of the contract. This alternative would allow VITA/VGIN to evenly spread out the costs to a monthly/quarterly basis versus the traditional deliverable-based payment schedules. Ideas from Suppliers are to include ways to incentivize timely and quality deliverables while providing for a predictable and routine billing process.

Statewide 1 foot MrSid Compressed Imagery

1 foot resolution compressed tile	Cost per 5,000' x 5,000' tile
	Complimentary
1 foot resolution compressed mosaic	Cost per Jurisdiction
	Complimentary

High Resolution Oblique Imagery

6 inch Oblique Imagery	
Square Miles	Cost per Square Mile
100 - 500	\$294.43
501 or greater	\$200.00

4 inch Oblique Imagery	
Square Miles	Cost per Square Mile
100 - 500	\$382.50
501 or greater	\$250.00

3 inch Oblique Imagery	
Square Miles	Cost per Square Mile
100 - 500	\$586.50
501 or greater	\$350.00

Improved Delivery Format

Additional Jurisdiction Deliveries	Cost per Jurisdiction
Delivery to each Jurisdiction	\$500.00

Note: pricing represents delivery of redundant or additional deliveries that may be required after the initial delivery of the products.