



## Ocean County Board of Commissioners

OFFICE OF THE  
OCEAN COUNTY COMMISSIONERS

Director Gary Quinn  
Deputy Director Gerry P. Little  
Commissioner Virginia E. Haines  
Commissioner John P. Kelly  
Commissioner Joseph H. Vicari

101 Hooper Avenue  
Toms River, New Jersey  
08754-2191  
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### Board Meeting Agenda

Date: December 15, 2021 - 4:00 PM  
Location: Administration Building  
Room 119  
101 Hooper Avenue  
Toms River, NJ 08754

Agenda: Awarding a Contract for the furnishing and delivery of HEATING, VENTILATING & AIR CONDITIONING MAINTENANCE, SERVICE AND ALTERATION to Falasca Mechanical, Inc., the lowest qualified bidder. (B2021-181)

<b>Official Resolution#</b>	<b>2021001732</b>						
Meeting Date	12/15/2021						
Introduced Date	12/15/2021						
Adopted Date	12/15/2021						
Agenda Item	m-3						
CAF #							
Purchase Req. #	B2021-181						
Result	Adopted						
<b>COUNTY COMMISSIONER</b>	<b>PRES.</b>	<b>ABS.</b>	<b>MOVE</b>	<b>SEC</b>	<b>AYE</b>	<b>NAY</b>	<b>ABST.</b>
Quinn	✓				✓		
Little		✓					
Haines		✓					
Kelly	✓		✓		✓		
Vicari	✓			✓	✓		

I HEREBY CERTIFY THAT THIS DOCUMENT IS A TRUE, COMPLETE AND ACCURATE COPY OF THIS RESOLUTION, ADOPTED BY OCEAN COUNTY BOARD OF COMMISSIONERS, NJ AT THE MEETING REFERENCED THEREON

*Michelle I. Gunther*

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Clerk Of The Board

CONTRACT NO. MUST BE ON ALL  
PAPERS, DOCUMENTS, INVOICES, VOUCHERS  
No. B2021-181

RESOLUTION

December 15, 2021

WHEREAS, on October 19, 2021, pursuant to legal advertisements therefor, sealed bids were received for the furnishing and delivery of HEATING, VENTILATING & AIR CONDITIONING MAINTENANCE, SERVICE AND ALTERATION for the County of Ocean; and

WHEREAS, at the advertised time, responses were received from the following bidders:

Name and Address of Bidder

Falasca Mechanical, Inc.  
3329 North Mill Road  
Vineland, NJ 08360  
(856) 794-2010

Name and Address of Bidder

McCloskey Mechanical Contractors Inc.  
445 Lower Landing Road  
Blackwood, NJ 08012  
(856) 784-5080

; and

WHEREAS, after the receipt and examination of same, the County Purchasing Agent has now recommended to this Board that the lowest qualified bid according to specifications, namely that of, FALASCA MECHANICAL, INC., be accepted.

NOW, THEREFORE, BE IT RESOLVED by the BOARD OF COMMISSIONERS of the COUNTY OF OCEAN, STATE OF NEW JERSEY, as follows:

1. The Director and Clerk of this Board are hereby authorized and directed to enter into a contract accepting the bid for Heating, Ventilating & Air Conditioning Maintenance, Service and Alteration for the County of Ocean, for the contract period effective from date of award through December 31, 2022, or until delivery is complete unless otherwise stated. The County reserves the right to extend the term of the contract pursuant to N.J.S.A. 40A:11-15. The County reserves the right to extend the contract for one (1) additional year by mutual agreement between the County and the contractor with no increase in base price, as follows:

FALASCA MECHANICAL, INC. for eighty (80) items, to wit:

ITEMS NO. 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14a, 14b, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29a, 29b, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50a, 50b, 50c, 50d, 51a, 51b, 51c, 51d, 52a, 52b, 52c, 52d, 53a, 53b, 53c, 53d, 54a, 54b, 54c, 54d, 55a, 55b, 55c, 55d, 56a, 56b, 56c, 56d and 57.

For a Total Lump Sum Award for Item #'s 1 - 57 of \$1,602,602.00.

This vendor has extended this contract to County Cooperative Contract System Participants.

2. The acceptance made in Paragraph 1, is made with the understanding that the successful bidder will enter into a written contract for the faithful performance of their bid.
3. Payments for the services to be acquired by these contracts shall be made upon the approval of vouchers submitted by the successful bidders in accordance with the requirements of the Board of Commissioners and subject to the Board of Commissioners customary procedures. Delivery shall be made upon receipt of a Purchase Order issued by the Ocean County Department of Purchase, upon which delivery locations and needed quantities shall be indicated. .
4. Funds for services shall be available within the following funding source:  
Building & Grounds O.E.
5. The contract number must be placed on all papers, documents, invoices and vouchers pertaining to said contract, the number being B2021-181.
6. Be it further resolved that certified copies of this Resolution shall be made available to the County Auditor, County Department of Purchasing, Department of Finance, County Superintendent of Buildings and Grounds, and Falasca Mechanical, Inc., the successful bidder.

PROPOSAL DOCUMENT REPORT

Bid No. TBD

HEATING, VENTILATING & AIR CONDITIONING MAINTENANCE, SERVICE AND ALTERATION

Confirmed

**PRICE TABLES**

**HEATING, VENTILATING & AIR CONDITIONING MAINTENANCE, SERVICE AND ALTERATION**

Line Item	Description	Est. Qty. (1 Year)	Unit of Meas.	Unit Price	Total Price	Comments
<b>SECTION I - MAINTENANCE WORK - PRO-ACTIVE INSPECTIONS &amp; PREVENTATIVE MAINTENANCE - BUILDINGS &amp; GROUNDS DEPARTMENT</b>						
1	Material Cost for sum of service class A-A4 quantities outlined as follows: Unit Type 1, Service Class A, (HVAC (DX) Systems), Semi-Annual service (430 units x 2 per year x 1 year = 860) Unit Type 1, Service Class A1, (HVAC (DX) Systems), Semi-Annual service (378 units x 2 per year x 1 year = 756) Unit Type 1, Service Class A2, (HVAC (DX) Systems), Bi-Monthly service (53 units x 6 per year x 1 year = 318) Unit Type 1, Service Class A3, (HVAC (DX) Systems), Eight per year (10 units x 8 per year x 1 year = 80) Unit Type 1, Service Class A4, (HVAC (DX) Systems) for bldg. #29 ONLY, Twenty per year (2 units x 20 per year x 1 year = 40) Total Material Cost for service class A-A4: (860+756+318+80+40)	2,054	UNIT	\$5.00	\$10,270.00	

Introduced on: December 15, 2021

Adopted on: PROPOSAL DOCUMENT REPORT

Official Resolution#: 2021001732

BID - HEATING, VENTILATING & AIR CONDITIONING MAINTENANCE, SERVICE AND ALTERATION

PROPOSAL DOCUMENT REPORT

Bid No. TBD

HEATING, VENTILATING & AIR CONDITIONING MAINTENANCE, SERVICE AND ALTERATION

Line Item	Description	Est. Qty. (1 Year)	Unit of Meas.	Unit Price	Total Price	Comments
2	Material Cost for sum of service class B-B2 quantities outlined as follows: Unit Type 2, Service Class B, (HVAC (Chill water) Air Handlers), Semi-Annual service 36 units x 2 per year x 1 year = 72) Unit Type 2, Service Class B1, (HVAC (Chill water) Air Handlers), Semi-Annual service 28 units x 2 per year x 1 year = 56) Unit Type 2, Service Class B2, (HVAC (Chill water) Air Handlers), Monthly service (5 units x 12 mos. x 1 year = 60) Total Material Cost for service class B-B2: (72+56+60)	188	UNIT	\$2.00	\$376.00	
3	Unit Type 3, Service Class C, (Heat Pumps), Quarterly service - (26 units x 4 per year x 1 year)	104	UNIT	\$2.00	\$208.00	
4	Material Cost for sum of service class D-D1 quantities outlined as follows: Unit Type 4, Service Class D, (Fan Coil Units), Semi-Annual service (153 units x 2 per year x 1 year = 306) Unit Type 4, Service Class D1, (Fan Coil Units), Semi-Annual service (153 units x 2 per year x 1 year = 306) Total Material Cost for service class D-D1: (306+306)	612	UNIT	\$2.00	\$1,224.00	
5	Unit Type 5, Service Class E, (Electric Heaters), Annual service - (165 units x 1 per year x 1 year)	165	UNIT	\$1.00	\$165.00	
6	Unit Type 6, Service Class F, (Fans), Quarterly service (441 units x 4 per year x 1 year)	1,764	UNIT	\$2.00	\$3,528.00	
7	Unit Type 7, Service Class G (Window Air Conditioner Units), Semi-Annual service (91 units x 2 per year x 1 year)	182	UNIT	\$0.50	\$91.00	

Introduced on: ~~December 15, 2021~~

Adopted on: ~~December 15, 2021~~

Official Resolution: ~~2021001730~~

PROPOSAL DOCUMENT REPORT

Bid No. TBD

HEATING, VENTILATING & AIR CONDITIONING MAINTENANCE, SERVICE AND ALTERATION

Line Item	Description	Est. Qty. (1 Year)	Unit of Meas.	Unit Price	Total Price	Comments
✓ 8	Unit Type 8, Service Class H, (Electrostatic Precipitators), Monthly service - (8 units x 12 mos. x 1 year)	96	UNIT	\$0.50	\$48.00	
✓ 9	Unit Type 9, Service Class I, (Humidifiers/De Humidifiers), Bi-Monthly service - (3 units x 6 per year x 1 year)	18	UNIT	\$0.50	\$9.00	
✓ 10	Unit Type 10, Service Class J, (Computer Room A/C), Bi-monthly service - (25 units x 6 per year x 1 year)	150	UNIT	\$2.00	\$300.00	
✓ 11	Material Cost for sum of service class K-K1 quantities outlined as follows: Unit Type 11, Service Class K, (Lab hoods), Bi-Monthly service (4 units x 6 per year x 1 year = 24) Unit Type 11, Service Class K1, (Lab hoods), Bi-Monthly service (4 units x 6 per year x 1 year = 24) Total Material Cost for service class K-K1: (24+24)	48	UNIT	\$1.00	\$48.00	
✓ 12	Unit Type 12, Service Class L, (Terminal Unit Boxes), Quarterly service - (303 units x 4 per year x 1 year)	1,212	UNIT	\$1.00	\$1,212.00	
✓ 13	Unit Type 13, Service Class M, (Humidifier Canisters), Quarterly service - (14 units x 4 per year x 1 year)	56	UNIT	\$5.00	\$280.00	
✓ 14a	Regular Journeyman Hours	4,876	HR	\$73.00	\$355,948.00	
✓ 14b	Regular Helper Hours	3,148	HR	\$43.00	\$135,364.00	
<b>PARKS DEPARTMENT</b>						

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Adopted on: PROPOSAL DOCUMENT REPORT

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HEATING, VENTILATING & AIR CONDITIONING MAINTENANCE, SERVICE AND ALTERATION

PROPOSAL DOCUMENT REPORT

Bid No. TBD

HEATING, VENTILATING & AIR CONDITIONING MAINTENANCE, SERVICE AND ALTERATION

Line Item	Description	Est. Qty. (1 Year)	Unit of Meas.	Unit Price	Total Price	Comments
✓ 15	PREVENTATIVE MAINTENANCE MATERIAL COST Unit Type 1, Service Class A, (HVAC (DX) Systems), Service (8 units x 1 year) Must be completed by September 15th.	8	UNIT	\$1.00	\$8.00	
✓ 16	PREVENTATIVE MAINTENANCE LABOR COST Regular Journeyman Level Hours	40	HR	\$73.00	\$2,920.00	
✓ 17	PREVENTATIVE MAINTENANCE LABOR COST Regular Helper Level Hours	30	HR	\$0.00	\$0.00	
<b>LIBRARY SYSTEM</b>						
✓ 18	Unit Type 1, Service Class A, (HVAC (DX) Systems), Semi-Annual service (46 units x 2 per year)	92	UNIT	\$2.00	\$184.00	
✓ 19	Unit Type 1, Service Class A1, (HVAC (DX) Systems), Semi-Annual service (46 units x 2 per year)	92	UNIT	\$2.00	\$184.00	
✓ 20	Unit Type 2, Service Class B, (HVAC (Chill water) Air Handlers), Semi-Annual service - (29 units x 2 per year)	58	UNIT	\$2.00	\$116.00	
✓ 21	Unit Type 2, Service Class B1, (HVAC (Chill water) Air Handlers), Semi-Annual service - (29 units x 2 per year)	58	UNIT	\$2.00	\$116.00	
✓ 22	Unit Type 4, Service Class D, (Fan Coil Units), Semi-Annual service - (19 units x 2 per year)	38	UNIT	\$0.50	\$19.00	
✓ 23	Unit Type 4, Service Class D1, (Fan Coil Units), Semi-Annual service - (19 units x 2 per year)	38	UNIT	\$0.50	\$19.00	
✓ 24	Unit Type 5, Service Class E, (Electric Heaters), Annual service - (21 units x 1 per year)	21	UNIT	\$0.00	\$0.00	

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 December 15, 2021

PROPOSAL DOCUMENT REPORT

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HEATING, VENTILATING & AIR CONDITIONING MAINTENANCE, SERVICE AND ALTERATION

Line Item	Description	Est. Qty. (1 Year)	Unit of Meas.	Unit Price	Total Price	Comments
✓ 25	Unit Type 6, Service Class F, (Fans), Quarterly service - (65 units x 4 per year)	260	UNIT	\$0.50	\$130.00	
✓ 26	Unit Type 7, Service Class G, (Window Air Conditioner Units), Semi-Annual service - (1 unit x 2 per year)	2	UNIT	\$0.00	\$0.00	
✓ 27	Unit Type 10, Service Class J, (Computer Room A/C), Bi-monthly service - (2 units x 6 per year)	12	UNIT	\$1.50	\$18.00	
✓ 28	Unit Type 12, Service Class L, (Terminal Unit Boxes), Quarterly service - (73 units x 4 per year)	292	UNIT	\$0.50	\$146.00	
✓ 29a	Regular Mechanic Level Hours	617	HR	\$73.00	\$45,041.00	
✓ 29b	Regular Helper Level Hours	380	HR	\$43.00	\$16,340.00	
<b>SECTION II - AUTOMATIC TEMPERATURE CONTROL SYSTEMS (ATC) &amp; BUILDING AUTOMATION SYSTEMS (BAS) MAINTENANCE</b>						
✓ 30	Regular Control Technician Hours	200	EA	\$73.00	\$14,600.00	
✓ 31	Regular Controls Helper Hours	100	EA	\$43.00	\$4,300.00	
<b>SECTION III - MAINTENANCE WORK - LABOR RATE &amp; MATERIALS</b>						
✓ 32	Client Manager	40	HR	\$73.00	\$2,920.00	
✓ 33	Winterizing Chiller Loops price for Glycol Only (As Needed)	2,185	GAL	\$9.00	\$19,665.00	
✓ 34	Allowance for Manufacturer Technicians required for equipment and controls adjustments (direct charge, no contractor mark-ups shall be allowed)	1	LS	\$3,000.00	\$3,000.00	

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 BID HEATING, VENTILATING & AIR CONDITIONING MAINTENANCE, SERVICE AND ALTERATION



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Bid No. TBD

HEATING, VENTILATING & AIR CONDITIONING MAINTENANCE, SERVICE AND ALTERATION

Line Item	Description	Est. Qty. (1 Year)	Unit of Meas.	Unit Price	Total Price	Comments
<b>BUILDINGS AND GROUNDS - EMERGENCY REPAIRS</b>						
✓ 35	Regular Journeyman Level Mechanic Hours	3,000	HR	\$73.00	\$219,000.00	
✓ 36	Regular Helper Lever Mechanic Hours	500	HR	\$43.00	\$21,500.00	
✓ 37	Overtime Journeyman Level Mechanic Hours	200	HR	\$129.00	\$25,800.00	
✓ 38	Overtime Helper Level Mechanic Hours	50	HR	\$43.00	\$2,150.00	
✓ 39	Material Cost and Mark-Up. For bid purposes assume materials, other than preventative maintenance materials, at \$300,000.00 for the one year term. Calculate percentage of mark-up charges on parts/ materials by multiplying \$300,000.00 by your mark-up (YOU MUST INDICATE YOUR PERCENTAGE IN THE COMMENTS COLUMN) Example: (\$200,000.00 by 11% = 22,000.00) or \$200,000.00 by .11 = \$22,000.00 Write the LUMP SUM result as shown in the example above in the UNIT COST column: (\$300,000.00 x _____%) + \$300,000.00 =	1	LS	\$336,000.00	\$336,000.00	12%
<b>PARKS DEPARTMENT - EMERGENCY REPAIRS</b>						
✓ 40	Regular Journeyman Level Mechanic Hours	150	HR	\$73.00	\$10,950.00	
✓ 41	Regular Helper Level Mechanic Hours	75	HR	\$43.00	\$3,225.00	
✓ 42	Overtime Journeyman Level Mechanic Hours	40	HR	\$129.00	\$5,160.00	
✓ 43	Overtime Helper Level Mechanic Hours	10	HR	\$43.00	\$430.00	

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 BID - HEATING, VENTILATING & AIR CONDITIONING MAINTENANCE, SERVICE AND ALTERATION

PROPOSAL DOCUMENT REPORT

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HEATING, VENTILATING & AIR CONDITIONING MAINTENANCE, SERVICE AND ALTERATION

Line Item	Description	Est. Qty. (1 Year)	Unit of Meas.	Unit Price	Total Price	Comments
✓ 44	Material Cost and Mark-Up. For bid purposes assume materials, other than preventative maintenance materials, at \$25,000.00 for the one year term. Calculate percentage of mark-up charges on parts/ materials by multiplying \$25,000.00 by your mark-up (YOU MUST INDICATE YOUR PERCENTAGE IN THE COMMENTS COLUMN) Example: (\$25,000.00 by 11% = 2,750.00) or \$25,000.00 by .11 = \$2,750.00 Write the LUMP SUM result as shown in the example in the UNIT PRICE column. (\$25,000.00 x _____%) + \$25,000.00 =	1	LS	\$28,000.00	\$28,000.00	12%
<b>LIBRARY - EMERGENCY REPAIRS</b>						
✓ 45	Regular Journeyman Level Mechanic Hours	1,000	HR	\$73.00	\$73,000.00	
✓ 46	Regular Helper Level Mechanic Hours	500	HR	\$43.00	\$21,500.00	
✓ 47	Overtime Journeyman Level Mechanic Hours	100	HR	\$129.00	\$12,900.00	
✓ 48	Overtime Helper Level Mechanic Hours	25	HR	\$43.00	\$1,075.00	

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PROPOSAL DOCUMENT REPORT

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HEATING, VENTILATING & AIR CONDITIONING MAINTENANCE, SERVICE AND ALTERATION

Line Item	Description	Est. Qty. (1 Year)	Unit of Meas.	Unit Price	Total Price	Comments
✓ 49	Material Cost and Mark-Up. For bid purposes assume materials, other than preventative maintenance materials, at \$75,000.00 for the one year term. Calculate percentage of mark-up charges on parts/ materials by multiplying \$75,000.00 by your mark-up (YOU MUST INDICATE YOUR PERCENTAGE IN THE COMMENTS COLUMN) Example: (\$25,000.00 by 11% = 2,750.00) or \$25,000.00 by .11 = \$2,750.00 Write the LUMP SUM result as shown in the example in the UNIT PRICE column. (\$75,000.00 x _____%) + \$75,000.00 = Material Cost and Mark-Up. For bid purposes assume materials, other than preventative maintenance materials, at \$75,000.00 for the one year term. Calculate percentage of mark-up charges on parts/ materials by multiplying \$75,000.00 by your mark-up (show bid mark-up here) _____% Example: (\$75,000.00 by 11% = 8,250.00) or \$75,000.00 by .11 = \$8,250.00 Write the result as shown in the example above in the space provided at the right below. (\$75,000.00 x _____%) + \$75,000.00 =	1	LS	\$84,000.00	\$84,000.00	12%
<b>SECTION IV - ALTERATION WORK - LABOR RATE &amp; MATERIALS - ELECTRICIAN</b>						
✓ 50a	Journeyman's Rate - Regular Work Hours	110	HR	\$73.00	\$8,030.00	
✓ 50b	Journeyman's Rate - Overtime Hours	10	HR	\$73.00	\$730.00	
✓ 50c	Helper's Rate - Regular Work Hours	10	HR	\$43.00	\$430.00	
✓ 50d	Helper's Rate - Overtime Hours	10	HR	\$43.00	\$430.00	
<b>PIPEFITTER</b>						

Introduced on: December 15, 2021

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Official Resolution#: 2021001732 HEATING, VENTILATING & AIR CONDITIONING MAINTENANCE, SERVICE AND ALTERATION

PROPOSAL DOCUMENT REPORT

Bid No. TBD

HEATING, VENTILATING & AIR CONDITIONING MAINTENANCE, SERVICE AND ALTERATION

Line Item	Description	Est. Qty. (1 Year)	Unit of Meas.	Unit Price	Total Price	Comments
✓ 51a	Journeyman's Rate - Regular Work Hours	100	HR	\$73.00	\$7,300.00	
✓ 51b	Journeyman's Rate - Overtime Hours	10	HR	\$73.00	\$730.00	
✓ 51c	Helpers's Rate - Regular Hours	10	HR	\$43.00	\$430.00	
✓ 51d	Helper's Rate - Overtime Hours	10	HR	\$43.00	\$430.00	
<b>SHEETMETAL</b>						
✓ 52a	Journeyman's Rate - Regular Work Hours	350	HR	\$73.00	\$25,550.00	
✓ 52b	Journeyman's Rate - Overtime Hours	10	HR	\$73.00	\$730.00	
✓ 52c	Helper's Rate - Regular Hours	10	HR	\$43.00	\$430.00	
✓ 52d	Helper's Rate - Overtime Hours	10	HR	\$43.00	\$430.00	
<b>MECHANICAL INSULATION INSTALLER</b>						
✓ 53a	Journeyman's Rate - Regular Work Hours	25	HR	\$73.00	\$1,825.00	
✓ 53b	Journeyman's Rate - Overtime Hours	20	HR	\$73.00	\$1,460.00	
✓ 53c	Helper's Rate - Regular Hours	10	HR	\$43.00	\$430.00	
✓ 53d	Helper's Rate - Overtime Hours	10	HR	\$43.00	\$430.00	
<b>HVAC MECHANICAL INSTALLER</b>						
✓ 54a	Journeyman's Rate - Regular Work Hours	200	HR	\$73.00	\$14,600.00	

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Line Item	Description	Est. Qty. (1 Year)	Unit of Meas.	Unit Price	Total Price	Comments
✓ 54b	Journeyman's Rate - Overtime Hours	10	HR	\$129.00	\$1,290.00	
✓ 54c	Helper's Rate - Regular Hours	10	HR	\$43.00	\$430.00	
✓ 54d	Helper's Rate - Overtime Hours	10	HR	\$43.00	\$430.00	
<b>PLUMBER</b>						
✓ 55a	Journeyman's Rate - Regular Work Hours	20	HR	\$73.00	\$1,460.00	
✓ 55b	Journeyman's Rate - Overtime Hours	10	HR	\$73.00	\$730.00	
✓ 55c	Helper's Rate - Regular Hours	10	HR	\$43.00	\$430.00	
✓ 55d	Helper's Rate - Overtime Hours	10	HR	\$43.00	\$430.00	
<b>WELDER</b>						
✓ 56a	Journeyman's Rate - Regular Work Hours	10	HR	\$73.00	\$730.00	
✓ 56b	Journeyman's Rate - Overtime Hours	10	HR	\$73.00	\$730.00	
✓ 56c	Helper's Rate - Regular Hours	10	HR	\$43.00	\$430.00	
✓ 56d	Helper's Rate - Overtime Hours	10	HR	\$43.00	\$430.00	

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Line Item	Description	Est. Qty. (1 Year)	Unit of Meas.	Unit Price	Total Price	Comments
57	Material Cost and Mark-Up. For bid purposes assume materials, other than preventative maintenance materials, at \$60,000.00 for the one year term. Calculate percentage of mark-up charges on parts/ materials by multiplying \$60,000.00 by your mark-up (YOU MUST INDICATE YOUR PERCENTAGE IN THE COMMENTS COLUMN) Example: (\$55,000.00 by 11% = 6,050.00) or \$55,000.00 by .11 = \$6,050.00.00 Write the LUMP SUM result as shown in the example above in the UNIT PRICE column: (60,000.00 x _____%) + \$60,000.00 =	1	LS	\$67,200.00	\$67,200.00	12%
<b>TOTAL</b>						<b>\$1,602,602.00</b>

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HEATING, VENTILATING & AIR CONDITIONING MAINTENANCE, SERVICE AND ALTERATION