



Request for Vendor Contract Update

Pursuant to the terms of your awarded vendor contract, all vendors must notify and receive approval from Region 4/OMNIA Partners, Public Sector when there is an update in the contract. No request will be officially approved without the prior authorization of Region 4. Region 4 reserves the right to accept or reject any request.

Daikin Applied hereby provides notice of the following update to Contract number: R200401 for HVAC Equipment, Installation, Service and Related Products on this date March 1, 2022.

Instructions: Vendors must check all that may apply and shall provide supporting documentation. Place your initials next to each item to confirm that documents are indeed included. Request received without supporting documentation will be returned. Be sure to sign prior to submitting your update for approval. **This form is not intended for use if there is a material change in operations, which may adversely affect members, i.e. assignment, bankruptcy, change of ownership, merger, etc. Please contact a member of the OMNIA Partners Contracting Team to request a "Notice of Material Change to Vendor Contract" form.**

☐ **Authorized Distributors/Dealers**

_____ Addition

_____ Deletion

_____ Supporting Documentation

Products/Services

_____ New Addition

_____ Update Only

_____ Supporting Documentation

☐ **States/Territories**

_____ Supporting Documentation

☒ **Price Update**

☒ Supporting Documentation

☐ **Discontinued Products/Services**

_____ Supporting Documentation

☐ **Other** _____

_____ Supporting Documentation

Notes: Vendor may include other notes regarding the contract update here: (attach another page if necessary).

Daikin Applied requests to increase labor and equipment pricing on the attached pricing documents. Due to the rising costs associated with the pandemic, supply chain, and logistic challenges, Daikin is requesting an increase that will be reassessed in December, 2022. Daikin has been able to maintain labor pricing since the beginning of the contract (2020) and is requesting a 3% increase. But for pricing related to equipment, that has been impacted more by the pandemic, Daikin will either submit a new update prior to Dec 31, 2020 for Region IV's approval to maintain or change pricing, otherwise pricing will be reverted to today's equipment pricing.

Submitted By: Duane Rothstein

Title: Vertical Market Manager, Government

Contact Number: R200401

Email Address: duane.rothstein@daikinapplied.com

☐ **Approved Date** 3.7.2023

☐ **Denied Date** N/A

DocuSigned by:
Region 4 ESC Robert Zingelmann
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Contract # R200401
OMNIA Labor Rates (\$/hr)



Region	SC	SE	SC	SE	West	CANE	SE	SE	NC	NC	NC
Labor Classification	Albuquerque	Atlanta	Austin Center	Birmingham	Boise	Boston	Charlotte	Knoxville	Chicago	Cincinnati	Cleveland
Per Diem Rate (per day per person Continental U.S.)	\$ 305.04	\$ 235.32	\$ 261.46	\$ 160.36	\$ 305.04	\$ 435.77	\$ 305.04	\$ 261.46	\$ 174.31	\$ 261.46	\$ 261.46
Architectural	\$ 331.18	\$ 488.06	\$ 479.35	\$ 488.06	\$ 261.46	\$ 610.08	\$ 348.62	\$ 435.77	\$ 209.17	\$ 479.35	\$ 348.62
Asbestos Worker	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Boilermaker	\$ 190.00	\$ 194.35	\$ 209.17	\$ 194.35	\$ 148.16	\$ 235.32	\$ 170.82	\$ 165.59	\$ 254.49	\$ 149.90	\$ 140.49
Bricklayers; Masons	\$ 115.04	\$ 148.16	\$ 132.47	\$ 148.16	\$ 95.87	\$ 130.73	\$ 128.99	\$ 130.73	\$ 113.30	\$ 132.47	\$ 111.85
Carpenter/Case worker	\$ 122.03	\$ 153.39	\$ 127.24	\$ 153.39	\$ 95.87	\$ 113.30	\$ 123.76	\$ 122.02	\$ 217.88	\$ 127.24	\$ 114.61
Carpet Layers/Floor Installer	\$ 90.85	\$ 118.53	\$ 115.04	\$ 118.53	\$ 69.72	\$ 78.44	\$ 111.56	\$ 122.02	\$ 156.88	\$ 115.04	\$ 105.89
Delivery personnel	\$ 69.72	\$ 122.02	\$ 104.58	\$ 122.02	\$ 61.01	\$ 104.58	\$ 104.58	\$ 104.58	\$ 190.00	\$ 104.58	\$ 104.58
Drafting	\$ 235.32	\$ 418.34	\$ 409.62	\$ 418.34	\$ 69.72	\$ 313.75	\$ 252.75	\$ 174.31	\$ 191.74	\$ 418.34	\$ 114.61
Drywall Installers; Ceiling Installers	\$ 100.89	\$ 139.45	\$ 134.22	\$ 139.45	\$ 104.58	\$ 95.87	\$ 135.96	\$ 130.73	\$ 188.25	\$ 134.22	\$ 107.41
Electricians	\$ 161.06	\$ 165.59	\$ 158.62	\$ 165.59	\$ 209.17	\$ 278.89	\$ 186.51	\$ 183.02	\$ 209.17	\$ 158.62	\$ 132.04
Elevator Mechanics	\$ 627.51	\$ 230.09	\$ 252.75	\$ 230.09	\$ 226.60	\$ 409.62	\$ 191.74	\$ 174.31	\$ 235.32	\$ 366.05	\$ 184.33
Engineering Design	\$ 313.75	\$ 479.35	\$ 467.14	\$ 479.35	\$ 278.89	\$ 435.77	\$ 244.03	\$ 305.04	\$ 313.75	\$ 467.14	\$ 287.61
Energy Engineer	\$ 296.32	\$ 210.91	\$ 261.46	\$ 210.91	\$ 156.88	\$ 313.75	\$ 244.03	\$ 305.04	\$ 261.46	\$ 217.88	\$ 217.88
Glaziers	\$ 87.15	\$ 148.16	\$ 127.24	\$ 148.16	\$ 95.87	\$ 113.30	\$ 134.22	\$ 130.73	\$ 172.56	\$ 127.24	\$ 114.21
Heavy Equipment Operators	\$ 222.26	\$ 146.42	\$ 115.04	\$ 146.42	\$ 104.58	\$ 156.88	\$ 122.02	\$ 130.73	\$ 261.46	\$ 115.04	\$ 148.16
Helper	\$ 59.26	\$ 104.58	\$ 104.58	\$ 104.58	\$ 87.15	\$ 78.44	\$ 102.84	\$ 104.58	\$ 148.16	\$ 104.58	\$ 104.58
HVAC Helper (CAT 3)	\$ 120.51	\$ 109.18	\$ 132.87	\$ 106.09	\$ 135.96	\$ 182.31	\$ 94.76	\$ 92.70	\$ 155.53	\$ 116.39	\$ 118.45
HVAC Light Commercial (CAT 2)	\$ 121.54	\$ 122.57	\$ 132.87	\$ 122.57	\$ 135.96	\$ 192.61	\$ 125.66	\$ 114.33	\$ 178.19	\$ 129.78	\$ 128.75
HVAC Commercial A/C Technician (CAT 1)	\$ 146.26	\$ 153.47	\$ 164.80	\$ 153.47	\$ 177.16	\$ 213.21	\$ 153.47	\$ 142.14	\$ 193.64	\$ 172.01	\$ 154.50
HVAC Field Supervisor (CAT 4)	\$ 174.07	\$ 185.40	\$ 185.40	\$ 185.40	\$ 259.56	\$ 235.87	\$ 185.40	\$ 176.13	\$ 203.94	\$ 208.06	\$ 200.85
HVAC Refrigeration technician	\$ 181.28	\$ 228.34	\$ 252.75	\$ 228.34	\$ 150.54	\$ 270.18	\$ 237.06	\$ 217.88	\$ 256.23	\$ 252.75	\$ 252.75
HVAC Duct installer	\$ 153.39	\$ 228.34	\$ 137.70	\$ 228.34	\$ 150.54	\$ 270.18	\$ 139.45	\$ 174.31	\$ 219.63	\$ 142.93	\$ 137.27
HVAC Filter technician	\$ 74.78	\$ 165.59	\$ 109.81	\$ 165.59	\$ 113.30	\$ 257.98	\$ 108.07	\$ 130.73	\$ 176.05	\$ 109.81	\$ 109.81
HVAC Building Automation Technician	\$ 223.11	\$ 228.34	\$ 226.60	\$ 228.34	\$ 150.54	\$ 270.18	\$ 217.88	\$ 226.60	\$ 256.23	\$ 226.60	\$ 226.60
Infrared Technician	\$ 189.19	\$ 244.03	\$ 226.60	\$ 244.03	\$ 165.59	\$ 287.61	\$ 163.85	\$ 217.88	\$ 191.74	\$ 226.60	\$ 200.45
Insulators	\$ 97.96	\$ 174.31	\$ 165.59	\$ 174.31	\$ 130.73	\$ 169.08	\$ 135.96	\$ 156.88	\$ 172.56	\$ 165.59	\$ 129.89
Ironworkers	\$ 148.98	\$ 174.31	\$ 165.59	\$ 174.31	\$ 148.16	\$ 209.17	\$ 160.36	\$ 174.31	\$ 261.46	\$ 165.59	\$ 126.81
Laborers	\$ 66.62	\$ 127.24	\$ 104.58	\$ 127.24	\$ 87.15	\$ 104.58	\$ 99.36	\$ 104.58	\$ 209.17	\$ 104.58	\$ 97.18
Lathers	\$ 66.24	\$ 128.99	\$ 120.27	\$ 128.99	\$ 104.58	\$ 174.31	\$ 116.79	\$ 125.50	\$ 191.74	\$ 120.27	\$ 103.28
Light Equipment Operators	\$ 97.61	\$ 116.79	\$ 104.58	\$ 116.79	\$ 95.87	\$ 113.30	\$ 102.84	\$ 122.02	\$ 167.34	\$ 104.58	\$ 142.93
Metal Building Assembler	\$ 92.59	\$ 148.16	\$ 137.70	\$ 148.16	\$ 104.58	\$ 174.31	\$ 141.19	\$ 139.45	\$ 191.74	\$ 137.70	\$ 137.70
Millwrights	\$ 92.38	\$ 348.62	\$ 329.44	\$ 348.62	\$ 148.16	\$ 557.78	\$ 144.68	\$ 261.46	\$ 191.74	\$ 329.44	\$ 134.95
Operating Engineer	\$ 160.36	\$ 359.07	\$ 252.75	\$ 359.07	\$ 130.73	\$ 139.45	\$ 158.62	\$ 156.88	\$ 209.17	\$ 200.45	\$ 200.45
Painters/Wall Covering Installers	\$ 78.44	\$ 127.24	\$ 120.27	\$ 127.24	\$ 95.87	\$ 95.87	\$ 118.53	\$ 122.02	\$ 148.16	\$ 120.27	\$ 103.28
Pipefitters	\$ 153.39	\$ 184.77	\$ 149.90	\$ 184.77	\$ 150.54	\$ 174.31	\$ 148.16	\$ 200.45	\$ 266.69	\$ 149.90	\$ 140.49
Plasterers	\$ 73.21	\$ 132.47	\$ 127.24	\$ 132.47	\$ 113.30	\$ 130.73	\$ 128.99	\$ 130.73	\$ 165.59	\$ 127.24	\$ 103.28
Plumbers	\$ 156.88	\$ 209.17	\$ 149.90	\$ 209.17	\$ 150.54	\$ 278.89	\$ 151.65	\$ 174.31	\$ 217.88	\$ 149.90	\$ 135.12
Project Manager	\$ 129.51	\$ 209.17	\$ 177.79	\$ 209.17	\$ 150.54	\$ 174.31	\$ 183.02	\$ 217.88	\$ 284.12	\$ 177.79	\$ 235.32
Project Administrator	\$ 83.67	\$ 139.45	\$ 135.96	\$ 139.45	\$ 113.30	\$ 130.73	\$ 155.13	\$ 137.70	\$ 165.59	\$ 135.96	\$ 235.32
Project Engineering	\$ 313.75	\$ 418.34	\$ 409.62	\$ 418.34	\$ 217.88	\$ 435.77	\$ 322.47	\$ 366.05	\$ 305.04	\$ 409.62	\$ 217.88
Refrigeration Technician	\$ 181.28	\$ 217.88	\$ 209.17	\$ 217.88	\$ 150.54	\$ 270.18	\$ 203.94	\$ 209.17	\$ 256.23	\$ 209.17	\$ 217.88
Refrigeration Supervisor	\$ 209.17	\$ 261.46	\$ 252.75	\$ 261.46	\$ 150.54	\$ 366.05	\$ 223.11	\$ 252.75	\$ 285.86	\$ 252.75	\$ 252.75
Roofers	\$ 78.44	\$ 125.50	\$ 115.04	\$ 125.50	\$ 113.30	\$ 139.45	\$ 118.53	\$ 130.73	\$ 191.74	\$ 122.02	\$ 119.84
Sheet Metal Workers	\$ 160.36	\$ 209.17	\$ 149.90	\$ 209.17	\$ 150.54	\$ 270.18	\$ 141.19	\$ 165.59	\$ 268.43	\$ 149.90	\$ 137.27
Sprinkler Fitters	\$ 123.76	\$ 156.88	\$ 149.90	\$ 156.88	\$ 165.59	\$ 261.46	\$ 153.39	\$ 165.59	\$ 261.46	\$ 149.90	\$ 135.52
Terrazzo Workers	\$ 101.10	\$ 139.45	\$ 122.02	\$ 139.45	\$ 113.30	\$ 139.45	\$ 123.76	\$ 122.02	\$ 191.74	\$ 122.02	\$ 125.07
Test & Balance Technician	\$ 170.82	\$ 244.03	\$ 209.17	\$ 244.03	\$ 148.16	\$ 238.80	\$ 200.45	\$ 209.17	\$ 226.60	\$ 209.17	\$ 200.89
Tile Setters	\$ 73.21	\$ 122.02	\$ 115.04	\$ 122.02	\$ 95.87	\$ 113.30	\$ 116.79	\$ 122.02	\$ 165.59	\$ 115.04	\$ 108.51
Water proofers/Caulkers	\$ 62.75	\$ 130.73	\$ 115.04	\$ 130.73	\$ 104.58	\$ 115.04	\$ 111.56	\$ 122.02	\$ 148.16	\$ 115.04	\$ 126.65
Water Treatment Technician	\$ 156.88	\$ 156.88	\$ 148.16	\$ 156.88	\$ 78.44	\$ 195.22	\$ 153.39	\$ 148.16	\$ 191.74	\$ 148.16	\$ 122.92
Per Diem Rate (per day per person Alaska)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Per Diem Rate (per day per person Hawaii)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



Contract # R200401
OMNIA Labor Rates (\$/hr)



Region	SE	NC	SC	CANE	West	NC	NC	SE	NC	West	SE	SE
Labor Classification	Columbia	Columbus	Dallas	Danbury	Denver	Detroit	Des Moines	Disney	Fargo	Fresno	Ft. Myers	Greensboro
Per Diem Rate (per day per person Continental U.S.)	\$ 305.04	\$ 261.46	\$ 261.46	\$ 285.23	\$ 305.04	\$ 348.62	\$ 261.46	\$ 427.05	\$ 97.61	\$ 261.46	\$ 261.46	\$ 261.46
Architectural	\$ 348.62	\$ 479.35	\$ 479.35	\$ 383.48	\$ 331.18	\$ 217.88	\$ 479.35	\$ 278.89	\$ 217.88	\$ 278.89	\$ 470.63	\$ 479.35
Asbestos Worker	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Boilermaker	\$ 170.82	\$ 149.90	\$ 209.17	\$ 210.04	\$ 191.74	\$ 156.88	\$ 235.32	\$ 183.02	\$ 209.17	\$ 256.23	\$ 174.31	\$ 261.46
Bricklayers; Masons	\$ 128.99	\$ 132.47	\$ 139.45	\$ 217.88	\$ 118.53	\$ 155.13	\$ 132.47	\$ 174.31	\$ 92.38	\$ 205.68	\$ 130.73	\$ 148.16
Carpenter/Case worker	\$ 123.76	\$ 127.24	\$ 130.73	\$ 186.51	\$ 118.53	\$ 188.25	\$ 127.24	\$ 95.87	\$ 148.16	\$ 237.93	\$ 125.50	\$ 148.16
Carpet Layers/Floor Installer	\$ 111.56	\$ 115.04	\$ 122.02	\$ 186.51	\$ 95.87	\$ 146.42	\$ 115.04	\$ 148.16	\$ 122.02	\$ 175.70	\$ 108.07	\$ 113.30
Delivery personnel	\$ 104.58	\$ 104.58	\$ 113.30	\$ 209.17	\$ 66.24	\$ 125.50	\$ 104.58	\$ 122.02	\$ 174.31	\$ 174.31	\$ 87.15	\$ 113.30
Drafting	\$ 252.75	\$ 418.34	\$ 418.34	\$ 244.03	\$ 244.03	\$ 130.73	\$ 409.62	\$ 139.45	\$ 142.93	\$ 278.89	\$ 390.45	\$ 427.05
Drywall Installers; Ceiling Installers	\$ 135.96	\$ 134.22	\$ 130.73	\$ 186.51	\$ 97.61	\$ 130.73	\$ 134.22	\$ 139.45	\$ 130.73	\$ 226.95	\$ 130.73	\$ 148.16
Electricians	\$ 186.51	\$ 158.62	\$ 165.59	\$ 316.37	\$ 191.74	\$ 183.02	\$ 158.62	\$ 122.02	\$ 183.02	\$ 197.66	\$ 156.88	\$ 165.59
Elevator Mechanics	\$ 191.74	\$ 366.05	\$ 252.75	\$ 268.43	\$ 372.38	\$ 165.59	\$ 252.75	\$ 610.08	\$ 183.02	\$ 321.42	\$ 209.17	\$ 209.17
Engineering Design	\$ 244.03	\$ 467.14	\$ 470.63	\$ 331.18	\$ 313.75	\$ 235.32	\$ 467.14	\$ 278.89	\$ 305.04	\$ 278.89	\$ 470.63	\$ 479.35
Energy Engineer	\$ 244.03	\$ 217.88	\$ 287.61	\$ 331.18	\$ 287.61	\$ 235.32	\$ 244.03	\$ 278.89	\$ 244.03	\$ 278.89	\$ 235.32	\$ 479.35
Glaziers	\$ 134.22	\$ 127.24	\$ 130.73	\$ 185.22	\$ 87.15	\$ 141.19	\$ 127.24	\$ 130.73	\$ 130.73	\$ 201.33	\$ 122.02	\$ 148.16
Heavy Equipment Operators	\$ 122.02	\$ 115.04	\$ 118.53	\$ 209.17	\$ 195.22	\$ 193.48	\$ 115.04	\$ 217.88	\$ 148.16	\$ 230.61	\$ 113.30	\$ 122.02
Helper	\$ 102.84	\$ 104.58	\$ 113.30	\$ 156.88	\$ 78.44	\$ 130.73	\$ 104.58	\$ 95.87	\$ 113.30	\$ 174.31	\$ 95.87	\$ 113.30
HVAC Helper (CAT 3)	\$ 118.45	\$ 113.30	\$ 118.45	\$ 172.01	\$ 133.90	\$ 138.02	\$ 112.27	\$ 108.15	\$ 123.60	\$ 159.65	\$ 104.03	\$ 107.12
HVAC Light Commercial (CAT 2)	\$ 139.05	\$ 130.81	\$ 140.08	\$ 196.73	\$ 135.96	\$ 138.02	\$ 132.87	\$ 147.29	\$ 141.11	\$ 169.95	\$ 116.39	\$ 136.99
HVAC Commercial A/C Technician (CAT 1)	\$ 159.65	\$ 173.04	\$ 175.10	\$ 217.33	\$ 179.22	\$ 191.58	\$ 153.47	\$ 150.38	\$ 159.65	\$ 190.55	\$ 148.32	\$ 158.62
HVAC Field Supervisor (CAT 4)	\$ 187.46	\$ 203.94	\$ 206.00	\$ 238.96	\$ 203.94	\$ 229.69	\$ 184.37	\$ 180.25	\$ 189.52	\$ 296.64	\$ 192.61	\$ 202.91
HVAC Refrigeration technician	\$ 231.83	\$ 252.75	\$ 252.75	\$ 266.69	\$ 226.60	\$ 200.45	\$ 252.75	\$ 156.88	\$ 214.40	\$ 268.43	\$ 240.54	\$ 252.75
HVAC Duct installer	\$ 139.45	\$ 142.93	\$ 148.16	\$ 266.69	\$ 166.61	\$ 183.02	\$ 137.70	\$ 122.02	\$ 237.06	\$ 240.54	\$ 142.93	\$ 139.45
HVAC Filter technician	\$ 108.07	\$ 109.81	\$ 139.45	\$ 266.69	\$ 193.32	\$ 153.39	\$ 109.81	\$ 113.30	\$ 193.48	\$ 240.54	\$ 95.87	\$ 113.30
HVAC Building Automation Technician	\$ 217.88	\$ 226.60	\$ 270.18	\$ 296.32	\$ 258.29	\$ 223.11	\$ 226.60	\$ 270.18	\$ 237.06	\$ 240.54	\$ 244.03	\$ 252.75
Infrared Technician	\$ 163.85	\$ 226.60	\$ 244.03	\$ 296.32	\$ 160.36	\$ 217.88	\$ 226.60	\$ 244.03	\$ 139.45	\$ 175.70	\$ 233.57	\$ 235.32
Insulators	\$ 135.96	\$ 165.59	\$ 170.82	\$ 225.10	\$ 95.87	\$ 177.79	\$ 165.59	\$ 90.64	\$ 148.16	\$ 230.61	\$ 170.82	\$ 165.59
Ironworkers	\$ 160.36	\$ 165.59	\$ 165.59	\$ 223.85	\$ 183.02	\$ 205.68	\$ 165.59	\$ 209.17	\$ 237.06	\$ 194.00	\$ 170.82	\$ 165.59
Laborers	\$ 99.36	\$ 104.58	\$ 113.30	\$ 156.35	\$ 61.01	\$ 132.47	\$ 104.58	\$ 95.87	\$ 181.28	\$ 172.04	\$ 95.87	\$ 113.30
Lathers	\$ 116.79	\$ 120.27	\$ 120.27	\$ 186.51	\$ 87.15	\$ 165.59	\$ 120.27	\$ 165.59	\$ 148.16	\$ 226.95	\$ 120.27	\$ 122.02
Light Equipment Operators	\$ 102.84	\$ 104.58	\$ 113.30	\$ 209.17	\$ 113.30	\$ 165.59	\$ 104.58	\$ 165.59	\$ 135.96	\$ 226.60	\$ 113.30	\$ 113.30
Metal Building Assembler	\$ 141.19	\$ 137.70	\$ 139.45	\$ 296.32	\$ 118.53	\$ 153.39	\$ 137.70	\$ 191.74	\$ 148.16	\$ 261.46	\$ 139.45	\$ 139.45
Millwrights	\$ 144.68	\$ 329.44	\$ 348.62	\$ 189.47	\$ 139.45	\$ 160.36	\$ 329.44	\$ 165.59	\$ 156.88	\$ 237.93	\$ 322.47	\$ 331.18
Operating Engineer	\$ 158.62	\$ 200.45	\$ 252.75	\$ 261.46	\$ 160.36	\$ 163.85	\$ 200.45	\$ 174.31	\$ 200.45	\$ 240.54	\$ 163.85	\$ 127.24
Painters/Wall Covering Installers	\$ 118.53	\$ 120.27	\$ 125.50	\$ 183.27	\$ 113.30	\$ 128.99	\$ 120.27	\$ 113.30	\$ 95.87	\$ 157.40	\$ 104.58	\$ 130.73
Pipefitters	\$ 148.16	\$ 149.90	\$ 170.82	\$ 234.03	\$ 183.02	\$ 195.22	\$ 149.90	\$ 156.88	\$ 237.06	\$ 217.88	\$ 139.45	\$ 156.88
Plasterers	\$ 128.99	\$ 127.24	\$ 148.16	\$ 209.17	\$ 95.87	\$ 132.47	\$ 127.24	\$ 139.45	\$ 104.58	\$ 186.51	\$ 122.02	\$ 130.73
Plumbers	\$ 151.65	\$ 149.90	\$ 160.36	\$ 234.03	\$ 183.02	\$ 190.00	\$ 149.90	\$ 209.17	\$ 191.74	\$ 234.27	\$ 148.16	\$ 165.59
Project Manager	\$ 183.02	\$ 177.79	\$ 226.60	\$ 296.32	\$ 148.16	\$ 235.32	\$ 177.79	\$ 261.46	\$ 278.89	\$ 278.89	\$ 183.02	\$ 191.74
Project Administrator	\$ 155.13	\$ 135.96	\$ 148.16	\$ 296.32	\$ 95.87	\$ 305.04	\$ 135.96	\$ 156.88	\$ 130.73	\$ 174.31	\$ 139.45	\$ 148.16
Project Engineering	\$ 322.47	\$ 409.62	\$ 435.77	\$ 348.62	\$ 296.32	\$ 217.88	\$ 409.62	\$ 261.46	\$ 296.32	\$ 278.89	\$ 392.19	\$ 418.34
Refrigeration Technician	\$ 203.94	\$ 209.17	\$ 252.75	\$ 296.32	\$ 227.39	\$ 200.45	\$ 209.17	\$ 183.02	\$ 237.06	\$ 240.54	\$ 240.54	\$ 252.75
Refrigeration Supervisor	\$ 223.11	\$ 252.75	\$ 287.61	\$ 370.40	\$ 301.08	\$ 251.00	\$ 252.75	\$ 244.03	\$ 237.06	\$ 268.43	\$ 252.75	\$ 287.61
Roofers	\$ 118.53	\$ 122.02	\$ 120.27	\$ 183.89	\$ 95.87	\$ 142.93	\$ 115.04	\$ 122.02	\$ 156.88	\$ 142.76	\$ 104.58	\$ 139.45
Sheet Metal Workers	\$ 141.19	\$ 149.90	\$ 155.13	\$ 269.34	\$ 167.34	\$ 181.28	\$ 149.90	\$ 191.74	\$ 237.06	\$ 245.25	\$ 148.16	\$ 156.88
Sprinkler Fitters	\$ 153.39	\$ 149.90	\$ 155.13	\$ 197.42	\$ 180.65	\$ 188.25	\$ 149.90	\$ 104.58	\$ 148.16	\$ 190.34	\$ 148.16	\$ 156.88
Terrazzo Workers	\$ 123.76	\$ 122.02	\$ 130.73	\$ 188.39	\$ 113.30	\$ 146.42	\$ 122.02	\$ 125.50	\$ 111.56	\$ 238.80	\$ 113.30	\$ 139.45
Test & Balance Technician	\$ 200.45	\$ 209.17	\$ 226.60	\$ 296.32	\$ 199.66	\$ 195.22	\$ 209.17	\$ 261.46	\$ 205.68	\$ 240.54	\$ 183.02	\$ 226.60
Tile Setters	\$ 116.79	\$ 115.04	\$ 120.27	\$ 202.06	\$ 95.87	\$ 146.42	\$ 115.04	\$ 125.50	\$ 130.73	\$ 157.40	\$ 118.53	\$ 122.02
Water proofers/Caulkers	\$ 111.56	\$ 115.04	\$ 120.27	\$ 178.67	\$ 78.44	\$ 153.39	\$ 115.04	\$ 113.30	\$ 92.38	\$ 174.31	\$ 118.53	\$ 122.02
Water Treatment Technician	\$ 153.39	\$ 148.16	\$ 163.85	\$ 296.32	\$ 148.16	\$ 162.11	\$ 148.16	\$ 183.02	\$ 156.88	\$ 240.54	\$ 139.45	\$ 156.88
Per Diem Rate (per day per person Alaska)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Per Diem Rate (per day per person Hawaii)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



Contract # R200401
OMNIA Labor Rates (\$/hr)



Region	SC	NC	SE	SC	SE	NC	SC	West	NC	SE	NC
Labor Classification	Houston	Indianapolis	Jackson	Kansas City	Knoxville	Lincoln	Little Rock	Los Angeles	Louisville	Memphis	Minneapolis
Per Diem Rate (per day per person Continental U.S.)	\$ 261.46	\$ 348.62	\$ 261.46	\$ 261.46	\$ 261.46	\$ 261.46	\$ 261.46	\$ 348.62	\$ 261.46	\$ 261.46	\$ 123.76
Architectural	\$ 479.35	\$ 305.04	\$ 479.35	\$ 392.19	\$ 435.77	\$ 479.35	\$ 479.35	\$ 305.04	\$ 479.35	\$ 479.35	\$ 209.17
Asbestos Worker	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Boilermaker	\$ 209.17	\$ 172.56	\$ 165.59	\$ 200.45	\$ 165.59	\$ 235.32	\$ 209.17	\$ 213.53	\$ 149.90	\$ 209.17	\$ 235.32
Bricklayers; Masons	\$ 139.45	\$ 118.53	\$ 132.47	\$ 130.73	\$ 130.73	\$ 132.47	\$ 132.47	\$ 158.62	\$ 132.47	\$ 132.47	\$ 92.38
Carpenter/Case worker	\$ 130.73	\$ 176.05	\$ 127.24	\$ 122.02	\$ 122.02	\$ 127.24	\$ 127.24	\$ 149.47	\$ 127.24	\$ 127.24	\$ 156.88
Carpet Layers/Floor Installer	\$ 122.02	\$ 115.04	\$ 115.04	\$ 122.02	\$ 122.02	\$ 115.04	\$ 115.04	\$ 149.47	\$ 115.04	\$ 115.04	\$ 130.73
Delivery personnel	\$ 113.30	\$ 104.58	\$ 104.58	\$ 104.58	\$ 104.58	\$ 104.58	\$ 104.58	\$ 212.66	\$ 104.58	\$ 104.58	\$ 244.03
Drafting	\$ 418.34	\$ 130.73	\$ 409.62	\$ 235.32	\$ 174.31	\$ 409.62	\$ 409.62	\$ 148.16	\$ 418.34	\$ 409.62	\$ 156.88
Drywall Installers; Ceiling Installers	\$ 130.73	\$ 128.99	\$ 134.22	\$ 130.73	\$ 130.73	\$ 134.22	\$ 134.22	\$ 149.47	\$ 134.22	\$ 134.22	\$ 153.39
Electricians	\$ 165.59	\$ 148.16	\$ 158.62	\$ 200.45	\$ 183.02	\$ 158.62	\$ 158.62	\$ 244.03	\$ 158.62	\$ 158.62	\$ 191.74
Elevator Mechanics	\$ 252.75	\$ 210.91	\$ 174.31	\$ 244.03	\$ 174.31	\$ 252.75	\$ 252.75	\$ 237.93	\$ 366.05	\$ 252.75	\$ 252.75
Engineering Design	\$ 470.63	\$ 261.46	\$ 467.14	\$ 392.19	\$ 305.04	\$ 467.14	\$ 467.14	\$ 217.88	\$ 467.14	\$ 467.14	\$ 313.75
Energy Engineer	\$ 287.61	\$ 217.88	\$ 305.04	\$ 392.19	\$ 305.04	\$ 244.03	\$ 287.61	\$ 305.04	\$ 217.88	\$ 287.61	\$ 244.03
Glaziers	\$ 130.73	\$ 113.30	\$ 127.24	\$ 104.58	\$ 130.73	\$ 127.24	\$ 127.24	\$ 186.07	\$ 127.24	\$ 127.24	\$ 155.13
Heavy Equipment Operators	\$ 118.53	\$ 191.74	\$ 115.04	\$ 122.02	\$ 130.73	\$ 115.04	\$ 115.04	\$ 244.03	\$ 115.04	\$ 115.04	\$ 278.89
Helper	\$ 113.30	\$ 130.73	\$ 104.58	\$ 104.58	\$ 104.58	\$ 104.58	\$ 104.58	\$ 212.66	\$ 104.58	\$ 104.58	\$ 139.45
HVAC Helper (CAT 3)	\$ 108.15	\$ 120.51	\$ 94.76	\$ 113.30	\$ 92.70	\$ 111.24	\$ 110.21	\$ 133.90	\$ 120.51	\$ 94.76	\$ 130.81
HVAC Light Commercial (CAT 2)	\$ 141.11	\$ 132.87	\$ 94.76	\$ 133.90	\$ 114.33	\$ 132.87	\$ 141.11	\$ 180.25	\$ 144.20	\$ 94.76	\$ 162.74
HVAC Commercial A/C Technician (CAT 1)	\$ 157.59	\$ 177.16	\$ 133.90	\$ 164.80	\$ 142.14	\$ 153.47	\$ 141.11	\$ 180.25	\$ 177.16	\$ 154.50	\$ 182.31
HVAC Field Supervisor (CAT 4)	\$ 190.55	\$ 197.76	\$ 154.50	\$ 185.40	\$ 176.13	\$ 176.13	\$ 181.28	\$ 216.30	\$ 214.24	\$ 180.25	\$ 207.03
HVAC Refrigeration technician	\$ 252.75	\$ 191.74	\$ 200.45	\$ 252.75	\$ 217.88	\$ 252.75	\$ 200.45	\$ 261.46	\$ 252.75	\$ 200.45	\$ 240.54
HVAC Duct installer	\$ 148.16	\$ 181.28	\$ 137.70	\$ 165.59	\$ 174.31	\$ 137.70	\$ 137.70	\$ 174.31	\$ 142.93	\$ 137.70	\$ 266.69
HVAC Filter technician	\$ 139.45	\$ 109.81	\$ 109.81	\$ 122.02	\$ 130.73	\$ 109.81	\$ 109.81	\$ 212.66	\$ 109.81	\$ 109.81	\$ 217.88
HVAC Building Automation Technician	\$ 270.18	\$ 223.11	\$ 226.60	\$ 226.60	\$ 226.60	\$ 226.60	\$ 226.60	\$ 244.03	\$ 226.60	\$ 226.60	\$ 266.69
Infrared Technician	\$ 244.03	\$ 191.74	\$ 226.60	\$ 226.60	\$ 217.88	\$ 226.60	\$ 226.60	\$ 261.46	\$ 226.60	\$ 226.60	\$ 156.88
Insulators	\$ 170.82	\$ 172.56	\$ 165.59	\$ 165.59	\$ 156.88	\$ 165.59	\$ 165.59	\$ 130.85	\$ 165.59	\$ 165.59	\$ 148.16
Ironworkers	\$ 165.59	\$ 141.19	\$ 165.59	\$ 165.59	\$ 174.31	\$ 165.59	\$ 165.59	\$ 189.12	\$ 165.59	\$ 165.59	\$ 261.46
Laborers	\$ 113.30	\$ 102.84	\$ 104.58	\$ 104.58	\$ 104.58	\$ 104.58	\$ 104.58	\$ 167.77	\$ 104.58	\$ 104.58	\$ 200.45
Lathers	\$ 120.27	\$ 165.59	\$ 120.27	\$ 122.02	\$ 125.50	\$ 120.27	\$ 120.27	\$ 149.47	\$ 120.27	\$ 120.27	\$ 156.88
Light Equipment Operators	\$ 113.30	\$ 165.59	\$ 104.58	\$ 122.02	\$ 122.02	\$ 104.58	\$ 104.58	\$ 209.17	\$ 104.58	\$ 104.58	\$ 165.59
Metal Building Assembler	\$ 139.45	\$ 137.70	\$ 137.70	\$ 139.45	\$ 139.45	\$ 137.70	\$ 137.70	\$ 174.31	\$ 137.70	\$ 137.70	\$ 156.88
Millwrights	\$ 348.62	\$ 128.99	\$ 329.44	\$ 305.04	\$ 261.46	\$ 329.44	\$ 329.44	\$ 149.47	\$ 329.44	\$ 329.44	\$ 156.88
Operating Engineer	\$ 252.75	\$ 127.24	\$ 156.88	\$ 200.45	\$ 156.88	\$ 200.45	\$ 252.75	\$ 191.74	\$ 200.45	\$ 252.75	\$ 200.45
Painters/Wall Covering Installers	\$ 125.50	\$ 108.07	\$ 120.27	\$ 122.02	\$ 122.02	\$ 120.27	\$ 120.27	\$ 131.17	\$ 120.27	\$ 120.27	\$ 104.58
Pipefitters	\$ 170.82	\$ 141.19	\$ 149.90	\$ 174.31	\$ 200.45	\$ 149.90	\$ 149.90	\$ 217.88	\$ 149.90	\$ 149.90	\$ 266.69
Plasterers	\$ 148.16	\$ 108.07	\$ 127.24	\$ 130.73	\$ 130.73	\$ 127.24	\$ 127.24	\$ 154.04	\$ 127.24	\$ 127.24	\$ 135.96
Plumbers	\$ 160.36	\$ 141.19	\$ 149.90	\$ 174.31	\$ 174.31	\$ 149.90	\$ 149.90	\$ 174.31	\$ 149.90	\$ 149.90	\$ 205.68
Project Manager	\$ 226.60	\$ 235.32	\$ 177.79	\$ 235.32	\$ 217.88	\$ 177.79	\$ 177.79	\$ 331.18	\$ 177.79	\$ 177.79	\$ 305.04
Project Administrator	\$ 148.16	\$ 235.32	\$ 135.96	\$ 130.73	\$ 137.70	\$ 135.96	\$ 135.96	\$ 148.16	\$ 135.96	\$ 135.96	\$ 130.73
Project Engineering	\$ 435.77	\$ 217.88	\$ 409.62	\$ 392.19	\$ 366.05	\$ 409.62	\$ 409.62	\$ 261.46	\$ 409.62	\$ 409.62	\$ 305.04
Refrigeration Technician	\$ 252.75	\$ 191.74	\$ 209.17	\$ 209.17	\$ 209.17	\$ 209.17	\$ 209.17	\$ 261.46	\$ 209.17	\$ 209.17	\$ 266.69
Refrigeration Supervisor	\$ 287.61	\$ 240.54	\$ 252.75	\$ 252.75	\$ 252.75	\$ 252.75	\$ 252.75	\$ 326.83	\$ 252.75	\$ 252.75	\$ 266.69
Roofers	\$ 120.27	\$ 90.64	\$ 115.04	\$ 191.74	\$ 130.73	\$ 115.04	\$ 115.04	\$ 122.02	\$ 122.02	\$ 115.04	\$ 160.36
Sheet Metal Workers	\$ 155.13	\$ 149.90	\$ 149.90	\$ 165.59	\$ 165.59	\$ 149.90	\$ 149.90	\$ 174.31	\$ 149.90	\$ 149.90	\$ 266.69
Sprinkler Fitters	\$ 155.13	\$ 151.65	\$ 149.90	\$ 191.74	\$ 165.59	\$ 149.90	\$ 149.90	\$ 198.28	\$ 149.90	\$ 149.90	\$ 235.32
Terrazzo Workers	\$ 130.73	\$ 116.79	\$ 122.02	\$ 122.02	\$ 122.02	\$ 122.02	\$ 122.02	\$ 137.27	\$ 122.02	\$ 122.02	\$ 139.45
Test & Balance Technician	\$ 226.60	\$ 191.74	\$ 209.17	\$ 200.45	\$ 209.17	\$ 209.17	\$ 209.17	\$ 220.06	\$ 209.17	\$ 209.17	\$ 226.60
Tile Setters	\$ 120.27	\$ 115.04	\$ 115.04	\$ 122.02	\$ 122.02	\$ 115.04	\$ 115.04	\$ 152.52	\$ 115.04	\$ 115.04	\$ 148.16
Water proofers/Caulkers	\$ 120.27	\$ 118.53	\$ 115.04	\$ 122.02	\$ 122.02	\$ 115.04	\$ 115.04	\$ 149.90	\$ 115.04	\$ 115.04	\$ 113.30
Water Treatment Technician	\$ 163.85	\$ 172.56	\$ 148.16	\$ 165.59	\$ 148.16	\$ 148.16	\$ 148.16	\$ 226.60	\$ 148.16	\$ 148.16	\$ 156.88
Per Diem Rate (per day per person Alaska)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Per Diem Rate (per day per person Hawaii)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



Contract # R200401
OMNIA Labor Rates (\$/hr)



Region	SE	SC	SE	SC	SE	SE	SC	MA	West	CANE	NC
Labor Classification	Nashville	New Orleans	New York	Oklahoma City	Orlando	Pensacola	Phoenix	Pittsburgh	Portland	Princeton	Sioux Falls
Per Diem Rate (per day per person Continental U.S.)	\$ 261.46	\$ 261.46	\$ 522.92	\$ 261.46	\$ 427.05	\$ 261.46	\$ 305.04	\$ 772.18	\$ 305.04	\$ 348.62	\$ 88.90
Architectural	\$ 435.77	\$ 479.35	\$ 610.08	\$ 479.35	\$ 278.89	\$ 470.63	\$ 331.18	\$ 610.08	\$ 348.62	\$ 610.08	\$ 209.17
Asbestos Worker	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Boilermaker	\$ 165.59	\$ 209.17	\$ 235.32	\$ 200.45	\$ 183.02	\$ 174.31	\$ 191.74	\$ 165.59	\$ 235.32	\$ 226.60	\$ 209.17
Bricklayers; Masons	\$ 130.73	\$ 132.47	\$ 130.73	\$ 139.45	\$ 174.31	\$ 130.73	\$ 118.53	\$ 165.59	\$ 125.50	\$ 191.74	\$ 61.01
Carpenter/Case worker	\$ 122.02	\$ 127.24	\$ 113.30	\$ 130.73	\$ 95.87	\$ 125.50	\$ 118.53	\$ 87.15	\$ 130.73	\$ 217.88	\$ 148.16
Carpet Layers/Floor Installer	\$ 122.02	\$ 115.04	\$ 78.44	\$ 122.02	\$ 148.16	\$ 108.07	\$ 95.87	\$ 87.15	\$ 78.44	\$ 217.88	\$ 122.02
Delivery personnel	\$ 104.58	\$ 104.58	\$ 104.58	\$ 113.30	\$ 122.02	\$ 87.15	\$ 66.24	\$ 130.73	\$ 61.01	\$ 87.15	\$ 261.46
Drafting	\$ 174.31	\$ 409.62	\$ 313.75	\$ 418.34	\$ 139.45	\$ 390.45	\$ 244.03	\$ 165.59	\$ 139.45	\$ 261.46	\$ 142.93
Drywall Installers; Ceiling Installers	\$ 130.73	\$ 134.22	\$ 95.87	\$ 130.73	\$ 139.45	\$ 130.73	\$ 96.25	\$ 217.88	\$ 130.73	\$ 148.16	\$ 130.73
Electricians	\$ 183.02	\$ 158.62	\$ 296.32	\$ 165.59	\$ 122.02	\$ 156.88	\$ 174.31	\$ 217.88	\$ 287.61	\$ 244.03	\$ 177.79
Elevator Mechanics	\$ 174.31	\$ 252.75	\$ 409.62	\$ 252.75	\$ 610.08	\$ 209.17	\$ 653.65	\$ 261.46	\$ 287.61	\$ 261.46	\$ 170.82
Engineering Design	\$ 305.04	\$ 467.14	\$ 435.77	\$ 470.63	\$ 278.89	\$ 470.63	\$ 313.75	\$ 261.46	\$ 348.62	\$ 435.77	\$ 296.32
Energy Engineer	\$ 305.04	\$ 287.61	\$ 313.75	\$ 287.61	\$ 278.89	\$ 479.35	\$ 287.61	\$ 313.75	\$ 305.04	\$ 435.77	\$ 244.03
Glaziers	\$ 130.73	\$ 127.24	\$ 113.30	\$ 130.73	\$ 130.73	\$ 122.02	\$ 83.67	\$ 217.88	\$ 130.73	\$ 156.88	\$ 130.73
Heavy Equipment Operators	\$ 130.73	\$ 115.04	\$ 156.88	\$ 118.53	\$ 217.88	\$ 113.30	\$ 191.74	\$ 78.44	\$ 165.59	\$ 170.82	\$ 148.16
Helper	\$ 104.58	\$ 104.58	\$ 78.44	\$ 113.30	\$ 95.87	\$ 95.87	\$ 61.01	\$ 62.68	\$ 122.02	\$ 148.16	\$ 113.30
HVAC Helper (CAT 3)	\$ 92.70	\$ 1,078.41	\$ 185.40	\$ 114.33	\$ 106.09	\$ 104.03	\$ 144.20	\$ 110.21	\$ 178.19	\$ 146.26	\$ 124.63
HVAC Light Commercial (CAT 2)	\$ 114.33	\$ 122.57	\$ 191.58	\$ 135.96	\$ 127.72	\$ 114.33	\$ 148.32	\$ 164.80	\$ 178.19	\$ 169.95	\$ 141.11
HVAC Commercial A/C Technician (CAT 1)	\$ 142.14	\$ 154.50	\$ 208.06	\$ 169.95	\$ 156.56	\$ 148.32	\$ 164.80	\$ 196.73	\$ 218.36	\$ 195.70	\$ 151.41
HVAC Field Supervisor (CAT 4)	\$ 176.13	\$ 180.25	\$ 253.38	\$ 203.94	\$ 194.67	\$ 188.49	\$ 201.88	\$ 225.57	\$ 259.56	\$ 231.75	\$ 184.37
HVAC Refrigeration technician	\$ 217.88	\$ 252.75	\$ 296.32	\$ 252.75	\$ 156.88	\$ 240.54	\$ 224.86	\$ 165.59	\$ 189.85	\$ 259.72	\$ 217.88
HVAC Duct installer	\$ 174.31	\$ 137.70	\$ 278.89	\$ 148.16	\$ 122.02	\$ 142.93	\$ 139.45	\$ 148.16	\$ 189.85	\$ 244.03	\$ 242.29
HVAC Filter technician	\$ 130.73	\$ 109.81	\$ 261.46	\$ 139.45	\$ 113.30	\$ 95.87	\$ 113.30	\$ 209.17	\$ 191.74	\$ 217.88	\$ 195.22
HVAC Building Automation Technician	\$ 226.60	\$ 226.60	\$ 313.75	\$ 270.18	\$ 270.18	\$ 244.03	\$ 230.09	\$ 313.75	\$ 189.85	\$ 284.12	\$ 242.29
Infrared Technician	\$ 217.88	\$ 226.60	\$ 287.61	\$ 244.03	\$ 244.03	\$ 233.57	\$ 155.13	\$ 165.59	\$ 287.61	\$ 252.75	\$ 130.73
Insulators	\$ 156.88	\$ 165.59	\$ 169.08	\$ 170.82	\$ 90.64	\$ 170.82	\$ 90.64	\$ 191.74	\$ 209.17	\$ 195.22	\$ 148.16
Ironworkers	\$ 174.31	\$ 165.59	\$ 209.17	\$ 165.59	\$ 209.17	\$ 170.82	\$ 174.31	\$ 165.59	\$ 209.17	\$ 217.88	\$ 252.75
Laborers	\$ 104.58	\$ 104.58	\$ 104.58	\$ 113.30	\$ 95.87	\$ 95.87	\$ 55.78	\$ 165.59	\$ 122.02	\$ 148.16	\$ 188.25
Lathers	\$ 125.50	\$ 120.27	\$ 174.31	\$ 120.27	\$ 165.59	\$ 120.27	\$ 83.67	\$ 165.59	\$ 130.73	\$ 212.66	\$ 148.16
Light Equipment Operators	\$ 122.02	\$ 104.58	\$ 113.30	\$ 113.30	\$ 165.59	\$ 113.30	\$ 106.33	\$ 191.74	\$ 130.73	\$ 170.82	\$ 151.65
Metal Building Assembler	\$ 139.45	\$ 137.70	\$ 174.31	\$ 139.45	\$ 191.74	\$ 139.45	\$ 97.26	\$ 165.59	\$ 156.88	\$ 235.32	\$ 148.16
Millwrights	\$ 261.46	\$ 329.44	\$ 557.78	\$ 348.62	\$ 165.59	\$ 322.47	\$ 111.56	\$ 148.16	\$ 217.88	\$ 212.66	\$ 156.88
Operating Engineer	\$ 156.88	\$ 252.75	\$ 139.45	\$ 252.75	\$ 174.31	\$ 127.24	\$ 160.36	\$ 165.59	\$ 183.02	\$ 200.45	\$ 156.88
Painters/Wall Covering Installers	\$ 122.02	\$ 120.27	\$ 95.87	\$ 125.50	\$ 113.30	\$ 104.58	\$ 111.75	\$ 165.59	\$ 130.73	\$ 148.16	\$ 95.87
Pipefitters	\$ 200.45	\$ 149.90	\$ 174.31	\$ 170.82	\$ 156.88	\$ 139.45	\$ 153.39	\$ 148.16	\$ 189.85	\$ 278.89	\$ 242.29
Plasterers	\$ 130.73	\$ 127.24	\$ 130.73	\$ 148.16	\$ 139.45	\$ 122.02	\$ 83.67	\$ 165.59	\$ 165.59	\$ 191.74	\$ 104.58
Plumbers	\$ 174.31	\$ 149.90	\$ 296.32	\$ 160.36	\$ 209.17	\$ 148.16	\$ 155.13	\$ 217.88	\$ 189.85	\$ 278.89	\$ 191.74
Project Manager	\$ 217.88	\$ 177.79	\$ 174.31	\$ 226.60	\$ 261.46	\$ 183.02	\$ 139.45	\$ 148.16	\$ 189.85	\$ 261.46	\$ 278.89
Project Administrator	\$ 137.70	\$ 135.96	\$ 130.73	\$ 148.16	\$ 156.88	\$ 139.45	\$ 95.87	\$ 261.46	\$ 148.16	\$ 174.31	\$ 130.73
Project Engineering	\$ 366.05	\$ 409.62	\$ 435.77	\$ 435.77	\$ 261.46	\$ 392.19	\$ 287.61	\$ 174.31	\$ 305.04	\$ 435.77	\$ 287.61
Refrigeration Technician	\$ 209.17	\$ 209.17	\$ 296.32	\$ 252.75	\$ 183.02	\$ 240.54	\$ 224.86	\$ 217.88	\$ 189.85	\$ 259.72	\$ 242.29
Refrigeration Supervisor	\$ 252.75	\$ 252.75	\$ 287.61	\$ 287.61	\$ 244.03	\$ 252.75	\$ 244.03	\$ 165.59	\$ 218.68	\$ 287.61	\$ 242.29
Roofers	\$ 130.73	\$ 115.04	\$ 139.45	\$ 120.27	\$ 122.02	\$ 104.58	\$ 90.64	\$ 165.59	\$ 165.59	\$ 148.16	\$ 148.16
Sheet Metal Workers	\$ 165.59	\$ 149.90	\$ 296.32	\$ 155.13	\$ 191.74	\$ 148.16	\$ 160.36	\$ 165.59	\$ 189.85	\$ 244.03	\$ 242.29
Sprinkler Fitters	\$ 165.59	\$ 149.90	\$ 261.46	\$ 155.13	\$ 104.58	\$ 148.16	\$ 139.45	\$ 261.46	\$ 261.46	\$ 278.89	\$ 135.96
Terrazzo Workers	\$ 122.02	\$ 122.02	\$ 139.45	\$ 130.73	\$ 125.50	\$ 113.30	\$ 109.81	\$ 165.59	\$ 165.59	\$ 226.60	\$ 122.02
Test & Balance Technician	\$ 209.17	\$ 209.17	\$ 238.80	\$ 226.60	\$ 261.46	\$ 183.02	\$ 191.74	\$ 238.80	\$ 217.88	\$ 209.17	\$ 202.20
Tile Setters	\$ 122.02	\$ 115.04	\$ 113.30	\$ 120.27	\$ 125.50	\$ 118.53	\$ 83.67	\$ 113.30	\$ 165.59	\$ 235.32	\$ 130.73
Water proofers/Caulkers	\$ 122.02	\$ 115.04	\$ 115.04	\$ 120.27	\$ 113.30	\$ 118.53	\$ 73.21	\$ 191.74	\$ 130.73	\$ 195.22	\$ 94.13
Water Treatment Technician	\$ 148.16	\$ 148.16	\$ 195.22	\$ 163.85	\$ 183.02	\$ 139.45	\$ 148.16	\$ 195.22	\$ 104.58	\$ 191.74	\$ 156.88
Per Diem Rate (per day per person Alaska)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Per Diem Rate (per day per person Hawaii)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



Contract # R200401
OMNIA Labor Rates (\$/hr)



Region	SC	SE	MA	CANE	SC	West	West	SE	West	SE	SE
Labor Classification	St Louis	Raleigh	Richmond	Rochester	San Antonio	San Diego	San Francisco	Savannah	Seattle	South Florida	Tampa
Per Diem Rate (per day per person Continental U.S.)	\$ 261.46	\$ 261.46	\$ 203.94	\$ 772.18	\$ 261.46	\$ 348.62	\$ 348.62	\$ 261.46	\$ 305.04	\$ 348.62	\$ 261.46
Architectural	\$ 479.35	\$ 479.35	\$ 203.94	\$ 610.08	\$ 479.35	\$ 261.46	\$ 331.18	\$ 252.75	\$ 348.62	\$ 217.88	\$ 470.63
Asbestos Worker	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Boilermaker	\$ 235.32	\$ 261.46	\$ 146.42	\$ 165.59	\$ 209.17	\$ 213.53	\$ 300.16	\$ 103.33	\$ 235.32	\$ 156.88	\$ 174.31
Bricklayers; Masons	\$ 148.16	\$ 148.16	\$ 116.79	\$ 165.59	\$ 132.47	\$ 152.52	\$ 233.57	\$ 64.21	\$ 125.50	\$ 155.13	\$ 130.73
Carpenter/Case worker	\$ 148.16	\$ 148.16	\$ 113.30	\$ 87.15	\$ 127.24	\$ 131.17	\$ 252.75	\$ 69.83	\$ 130.73	\$ 188.25	\$ 125.50
Carpet Layers/Floor Installer	\$ 115.04	\$ 113.30	\$ 261.46	\$ 87.15	\$ 115.04	\$ 131.17	\$ 237.93	\$ 74.08	\$ 78.44	\$ 146.42	\$ 108.07
Delivery personnel	\$ 104.58	\$ 113.30	\$ 261.46	\$ 130.73	\$ 104.58	\$ 209.17	\$ 209.17	\$ 62.58	\$ 61.01	\$ 125.50	\$ 87.15
Drafting	\$ 409.62	\$ 427.05	\$ 69.72	\$ 165.59	\$ 409.62	\$ 130.73	\$ 313.75	\$ 130.97	\$ 139.45	\$ 130.73	\$ 390.45
Drywall Installers; Ceiling Installers	\$ 139.45	\$ 148.16	\$ 148.16	\$ 217.88	\$ 134.22	\$ 125.07	\$ 248.91	\$ 78.44	\$ 130.73	\$ 130.73	\$ 130.73
Electricians	\$ 165.59	\$ 165.59	\$ 78.44	\$ 217.88	\$ 158.62	\$ 211.25	\$ 322.12	\$ 104.29	\$ 235.32	\$ 183.02	\$ 156.88
Elevator Mechanics	\$ 80.13	\$ 209.17	\$ 139.45	\$ 261.46	\$ 252.75	\$ 237.93	\$ 321.42	\$ 200.45	\$ 287.61	\$ 165.59	\$ 209.17
Engineering Design	\$ 470.63	\$ 479.35	\$ 244.03	\$ 261.46	\$ 467.14	\$ 174.31	\$ 331.18	\$ 157.91	\$ 348.62	\$ 235.32	\$ 470.63
Energy Engineer	\$ 244.03	\$ 479.35	\$ 122.02	\$ 313.75	\$ 261.46	\$ 261.46	\$ 331.18	\$ 138.78	\$ 305.04	\$ 235.32	\$ 479.35
Glaziers	\$ 130.73	\$ 148.16	\$ 101.10	\$ 217.88	\$ 127.24	\$ 173.87	\$ 245.25	\$ 52.88	\$ 130.73	\$ 141.19	\$ 122.02
Heavy Equipment Operators	\$ 261.46	\$ 122.02	\$ 130.73	\$ 78.44	\$ 115.04	\$ 216.58	\$ 226.95	\$ 132.30	\$ 165.59	\$ 193.48	\$ 113.30
Helper	\$ 104.58	\$ 113.30	\$ 113.30	\$ 62.68	\$ 104.58	\$ 209.17	\$ 209.17	\$ 95.87	\$ 122.02	\$ 130.73	\$ 95.87
HVAC Helper (CAT 3)	\$ 133.90	\$ 118.45	\$ 133.90	\$ 123.60	\$ 132.87	\$ 133.90	\$ 216.30	\$ 109.18	\$ 196.73	\$ 95.79	\$ 104.03
HVAC Light Commercial (CAT 2)	\$ 113.30	\$ 142.14	\$ 133.90	\$ 139.05	\$ 132.87	\$ 133.90	\$ 288.40	\$ 122.57	\$ 196.73	\$ 127.72	\$ 116.39
HVAC Commercial A/C Technician (CAT 1)	\$ 164.80	\$ 161.71	\$ 156.56	\$ 169.95	\$ 164.80	\$ 180.25	\$ 298.70	\$ 153.47	\$ 226.60	\$ 175.10	\$ 150.38
HVAC Field Supervisor (CAT 4)	\$ 185.40	\$ 201.88	\$ 195.70	\$ 210.12	\$ 185.40	\$ 216.30	\$ 333.72	\$ 185.40	\$ 276.04	\$ 207.03	\$ 192.61
HVAC Refrigeration technician	\$ 252.75	\$ 252.75	\$ 95.87	\$ 165.59	\$ 252.75	\$ 244.03	\$ 339.90	\$ 183.02	\$ 211.32	\$ 200.45	\$ 240.54
HVAC Duct installer	\$ 165.59	\$ 139.45	\$ 130.73	\$ 148.16	\$ 137.70	\$ 157.68	\$ 284.12	\$ 71.75	\$ 211.32	\$ 183.02	\$ 142.93
HVAC Filter technician	\$ 113.30	\$ 113.30	\$ 146.42	\$ 209.17	\$ 109.81	\$ 209.17	\$ 284.12	\$ 148.16	\$ 191.74	\$ 153.39	\$ 95.87
HVAC Building Automation Technician	\$ 235.32	\$ 252.75	\$ 160.36	\$ 313.75	\$ 226.60	\$ 209.17	\$ 284.12	\$ 278.89	\$ 211.32	\$ 223.11	\$ 244.03
Infrared Technician	\$ 235.32	\$ 235.32	\$ 130.73	\$ 165.59	\$ 226.60	\$ 261.46	\$ 175.70	\$ 130.73	\$ 287.61	\$ 217.88	\$ 233.57
Insulators	\$ 139.73	\$ 165.59	\$ 116.79	\$ 191.74	\$ 165.59	\$ 130.85	\$ 278.20	\$ 85.41	\$ 209.17	\$ 177.79	\$ 170.82
Ironworkers	\$ 165.59	\$ 165.59	\$ 125.50	\$ 165.59	\$ 165.59	\$ 189.12	\$ 194.00	\$ 113.30	\$ 209.17	\$ 205.68	\$ 170.82
Laborers	\$ 113.30	\$ 113.30	\$ 139.45	\$ 165.59	\$ 104.58	\$ 143.37	\$ 175.70	\$ 87.15	\$ 104.58	\$ 132.47	\$ 95.87
Lathers	\$ 122.02	\$ 122.02	\$ 191.74	\$ 165.59	\$ 120.27	\$ 112.86	\$ 248.91	\$ 95.87	\$ 130.73	\$ 165.59	\$ 120.27
Light Equipment Operators	\$ 156.88	\$ 113.30	\$ 130.73	\$ 191.74	\$ 104.58	\$ 191.74	\$ 278.89	\$ 91.96	\$ 130.73	\$ 165.59	\$ 113.30
Metal Building Assembler	\$ 139.45	\$ 139.45	\$ 148.16	\$ 165.59	\$ 137.70	\$ 157.68	\$ 313.75	\$ 54.31	\$ 156.88	\$ 153.39	\$ 139.45
Millwrights	\$ 148.16	\$ 331.18	\$ 174.31	\$ 148.16	\$ 329.44	\$ 149.47	\$ 256.23	\$ 103.96	\$ 217.88	\$ 160.36	\$ 322.47
Operating Engineer	\$ 200.45	\$ 127.24	\$ 127.24	\$ 165.59	\$ 252.75	\$ 174.31	\$ 284.12	\$ 57.21	\$ 183.02	\$ 163.85	\$ 127.24
Painters/Wall Covering Installers	\$ 148.16	\$ 130.73	\$ 108.07	\$ 165.59	\$ 120.27	\$ 131.17	\$ 225.05	\$ 69.37	\$ 130.73	\$ 128.99	\$ 104.58
Pipefitters	\$ 162.11	\$ 156.88	\$ 141.19	\$ 148.16	\$ 149.90	\$ 196.97	\$ 329.44	\$ 79.76	\$ 211.32	\$ 195.22	\$ 139.45
Plasterers	\$ 130.73	\$ 130.73	\$ 108.07	\$ 165.59	\$ 127.24	\$ 154.04	\$ 215.97	\$ 57.21	\$ 165.59	\$ 132.47	\$ 122.02
Plumbers	\$ 170.82	\$ 165.59	\$ 141.19	\$ 217.88	\$ 149.90	\$ 155.57	\$ 391.67	\$ 79.76	\$ 211.32	\$ 190.00	\$ 148.16
Project Manager	\$ 191.74	\$ 191.74	\$ 235.32	\$ 148.16	\$ 177.79	\$ 331.18	\$ 331.18	\$ 157.12	\$ 211.32	\$ 235.32	\$ 183.02
Project Administrator	\$ 135.96	\$ 148.16	\$ 235.32	\$ 261.46	\$ 135.96	\$ 148.16	\$ 261.46	\$ 111.56	\$ 148.16	\$ 305.04	\$ 139.45
Project Engineering	\$ 409.62	\$ 418.34	\$ 217.88	\$ 174.31	\$ 409.62	\$ 217.88	\$ 331.18	\$ 206.17	\$ 305.04	\$ 217.88	\$ 392.19
Refrigeration Technician	\$ 217.88	\$ 252.75	\$ 191.74	\$ 217.88	\$ 209.17	\$ 244.03	\$ 339.90	\$ 165.59	\$ 211.32	\$ 200.45	\$ 240.54
Refrigeration Supervisor	\$ 252.75	\$ 287.61	\$ 240.54	\$ 165.59	\$ 252.75	\$ 305.04	\$ 425.31	\$ 183.02	\$ 234.52	\$ 251.00	\$ 252.75
Roofers	\$ 122.02	\$ 139.45	\$ 90.64	\$ 165.59	\$ 115.04	\$ 113.30	\$ 179.36	\$ 56.65	\$ 165.59	\$ 142.93	\$ 104.58
Sheet Metal Workers	\$ 165.59	\$ 156.88	\$ 149.90	\$ 165.59	\$ 149.90	\$ 157.68	\$ 329.44	\$ 113.30	\$ 211.32	\$ 181.28	\$ 148.16
Sprinkler Fitters	\$ 174.31	\$ 156.88	\$ 151.65	\$ 261.46	\$ 149.90	\$ 164.72	\$ 307.48	\$ 143.80	\$ 235.32	\$ 188.25	\$ 148.16
Terrazzo Workers	\$ 122.02	\$ 139.45	\$ 116.79	\$ 165.59	\$ 122.02	\$ 137.27	\$ 238.80	\$ 139.45	\$ 165.59	\$ 146.42	\$ 113.30
Test & Balance Technician	\$ 217.88	\$ 226.60	\$ 191.74	\$ 238.80	\$ 209.17	\$ 220.06	\$ 339.90	\$ 156.88	\$ 217.88	\$ 195.22	\$ 183.02
Tile Setters	\$ 115.04	\$ 122.02	\$ 115.04	\$ 113.30	\$ 115.04	\$ 152.52	\$ 197.66	\$ 64.21	\$ 165.59	\$ 146.42	\$ 118.53
Water proofers/Caulkers	\$ 115.04	\$ 122.02	\$ 118.53	\$ 191.74	\$ 115.04	\$ 132.47	\$ 261.46	\$ 64.21	\$ 130.73	\$ 153.39	\$ 118.53
Water Treatment Technician	\$ 139.45	\$ 156.88	\$ 172.56	\$ 195.22	\$ 148.16	\$ 209.17	\$ 339.90	\$ 148.16	\$ 104.58	\$ 162.11	\$ 139.45
Per Diem Rate (per day per person Alaska)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Per Diem Rate (per day per person Hawaii)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



OMNIA Approved Manufacturers	Discount Structure Based on List Price									
	COVID		Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
HVAC Refrigeration										
Arctic Chill	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Broad - Absorption Chillers	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied A/C Screw Chillers	52%	0.4758	67.0%	0.3300	Note 1	Note 1	63.0%	0.3700	61.0%	0.3900
Daikin Applied A/C Scroll Chillers	52%	0.4758	66.0%	0.3400	Note 1	Note 1	63.0%	0.3700	61.0%	0.3900
Daikin Applied A/C Scroll Condensing Units	50%	0.5002	59.0%	0.4100	Note 1	Note 1	55.0%	0.4500	N/A	N/A
Daikin Applied Fluid Coolers	54%	0.4636	62.0%	0.3800	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied RTU Scroll Condensing Units	50%	0.5002	59.0%	0.4100	Note 1	Note 1	N/A	N/A	55.0%	0.4500
Daikin Applied Self-Contained Systems	46%	0.5368	56.0%	0.4400	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied W/C Centrifugal Chillers	52%	0.4758	64.0%	0.3600	Note 1	Note 1	62.0%	0.3800	N/A	N/A
Daikin Applied W/C Screw Chillers	51%	0.4880	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied W/C Scroll Chillers	52%	0.4758	64.0%	0.3600	Note 1	Note 1	N/A	N/A	N/A	N/A
Epsilon	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
FAFCO	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Legacy	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Motivair	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Multistack	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Tandem Chillers	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Techochill (Techogen)	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
TempMaster	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Thermax	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
United Coolair	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Yazaki	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Indoor Air Quality Products and Devices										
American Air Filter	20%	0.8000	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
AtmosAir	20%	0.8000	25.0%	0.7500	Note 1	Note 1	N/A	N/A	N/A	N/A
Bioclimatic Air Systems	20%	0.8000	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Air Purifier	20%	0.8000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Dynamic Air Quality Solutions	20%	0.8000	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Ebtron	20%	0.8000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
GallantAir	20%	0.8000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Global Plasma Solutions	20%	0.8000	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Lumalier (an Evergreen UV Company)	20%	0.8000	15.0%	0.8500	Note 1	Note 1	N/A	N/A	N/A	N/A
Oxygen 8	20%	0.8000	15.0%	0.8500	Note 1	Note 1	N/A	N/A	N/A	N/A
Plasma Air	20%	0.8000	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Sterile-Aire	20%	0.8000	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
UV Resources	20%	0.8000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Venmar CES	20%	0.8000	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Unitary										
AAON	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
AboveAir Technologies	10%	0.9000	15.0%	0.8500	Note 1	Note 1	N/A	N/A	N/A	N/A
Addison	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Amana	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Bard	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A



OMNIA Approved Manufacturers	Discount Structure Based on List Price									
	COVID		Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
CGC Group Bulldog Heat Pumps	15%	0.8500	25.0%	0.7500	Note 1	Note 1	N/A	N/A	N/A	N/A
Cold Point	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Applied Rooftop Systems	50%	0.5002	59.0%	0.4100	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Commercial RTUs	45%	0.5490	55.0%	0.4500	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Light Commercial RTUs	45%	0.5490	55.0%	0.4500	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Water Source Heat Pumps	46%	0.5429	55.5%	0.4450	Note 1	Note 1	52.0%	0.4800	52.0%	0.4800
Daikin NA - Rooftops	51%	0.4927	59.6%	0.4038	Note 1	Note 1	59.6%	0.4038	59.6%	0.4038
Daikin NA - Rooftops Heat Pumps	51%	0.4927	59.6%	0.4038	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - SkyAir Light Commercial - Mini Splits	21%	0.7869	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - AC	21%	0.7869	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - AHU	21%	0.7869	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - Heat Pumps	21%	0.7869	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - Multi Zone - Mini Splits	21%	0.7869	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - Res. Split Systems - AC	21%	0.7869	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - Res. Split Systems - AHU	21%	0.7869	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - Res. Split Systems - Gas Furnace	21%	0.7869	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - Res. Split Systems - Heat Pumps	21%	0.7869	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - Single Zone - Mini Splits - Heat Pumps	21%	0.7869	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - VRV - Heat Recovery	21%	0.7869	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - VRV - S	21%	0.7869	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Dectron	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Islandaire	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Lennox International	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Markel Products Company	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Valent (Unison)	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Water Furnace Water Source Heat Pumps	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Air Handling										
Alliance Air Products	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Annexair	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Applied Air	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
BasX	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Buffalo Air Handling	26%	0.7442	39.0%	0.6100	Note 1	Note 1	N/A	N/A	N/A	N/A
Carrier AHUs	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
CES (Temtrol, Governair, Venmar, Ventrol, HuntAir, Mammoth)	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
ClimateCraft	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Central Station AHUs	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	57.5%	0.4250
Daikin Applied Coils	48%	0.5246	57.0%	0.4300	Note 1	Note 1	N/A	N/A	57.5%	0.4250
Daikin Applied Commercial Rooftop AHUs	51%	0.4880	60.0%	0.4000	Note 1	Note 1	N/A	N/A	57.5%	0.4250
Energy Labs	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Haakon	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Industrial Commercial Equipment	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Ingenia	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Innovent	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Loren Cook Energy Recover Ventilators	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A



OMNIA Approved Manufacturers	Discount Structure Based on List Price									
	COVID		Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
Marcraft	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Modine	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Munters	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Nortek (Huntair, Temtrol, Mammoth, Venmar, Ventrol, Governair)	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
PoolPak	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Price Mechanical	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Semco	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
TempMaster	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Thermal Corporation	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
TMI Climate Solutions	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Twin City Fan	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
United Coolair	15%	0.8540	30.0%	0.7000	Note 1	Note 1	N/A	N/A	N/A	N/A
Valent	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Air Terminal Devices and Heating										
Applied Environmental Air (AE-Air)	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Dadanco	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Fan Coils	48%	0.5246	57.0%	0.4300	Note 1	Note 1	N/A	N/A	57.5%	0.4250
Daikin Applied Unit Heaters	44%	0.5612	54.0%	0.4600	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Unit Ventilators	47%	0.5307	56.5%	0.4350	Note 1	Note 1	N/A	N/A	45.0%	0.5500
Systems and Changeair	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied VAV	48%	0.5246	57.0%	0.4300	Note 1	Note 1	N/A	N/A	60.0%	0.4000
Daikin NA - VRV Fan Coils	21%	0.7869	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Environmental Technologies, Inc (ETI)	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
First Company	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Greenheck	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Krueger	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
MetalAire	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Nailor	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Penn Barry	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Price	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Price Industries	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Ruskin - Dampers	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Sterling	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Temspec	15%	0.8500	20.0%	0.8000	Note 1	Note 1	N/A	N/A	N/A	N/A
Titus	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Williams	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Zehnder/Rittling	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
LED Lighting Products										
HE Williams	15%	0.8500	15.0%	0.8500	Note 1	Note 1	N/A	N/A	N/A	N/A
Lighting - Engery Based Solutions	10%	0.9000	15.0%	0.8500	Note 1	Note 1	N/A	N/A	N/A	N/A
Mule Lighting	15%	0.8500	15.0%	0.8500	Note 1	Note 1	N/A	N/A	N/A	N/A
PlanLED	9-51%	0.91-0.49	9-51%	0.91-0.49	Note 1	Note 1	N/A	N/A	N/A	N/A
DDC Controls										
75F	51%	0.4880	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A



OMNIA Approved Manufacturers	Discount Structure Based on List Price									
	COVID		Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
Aircuity	51%	0.4880	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Allerton Controls	51%	0.4880	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Intelligent Equipment	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied MicroTech Integrated Systems	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA VRF Controls	21%	0.7869	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Functional Devices	51%	0.4880	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Honeywell	51%	0.4880	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Johnson Controls	51%	0.4880	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
KMC Building Automation	51%	0.4880	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Niagara AX	51%	0.4880	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
nLight	51%	0.4880	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Phoenix Controls	51%	0.4880	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Riptide	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Snyder Electric	51%	0.4880	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Strobin Air	51%	0.4880	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Trane	51%	0.4880	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Tridium	51%	0.4880	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Veris	51%	0.4880	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Cooling Towers										
Baltimore Aircoil Company (BAC)	28%	0.7198	41.0%	0.5900	Note 1	Note 1	N/A	N/A	N/A	N/A
Composite Cooling Solutions (CCS)	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Delta	15%	0.8540	30.0%	0.7000	Note 1	Note 1	N/A	N/A	N/A	N/A
Evapco	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Reysma	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
SPX Brands (Marley, Recold, & Ceramic)	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
The Cooling Tower Company	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Pumps										
Goulds	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Grundfos	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Patterson	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Taco	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Invertors										
ABB	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Danfoss	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Yasakawa	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Boilers & Water Heaters										
Aerco	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Bryan Boilers	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Buderus	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Burnham	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Tempifiers	39%	0.6100	50.0%	0.5000	Note 1	Note 1	N/A	N/A	N/A	N/A
Fulton	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Lochinvar	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Mestech - RBI & ATH	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A



OMNIA Approved Manufacturers	Discount Structure Based on List Price									
	COVID		Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
Norwitz	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
PVI	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Riverside Hydronics	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
HVAC Specialty Products										
AAON	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Addison	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Aerco	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Advantix Systems	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Alfa Laval - Heat Exchanges	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Apreco	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Arizon-Johnson Air Rotation	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Big Ass Fans	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Broad	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Carel	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Dadanco - Chilled Beams	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Modular Central Plant	53%	0.4692	61.5%	0.3846	Note 1	Note 1	N/A	N/A	N/A	N/A
Data Aire	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Danfoss AB-QM	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
DriSteam	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Dynamic	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Energy Labs	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Epsilon	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
FAFCO	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
FlowCon	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
GEA - Heat Exchangers	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Global Plasma Solutions	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
GoFog	20%	0.8000	25.0%	0.7500	Note 1	Note 1	N/A	N/A	N/A	N/A
Greenheck	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Griswold - Chemical-Less Water Treatment	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Halton	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Hays Fluid Controls	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
ISO-Air	15%	0.8500	20.0%	0.8000	Note 1	Note 1	N/A	N/A	N/A	N/A
Heat Pipe Technologies	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Heat Recovery Equipment	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Munters	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
NC Filtration	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Puroflux - Separators	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Reddi	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Reflok	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
RenewAire	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Reysma	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Seresco	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Standard Xchange	15%	0.8500	20.0%	0.8000	Note 1	Note 1	N/A	N/A	N/A	N/A
Tecta America Roofing	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A



OMNIA Approved Manufacturers	Discount Structure Based on List Price									
	COVID		Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
Thermotech	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Triatek	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Trox	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
UV Resources	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Venmar (CES)	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Westaire	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
XeteX - Heat Recovery	52%	0.4758	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Equipment Parts & Supplies										
AAON	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
ABB	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Addison	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Ashcroft	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Baldor	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Baltimore Aircoil Company (BAC)	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Belimo	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Bristol	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Browning	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Bryan Boilers	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Carrier	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Century	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
CES (Temtrol, Governair, Venmar, Ventrol, HuntAir, Mammoth)	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Chamberlin	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
ClimateCraft	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Combustion Resource Corporation	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Copeland	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Dadanco	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin North America	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Danfoss	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Dectron	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Eaton	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Emerson	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Environmental Technologies, Inc.	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Everest	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Fasco	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Flow Design	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Griswold	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Haakon	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Heatcraft	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Honeywell	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
JCI-York	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Kinetics	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Lennox International	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Loctite	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A



OMNIA Approved Manufacturers	Discount Structure Based on List Price									
	COVID		Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
Marathon	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Mesteck - RBI & ATH	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Nortec	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Parker	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Reddi	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Reillo	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Schneider Electric	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Sealmaster	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Sporlan	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Stulz	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Systems and Changeair	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
TCF	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
TCTC, GEA, ETI, Danfoss	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Tecumseh	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Temtrol	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Trane	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Unisource	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
UVR	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Williams and Davis	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Zonex	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Equipment Rentals										
Daikin Applied	10%	0.9000	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Miscellaneous Material										
Miscellaneous Material Base on Cost + Mark Up	40%		33.3%							

Note:

- 1. Quantity Discounts** may be provided at time of sale based on project scope.
- 2. % Off** represents the discount off list price. (Example: List price = \$100,000. % Off = 25%. Net Price = \$100,000 x (1 - 25%) = \$75,000.00)
- 3. Multiplier** represents the fraction of list price. (Example: List price = \$100,000. Multiplier = 0.7500. Net Price = \$100,000 x 0.7500 = \$75,000.00)



Contract # R200401
OMNIA Labor Rates (\$/hr)



Region	NC	SC	SC	MA
Labor Classification	Toledo	Tucson	Valley Center	Washington DC
Per Diem Rate (per day per person Continental U.S.)	\$ 348.62	\$ 305.04	\$ 261.46	\$ 348.62
Architectural	\$ 217.88	\$ 331.18	\$ 479.35	\$ 313.75
Asbestos Worker	N/A	N/A	N/A	N/A
Boilermaker	\$ 156.88	\$ 191.74	\$ 209.17	\$ 235.32
Bricklayers; Masons	\$ 155.13	\$ 118.53	\$ 132.47	\$ 130.73
Carpenter/Case worker	\$ 188.25	\$ 118.53	\$ 127.24	\$ 113.30
Carpet Layers/Floor Installer	\$ 146.42	\$ 95.87	\$ 115.04	\$ 78.44
Delivery personnel	\$ 125.50	\$ 66.24	\$ 104.58	\$ 104.58
Drafting	\$ 130.73	\$ 224.86	\$ 409.62	\$ 313.75
Drywall Installers; Ceiling Installers	\$ 130.73	\$ 84.92	\$ 134.22	\$ 95.87
Electricians	\$ 183.02	\$ 130.73	\$ 158.62	\$ 170.82
Elevator Mechanics	\$ 165.59	\$ 653.65	\$ 252.75	\$ 409.62
Engineering Design	\$ 235.32	\$ 313.75	\$ 467.14	\$ 435.77
Energy Engineer	\$ 235.32	\$ 287.61	\$ 261.46	\$ 313.75
Glaziers	\$ 141.19	\$ 83.67	\$ 127.24	\$ 113.30
Heavy Equipment Operators	\$ 193.48	\$ 191.74	\$ 115.04	\$ 156.88
Helper	\$ 130.73	\$ 61.01	\$ 104.58	\$ 78.44
HVAC Helper (CAT 3)	\$ 138.02	\$ 132.87	\$ 132.87	\$ 138.02
HVAC Light Commercial (CAT 2)	\$ 138.02	\$ 134.93	\$ 132.87	\$ 177.16
HVAC Commercial A/C Technician (CAT 1)	\$ 191.58	\$ 149.35	\$ 164.80	\$ 203.94
HVAC Field Supervisor (CAT 4)	\$ 229.69	\$ 183.34	\$ 185.40	\$ 249.26
HVAC Refrigeration technician	\$ 200.45	\$ 202.20	\$ 252.75	\$ 287.61
HVAC Duct installer	\$ 183.02	\$ 139.45	\$ 137.70	\$ 287.61
HVAC Filter technician	\$ 153.39	\$ 113.30	\$ 109.81	\$ 122.02
HVAC Building Automation Technician	\$ 223.11	\$ 230.09	\$ 226.60	\$ 287.61
Infrared Technician	\$ 217.88	\$ 155.13	\$ 226.60	\$ 287.61
Insulators	\$ 177.79	\$ 83.67	\$ 165.59	\$ 169.08
Ironworkers	\$ 205.68	\$ 174.31	\$ 165.59	\$ 209.17
Laborers	\$ 132.47	\$ 55.78	\$ 104.58	\$ 104.58
Lathers	\$ 165.59	\$ 83.67	\$ 120.27	\$ 174.31
Light Equipment Operators	\$ 165.59	\$ 106.33	\$ 104.58	\$ 113.30
Metal Building Assembler	\$ 153.39	\$ 97.26	\$ 137.70	\$ 174.31
Millwrights	\$ 160.36	\$ 111.56	\$ 329.44	\$ 557.78
Operating Engineer	\$ 163.85	\$ 160.36	\$ 252.75	\$ 139.45
Painters/Wall Covering Installers	\$ 128.99	\$ 85.18	\$ 120.27	\$ 95.87
Pipefitters	\$ 195.22	\$ 153.39	\$ 149.90	\$ 174.31
Plasterers	\$ 132.47	\$ 83.67	\$ 127.24	\$ 130.73
Plumbers	\$ 190.00	\$ 155.13	\$ 149.90	\$ 174.31
Project Manager	\$ 235.32	\$ 139.45	\$ 177.79	\$ 174.31
Project Administrator	\$ 305.04	\$ 95.87	\$ 135.96	\$ 130.73
Project Engineering	\$ 217.88	\$ 287.61	\$ 409.62	\$ 435.77
Refrigeration Technician	\$ 200.45	\$ 202.20	\$ 209.17	\$ 287.61
Refrigeration Supervisor	\$ 251.00	\$ 224.86	\$ 252.75	\$ 287.61
Roofers	\$ 142.93	\$ 90.64	\$ 115.04	\$ 139.45
Sheet Metal Workers	\$ 181.28	\$ 160.36	\$ 149.90	\$ 165.59
Sprinkler Fitters	\$ 188.25	\$ 130.73	\$ 149.90	\$ 261.46
Terrazzo Workers	\$ 146.42	\$ 109.81	\$ 122.02	\$ 139.45
Test & Balance Technician	\$ 195.22	\$ 156.88	\$ 209.17	\$ 238.80
Tile Setters	\$ 146.42	\$ 83.67	\$ 115.04	\$ 113.30
Water proofers/Caulkers	\$ 153.39	\$ 73.21	\$ 115.04	\$ 115.04
Water Treatment Technician	\$ 162.11	\$ 148.16	\$ 148.16	\$ 195.22
Per Diem Rate (per day per person Alaska)	N/A	N/A	N/A	N/A
Per Diem Rate (per day per person Hawaii)	N/A	N/A	N/A	N/A