



# TIME AND MATERIALS COMMERCIAL PRICING

(844) 601-ROOF (7663) | EXCELCG.COM

## Schedule A: Labor

### Restoration Services (All subject to OT)

| Category:                                    | Rate:    | Unit:    |
|----------------------------------------------|----------|----------|
| Project Coordinator                          | \$130.50 | Per Hour |
| Project Estimator                            | \$112.50 | Per Hour |
| Sr. Project Manager                          | \$112.50 | Per Hour |
| Project Consultant                           | \$112.50 | Per Hour |
| Confined Space Technician                    | \$91.80  | Per Hour |
| Bio/Hazmat Supervisor                        | \$81.00  | Per Hour |
| Project Manager                              | \$81.00  | Per Hour |
| Health & Safety Officer                      | \$81.00  | Per Hour |
| Technical Specialist                         | \$76.50  | Per Hour |
| Assistant Project Manager                    | \$67.50  | Per Hour |
| Remediation Supervisor (Mold/Lead Certified) | \$67.50  | Per Hour |
| Bio/Hazmat Technician                        | \$61.20  | Per Hour |
| Content Inventory Supervisor                 | \$59.40  | Per Hour |
| Restoration Supervisor                       | \$58.50  | Per Hour |
| Project Auditor/Accountant                   | \$58.50  | Per Hour |
| Remediation Technician (Mold/Lead Certified) | \$55.80  | Per Hour |
| CDL Driver                                   | \$54.00  | Per Hour |
| Supply Supervisor (Resource)                 | \$54.00  | Per Hour |
| Skilled Labor                                | \$54.00  | Per Hour |
| Production Technician                        | \$40.50  | Per Hour |
| Clerical Administrator                       | \$40.50  | Per Hour |
| General Labor                                | \$32.40  | Per Hour |
| Management Fee                               | \$3.32   | Per Hour |

### Reconstruction Services (All subject to OT)

| Category:                          | Rate:    | Unit:    |
|------------------------------------|----------|----------|
| Welder                             | \$115.20 | Per Hour |
| Reconstruction Sr. Project Manager | \$112.50 | Per Hour |
| Electrician                        | \$108.00 | Per Hour |
| HVAC Mechanical                    | \$106.20 | Per Hour |
| Plumber                            | \$103.50 | Per Hour |
| Roofer                             | \$94.50  | Per Hour |
| Carpenter/Framer                   | \$82.80  | Per Hour |
| Reconstruction Superintendent      | \$81.00  | Per Hour |
| Brick Mason                        | \$70.20  | Per Hour |
| Tile/Flooring Installer            | \$70.20  | Per Hour |

|                    |         |          |
|--------------------|---------|----------|
| Drywaller/Finisher | \$70.20 | Per Hour |
| Equipment Operator | \$68.40 | Per Hour |
| Painter            | \$66.60 | Per Hour |
| Insulator          | \$54.00 | Per Hour |

| Schedule B: Consumables              |          |               |              |               |
|--------------------------------------|----------|---------------|--------------|---------------|
| Consumables Description:             | Rate:    | Unit:         | Concentrate: | Ready to Use: |
| Cleaning/Disinfectant                |          |               |              |               |
| All Surface Green Clean              | \$3.00   | Gallon        |              | ●             |
| All Surface Green Clean              | \$46.20  | Gallon        | ●            |               |
| Benefect Decon 30                    | \$72.50  | Gallon        |              | ●             |
| Benefect Disinfectant                | \$82.00  | Gallon        |              | ●             |
| Benefect Disinfectant Wipes          | \$63.00  | 250 ct        |              | ●             |
| BioBlast                             | \$115.50 | Gallon        | ●            |               |
| BioBlast                             | \$11.50  | Gallon        |              | ●             |
| Bright-N-Neutral Cleaner             | \$1.80   | Gallon        |              | ●             |
| Bright-N-Neutral Cleaner             | \$33.50  | Gallon        | ●            |               |
| Carpet and Upholstery Green Clean    | \$4.30   | Gallon        |              | ●             |
| Carpet and Upholstery Green Clean    | \$68.20  | Gallon        | ●            |               |
| CitraSolvent                         | \$95.40  | Gallon        |              | ●             |
| Citrus Deodorizer, Water-Based       | \$5.10   | Gallon        |              | ●             |
| Citrus Deodorizer, Water-Based       | \$43.50  | Gallon        | ●            |               |
| Coil Cleaner                         | \$18.00  | Aerosol/Can   |              | ●             |
| Concrobian® Disinfectant             | \$58.00  | Gallon        |              | ●             |
| Defoamer                             | \$55.30  | Gallon        |              | ●             |
| Duct Sealer                          | \$78.70  | Gallon        |              | ●             |
| EASYDECON DF200                      | \$172.00 | Kit           |              | ●             |
| EnviroShield™ Odor and Stain Blocker | \$315.00 | 5 Gallon Pail |              | ●             |
| Extreme Laundry Detergent            | \$50.00  | 9 lb. pail    |              | ●             |
| Extreme Laundry Detergent            | \$173.60 | 35lb pail     |              | ●             |
| Fire Star                            | \$66.10  | Gallon        | ●            |               |
| Fire Star                            | \$8.30   | Gallon        |              | ●             |
| Flame Stop                           | \$82.30  | Gallon        |              | ●             |
| Furniture Polish                     | \$15.10  | Aerosol/Can   |              | ●             |
| Glass Cleaner, Multi-Purpose         | \$7.40   | Aerosol/Can   |              | ●             |
| Glass Cleaner, Ready-To-Use          | \$19.30  | Gallon        |              | ●             |
| Glass Cleaner, Super Concentrate     | \$75.50  | Gallon        | ●            |               |
| Heavy Duty Degreaser                 | \$3.10   | Gallon        |              | ●             |

|                                  |          |        |   |   |
|----------------------------------|----------|--------|---|---|
| Heavy Duty Degreaser             | \$33.50  | Gallon | • |   |
| Husky 815 HCD Disinfectant       | \$115.50 | Gallon |   | • |
| Industrial Cleaner               | \$2.80   | Gallon |   | • |
| Industrial Cleaner               | \$45.20  | Gallon | • |   |
| Lemon Fresh Deodorizer           | \$2.80   | Gallon |   | • |
| Lemon Fresh Deodorizer           | \$69.20  | Gallon | • |   |
| Lemon Oil Polish                 | \$58.40  | Gallon |   | • |
| Liquid Emulsifier                | \$44.10  | Gallon | • |   |
| Powdered Emulsifier              | \$68.20  | Gallon | • |   |
| Pre-Spray & Traffic Lane Cleaner | \$3.70   | Gallon |   | • |
| Pre-Spray & Traffic Lane Cleaner | \$59.10  | Gallon | • |   |

| Schedule B: Consumables                 |          |             |              |               |
|-----------------------------------------|----------|-------------|--------------|---------------|
| Consumables Description:                | Rate:    | Unit:       | Concentrate: | Ready to Use: |
| Cleaning/Disinfectant (continued)       |          |             |              |               |
| Rusticide                               | \$29.40  | Quart       |              | •             |
| Shampoo Super Concentrate               | \$2.65   | Gallon      |              | •             |
| Shampoo Super Concentrate               | \$66.70  | Gallon      | •            |               |
| Smoke Deodorizer                        | \$122.30 | Gallon      | •            |               |
| Smoke Deodorizer                        | \$3.90   | Gallon      |              | •             |
| Solvent Additive                        | \$91.00  | Gallon      | •            |               |
| Solvent Additive                        | \$5.70   | Gallon      |              | •             |
| Sporicidin                              | \$62.90  | Gallon      |              | •             |
| Stainless Steel Cleaner                 | \$13.40  | Aerosol/Can |              | •             |
| Stone and Porcelain Cleaner             | \$37.70  | Gallon      | •            |               |
| Stone and Porcelain Cleaner             | \$2.40   | Gallon      |              | •             |
| Tile & Grout Cleaner                    | \$32.30  | Gallon      | •            |               |
| Tile & Grout Cleaner                    | \$2.00   | Gallon      |              | •             |
| Ultra Content CleanER                   | \$55.60  | Gallon      | •            |               |
| Ultra Content CleanER                   | \$3.50   | Gallon      |              | •             |
| Ultrasonic Cleaning Agent               | \$48.50  | Gallon      | •            |               |
| Ultrasonic Cleaning Agent               | \$3.00   | Gallon      |              | •             |
| Upholstery/Draperies Solvent, Heatable  | \$61.30  | Gallon      |              | •             |
| Vanquish (Cannot be used in California) | \$52.40  | Gallon      | •            |               |
| Vanquish (Cannot be used in California) | \$1.00   | Gallon      |              | •             |
| Wall and All Plus                       | \$52.00  | Gallon      | •            |               |
| Wall and All Plus                       | \$3.30   | Gallon      |              | •             |
| Wall and All Surface Cleaner            | \$44.80  | Gallon      | •            |               |

|                        |         |        |   |   |
|------------------------|---------|--------|---|---|
| Wall Rinse             | \$47.00 | Gallon | • |   |
| Window Green Clean     | \$20.80 | Gallon |   | • |
| Wintergreen Deodorizer | \$53.80 | Gallon | • |   |
| Wintergreen Deodorizer | \$3.75  | Gallon |   | • |

| Schedule B: Consumables                                   |          |          |
|-----------------------------------------------------------|----------|----------|
| Consumables Description:                                  | Rate:    | Unit:    |
| <u>Containment</u>                                        |          |          |
| Eco Board Floor Protection 38" x 100' - Roll              | \$123.00 | Each     |
| Floor Protection 15" x 1,100' - Roll                      | \$235.00 | Each     |
| Plastic Sheeting .31 mil - 12' x 400' - Roll              | \$50.00  | Each     |
| Plastic Sheeting 4 mil - 20' x 100' Roll                  | \$133.00 | Each     |
| Plastic Sheeting 6 mil - 20' x 100' Roll                  | \$225.00 | Each     |
| Plastic Sheeting 6 mil - Fire Retardant 20' x 100' - Roll | \$331.00 | Each     |
| Plastic Sheeting Hangers - Blue                           | \$510.00 | Case     |
| <u>Contents</u>                                           |          |          |
| Box - Large                                               | \$5.50   | Each     |
| Box - Legal Size (1.2 cubic feet)                         | \$6.00   | Each     |
| Box - Medium                                              | \$4.75   | Each     |
| Box - Small                                               | \$4.25   | Each     |
| Foam / Wood Blocks                                        | \$70.00  | Box      |
| Packing Paper (26" x 24" - 140 ct - recycled)             | \$39.98  | Box/50lb |
| Tacky Mats 37" x 26" PAD/30                               | \$128.00 | Each     |
| Tarp (per square ft)                                      | \$0.55   | Each     |
| Wrap, Bubble - 12" x 125"                                 | \$39.94  | Roll     |
| Wrap, Shrink 16" x 1500'                                  | \$30.00  | Roll     |
| <u>Filters</u>                                            |          |          |
| Filter - Activated Carbon 500 cfm                         | \$71.26  | Each     |
| Filter - Air Scrubber 500 cfm - HEPA                      | \$231.20 | Each     |
| Filter - Air Scrubber 500 cfm - Secondary                 | \$16.76  | Each     |
| Filter - Air Scrubber 500 cfm - Prefilter                 | \$9.68   | Each     |
| Filter - Air Scrubber 1000 cfm - HEPA                     | \$250.00 | Each     |
| Filter - Air Scrubber 1000 cfm - Prefilter                | \$8.90   | Each     |
| Filter - Air Scrubber 1000 cfm - Secondary                | \$13.70  | Each     |
| Filter - Air Scrubber 2000 cfm - HEPA                     | \$328.58 | Each     |
| Filter - Air Scrubber 2000 cfm - Prefilter                | \$6.30   | Each     |
| Filter - Air Scrubber 2000 cfm - Secondary per 12 pack    | \$133.86 | Each     |

|                                            |          |        |
|--------------------------------------------|----------|--------|
| Filter - Activated Carbon 2000 cfm         | \$174.60 | Each   |
| Filter - Back Pak Vacuum Kit               | \$33.80  | Each   |
| Filter - Desiccant Dehumidifier - 5000 cfm | \$13.90  | Each   |
| Filter - Refrigerant Dehumidifier - 754    | \$31.50  | Each   |
| Filter - Upright Vacuum                    | \$3.50   | Each   |
| Filter - Wet/Dry Vacuum, non-HEPA          | \$22.95  | Each   |
| Filter Material, Poly Rolled Medium        | \$34.80  | Box    |
| Vacuum Cleaner Bags                        | \$17.60  | Pak/10 |
| Vacuum Cleaner Bags - Back Pack HEPA       | \$36.00  | Pak/10 |
| Vacuum Cleaner Bags - Canister HEPA        | \$25.50  | Pak/6  |

| Schedule B: Consumables          |          |          |
|----------------------------------|----------|----------|
| Consumables Description:         | Rate:    | Unit:    |
| <u>Miscellaneous/General</u>     |          |          |
| Carpet Protection Film 2' x 200' | \$79.80  | Each     |
| Cleaning Rags                    | \$5.95   | Per lb.  |
| Cleaning Towel                   | \$10.60  | Dozen    |
| Cleaning Towel (Microfiber)      | \$45.00  | Dozen    |
| Cotton Mop Head                  | \$16.00  | Each     |
| Dusting Cloth - Masslin treated  | \$53.30  | 50/Bag   |
| Lay Flat (Roll - 250' x 14")     | \$120.00 | Each     |
| Lay Flat (Roll - 500' x 33")     | \$700.00 | Each     |
| Rayon Mop Head                   | \$18.54  | Each     |
| Shoe Covers                      | \$97.00  | 150/Case |
| Sponge Dry Clean                 | \$190.00 | 48/Case  |
| Trash Bags, Contractor - 3 mil   | \$50.00  | Box 50   |
| Trash Bags, Environmental 6 mil  | \$50.00  | Box 20   |
| Wall Zippers (2 pack)            | \$30.50  | Each     |
| Zip Ties 14" - Industrial        | \$21.55  | Pak/20   |
| Zip Ties 36" - Industrial        | \$34.40  | Pak/10   |
| Zip Ties 48" - Industrial        | \$46.25  | Pak/10   |
| <u>Safety</u>                    |          |          |
| Gloves, Chemical Resistant       | \$82.40  | Dozen    |
| Gloves, Leather Safety/Work      | \$96.00  | Dozen    |
| Gloves, Nitrile/Latex            | \$35.00  | Box/100  |
| Hearing Protection               | \$24.50  | 20/box   |
| Respirator - Full or Half Mask   | \$15.00  | Each     |
| Respirator - N 95                | \$5.00   | Each     |

|                                  |         |                   |
|----------------------------------|---------|-------------------|
| Respirator Cartridges - Ammonia  | \$24.40 | Each              |
| Respirator Cartridges - Organic  | \$22.90 | Each              |
| Safety Goggles (Chemical Splash) | \$18.90 | Each              |
| Safety Glasses                   | \$5.00  | Each              |
| Safety Vest/Hard Hat Combo       | \$3.00  | Each              |
| Tyvek (Bio-Shield Coveralls)     | \$20.00 | Per Suit/Exchange |
| <b><u>Tapes/Adhesives</u></b>    |         |                   |
| Spray Adhesives                  | \$24.00 | Aerosol/Can       |
| Tape, Caution 3" x 1000' HDX     | \$15.94 | Roll              |
| Tape, Duct - 2" x 60 yds.        | \$11.00 | Roll              |
| Tape, HVAC 2" x 50 yds.          | \$21.00 | Roll              |
| Tape, Painter (Blue) 2" x 60yds. | \$13.16 | Roll              |
| Tape, Poly/Box - 2" x 109 yds.   | \$7.94  | Roll              |

| <b>Schedule C: Equipment</b>             |              |              |
|------------------------------------------|--------------|--------------|
| <b>Equipment Description:</b>            | <b>Rate:</b> | <b>Unit:</b> |
| <b><u>Air Mover/Compressor</u></b>       |              |              |
| Air Compressor, Portable                 | \$40.00      | Each/Day     |
| Air Mover, Axial                         | \$42.00      | Each/Day     |
| Air Mover, Carpet                        | \$30.00      | Each/Day     |
| Air Scrubber, 2000 cfm                   | \$150.00     | Each/Day     |
| Air Scrubber, 1000 cfm                   | \$114.00     | Each/Day     |
| Air Scrubber, 500 cfm                    | \$75.00      | Each/Day     |
| <b><u>Blast/Power Wash Units</u></b>     |              |              |
| Electrostatic Sprayer                    | \$125.00     | Each/Day     |
| Fogger/Macromist                         | \$60.00      | Each/Day     |
| Fogger/Thermal                           | \$140.00     | Each/Day     |
| Media Blasting Machine                   | \$475.00     | Each/Day     |
| Pressure Washer - Hot                    | \$176.00     | Each/Day     |
| <b><u>Cleaning/Vacuum Extraction</u></b> |              |              |
| Canister HEPA Vac                        | \$183.00     | Each/Day     |
| Insulation Vacuum                        | \$325.00     | Each/Day     |
| Orbital Floor Machine                    | \$42.50      | Each/Day     |
| Portable Carpet Machine                  | \$325.00     | Each/Day     |
| Portable Dry Cleaning Machine            | \$325.00     | Each/Day     |
| Portable Extractor                       | \$148.00     | Each/Day     |
| Portable Fuel Cells                      | \$25.00      | Each/Day     |
| Pump - Sump                              | \$63.00      | Each/Day     |
| Pump - Trash                             | \$135.00     | Each/Day     |

|                                                     |            |             |
|-----------------------------------------------------|------------|-------------|
| Truck Mount Carpet/Extraction Machine               | \$475.00   | Each/Day    |
| Rover Extraction Unit                               | \$198.00   | Each/Day    |
| Ultrasonic Cleaning Machine                         | \$375.00   | Each/Day    |
| Vacuum - Upright Vacuum Cleaner                     | \$26.25    | Each/Day    |
| Vacuum - Back Pack, HEPA                            | \$125.00   | Each/Day    |
| Vacuum - Wet/Dry                                    | \$50.00    | Each/Day    |
| Vapor Shark                                         | \$76.50    | Each/Day    |
| <b>Drying Equipment</b>                             |            |             |
| Camera, Infrared                                    | \$150.00   | Each/Day    |
| Dehumidifier - Large Commercial (76 and over PPD)   | \$145.00   | Each/Day    |
| Dehumidifier - Medium Commercial (75 and under PPD) | \$105.00   | Each/Day    |
| Desiccant, 1,000 cfm                                | \$575.00   | Each/Day    |
| Desiccant, 3,000 cfm                                | \$975.00   | Each/Day    |
| Desiccant, 5,000 cfm                                | \$1,475.00 | Each/Day    |
| Desiccant, 10,000 cfm                               | \$2,175.00 | Each/Day    |
| Desiccant, 15,000 cfm                               | \$3,900.00 | Each/Day    |
| 5000 cfm Desiccant Package Unit (**)                | \$2,600.00 | Each/Day    |
| Desiccant Door Kit - Total/one time charge          | \$325.00   | Per Opening |
| Dry Force Injectidry (Wall Cavity)                  | \$130.00   | Each/Day    |
| DX Unit 1 ton                                       | \$275.00   | Each/Day    |
| DX Unit 10 Ton                                      | \$975.00   | Each/Day    |
| DX Unit 25 Ton                                      | \$1,225.00 | Each/Day    |
| Flex Duct                                           | \$25.00    | Each/Day    |
| Moisture Meter/Thermo Hygrometer Combo              | \$30.00    | Each/Day    |
| Temporary Heat: 150k-200k BTU                       | \$750.00   | Each/Day    |
| Temporary Heat: 200k-300k BTU                       | \$1,050.00 | Each/Day    |
| Temporary Heat: 300k-450k BTU                       | \$1,250.00 | Each/Day    |

| <b>Schedule C: Equipment</b>      |              |              |
|-----------------------------------|--------------|--------------|
| <b>Equipment Description:</b>     | <b>Rate:</b> | <b>Unit:</b> |
| <b><u>HVAC</u></b>                |              |              |
| HVAC Cleaning Package (**)        | \$560.00     | Each/Day     |
| Video Inspection                  | \$250.00     | Each/Day     |
| <b><u>Odor Control</u></b>        |              |              |
| Airless Sprayer                   | \$125.00     | Each/Day     |
| Hydroxyl                          | \$300.00     | Each/Day     |
| Ozone Generator, Activated Oxygen | \$132.00     | Each/Day     |
| <b><u>Power</u></b>               |              |              |
| 100' Cable                        | \$35.00      | Each/Day     |
| 50' Cable                         | \$27.50      | Each/Day     |

|                                                         |            |          |
|---------------------------------------------------------|------------|----------|
| Cable Ramps                                             | \$15.95    | Each/Day |
| Generator Cable, 5 Band                                 | \$75.00    | Each/Day |
| Generator, 20k W                                        | \$365.00   | Each/Day |
| Generator, 36k W                                        | \$545.00   | Each/Day |
| Generator, 50k W                                        | \$725.00   | Each/Day |
| Generator, 100k W                                       | \$815.00   | Each/Day |
| Generator, 150k W                                       | \$975.00   | Each/Day |
| Generator, 200k W                                       | \$1,135.00 | Each/Day |
| Generator, Portable                                     | \$130.00   | Each/Day |
| Power Distribution, 100-200 Amp                         | \$130.00   | Each/Day |
| Power Tools                                             | \$28.50    | Each/Day |
| Spider Box                                              | \$75.00    | Each/Day |
| <b><u>Safety/Site Services</u></b>                      |            |          |
| 2-Way Radio/Communication                               | \$25.00    | Each/Day |
| Demo Carts                                              | \$20.00    | Each/Day |
| Floor Scraper, Electric                                 | \$125.00   | Each/Day |
| Lighting - 100' String Lights                           | \$25.00    | Each/Day |
| Lighting - 50' String Lights                            | \$16.00    | Each/Day |
| Lighting - Demo Lights                                  | \$25.00    | Each/Day |
| Lighting - Tower Mobile                                 | \$155.00   | Each/Day |
| Lighting - Wobbles                                      | \$43.50    | Each/Day |
| Lock-Out/Tag-Out Kit                                    | \$25.00    | Each/Day |
| Mobile Office Equipment (p/k/a Accounting Package) (**) | \$65.00    | Each/Day |
| Personal Fall Protection                                | \$55.50    | Each/Day |
| Scaffolding, Bakers (per section)                       | \$42.50    | Each/Day |
| <b><u>Trailers/Vehicles</u></b>                         |            |          |
| Golf Cart/Gator                                         | \$50.00    | Each/Day |
| Vehicle - Auto/Pick-up                                  | \$125.00   | Each/Day |
| Vehicle - Box Truck                                     | \$175.00   | Each/Day |
| Vehicle - Cargo/Passenger Van                           | \$125.00   | Each/Day |
| Vehicle - Mobile Command Center                         | \$500.00   | Each/Day |
| Vehicle - Onsite Recovery Trailer (53')                 | \$300.00   | Each/Day |
| Vehicle - Semi-Tractor                                  | \$350.00   | Each/Day |
| Vehicle - Trailer                                       | \$125.00   | Each/Day |



### Schedule C: Equipment

#### Small Tools Itemized

|                            |                         |                                                               |                            |
|----------------------------|-------------------------|---------------------------------------------------------------|----------------------------|
| Adjustable Wrenches/Pliers | Drills/Drill bit set    | Ladders (All sizes)                                           | Screw Drivers              |
| Bar, Flat Pry              | Electric Heaters < 15kw | Laundry cost for reuse of rags will be paid at cost plus 10%. | Shovels                    |
| Barrel Pumps               | Extension Cords         |                                                               | Smocks, Vests and T Shirts |
| Blades (Replacements)      | Fire Extinguishers      | Mop Buckets, Handles and Wringers                             | Spray Bottles/Triggers     |
| Bolt Cutters               | First Aid Kits          | MSDS                                                          | Squeegees                  |
| Brooms                     | Flash Lights            | O2 Meters                                                     | Staple Guns                |
| Brushes (All types)        | Fuel Cans               | Pallet Jacks (All types)                                      | Tables                     |
| Buckets (All types)        | Funnels                 | Pump Sprayers (All types)                                     | Tape Gun                   |
| Bulbs (Replacements)       | Gang Boxes              | Putty Knife                                                   | Tool Box                   |
| Cell Phones                | Generator Aux. Adapter  | Repair Kit - Hose, Airless, Electric                          | Tool Kit (Mechanical)      |
| Chains/Locks               | GFI Scraper             | Rope 50" (Nylon, Hemp)                                        | Trash Barrel               |
| Chain Saws                 | Hammers                 | Roto Zips                                                     | Unger Poles                |
| Chairs                     | Hand Sanitizer          | Sanders                                                       | Utility Knives             |
| Chalk/Chalk Line           | Hog Rings               | Saws (All types)                                              | Wheelbarrows               |
| Demo Tools                 | Ice Chests              | Screw Drivers                                                 |                            |
| Dolly/Hand Truck           | Inventory Tags          | Scrapers                                                      |                            |

**Labor Conditions:**

**Standard Rates** – The rates above are “standard rates” and apply during a standard 8-hour work day, Monday through Friday. Donning and doffing PPE and any necessary personnel decontamination will be charged actual time.

**Premium/Overtime Rates** will be billed for all labor classifications at the rate of 1.5 times the standard rate per hour for work performed in excess of 40 hours per week or 8 hours per day and on weekends, or as required by applicable law. Hours worked by personnel on the following holidays will be charged at 2 times the standard rate: New Year’s Day, Easter, Memorial Day, Independence Day, Labor Day, Thanksgiving Day, the day after Thanksgiving, Christmas Eve and Christmas Day. If a state or local authority imposes more stringent overtime requirements, including holidays, those will apply.

**Mobilization/Travel** time for all personnel including, without limitation, managers, crew, labor subcontractors and other subcontractors will be billed portal to portal (office/warehouse to job site and return) at the rates set forth above. With a strong nationwide network, we will attempt to mobilize qualified personnel and equipment as near to the loss site as we can. Client is also responsible for the mobilization and return costs of vehicles, equipment and trailers over 75 miles one way.

**Stand-by** – When circumstances beyond our control require personnel and/or equipment to be delayed from beginning or continuing work, the rates herein per hour will be charged for personnel and equipment, with a minimum of 6 hours for personnel, and all labor associated fees will apply.

**Regional/Catastrophic Modifier** – A labor modifier will be applied to projects within 75 miles of major metropolitan areas such as Chicago, New York City, Washington, D.C. and within the States of Alaska, Hawaii, Washington, Colorado, Oregon, California and U.S. Territories. The modifier will also apply during large national and region-wide epidemics, pandemics, storms, catastrophes, hurricanes, floods, wildfires where labor availability is compromised and/or due to market conditions beyond our control.

**The labor modifier for this project will be (\_\_\_\_)%. [enter 0 if none]**

**Use of Client Labor** – The Management Fee will apply to each client employee utilized on a job plus our Supervisory hourly rate. Client is responsible for wages and benefits, including payroll, taxes, workers’ compensation, and benefits for each of client’s employees working on a job.

**Prevailing and Union Wages** – Labor is subject to prevailing wage, unionized labor and extraordinary local labor conditions. In such events, General Labor will be charged at presented invoice plus 35% or standard labor rate, whichever is greater.

**Small Tools charge** of 3% applies to all labor of Supervisor and below that are assigned to the project full time and includes all listed items.

**Subcontracted General Labor** includes outside labor services provided as needed for the scope of the project and will be charged at the rates above , plus all other applicable labor billable items including, but not limited to, per diem, small tools, vehicles, mileage, lodging, as set forth herein and as applicable to the project.

**Specialty and Licensed Trades** include but are not limited to electrical, plumbing, mechanical, roofers, engineers, architects, and other specialty trades, and will be charged at presented invoice plus 10% overhead and 10% profit.

**Safety officers** shall be charged as needed for the project and upon notification to client.

#### **Consumables Conditions:**

Client will be notified of non-scheduled consumables needed for the project, which will be charged at presented invoice plus 10% overhead and 10% profit.

| <b>Equipment Conditions:</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |  |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| <b>Daily Rate</b> is charged for each calendar day equipment is utilized on a project, whether partial or full day.                                                                                                                                                                                                                                                                                                                                                                                                                                              |  |
| <b>Quick Pay Discount</b> for payment made within 30 days of invoice applies as follows: <ul style="list-style-type: none"> <li>Weekly rate of the first 5 consecutive days of the same week (no charge for last 2 days), and</li> <li>Monthly rate of 3 consecutive weeks of a monthly period (no charge for the fourth/last week).</li> </ul>                                                                                                                                                                                                                  |  |
| <b>Vendors</b> for on-site services, such as fencing, porta johns, dumpsters and office trailers will be charged at presented invoice plus 10% overhead and 10% profit.                                                                                                                                                                                                                                                                                                                                                                                          |  |
| <b>Generators</b> will have a minimum charge of 1 daily rate plus all costs incurred if power is restored upon or prior to arrival, or client cancels generator order. Provider makes no guarantee on timelines for generator availability during a catastrophic event or other circumstances beyond our control.                                                                                                                                                                                                                                                |  |
| <b>Fuel</b> - scheduled prices do not include fuel or fuel delivery, which will be charged at presented invoice plus 10% overhead and 10% profit.                                                                                                                                                                                                                                                                                                                                                                                                                |  |
| <b>Ordered, Purchased and Unscheduled (additional) Equipment</b> – Client will be notified of any additional equipment needed for the project and rented from third parties or purchased, which will be charged at presented invoice plus 10% overhead and 10% profit, with minimum of 1 day rental, plus any related charges including, without limitation, transportation and fuel as set forth herein.                                                                                                                                                        |  |
| <b>Equipment Transportation</b> will be billed for delivery to project site and return by 3rd party vendors at presented invoice plus 10% overhead and 10% profit. Transportation provided by Provider staff will be invoiced at scheduled rates herein.                                                                                                                                                                                                                                                                                                         |  |
| <b>**Desiccant Package Unit:</b> 5k Desiccant, 150kW Generator, Fuel Cell, Trailer, Distro Panel, Flex Duct/1 set, Power Cables/1 set.                                                                                                                                                                                                                                                                                                                                                                                                                           |  |
| <b>**HVAC Cleaning Package:</b> Negative Air Machine, Compressor, Portable Cleaner, and WIP Kit.                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |  |
| <b>**Mobile Office Equipment:</b> Portable computers, Monitors, tablets, applicable software, printers, scanners, general office equipment, etc.                                                                                                                                                                                                                                                                                                                                                                                                                 |  |
| <b>Off-Site Logistical/Mobilization Support</b> services include, without limitation, off-site management, mobilization of project office, communication support, specialty office equipment/supplies, technicians, administrative support staff, other costs of project support and administrative allowances that support field operations before and after the project start/completion date, which will be billed at 3% of the total charges for the project, excluding only reimbursables expenses, subcontractor invoices and third party vendor invoices. |  |
| <b>Materials:</b> Material value cost plus based on fair market value.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |  |

| <b>General Conditions:</b>                                                                                                                                                                                                                                                                            |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| We may add additional consumables, labor classifications, materials and corresponding rates to this schedule as needed for individual projects upon written notice.                                                                                                                                   |
| We reserve the right to revise any of the rates herein upon written notice when the project is affected by market conditions beyond our control and/or availability, such as during national and region-wide epidemics, pandemics, storms, catastrophes, hurricanes, tornadoes, floods and wildfires. |

**Mobilization/Travel** for projects over 75 miles one way will be charged to project and return as follows: hotel at cost; per diem at \$45 per person per day or local GSA rates, whichever is higher: rented vehicles at presented invoice; airfare at cost; transportation for equipment and materials utilized for the benefit of the project at presented invoice; meals for general labor at cost. All of the above will be charged at presented invoice plus 10% overhead and 10% profit.

**Taxes** – the rates herein are exclusive of federal, state and local sales, use or similar taxes, which will be separately itemized in the invoice and paid by Client.

**Permits** – the rates herein do not include permit costs and fees, which will be billed with 10% overhead and 10% profit added.

**Bonding** may be applicable upon mutual agreement and will be invoiced at 5% of project.

**Other Excel Divisions** – Client acknowledges and agrees that other Excel Divisions may be utilized to provide necessary services; provided, however, the undersigned Provider shall be responsible for their performance and shall make payment once received from Client.

**Scope** – Provider will use best efforts to communicate a preliminary scope within 72 to 96 hours after on-site arrival, subject to supplements and revisions as circumstances and later discoveries indicate. Billing and Payment Invoices will be submitted periodically for work that has been performed on larger projects as mutually agreed. The final invoice shall be submitted within 30 days of project completion, unless delayed by events beyond our control. All invoices are due and payable upon receipt and will be deemed late 30 days after receipt. If there are any disputed charges on any invoices, these must be clearly identified in writing within 30 days; provided, however, that any amounts not disputed in good faith must be paid as provided herein. Both parties shall use best efforts to resolve any such disputed amounts within 30 days after written notice. Interest charges will begin to accrue after 30 days for disputed amounts and 90 days for such disputed amounts at the rate of 1% per month or the maximum amount allowed by law, whichever amount is lower. Client agrees to pay Provider's attorney's fees for collection services incurred as a result of delayed or declined payment.

**Date:**

**Client's Signature:**

**Provider's Signature:**

Excel Roofing & Construction –  
Excel Construction Group

**Client Printed Name:**

**Franchise Legal Name:**

Felix Salinas Group, Inc. dba

**Project Address:**

**d/b/a FSG® of:**

**City, State and Zip:**

***Provider is an independently owned and operated by Excel Roofing & Construction Group.***