



**STATE OF IOWA**  
**MASTER AGREEMENT**  
 Contract Declaration and Execution

**MA 005**

**26330**

**EFFECTIVE BEGIN DATE:** 06-01-2026  
**EXPIRATION DATE:** 05-31-2027  
**PAGE:** 1 of 6

**VENDOR:**

**Excel Mechanical Co Inc**

**00002120394**

**5636 NE 17th St  
 Des Moines, IA 50313-1616**

**VENDOR CONTACT:**

John Rounds

**PHONE:** 515-288-1450

**EMAIL:** jrounds@excelmechanical.net

**ISSUER:**

Michael Bradbury

**PHONE:** 515-330-8702

**EMAIL:** michael.bradbury@das.iowa.gov

**EXT:**

**FOB:**

**Contract For:** Building Automation Services

The Parties agree to comply with the terms and conditions on the following attachments, which are by this reference made a part of the agreement.

Attachments are on file with the Department of Administrative Services Central Procurement

Attachment 1: Competitive Solicitation for 005-RFB-2501-2026

Attachment 2: Vendors Response to Competitive Solicitation 005-RFB-2501-2026

Attachment 3: Bid Summary from 005-RFB-2501-2026

Additional Notes:

- State shall limit the allowable charge to the actual time up to a maximum of 2-man hours (round trip) times the workers hourly rates - To be included into the labor rate commodity lines.

- For State auditing purposes, Contractor is to provide original paid invoices or receipts for parts and materials and a breakdown of associated labor hours when invoicing projects.

Contact:

Name: John Rounds

Number: 515-288-1450

Email: jrounds@excelmechanical.net

**RENEWAL OPTIONS**

<b>FROM</b>	06-01-2027	<b>TO</b>	05-31-2028
<b>FROM</b>	06-01-2028	<b>TO</b>	05-31-2029
<b>FROM</b>	06-01-2029	<b>TO</b>	05-31-2030
<b>FROM</b>	06-01-2030	<b>TO</b>	05-31-2031
<b>FROM</b>	06-01-2031	<b>TO</b>	05-31-2032

**AUTHORIZED DEPARTMENT**

ALL

SUB Other Governmental Entities



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LINE NO.	QUANTITY / SERVICE DATES	UNIT	COMMODITY / DESCRIPTION	UNIT COST / PRICE OF SERVICE
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1	0.00000	HOUR	91019	\$ 130.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**BUILDING Automation**  
**Regular Labor Rate - Project Manager**

Project Manager Regular Hours Labor Rate. Monday-Friday, 7a-5p.

2	0.00000	HOUR	91019	\$ 130.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**BUILDING Automation**  
**Regular Labor Rate - Software Installer/Programmer**

Software Installer/Programmer Regular Hours Labor Rate. Monday-Friday, 7a-5p.

3	0.00000	HOUR	91019	\$ 130.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**BUILDING Automation**  
**Regular Labor Rate - CADD Technician**

CADD Technician Regular Hours Labor Rate. Monday-Friday, 7a-5p.

4	0.00000	HOUR	91019	\$ 130.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**BUILDING Automation**  
**Regular Labor Rate - Service Technician**

Service Technician Regular Hours Labor Rate. Monday-Friday, 7a-5p.

5	0.00000	HOUR	91019	\$ 195.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**BUILDING Automation**  
**Overtime Labor Rate - Project Manager**

Project Manager - Overtime Rate. Anything that falls outside of regular hourly labor rate. Requesting Agency must preauthorize use of overtime labor.



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6	0.00000	HOUR	91019	\$ 195.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**BUILDING Automation**

**Overtime Labor Rate - Software Installer/Programmer**

Software Installer/Programmer - Overtime Rate. Anything that falls outside of regular hourly labor rate. Requesting Agency must preauthorize use of overtime labor.

7	0.00000	HOUR	91019	\$ 195.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**BUILDING Automation**

**Overtime Labor Rate - CADD Technician**

CADD Technician - Overtime Rate. Anything that falls outside of regular hourly labor rate. Requesting Agency must preauthorize use of overtime labor.

8	0.00000	HOUR	91019	\$ 195.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**BUILDING Automation**

**Overtime Labor Rate - Service Technician**

Service Technician - Overtime Rate. Anything that falls outside of regular hourly labor rate. Requesting Agency must preauthorize use of overtime labor.

9	0.00000	EA	91019	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**BUILDING Automation**

**Acuity Brands Acuity Intelligent - Percentage Discount**

Percentage Discount on Acuity Brands Acuity Intelligent Spaces (AIS) = 30%

10	0.00000	EA	91019	\$ 0.000000
				\$ 0.000000

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**Accuity Brands Distech Controls - Percentage Discount**

Percentage Discount on Accuity Brands Distech Controls = 30%

11	0.00000	EA	91019	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**BUILDING Automation**  
**Danfoss-Graham - Percentage Discount**

Percentage Discount on Danfoss-Graham = 10%

12	0.00000	EA	91019	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**BUILDING Automation**  
**GE Current | Hubbell - Percentage Discount**

Percentage Discount on GE Current | Hubbell = 30%

13	0.00000	EA	91019	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**BUILDING Automation**  
**Johnson Controls - Percentage Discount**

Percentage Discount on Johnson Controls = 10%

14	0.00000	EA	91019	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**BUILDING Automation**  
**Legrand Wattstopper - Percentage Discount**

Percentage Discount on Legrand Wattstopper = 30%

15	0.00000	EA	91019	\$ 0.000000
				\$ 0.000000

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**BUILDING Automation**  
**Trane Tracer SC+ - Percentage Discount**



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Percentage Discount on Trane Tracer SC+ = 10%

16	0.00000	EA	91019	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**BUILDING Automation**  
**Trane Tracer Ensemble - Percentage Discount**

Percentage Discount on Trane Tracer Ensemble = 10%

20	0.00000	HOUR	91019	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**BUILDING Automation**  
**Double Overtime Labor Hours**

Holiday and Sunday Labor Rates REQUESTING AGENCY MUST PREAUTHORIZE ANY USAGE OF DOUBLE OVERTIME LABOR.

23	0.00000	EA	91019	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**BUILDING Automation**  
**Allowable Travel Reimbursement**

Travel reimbursement as allowed within the State Accounting Enterprise Procedures 210.130 (das.iowa.gov).

24	0.00000	EA	91019	\$ 0.000000
				\$ 0.000000

REF DOC: REF VNDR LN: REF COMM LN: REF TYPE: FINAL

**BUILDING Automation**  
**Common Building Material Mark-Up**

Common Building Material (i.e.. conduit, standard building wire) Mark-Up = ?%



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**TERMS AND CONDITIONS**



**Goods Effective 1 May 16**

The parties agree to comply with the terms and conditions on the following web site which are by this reference made a part of the Agreement. General Terms and Conditions for goods contracts are posted at: <https://das.iowa.gov/sites/default/files/procurement/pdf/050116%20terms%20goods.pdf>

**Services Effective 1 May 16**

The parties agree to comply with the terms and conditions on the following web site which are by this reference made a part of the Agreement. General Terms and Conditions for service contracts are posted at: <https://das.iowa.gov/sites/default/files/procurement/pdf/050116%20terms%20services.pdf>

**THIS MASTER AGREEMENT IS EFFECTIVE AS OF THE LATEST DATE SHOWN IN "EFFECTIVE BEGIN DATE" IN THE UPPER RIGHT HAND CORNER OR THE DATE BELOW SIGNED BY THE STATE OF IOWA.**

<b>CONTRACTOR</b>		<b>STATE OF IOWA</b>	
<b>CONTRACTOR'S NAME (If other than an individual, state whether a corp, partnership, etc.)</b> Excel Mechanical ompany Inc.		<b>AGENCY NAME</b> DAS - Central Procurement	
<b>BY (Authorized Signature)</b>	<b>Date Signed</b>	<b>BY (Authorized Signature)</b>	<b>Date Signed</b>
	05/22/2026	 <small>Mike Bradbury (May 22, 2026 10:08:32 CDT)</small>	05/22/2026
<b>Printed Name and Title of Person Signing</b> <b>JOHN ROUNDS</b>		<b>Printed Name and Title of Person Signing</b> Michael Bradbury - Senior Statewide Procurement Officer	
<b>Address</b>		<b>Address</b> Hoover Building - Third Floor 1305 E. Walnut St. Des Moines, IA. 50319	









# MA26330

Final Audit Report

2026-05-22

Created:	2026-05-22
By:	Mike Bradbury (michael.bradbury@das.iowa.gov)
Status:	Signed
Transaction ID:	CBJCHBCAABAAO3iVV3ekjRGUbKsyn7yo7ozf8CGTQTM0

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-  Document created by Mike Bradbury (michael.bradbury@das.iowa.gov)  
2026-05-22 - 1:38:33 PM GMT- IP address: 165.206.169.150
-  Document emailed to JOHN ROUNDS (jrounds@excelmechanical.net) for signature  
2026-05-22 - 1:40:37 PM GMT
-  Email viewed by JOHN ROUNDS (jrounds@excelmechanical.net)  
2026-05-22 - 1:42:23 PM GMT- IP address: 104.47.56.254
-  Document e-signed by JOHN ROUNDS (jrounds@excelmechanical.net)  
Signature Date: 2026-05-22 - 1:45:32 PM GMT - Time Source: server- IP address: 46.110.69.250 - Signature Appearance Selected: IMAGE
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2026-05-22 - 1:45:34 PM GMT
-  Email viewed by Mike Bradbury (michael.bradbury@das.iowa.gov)  
2026-05-22 - 3:08:18 PM GMT- IP address: 104.47.65.254
-  Document e-signed by Mike Bradbury (michael.bradbury@das.iowa.gov)  
Signature Date: 2026-05-22 - 3:08:32 PM GMT - Time Source: server- IP address: 165.206.165.147 - Signature Appearance Selected: DRAW
-  Agreement completed.  
2026-05-22 - 3:08:32 PM GMT