



Baker Group
1600 SE Corporate Woods Drive
Ankeny, Iowa 50021-7501
Phone: 515.262.4000
855.262.4000
www.thebakergroup.com

State of Iowa Contract Billing Rates 005-RFB-2501-2026

Current Contract End Date: May 31, 2027

Labor Rates:	* Regular	* Overtime
	Hourly Rates:	Hourly Rates:
Project Manager	\$ 144.90	\$ 202.86
Software Installer-Programmer	\$ 178.50	\$ 249.90
CADD Technician	\$ 136.50	\$ 191.10
Service Technician	\$ 175.35	\$ 263.03

* Hourly rates must include the cost for trucks, basic tools and common equipment.

Overtime: Any work performed between 5pm to 7am Monday through Friday, plus Saturdays. Holidays or Sundays will be billed at double time.

Trip Charge: Round trip from Baker Group shop to the work site is allowed at the rate allowed per State Accounting Enterprise Procedures 210.130 (das.iowa.gov). Currently 50 cents per mile for distance traveled.

Travel Re-imbursement: 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.

Hotels/Meals: The state will NOT reimburse hotels or meals.

Common building materials: needed for completing a project (i.e. conduit, standard building wire) will be a 15% Contractors markup.

Use by other government entities: The pricing on this document is extended to all political subdivisions, including Cities, Counties, Schools and other governmental authorities operating in the State of Iowa.

ENERGY (005-RFB-2501-2026)

Energy Manufacturer/Brand Name System	Percentage Discount
ABB	27.1%
Acuity Brands Accuity Intelligent Spaces (AIS)	N/A
Accuity Brands Distech Controls	N/A
Accurate Controls	17.1%
Belimo	64.1%
Carrier Global	N/A
Danfoss-Graham	N/A
GE Current Hubbell	N/A
Honeywell Alerton	55.0%
Honeywell Forge	55.0%
Honeywell Tridium Niagara Controls	66.1%
Johnson Controls	N/A
Legrand Wattstopper	Cost plus 16.9%
Leviton Lighting Controls	N/A
Lynxpring Automation	67.1%
Rockwell Automation Allen Bradley	Cost plus 13%
Schneider Electric Andover (legacy)	0.0%
Schneider Electric EcoStruxure	67.1%
Schneider Electric IA Series (legacy)	56.1%
Schneider Modicon	Cost plus 15%
Schneider Square D Lighting Controls	69.0%
Schneider Square D VFDs	69.0%
Siemens Controllers	55.0%
Siemens Critical Environment	55.0%
Siemens Field Components	55.0%
Trane Tracer SC+	N/A
Trane Tracer Ensemble	N/A
Wiz	N/A

***Bidder to enter percentage discount off MSRP**

Bidder Company Name: Baker Group

Bidder Name: Matt Minnick

Bidder Signature and Date: _____

Bidder Phone: 515.371.7309

Bidder E-Mail: minnickm@thebakergroup.com

FIRE/LIFE (005-RFB-2501-2026)

Fire/Life Manufacturer/Brand Name System	Percentage Discount
Accurate Controls	15%
Bosch	N/A
Eaton Cooper Notification	N/A
Honeywell Farenhyt	20%
Honeywell Gamewell-FCI	30%
Honeywell VESDA Air Sampling	20%
Johnson Controls	N/A
Reolink	N/A
Siemens Desigo Fire/Life Safety	N/A
Ubiquiti UniFi Protect	N/A
Verkada	N/A

***Bidder to enter percentage discount off MSRP**

Bidder Company Name: Baker Group

Bidder Name: Matt Minnick

Bidder Signature and Date: _____

Bidder Phone: 515.371.7309

Bidder E-Mail: minnickm@thebakergroup.com

LABOR RATES (005-RFB-2501-2026)

Regular Hourly Labor Rates		<i>Labor Rate / Hour</i>
Project Manager	\$	144.90
Software Installer/Programmer	\$	178.50
CADD Technician	\$	136.50
Service Technician	\$	175.35
Overtime Hourly Labor Rates		<i>Overtime Rate / Hour</i>
Project Manager	\$	202.86
Software Installer/Programmer	\$	249.90
CADD Technician	\$	191.10
Service Technician	\$	263.03
Trip Fee		\$0.50 / mile
*Regular Hours Defined as Monday-Friday from 7:00am to 5:00pm. *Overtime hours are anytime that fall outside of Regular Hours. <i>The proposed hourly labor rates must include the costs for trucks, tools, and common equipment.</i> <i>The State understands it is customary to charge for workers time to travel from the shop to work site.</i> <i>(das.iowa.gov) for distance traveled (round trip) from Bidder's shop to the work site is allowed.</i> <i>The State will not reimburse for hotels, or meals.</i>		
Bidder Company Name: <u>Baker Group</u> Bidder Name: <u>Matt Minnick</u> Bidder Signature and Date: _____ Bidder Phone: <u>515.371.7309</u> Bidder E-Mail: <u>minnickm@thebakergroup.com</u>		