



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.)	\$ 296.15	\$ 228.46	\$ 253.85	\$ 155.69	\$ 296.15	\$ 423.08	\$ 296.15	\$ 253.85	\$ 169.23	\$ 253.85	\$ 253.85
Architectural	\$ 321.54	\$ 473.85	\$ 465.38	\$ 473.85	\$ 253.85	\$ 592.31	\$ 338.46	\$ 423.08	\$ 203.08	\$ 465.38	\$ 338.46
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	\$ 184.46	\$ 188.69	\$ 203.08	\$ 188.69	\$ 143.85	\$ 228.46	\$ 165.85	\$ 160.77	\$ 247.08	\$ 145.54	\$ 136.40
Bricklayers; Masons	\$ 111.69	\$ 143.85	\$ 128.62	\$ 143.85	\$ 93.08	\$ 126.92	\$ 125.23	\$ 126.92	\$ 110.00	\$ 128.62	\$ 108.60
Carpenter/Case worker	\$ 118.48	\$ 148.92	\$ 123.54	\$ 148.92	\$ 93.08	\$ 110.00	\$ 120.15	\$ 118.46	\$ 211.54	\$ 123.54	\$ 111.27
Carpet Layers/Floor Installer	\$ 88.20	\$ 115.08	\$ 111.69	\$ 115.08	\$ 67.69	\$ 76.15	\$ 108.31	\$ 118.46	\$ 152.31	\$ 111.69	\$ 102.81
Delivery personnel	\$ 67.69	\$ 118.46	\$ 101.54	\$ 118.46	\$ 59.23	\$ 101.54	\$ 101.54	\$ 101.54	\$ 184.46	\$ 101.54	\$ 101.54
Drafting	\$ 228.46	\$ 406.15	\$ 397.69	\$ 406.15	\$ 67.69	\$ 304.62	\$ 245.38	\$ 169.23	\$ 186.15	\$ 406.15	\$ 111.27
Drywall Installers; Ceiling Installers	\$ 97.95	\$ 135.38	\$ 130.31	\$ 135.38	\$ 101.54	\$ 93.08	\$ 132.00	\$ 126.92	\$ 182.77	\$ 130.31	\$ 104.28
Electricians	\$ 156.37	\$ 160.77	\$ 154.00	\$ 160.77	\$ 203.08	\$ 270.77	\$ 181.08	\$ 177.69	\$ 203.08	\$ 154.00	\$ 128.19
Elevator Mechanics	\$ 609.23	\$ 223.38	\$ 245.38	\$ 223.38	\$ 220.00	\$ 397.69	\$ 186.15	\$ 169.23	\$ 228.46	\$ 355.38	\$ 178.96
Engineering Design	\$ 304.62	\$ 465.38	\$ 453.54	\$ 465.38	\$ 270.77	\$ 423.08	\$ 236.92	\$ 296.15	\$ 304.62	\$ 453.54	\$ 279.23
Energy Engineer	\$ 287.69	\$ 204.77	\$ 253.85	\$ 204.77	\$ 152.31	\$ 304.62	\$ 236.92	\$ 296.15	\$ 253.85	\$ 211.54	\$ 211.54
Glaziers	\$ 84.62	\$ 143.85	\$ 123.54	\$ 143.85	\$ 93.08	\$ 110.00	\$ 130.31	\$ 126.92	\$ 167.54	\$ 123.54	\$ 110.88
Heavy Equipment Operators	\$ 215.79	\$ 142.15	\$ 111.69	\$ 142.15	\$ 101.54	\$ 152.31	\$ 118.46	\$ 126.92	\$ 253.85	\$ 111.69	\$ 143.85
Helper	\$ 57.54	\$ 101.54	\$ 101.54	\$ 101.54	\$ 84.62	\$ 76.15	\$ 99.85	\$ 101.54	\$ 143.85	\$ 101.54	\$ 101.54
HVAC Helper (CAT 3)	\$ 114.00	\$ 103.00	\$ 125.00	\$ 100.00	\$ 128.00	\$ 172.00	\$ 90.00	\$ 90.00	\$ 188.00	\$ 113.00	\$ 150.00
HVAC Light Commercial (CAT 2)	\$ 115.00	\$ 115.00	\$ 125.00	\$ 115.00	\$ 128.00	\$ 181.00	\$ 118.00	\$ 111.00	\$ 173.00	\$ 126.00	\$ 125.00
HVAC Commercial A/C Technician (CAT 1)	\$ 138.00	\$ 145.00	\$ 155.00	\$ 144.00	\$ 162.00	\$ 201.00	\$ 145.00	\$ 138.00	\$ 151.00	\$ 167.00	\$ 115.00
HVAC Field Supervisor (CAT 4)	\$ 164.00	\$ 175.00	\$ 175.00	\$ 175.00	\$ 194.00	\$ 222.00	\$ 175.00	\$ 171.00	\$ 198.00	\$ 202.00	\$ 195.00
HVAC Refrigeration technician	\$ 176.00	\$ 221.69	\$ 245.38	\$ 221.69	\$ 146.15	\$ 262.31	\$ 230.15	\$ 211.54	\$ 248.77	\$ 245.38	\$ 245.38
HVAC Duct installer	\$ 148.92	\$ 221.69	\$ 133.69	\$ 221.69	\$ 146.15	\$ 262.31	\$ 135.38	\$ 169.23	\$ 213.23	\$ 138.77	\$ 133.27
HVAC Filter technician	\$ 72.60	\$ 160.77	\$ 106.62	\$ 160.77	\$ 110.00	\$ 250.46	\$ 104.92	\$ 126.92	\$ 170.92	\$ 106.62	\$ 106.62
HVAC Building Automation Technician	\$ 216.62	\$ 221.69	\$ 220.00	\$ 221.69	\$ 146.15	\$ 262.31	\$ 211.54	\$ 220.00	\$ 248.77	\$ 220.00	\$ 220.00
Infrared Technician	\$ 183.68	\$ 236.92	\$ 220.00	\$ 236.92	\$ 160.77	\$ 279.23	\$ 159.08	\$ 211.54	\$ 186.15	\$ 220.00	\$ 194.62
Insulators	\$ 95.11	\$ 169.23	\$ 160.77	\$ 169.23	\$ 126.92	\$ 164.15	\$ 132.00	\$ 152.31	\$ 167.54	\$ 160.77	\$ 126.11
Ironworkers	\$ 144.64	\$ 169.23	\$ 160.77	\$ 169.23	\$ 143.85	\$ 203.08	\$ 155.69	\$ 169.23	\$ 253.85	\$ 160.77	\$ 123.12
Laborers	\$ 64.68	\$ 123.54	\$ 101.54	\$ 123.54	\$ 84.62	\$ 101.54	\$ 96.46	\$ 101.54	\$ 203.08	\$ 101.54	\$ 94.35
Lathers	\$ 64.31	\$ 125.23	\$ 116.77	\$ 125.23	\$ 101.54	\$ 169.23	\$ 113.38	\$ 121.85	\$ 186.15	\$ 116.77	\$ 100.27
Light Equipment Operators	\$ 94.77	\$ 113.38	\$ 101.54	\$ 113.38	\$ 93.08	\$ 110.00	\$ 99.85	\$ 118.46	\$ 162.46	\$ 101.54	\$ 138.77
Metal Building Assembler	\$ 89.90	\$ 143.85	\$ 133.69	\$ 143.85	\$ 101.54	\$ 169.23	\$ 137.08	\$ 135.38	\$ 186.15	\$ 133.69	\$ 133.69
Millwrights	\$ 89.69	\$ 338.46	\$ 319.85	\$ 338.46	\$ 143.85	\$ 541.54	\$ 140.46	\$ 253.85	\$ 186.15	\$ 319.85	\$ 131.02
Operating Engineer	\$ 155.69	\$ 348.62	\$ 245.38	\$ 348.62	\$ 126.92	\$ 135.38	\$ 154.00	\$ 152.31	\$ 203.08	\$ 194.62	\$ 194.62
Painters/Wall Covering Installers	\$ 76.15	\$ 123.54	\$ 116.77	\$ 123.54	\$ 93.08	\$ 93.08	\$ 115.08	\$ 118.46	\$ 143.85	\$ 116.77	\$ 100.27
Pipefitters	\$ 148.92	\$ 179.38	\$ 145.54	\$ 179.38	\$ 146.15	\$ 169.23	\$ 143.85	\$ 194.62	\$ 258.92	\$ 145.54	\$ 136.40
Plasterers	\$ 71.08	\$ 128.62	\$ 123.54	\$ 128.62	\$ 110.00	\$ 126.92	\$ 125.23	\$ 126.92	\$ 160.77	\$ 123.54	\$ 100.27
Plumbers	\$ 152.31	\$ 203.08	\$ 145.54	\$ 203.08	\$ 146.15	\$ 270.77	\$ 147.23	\$ 169.23	\$ 211.54	\$ 145.54	\$ 131.19
Project Manager	\$ 125.74	\$ 203.08	\$ 172.62	\$ 203.08	\$ 146.15	\$ 169.23	\$ 177.69	\$ 211.54	\$ 275.85	\$ 172.62	\$ 228.46
Project Administrator	\$ 81.23	\$ 135.38	\$ 132.00	\$ 135.38	\$ 110.00	\$ 126.92	\$ 150.62	\$ 133.69	\$ 160.77	\$ 132.00	\$ 228.46
Project Engineering	\$ 304.62	\$ 406.15	\$ 397.69	\$ 406.15	\$ 211.54	\$ 423.08	\$ 313.08	\$ 355.38	\$ 296.15	\$ 397.69	\$ 211.54
Refrigeration Technician	\$ 176.00	\$ 211.54	\$ 203.08	\$ 211.54	\$ 146.15	\$ 262.31	\$ 198.00	\$ 203.08	\$ 248.77	\$ 203.08	\$ 211.54
Refrigeration Supervisor	\$ 203.08	\$ 253.85	\$ 245.38	\$ 253.85	\$ 146.15	\$ 355.38	\$ 216.62	\$ 245.38	\$ 277.54	\$ 245.38	\$ 245.38
Roofers	\$ 76.15	\$ 121.85	\$ 111.69	\$ 121.85	\$ 110.00	\$ 135.38	\$ 115.08	\$ 126.92	\$ 186.15	\$ 118.46	\$ 116.35
Sheet Metal Workers	\$ 155.69	\$ 203.08	\$ 145.54	\$ 203.08	\$ 146.15	\$ 262.31	\$ 137.08	\$ 160.77	\$ 260.62	\$ 145.54	\$ 133.27
Sprinkler Fitters	\$ 120.15	\$ 152.31	\$ 145.54	\$ 152.31	\$ 160.77	\$ 253.85	\$ 148.92	\$ 160.77	\$ 253.85	\$ 145.54	\$ 131.58
Terrazzo Workers	\$ 98.15	\$ 135.38	\$ 118.46	\$ 135.38	\$ 110.00	\$ 135.38	\$ 120.15	\$ 118.46	\$ 186.15	\$ 118.46	\$ 121.42
Test & Balance Technician	\$ 165.85	\$ 236.92	\$ 203.08	\$ 236.92	\$ 143.85	\$ 231.85	\$ 194.62	\$ 203.08	\$ 220.00	\$ 203.08	\$ 195.04
Tile Setters	\$ 71.08	\$ 118.46	\$ 111.69	\$ 118.46	\$ 93.08	\$ 110.00	\$ 113.38	\$ 118.46	\$ 160.77	\$ 111.69	\$ 105.35
Water proofers/Caulkers	\$ 60.92	\$ 126.92	\$ 111.69	\$ 126.92	\$ 101.54	\$ 111.69	\$ 108.31	\$ 118.46	\$ 143.85	\$ 111.69	\$ 122.96
Water Treatment Technician	\$ 152.31	\$ 152.31	\$ 143.85	\$ 152.31	\$ 76.15	\$ 189.54	\$ 148.92	\$ 143.85	\$ 186.15	\$ 143.85	\$ 119.34
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.)	\$ 296.15	\$ 253.85	\$ 253.85	\$ 276.92	\$ 296.15	\$ 338.46	\$ 253.85	\$ 414.62	\$ 94.77	\$ 253.85	\$ 253.85	\$ 253.85
Architectural	\$ 338.46	\$ 465.38	\$ 465.38	\$ 372.31	\$ 321.54	\$ 211.54	\$ 465.38	\$ 270.77	\$ 211.54	\$ 270.77	\$ 456.92	\$ 465.38
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	\$ 165.85	\$ 145.54	\$ 203.08	\$ 203.92	\$ 186.15	\$ 152.31	\$ 228.46	\$ 177.69	\$ 203.08	\$ 248.77	\$ 169.23	\$ 253.85
Bricklayers; Masons	\$ 125.23	\$ 128.62	\$ 135.38	\$ 211.54	\$ 115.08	\$ 150.62	\$ 128.62	\$ 169.23	\$ 89.69	\$ 199.69	\$ 126.92	\$ 143.85
Carpenter/Case worker	\$ 120.15	\$ 123.54	\$ 126.92	\$ 181.08	\$ 115.08	\$ 182.77	\$ 123.54	\$ 93.08	\$ 143.85	\$ 231.00	\$ 121.85	\$ 143.85
Carpet Layers/Floor Installer	\$ 108.31	\$ 111.69	\$ 118.46	\$ 181.08	\$ 93.08	\$ 142.15	\$ 111.69	\$ 143.85	\$ 118.46	\$ 170.58	\$ 104.92	\$ 110.00
Delivery personnel	\$ 101.54	\$ 101.54	\$ 110.00	\$ 203.08	\$ 64.31	\$ 121.85	\$ 101.54	\$ 118.46	\$ 169.23	\$ 169.23	\$ 84.62	\$ 110.00
Drafting	\$ 245.38	\$ 406.15	\$ 406.15	\$ 236.92	\$ 236.92	\$ 126.92	\$ 397.69	\$ 135.38	\$ 138.77	\$ 270.77	\$ 379.08	\$ 414.62
Drywall Installers; Ceiling Installers	\$ 132.00	\$ 130.31	\$ 126.92	\$ 181.08	\$ 94.77	\$ 126.92	\$ 130.31	\$ 135.38	\$ 126.92	\$ 220.34	\$ 126.92	\$ 143.85
Electricians	\$ 181.08	\$ 154.00	\$ 160.77	\$ 307.15	\$ 186.15	\$ 177.69	\$ 154.00	\$ 118.46	\$ 177.69	\$ 191.91	\$ 152.31	\$ 160.77
Elevator Mechanics	\$ 186.15	\$ 355.38	\$ 245.38	\$ 260.62	\$ 361.54	\$ 160.77	\$ 245.38	\$ 592.31	\$ 177.69	\$ 312.06	\$ 203.08	\$ 203.08
Engineering Design	\$ 236.92	\$ 453.54	\$ 456.92	\$ 321.54	\$ 304.62	\$ 228.46	\$ 453.54	\$ 270.77	\$ 296.15	\$ 270.77	\$ 456.92	\$ 465.38
Energy Engineer	\$ 236.92	\$ 211.54	\$ 279.23	\$ 321.54	\$ 279.23	\$ 228.46	\$ 236.92	\$ 270.77	\$ 236.92	\$ 270.77	\$ 228.46	\$ 465.38
Glaziers	\$ 130.31	\$ 123.54	\$ 126.92	\$ 179.82	\$ 84.62	\$ 137.08	\$ 123.54	\$ 126.92	\$ 126.92	\$ 195.46	\$ 118.46	\$ 143.85
Heavy Equipment Operators	\$ 118.46	\$ 111.69	\$ 115.08	\$ 203.08	\$ 189.54	\$ 187.85	\$ 111.69	\$ 211.54	\$ 143.85	\$ 223.89	\$ 110.00	\$ 118.46
Helper	\$ 99.85	\$ 101.54	\$ 110.00	\$ 152.31	\$ 76.15	\$ 126.92	\$ 101.54	\$ 93.08	\$ 110.00	\$ 169.23	\$ 93.08	\$ 110.00
HVAC Helper (CAT 3)	\$ 92.00	\$ 110.00	\$ 111.00	\$ 167.00	\$ 126.00	\$ 134.00	\$ 105.00	\$ 102.00	\$ 116.00	\$ 141.00	\$ 98.00	\$ 101.00
HVAC Light Commercial (CAT 2)	\$ 119.00	\$ 127.00	\$ 132.00	\$ 191.00	\$ 130.00	\$ 134.00	\$ 125.00	\$ 139.00	\$ 133.00	\$ 155.00	\$ 110.00	\$ 129.00
HVAC Commercial A/C Technician (CAT 1)	\$ 147.00	\$ 168.00	\$ 165.00	\$ 211.00	\$ 166.00	\$ 180.00	\$ 145.00	\$ 142.00	\$ 150.00	\$ 170.00	\$ 140.00	\$ 149.00
HVAC Field Supervisor (CAT 4)	\$ 177.00	\$ 198.00	\$ 198.00	\$ 232.00	\$ 192.00	\$ 216.00	\$ 166.00	\$ 170.00	\$ 179.00	\$ 280.00	\$ 182.00	\$ 191.00
HVAC Refrigeration technician	\$ 225.08	\$ 245.38	\$ 245.38	\$ 258.92	\$ 220.00	\$ 194.62	\$ 245.38	\$ 152.31	\$ 208.15	\$ 260.62	\$ 233.54	\$ 245.38
HVAC Duct installer	\$ 135.38	\$ 138.77	\$ 143.85	\$ 258.92	\$ 161.75	\$ 177.69	\$ 133.69	\$ 118.46	\$ 230.15	\$ 233.54	\$ 138.77	\$ 135.38
HVAC Filter technician	\$ 104.92	\$ 106.62	\$ 135.38	\$ 258.92	\$ 187.69	\$ 148.92	\$ 106.62	\$ 110.00	\$ 187.85	\$ 233.54	\$ 93.08	\$ 110.00
HVAC Building Automation Technician	\$ 211.54	\$ 220.00	\$ 262.31	\$ 287.69	\$ 250.77	\$ 216.62	\$ 220.00	\$ 262.31	\$ 230.15	\$ 233.54	\$ 236.92	\$ 245.38
Infrared Technician	\$ 159.08	\$ 220.00	\$ 236.92	\$ 287.69	\$ 155.69	\$ 211.54	\$ 220.00	\$ 236.92	\$ 135.38	\$ 170.58	\$ 226.77	\$ 228.46
Insulators	\$ 132.00	\$ 160.77	\$ 165.85	\$ 218.54	\$ 93.08	\$ 172.62	\$ 160.77	\$ 88.00	\$ 143.85	\$ 223.89	\$ 165.85	\$ 160.77
Ironworkers	\$ 155.69	\$ 160.77	\$ 160.77	\$ 217.33	\$ 177.69	\$ 199.69	\$ 160.77	\$ 203.08	\$ 230.15	\$ 188.35	\$ 165.85	\$ 160.77
Laborers	\$ 96.46	\$ 101.54	\$ 110.00	\$ 151.80	\$ 59.23	\$ 128.62	\$ 101.54	\$ 93.08	\$ 176.00	\$ 167.03	\$ 93.08	\$ 110.00
Lathers	\$ 113.38	\$ 116.77	\$ 116.77	\$ 181.08	\$ 84.62	\$ 160.77	\$ 116.77	\$ 160.77	\$ 143.85	\$ 220.34	\$ 116.77	\$ 118.46
Light Equipment Operators	\$ 99.85	\$ 101.54	\$ 110.00	\$ 203.08	\$ 110.00	\$ 160.77	\$ 101.54	\$ 160.77	\$ 132.00	\$ 220.00	\$ 110.00	\$ 110.00
Metal Building Assembler	\$ 137.08	\$ 133.69	\$ 135.38	\$ 287.69	\$ 115.08	\$ 148.92	\$ 133.69	\$ 186.15	\$ 143.85	\$ 253.85	\$ 135.38	\$ 135.38
Millwrights	\$ 140.46	\$ 319.85	\$ 338.46	\$ 183.95	\$ 135.38	\$ 155.69	\$ 319.85	\$ 160.77	\$ 152.31	\$ 231.00	\$ 313.08	\$ 321.54
Operating Engineer	\$ 154.00	\$ 194.62	\$ 245.38	\$ 253.85	\$ 155.69	\$ 159.08	\$ 194.62	\$ 169.23	\$ 194.62	\$ 233.54	\$ 159.08	\$ 123.54
Painters/Wall Covering Installers	\$ 115.08	\$ 116.77	\$ 121.85	\$ 177.93	\$ 110.00	\$ 125.23	\$ 116.77	\$ 110.00	\$ 93.08	\$ 152.82	\$ 101.54	\$ 126.92
Pipefitters	\$ 143.85	\$ 145.54	\$ 165.85	\$ 227.21	\$ 177.69	\$ 189.54	\$ 145.54	\$ 152.31	\$ 230.15	\$ 211.54	\$ 135.38	\$ 152.31
Plasterers	\$ 125.23	\$ 123.54	\$ 143.85	\$ 203.08	\$ 93.08	\$ 128.62	\$ 123.54	\$ 135.38	\$ 101.54	\$ 181.08	\$ 118.46	\$ 126.92
Plumbers	\$ 147.23	\$ 145.54	\$ 155.69	\$ 227.21	\$ 177.69	\$ 184.46	\$ 145.54	\$ 203.08	\$ 186.15	\$ 227.45	\$ 143.85	\$ 160.77
Project Manager	\$ 177.69	\$ 172.62	\$ 220.00	\$ 287.69	\$ 143.85	\$ 228.46	\$ 172.62	\$ 253.85	\$ 270.77	\$ 270.77	\$ 177.69	\$ 186.15
Project Administrator	\$ 150.62	\$ 132.00	\$ 143.85	\$ 287.69	\$ 93.08	\$ 296.15	\$ 132.00	\$ 152.31	\$ 126.92	\$ 169.23	\$ 135.38	\$ 143.85
Project Engineering	\$ 313.08	\$ 397.69	\$ 423.08	\$ 338.46	\$ 287.69	\$ 211.54	\$ 397.69	\$ 253.85	\$ 287.69	\$ 270.77	\$ 380.77	\$ 406.15
Refrigeration Technician	\$ 198.00	\$ 203.08	\$ 245.38	\$ 287.69	\$ 220.77	\$ 194.62	\$ 203.08	\$ 177.69	\$ 230.15	\$ 233.54	\$ 233.54	\$ 245.38
Refrigeration Supervisor	\$ 216.62	\$ 245.38	\$ 279.23	\$ 359.62	\$ 292.31	\$ 243.69	\$ 245.38	\$ 236.92	\$ 230.15	\$ 260.62	\$ 245.38	\$ 279.23
Roofers	\$ 115.08	\$ 118.46	\$ 116.77	\$ 178.54	\$ 93.08	\$ 138.77	\$ 111.69	\$ 118.46	\$ 152.31	\$ 138.60	\$ 101.54	\$ 135.38
Sheet Metal Workers	\$ 137.08	\$ 145.54	\$ 150.62	\$ 261.50	\$ 162.46	\$ 176.00	\$ 145.54	\$ 186.15	\$ 230.15	\$ 238.11	\$ 143.85	\$ 152.31
Sprinkler Fitters	\$ 148.92	\$ 145.54	\$ 150.62	\$ 191.67	\$ 175.38	\$ 182.77	\$ 145.54	\$ 101.54	\$ 143.85	\$ 184.80	\$ 143.85	\$ 152.31
Terrazzo Workers	\$ 120.15	\$ 118.46	\$ 126.92	\$ 182.90	\$ 110.00	\$ 142.15	\$ 118.46	\$ 121.85	\$ 108.31	\$ 231.85	\$ 110.00	\$ 135.38
Test & Balance Technician	\$ 194.62	\$ 203.08	\$ 220.00	\$ 287.69	\$ 193.85	\$ 189.54	\$ 203.08	\$ 253.85	\$ 199.69	\$ 233.54	\$ 177.69	\$ 220.00
Tile Setters	\$ 113.38	\$ 111.69	\$ 116.77	\$ 196.17	\$ 93.08	\$ 142.15	\$ 111.69	\$ 121.85	\$ 126.92	\$ 152.82	\$ 115.08	\$ 118.46
Water proofers/Caulkers	\$ 108.31	\$ 111.69	\$ 116.77	\$ 173.46	\$ 76.15	\$ 148.92	\$ 111.69	\$ 110.00	\$ 89.69	\$ 169.23	\$ 115.08	\$ 118.46
Water Treatment Technician	\$ 148.92	\$ 143.85	\$ 159.08	\$ 287.69	\$ 143.85	\$ 157.38	\$ 143.85	\$ 177.69	\$ 152.31	\$ 233.54	\$ 135.38	\$ 152.31
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.)	\$ 253.85	\$ 338.46	\$ 253.85	\$ 253.85	\$ 253.85	\$ 253.85	\$ 253.85	\$ 338.46	\$ 253.85	\$ 253.85	\$ 120.15
Architectural	\$ 465.38	\$ 296.15	\$ 465.38	\$ 380.77	\$ 423.08	\$ 465.38	\$ 465.38	\$ 296.15	\$ 465.38	\$ 465.38	\$ 203.08
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	\$ 203.08	\$ 167.54	\$ 160.77	\$ 194.62	\$ 160.77	\$ 228.46	\$ 203.08	\$ 207.31	\$ 145.54	\$ 203.08	\$ 228.46
Bricklayers; Masons	\$ 135.38	\$ 115.08	\$ 128.62	\$ 126.92	\$ 126.92	\$ 128.62	\$ 128.62	\$ 154.00	\$ 128.62	\$ 128.62	\$ 89.69
Carpenter/Case worker	\$ 126.92	\$ 170.92	\$ 123.54	\$ 118.46	\$ 118.46	\$ 123.54	\$ 123.54	\$ 145.12	\$ 123.54	\$ 123.54	\$ 152.31
Carpet Layers/Floor Installer	\$ 118.46	\$ 111.69	\$ 111.69	\$ 118.46	\$ 118.46	\$ 111.69	\$ 111.69	\$ 145.12	\$ 111.69	\$ 111.69	\$ 126.92
Delivery personnel	\$ 110.00	\$ 101.54	\$ 101.54	\$ 101.54	\$ 101.54	\$ 101.54	\$ 101.54	\$ 206.46	\$ 101.54	\$ 101.54	\$ 236.92
Drafting	\$ 406.15	\$ 126.92	\$ 397.69	\$ 228.46	\$ 169.23	\$ 397.69	\$ 397.69	\$ 143.85	\$ 406.15	\$ 397.69	\$ 152.31
Drywall Installers; Ceiling Installers	\$ 126.92	\$ 125.23	\$ 130.31	\$ 126.92	\$ 126.92	\$ 130.31	\$ 130.31	\$ 145.12	\$ 130.31	\$ 130.31	\$ 148.92
Electricians	\$ 160.77	\$ 143.85	\$ 154.00	\$ 194.62	\$ 177.69	\$ 154.00	\$ 154.00	\$ 236.92	\$ 154.00	\$ 154.00	\$ 186.15
Elevator Mechanics	\$ 245.38	\$ 204.77	\$ 169.23	\$ 236.92	\$ 169.23	\$ 245.38	\$ 245.38	\$ 231.00	\$ 355.38	\$ 245.38	\$ 245.38
Engineering Design	\$ 456.92	\$ 253.85	\$ 453.54	\$ 380.77	\$ 296.15	\$ 453.54	\$ 453.54	\$ 211.54	\$ 453.54	\$ 453.54	\$ 304.62
Energy Engineer	\$ 279.23	\$ 211.54	\$ 296.15	\$ 380.77	\$ 296.15	\$ 236.92	\$ 279.23	\$ 296.15	\$ 211.54	\$ 279.23	\$ 236.92
Glaziers	\$ 126.92	\$ 110.00	\$ 123.54	\$ 101.54	\$ 126.92	\$ 123.54	\$ 123.54	\$ 180.65	\$ 123.54	\$ 123.54	\$ 150.62
Heavy Equipment Operators	\$ 115.08	\$ 186.15	\$ 111.69	\$ 118.46	\$ 126.92	\$ 111.69	\$ 111.69	\$ 236.92	\$ 111.69	\$ 111.69	\$ 270.77
Helper	\$ 110.00	\$ 126.92	\$ 101.54	\$ 101.54	\$ 101.54	\$ 101.54	\$ 101.54	\$ 206.46	\$ 101.54	\$ 101.54	\$ 135.38
HVAC Helper (CAT 3)	\$ 102.00	\$ 113.00	\$ 92.00	\$ 160.00	\$ 90.00	\$ 105.00	\$ 137.00	\$ 175.00	\$ 113.00	\$ 92.00	\$ 124.00
HVAC Light Commercial (CAT 2)	\$ 133.00	\$ 126.00	\$ 92.00	\$ 130.00	\$ 111.00	\$ 125.00	\$ 137.00	\$ 130.00	\$ 136.00	\$ 92.00	\$ 153.00
HVAC Commercial A/C Technician (CAT 1)	\$ 149.00	\$ 167.00	\$ 130.00	\$ 110.00	\$ 138.00	\$ 145.00	\$ 107.00	\$ 130.00	\$ 167.00	\$ 150.00	\$ 172.00
HVAC Field Supervisor (CAT 4)	\$ 179.00	\$ 186.00	\$ 150.00	\$ 180.00	\$ 171.00	\$ 166.00	\$ 176.00	\$ 210.00	\$ 202.00	\$ 175.00	\$ 195.00
HVAC Refrigeration technician	\$ 245.38	\$ 186.15	\$ 194.62	\$ 245.38	\$ 211.54	\$ 245.38	\$ 194.62	\$ 253.85	\$ 245.38	\$ 194.62	\$ 233.54
HVAC Duct installer	\$ 143.85	\$ 176.00	\$ 133.69	\$ 160.77	\$ 169.23	\$ 133.69	\$ 133.69	\$ 169.23	\$ 138.77	\$ 133.69	\$ 258.92
HVAC Filter technician	\$ 135.38	\$ 106.62	\$ 106.62	\$ 118.46	\$ 126.92	\$ 106.62	\$ 106.62	\$ 206.46	\$ 106.62	\$ 106.62	\$ 211.54
HVAC Building Automation Technician	\$ 262.31	\$ 216.62	\$ 220.00	\$ 220.00	\$ 220.00	\$ 220.00	\$ 220.00	\$ 236.92	\$ 220.00	\$ 220.00	\$ 258.92
Infrared Technician	\$ 236.92	\$ 186.15	\$ 220.00	\$ 220.00	\$ 211.54	\$ 220.00	\$ 220.00	\$ 253.85	\$ 220.00	\$ 220.00	\$ 152.31
Insulators	\$ 165.85	\$ 167.54	\$ 160.77	\$ 160.77	\$ 152.31	\$ 160.77	\$ 160.77	\$ 127.04	\$ 160.77	\$ 160.77	\$ 143.85
Ironworkers	\$ 160.77	\$ 137.08	\$ 160.77	\$ 160.77	\$ 169.23	\$ 160.77	\$ 160.77	\$ 183.62	\$ 160.77	\$ 160.77	\$ 253.85
Laborers	\$ 110.00	\$ 99.85	\$ 101.54	\$ 101.54	\$ 101.54	\$ 101.54	\$ 101.54	\$ 162.88	\$ 101.54	\$ 101.54	\$ 194.62
Lathers	\$ 116.77	\$ 160.77	\$ 116.77	\$ 118.46	\$ 121.85	\$ 116.77	\$ 116.77	\$ 145.12	\$ 116.77	\$ 116.77	\$ 152.31
Light Equipment Operators	\$ 110.00	\$ 160.77	\$ 101.54	\$ 118.46	\$ 118.46	\$ 101.54	\$ 101.54	\$ 203.08	\$ 101.54	\$ 101.54	\$ 160.77
Metal Building Assembler	\$ 135.38	\$ 133.69	\$ 133.69	\$ 135.38	\$ 135.38	\$ 133.69	\$ 133.69	\$ 169.23	\$ 133.69	\$ 133.69	\$ 152.31
Millwrights	\$ 338.46	\$ 125.23	\$ 319.85	\$ 296.15	\$ 253.85	\$ 319.85	\$ 319.85	\$ 145.12	\$ 319.85	\$ 319.85	\$ 152.31
Operating Engineer	\$ 245.38	\$ 123.54	\$ 152.31	\$ 194.62	\$ 152.31	\$ 194.62	\$ 245.38	\$ 186.15	\$ 194.62	\$ 245.38	\$ 194.62
Painters/Wall Covering Installers	\$ 121.85	\$ 104.92	\$ 116.77	\$ 118.46	\$ 118.46	\$ 116.77	\$ 116.77	\$ 127.35	\$ 116.77	\$ 116.77	\$ 101.54
Pipefitters	\$ 165.85	\$ 137.08	\$ 145.54	\$ 169.23	\$ 194.62	\$ 145.54	\$ 145.54	\$ 211.54	\$ 145.54	\$ 145.54	\$ 258.92
Plasterers	\$ 143.85	\$ 104.92	\$ 123.54	\$ 126.92	\$ 126.92	\$ 123.54	\$ 123.54	\$ 149.56	\$ 123.54	\$ 123.54	\$ 132.00
Plumbers	\$ 155.69	\$ 137.08	\$ 145.54	\$ 169.23	\$ 169.23	\$ 145.54	\$ 145.54	\$ 169.23	\$ 145.54	\$ 145.54	\$ 199.69
Project Manager	\$ 220.00	\$ 228.46	\$ 172.62	\$ 228.46	\$ 211.54	\$ 172.62	\$ 172.62	\$ 321.54	\$ 172.62	\$ 172.62	\$ 296.15
Project Administrator	\$ 143.85	\$ 228.46	\$ 132.00	\$ 126.92	\$ 133.69	\$ 132.00	\$ 132.00	\$ 143.85	\$ 132.00	\$ 132.00	\$ 126.92
Project Engineering	\$ 423.08	\$ 211.54	\$ 397.69	\$ 380.77	\$ 355.38	\$ 397.69	\$ 397.69	\$ 253.85	\$ 397.69	\$ 397.69	\$ 296.15
Refrigeration Technician	\$ 245.38	\$ 186.15	\$ 203.08	\$ 203.08	\$ 203.08	\$ 203.08	\$ 203.08	\$ 253.85	\$ 203.08	\$ 203.08	\$ 258.92
Refrigeration Supervisor	\$ 279.23	\$ 233.54	\$ 245.38	\$ 245.38	\$ 245.38	\$ 245.38	\$ 245.38	\$ 317.31	\$ 245.38	\$ 245.38	\$ 258.92
Roofers	\$ 116.77	\$ 88.00	\$ 111.69	\$ 186.15	\$ 126.92	\$ 111.69	\$ 111.69	\$ 118.46	\$ 118.46	\$ 111.69	\$ 155.69
Sheet Metal Workers	\$ 150.62	\$ 145.54	\$ 145.54	\$ 160.77	\$ 160.77	\$ 145.54	\$ 145.54	\$ 169.23	\$ 145.54	\$ 145.54	\$ 258.92
Sprinkler Fitters	\$ 150.62	\$ 147.23	\$ 145.54	\$ 186.15	\$ 160.77	\$ 145.54	\$ 145.54	\$ 192.50	\$ 145.54	\$ 145.54	\$ 228.46
Terrazzo Workers	\$ 126.92	\$ 113.38	\$ 118.46	\$ 118.46	\$ 118.46	\$ 118.46	\$ 118.46	\$ 133.27	\$ 118.46	\$ 118.46	\$ 135.38
Test & Balance Technician	\$ 220.00	\$ 186.15	\$ 203.08	\$ 194.62	\$ 203.08	\$ 203.08	\$ 203.08	\$ 213.65	\$ 203.08	\$ 203.08	\$ 220.00
Tile Setters	\$ 116.77	\$ 111.69	\$ 111.69	\$ 118.46	\$ 118.46	\$ 111.69	\$ 111.69	\$ 148.08	\$ 111.69	\$ 111.69	\$ 143.85
Water proofers/Caulkers	\$ 116.77	\$ 115.08	\$ 111.69	\$ 118.46	\$ 118.46	\$ 111.69	\$ 111.69	\$ 145.54	\$ 111.69	\$ 111.69	\$ 110.00
Water Treatment Technician	\$ 159.08	\$ 167.54	\$ 143.85	\$ 160.77	\$ 143.85	\$ 143.85	\$ 143.85	\$ 220.00	\$ 143.85	\$ 143.85	\$ 152.31
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.)	\$ 253.85	\$ 253.85	\$ 507.69	\$ 253.85	\$ 414.62	\$ 253.85	\$ 296.15	\$ 749.69	\$ 296.15	\$ 338.46	\$ 86.31
Architectural	\$ 423.08	\$ 465.38	\$ 592.31	\$ 465.38	\$ 270.77	\$ 456.92	\$ 321.54	\$ 592.31	\$ 338.46	\$ 592.31	\$ 203.08
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	\$ 160.77	\$ 203.08	\$ 228.46	\$ 194.62	\$ 177.69	\$ 169.23	\$ 186.15	\$ 160.77	\$ 228.46	\$ 220.00	\$ 203.08
Bricklayers; Masons	\$ 126.92	\$ 128.62	\$ 126.92	\$ 135.38	\$ 169.23	\$ 126.92	\$ 115.08	\$ 160.77	\$ 121.85	\$ 186.15	\$ 59.23
Carpenter/Case worker	\$ 118.46	\$ 123.54	\$ 110.00	\$ 126.92	\$ 93.08	\$ 121.85	\$ 115.08	\$ 84.62	\$ 126.92	\$ 211.54	\$ 143.85
Carpet Layers/Floor Installer	\$ 118.46	\$ 111.69	\$ 76.15	\$ 118.46	\$ 143.85	\$ 104.92	\$ 93.08	\$ 84.62	\$ 76.15	\$ 211.54	\$ 118.46
Delivery personnel	\$ 101.54	\$ 101.54	\$ 101.54	\$ 110.00	\$ 118.46	\$ 84.62	\$ 64.31	\$ 126.92	\$ 59.23	\$ 84.62	\$ 253.85
Drafting	\$ 169.23	\$ 397.69	\$ 304.62	\$ 406.15	\$ 135.38	\$ 379.08	\$ 236.92	\$ 160.77	\$ 135.38	\$ 253.85	\$ 138.77
Drywall Installers; Ceiling Installers	\$ 126.92	\$ 130.31	\$ 93.08	\$ 126.92	\$ 135.38	\$ 126.92	\$ 93.45	\$ 211.54	\$ 126.92	\$ 143.85	\$ 126.92
Electricians	\$ 177.69	\$ 154.00	\$ 287.69	\$ 160.77	\$ 118.46	\$ 152.31	\$ 169.23	\$ 211.54	\$ 279.23	\$ 236.92	\$ 172.62
Elevator Mechanics	\$ 169.23	\$ 245.38	\$ 397.69	\$ 245.38	\$ 592.31	\$ 203.08	\$ 634.62	\$ 253.85	\$ 279.23	\$ 253.85	\$ 165.85
Engineering Design	\$ 296.15	\$ 453.54	\$ 423.08	\$ 456.92	\$ 270.77	\$ 456.92	\$ 304.62	\$ 253.85	\$ 338.46	\$ 423.08	\$ 287.69
Energy Engineer	\$ 296.15	\$ 279.23	\$ 304.62	\$ 279.23	\$ 270.77	\$ 465.38	\$ 279.23	\$ 304.62	\$ 296.15	\$ 423.08	\$ 236.92
Glaziers	\$ 126.92	\$ 123.54	\$ 110.00	\$ 126.92	\$ 126.92	\$ 118.46	\$ 81.23	\$ 211.54	\$ 126.92	\$ 152.31	\$ 126.92
Heavy Equipment Operators	\$ 126.92	\$ 111.69	\$ 152.31	\$ 115.08	\$ 211.54	\$ 110.00	\$ 186.15	\$ 76.15	\$ 160.77	\$ 165.85	\$ 143.85
Helper	\$ 101.54	\$ 101.54	\$ 76.15	\$ 110.00	\$ 93.08	\$ 93.08	\$ 59.23	\$ 60.86	\$ 118.46	\$ 143.85	\$ 110.00
HVAC Helper (CAT 3)	\$ 90.00	\$ 101.00	\$ 175.00	\$ 150.00	\$ 100.00	\$ 98.00	\$ 136.00	\$ 104.00	\$ 168.00	\$ 142.00	\$ 121.00
HVAC Light Commercial (CAT 2)	\$ 111.00	\$ 116.00	\$ 180.00	\$ 150.00	\$ 120.00	\$ 108.00	\$ 140.00	\$ 155.00	\$ 168.00	\$ 165.00	\$ 137.00
HVAC Commercial A/C Technician (CAT 1)	\$ 138.00	\$ 146.00	\$ 196.00	\$ 135.00	\$ 148.00	\$ 140.00	\$ 155.00	\$ 185.00	\$ 206.00	\$ 190.00	\$ 147.00
HVAC Field Supervisor (CAT 4)	\$ 171.00	\$ 170.00	\$ 239.00	\$ 176.00	\$ 183.00	\$ 178.00	\$ 190.00	\$ 212.00	\$ 245.00	\$ 225.00	\$ 179.00
HVAC Refrigeration technician	\$ 211.54	\$ 245.38	\$ 287.69	\$ 245.38	\$ 152.31	\$ 233.54	\$ 218.31	\$ 160.77	\$ 184.32	\$ 252.15	\$ 211.54
HVAC Duct installer	\$ 169.23	\$ 133.69	\$ 270.77	\$ 143.85	\$ 118.46	\$ 138.77	\$ 135.38	\$ 143.85	\$ 184.32	\$ 236.92	\$ 235.23
HVAC Filter technician	\$ 126.92	\$ 106.62	\$ 253.85	\$ 135.38	\$ 110.00	\$ 93.08	\$ 110.00	\$ 203.08	\$ 186.15	\$ 211.54	\$ 189.54
HVAC Building Automation Technician	\$ 220.00	\$ 220.00	\$ 304.62	\$ 262.31	\$ 262.31	\$ 236.92	\$ 223.38	\$ 304.62	\$ 184.32	\$ 275.85	\$ 235.23
Infrared Technician	\$ 211.54	\$ 220.00	\$ 279.23	\$ 236.92	\$ 236.92	\$ 226.77	\$ 150.62	\$ 160.77	\$ 279.23	\$ 245.38	\$ 126.92
Insulators	\$ 152.31	\$ 160.77	\$ 164.15	\$ 165.85	\$ 88.00	\$ 165.85	\$ 88.00	\$ 186.15	\$ 203.08	\$ 189.54	\$ 143.85
Ironworkers	\$ 169.23	\$ 160.77	\$ 203.08	\$ 160.77	\$ 203.08	\$ 165.85	\$ 169.23	\$ 160.77	\$ 203.08	\$ 211.54	\$ 245.38
Laborers	\$ 101.54	\$ 101.54	\$ 101.54	\$ 110.00	\$ 93.08	\$ 93.08	\$ 54.15	\$ 160.77	\$ 118.46	\$ 143.85	\$ 182.77
Lathers	\$ 121.85	\$ 116.77	\$ 169.23	\$ 116.77	\$ 160.77	\$ 116.77	\$ 81.23	\$ 160.77	\$ 126.92	\$ 206.46	\$ 143.85
Light Equipment Operators	\$ 118.46	\$ 101.54	\$ 110.00	\$ 110.00	\$ 160.77	\$ 110.00	\$ 103.23	\$ 186.15	\$ 126.92	\$ 165.85	\$ 147.23
Metal Building Assembler	\$ 135.38	\$ 133.69	\$ 169.23	\$ 135.38	\$ 186.15	\$ 135.38	\$ 94.43	\$ 160.77	\$ 152.31	\$ 228.46	\$ 143.85
Millwrights	\$ 253.85	\$ 319.85	\$ 541.54	\$ 338.46	\$ 160.77	\$ 313.08	\$ 108.31	\$ 143.85	\$ 211.54	\$ 206.46	\$ 152.31
Operating Engineer	\$ 152.31	\$ 245.38	\$ 135.38	\$ 245.38	\$ 169.23	\$ 123.54	\$ 155.69	\$ 160.77	\$ 177.69	\$ 194.62	\$ 152.31
Painters/Wall Covering Installers	\$ 118.46	\$ 116.77	\$ 93.08	\$ 121.85	\$ 110.00	\$ 101.54	\$ 108.49	\$ 160.77	\$ 126.92	\$ 143.85	\$ 93.08
Pipefitters	\$ 194.62	\$ 145.54	\$ 169.23	\$ 165.85	\$ 152.31	\$ 135.38	\$ 148.92	\$ 143.85	\$ 184.32	\$ 270.77	\$ 235.23
Plasterers	\$ 126.92	\$ 123.54	\$ 126.92	\$ 143.85	\$ 135.38	\$ 118.46	\$ 81.23	\$ 160.77	\$ 160.77	\$ 186.15	\$ 101.54
Plumbers	\$ 169.23	\$ 145.54	\$ 287.69	\$ 155.69	\$ 203.08	\$ 143.85	\$ 150.62	\$ 211.54	\$ 184.32	\$ 270.77	\$ 186.15
Project Manager	\$ 211.54	\$ 172.62	\$ 169.23	\$ 220.00	\$ 253.85	\$ 177.69	\$ 135.38	\$ 143.85	\$ 184.32	\$ 253.85	\$ 270.77
Project Administrator	\$ 133.69	\$ 132.00	\$ 126.92	\$ 143.85	\$ 152.31	\$ 135.38	\$ 93.08	\$ 253.85	\$ 143.85	\$ 169.23	\$ 126.92
Project Engineering	\$ 355.38	\$ 397.69	\$ 423.08	\$ 423.08	\$ 253.85	\$ 380.77	\$ 279.23	\$ 169.23	\$ 296.15	\$ 423.08	\$ 279.23
Refrigeration Technician	\$ 203.08	\$ 203.08	\$ 287.69	\$ 245.38	\$ 177.69	\$ 233.54	\$ 218.31	\$ 211.54	\$ 184.32	\$ 252.15	\$ 235.23
Refrigeration Supervisor	\$ 245.38	\$ 245.38	\$ 279.23	\$ 279.23	\$ 236.92	\$ 245.38	\$ 236.92	\$ 160.77	\$ 212.31	\$ 279.23	\$ 235.23
Roofers	\$ 126.92	\$ 111.69	\$ 135.38	\$ 116.77	\$ 118.46	\$ 101.54	\$ 88.00	\$ 160.77	\$ 160.77	\$ 143.85	\$ 143.85
Sheet Metal Workers	\$ 160.77	\$ 145.54	\$ 287.69	\$ 150.62	\$ 186.15	\$ 143.85	\$ 155.69	\$ 160.77	\$ 184.32	\$ 236.92	\$ 235.23
Sprinkler Fitters	\$ 160.77	\$ 145.54	\$ 253.85	\$ 150.62	\$ 101.54	\$ 143.85	\$ 135.38	\$ 253.85	\$ 253.85	\$ 270.77	\$ 132.00
Terrazzo Workers	\$ 118.46	\$ 118.46	\$ 135.38	\$ 126.92	\$ 121.85	\$ 110.00	\$ 106.62	\$ 160.77	\$ 160.77	\$ 220.00	\$ 118.46
Test & Balance Technician	\$ 203.08	\$ 203.08	\$ 231.85	\$ 220.00	\$ 253.85	\$ 177.69	\$ 186.15	\$ 231.85	\$ 211.54	\$ 203.08	\$ 196.31
Tile Setters	\$ 118.46	\$ 111.69	\$ 110.00	\$ 116.77	\$ 121.85	\$ 115.08	\$ 81.23	\$ 110.00	\$ 160.77	\$ 228.46	\$ 126.92
Water proofers/Caulkers	\$ 118.46	\$ 111.69	\$ 111.69	\$ 116.77	\$ 110.00	\$ 115.08	\$ 71.08	\$ 186.15	\$ 126.92	\$ 189.54	\$ 91.38
Water Treatment Technician	\$ 143.85	\$ 143.85	\$ 189.54	\$ 159.08	\$ 177.69	\$ 135.38	\$ 143.85	\$ 189.54	\$ 101.54	\$ 186.15	\$ 152.31
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.)	\$ 253.85	\$ 253.85	\$ 198.00	\$ 749.69	\$ 253.85	\$ 338.46	\$ 338.46	\$ 253.85	\$ 296.15	\$ 338.46	\$ 253.85
Architectural	\$ 465.38	\$ 465.38	\$ 198.00	\$ 592.31	\$ 465.38	\$ 253.85	\$ 321.54	\$ 245.38	\$ 338.46	\$ 211.54	\$ 456.92
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	\$ 228.46	\$ 253.85	\$ 142.15	\$ 160.77	\$ 203.08	\$ 207.31	\$ 291.42	\$ 100.32	\$ 228.46	\$ 152.31	\$ 169.23
Bricklayers; Masons	\$ 143.85	\$ 143.85	\$ 113.38	\$ 160.77	\$ 128.62	\$ 148.08	\$ 226.77	\$ 62.34	\$ 121.85	\$ 150.62	\$ 126.92
Carpenter/Case worker	\$ 143.85	\$ 143.85	\$ 110.00	\$ 84.62	\$ 123.54	\$ 127.35	\$ 245.38	\$ 67.79	\$ 126.92	\$ 182.77	\$ 121.85
Carpet Layers/Floor Installer	\$ 111.69	\$ 110.00	\$ 253.85	\$ 84.62	\$ 111.69	\$ 127.35	\$ 231.00	\$ 71.92	\$ 76.15	\$ 142.15	\$ 104.92
Delivery personnel	\$ 101.54	\$ 110.00	\$ 253.85	\$ 126.92	\$ 101.54	\$ 203.08	\$ 203.08	\$ 60.75	\$ 59.23	\$ 121.85	\$ 84.62
Drafting	\$ 397.69	\$ 414.62	\$ 67.69	\$ 160.77	\$ 397.69	\$ 126.92	\$ 304.62	\$ 127.16	\$ 135.38	\$ 126.92	\$ 379.08
Drywall Installers; Ceiling Installers	\$ 135.38	\$ 143.85	\$ 143.85	\$ 211.54	\$ 130.31	\$ 121.42	\$ 241.66	\$ 76.15	\$ 126.92	\$ 126.92	\$ 126.92
Electricians	\$ 160.77	\$ 160.77	\$ 76.15	\$ 211.54	\$ 154.00	\$ 205.10	\$ 312.74	\$ 101.25	\$ 228.46	\$ 177.69	\$ 152.31
Elevator Mechanics	\$ 77.80	\$ 203.08	\$ 135.38	\$ 253.85	\$ 245.38	\$ 231.00	\$ 312.06	\$ 194.62	\$ 279.23	\$ 160.77	\$ 203.08
Engineering Design	\$ 456.92	\$ 465.38	\$ 236.92	\$ 253.85	\$ 453.54	\$ 169.23	\$ 321.54	\$ 153.31	\$ 338.46	\$ 228.46	\$ 456.92
Energy Engineer	\$ 236.92	\$ 465.38	\$ 118.46	\$ 304.62	\$ 253.85	\$ 253.85	\$ 321.54	\$ 134.74	\$ 296.15	\$ 228.46	\$ 465.38
Glaziers	\$ 126.92	\$ 143.85	\$ 98.15	\$ 211.54	\$ 123.54	\$ 168.81	\$ 238.11	\$ 51.34	\$ 126.92	\$ 137.08	\$ 118.46
Heavy Equipment Operators	\$ 253.85	\$ 118.46	\$ 126.92	\$ 76.15	\$ 111.69	\$ 210.27	\$ 220.34	\$ 128.45	\$ 160.77	\$ 187.85	\$ 110.00
Helper	\$ 101.54	\$ 110.00	\$ 110.00	\$ 60.86	\$ 101.54	\$ 203.08	\$ 203.08	\$ 93.08	\$ 118.46	\$ 126.92	\$ 93.08
HVAC Helper (CAT 3)	\$ 160.00	\$ 111.00	\$ 128.00	\$ 113.00	\$ 125.00	\$ 175.00	\$ 175.00	\$ 103.00	\$ 185.00	\$ 90.00	\$ 98.00
HVAC Light Commercial (CAT 2)	\$ 130.00	\$ 134.00	\$ 128.00	\$ 130.00	\$ 125.00	\$ 130.00	\$ 225.00	\$ 115.00	\$ 185.00	\$ 120.00	\$ 110.00
HVAC Commercial A/C Technician (CAT 1)	\$ 110.00	\$ 152.00	\$ 150.00	\$ 157.00	\$ 155.00	\$ 130.00	\$ 245.00	\$ 144.00	\$ 214.00	\$ 165.00	\$ 142.00
HVAC Field Supervisor (CAT 4)	\$ 180.00	\$ 191.00	\$ 188.00	\$ 196.00	\$ 175.00	\$ 210.00	\$ 315.00	\$ 175.00	\$ 260.00	\$ 195.00	\$ 182.00
HVAC Refrigeration technician	\$ 245.38	\$ 245.38	\$ 93.08	\$ 160.77	\$ 245.38	\$ 236.92	\$ 330.00	\$ 177.69	\$ 205.17	\$ 194.62	\$ 233.54
HVAC Duct installer	\$ 160.77	\$ 135.38	\$ 126.92	\$ 143.85	\$ 133.69	\$ 153.09	\$ 275.85	\$ 69.66	\$ 205.17	\$ 177.69	\$ 138.77
HVAC Filter technician	\$ 110.00	\$ 110.00	\$ 142.15	\$ 203.08	\$ 106.62	\$ 203.08	\$ 275.85	\$ 143.85	\$ 186.15	\$ 148.92	\$ 93.08
HVAC Building Automation Technician	\$ 228.46	\$ 245.38	\$ 155.69	\$ 304.62	\$ 220.00	\$ 203.08	\$ 275.85	\$ 270.77	\$ 205.17	\$ 216.62	\$ 236.92
Infrared Technician	\$ 228.46	\$ 228.46	\$ 126.92	\$ 160.77	\$ 220.00	\$ 253.85	\$ 170.58	\$ 126.92	\$ 279.23	\$ 211.54	\$ 226.77
Insulators	\$ 135.66	\$ 160.77	\$ 113.38	\$ 186.15	\$ 160.77	\$ 127.04	\$ 270.09	\$ 82.92	\$ 203.08	\$ 172.62	\$ 165.85
Ironworkers	\$ 160.77	\$ 160.77	\$ 121.85	\$ 160.77	\$ 160.77	\$ 183.62	\$ 188.35	\$ 110.00	\$ 203.08	\$ 199.69	\$ 165.85
Laborers	\$ 110.00	\$ 110.00	\$ 135.38	\$ 160.77	\$ 101.54	\$ 139.19	\$ 170.58	\$ 84.62	\$ 101.54	\$ 128.62	\$ 93.08
Lathers	\$ 118.46	\$ 118.46	\$ 186.15	\$ 160.77	\$ 116.77	\$ 109.58	\$ 241.66	\$ 93.08	\$ 126.92	\$ 160.77	\$ 116.77
Light Equipment Operators	\$ 152.31	\$ 110.00	\$ 126.92	\$ 186.15	\$ 101.54	\$ 186.15	\$ 270.77	\$ 89.29	\$ 126.92	\$ 160.77	\$ 110.00
Metal Building Assembler	\$ 135.38	\$ 135.38	\$ 143.85	\$ 160.77	\$ 133.69	\$ 153.09	\$ 304.62	\$ 52.73	\$ 152.31	\$ 148.92	\$ 135.38
Millwrights	\$ 143.85	\$ 321.54	\$ 169.23	\$ 143.85	\$ 319.85	\$ 145.12	\$ 248.77	\$ 100.93	\$ 211.54	\$ 155.69	\$ 313.08
Operating Engineer	\$ 194.62	\$ 123.54	\$ 123.54	\$ 160.77	\$ 245.38	\$ 169.23	\$ 275.85	\$ 55.54	\$ 177.69	\$ 159.08	\$ 123.54
Painters/Wall Covering Installers	\$ 143.85	\$ 126.92	\$ 104.92	\$ 160.77	\$ 116.77	\$ 127.35	\$ 218.49	\$ 67.35	\$ 126.92	\$ 125.23	\$ 101.54
Pipefitters	\$ 157.38	\$ 152.31	\$ 137.08	\$ 143.85	\$ 145.54	\$ 191.23	\$ 319.85	\$ 77.44	\$ 205.17	\$ 189.54	\$ 135.38
Plasterers	\$ 126.92	\$ 126.92	\$ 104.92	\$ 160.77	\$ 123.54	\$ 149.56	\$ 209.68	\$ 55.54	\$ 160.77	\$ 128.62	\$ 118.46
Plumbers	\$ 165.85	\$ 160.77	\$ 137.08	\$ 211.54	\$ 145.54	\$ 151.04	\$ 380.26	\$ 77.44	\$ 205.17	\$ 184.46	\$ 143.85
Project Manager	\$ 186.15	\$ 186.15	\$ 228.46	\$ 143.85	\$ 172.62	\$ 321.54	\$ 321.54	\$ 152.54	\$ 205.17	\$ 228.46	\$ 177.69
Project Administrator	\$ 132.00	\$ 143.85	\$ 228.46	\$ 253.85	\$ 132.00	\$ 143.85	\$ 253.85	\$ 108.31	\$ 143.85	\$ 296.15	\$ 135.38
Project Engineering	\$ 397.69	\$ 406.15	\$ 211.54	\$ 169.23	\$ 397.69	\$ 211.54	\$ 321.54	\$ 200.17	\$ 296.15	\$ 211.54	\$ 380.77
Refrigeration Technician	\$ 211.54	\$ 245.38	\$ 186.15	\$ 211.54	\$ 203.08	\$ 236.92	\$ 330.00	\$ 160.77	\$ 205.17	\$ 194.62	\$ 233.54
Refrigeration Supervisor	\$ 245.38	\$ 279.23	\$ 233.54	\$ 160.77	\$ 245.38	\$ 296.15	\$ 412.92	\$ 177.69	\$ 227.69	\$ 243.69	\$ 245.38
Roofers	\$ 118.46	\$ 135.38	\$ 88.00	\$ 160.77	\$ 111.69	\$ 110.00	\$ 174.14	\$ 55.00	\$ 160.77	\$ 138.77	\$ 101.54
Sheet Metal Workers	\$ 160.77	\$ 152.31	\$ 145.54	\$ 160.77	\$ 145.54	\$ 153.09	\$ 319.85	\$ 110.00	\$ 205.17	\$ 176.00	\$ 143.85
Sprinkler Fitters	\$ 169.23	\$ 152.31	\$ 147.23	\$ 253.85	\$ 145.54	\$ 159.92	\$ 298.52	\$ 139.62	\$ 228.46	\$ 182.77	\$ 143.85
Terrazzo Workers	\$ 118.46	\$ 135.38	\$ 113.38	\$ 160.77	\$ 118.46	\$ 133.27	\$ 231.85	\$ 135.38	\$ 160.77	\$ 142.15	\$ 110.00
Test & Balance Technician	\$ 211.54	\$ 220.00	\$ 186.15	\$ 231.85	\$ 203.08	\$ 213.65	\$ 330.00	\$ 152.31	\$ 211.54	\$ 189.54	\$ 177.69
Tile Setters	\$ 111.69	\$ 118.46	\$ 111.69	\$ 110.00	\$ 111.69	\$ 148.08	\$ 191.91	\$ 62.34	\$ 160.77	\$ 142.15	\$ 115.08
Water proofers/Caulkers	\$ 111.69	\$ 118.46	\$ 115.08	\$ 186.15	\$ 111.69	\$ 128.62	\$ 253.85	\$ 62.34	\$ 126.92	\$ 148.92	\$ 115.08
Water Treatment Technician	\$ 135.38	\$ 152.31	\$ 167.54	\$ 189.54	\$ 143.85	\$ 203.08	\$ 330.00	\$ 143.85	\$ 101.54	\$ 157.38	\$ 135.38
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



Region	NC	SC	SC	MA
Labor Classification	Toledo	Tucson	Valley Center	Washington DC
Per Diem Rate (per day per person Continental U.S.)	\$ 338.46	\$ 296.15	\$ 253.85	\$ 338.46
Architectural	\$ 211.54	\$ 321.54	\$ 465.38	\$ 304.62
Asbestos Worker	N/A	N/A	N/A	N/A
Boilermaker	\$ 152.31	\$ 186.15	\$ 203.08	\$ 228.46
Bricklayers; Masons	\$ 150.62	\$ 115.08	\$ 128.62	\$ 126.92
Carpenter/Case worker	\$ 182.77	\$ 115.08	\$ 123.54	\$ 110.00
Carpet Layers/Floor Installer	\$ 142.15	\$ 93.08	\$ 111.69	\$ 76.15
Delivery personnel	\$ 121.85	\$ 64.31	\$ 101.54	\$ 101.54
Drafting	\$ 126.92	\$ 218.31	\$ 397.69	\$ 304.62
Drywall Installers; Ceiling Installers	\$ 126.92	\$ 82.45	\$ 130.31	\$ 93.08
Electricians	\$ 177.69	\$ 126.92	\$ 154.00	\$ 165.85
Elevator Mechanics	\$ 160.77	\$ 634.62	\$ 245.38	\$ 397.69
Engineering Design	\$ 228.46	\$ 304.62	\$ 453.54	\$ 423.08
Energy Engineer	\$ 228.46	\$ 279.23	\$ 253.85	\$ 304.62
Glaziers	\$ 137.08	\$ 81.23	\$ 123.54	\$ 110.00
Heavy Equipment Operators	\$ 187.85	\$ 186.15	\$ 111.69	\$ 152.31
Helper	\$ 126.92	\$ 59.23	\$ 101.54	\$ 76.15
HVAC Helper (CAT 3)	\$ 134.00	\$ 125.00	\$ 125.00	\$ 130.00
HVAC Light Commercial (CAT 2)	\$ 134.00	\$ 127.00	\$ 125.00	\$ 167.00
HVAC Commercial A/C Technician (CAT 1)	\$ 180.00	\$ 141.00	\$ 155.00	\$ 193.00
HVAC Field Supervisor (CAT 4)	\$ 216.00	\$ 173.00	\$ 175.00	\$ 235.00
HVAC Refrigeration technician	\$ 194.62	\$ 196.31	\$ 245.38	\$ 279.23
HVAC Duct installer	\$ 177.69	\$ 135.38	\$ 133.69	\$ 279.23
HVAC Filter technician	\$ 148.92	\$ 110.00	\$ 106.62	\$ 118.46
HVAC Building Automation Technician	\$ 216.62	\$ 223.38	\$ 220.00	\$ 279.23
Infrared Technician	\$ 211.54	\$ 150.62	\$ 220.00	\$ 279.23
Insulators	\$ 172.62	\$ 81.23	\$ 160.77	\$ 164.15
Ironworkers	\$ 199.69	\$ 169.23	\$ 160.77	\$ 203.08
Laborers	\$ 128.62	\$ 54.15	\$ 101.54	\$ 101.54
Lathers	\$ 160.77	\$ 81.23	\$ 116.77	\$ 169.23
Light Equipment Operators	\$ 160.77	\$ 103.23	\$ 101.54	\$ 110.00
Metal Building Assembler	\$ 148.92	\$ 94.43	\$ 133.69	\$ 169.23
Millwrights	\$ 155.69	\$ 108.31	\$ 319.85	\$ 541.54
Operating Engineer	\$ 159.08	\$ 155.69	\$ 245.38	\$ 135.38
Painters/Wall Covering Installers	\$ 125.23	\$ 82.70	\$ 116.77	\$ 93.08
Pipefitters	\$ 189.54	\$ 148.92	\$ 145.54	\$ 169.23
Plasterers	\$ 128.62	\$ 81.23	\$ 123.54	\$ 126.92
Plumbers	\$ 184.46	\$ 150.62	\$ 145.54	\$ 169.23
Project Manager	\$ 228.46	\$ 135.38	\$ 172.62	\$ 169.23
Project Administrator	\$ 296.15	\$ 93.08	\$ 132.00	\$ 126.92
Project Engineering	\$ 211.54	\$ 279.23	\$ 397.69	\$ 423.08
Refrigeration Technician	\$ 194.62	\$ 196.31	\$ 203.08	\$ 279.23
Refrigeration Supervisor	\$ 243.69	\$ 218.31	\$ 245.38	\$ 279.23
Roofers	\$ 138.77	\$ 88.00	\$ 111.69	\$ 135.38
Sheet Metal Workers	\$ 176.00	\$ 155.69	\$ 145.54	\$ 160.77
Sprinkler Fitters	\$ 182.77	\$ 126.92	\$ 145.54	\$ 253.85
Terrazzo Workers	\$ 142.15	\$ 106.62	\$ 118.46	\$ 135.38
Test & Balance Technician	\$ 189.54	\$ 152.31	\$ 203.08	\$ 231.85
Tile Setters	\$ 142.15	\$ 81.23	\$ 111.69	\$ 110.00
Water proofers/Caulkers	\$ 148.92	\$ 71.08	\$ 111.69	\$ 111.69
Water Treatment Technician	\$ 157.38	\$ 143.85	\$ 143.85	\$ 189.54
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



OMNIA Equipment Pricing	Discount Structure Based on List Price							
	Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
HVAC Refrigeration								
Arctic Chill	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Broad - Absorption Chillers	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied A/C Screw Chillers	67.0%	0.3300	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied A/C Scroll Chillers	66.0%	0.3400	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied A/C Scroll Condensing Units	59.0%	0.4100	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Fluid Coolers	62.0%	0.3800	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied RTU Scroll Condensing Units	59.0%	0.4100	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Self-Contained Systems	56.0%	0.4400	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied W/C Centrifugal Chillers	64.0%	0.3600	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied W/C Screw Chillers	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied W/C Scroll Chillers	64.0%	0.3600	Note 1	Note 1	N/A	N/A	N/A	N/A
Epsilon	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
FAFCO	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Legacy	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Motivair	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Multistack	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Tandem Chillers	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Techochill (Techogen)	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
TempMaster	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Thermax	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
United Coolair	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Yazaki	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	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Bioclimatic Air Systems	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Dynamic Air Quality Solutions	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Global Plasma Solutions	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Plasma Air	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Sterile-Aire	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Venmar CES	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Unitary								
AAON	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Addison	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Amana	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Bard	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Cold Point	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A



OMNIA Equipment Pricing	Discount Structure Based on List Price							
	Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
Daikin Applied Applied Rooftop Systems	59.0%	0.4100	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Commercial RTUs	55.0%	0.4500	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Light Commercial RTUs	55.0%	0.4500	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Water Source Heat Pumps	55.5%	0.4450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - Rooftops	59.6%	0.4038	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - Rooftops Heat Pumps	59.6%	0.4038	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - SkyAir Light Commercial - Mini Splits	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - AC	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - AHU	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - Heat Pumps	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - Multi Zone - Mini Splits	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - Res. Split Systems - AC	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - Split Systems - Res. Split Systems - AHU	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	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	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	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - VRV - Heat Recovery	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - VRV - S	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Dectron	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Islandaire	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Lennox International	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Valent (Unison)	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Water Furnace Water Source Heat Pumps	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Air Handling								
Alliance Air Products	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Annexair	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Applied Air	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
BasX	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
CES (Temtrol, Governair, Venmar, Ventrol, HuntAir, Mammoth)	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
ClimateCraft	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Central Station AHUs	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Coils	57.0%	0.4300	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Commercial Rooftop AHUs	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Energy Labs	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Haakon	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Industrial Commercial Equipment	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Ingenia	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A



OMNIA Equipment Pricing	Discount Structure Based on List Price							
	Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
Innovent	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Loren Cook Energy Recover Ventilators	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Marcraft	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Munters	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Nortek (Huntair, Temtrol, Mammoth, Venmar, Ventrol, Governair)	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
PoolPak	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Price Mechanical	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Semco	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
TempMaster	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
TMI Climate Solutions	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Twin City Fan	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
United Coolair	30.0%	0.7000	Note 1	Note 1	N/A	N/A	N/A	N/A
Valent	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)	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Dadanco	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Fan Coils	57.0%	0.4300	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Unit Heaters	54.0%	0.4600	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Unit Ventilators	56.5%	0.4350	Note 1	Note 1	N/A	N/A	N/A	N/A
Systems and Changeair	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied VAV	57.0%	0.4300	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA - VRV Fan Coils	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Environmental Technologies, Inc (ETI)	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
First Company	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Greenheck	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Krueger	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
MetalAire	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Nailor	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Penn Barry	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Price	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Price Industries	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Ruskin - Dampers	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Sterling	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Titus	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Williams	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Zehnder/Rittling	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
LED Lighting Products								



OMNIA Equipment Pricing	Discount Structure Based on List Price							
	Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
PlanLED	9-51%	0.91-0.49	Note 1	Note 1	N/A	N/A	N/A	N/A
Lighting - Engery Based Solutions	13.3%	0.8667	Note 1	Note 1	N/A	N/A	N/A	N/A
DDC Controls								
75F	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Aircuity	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Allerton Controls	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Intelligent Equipment	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied MicroTech Integrated Systems	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin NA VRF Controls	35.5%	0.6450	Note 1	Note 1	N/A	N/A	N/A	N/A
Functional Devices	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Honeywell	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Johnson Controls	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
KMC Building Automation	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Niagara AX	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
nLight	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Phoenix Controls	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Snyder Electric	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Strobin Air	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Trane	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Tridium	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Veris	60.0%	0.4000	Note 1	Note 1	N/A	N/A	N/A	N/A
Cooling Towers								
Baltimore Aircoil Company (BAC)	41.0%	0.5900	Note 1	Note 1	N/A	N/A	N/A	N/A
Composite Cooling Solutions (CCS)	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Evapco	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Reysma	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
SPX Brands (Marley, Recold, & Ceramic)	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
The Cooling Tower Company	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Pumps								
Goulds	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Grundfos	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Patterson	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Taco	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Invertors								
ABB	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Danfoss	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Yasakawa	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A



OMNIA Equipment Pricing	Discount Structure Based on List Price							
	Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
Boilers & Water Heaters								
Bryan Boilers	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Buderus	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Burnham	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Templifiers	50.0%	0.5000	Note 1	Note 1	N/A	N/A	N/A	N/A
Fulton	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Lochinvar	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Mestech - RBI & ATH	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Norwitz	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
PVI	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Riverside Hydronics	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
HVAC Specialty Products								
AAON	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Addison	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Aerco	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Advantix Systems	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Alfa Laval - Heat Exchanges	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Apreco	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Arizon-Johnson Air Rotation	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Broad	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Carel	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Dadanco - Chilled Beams	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin Applied Modular Central Plant	61.5%	0.3846	Note 1	Note 1	N/A	N/A	N/A	N/A
Data Aire	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Danfoss AB-QM	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
DriSteam	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Dynamic	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Energy Labs	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Epsilon	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
FAFCO	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
FlowCon	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
GEA - Heat Exchangers	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Global Plasma Solutions	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Greenheck	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Griswold - Chemical-Less Water Treatment	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Halton	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
ISO-Air	20.0%	0.8000	Note 1	Note 1	N/A	N/A	N/A	N/A

OMNIA Equipment Pricing	Discount Structure Based on List Price							
	Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
Heat Pipe Technologies	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Heat Recovery Equipment	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Munters	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
NC Filtration	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Puroflux - Separators	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Reddi	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Reflok	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
RenewAire	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Reysma	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Seresco	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Tecta America Roofing	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Thermotech	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Triatek	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Trox	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
UV Resources	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Venmar (CES)	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Westaire	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
XeteX - Heat Recovery	61.0%	0.3900	Note 1	Note 1	N/A	N/A	N/A	N/A
Equipment Parts & Supplies								
AAON	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
ABB	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Addison	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Ashcroft	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Baldor	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Baltimore Aircoil Company (BAC)	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Belimo	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Bristol	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Browning	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Bryan Boilers	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Carrier	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Century	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%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Chamberlin	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
ClimateCraft	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Combustion Resource Corporation	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Copeland	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Dadanco	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A



OMNIA Equipment Pricing	Discount Structure Based on List Price							
	Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
Daikin Applied	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Daikin North America	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Danfoss	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Dectron	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Eaton	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Emerson	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Environmental Technologies, Inc.	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Everest	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Fasco	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Flow Design	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Griswold	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Haakon	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Heatcraft	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Honeywell	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
JCI-York	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Kinetics	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Lennox International	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Loctite	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Marathon	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Mestech - RBI & ATH	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Nortec	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Parker	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Reddi	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Reillo	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Schneider Electric	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Sealmaster	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Sporlan	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Stulz	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Systems and Changeair	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
TCF	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
TCTC, GEA, ETI, Danfoss	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Tecumseh	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Temtrol	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Trane	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Unisource	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
UVR	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Williams and Davis	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A



OMNIA Equipment Pricing	Discount Structure Based on List Price							
	Standard		Quantity Discount		Stock Program		Quick Ship	
	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier	% Off	Multiplier
Zonex	10.0%	0.9000	Note 1	Note 1	N/A	N/A	N/A	N/A
Equipment Rentals								
Daikin Applied	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	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)