



GENERAL SERVICES ADMINISTRATION

Federal Supply Service Authorized Federal Supply Schedule Price List

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through *GSA Advantage!*[™], a menu-driven database system. The INTERNET address for *GSA Advantage!*[™] is GSAAdvantage.gov.

Multiple Award Schedule (MAS)

Federal Supply Group: Professional Services

Contract Number: 47QRAA22D003D

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.

Contract Period: December 15, 2021–December 14, 2026

Contractor:



Zinnia Films Inc.
4318 Mainfield Ave.
Baltimore, MD 21214-2839

Business Size:

Small

Telephone:

443-424-8582

Web Site:

<https://www.zinniafilms.com>

E-mail:

jenny@zinniafilms.com

Contract Administration: Same as above

CUSTOMER INFORMATION

- 1a. **Table of Awarded Special Item Number(s) with appropriate cross-reference to item descriptions and awarded price(s):**

SIN	Recovery	Title
512110	512110RC	Video/Film Production
OLM	OLMRC	Order-Level Materials (OLMs)

- 1b. **Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract.** See the pricing documented on page 4
- 1c. **If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item.** See the labor category descriptions on page 5

2. **Maximum Order:** \$1,000,000.00

3. **Minimum Order:** \$300.00

4. **Geographic Coverage (delivery Area):** Domestic

5. **Point(s) of production:** Same as company address

6. **Discount from list prices or statement of net price:** Government net prices (discounts already deducted)

7. **Quantity discounts:** 2% on orders over \$250,000 at the time of initial contract, notwithstanding any subsequent BPAs, options, or other modifications to an order

8. **Prompt payment terms:** 1% 15 days, Net 30

Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9. **Foreign items (list items by country of origin):** None

10a. **Time of Delivery (Contractor insert number of days):** Specified on the Task Order

10b. **Expedited Delivery.** Contact Contractor

10c. **Overnight and 2-day delivery.** Contact Contractor

10d. **Urgent Requirements.** Contact Contractor

11. **F.O.B Points(s):** Destination



- 12a. **Ordering Address(es):** Same as company address
- 12b. **Ordering procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs) are found in Federal Acquisition Regulation (FAR) 8.405-3.
- 13. **Payment address(es):** Same as company address
- 14. **Warranty provision:** Contractor's standard commercial warranty
- 15. **Export Packing Charges (if applicable):** Not applicable
- 16. **Terms and conditions of rental, maintenance, and repair (if applicable):** Not applicable
- 17. **Terms and conditions of installation (if applicable):** Not applicable
- 18a. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** Not applicable
- 18b. **Terms and conditions for any other services (if applicable):** Not applicable
- 19. **List of service and distribution points (if applicable):** Not applicable
- 20. **List of participating dealers (if applicable):** Not applicable
- 21. **Preventive maintenance (if applicable):** Not applicable
- 22a. **Special attributes such as environmental attributes:** Not applicable
- 22b. **Section 508 compliance information:** Not applicable
- 23. **Unique Entity Identifier (UEI) number:** 045366339
- 24. **Notification regarding registration in System for Award Management (SAM) database:**
Contractor registered and active in SAM

Pricing

The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.

Labor Category	GSA PRICE + IFF Year 1	GSA PRICE + IFF Year 2	GSA PRICE + IFF Year 3	GSA PRICE + IFF Year 4	GSA PRICE + IFF Year 5
Project Kickoff Meeting Service	\$292.19/task	\$298.62/task	\$305.19/task	\$311.90/task	\$318.77/task
Preproduction Admin/Scheduling Service	\$98.74/hour	\$100.91/hour	\$103.13/hour	\$105.40/hour	\$107.72/hour
Scriptwriter I	\$491.23/per video	\$502.04/per video	\$513.08/per video	\$524.37/per video	\$535.90/per video
Scriptwriter II	\$740.55/per video	\$756.85/per video	\$773.50/per video	\$790.51/per video	\$807.91/per video
Scriptwriter III	\$982.46/per video	\$1,004.07/per video	\$1,026.16/per video	\$1,048.74/per video	\$1,071.81/per video
Director	\$1,283.63/day	\$1,311.87/day	\$1,340.73/day	\$1,370.22/day	\$1,400.37/day
Director of Photography (DP)	\$1,194.99/day	\$1,221.28/day	\$1,248.15/day	\$1,275.60/day	\$1,303.67/day
Producer	\$987.41/day	\$1,009.13/day	\$1,031.33/day	\$1,054.02/day	\$1,077.21/day
Camera Operator	\$1,026.57/day	\$1,049.15/day	\$1,072.23/day	\$1,095.82/day	\$1,119.93/day
Audio Technician	\$691.18/day	\$706.39/day	\$721.93/day	\$737.81/day	\$754.04/day
Lighting/Electric/Grip	\$625.56/day	\$639.33/day	\$653.39/day	\$667.77/day	\$682.46/day
**Production Assistant	\$394.96/day	\$403.65/day	\$412.53/day	\$421.61/day	\$430.88/day
Professional Acting Talent I	\$491.23/day	\$502.04/day	\$513.08/day	\$524.37/day	\$535.90/day
Professional Acting Talent II	\$987.41/day	\$1,009.13/day	\$1,031.33/day	\$1,054.02/day	\$1,077.21/day
Makeup Artist	\$884.21/day	\$903.66/day	\$923.54/day	\$943.86/day	\$964.63/day
Editor	\$98.74/hour	\$100.91/hour	\$103.13/hour	\$105.40/hour	\$107.72/hour
**Graphics/Motion Graphics Designer	\$147.37/hour	\$150.61/hour	\$153.92/hour	\$157.31/hour	\$160.77/hour
Music Services	\$403.02/per video	\$411.89/per video	\$420.95/per video	\$430.21/per video	\$439.68/per video
Voice-over Artist	\$785.96/per video	\$803.26/per video	\$820.93/per video	\$838.99/per video	\$857.45/per video
**Photographer	\$1,481.11/day	\$1,513.69/day	\$1,546.99/day	\$1,581.03/day	\$1,615.81/day

Service Contract Labor Standards/Service Contract Act (SCLS/SCA) Matrix

SCA Eligible Labor Category	SCA Equivalent Code Title	Wage Determination No
Production Assistant	01270 – Production Control Clerk	WD #2015-4265
Graphics/Motion Graphics Designer	15080 – Graphic Artist	WD #2015-4265
Photographer	13071 – Photographer II	WD #2015-4265

The Service Contract Labor Standards, formerly the Service Contract Act (SCA), apply to this contract and it includes SCLS applicable labor categories. Labor categories and fixed price services marked with a (**) in this pricelist are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCLS/SCA matrix. The prices awarded are in line with the geographic scope of the contract (i.e., nationwide).

Awarded Labor Categories

Labor Description	Responsibilities	Minimum Education	Minimum Years of Experience
Project Kickoff Meeting Service	The project kickoff meeting is a meeting between the client and lead Zinnia staff for the project, typically the principal/senior producer for the firm and the producer who has been assigned as project manager for that project. This meeting establishes mutual goals for the project, including a timeline and processes for preproduction, production, postproduction, and delivery of final video content. Depending on the project, this meeting may also include a site walkthrough.	Bachelor's degree	10
Preproduction Admin/Scheduling Service	Preproduction administrative and scheduling services are carried out by the director, producer, or a production assistant for the project. These services include all project management and logistics handling necessary to get to the production (filming/photography) stage.	Bachelor's degree	4
Scriptwriter I	A scriptwriter's primary responsibilities include the following: creating the overarching narrative treatment for a story, developing a formal script for client approval, coordinating with the client to conduct interviews with subject-matter experts, and handling rewrites of scripts based on client feedback.	Bachelor's degree	4
Scriptwriter II	A scriptwriter's primary responsibilities include the following: creating the overarching narrative treatment for a story, developing a formal script for client approval, coordinating with the client to	Bachelor's degree	4



	conduct interviews with subject-matter experts, and handling rewrites of scripts based on client feedback.		
Scriptwriter III	A scriptwriter's primary responsibilities include the following: creating the overarching narrative treatment for a story, developing a formal script for client approval, coordinating with the client to conduct interviews with subject-matter experts, and handling rewrites of scripts based on client feedback.	Bachelor's degree	4
Director	A director is responsible for coordinating front-end logistics for a shoot. The director ensures all pieces of the production are cohesive and connected, from the integrity of the script, to on-set direction of actors or lay actors and crew, to the postproduction process with editors and designers.	Bachelor's degree	10
Director of Photography (DP)	A director of photography's primary responsibilities include consulting with the director and with the client about the way to visually represent what is being filmed and directing any camera crew regarding the way and manner in which a camera should be set up, how lights should be set up, and how a camera will move throughout a production.	Bachelor's degree	0
Camera Operator	A camera operator's primary responsibility is to operate the camera, maintaining all the proper settings and exposure and focus on the camera.	High school	5
Producer	A producer's primary responsibility is overarching project management. This broad role includes timely interaction with the client, handling all back-end logistics for a crew to effectively produce a body of work, coordinating with the scriptwriter and director to ensure everything is moving forward toward production, ensuring that on-set production is operating on schedule, and coordinating with the postproduction team to ensure that the edit is moving forward in a timely fashion.	Bachelor's degree	4
Audio Tech	An audio tech is responsible for gathering and recording a clean audio recording for video use, either in a studio or on set/in the field.	High school	3
Lighting/Electric/Grip	A grip sets up camera supports (dolly, rigs, etc.) and lighting supports.	High school	4

Production Assistant	A production assistant's roles and responsibilities range from helping load and unload on set; getting meals or coffee for the crew; and assisting the audio, lighting, and camera crews.	High school	0
Professional Acting Talent I	An actor is responsible for bringing to life a scripted role according to the needs of the project. An actor's suitability for an assignment is determined by submission of an on-camera sample read of a script.	None	1
Professional Acting Talent II	An actor is responsible for bringing to life a scripted role according to the needs of the project. An actor's suitability for an assignment is determined by submission of an on-camera sample read of a script.	None	1
Makeup Artist Consultant I	Makeup artists ensure on-camera talents' appearance is appropriate for the shoot, whether that is light makeup or special effects.	High school	8
Editor	Video editors edit raw footage into a final video. Their role also includes simple graphics and color grading/correction.	High school	5
Graphics/Motion Graphics Designer	A motion graphics designer creates graphics for use in a video and then sets those graphics into motion. A motion graphics designer will have a background in graphic design and/or animation.	High school	8
Voiceover Artist	A voice-over artist creates a spoken audio track of a script for a video that serves the purposes of that video. This person will have a demonstrated history of voice-over recordings via a reel and a proven track record of timely delivery of recordings and professional interactions with the client, if a directed session is requested where the client gives real-time feedback. The person's suitability for an assignment is determined by a submitted audio recording of a sample read of a script.	None	0
Music Consultant	The music consultant identifies suitable music tracks from music libraries for approval by the client. The consultant then licenses approved music. Zinnia also contracts with musicians for original music.	High school	0
Photographer	A photographer takes still images according to the production's requirements (production stills) or client's needs (e.g., marketing). This role requires interaction with clients and advanced understanding of lighting, exposure, camera settings, and photo editing.	High school	8

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