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

Jose Ernesto Salazar LLC
dba JESco

SCHEDULE TITLE: MULTIPLE AWARD SCHEDULE

CONTRACT NUMBER: 47QSHA19D001Y

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

CONTRACT PERIOD: JANUARY 28, 2019 – JANUARY 27, 2024

CONTRACT CURRENT THROUGH MOD PS-A812, EFFECTIVE MARCH 2, 2020

CONTRACTOR: JOSE ERNESTO SALAZAR LLC (dba JESCO)

102 FLETCHER DRIVE
SUITE A
DEL RIO, TEXAS 78840-3138

Point of Contact for Contract Administration:
Jose Salazar
e-mail: salazar.jesco@yahoo.com
Tel: 830-422-2326
Fax: 866-936-0607

Point of Contact for Marketing:
Sergio Aguila
e-mail: aguilar@jescotx.com
Tel: 830-422-2326
Fax: 866-936-0607

Business Size: SBA 8(a) and Minority Economically Disadvantaged Owned Small Business
## Customer Information

| 1a | Awarded SIN(s): | 561210FAC  
OLM  
Complete Facilities Maintenance and Management  
Order-Level Materials |
| 1b | Lowest Priced Item: | See Pricelist |
| 1c | Hourly Rates & Labor Category Descriptions: | See below |
| 2 | Maximum Order: | 561210FAC - $1,000,000; OLM - $250,000 |
| 3 | Minimum Order: | $100 |
| 4 | Geographic Coverage: | CONUS (48 States) |
| 5 | Point of Production: | N/A |
| 6 | Discount: | Prices shown are net of discount. |
| 7 | Quantity Discounts: | Additional 2% for orders exceeding $250,000. |
| 8 | Prompt Payment Terms: | Net 30 days  
Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions. |
| 9a | Government Purchase Cards | Government Purchase Cards are accepted at or below the micro-purchase threshold. |
| 9b |  | Contractor will accept the Government Commercial Credit Card above the micro-purchase threshold. |
| 10 | Foreign Items: | N/A |
| 11 | Time of Delivery: |  
| a. Normal: | TBD at TO Level  
| b. Expedited | TBD at TO Level  
| c. Overnight & 2-day delivery | Contact Contractor  
| d. Urgent Requirements | Contact Contractor |
| 12 | FOB Point(s): | Destination for Domestic Delivery (CONUS) |
| 13a | Ordering Address: | Same as Contractor address |
| 13b | Ordering procedures: | For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s), are found in Federal Acquisition Regulation (FAR) 8.405-3. |
Payment Address: Same as Contractor address

Warranty Provision: JESco will fix any issues relating to their workmanship

Export packing charges, if applicable: N/A

Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): Contact Contractor

Terms and conditions of rental, maintenance, and repair (if applicable): N/A

Terms and conditions of installation (if applicable): N/A

Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): N/A

Terms and conditions for any other services (if applicable): N/A

List of service and distribution points (if applicable): N/A

List of participating dealers (if applicable): N/A

Preventive maintenance (if applicable): N/A

Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): N/A

Section 508 Compliance for EIT: N/A

DUNS Number: 962671579

Notification regarding registration in CCR database: Contractor has an Active Registration in the SAM database.

JESco
5-YEAR PRICING

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Year 1 (with IFF)</th>
<th>Year 2 (with IFF)</th>
<th>Year 3 (with IFF)</th>
<th>Year 4 (with IFF)</th>
<th>Year 5 (with IFF)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Manager</td>
<td>$95.59</td>
<td>$97.50</td>
<td>$99.45</td>
<td>$101.44</td>
<td>$103.47</td>
</tr>
<tr>
<td>Deputy Project Manager</td>
<td>$68.83</td>
<td>$70.20</td>
<td>$71.61</td>
<td>$73.04</td>
<td>$74.50</td>
</tr>
<tr>
<td>QC Supervisor</td>
<td>$34.91</td>
<td>$35.61</td>
<td>$36.32</td>
<td>$37.05</td>
<td>$37.79</td>
</tr>
<tr>
<td>Janitor**</td>
<td>$22.94</td>
<td>$23.40</td>
<td>$23.87</td>
<td>$24.35</td>
<td>$24.83</td>
</tr>
<tr>
<td>Janitor Lead**</td>
<td>$24.94</td>
<td>$25.44</td>
<td>$25.94</td>
<td>$26.46</td>
<td>$26.99</td>
</tr>
<tr>
<td>Grounds Maintenance**</td>
<td>$29.92</td>
<td>$30.52</td>
<td>$31.13</td>
<td>$31.76</td>
<td>$32.39</td>
</tr>
<tr>
<td>Hard Floors/Carpet Cleaning Technician</td>
<td>$29.92</td>
<td>$30.52</td>
<td>$31.13</td>
<td>$31.76</td>
<td>$32.39</td>
</tr>
<tr>
<td>Carpenter**</td>
<td>$39.90</td>
<td>$40.70</td>
<td>$41.51</td>
<td>$42.34</td>
<td>$43.19</td>
</tr>
</tbody>
</table>
The Service Contract Labor Standards (SCLS) is applicable to this contract and it includes SCLS applicable labor categories. The prices for the indicated (**) SCLS labor categories are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCLS matrix. The prices awarded are in line with the geographic scope of the contract (i.e. nationwide).

<table>
<thead>
<tr>
<th>SCLS Eligible Labor Category/Service**</th>
<th>SCLS Equivalent Code Title</th>
<th>WD Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Janitor</td>
<td>11150 - Janitor</td>
<td>2015-5303</td>
</tr>
<tr>
<td>Janitor Lead</td>
<td>11150 - Janitor</td>
<td>2015-5303</td>
</tr>
<tr>
<td>Grounds Maintenance</td>
<td>11210 – Laborer, Grounds Maintenance</td>
<td>2015-5303</td>
</tr>
<tr>
<td>Carpenter</td>
<td>23130 – Carpenter, Maintenance</td>
<td>2015-5303</td>
</tr>
<tr>
<td>Electrician</td>
<td>23160 Electrician, Maintenance</td>
<td>2015-5303</td>
</tr>
<tr>
<td>Painter</td>
<td>23760 – Painter, Maintenance</td>
<td>2015-5303</td>
</tr>
<tr>
<td>Plumber</td>
<td>23810 – Plumber, Maintenance</td>
<td>2015-5303</td>
</tr>
<tr>
<td>General Maintenance Worker</td>
<td>23370 – General Maintenance Worker</td>
<td>2015-5303</td>
</tr>
<tr>
<td>HVAC Mechanic</td>
<td>23410 – HVAC Mechanic</td>
<td>2015-5303</td>
</tr>
</tbody>
</table>

**JESco**

**Labor Category Descriptions**

**PROJECT MANAGER**

**Minimum/General Experience:** 10 years of experience in a Federal Sector or civilian operations management environment. Five years of specialized experience as a Project or Operations Manager.

**Functional Responsibility:** Responsible for the direction, coordination, implementation, executive, control and completion of project, while remaining aligned with strategy, commitments and goals of the organization. Responsibilities include but are not limited to, plan and implement projects, help define project scope, goals and deliverables, define tasks and required resources, manage budget, manage project team, lead quality assurance, evaluate and assess result of project. Serves as the single customer point of contact. Evaluates scope of work, performs site surveys, and produces cost estimates. Manages QA/QC program, work performed by in-house and subcontracted personnel, and contract safety program. Attends all project related meetings and documents as appropriate. Understands requirements.
and scope and monitors for compliance with applicable GSA, Federal, State and local rules, codes, and regulations.

**Minimum Education:** Bachelor’s degree

---

**DEPUTY PROJECT MANAGER**

**Minimum/General Experience:** 5 years of experience in a Federal Sector or civilian operations management environment.

**Functional Responsibility:** Performs as Project Manager in his/her absence. Responsible for assisting Project Manager with the operation of a site, base, or plant. Position manages the maintenance, repair, construction, and operation of all assigned systems and supporting responsibility for work control, planning, infrastructure, facility support and/or plant operations. Individual is responsible for maintenance and operation of facilities to ensure cost-effective and reliable support. Evaluates scope of work, performs site surveys, and produces cost estimates. Assists Manager with QA/QC program, work performed by in-house and subcontracted personnel, and contract safety program. Attends project related meetings and documents as appropriate. Understands requirements and scope and monitors for compliance with applicable GSA, Federal, State and local rules, codes, and regulations.

**Minimum Education:** Bachelor’s degree

---

**QC SUPERVISOR**

**Minimum/General Experience:** 3 years of experience in a Federal Sector or civilian operations management environment.

**Functional Responsibility:** Supervise QA/QC program and all work performed by in-house and subcontracted personnel. Ensure that personnel follow established rules for handling quality control issues; these rules are meant to address quality issues in a timely manner while retaining profitability. Assign work to employees and oversee schedules under the guidance of their manager and human resources guidelines. Train new employees in the quality control department on proper testing procedures and safety habits. Provide feedback on procedures and recommend improvements to management. Implement testing procedures as outlined by their manager and according to industry standards. Attends all project related meetings as on-site representative. Understands requirements and monitors compliance with applicable GSA, Federal, State and local rules and codes.

**Minimum Education:** High School Diploma

---

**JANITOR**

**Minimum/General Experience:** 2 Years of Experience

**Functional Responsibility:** Cleans and keeps area in an orderly condition to include office areas, restrooms, public areas, clinics, laboratories, warehouse, factory working areas and washrooms, hangars, fitness centers and child care centers. Duties involve the independent or combination of the following: Sweeping, mopping or scrubbing, and polishing floors; removing debris, trash, and other non-hazardous and refuse; dusting equipment and all hard and soft surfaces, furniture and fixtures; polishing metal
fixtures or trimmings; providing supplies and minor maintenance services; and cleaning lavatories, showers, and restrooms. Must attend all scheduled periodic training and safety meetings.

**Minimum Education:** High School Diploma

---

**JANITOR LEAD **

**Minimum/General Experience:** 4 years of experience including 2 years of experience in a responsible supervisory role directing service staff.

**Functional Responsibility:** Oversees and supervises the custodial care of facility. Plans, schedules, and inspects the work of all custodial staff and ensures the quality and cost effectiveness of all work performed, including preparation for special events. Develops procedures and standards for custodial services and ensures that established procedures are followed. Establishes and implements training programs in areas such as cleaning methods and techniques, proper use of equipment, and safety. Researches cleaning products maintains inventories, and prepares requisitions for all supplies, parts, and materials used by the custodial unit. Maintains files of custodial purchases, vendors, inspections, service work and overtime schedules, maintenance and service manuals, employee records, work order completions, linen needs, etc. Orders and supplies uniforms to subordinate employees. Must be familiar with job safety equipment and the tools required to perform the jobs. Conducts cost versus effectiveness tests for new projects ordered. Ensures all equipment is in proper working condition including carts, steam cleaners, buffers, etc. Tracks equipment repair budget, orders replacement items and works with vendors requiring repairs to existing equipment. Demonstrates willingness and ability to work independently and under unpleasant conditions such as in dusty and dirty areas or in extreme heat or cold.

**Minimum Education:** High School Diploma

---

**GROUNDS MAINTENANCE **

**Minimum/General Experience:** 2 years

**Functional Responsibility:** Maintains grounds of industrial, commercial, or public property such as buildings, camp and picnic grounds, parks, playgrounds, greenhouses, and athletic fields and repairs structures and equipment, performing one of more of the following tasks: Cuts grass, using walking-type or riding mowers. Trims hedges and edges around walks, flower beds, and wells using hedge trimmers, clippers and edging tools. Prunes shrubs and trees to shape and improves growth using shears ad other hand tools. Sprays lawn, shrubs, and trees with fertilizer or insecticide. Plants grass, flowers, trees, and shrubs. Waters lawn and shrubs during dry periods using hose or by activating sprinkler system. Picks up and burns or carts away leaves, paper, or other litter/debris. Removes snow from walks, driveways, roads, or parking lots using shovel and snow blower. Spreads salt on walkways and other areas. Repairs and paints fences, gates, benches, tables, guardrails, and outbuildings. May clean comfort stations, office, workshop area, and parking lots by sweeping, mopping, and polishing.

**Minimum Education:** High School Diploma
HARD FLOORS/CARPET CLEANING TECHNICIAN (VCT)

Minimum/General Experience:  2 years

Functional Responsibility: Experienced in all aspects of floor care pertaining to hard floor surfaces including the knowledge of floor care chemicals and machine operation. Carpet cleaning using approved methods and chemicals. Spot cleaning along with extraction of liquids from carpet, treating areas appropriately, as needed. Strip, scrub, buff, refinish or seal different types of hard surfaced floors using appropriate equipment and chemicals. Responsible for securing working area, using appropriate safety barricades, and removing when duties are completed and area is safe for public use. Follow all safety and personnel rules and regulations. Perform other duties as assigned which may be modified at any time.

Minimum Education: High School Diploma

CARPENTER**

Minimum/General Experience:  3 years

Functional Responsibility: Performs carpentry duties necessary to maintain in good repair building woodwork and equipment such as bins, cribs, counters, benches, partitions, doors, floors, stairs, casings, and trim made of wood. Work involves most of the following: planning and laying out of work from blueprints, drawings, models, or verbal instructions, using a variety of carpenter’s hand tools, portable power tools, and standard measuring instruments; making standard shop computations relating to dimensions of work; and selecting materials necessary to complete work. In general, the work of the maintenance carpenter requires rounded training and experience usually acquired through an apprenticeship or equivalent training and experience.

Minimum Education: High School Diploma and completion of carpentry apprenticeship.

ELECTRICIAN **

Minimum/General Experience:  3 years

Functional Responsibility: Performs a variety of electrical trade functions such as the installation, maintenance, or repair of equipment for the generation, distribution, or utilization of electric energy. Work involves most of the following: installing or repairing any of a variety of electrical equipment such as generators, transformers, switchboards, controllers, circuit breakers, motors, heating units, conduit systems, or other transmission equipment; working from blueprints, drawing, layouts, or other specifications; locating and diagnosing trouble in the electrical system or equipment; working standard computations relating to load requirements of wiring or electrical equipment; and using a variety of electrician’s hand tools and measuring and testing instruments. Inspects, repairs, installs, modifies, and maintains electrical/electronic systems, circuits and equipment. Has knowledge of commonly-used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Works under immediate supervision. Primary job functions do not typically require exercising independent judgment. Typically reports to a supervisor/manager.

Minimum Education: High School Diploma and completion of electrician’s apprenticeship and licensing.
**PAINTER**

**Minimum/General Experience:** 2 years

**Functional Responsibility:** Paints and redecorates walls, woodwork, and fixtures. Must have knowledge of surface peculiarities and types of paint required for different applications. Prepares surface for painting by removing old finish or by placing putty or filler in nail holes. Applies paint with spray gun or brush. May mix colors, oils, white lead, and other paint ingredients to obtain proper color or consistency. May operate a spray painter to apply industrial finishes on metal products.

**Minimum Education:** High School Diploma

---

**PLUMBER**

**Minimum/General Experience:** 3 years

**Functional Responsibility:** Installs and repairs pipes, fittings, and fixtures of heating, water, and drainage systems according to specifications and plumbing codes; operates and maintains pumps and water treatment systems, hot and cold water systems and similar components, water wells, and irrigation fixtures; maintains and repairs water sprinklers, irrigation systems, sewer lift stations, and water wells; tests completed work and makes necessary adjustments; makes periodic inspection of systems for safe and efficient operation. Studies building plan and working drawings to determine work aids required and sequence of installations. Inspects structure to ascertain obstructions to be avoided to prevent weakening of structure resulting from installation of pipe. Locates and marks position of pipe and pipe connections and passage holes for pipes in walls and floors using ruler, spirit level and plumb bob. Cuts openings in walls and floors to accommodate pipe and pipe fittings using hand tools and power tools. Cuts and threads pipe using pipe cutters, cutting torch and pipe threading machine. Bends pipe to required angle by use of pipe-bending machine or by placing pipe over block and bending by hand. Assembles and installs valves, pipe fittings, and pipes composed of metal such as iron, steel, brass, and lead and nonmetals such as glass, vitrified clay, and plastic using hand tools and power tools. Joins pipe by use of screws bolts, fittings, solder, plastic solvent, and caulks joints. Fills pipe system with water or air and reads pressure gauges to determine whether system is leaking. Installs and repairs plumbing fixtures such as sinks, commodes, bathtubs, water heaters, hot water tanks, garbage disposal units, dishwashers, and water softeners. Repairs and maintains plumbing by replacing washers in leaky faucets, mending burst pipes, and opening clogged drains. Prepares estimates for material, labor, and total costs of repair and installation jobs; makes report of time and materials required to repair and maintain equipment; maintains records of systems operations; may supervise helpers or major installations or repair projects.

**Minimum Education:** High School Diploma plus completion of an apprenticeship.

---

**GENERAL MAINTENANCE WORKER**

**Minimum/General Experience:** 0 years

**Functional Responsibility:** Performs maintenance service and repairs in the areas of plumbing, carpentry, painting, plastering, machine servicing, electrical, or vehicle servicing. Is knowledgeable in the procedures and safety measures in area(s) of specialty. Has knowledge of commonly-used concepts,
practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Works under immediate supervision. Primary job functions do not typically require exercising independent judgment. Typically reports to a supervisor or manager.

**Minimum Education:** High School Diploma

**HVAC TECHNICIAN**

**Minimum/General Experience:** 3 years

**Functional Responsibility:** Installs, services, and repairs environmental-controlled systems in residences, department stores, office buildings and other commercial establishments utilizing knowledge of refrigeration theory, pipefitting and structural layout. Mounts compressor and condenser units on platform or floor using hand tools. Follows blueprints or engineering specifications. Fabricates, assembles, and installs ductwork and chassis parts using portable metalworking tools and welding equipment. Installs evaporator unit in chassis or in-air duct system, using hand tools. Cuts and bends tubing to correct length and shaping using cutting and bending equipment and tools. Cuts and threads pipe using machine-threading or hand-threading equipment. Joins tubing or pipes to various refrigerating units by means of sleeves, couplings, or unions. Solders joints using torch, forming complete circuit for refrigerant. Installs expansion and discharge valves in circuit. Connects motors, compressors, temperature controls, humidity controls, and circulating ventilation fans to control panels and connects control panels to power source. Installs air and water filters in a completed installation. Injects refrigerant into compressor to test systems and adds Freon gas to build up prescribed operating pressure. Observes pressure and vacuum gauges and adjusts controls to insure proper operation. Tests joints and connections for gas leaks. Wraps pipes in insulation batting and secures them in place with cement or wire bands. Replaces defective breaker controls, thermostats, switches, fuses, and electrical wiring to repair installed units using hand tools and test equipment. May install, repair, and service air conditioners ranging from 15 to 20 tons cooling capacity in offices, warehouses, and small factory buildings. Performs maintenance and service repairs on heating, ventilating, and air conditioning systems. Installs new units or replacement parts for existing units according to specifications and established safety guidelines. Has knowledge of commonly-used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Works under immediate supervision. Primary job functions do not typically require exercising independent judgment. Typically reports to a supervisor or manager.

**Minimum Education:** High School Diploma and completion of HVAC apprenticeship and licensing.

**SAFETY OFFICER**

**Minimum/General Experience:** 5 years

**Functional Responsibility:** Provides oversight of the site safety program and informs Project Management staff of all safety concerns, violations, and safety risk management/compliance requirements. Identifies, develops, and implements applicable site safety plan, procedures, and processes. Coordinates with agency oversight part of contact on all safety and security issues for the safe operation of the site. Develops, reviews, and upgrades safety/job hazard analyses and reports for all site work activities. Performs safety inspections and monitors all safety aspects for ongoing site construction and development tasks. Performs analysis and develops safety requirements documents for
inclusion in site statements of work and purchase requests. Inventories, inspects, and manages all site personal protective equipment (PPE) and all other safety related materials. Conducts visitor safety orientation briefings. Monitors status logs for automated fire and security systems. Manages on call support for the site outside of normal business hours. Prepares for and conducts monthly site safety committee meetings. Conducts annual safety inspections of sites and equipment. Prepares for, conducts, and tracks all applicable safety in service training for all site personnel. Develops and submits safety reports to include information regarding work hours and accident/incident injury reporting.

**Minimum Education:** Bachelor’s degree

**SUBSTITUTION POLICY:**
JESco’s labor categories provide for substituting experience for minimum education requirements. If the candidate does not have the requested degree, equivalent work experience is acceptable in addition to the education requirement specified below.

<table>
<thead>
<tr>
<th>Degree</th>
<th>Experience Equivalence</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor’s</td>
<td>High School Diploma +7 years of relevant experience</td>
</tr>
</tbody>
</table>