

**GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

ENERGY MANAGEMENT SERVICES

FSC GROUP 871, FSC CLASS R799

CONTRACT NUMBER:

GS-10F-0379S

PERIOD COVERED BY CONTRACT:

August 21, 2016 through August 20, 2021

Current through Modification PS-0020, effective June 27, 2016

BUSINESS SIZE:

LARGE

DUNS NUMBER:

88-4737057

SEBESTA, INC.

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Contract Administration:

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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 for GSA *Advantage!*™ is <http://www.GSAAdvantage.gov>.

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Definitions of Awarded Special Item Numbers (SINs)13

- 1a. Table of Awarded Special Item Numbers (SINs):
 - Special Item No. 871-202*
 - Special Item No. 871-203*
 - Special Item No. 871-206*
 - Special Item No. 871-207*
 - Special Item No. 871-208*
 - Special Item No. 871-100*

- 1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.

- 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.

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

3. Minimum order: *\$100.00*

4. Geographic coverage (delivery area): *Domestic only*

5. Points of production (city, county, and state or foreign country): *St Paul, MN; Arlington, VA; Boston, MA; Chicago, IL; Dallas, TX*

6. Discount from list prices or statement of net price: *Government net prices (discounts already deducted). List at the end of this pricelist.*

7. Quantity discounts: *None Offered.*

8. Prompt payment terms: *Net 30 days*

- 9a. Notification that Government purchase cards are accepted below the micro-purchase threshold. *Yes*

- 9b. Notification that Government purchase cards are accepted above the micro-purchase threshold. *Will accept over \$2,500.*

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

- 11a. Time of delivery (Contractor insert number of days): *Specified on the Task Order.*

- 11b. Expedited Delivery. The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery: *Contact Contractor.*
- 11c. Overnight and 2-day Delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: *Contact Contractor.*
- 11d. Urgent Requirements. The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery: *Contact Contractor.*
12. F.O.B. Point: *Destination.*
- 13a. Ordering Address(es): *Same as company address.*
- 13b. Ordering Procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).
14. Payment Address(es): *Sebesta Blomberg & Associates, Inc.; NW 5859; P.O. Box 1450; Minneapolis, MN 55485-5859.*
15. Warranty Provision: *Contractor’s standard commercial warranty.*
16. Export Packing Charges (if applicable): *N/A*
17. Terms and Conditions of Government Purchase Card Acceptance (any thresholds above the micro-purchase level): *Contact Contractor.*
18. Terms and Conditions of Rental, Maintenance, and Repair (if applicable): *N/A*
19. Terms and Conditions of Installation (if applicable): *N/A*
20. Terms and Conditions of Repair Parts indicating Date of Parts Price Lists and any Discounts from List Prices (if applicable): *N/A*
- 20a. Terms and Conditions for any Other Services (if applicable): *N/A*
21. List of Service and Distribution Points (if applicable): *N/A*
22. List of Participating Dealers (if applicable): *N/A*
23. Preventive Maintenance (if applicable): *N/A*

- 24a. Special attributes such as environmental attributes, (e.g., recycled content, energy efficiency, and/or reduced pollutants): *N/A*
- 24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location). The EIT standards can be found at: www.Section508.gov/.
25. Data Universal Numbering System (DUNS) number: *88-4737057*
26. Notification regarding registration in System for Award Management (SAM) database: *Registered and current.*

Contractor will accept LH and FFP

SKILL CATEGORY DESCRIPTIONS

Principal

This category encompasses top management including the CEO, Chairman of the Board of Directors, COO, CFO, and other senior-level staff. Responsibilities include:

- The firm's overall growth, profitability, and strategy.
- Organizing appropriate company resources for performing identified tasks.
- Providing high-level technical or managerial input to work groups during project execution.

Architect

Develops and plans creative design concepts for projects. Initiates, creates, designs, and plans projects including preparing presentation and design drawings. Analyzes client problems and conceives and develops architectural solutions to those problems.

Experience requirement: 7 – 10 years.

CAD Drafter 2

Entry level individual that requires some specialized education or experience relating to CAD or engineering (such as Associates Degree or CAD Drafter 1 experience). Copies detailed plans and drawings.

Experience requirement: 2 – 4 years.

Designer 2

Applies engineering fundamentals to design; selects and recommends design procedures; and prepares preliminary designs for engineers' approval. Works independently on design projects to support the design engineer and will often coordinate drafting efforts for projects. Experienced designer able to perform work of moderate complexity under general supervision.

Experience requirement: 7 years.

Designer 3

Applies engineering fundamentals to design; selects and recommends design procedures; and prepares preliminary designs for engineers' approval. Works independently on design projects to support the design engineer and will often coordinate drafting efforts for projects. Has diversified design experience and ability to perform work of greater complexity with minimal supervision.

Experience requirement: 10 years.

Engineer 1

Entry-level professional requiring a Bachelor's Degree in Engineering and no experience, or the equivalent (to a degree) in appropriate education and experience. Works under close supervision; receives specific and detailed instructions for required tasks and results expected. Performs a variety of routine tasks, which provide experience and familiarity with engineering staff, methods, practices, and programs. Usually assumes no responsibility for direction of others.

Experience requirement: 1– 2 years.

Engineer 2

Performs standard engineering work requiring application of standard techniques and procedures. Limited exercise of judgment required when less common methods or procedures are necessary. Assignments may include higher-level work for training and development purposes. Supervisor screens assignments for unusual complexities and selects non-routine techniques and procedures to be applied. Receives close supervision on new aspects of assignments. Using prescribed methods, performs specific and limited segments of an experienced engineer's broader assignment.

Experience requirement: 1 year as Engineering 1, or related experience, or an M.S. degree.

Engineer 3

Independently evaluates, selects, and applies standard engineering techniques and procedures while using judgment when making minor adaptations and modifications. Assignments have clear and specific objectives and require investigation of limited number of variables. Receives instructions on specific assignment objectives, complex features, and possible solutions. Assistance given for unusual problems and normally reviewed for application of sound professional judgment. Performs work involving conventional plans, investigations, surveys, structures, or equipment with relatively few complex features for which there are few precedents. May be assisted by engineers or technicians and be responsible for a single phase of a project.

Experience requirement: 1 year Engineer 2, or related experience, or Ph.D. Degree.

Engineer 5

Applies diversified knowledge of engineering principles and practices to broad variety of assignments and related fields. Makes decisions independently regarding engineering complexities and methods. Requires use of advanced technique, modification, and extension of theories, precepts, and practices in individual's field. Registration as licensed Professional Engineer may be required. Supervision and guidance relate largely to overall objectives, critical issues, new concepts, and policy matters. Consults with supervisor concerning unusual problems and developments. Typical duties and responsibilities include one or more of the following: 1) supervises, coordinates, and reviews work of small staff of engineers or technicians; 2) as individual researcher or staff specialist, performs complex or novel assignments requiring development of new or improved techniques and procedures.

Experience requirement: 4 years or more.

Engineer 6

Has full responsibility for interpreting, organizing, executing, and coordinating assignments. Plans and develops engineering projects concerned with unique or controversial complexities that have

important impact on major company programs. This involves exploration of subject area, definition of scope, selection of areas for investigation, and development of novel concepts. Acts as technical liaison to individuals within and outside his organization with responsibility to act independently regarding technical matters pertaining to individual's field. Registration as a licensed PE is required for most. Supervision received is essentially administrative, with assignments given in broad terms concerning general objectives and limitations. Typical duties and responsibilities include one or more of the following: 1) plans, organizes, and supervises work of staff of engineers and technicians (approximately 15-30); 2) as individual researcher, consultant, or staff specialist, conceives plans and conducts research in areas of considerable scope and complexity.

Experience requirement: 7 to 10 years.

Engineer 8

Makes authoritative decisions and recommendations having significant impact on extensive engineering and related activities of company. Negotiates critical and controversial issues with top-level engineers and officers of other organizations and companies. Individuals at this level demonstrate a high degree of creativity, foresight, and mature judgment in planning, organizing, and guiding extensive engineering programs and activities of outstanding novelty or importance. Registration as a licensed Professional Engineer is required. Receives general administrative direction. Is responsible for one or more programs of such diversity and scope to be of critical importance to overall company objectives. Supervises several individuals who are within Engineer 7 classification.

Experience requirement: 10 years or more.

Engineer 9

Provides overall supervision to a department to assure that technical, administrative, man-hour, and schedule targets of a department are met within framework of established corporate or organizational policy and in accordance with applicable professional standards, design-control procedures, and corporate or organization procedures and guidelines.

Experience requirement: 10 years or more.

Project Coordinator

Assists the project manager with a variety of reports including staffing to fee, work plans, schedules, and budgets. Sets up project filing system. May attend client meetings to take meeting minutes and prepare for distribution. May be primary communication link between project team and consultants. If project is in the construction phase, may assist with logging RFIs, submittals, filing, and producing weekly construction job reports.

Experience requirement: 1– 4 years.

Project Manager

Work with a Principal to establish project teams. For assigned projects, complete project initiation documents which include detailed work scope, outline, budget, and schedule for completion. Work with assigned project team to ensure that all work is completed as planned and scheduled.

Experience requirement: 4 years or more.

**FSS AUTHORIZED SCHEDULE PRICE LIST
ENERGY MANAGEMENT SERVICES
SINs 871-202, 871-203, 871-206, 871-207, 871-208**

Labor Categories	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
	8/21/2016 - 8/20/2017	8/21/2017 - 8/20/2018	8/21/2018 - 8/20/2019	8/21/2019 - 8/20/2020	8/21/2020 - 8/20/2021
	GSA Rates				
Architect	\$119.41	\$122.95	\$126.60	\$129.97	\$134.01
CAD Drafter 2	\$62.55	\$64.41	\$66.32	\$68.51	\$70.53
Designer 2	\$79.61	\$81.97	\$84.40	\$86.65	\$89.67
Designer 3	\$85.29	\$87.82	\$90.43	\$92.70	\$95.72
Engineer 1	\$70.51	\$72.60	\$74.76	\$76.57	\$78.59
Engineer 2	\$81.88	\$84.31	\$86.81	\$89.67	\$92.70
Engineer 3	\$101.21	\$104.21	\$107.31	\$110.83	\$113.85
Engineer 5	\$125.10	\$128.81	\$132.64	\$137.03	\$141.06
Engineer 6	\$134.19	\$138.17	\$142.28	\$146.10	\$150.13
Engineer 8	\$153.54	\$158.10	\$162.79	\$167.25	\$172.29
Engineer 9	\$170.57	\$175.64	\$180.85	\$186.40	\$191.44
Principal	\$187.65	\$193.22	\$198.96	\$204.53	\$210.58
Project Coordinator	\$65.95	\$67.91	\$69.93	\$71.54	\$73.55
Project Manager	\$134.19	\$138.17	\$142.28	\$146.10	\$150.13

Escalation is governed by Clause I-FSS-969, annual fixed escalation of 2.97%.

SUPPORT PRODUCTS – OTHER DIRECT COSTS**SIN 871-100**

SUPPORT PRODUCT	PRICE
Pneumatic Thermostat (Pipe Pheu Stat DA 55 to 85F)	\$82.54
Pneumatic Receiver Controller (Rec/Controller; Dual, Proportional)	\$582.46
Setpoint Adjustment w/Network Jack	\$27.14
Floating Control Thermostat (H or C Fltg Tstat)	\$94.66
Damper Actuator (35 in-lb proportional 24V)	\$163.17
Airflow Controller (R-317)	\$146.83
Pneumatic Temperature Transmitter (T-5210-1001)	\$145.52
Space Temperature Thermostat (ACI/10K-CP-SP)	\$8.23
Variable Air Volume Controller (W7751H2025)	\$211.41
Floating Control Thermostat (TB6980A1007)	\$92.46
Pneumatic Thermostat (T-4506-201)	\$149.38
Duct Smoke Detector (4-Wire photoelectric duct smoke detector)	\$126.90
Light Control Timer (EL74)	\$432.44
Light Switch (pallet)	\$22,070.00

Additional Other Direct Costs not listed under SIN 871-100 shall be offered as open market items or estimated and negotiated on a site-by-site or project basis as necessary in the support of an order.

SIN 871-202: ENERGY MANAGEMENT PLANNING AND STRATEGIES

Sebesta Blomberg works directly for the owner/operator, developing objective long-term energy strategies. We assemble teams with direct training and experience in energy procurement, energy price risk management, utility operations and evaluation, utility financial analysis, environmental regulations, strategic planning and assessment of emerging technologies and deregulation. We manage all dynamics, analyze your operation completely using your data and identify short-and long-term issues affecting your source, price and consumption of energy. Areas of expertise and experience include: energy information management, energy procurement and price risk management, rate analysis and negotiation, demand side management, infrastructure analysis, system design and optimization, alternative and renewable energy, environmental and operating permits

SIN 871-203: TRAINING ON ENERGY MANAGEMENT

Sebesta Blomberg optimizes an organization's efficiency and effectiveness by improving workforce learning and performance. We provide knowledge solutions that create value for the organization by transforming unstructured information into usable knowledge and leveraging that information to develop knowledge and skills of the workforce. We assist developing employee awareness campaigns around sustainability. Through email, intranet, video and print materials, we promote awareness, education and the need for everyone to participate to achieve maximum efficiency. Through our knowledge of sustainability and in-house capabilities in presentment and training, we assure maximum employee participation in energy and operational management.

SIN 871-206: BUILDING COMMISSIONING SERVICES

By combining our expertise in building systems design and operation with superior communication skills, we deliver performance at the building occupant level. Sustaining superior results achieved in commissioning services is the focus of our operator training programs. Through knowledge transfer, utilizing the skills of our Commissioning Agents and in-house professional trainers, we build a trained staff that sustains and enhances the effectiveness of building operations. Commissioning expertise includes: design intent documents, commissioning plan, commissioning specifications, design reviews, functional performance tests and other acceptance procedures, O&M training, warranty reviews and retro-commissioning.

SIN 871-207: ENERGY AUDIT SERVICES

Sebesta Blomberg provides energy audit services including receive, audit, pay and track utility bills and monitor real-time energy consumption information in a web-accessible database to provide enhanced targeting of opportunities and on-going measurement and verification of results; maximize utility savings by identifying ways to reduce peak energy demand (and costs) without affecting current operations; expert review and analysis of conditions and capabilities of existing systems, utilizing utility system performance modeling and load growth projections; conceptual design of alternative systems to maximize performance and minimize lifecycle cost.

SIN 871-208: RESOURCE EFFICIENCY MANAGEMENT (REM)

Resource Efficiency Management (REM) is a fundamental component of Sebesta Blomberg's energy management practice. The Company has provided hundreds of energy audits and assessments that identified and quantified measures to improve energy efficiency, reduce energy costs and provide environmental benefits (e.g., through carbon footprint reduction). The Company has an extensive LEED facilitation practice that promotes the sustainable design, construction and operation of facilities. The Company has helped local governments, private property owners and the DOD justify and implement energy efficiency improvements, reduce greenhouse gas emissions, and achieve LEED accreditations.

SIN 871-100: OTHER DIRECT COSTS

Sebesta Blomberg has the necessary project management and support processes in place to provide "turnkey" services to some clients. We can provide certain services that are normally done by other contractors, including Testing and Balancing, making repairs and adjustments to control systems, making minor mechanical repairs to mechanical equipment, and purchasing and installing instrumentation that is needed for measurement and verification programs, in which case products must be sourced incidental to the delivery of our services.