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 are available through GSAAAdvantage®, a menu-driven database system. The INTERNET address GSAAAdvantage® is: GSAAdvantage.gov.

Multiple Award Schedule

FSC Group : FACILITIES

Contract Number: GS-21F-041BA

Contract Period: January 20, 2019 – January 19, 2024
For more information on ordering from Federal Supply Schedules click on the GSA Schedules link at www.gsa.gov

Contractor name and information:

Ninety Five South, Inc.

A Service Disabled Veteran Owned Small Business

15 Frowein Rd, Unit B1
Center Moriches, NY 11934
Phone: 631-281-5346
Fax: 631-281-5356
Web Site: www.95southinc.com
Email: info@95southinc.com
Contract Administrator: Tom Beaton

Business Size: Service Disabled Veteran Owned Small Business (SDVOSB)
Price list current as of Modification PS-0022 effective July 15, 2022

Prices Shown Herein are Net (discount deducted)
Customer Information

1a. Table of Awarded Special Item Numbers

<table>
<thead>
<tr>
<th>Sin’s</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>561210FAC</td>
<td>Complete Facilities Maintenance and Management</td>
</tr>
<tr>
<td>OLM</td>
<td>Order Level Materials (OLM’s)</td>
</tr>
</tbody>
</table>

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. See 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 Page 5

2. Maximum Order*: 100,000.00

3. Minimum Order: 100.00

4. Geographic Coverage: The Continental United States (CONUS)

5. Points of Production: Same as Contractors Address

6. Discounts from Price List: Government Net Prices (discounts already deducted)

7. Quantity/Volume Discounts: additional 1% of orders over $250,000.00

8. Prompt payment terms. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions. 1% 10 days Net 30

9. Foreign Items: Not Applicable
10a. **Time of Delivery:** 30 Days after Receipt of Order

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

10c. **Overnight and 2-Day delivery:** Contact Contractor

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

11. **FOB Point:** Destination

12a. **Ordering Address:** Ninety Five South Inc.
15 Frowein Rd, Unit B1
Center Moriches, NY 11934

12b. **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.

13. **Payment Address:** Ninety Five South Inc.
15 Frowein Rd, Unit B1
Center Moriches, NY 11934

14. **Warranty Provision:** Standard Commercial Warranty

15. **Export Packing Charges:** Not Applicable

16. **Terms and Conditions of Rental, Maintenance, and Repair:** Not Applicable

17. **Terms and Conditions of Installation:** Not Applicable

18a. **Terms and Conditions of Repair Parts Indicating Date of Parts Price Lists and any Discounts from List Prices:** Not Applicable

18b. **Terms and Conditions for Any other Services:** Professional type services related to facilities maintenance work are applicable under this contract.

19. **List of Service and Distribution Points:** Not Applicable
20. List of Participating Dealers: Not Applicable

21. Preventative Maintenance: Not Applicable

22a. Special Attributes Such as Environmental Attributes: Not Applicable

22b. Section 508 Compliance for EIT: Not Applicable

23. SAM Unique Entity Identifier (UEI): KLTHNVKLIJ731

24. Notification regarding Registration in System for Award Management (SAM) Database: Contractor registered active in SAM.gov

PRICING:
Effective Date 6/1/2021  *All pricing is inclusive of the Industrial Funding Fee.

<table>
<thead>
<tr>
<th>Service</th>
<th>Hourly Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cleaner – Custodial Services</td>
<td>$33.15</td>
</tr>
<tr>
<td>Supervisor – Custodial Services</td>
<td>$34.64</td>
</tr>
<tr>
<td>Admin Support/Administrator</td>
<td>$31.29</td>
</tr>
<tr>
<td>Project Manager – Custodial Services</td>
<td>$34.42</td>
</tr>
<tr>
<td>Supervisor – Landscaping &amp; Snow Removal Services</td>
<td>$23.94</td>
</tr>
<tr>
<td>Laborer – Landscape &amp; Snow Removal</td>
<td>$23.45</td>
</tr>
<tr>
<td>Supervisor – Painting</td>
<td>$70.33</td>
</tr>
<tr>
<td>Painter</td>
<td>$67.68</td>
</tr>
<tr>
<td>Terminal Cleaning – Deep Cleaning Services</td>
<td>$38.37</td>
</tr>
</tbody>
</table>
Description of Labor Categories

Project Manager – Custodial Services
Minimum General Experience: Minimum ten (10) year’s experience with five years practical experience beginning at the entry level, advancing to Lead and Supervisory positions and five (5) years Project Management experience. Interprets contractual requirements and statement of Work. Experienced with implementation of task management programs, planning, scheduling, and completion of scheduled work. Conducts training in work techniques, application of solutions, equipment operation, and safety practices. Proficient in employee motivation and human relations.

Functional Responsibility: Project Manager interfaces with the client and oversees all elements of the Statement of Work. Coordinates all work activities, delegates task assignments to supervisory staff who in turn engages the work with assigned personnel. Project Manager inspects work in progress; ensuring assigned work is performed efficiently, economically, and safely. Conducts quality control inspections and prepares progress and compliance reports. Responsible for the management of the operating budget, site inventory, purchasing, and payroll processing. Responsible for day to day Management 7/24, and emergency response when required.

Minimum Education: High school graduate, bilingual, participation in work related seminars, training programs, exhibitions, and completion college courses substantiated with CEU (Continuing Education Units) certificates. Knowledge of Green Seal Certification, recycling programs, waste management, and disposal of hazardous materials.

Admin Support/Administrator
Minimum General Experience: Minimum three years (3) experience in a service environment with one year (1) working independently. Interfaces with Department Heads, collects & monitors statistical and financial data. Prepares reports, attends meetings, computer literate, manages contracts, prepares invoices, receives correspondence, and responsible for all administrative activities.

Functional Responsibility: Manages office activities, receives phone calls, prepares payroll and purchasing documents, invoices clients, and monitors receivables. Responds to customer requests & dispatches service staff. Writes company newsletter.

Minimum Education: High school graduate with major emphasis on Business Administration, proposal writing, and advanced computer skills.

Supervisor – Custodial Services
Minimum General Experience: Minimum five years (5) experience in the custodial field with two years (2) at the entry level performing cleaning tasks. Advancement to an intermediate position such as Lead Cleaner in charge of a small group of employees performing a specific function, floor waxing. Three years (3) supervisory experience, assigned to all shifts.

Functional Responsibility: Supervisor takes charge of cleaning staff assigned to clean
facilities. Continuous over site of cleaning activities during the shift. Ensures staff are equipped with supplies and functional equipment. Takes attendance and maintains supply inventory. Submits weekly reports to the office. Receives requests from customer, corrective action, special events, cleaning schedule changes. Trains cleaning staff in the use of equipment, application of cleaning products, and safety procedures.

**Minimum Education:** Bilingual. High school graduate. Reads and writes English. Understands basic math, addition, subtraction, multiplication, & division. Participation in work related seminars, symposiums, & trade shows. Thorough understanding of workplace related safety practices, Green Seal certified cleaning products, recycling, and waste management.

**Cleaner – Custodial Services**

**Minimum General Experience:** Minimum one (1) year cleaning experience. Demonstrates proper use of cleaning equipment, application of cleaning products, and safety procedures in the workplace. Reads English. Performs assigned cleaning tasks, scrubbing, disinfecting, wiping, floor cleaning, restroom cleaning, restocking dispensers, disposes of trash, reports abnormalities to Supervisor.

**Functional Responsibility:** Cleaner may work independently or as part of a group assigned to perform a single task such as floor waxing; or multiple tasks required to maintain an entire facility or large area within it. Cleaner may perform routine tasks daily or project work scheduled weekly, monthly or annual. Cleaner utilizes assigned equipment to perform the work and draws cleaning and restroom supplies from a designated inventory point. Cleaner reports to the Shift Supervisor

**Minimum Education:** Reads & writes English. Understands workplace requirements, has attended workplace seminars & training sessions.

**Supervisor – Landscaping & Snow Removal Services**

**Minimum General Experience:** Minimum five years (5) full time experience in the landscaping and snow removal field with two years (2) at the entry level working hands on. Advancement to an intermediate position such as Crew Chief in charge of laborers and equipment, tractors and snowplow-truck. Two years (2) supervisory experience, certified to apply turf & ice treatment chemicals, equipment operator training and maintenance, use of hand tools, installation of plants & trees, sprinkler system repairs.

**Functional Responsibility:** Supervisor takes charge of landscape-snow removal staff, assigns personnel to the work and oversees work in progress to completion. Makes preparations to undertake the work, selecting equipment and ordering sufficient quantities of supplies. Coordinates area closures and attends job meetings.

**Minimum Education:** Bilingual. High school graduate. Reads and writes English. Interprets architectural site plans. Understands basic math, addition, subtraction, multiplication, and division. Attends work related seminars, symposiums, and trade shows substantiated with certificates of participation. Certifications for application of landscape nutrients and insecticides.
Laborer – Landscape & Snow Removal Services

**Minimum General Experience:** Minimum two (2) years’ experience performing all aspects of landscaping and snow removal. Operation of grass cutting and turf cultivating equipment, use of hand tools, snow shoveling, operation of plow truck, skid steer, snow blower, and ice melt applicator.

**Functional Responsibility:** Works independently or with others performing landscaping and snow removal tasks. Operates landscape equipment primarily to cut grass or plow truck to remove snow accumulation and apply ice melt. Uses hand tools such as shovels, hand trimmer, ice chopper to perform the work.

**Minimum Education:** Bilingual, reads & writes English, comprehends international safety signage, licensed driver, trained and tested to handle and apply turf nutrients and insecticides, and safe handling of equipment fuel.

Supervisor – Painting

**Minimum General Experience:** Minimum five years (5) experience in the painting and coatings field with two years (2) hands on practical experience at the apprentice level. Advancement to an intermediate position, overall charge of a single work site. Three years (3) supervisory experience working multi-surface types, scaffold rigging, working in confined areas such as tanks, with compressed air, abrasives, and hazardous coatings. Extensive job site set up and safety experience.

**Functional Responsibility:** Plans and schedules the work. Sets up the work site with proper equipment. Reviews work with painting staff, heavy emphasis on safety, preparation of the work surface, weather conditions and application of the paint or coating. Remains on site and supervises work in progress. May function as working supervisor on small projects with minimal staff.

**Minimum Education:** High school graduate. Reads and writes English. Understands basic math, addition, subtraction, multiplication, and division. Participation in work related seminars, symposiums, and trade shows substantiated with certifications. Experienced equipment rigger and operator. Experienced with job estimating, surface preparation, productivity rates, application of coatings. Must produce appropriate licenses where necessary.

Painter

**Minimum General Experience:** Minimum four years (4) experience preparing metallic, wood, masonry, and gypsum surfaces and coating application.

**Functional Responsibility:** Works independently or with others preparing surfaces, wire brushing, crack sealing, chemically treating, spackling, sanding, applying paint and other types of coatings. Experienced with the preparation and application procedures of the products assigned to use.

**Minimum Education:** Bilingual. Reads and writes English. Certified to work on elevated platforms, within confined spaces such as tanks, use of respirators and oxygen, sand blasting, safety harness & rigging, use of hand tools, paint mixing and application per product instruction. Receives instruction on the job site.
Terminal Cleaner – Deep Clean Services


In addition to basic cleaning services, the following is required: Total disinfecting and or sanitizing of all surfaces in a room from ceiling to floors and walls in between. In a deep clean all furniture and high touch areas such as doorknobs, light switches, restroom/kitchen fixtures are disinfected. Purpose is to kill all viruses or bacteria that may be present on these surfaces.

Functional Responsibility: Cleaner may work independently or as part of a group assigned to perform a single task such as floor waxing; or multiple tasks required to maintain an entire facility or large area within it. Cleaner may perform routine tasks daily or project work scheduled weekly, monthly or annual. Cleaner utilizes assigned equipment to perform the work and draws cleaning and restroom supplies from a designated inventory point. Cleaner reports to the Shift Supervisor.

Minimum Education: Reads & writes English. Understands workplace requirements, has attended workplace seminars & training sessions.
### SCLS Wage Determination Matrix

#### Ninety Five South Inc.

<table>
<thead>
<tr>
<th>SCLS Eligible Contract Labor Category</th>
<th>SCLS Equivalent Code Title</th>
<th>WD Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cleaner – Custodial Services Terminal Cleaner</td>
<td>Janitor 11150</td>
<td>2015 - 4157</td>
</tr>
<tr>
<td>Admin Support / Administrator</td>
<td>Administrative Assistant 01020</td>
<td>2015 - 4157</td>
</tr>
<tr>
<td>Laborer Landscape &amp; Snow Removal</td>
<td>Labor Grounds Maintenance 11210</td>
<td>2015 - 4157</td>
</tr>
<tr>
<td>Painter</td>
<td>Painter Maintenance 23760</td>
<td>2015 - 4157</td>
</tr>
</tbody>
</table>

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 offered are based on the preponderance of where work is performed and should the contractor perform in an area with lower SCLS rates, resulting in lower wages being paid, the task order prices will be discounted accordingly.