GENERAL SERVICES ADMINISTRATION
Federal Supply Service
Authorized Federal Supply Schedule Price List

General Services Administration (GSA) 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 GSA Advantage!™ a menu-driven database system. The INTERNET address for GSA Advantage!™ is GSAAdvantage.gov

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

Schedule Title: Multiple Award Schedule

Federal Supply Group: Professional Services

<table>
<thead>
<tr>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td>GSA Contract Number</td>
<td>GS-23F-0005T</td>
</tr>
<tr>
<td>Contract Period</td>
<td>October 26, 2020 – October 25, 2026</td>
</tr>
<tr>
<td>Modification:</td>
<td>PO-0046 dated October 26, 2021</td>
</tr>
<tr>
<td>Business Size:</td>
<td>Small, Woman-Owned</td>
</tr>
</tbody>
</table>

Landair, Inc.
1140 Avenue of the Americas Floor 9
New York, New York 10036-5803
(p) 212-685-9680
www.landair.us

Contract Information: Leith ter Meulen, President/CEO,
(p) 212-685-9680, (f) 212-685-9685,
(e) Leith@landair.us

Request for Quotes (RFQs):
Leith ter Meulen
Leith@landair.us
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Section I – Customer Information

1a.) Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded prices(s).

<table>
<thead>
<tr>
<th>SINs</th>
<th>Recovery</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>522310</td>
<td>522310RC</td>
<td>Financial Advising, Loan Servicing and Asset Management</td>
</tr>
<tr>
<td>531210</td>
<td>531210RC</td>
<td>Financial Asset Resolution</td>
</tr>
<tr>
<td>541611</td>
<td>541611RC</td>
<td>Management and Financial Consulting, Acquisition and Grants Management support, and Business Program and Project Management</td>
</tr>
<tr>
<td>OLM</td>
<td>OLMRC</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.

For rates, see page 12.

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.

For labor category descriptions, see page 13.

2.) Maximum Order: $1,000,000

3.) Minimum Order: $300

4.) Graphic coverage (delivery area): Domestic

5.) Point(s) of Production: 1140 Avenue of the Americas Floor 9, New York, NY, 10036-5803

6.) Discount from List Prices or Statement of Net Price: Government Net Prices (discount deducted)
7.) **Quantity Discounts:** None

8.) **Prompt Payment Terms:** Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions. Net 30 days

9.) **Foreign items (list items by country of origin).** Not Applicable

10a.) **Time of Delivery:** Contact Contractor

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

10c.) **Overnight and 2-day Delivery:** Contact Contractor

10d.) **Urgent Requirement:** Contact Contractor

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

12a.) **Ordering Address(es):** 1140 Avenue of the Americas Floor 9, New York, NY, 10036-5803

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(es):** 1140 Avenue of the Americas Floor 9, New York 10036-5803

14.) **Warranty Provision:** Standard Commercial Warranty Terms & Conditions

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 (if applicable):** Not Applicable

18b.) **Terms and Conditions for Any Other Services:** 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 (e.g., recycled content, energy efficiency, and/or reduced pollutants): Not Applicable

22b.) 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. Not Applicable

23.) Unique Entity Identifier (EUI) Number: 942243130.

24.) Notification regarding registration in SAM.Gov Registration: Contractor registered and active in SAM
Section II – Landair, Inc. Overview

Landair, Inc. (Landair) offers 24 years of experience in real estate development consulting and asset management. We specialize in working with private-public initiatives to develop and/or reposition real estate assets. Landair maintains a superior record of service to the public sector, having served as an advisor, agent, and contractor for over $2 billion in managed transactions and projects for municipal, state and federal agencies as well as for institutional, corporate and private organizations with unique property holdings.

Landair offers government agencies a broad range of consulting services focusing on real estate asset management that maximize opportunities in the areas of portfolio analysis, portfolio restructuring, financial services and transaction administration. We assist government decision-makers with business-based challenges by developing and managing efficient solutions for change, enhancement, revenue generation and/or cost reduction for real property portfolios and real property financial structures.

Landair delivers value to our clients by helping to align the organization’s mission, business goals, and financial objectives with its real estate decisions in the short and long term. We strive to consistently respond to challenges that require both knowledge and experience and that will better enable government organizations to act more decisively and cost efficiently.

Over the course of our history, Landair has developed, planned, guided and managed hundreds of asset resolution projects - bringing a strategic and “real world” view to the challenges within the marketplace.

Our Partnership with Government

Landair has provided services to federal, state and local governments to achieve their unique financial and real asset objectives. We are frequent consultants of choice with public agencies, quasi-public authorities and public benefit corporations, bringing the private sector point of view and resources to public and public/private initiatives. Our experts bring in-depth experience to working with key New York State and City funding agencies (e.g. LMDC, DCA, EDC, ESDC) as well as HUD governance and funding issues. Landair currently focuses its government-related financial advisory services on Public/Private Partnerships and Affordable Housing Development Support. In addition, our services are ideally suited for such governmental programs as Enhanced Use Leasing, Base Realignment and Closure (BRAC) and Military Housing Privatization Initiatives (MHPI).
The following table provides a sampling of government and quasi-government entities that have benefited from Landair’s services:

<table>
<thead>
<tr>
<th>Federal</th>
<th>State of New York</th>
</tr>
</thead>
<tbody>
<tr>
<td>HUD</td>
<td>Empire State Development Corporation</td>
</tr>
<tr>
<td>EPA</td>
<td>NYS Division of Housing &amp; Community Renewal</td>
</tr>
<tr>
<td>US Navy</td>
<td>Housing Trust Fund Corp.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Municipal – NYC Local</th>
<th>Other Cities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lower Manhattan Development Corporation</td>
<td>City of New Haven</td>
</tr>
<tr>
<td>NYC Economic Development Corporation</td>
<td>City of Stamford Cultural Development Corp.</td>
</tr>
<tr>
<td>Department of Design and Construction</td>
<td>City of Tampa Economic Development and Planning</td>
</tr>
<tr>
<td>Dept of Cultural Affairs</td>
<td>City of Yonkers Planning</td>
</tr>
<tr>
<td>NYC Dept of Housing Preservation &amp; Development</td>
<td>City of Yonkers Economic Development</td>
</tr>
<tr>
<td>NYC Health and Hospitals Corp.</td>
<td></td>
</tr>
<tr>
<td>Mayor's Office</td>
<td></td>
</tr>
<tr>
<td>Office of Management &amp; Budget</td>
<td></td>
</tr>
<tr>
<td>Dept of Transportation</td>
<td></td>
</tr>
<tr>
<td>Agency for Child Development</td>
<td></td>
</tr>
<tr>
<td>City Planning Department</td>
<td></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Quasi Government/Public Benefit Corporations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Battery Park City Authority</td>
</tr>
<tr>
<td>The New 42nd Street</td>
</tr>
<tr>
<td>42nd Street Development Project</td>
</tr>
<tr>
<td>Dormitory Authority of the State of NY</td>
</tr>
</tbody>
</table>
Section III – Services

SIN 522310/RC: Program Financial Advisor
SIN 531210/RC: Transaction Specialist II and I
SIN 541611/RC: Assistant Project Manager
SIN OLM/RC: Order Level Material

Program Financial Advisor - Assist agencies on cross-cutting issues, asset marketability, program development, trust or other monetary fund management/benefit administration, equity monitoring, originations, and addresses any other considerations regarding the acquisition, management and/or resolution of an asset.

As a **Program Financial Advisor**, Landair works with government entities to address various components in the development, repositioning, and sale of real estate and assets. We provide government agencies with expert advisory services in various public/private development projects as well as a range of services in overall real property asset management. These services include:

**Real Estate Development Planning and Strategy**: Landair provides expert program management and planning services to public sector clients engaging in a real estate development or repositioning project. These services include the providing strategic consulting in asset valuation, marketing strategy, and zoning/site planning. We also provide evaluations of the market and the overall development potential of a real property asset.

**Financial Analysis and Strategy**: Landair offers its public sector clients economic and financial analysis services used in the development of real estate and/or construction projects. Our team of expert consultants can assist our clients in determining financial strategies for project development including the use of public/private financing. Landair provides fiscal impact analysis/public revenue shortfalls, structured funding and preparation of pro-forma financials.

**Capital Planning & Improvement Advising**: Landair provides financial advising for the managing of a capital planning process. Our consultants work collaboratively with our clients to establish appropriate management methodologies. We advise clients on budgeting, communication strategy, action plans, key milestone and schedule development, and bidding strategy based on best practices established by the *American Institute of Architects* and the *Associated General Contractors of America*. 
Asset Disposition Strategies: Landair provides asset disposition consulting to public sector organizations. Our team works provides financial analysis, action plans and timetables for the disposition of an asset.
Order-Level Materials (OLMs): are supplies and/or services acquired in direct support of an individual task or delivery order placed against a Federal Supply Schedule (FSS) contract or FSS blanket purchase agreement (BPA). OLMs are not defined, priced, or awarded at the FSS contract level. They are unknown before a task or delivery order is placed against the FSS contract or FSS BPA. OLMs are only authorized for inclusion at the order level under a Time-and-Materials (T&M) or Labor-Hour (LH) Contract Line Item Number (CLIN) and are subject to a Not To Exceed (NTE) ceiling price. OLMs include direct materials, subcontracts for supplies and incidental services for which there is not a labor category specified in the FSS contract, other direct costs (separate from those under ODC SINs), and indirect costs. OLMs are purchased under the authority of the FSS Program and are not “open market items.”
A Sample of Landair, Inc.’s Client Engagements

- **City of New York, Mayor’s Office of Film, Television & Broadcasting (MOFTB):** MOFTB engaged Landair to provide feasibility and business planning services to develop a 40,000 square foot New Media Center. The strategic plan that resulted paves the way for the MOFTB to select a site, plan, finance and develop an innovative central ‘hub’ to serve as a platform to launch the New Media Center, a prototype for the future of the film industry. The plan resourcefully combines expertise and financing of the public sector with its private partners in the commercial and independent film industry.

- **Waterfront Entertainment District, Newark NJ:** Landair, working with the Betesh Group, was hired to determine the feasibility of re-developing the largest privately owned parcel of waterfront property in Newark, NJ to a new mixed-use, waterfront destination that will feature arts and entertainment, cafes, commercial and residential units. In addition to the feasibility study, Landair was responsible for developing the project’s financing strategy using multiple sources, including private equity, conventional and non-conventional lenders, tax credits, bonds as well as public subsidies and incentives. Landair also assisted in developing the master plan creating and implementing a land acquisition strategy, as well as working with the community and local government to ensure buy-in and entitlement for the project. Once realized, the plan will quintuple the current value of the property to $1.2 Billion.

- **City of Tampa, Department of Economic Development & Planning:** Landair developed an Arts District Plan that involved an assessment of the City and County of Hillsborough’s local cultural assets and advisement to the City on the establishment of a local arts district. The assessment and plan addressed all aspects in the creation of a successful arts destination: economic benefits to the city; competition and critical mass from other venues such as sports and recreation; transportation and public access; incorporating the arts plan into district wide infrastructure planning; TIF and other financing mechanisms; buy-in of local elected officials and the public. The plan also had to consider neighboring districts to ensure a cohesive and comprehensive could be accomplished. The plan was widely applauded for its ingenious strategies for public engagement of the business community in co-supporting the arts. This approach to introducing public/private initiatives proved especially critical as Tampa and Florida face extraordinary challenges in the current and projected real estate market.

- **Bedford Stuyvesant Affordable Turnkey Housing Development:** Red/Green Development LLC, hired Landair to provide comprehensive pre-development services including feasibility analysis, financing strategy and marketing advisement. Landair also provided planning and management services for a public / private initiative involving 33-turnkey affordable housing units valued at $7 million. The financing strategy required a complex combination of private equity, bank financing, HUD HOME funds and local government grants, and entailed close
coordination with the NYC Housing & preservation Development agency, HUD and the NYC Housing partnership, as well as local elected officials and two community boards.

- **Hugh L. Carey Battery Park City Authority:** Site 67, One Rockefeller Park, NYC. Landair provided developer/operator Selection services to identify a tenant who entered into a long term lease agreement for a subsidized commercial condominium in 2005-2006. The selection required a national, confidential search for world class international aid providers to serve as the point of control for the creation of a one-of-a-kind Action Center to End World Hunger. This project was valued at $12 million with Public Amenity Lease Terms. The assignment required a thorough comprehension of the complex land lease terms between the City and State of New York and BPCA, which underlay the 39 year lease term to support the development of the Action Center. Subsequent to providing feasibility and procurement services to BPCA, Landair implemented the project’s development working in concert with Mercy Corps, the selected developer/operator.

- **Alan Houston Foundation:** Landair provided pre-development services, including zoning and bulk analysis, design concepts and use mix (residential, retail and community facility) consulting for the Alan Huston Foundation. In addition, we developed pro forma financials for multiple scenarios and a financing strategy that assumed a combination of public and private equity and lending. The mixed use development project in Harlem was valued at $70 million.

- **National Museum of the American Latino, Washington DC:** The Commission to study the potential creation of a National Museum of the American Latino along with the National Park Service Denver Service Center selected Landair to help form a governance framework for the new Museum with a wide range of characteristics. These included best practices in Museum planning, transparency and ethics, and program and resource development. We looked to design a governance framework that would allow the new Museum to adapt to relevant changes as it grows. Landair’s work on governance strategy will be incorporated into a final “Report to Congress” in September 2010.
Section IV - GSA Schedule Awarded Labor Hour Category Net Pricing for SIN 522310, 531210, 541611 for Contract Years 16-20

| Labor Category          | Option 3 |  
|-------------------------|----------|---
|                         | Year 16  | Year 17 | Year 18 | Year 19 | Year 20 |
| Principal               | $341.65  | $351.90 | $362.46 | $373.33 | $384.53 |
| Project Executive       | $312.18  | $321.55 | $331.19 | $341.13 | $351.36 |
| Project Manager         | $228.44  | $235.29 | $242.35 | $249.62 | $257.11 |
| Technical Support II    | $182.75  | $188.23 | $193.88 | $199.70 | $205.69 |
| Technical Support I     | $171.38  | $176.52 | $181.82 | $187.27 | $192.89 |
| Project Representative II | $205.59  | $211.76 | $218.11 | $224.65 | $231.39 |
| Administrative Support II** | $114.20  | $117.63 | $121.15 | $124.79 | $128.53 |
| Transaction Specialist II | $348.36  | $358.81 | $369.58 | $380.66 | $392.08 |
| Transaction Specialist I | $311.69  | $321.04 | $330.67 | $340.59 | $350.81 |
| Assistant Project Manager | $154.43  | $159.06 | $163.83 | $168.75 | $173.81 |

**SCA Matrix**

<table>
<thead>
<tr>
<th>SCLS Eligible Contract Labor Category</th>
<th>SCLS Equivalent Code Title</th>
<th>Wage Determination No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administrative Support II</td>
<td>01020 Administrative Assistant</td>
<td>2015-4188</td>
</tr>
</tbody>
</table>

**Notes:**
1. Pricing includes .75% IFF
2. Hourly pricing reflects a 3.0% annual escalation factor, which is in effect for the base period, and, if exercised, all option years.

"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)."
Section V – Labor Hour Category Descriptions

**Principal:** Functional Responsibility: Experience managing large scale projects. Substantial experience in managing the business issues associated with client requirements. Manages contractual relationship with agencies and departments through organizational and business improvement services. Authority to dedicate corporate resources to a client project. Defines project approach, methods and staffing.

*Position Qualifications:* B.S. or B.A. degree with 15 years experience in management, business consulting and/or organizational development environment with demonstrated ability in the management of large-scale projects.

**Project Executive:** Functional Responsibility: Manages the contractual relationship with clients. Meets and confers with clients regarding the status of specific projects and management activities and problems. Conducts quality assurance over key project deliverables.

*Position Qualifications:* B.S. or B.A. degree with 10 years experience in management, business consulting and/or organizational development with demonstrated ability in the management of large projects.

**Project Manager:** Functional Responsibility: Manages the day to day operations of the project. Prepares project estimates and work plans using company experience or prior projects and the proprietary company methods and tools for planning and estimating projects. Manages the company staff assigned to the project.

*Position Qualifications:* B.S. or B.A. degree with 8 years experience in project management and business consulting.

**Technical Support II:** Functional Responsibility: Possesses knowledge of most phases of business improvement and organizational systems analysis. Considers the business implications of innovative tools and technologies to the current and future business environments. With this knowledge devises or modifies procedures to solve problems considering systems, processes, limitations, operation time, quality assurance and form of desired results.

*Position Qualifications:* B.S. or B.A. degree and 4 years experience in a project consulting and curriculum development environment.

**Technical Support I:** Functional Responsibility: Under general supervision assists in formulating and defining business processes to include systems analysis and objectives through research and fact finding. Includes specialized analysis of business and user needs, organizational resources and products and services.
Position Qualifications: B.S. or B.A. degree and 3 years of experience within a project consulting and training environment.

Project Representative II: Functional Responsibility: Specialized knowledge of business issues related to implementing systems or specialized experience in business best practices and/or the management of complex business change. Works with the project manager to allocate staffing and resolve business issues.

Position Qualifications: B.S. or B.A. degree with 6 years experience in management, business and/or consulting environment.

Administrative Support II: Functional Responsibility: Provides administrative type support to business and management level personnel. This includes, but is not limited to graphical/documentation planning and support, project administration, program management support, event planning and administration, records and data input for deliverables.

Position Qualifications: Associates Degree and 2-4 years of experience.

Transaction Specialist II
The Transaction Specialist II will be responsible for providing senior level transaction expertise and oversight to the client agency. Responsibilities include: coordination of task order work flow, document preparation, review of offers, conducting negotiations and preparation of final documents. The Transaction Specialists II will have a thorough working knowledge of federal administration leasing regulations. The Transaction Specialist II will be a licensed real estate professional and will possess a four (4) year college degree. Transaction Specialists II will have the ability to build and sustain relationships, resolve conflicts, and effectively conduct negotiations.

Position Qualifications: B.S. Degree or related experience with 15 years experience

Transaction Specialist I
The Transaction Specialist I serve as the day-to-day manager of transaction related task orders for real estate projects and interfaces directly with the client agency staff. The Transaction Specialist I is responsible for formulating and enforcing work standards, assigning schedules, reviewing work discrepancies and communicating policies, procedures and goals of the assignment to all team members. The Transaction Specialist I is also responsible for the overall facilitation of the transaction including the development of business terms, analysis, negotiation and the organization/articulation of requirements into RFP, SFO and similar documentation.

Position Qualifications: B.S. Degree or related discipline with 8 years experience

Assistant Project Manager
The Assistant Project Manager serve as an Assistant to the Project Manager providing assistance on assignments involving transactional and technical task orders for real estate projects. The
Assistant Project Manager is responsible for conducting market analysis and research, and interfaces on occasion with client personnel. The Assistant Project Manager prepares and proofreads correspondence, reports and maintains filing system(s) for the business group and is experienced with automated word processing, spreadsheet and graphics workstation programs. The Assistant Project Manager is also responsible for collecting and organizing information required for the preparation of documentation and deliverables. The Assistant Project Manager is required to have excellent communication and writing skills.

*Position Qualifications: B.S. Degree or related discipline with 4 years experience.*