

**EXHIBIT A**

<b>GROUP 1 – HOURS OF OPERATION</b>						
<b>Item</b>	<b>Description</b>	<b>Estimated Total Annual Hours</b>		<b>Hourly Rate</b>		<b>Estimated Annual Total</b>
1	HVAC Technician – Standard Hours	4,000	x	\$50.00	=	\$200,000.00
2	HVAC Technician – Non-Standard Hours	200	x	\$50.00	=	\$10,000.00
<b>ESTIMATED ANNUAL TOTAL</b>						<b>\$210,000.00</b>

<b>GROUP 2 – MATERIAL &amp; MARK-UP</b>						
<b>Item</b>	<b>Description</b>	<b>Estimated Total Annual</b>		<b>Mark-up/Mark-down</b>		<b>Estimated Annual Total</b>
1	<p>Parts/Materials (actual cost + percentage of mark-up or mark-down on actual cost)</p> <p><i>For example, if mark-up is 10%, the calculation should be \$200,000 + 10% = \$220,000</i></p> <p>Percentage mark-up above contractors cost for parts and/or materials used during the Performance of the work should not exceed 20%.</p>	\$200,000	+	20%	=	\$240,000.00
<b>ESTIMATED ANNUAL TOTAL</b>						<b>\$240,000.00</b>

<b>GROUP 3 – SUBCONTRACTORS &amp; SPECIALTY EQUIPMENT RENTAL</b>		
<b>Item</b>	<b>Description</b>	<b>Estimated Annual Total</b>
1	Subcontractors & Specialty Equipment	\$10,000
ESTIMATED ANNUAL TOTAL		\$10,000

<b>TOTAL ESTIMATED COST PER YEAR</b>						
GROUP 1	+	GROUP 2	+	GROUP 3	=	<b>\$460,000.00</b>

**TOTAL BID PRICE (Written Amount)** Four Hundred sixty thousand 00/100