

ITB 2025-068-DF HVAC Controls, Maintenance, and Repairs
 Tabulation - At a Glance

Bidders	Group 1 (Repair, Replace, Install, Testing, Adjusting, and Balancing HVAC Equipment, Preventive Maintenance)	Group 2 (A/C Duct Cleaning & Sanitizing)	Group 3 (Insulation)	Group 4 (Time & Material Projects)	Total
¹ Master Mechanical Service	\$ 58,900.00	\$34,050.00	\$26,250.00	\$19,850.00	\$ 197,950.00
² Southern Comfort Solutions	\$ 74,800.00	\$49,200.00	\$36,100.00	\$23,100.00	\$ 258,000.00
³ Pilar Services Inc	\$ 94,650.00	\$32,700.00	\$32,700.00	\$32,700.00	\$ 287,400.00
Blizzard Air Conditioning	\$ 104,100.00	\$35,850.00	\$35,850.00	\$35,850.00	\$ 315,750.00
Certified HVAC	\$ 105,550.00	\$36,550.00	\$36,550.00	\$36,550.00	\$ 320,750.00
Green Alliance	\$ 127,910.00	\$39,750.00	\$39,750.00	\$19,960.00	\$ 355,280.00
JCR Mechanical Contractor	\$ 116,180.00	\$31,450.00	\$31,450.00	\$31,450.00	\$ 326,710.00
Roth Southeast	No Bid	No Bid	No Bid	\$41,490.00	\$ 41,490.00 *

¹ Master Mechanical Service is recommended for award as primary vendor

² Southern Comfort Solutons is recommended for award as secondary vendor

³ Pilar Services Inc is recommended for award as tertiary vendor

* Roth Southeast did not provide pricing for all groups thus indicating a lower total

Group 1(a) Repair, Replace, and Install

Item	Description	(A) Est. Quantity	U / M
1	Hourly Rate – Regular	200	Hours
2	Hourly Rate – Non-Regular	40	Hours

Blizzard Air Conditioning			
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)		
\$ 130.00	\$ 26,000.00		
\$ 160.00	\$ 6,400.00		

Certified HVAC			
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)		
\$ 125.00	\$ 25,000.00		
\$ 187.50	\$ 7,500.00		

Green Alliance			
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)		
\$ 65.00	\$ 13,000.00		
\$ 90.00	\$ 3,600.00		

JCR Mechanical Contractor			
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)		
\$ 120.00	\$ 24,000.00		
\$ 180.00	\$ 7,200.00		

Item	Description	(A) Est. Quantity
3	Administrative Discount or Mark-up for Parts and Supplies	\$ 3,000.00

(B)	(C)	State Whether the % Listed is a	Net Cost (A + C = D)
Percentage discount or mark-up	Percentage discount or mark-up	Discount or Mark- up	
15%	\$ 450.00	Mark-up	\$ 3,450.00

(B)	(C)	State Whether the % Listed is a	Net Cost (A + C = D)
Percentage discount or mark-up	Percentage discount or mark-up	Discount or Mark- up	
35%	\$ 1,050.00	Mark-up	\$ 4,050.00

(B)	(C)	State Whether the % Listed is a	Net Cost (A + C = D)
Percentage discount or mark-up	Percentage discount or mark-up	Discount or Mark- up	
12%	\$ 360.00	Mark-up	\$ 3,360.00

(B)	(C)	State Whether the % Listed is a	Net Cost (A + C = D)
Percentage discount or mark-up	Percentage discount or mark-up	Discount or Mark- up	
15%	\$ 450.00	Mark-up	\$ 3,450.00

Item	Description	(A) Est. Quantity	U / M
1	Hourly Rate – Regular	200	Hours
2	Hourly Rate – Non-Regular	40	Hours

Master Mechanical Service			
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)		
\$ 65.00	\$ 13,000.00		
\$ 85.00	\$ 3,400.00		

Pilar Services			
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)		
\$ 112.50	\$ 22,500.00		
\$ 168.75	\$ 6,750.00		

Roth Southeast			
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)		
NO BID	NO BID		
NO BID	NO BID		

Southern Comfort Solutions			
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)		
\$ 75.00	\$ 15,000.00		
\$ 112.50	\$ 4,500.00		

Item	Description	(A) Est. Quantity
3	Administrative Discount or Mark-up for Parts and Supplies	\$ 3,000.00

(B)	(C)	State Whether the % Listed is a	Net Cost (A + C = D)
Percentage discount or mark-up	Percentage discount or mark-up	Discount or Mark- up	
15%	\$ 450.00	Mark-up	\$ 3,450.00

(B)	(C)	State Whether the % Listed is a	Net Cost (A + C = D)
Percentage discount or mark-up	Percentage discount or mark-up	Discount or Mark- up	
15%	\$ 450.00	Mark-up	\$ 3,450.00

(B)	(C)	State Whether the % Listed is a	Net Cost (A + C = D)
Percentage discount or mark-up	Percentage discount or mark-up	Discount or Mark- up	
NO BID	NO BID		

(B)	(C)	State Whether the % Listed is a	Net Cost (A + C = D)
Percentage discount or mark-up	Percentage discount or mark-up	Discount or Mark- up	
20%	\$ 600.00	Mark-up	\$ 3,600.00

Group 1(b) Testing, Adjusting, and Balancing (TAB) HVAC Equipment

Item	Description	(A) Est. Quantity	U / M
4	Hourly Rate – Regular	200	Hours
5	Hourly Rate – Non-Regular	40	Hours

Blizzard Air Conditioning	
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)
\$ 130.00	\$ 26,000.00
\$ 160.00	\$ 6,400.00

Certified HVAC	
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)
\$ 125.00	\$ 25,000.00
\$ 187.50	\$ 7,500.00

Green Alliance	
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)
\$ 300.00	\$ 60,000.00
\$ 300.00	\$ 12,000.00

JCR Mechanical Contractor	
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)
\$ 205.00	\$ 41,000.00
\$ 307.00	\$ 12,280.00

Item	Description	(A) Est. Quantity	U / M
4	Hourly Rate – Regular	200	Hours
5	Hourly Rate – Non-Regular	40	Hours

Master Mechanical Service	
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)
\$ 80.00	\$ 16,000.00
\$ 80.00	\$ 3,200.00

Pilar Services	
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)
\$ 112.50	\$ 22,500.00
\$ 168.75	\$ 6,750.00

Roth Southeast	
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)
NO BID	NO BID
NO BID	NO BID

Southern Comfort Solutions	
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)
\$ 125.00	\$ 25,000.00
\$ 187.50	\$ 7,500.00

Group 1(c) Preventative Maintenance

Item	Description	(A) Est. Quantity	U / M
6	Hourly Rate – Regular	200	Hours
7	Hourly Rate – Non-Regular	40	Hours

Blizzard Air Conditioning		
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)	
\$ 130.00	\$ 26,000.00	
\$ 160.00	\$ 6,400.00	

Certified HVAC		
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)	
\$ 125.00	\$ 25,000.00	
\$ 187.50	\$ 7,500.00	

Green Alliance		
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)	
\$ 125.00	\$ 25,000.00	
\$ 180.00	\$ 7,200.00	

JCR Mechanical Contractor		
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)	
\$ 105.00	\$ 21,000.00	
\$ 157.50	\$ 6,300.00	

Item	Description	(A) Est. Quantity
8	Administrative Discount or Mark-up for Parts and Supplies	\$ 3,000.00

(B) Percentage discount or mark-up	(C) Percentage discount or mark-up	State Whether the % Listed is a Discount or Mark- up	Net Cost (A + C = D)
15%	\$ 450.00	Mark-up	\$ 3,450.00

(B) Percentage discount or mark-up	(C) Percentage discount or mark-up	State Whether the % Listed is a Discount or Mark- up	Net Cost (A + C = D)
35%	\$ 1,050.00	Mark-up	\$ 4,050.00

(B) Percentage discount or mark-up	(C) Percentage discount or mark-up	State Whether the % Listed is a Discount or Mark- up	Net Cost (A + C = D)
25%	\$ 750.00	Mark-up	\$ 3,750.00

(B) Percentage discount or mark-up	(C) Percentage discount or mark-up	State Whether the % Listed is a Discount or Mark- up	Net Cost (A + C = D)
15%	\$ 450.00	Mark-up	\$ 3,450.00

Item	Description	(A) Est. Quantity	U / M
6	Hourly Rate – Regular	200	Hours
7	Hourly Rate – Non-Regular	40	Hours

Master Mechanical Service		
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)	
\$ 65.00	\$ 13,000.00	
\$ 85.00	\$ 3,400.00	

Pilar Services		
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)	
\$ 112.50	\$ 22,500.00	
\$ 168.75	\$ 6,750.00	

Roth Southeast		
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)	
NO BID	NO BID	
NO BID	NO BID	

Southern Comfort Solutions		
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)	
\$ 60.00	\$ 12,000.00	
\$ 90.00	\$ 3,600.00	

Item	Description	(A) Est. Quantity
8	Administrative Discount or Mark-up for Parts and Supplies	\$ 3,000.00

(B) Percentage discount or mark-up	(C) Percentage discount or mark-up	State Whether the % Listed is a Discount or Mark- up	Net Cost (A + C = D)
15%	\$ 450.00	Mark-up	\$ 3,450.00

(B) Percentage discount or mark-up	(C) Percentage discount or mark-up	State Whether the % Listed is a Discount or Mark- up	Net Cost (A + C = D)
15%	\$ 450.00	Mark-up	\$ 3,450.00

(B) Percentage discount or mark-up	(C) Percentage discount or mark-up	State Whether the % Listed is a Discount or Mark- up	Net Cost (A + C = D)
NO BID	NO BID		

(B) Percentage discount or mark-up	(C) Percentage discount or mark-up	State Whether the % Listed is a Discount or Mark- up	Net Cost (A + C = D)
20%	\$ 600.00	Mark-up	\$ 3,600.00

Group 2 A/C Duct Cleaning & Sanitizing

Item	Description	(A) Est. Quantity	U / M
9	Hourly Rate – Regular	200	Hours
10	Hourly Rate – Non-Regular	40	Hours

Blizzard Air Conditioning			
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)		
\$ 130.00	\$ 26,000.00		
\$ 160.00	\$ 6,400.00		

Certified HVAC			
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)		
\$ 125.00	\$ 25,000.00		
\$ 187.50	\$ 7,500.00		

Green Alliance			
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)		
\$ 150.00	\$ 30,000.00		
\$ 150.00	\$ 6,000.00		

JCR Mechanical Contractor			
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)		
\$ 120.00	\$ 24,000.00		
\$ 180.00	\$ 7,200.00		

Item	Description	(A) Est. Quantity
11	Administrative Discount or Mark-up for Parts and Supplies	\$ 3,000.00

(B) Percentage discount or mark-up	(C) Percentage discount or mark-up	State Whether the % Listed is a Discount or Mark- up	Net Cost (A + C = D)
15%	\$ 450.00	Mark-up	\$ 3,450.00

(B) Percentage discount or mark-up	(C) Percentage discount or mark-up	State Whether the % Listed is a Discount or Mark- up	Net Cost (A + C = D)
35%	\$ 1,050.00	Mark-up	\$ 4,050.00

(B) Percentage discount or mark-up	(C) Percentage discount or mark-up	State Whether the % Listed is a Discount or Mark- up	Net Cost (A + C = D)
25%	\$ 750.00	Mark-up	\$ 3,750.00

(B) Percentage discount or mark-up	(C) Percentage discount or mark-up	State Whether the % Listed is a Discount or Mark- up	Net Cost (A + C = D)
0.15	\$ 450.00	Mark-up	\$ 3,450.00

Item	Description	(A) Est. Quantity	U / M
9	Hourly Rate – Regular	200	Hours
10	Hourly Rate – Non-Regular	40	Hours

Master Mechanical Service			
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)		
\$ 125.00	\$ 25,000.00		
\$ 140.00	\$ 5,600.00		

Pilar Services			
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)		
\$ 112.50	\$ 22,500.00		
\$ 168.75	\$ 6,750.00		

Roth Southeast			
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)		
NO BID	NO BID		
NO BID	NO BID		

Southern Comfort Solutions			
(B) Unit Cost (Hourly Rate)	(C) Total (A x B = C)		
\$ 180.00	\$ 36,000.00		
\$ 240.00	\$ 9,600.00		

Item	Description	(A) Est. Quantity
11	Administrative Discount or Mark-up for Parts and Supplies	\$ 3,000.00

(B) Percentage discount or mark-up	(C) Percentage discount or mark-up	State Whether the % Listed is a Discount or Mark- up	Net Cost (A + C = D)
15%	\$ 450.00	Mark-up	\$ 3,450.00

(B) Percentage discount or mark-up	(C) Percentage discount or mark-up	State Whether the % Listed is a Discount or Mark- up	Net Cost (A + C = D)
15%	\$ 450.00	Mark-up	\$ 3,450.00

(B) Percentage discount or mark-up	(C) Percentage discount or mark-up	State Whether the % Listed is a Discount or Mark- up	Net Cost (A + C = D)
NO BID	NO BID		

(B) Percentage discount or mark-up	(C) Percentage discount or mark-up	State Whether the % Listed is a Discount or Mark- up	Net Cost (A + C = D)
20%	\$ 600.00	Mark-up	\$ 3,600.00

Group 3 Insulation

Item	Description	(A) Est. Quantity	U / M
12	Hourly Rate – Regular	200	Hours
13	Hourly Rate – Non-Regular	40	Hours

Blizzard Air Conditioning			
(B)	(C)		
Unit Cost	Total		
(Hourly Rate)	(A x B = C)		
\$ 130.00	\$ 26,000.00		
\$ 160.00	\$ 6,400.00		

Certified HVAC			
(B)	(C)		
Unit Cost	Total		
(Hourly Rate)	(A x B = C)		
\$ 125.00	\$ 25,000.00		
\$ 187.50	\$ 7,500.00		

Green Alliance			
(B)	(C)		
Unit Cost	Total		
(Hourly Rate)	(A x B = C)		
\$ 150.00	\$ 30,000.00		
\$ 150.00	\$ 6,000.00		

JCR Mechanical Contractor			
(B)	(C)		
Unit Cost	Total		
(Hourly Rate)	(A x B = C)		
\$ 105.00	\$ 21,000.00		
\$ 157.50	\$ 6,300.00		

Item	Description	(A) Est. Quantity
14	Administrative Discount or Mark-up for Parts and Supplies	\$ 3,000.00

(B)	(C)	State Whether the %	Net Cost
Percentage discount or mark-up	Percentage discount or mark-up	Listed is a Discount or Mark-up	(A + C = D)
15%	\$ 450.00	Mark-up	\$ 3,450.00

(B)	(C)	State Whether the %	Net Cost
Percentage discount or mark-up	Percentage discount or mark-up	Listed is a Discount or Mark-up	(A + C = D)
35%	\$ 1,050.00	Mark-up	\$ 4,050.00

(B)	(C)	State Whether the %	Net Cost
Percentage discount or mark-up	Percentage discount or mark-up	Listed is a Discount or Mark-up	(A + C = D)
25%	\$ 750.00	Mark-up	\$ 3,750.00

(B)	(C)	State Whether the %	Net Cost
Percentage discount or mark-up	Percentage discount or mark-up	Listed is a Discount or Mark-up	(A + C = D)
15%	\$ 450.00	Mark-up	\$ 3,450.00

Item	Description	(A) Est. Quantity	U / M
12	Hourly Rate – Regular	200	Hours
13	Hourly Rate – Non-Regular	40	Hours

Master Mechanical Service			
(B)	(C)		
Unit Cost	Total		
(Hourly Rate)	(A x B = C)		
\$ 95.00	\$ 19,000.00		
\$ 95.00	\$ 3,800.00		

Pilar Services			
(B)	(C)		
Unit Cost	Total		
(Hourly Rate)	(A x B = C)		
\$ 112.50	\$ 22,500.00		
\$ 168.75	\$ 6,750.00		

Roth Southeast			
(B)	(C)		
Unit Cost	Total		
(Hourly Rate)	(A x B = C)		
NO BID	NO BID		
NO BID	NO BID		

Southern Comfort Solutions			
(B)	(C)		
Unit Cost	Total		
(Hourly Rate)	(A x B = C)		
\$ 125.00	\$ 25,000.00		
\$ 187.50	\$ 7,500.00		

Item	Description	(A) Est. Quantity
14	Administrative Discount or Mark-up for Parts and Supplies	\$ 3,000.00

(B)	(C)	State Whether the %	Net Cost
Percentage discount or mark-up	Percentage discount or mark-up	Listed is a Discount or Mark-up	(A + C = D)
15%	\$ 450.00	Mark-up	\$ 3,450.00

(B)	(C)	State Whether the %	Net Cost
Percentage discount or mark-up	Percentage discount or mark-up	Listed is a Discount or Mark-up	(A + C = D)
15%	\$ 450.00	Mark-up	\$ 3,450.00

(B)	(C)	State Whether the %	Net Cost
Percentage discount or mark-up	Percentage discount or mark-up	Listed is a Discount or Mark-up	(A + C = D)
NO BID	NO BID		

(B)	(C)	State Whether the %	Net Cost
Percentage discount or mark-up	Percentage discount or mark-up	Listed is a Discount or Mark-up	(A + C = D)
0.2%	\$ 600.00	Mark-up	\$ 3,600.00

Group 4 Time and Material Projects

Item	Description	(A) Est. Quantity	U / M
15	Hourly Rate – Regular	200	Hours
16	Hourly Rate – Emergency	40	Hours

Blizzard Air Conditioning			
(B)	(C)		
Unit Cost (Hourly Rate)	Total (A x B = C)		
\$ 130.00	\$ 26,000.00		
\$ 160.00	\$ 6,400.00		

Certified HVAC			
(B)	(C)		
Unit Cost (Hourly Rate)	Total (A x B = C)		
\$ 125.00	\$ 25,000.00		
\$ 187.50	\$ 7,500.00		

Green Alliance			
(B)	(C)		
Unit Cost (Hourly Rate)	Total (A x B = C)		
\$ 65.00	\$ 13,000.00		
\$ 90.00	\$ 3,600.00		

JCR Mechanical Contractor			
(B)	(C)		
Unit Cost (Hourly Rate)	Total (A x B = C)		
\$ 120.00	\$ 24,000.00		
\$ 180.00	\$ 7,200.00		

Item	Description	(A) Est. Quantity
17	Administrative Discount or Mark-up for Parts and Supplies	\$ 3,000.00

(B)	(C)	State Whether the % Listed is a	Net Cost (A + C = D)
Percentage discount or mark-up	Percentage discount or mark-up	Discount or Mark-up	
15%	\$ 450.00	Mark-up	\$ 3,450.00

(B)	(C)	State Whether the % Listed is a	Net Cost (A + C = D)
Percentage discount or mark-up	Percentage discount or mark-up	Discount or Mark-up	
35%	\$ 1,050.00	Mark-up	\$ 4,050.00

(B)	(C)	State Whether the % Listed is a	Net Cost (A + C = D)
Percentage discount or mark-up	Percentage discount or mark-up	Discount or Mark-up	
12%	\$ 360.00	Mark-up	\$ 3,360.00

(B)	(C)	State Whether the % Listed is a	Net Cost (A + C = D)
Percentage discount or mark-up	Percentage discount or mark-up	Discount or Mark-up	
0.15	\$ 450.00	Mark-up	\$ 3,450.00

Item	Description	(A) Est. Quantity	U / M
15	Hourly Rate – Regular	200	Hours
16	Hourly Rate – Emergency	40	Hours

Master Mechanical Service			
(B)	(C)		
Unit Cost (Hourly Rate)	Total (A x B = C)		
\$ 65.00	\$ 13,000.00		
\$ 85.00	\$ 3,400.00		

Pilar Services			
(B)	(C)		
Unit Cost (Hourly Rate)	Total (A x B = C)		
\$ 112.50	\$ 22,500.00		
\$ 168.75	\$ 6,750.00		

Roth Southeast			
(B)	(C)		
Unit Cost (Hourly Rate)	Total (A x B = C)		
\$ 144.00	\$ 28,800.00		
\$ 216.00	\$ 8,640.00		

Southern Comfort Solutions			
(B)	(C)		
Unit Cost (Hourly Rate)	Total (A x B = C)		
\$ 75.00	\$ 15,000.00		
\$ 112.50	\$ 4,500.00		

Item	Description	(A) Est. Quantity
17	Administrative Discount or Mark-up for Parts and Supplies	\$ 3,000.00

(B)	(C)	State Whether the % Listed is a	Net Cost (A + C = D)
Percentage discount or mark-up	Percentage discount or mark-up	Discount or Mark-up	
15%	\$ 450.00	Mark-up	\$ 3,450.00

(B)	(C)	State Whether the % Listed is a	Net Cost (A + C = D)
Percentage discount or mark-up	Percentage discount or mark-up	Discount or Mark-up	
15%	\$ 450.00	Mark-up	\$ 3,450.00

(B)	(C)	State Whether the % Listed is a	Net Cost (A + C = D)
Percentage discount or mark-up	Percentage discount or mark-up	Discount or Mark-up	
0.35	\$ 1,050.00	Mark-up	\$ 4,050.00

(B)	(C)	State Whether the % Listed is a	Net Cost (A + C = D)
Percentage discount or mark-up	Percentage discount or mark-up	Discount or Mark-up	
20%	\$ 600.00	Mark-up	\$ 3,600.00