

APPENDIX C

COMPANY PROFILE

1. General Information

Company Name: T.S.B. Inc. dba Schultheis Electric

Street Address: 304 Sanford Street

PO Box / Rural Route: PO Box 798

City: Latrobe

State: PA

Postal Code: 15650

County: Westmoreland

Telephone: 724-537-5157 Fax: 724-537-9388

Website: www.tsbinc.net

Number of Years as a Contractor: 40 years

2. Is the Company Office Administering the Contract within the Region Boundary?

☒ Yes ☐ Other

Street Address: 304 Sanford Street

PO Box / Rural Route: PO Box 798

City: Latrobe

State: PA

3. Number of Years the Company Office Administering the Contract Above Has Been Staffed and Operational: 31 Years

4. Does the Company Have Experience Working with the Commonwealth: ☒ Yes ☐ No

If yes, # of Years Experience with the Commonwealth: 23

5. Does the Company Have Experience with Job Order Contracting: ☒ Yes ☐ No

If yes, # of Years Experience with Job Order Contracting: 11

6. Attach an Additional Sheet(s) Describing the Firm and Its Services. Is the Additional Information Attached? ☒ Yes ☐ No

7. Attach a Letter from the Proposer's Insurance Carrier, on the Insurance Company's Letterhead, Stating the Proposer's Experience Modification Rate (EMR) for the Past Three Calendar Years. Is the EMR Letter Attached? ☒ Yes ☐ No

8. Description of the Work the Proponent Intends to Self-Perform: (Attach an additional sheet as necessary)

All electrical work including trenching, cabling, conduit, wiring, etc. Concrete work
incident to above work, setting poles and related

9. Description of the Work the Proponent Intends to Subcontract: (Attach an additional sheet as necessary)

Landscaping, fencing, hauling

10. Under what other or former names has your organization operated?

None

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Latrobe PA, 15650-0798



Phone: (724) 537-5157
Fax: (724) 537-9388

Section 2-3.1, Appendix 'C' Company Profile

Ref: Item #6 – Description of Firm and its Services

T.S.B. Inc dba Schultheis Electric is a full-service electrical contractor that was established in 1979 in Latrobe, Pennsylvania. For the last 40 years, Schultheis Electric has brought value added electrical services to customers throughout western Pennsylvania and the Tri-State area of Pennsylvania, West Virginia and Ohio in the transportation, institutional, commercial and industrial sectors.

Schultheis Electric self-performs all facets of electrical construction and service from low voltage control systems and fiber optic lines up to and including 138kV Substations. No project is too small or too large. Schultheis Electric regularly completes projects that have a total duration of less than a week and have also completed projects in excess of \$4 million of electrical work. Schultheis Electric has a bonding capacity of \$12 million.

Schultheis Electric has over 100 employees and has collective bargaining agreements with the International Brotherhood of Electrical Workers, Operating Engineers, Laborers, Carpenters, Cement finishers and Masons. While the vast majority of the work completed is electrical, these other skilled trades are often needed to complete incidental parts of a project and Schultheis Electric has the ability to complete this in house and uphold the standards of safety and quality the company expects.

Schultheis Electric also has in house engineers for both power and control systems. These assets have proved invaluable, specifically for Job Order Contracting, during the scope development stage of the projects. Additional assets include a fleet of over 50 service vehicles including bucket and line trucks as well as excavating equipment.

At the core of Schultheis Electric is their service culture. This includes the following items:

- Provide 24/7/365 technical support and trained craftsman to solve problems.
- Access to \$1 Million in house electrical inventory of materials, parts and electrical equipment to get customers back in service regardless of the day and time.
- Assist in scope development, constructability analysis and **best value** engineering.
- Rapid response for emergencies.
- Develop lifetime customers by providing the best value per dollar spent.
- Provide the highest quality... safety, craftsmanship, customer experience, engineering and technical solutions.

Services provided include:

- Low, Medium and High Voltage Power Distribution
- Communications and Data Systems
- UL Master Label – Lightning Protection Company
- Fire Alarm Systems
- Standby and Emergency Power Systems
- Building Automation Systems



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- Video Surveillance Systems
- Access Control and Intrusion Detection Systems
- Indoor and Outdoor Lighting
- Acceptance and Maintenance Testing of Power Systems
- Commissioning of Electrical Systems
- Professional Engineering Services
- Design, layout, CAD and Building Information Modeling

This service mentality, which is atypical from standard construction companies, aligns very well with Job Order Contracting. Over the last decade, Schultheis Electric has successfully completed several million dollars' worth of Job Order Contracting with the Department of General Services, Pennsylvania Turnpike Commission, and the Keystone Purchasing Network.

When quality counts, customers count on Schultheis Electric!



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September 17, 2019

**RE: TSB, Inc. dba Schultheis Electric
Experience Modification Rating**

To whom it may concern,

This letter represents the most current Experience Modification Factors along with the last 5 years as issued by the Pennsylvania Compensation Rating Bureau.

05/15/2019	0.857
05/15/2018	0.691
05/15/2017	0.685
05/15/2016	0.679
05/15/2015	0.694

If you have any questions or concerns, please feel free to contact our office. Thank you and have a wonderful day!

Sincerely,

Julie Killcrece

**P.O. Box 4513
124 INGRAM AVENUE
PITTSBURGH, PA 15205
412-922-1126 • FAX 412-922-5552 • WWW.DUNNINSURANCE.NET**



Pennsylvania Compensation Rating Bureau

United Plaza Building • Suite 1500
30 South 17th Street • Philadelphia, PA 19103-4007
(215)568-2371 • FAX (215)564-4328 • www.pcrb.com

PA EXPERIENCE RATING MODIFICATION

File Number:	2558519	County:	WESTMORELAND
Experience Mod:	0.857	Address:	304 309 315 SANFORD ST
XREF:			LATROBE PA 15650
Issue Date:	02/28/2019	Effective Term:	05/15/2019 - 05/15/2020
Card Number:	1		
Governing Class Code:	0661		
Employer Name:	SCHULTHEIS ELECTRIC		

Modification History

Effective Date

0.691	05/15/2018
0.685	05/15/2017
0.679	05/15/2016
0.694	05/15/2015

Governing Class Code

Rating Value

Description

661	2.29	ELECTRICAL WIRING IN BUILDINGS
951	.20	SALESPERSON - OUTSIDE
953	.08	OFFICE

2-3.2

Comparable Construction Experience

APPENDIX D COMPARABLE CONSTRUCTION EXPERIENCE

PROJECTS EQUAL TO OR LESS THAN \$50,000

Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric
2) Agency/Client Name: PA Department of Military and Veterans Affairs
3) Project Name: Construct Interior Vault
4) Project Number: WR-DMVA-031-EL 5) Project Value: \$45,062.85
6) Project Address: Washington RC 7) County: Washington
125 Goodridge Lane
Washington, PA 15301

8) Achieved or Anticipated Final Acceptance after January 1, 2016 ☒ Yes ☐ No

9) Company Role: ☐ Sub JOC Contractor ☒ Prime JOC Contractor ☐ Multi-Prime JOC Contractor

10) Agency: ☒ The Commonwealth ☐ Public Agency Within Pennsylvania ☐ Other: _____

11) Location: ☒ Within the Region Being Proposed ☐ Other: _____

12) Project Includes the Following Elements:

☐ General Construction ☐ HVAC ☒ Electrical ☐ Plumbing

13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

☒ Yes ☐ No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Matthew A. Dubovecky, E.I.T. Title Project Manager

Telephone: 8 Email Address: _____

15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)

None

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PA Department of Military & Veterans Affairs
Bureau of Office Services, Division of Procurement and Contracting
Bldg 0-47, Fort Indiantown Gap
Annaville, PA 17003-5002

Customer Contact:
Matthew A. Dubovecky, E.I.T.

Project Address: Washington Readiness Center, 125 Goodridge Lane, Washington PA
1530 Ref: Construct Interior Vault

Scope of Services:

- Disconnect and remove (3) existing duplex receptacles and the conduit and conductors for these receptacles. Extend the existing circuit to the remaining duplex receptacles.
- Disconnect and remove (1) fire alarm horn/strobe device. Reinstall the fire alarm horn/strobe fire alarm devices in the new Armorer's Room. Extend fire alarm system wiring to the relocated horn/strobe.
- Disconnect and remove (2) battery pack emergency lights. Reinstall the (2) battery pack emergency lights.
- Provide a 60 amp 3P breaker in the existing Panel P5 to feed a new Panel V. Provide feeder conduit and conductors from existing Panel P5 to new Panel V.
- Provide new light fixtures and switches in the new Vault and Armorer's Room.
- Provide new duplex receptacles in the new Vault and Armorer's Room.
- Provide a conduit from the tele-data room to the Armorer's Room. Provide (2) Cat 6 cables from the existing data rack to the Armorer's Room. Punchdown new cables on existing patch panel. Provide a 2-port faceplate with two Cat 6 jacks in the Armorer's Room.
- Provide conduits and boxes with pull strings only for the Intrusion Detection System. Provide a 1" conduit from the Intrusion Detection Main panel back to the tele-data room. Intrusion Detection System wiring, equipment and installation is by others.



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APPENDIX D COMPARABLE CONSTRUCTION EXPERIENCE

PROJECTS EQUAL TO OR LESS THAN \$50,000

Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric
2) Agency/Client Name: PA Department of Military and Veterans Affairs
3) Project Name: Electrical Upgrades to LCT Building
4) Project Number: WR-DMVA-025-EL-AVCATT 5) Project Value: \$41,611.12
6) Project Address: Johnstown Aviation RC 7) County: Cambria
219 Aviation Drive
Johnstown, PA 15902

8) Achieved or Anticipated Final Acceptance after January 1, 2016 ☒ Yes ☐ No

9) Company Role: ☐ Sub JOC Contractor ☒ Prime JOC Contractor ☐ Multi-Prime JOC Contractor

10) Agency: ☒ The Commonwealth ☐ Public Agency Within Pennsylvania ☐ Other: _____

11) Location: ☒ Within the Region Being Proposed ☐ Other: _____

12) Project Includes the Following Elements:

☐ General Construction ☐ HVAC ☒ Electrical ☐ Plumbing

13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

☒ Yes ☐ No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Erik J. Roberts Title Project Manager

Telephone: _____ Email Address: _____

15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)

None

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PA Department of Military & Veterans Affairs
Bureau of Office Services, Division of Procurement and Contracting
Bldg 0-47, Fort Indiantown Gap
Annville, PA 17003-5002

Customer Contact:
Erik J Roberts
CW2, EN A Co 28th ID (rear)
Executive Officer
Project Manager, OFE - BMCE

Project Address: DMVA-Johnstown AASF, Army Aviation Support Facility – 1 BN – 104 ANV
BN Johnstown, PA 15902-7201
Ref: Johnstown Aviation RC AVCATT Electrical Upgrades to LCT Building

Scope of Services:

- Provide a new 400A/3P breaker in the existing MDP. Installation of this breaker will require an outage in this panel which will de-energize the entire building.
- Provide a 400A feeder from the new breaker to a new 400A 277/480V Panel with three 100A/3P and three 60A/3P Branch breakers.
- Provide two outdoor 60A disconnects, two outdoor 100A Disconnects, one indoor 60A Disconnect and one 100A indoor disconnect. All disconnects will be fused.
- Below each disconnect provide a Crouse Hinds Arktype AREA10416 receptacle or equal by Appleton.
- Provide fire alarm relay for the three new simulator trailers. We will provide a junction box next to the disconnects with a terminal strip for connection to the roll up trailers.
- Provide a new 1" water line connection for two freeze proof hose bibs.
- Replace the two emergency lighting unit remote heads that are broken.
- Replace the fire alarm system batteries and troubleshoot trouble signal in system.
- Program and test fire alarm system for new fire alarm relays.



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APPENDIX D COMPARABLE CONSTRUCTION EXPERIENCE

PROJECTS EQUAL TO OR LESS THAN \$50,000

Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated

- 1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric
- 2) Agency/Client Name: Pennsylvania State Police
- 3) Project Name: Troop A Garage Supplemental
- 4) Project Number: WR-PSP-002-EL 5) Project Value: \$36,614.58
- 6) Project Address: Pennsylvania State Police 7) County: Westmoreland

100 N Westmoreland Ave, Troop A Greensburg Hdq

Greensburg, PA 15601-0436

- 8) Achieved or Anticipated Final Acceptance after January 1, 2016 ☒ Yes ☐ No
- 9) Company Role: ☐ Sub JOC Contractor ☒ Prime JOC Contractor ☐ Multi-Prime JOC Contractor
- 10) Agency: ☒ The Commonwealth ☐ Public Agency Within Pennsylvania ☐ Other: _____
- 11) Location: ☒ Within the Region Being Proposed ☐ Other: _____

12) Project Includes the Following Elements:

- ☐ General Construction ☐ HVAC ☒ Electrical ☐ Plumbing

13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

- ☒ Yes ☐ No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Robert Hoffman

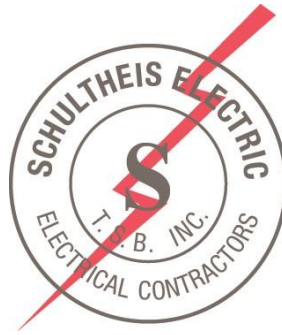
Reference's contact: Name _____ Title Facility Maintenance Manager 1

Telephone: _____ Email Address: _____

15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)

None

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Pennsylvania State Police
Bureau of Staff Services
Attn: Erin Webster
1800 Elmerton Ave
Harrisburg, PA 17110

Customer Contact:
Robert Hoffman

Project Address: Pennsylvania State Police, 100 N Westmoreland Ave, Troop A Greensburg
Hdq, Greensburg, PA 15601-0436
Ref: PA State Police Greensburg Troop A Garage Renovations

Scope of Services:

- Provide a new 200 amp 120/240 volt single phase panel in the mezzanine/part storage area (Mezzanine Power Panel). Owner to remove existing compressor. The new panel will be placed on the wall where the old compressor was removed. Provide a new 200 amp 2P breaker in the existing Main distribution panel and provide a 200 amp feeder from the Main distribution panel to the new Mezzanine Panel.
- Provide a 50 amp 240 volt circuit from the new Mezzanine Power Panel to the new outdoor HVAC heat pump for the Maintenance Garage Shop area. Provide an outdoor 60 amp 2P Nema 3R fused disconnect at the unit.
- Provide a 15 amp 240 volt circuit from the new Mezzanine Power Panel to the new indoor HVAC air handler unit for the Maintenance Garage Shop area. Provide an indoor 30 amp 2P Nema 1 fused disconnect at the unit.
- Provide a 15 amp 240 volt circuitry for a split system for in the Maintenance Office. Provide a new 15 amp 2P circuit breaker in the existing Maintenance Office Power Panel to feed the new outdoor unit. Provide an outdoor 30 amp 2P Nema 3R fused disconnect at the outdoor unit. Provide power wiring from the outdoor unit to the indoor unit.
- Remove (2) existing low bay light fixtures in the garage parking area. Provide (2) new LED style low bay light fixtures and connect to the existing lighting circuit. Add (2) new LED low bay light fixtures, each approximately 30' from the existing light fixtures. Extend conduit and wire for the new LED low bay light fixtures.
- Remove (16) RLM style light fixtures in the garage parking area. Conduit and wiring to remain. Provide blank covers for junction boxes. At (6) existing locations, provide a new LED low bay light fixture and connect into the existing lighting circuit.
- Remove (4) existing 8' fluorescent light fixtures and replace with 8' LED strip lights. Reconnect to the existing lighting circuit.



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- Remove (6) existing low bay light fixtures in the garage maintenance shop area. Provide (6) new LED style low bay light fixtures and connect to the existing lighting circuit.
- Remove (2) existing wall pack light fixtures in the garage maintenance shop area. Provide (2) new LED wall pack light fixtures and connect to the existing lighting circuit. Add (2) new LED wall pack light fixtures, on the opposite side of the room. Extend conduit and wire for the new LED wall pack light fixtures from the existing lighting circuit.
- Remove (2) 4' strip lights in the garage maintenance shop office. Provide (2) LED 4' strip lights and connect to the existing lighting circuit.
- Remove (1) light fixtures in the restroom and replace with an LED light fixture.

APPENDIX D COMPARABLE CONSTRUCTION EXPERIENCE

PROJECTS EQUAL TO OR LESS THAN \$50,000

Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated

- 1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric
- 2) Agency/Client Name: SCI Somerset
- 3) Project Name: RHU Pen Upgrades
- 4) Project Number: WR-DOC-023-EL 5) Project Value: \$19,680.63
- 6) Project Address: SCI Somerset 7) County: Somerset
1590 Walters Mill Road
Somerset, PA 15510
- 8) Achieved or Anticipated Final Acceptance after January 1, 2016 ☒ Yes ☐ No
- 9) Company Role: ☐ Sub JOC Contractor ☒ Prime JOC Contractor ☐ Multi-Prime JOC Contractor
- 10) Agency: ☒ The Commonwealth ☐ Public Agency Within Pennsylvania ☐ Other: _____
- 11) Location: ☒ Within the Region Being Proposed ☐ Other: _____
- 12) Project Includes the Following Elements:
☐ General Construction ☐ HVAC ☒ Electrical ☐ Plumbing
- 13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?
☒ Yes ☐ No
- 14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)
Reference's contact: Name Sam Varchetti Title Facilities Manager
Telephone: _____ Email Address: _____
- 15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)
None

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Commonwealth of Pennsylvania
PO Box 69180
Harrisburg, PA 17106

Customer Contact:
Sam Varchetti

Project Address: SCI Somerset, 1590 Walters Mill Road Entrance, Somerset, PA 15510
Ref: SCI Somerset RHU Pen Improvements – Electrical REVISED

Scope of Services:

- Cost is based on work being performed during normal working hours, Monday – Friday.
- Provide a 225 amp feeder from the existing Panel L5-DP to the new Panel L5-DP-A in the upper level mechanical room. Use the existing spare 225 amp 3P breaker in existing Panel L5-DP to feed a new Panel L5-DP-A in the upper level mechanical room. Feeder will be with Type EMT conduit and copper conductors. New Panel L5-DP-A will be mounted on a free standing strut rack. The original plan was to install this panel in the corridor but it turned out only two circuits were needed in this area.
- Provide circuitry to each of the three pumps located in the upper level mechanical. Circuitry will be from the new Panel L5-DP-A. Provide a local disconnect at each pump.
- Provide circuitry to each of the two pumps in the lower level equipment room. Circuitry will be from the new Panel L5-DP-A. Provide a local disconnect at each pump.
- Provide a duplex receptacle in the new lower level equipment room.
- Provide (2) ¾" conduits with pull string from the upper level mechanical room to the lower level equipment room for control wiring by others. This work was coordinated with the Mechanical Contractor.



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APPENDIX E

COMPARABLE CONSTRUCTION EXPERIENCE

PROJECTS BETWEEN \$50,000 AND \$150,000

Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Agency/Client Name: PA Department of Transportation

3) Project Name: FM7234 Beaver Bldg. 1120100 Emergency Generator & Transfer Switch

4) Project Number: WR-DOT-024-EL 5) Project Value: \$143,468.14

6) Project Address: District 11-0 7) County: Allegheny

45 Thoms Run Road

Bridgeville, PA 15017

8) Achieved or Anticipated Final Acceptance after January 1, 2016 ☒ Yes ☐ No

9) Company Role: ☐ Sub JOC Contractor ☒ Prime JOC Contractor ☐ Multi-Prime JOC Contractor

10) Agency: ☒ The Commonwealth ☐ Public Agency Within Pennsylvania: ☐ Other: _____

11) Location: ☒ Within the Region Being Proposed ☐ Other: _____

12) Project Includes the Following Elements:

☐ General Construction ☐ HVAC ☒ Electrical ☐ Plumbing

13:) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

☒ Yes ☐ No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

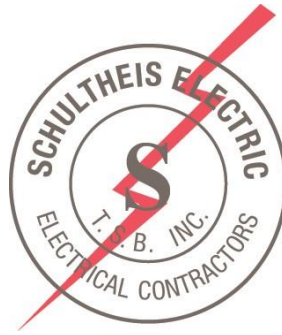
Reference's contact: Name Jack Rice Title FMD Southern Region Manager

Telephone: _____ Email Address: _____

15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)

None

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Fax: (724) 537-9388

PA Department of Transportation
Bureau of Office Services
400 North Street, 5th Floor
Harrisburg, PA 17120

Customer Contact:
Jack Rice

Project Address: District 11-0, 45 Thoms Run Road, Bridgeville, PA
15017 Ref: Rochester Stockpile Automatic Transfer Switch Installation

Scope of Services:
Phase 1

- Provide stamped engineered electrical drawings and submit to L&I for permits.
- Coordinate with Duquesne Light to shut power off and reconnect once service replacement is completed.
- Provide temporary generator and fuel. Tie generator into the existing main panel.
- Disconnect and remove the existing meter socket, CT's, weather heads, two receptacles, conduit, and wire on the exterior of the building.
- Disconnect and remove the existing main breaker and the conduits and wiring feeding the main breaker. Remove nipples going from the main breaker to the main panel. Plug holes with knock out seals.
- Patch and paint wall where weather heads penetrated the wall.
- Provide a new CT cabinet with overhead conduit drop.
- Provide a new 800 amp 3P N3R open transition service entrance rated automatic transfer switch (ATS) on the exterior of the building. ATS will be pad mounted. Provide an 8" thick concrete pad under the new ATS.
- Provide a new feeder from the ATS to the main panel.
- Provide conduit stubs out of ATS and cap off. These will be extended to the new generator under Phase 2.
- Provide new ground rods from the new service entrance point which will be the transfer switch. Provide saw cutting and asphalt patching for installation of new ground rods. Provide a new ground bar inside the building. Isolate the grounds and neutrals in the main panel. Provide new ground wires to the building steel and to the main water service.
- Reinstall one receptacle on the outside of the building under the window. Reconnect to the existing conduit and wire that was shortened due to the new service being installed.



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APPENDIX E

COMPARABLE CONSTRUCTION EXPERIENCE

PROJECTS BETWEEN \$50,000 AND \$150,000

Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Agency/Client Name: SCI Somerset

3) Project Name: CI Laundry Electrical

4) Project Number: WR-DOC-064-EL 5) Project Value: \$112,956.57

6) Project Address: SCI Somerset 7) County: Somerset

1590 Walters Mill Road

Somerset, PA 15510

8) Achieved or Anticipated Final Acceptance after January 1, 2016 ☒ Yes ☐ No

9) Company Role: ☐ Sub JOC Contractor ☒ Prime JOC Contractor ☐ Multi-Prime JOC Contractor

10) Agency: ☒ The Commonwealth ☐ Public Agency Within Pennsylvania: ☐ Other: _____

11) Location: ☒ Within the Region Being Proposed ☐ Other: _____

12) Project Includes the Following Elements:

☐ General Construction ☐ HVAC ☒ Electrical ☐ Plumbing

13:) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

☒ Yes ☐ No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Sam Varchetti Title Facilities Manager

Telephone: _____ Email Address: _____

15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)

None

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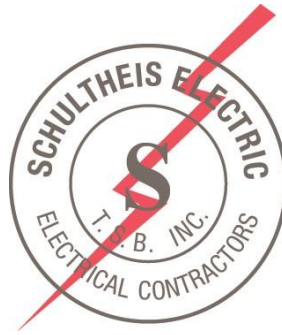
SCI Somerset Department of Corrections
1590 Walters Mill Rd.
Somerset, PA 15510

Customer Contact:
Sam Varchetti

Project Address: SCI Somerset, 1590 Walters Mill Road, Somerset, PA
15510-0001 Ref: SCI Somerset – CI Laundry

- Disconnect and remove a 70' long section of existing bus duct and plugs. Remove the cable tap box and store for reinstallation.
- Disconnect and remove 2-30 amp bus plug, 4-60 amp bus plugs and 1-100 amp bus plug.
- Disconnect and remove the feeder conduit and conductors from the removed bus plugs to equipment being removed.
- Attach the existing cable tap box to the end of the run of bus duct to remain. Install a pull box at the end of the existing feeder and extend new conduit and wire to the new cable tap box location.
- Install a new 60' long run of 400 amp 277/480V 3Phase bus duct.
- Provide a new feeder from the existing main distribution switchboard and utilize one spare 400 amp breaker to feed the new 400 amp bus duct.
- Install 2-30 amp bus plugs and 6-60 amp bus plugs on the new bus duct. Provide conduit and wiring from the bus plugs to the equipment and terminate.
- Provide feeders from two existing bus plugs and connect to the new equipment and terminate.
- Provide control conduit and wiring as noted.
- Provide power connections to two new exhaust fans and one existing exhaust fan.
- Provide a Digital 400A, 277/480V KiloWatt Hour meter with, max demand option. Include enclosure and (3) 400A CT's and mount next to switchboard with other meters serving the laundry facility.
- Complete the following additional work for Mr. William Baker at the CI – Laundry Facility.
 - Install conduit and control wiring to pick up old control wires that needed tied into the new system.
 - All fiber and data cables will be tested with test reports provided.

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- Provide a junction box on the outside of the building for generator block heater and battery charger circuits. Provide a stub out and cap for future generator under Phase 2. This junction box will also be used to tie in the temporary stand-by generator block heater and battery charger circuits.

Phase 2

- Provide x-ray of ground (20' x 40') where new generator pad and trenching is going to determine if there are any underground obstructions.
- Provide a stand-by temporary generator for two months. Tie temporary generator into the new automatic transfer switch (ATS).
- Provide excavation for new generator concrete pad. Extend existing conduit from the ATS and for the junction box on the building and stub up where required by generator manufacture. Spoils to be removed from site.
- Provide a 6' wide x 15' long x 12" thick concrete pad for the new generator. Provide a 12" thick stone base under the new generator pad.
- Provide (7) 4" permanent bollards around the generator and new ATS. Bollards will be painted safety yellow.
- Provide a 125KW diesel generator in an outdoor weather enclosure with a 24 hour run time sub-base fuel tank. Provide one full tank of diesel fuel.
- Provide wiring from the generator to the ATS and terminate. Extend wire from the wall junction box for the new generator block heater and battery charger. Provide control wiring from the ATS to the new generator.
- Disconnect temporary generator.
- Provide asphalt patching around new generator pad.

APPENDIX E

COMPARABLE CONSTRUCTION EXPERIENCE

PROJECTS BETWEEN \$50,000 AND \$150,000

Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Agency/Client Name: SCI Laurel Highlands

3) Project Name: Replace Control UPS Battery

4) Project Number: WR-DOC-070-EL 5) Project Value: \$85,719.59

6) Project Address: SCI Laurel Highlands 7) County: Somerset

5706 Glades Pike

Somerset, PA 15501-0631

8) Achieved or Anticipated Final Acceptance after January 1, 2016 ☒ Yes ☐ No

9) Company Role: ☐ Sub JOC Contractor ☒ Prime JOC Contractor ☐ Multi-Prime JOC Contractor

10) Agency: ☒ The Commonwealth ☐ Public Agency Within Pennsylvania: ☐ Other: _____

11) Location: ☒ Within the Region Being Proposed ☐ Other: _____

12) Project Includes the Following Elements:

☐ General Construction ☐ HVAC ☒ Electrical ☐ Plumbing

13:) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

☒ Yes ☐ No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

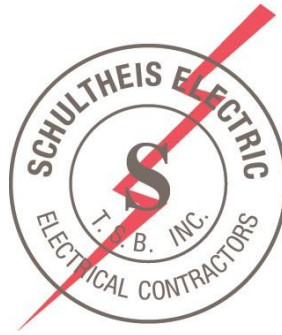
Reference's contact: Name Mike Kubek Title Facilities Manager

Telephone: _____ Email Address: _____

15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)

None

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Phone: (724) 537-5157
Fax: (724) 537-9388

SCI Laurel Highlands
5706 Glades Pike
Somerset, PA 15501-0631

Customer Contact:
Mike Kubek

Project Address: SCI Laurel Highlands, 5706 Glades Pike, Somerset, PA 15501-0631
Ref: SCI Laurel Highlands UPS Replacement

Scope of Services:

- Disconnect and remove the existing UPS system and battery cabinets. Disconnect and remove the feeder to the existing Panel SSP.
- Remove the existing 150 amp 3P breaker in the existing MDP that currently feeds the existing UPS and replace it with a new 100 amp 3P breaker. Pull out the existing feeder cable. The existing conduit will be reused for the new UPS feed. Pull in new conductor from the existing MDP to the new UPS unit.
- Provide a new 30 KVA/24KW UPS system. Provide an external maintenance bypass cabinet and two battery cabinets to provide 69 minutes of run time at full load.
- Provide a double through switch in the UPS room. Provide an outdoor 100 amp receptacle, female plug and 200' cable for connection to a temporary generator. The double through switch will have a feeder from the UPS and from the outdoor receptacle and will feed the existing Panel SSP.
- Provide a new feed from the double through switch to the existing Panel SSP.
- Provide a stand-by temporary generator during the replacement of the UPS system.



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APPENDIX E

COMPARABLE CONSTRUCTION EXPERIENCE

PROJECTS BETWEEN \$50,000 AND \$150,000

Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Agency/Client Name: Hiram G. Andrews Center

3) Project Name: Remodel Welding Shop ELECTRICAL

4) Project Number: WR-L&I-008-EL 5) Project Value: \$76,807.89

6) Project Address: Hiram G. Andrews Center 7) County: Cambria

727 Goucher St.

Johnstown, PA 15905

8) Achieved or Anticipated Final Acceptance after January 1, 2016 ☒ Yes ☐ No

9) Company Role: ☐ Sub JOC Contractor ☒ Prime JOC Contractor ☐ Multi-Prime JOC Contractor

10) Agency: ☒ The Commonwealth ☐ Public Agency Within Pennsylvania: ☐ Other: _____

11) Location: ☒ Within the Region Being Proposed ☐ Other: _____

12) Project Includes the Following Elements:

☐ General Construction ☐ HVAC ☒ Electrical ☐ Plumbing

13:) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

☒ Yes ☐ No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Ron Wright Title Construction Manager

Telephone: _____ Email Address: _____

15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)

None

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Phone: (724) 537-5157
Fax: (724) 537-9388

Hiram G Andrews Center
727 Goucher Street
Johnstown, PA 15905

Customer Contact:
Ron Wright

Project Address: Hiram G Andrews Center, 727 Goucher Street, Johnstown, PA
15905 Ref: Hiram G Andrews Center – Weld Shop Renovation

Scope of Services:

Demo

- Disconnect and remove the existing lighting fixtures and store for reinstallation.
- Disconnect and remove the old air compressor feed and replace with new properly sized feed for new air compressor.
- Disconnect and remove all abandoned electric, power, data and lighting to allow for painting and floor finishes.

Lighting

- Reinstall existing lighting fixture. Replace ballasts as required to make all light fixtures operational. Reinstall LED tubes in fixtures provided by HGA.
- Provide new lighting conduits and circuits from existing panel.
- Provide three new three way switches at the two entry doors.
- Provide occupancy lighting controls and associated power packs.
- Provide two new LED Exit signs at the two exits.

Power

- Provide a new 50A welding receptacle and 20A duplex receptacle at each of the ten welding stations. Provide power cords and plugs for 6 of the welders that were shipped with no cords.
- Provide 5 new ceiling mounted cord reels.
- Provide new power conduits and conductors throughout the space.
- Provide a power feed to the new outdoor exhaust system. Connect to 208V system through 480V transformer provided with equipment.
- Provide disconnect and power feed for the new air compressor. Extend circuit from existing air compressor if possible.
- Provide power to new metal working machine. Machine has an integral disconnect. Disconnect and remove from existing classroom and relocate to welding classroom.
- Provide convenience outlets around the space as shown on the electrical plan.

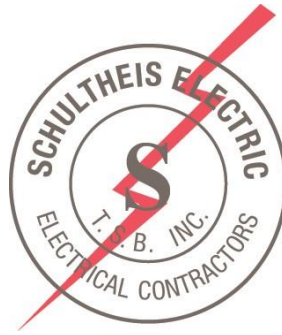


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Tele/Data

- Provide tele/data outlets at the one location shown on the plans.

Fire Alarm System

- Provide a fire alarm extender panel and repeater to feed new devices in the space.
- Provide new manual pull station at the exit door.
- Provide heat detectors throughout the space as shown on the plan.
- Provide an ADA horn/strobe at each end of the classroom (not shown on the plans).
- Provide two combustible gas detectors that will be tied into the fire alarm system through an addressable module.

APPENDIX F COMPARABLE CONSTRUCTION EXPERIENCE

PROJECTS BETWEEN \$150,000 AND \$400,000

Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Agency/Client Name: Hiram G. Andrews Center

3) Project Name: Controller Switch Upgrade

4) Project Number: WR-L&I-001-EL 5) Project Value: \$263,245.18

6) Project Address: Hiram G. Andrews Center 7) County: Cambria
727 Goucher St.
Johnstown, PA 15905

8) Achieved or Anticipated Final Acceptance after January 1, 2016 ☒ Yes ☐ No

9) Company Role: ☐ Sub JOC Contractor ☒ Prime JOC Contractor ☐ Multi-Prime JOC Contractor

10) Agency: ☒ The Commonwealth ☐ Public Agency Within Pennsylvania ☐ Other: _____

11) Location: ☒ Within the Region Being Proposed ☐ Other: _____

12) Project Includes the Following Elements
☐ General Construction ☐ HVAC ☒ Electrical ☐ Plumbing

13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?
☒ Yes ☐ No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)
Reference's contact: Name Ron Wright Title Construction Manager
Telephone: _____ Email Address: _____

15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)
None

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Phone: (724) 537-5157
Fax: (724) 537-9388

PA Department of Labor & Industry
651 Boas St.
Harrisburg, PA 17121

Customer Contact:
Ron Wright

Project Address: Hiram G. Andrews Center, 727 Goucher Street, Johnstown, PA
15905 Ref: Hiram G. Andrews Center Medium Voltage Equipment Upgrades

Scope of Services:

- Complete all electrical upgrades per the electrical drawings and specifications CS-1, E-1, E-2, E-3, E-4, E-5 and E-6 dated November 29, 2016.
- The controls upgrades will take place over the summer term break August 21 to 25, 2017. Power will be restored to the facility each evening and coordinated with the owner.



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APPENDIX F COMPARABLE CONSTRUCTION EXPERIENCE

PROJECTS BETWEEN \$150,000 AND \$400,000

Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Agency/Client Name: Pennsylvania Turnpike Commission

3) Project Name: Gibsonia Access Card Installation

4) Project Number: JOC: 01-2018-E-032 5) Project Value: \$177,115.08

6) Project Address: 039.59 W - Gibsonia Maintenance Facility 7) County: Allegheny

2996 Haberlein Road

Gibsonia, PA 15044

8) Achieved or Anticipated Final Acceptance after January 1, 2016 ☒ Yes ☐ No

9) Company Role: ☐ Sub JOC Contractor ☒ Prime JOC Contractor ☐ Multi-Prime JOC Contractor

10) Agency: ☐ The Commonwealth ☒ Public Agency Within Pennsylvania ☐ Other: _____

11) Location: ☒ Within the Region Being Proposed ☐ Other: _____

12) Project Includes the Following Elements

☐ General Construction ☐ HVAC ☒ Electrical ☐ Plumbing

13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?

☒ Yes ☐ No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

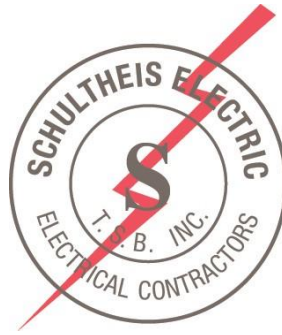
Reference's contact: Name Chris David Title Western District Manager

Telephone: _____ Email Address: _____

15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)

None

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Phone: (724) 537-5157
Fax: (724) 537-9388

PA Turnpike Commission
Western District Office
2200 North Center Ave.
New Stanton, Pa. 15672

Customer Contact:
Chris David, Western District Manager
com

Project Address: 039.59 W – Gibsonia Maintenance Facility, 2996 Haberlein Road,
Gibsonia, PA 15044
Ref: PA Turnpike Gibsonia Maintenance Card Access System

Scope of Services:
Maintenance Building

- Provide conduit and wiring for the new card access system.
- Provide card access panels in the 2nd floor corridor. Panels will serve the Maintenance Shop, PSP 2nd floor, Miller Building and the Part Storage Building.
- Provide 120V power circuitry to the card access control panels.
- Provide card access equipment for (12) single man doors for the maintenance shop and (5) single man doors for the PSP.
- Provide overhead door contact for (3) garage doors for the maintenance shop.
- Provide equipment, conduit and wiring for the Siemens building automation system.

Miller Building

- Provide card access equipment for (2) mandoor.
- Mandoor wiring will be run back to the maintenance building card access panels located on the 2nd Floor hallway via the existing underground conduit.

Truck Shelter

- Provide a card access control panel in the Truck Shelter Building.
- Provide 120V power to the card access control panel via the existing power panel in the Truck Shelter Building.
- Provide a communications cable via the existing building data rack to the new card access control panel.
- Provide card access equipment for (4) mandoor.
- Provide card access equipment for (3) fence gate.

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- Provide overhead door contact for (10) garage doors.
- Provide power for the new card access control equipment.

Parts Storage Building

- Provide card access equipment for (4) mandoor.
- Provide overhead door contact for (3) garage doors.
- Mandoor and garage door wiring will be run back to the maintenance building card access panels located on the 2nd floor hallway via the existing underground conduit.
- Provide power for the new card access control equipment.



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APPENDIX F COMPARABLE CONSTRUCTION EXPERIENCE

PROJECTS BETWEEN \$150,000 AND \$400,000

Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Agency/Client Name: SCI Somerset

3) Project Name: Upgrade Water Pump Station

4) Project Number: WR-DOC-036-EL 5) Project Value: \$178,055.86

6) Project Address: SCI Somerset 7) County: Somerset
1590 Walters Mill Road
Somerset, PA 15510-0001

8) Achieved or Anticipated Final Acceptance after January 1, 2016 ☒ Yes ☐ No

9) Company Role: ☐ Sub JOC Contractor ☒ Prime JOC Contractor ☐ Multi-Prime JOC Contractor

10) Agency: ☒ The Commonwealth ☐ Public Agency Within Pennsylvania ☐ Other: _____

11) Location: ☒ Within the Region Being Proposed ☐ Other: _____

12) Project Includes the Following Elements
☐ General Construction ☐ HVAC ☒ Electrical ☐ Plumbing

13) Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?
☒ Yes ☐ No

14) Client Reference for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)
Reference's contact: Name Sam Varchetti Title Facilities Manager
Telephone: _____ Email Address: _____

15) Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve: (Attach Additional Information As Necessary)
None

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Phone: (724) 537-5157
Fax: (724) 537-9388

SCI Somerset Department of Corrections
1590 Walters Mill Road
Somerset, PA 15510

Customer Contact:
Sam Varchetti

Project Location: SCI Somerset, 1590 Walters Mill Road, Somerset, PA 15510
Ref: SCI Somerset Pump Station EWST Bypass Modification

Scope of Services:

- Upgrade the potable water pump station system to allow operation in a pressure sustain mode. This work shall include the following:
 - Pump Station:
 - Disconnect and remove the existing controls, motor branch circuits, controls and the two non-inverter duty rated motors.
 - Provide a new control panel with main breaker and breakers for each motor circuit and control power, variable frequency drives, PLC, Input/Output cards, HMI touch screen, and control power.
 - Provide a new power feeder from the existing 480V Circuit breaker in the Pump Station Panel and provide new branch circuits to each motor.
 - Provide Aegis Rings on new VFD Driven motors.
 - Provide two new pressure sensors, one on the input and one on the output of the pump header.
 - Provide software and programming to allow recording and download of flow readings. This will take the place of the existing flow chart recorder. We will provide a standalone laptop that can be used to download this information rather than install an industrial computer to store the information in the control panel.
 - Control system shall be engineered to allow three modes of operation. Mode 1 shall be Level Control Mode where the water level at the EWST will determine if and when the pumps run. Mode 2 will be pressure sustain mode and will be controlled by the water pressure required at the institution and Mode 3 will be manual with Hand/Operator operation.
 - Pumps shall operate in a Triplex configuration with automated Lead/Lag sequencing and allow equal run time of each pump over any given time.

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- Provide alarms for EWST Overflow, Low Pressure, Power/Phase failure, additional alarms available with the drives and control system as requested by the institution.
 - Provide a timer for lead pump sequencing in pressure sustain mode.
 - Provide a 55' class 2 wooden pole near the pump station and mount wireless communication equipment. Provide Underground trenching, power and signal to wireless communication equipment on pole.
 - Elevated Water Storage Tank (EWST)
 - Provide a new Control Panel mounted on or near the existing stand pipe in the tank. Control Panel to have HMI screen.
 - Provide two new pressure sensors to feed control panel. One pressure sensor will take the place of the existing sensor on the stand pipe and the second sensor will be located on the institution side of the piping in the vault. Provide new port and mounting of this vault sensor.
 - Provide underground conduit, trenching and backfill for conduit to vault sensor.
 - Provide wireless communication equipment on top of the EWST to communicate with the pump station, central plant and central command.
 - Disconnect and remove existing controls at the completion of project when new system is in operation.
 - Central Command
 - Provide a new Control Panel mounted in central command to annunciate status and alarms. Control of the pump and operation mode will be locked out on this screen.
 - Provide power from local 120V circuit in the room.
 - Provide wireless communication equipment to communicate with rest of system. Mount on roof or side of building facing EWST.
 - Disconnect and remove existing controls at the completion of the project.
 - Central Utility Plant
 - Provide a new Control Panel mounted in central utility plant in operator's office to annunciate status and alarms and provide control of the system.
 - Provide power from local 120V circuit in the room.
 - Provide wireless communication equipment to communicate with rest of system. Mount on roof or side of building facing EWST.
- Provide one 4 hour operator training session on the system, troubleshooting, and maintenance.

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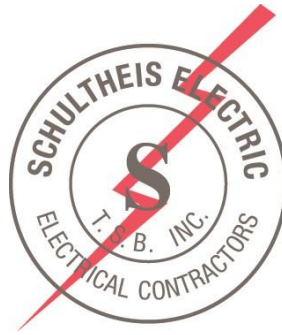
APPENDIX F COMPARABLE CONSTRUCTION EXPERIENCE

PROJECTS BETWEEN \$150,000 AND \$400,000

Submit a Separate Form for Each Project. Maximum of (4) Projects in Each Dollar Range Will be Evaluated

- 1) **Proposer's Name:** T.S.B. Inc. dba Schultheis Electric
- 2) **Agency/Client Name:** PA Department of Military and Veteran Affairs - Southwest Veterans Center
- 3) **Project Name:** Upgrade Camera System
- 4) **Project Number:** WR-DMVA-036-EL 5) **Project Value:** \$155,480.04
- 6) **Project Address:** DMVA-SWVC 7) **County:** Allegheny
7060 Highland Drive
Pittsburgh, PA 15206
- 8) **Achieved or Anticipated Final Acceptance after January 1, 2016** ☒ Yes ☐ No
- 9) **Company Role:** ☐ Sub JOC Contractor ☒ Prime JOC Contractor ☐ Multi-Prime JOC Contractor
- 10) **Agency:** ☒ The Commonwealth ☐ Public Agency Within Pennsylvania ☐ Other: _____
- 11) **Location:** ☒ Within the Region Being Proposed ☐ Other: _____
- 12) **Project Includes the Following Elements**
☐ General Construction ☐ HVAC ☒ Electrical ☐ Plumbing
- 13) **Attach an Additional Sheet(s) Describing the Project's Scope of Work. Is the Additional Information Attached?**
☒ Yes ☐ No
- 14) **Client Reference for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)
Reference's contact: Name Tina Rebuck **Title** Procurement Specialist
Telephone: _____ **Email Address:** _____
- 15) **Description of Any Problems or Major Issues Encountered During the Project (If Any) and What Was Done to Resolve:** (Attach Additional Information As Necessary)
None

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PA Department of Military & Veterans Affairs
Bureau of Office Services, Division of Procurement and Contracting
Bldg 0-47, Fort Indiantown Gap
Annville, PA 17003-5002

Customer Contact:
Tina Rebuck
Procurement Specialist

Project Address: DMVA-SWVC, 7060 Highland Drive, Pittsburgh, PA 15206
Ref: Southwester Veteran Center Upgrade Camera Systems

Scope of Services:

- Relocation servers to basement office and install a new 19" rack. Install new switches in the existing rack on the 1st floor. Run Cat 6A cable from the 1st floor switches to the servers in the basement.
- Disconnect and remove (39) existing analog cameras and wiring.
- Provide a new camera equipment rack including a new server, recorder, PoE switches, and patch panels.
- Provide (39) new fixed IP cameras and Cat 6A wiring to the new equipment rack. New IP cameras will be in the same locations where the existing analog cameras were removed.
- Provide camera licenses for a total of (82) cameras.
- Provide CAD as-built drawings. CAD footprint floor plans will need to be provided by the agency in order for us to create these drawings.



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2-3.3

Key Personnel

APPENDIX G

KEY PERSONNEL

PROJECT MANAGER

Submit a Separate Form for Each Project Manager Proposed. Maximum of (2) Project Managers Will be Evaluated

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Project Manager's Name: Timothy Schultheis II

3) # of Years with the Firm: 8

4) Does the Project Manager Reside in the Region Being Proposed?

☒ Yes, Within the Region Being Proposed ☐ No, Other

5) Experience: (Check **ALL** boxes that apply)

☐ General Construction ☐ HVAC ☒ Electrical ☐ Plumbing

6) # of Years Experience with Trade(s) Checked Above: 18

7) Is the Project Manager being Proposed as Key Personnel on Another Job Order Contract?

☒ Yes ☐ No If Yes, Identify Which Contracts: Northwestern Region

DGS A-2019-0001-JOC-NWT-K-4 (ELECTRICAL)

8) **ATTACH RESUME** ☒ Yes

9) **Client Reference #1 for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Chris David Title Western District Manager

Telephone: _____ Email Address: _____

10) **Client Reference #2 for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Mike Wenrick Title CFMM3

Telephone: _____ Email Address: _____

Project Manager – Qualification Form

Timothy J. Schultheis II, P.E.

Project Responsibilities Proposed for the Commonwealth of PA, DGS Job Order Contract

Tim Schultheis II as our proposed Project manager will be responsible for the management and oversight of all construction activities involved for the Pennsylvania DGS Job Order

Relevant Experience Criteria

- ✓ 19 Years Experience
- ✓ 9 Years Project Management Experience
- ✓ 12 Years Engineering & Testing Experience

EDUCATION AND TRAINING:

Electrical Engineering Bachelor of Science
Pennsylvania State University

PROFESSIONAL QUALIFICATIONS:

Professional Engineer, Registered in PA, OH, AL, TN & WV
IBEW Local #5 Journeyman Electrician
Master Electrician, Registered in WV, MD
LEED Accredited Professional



EMPLOYER:

TSB, Inc. d/b/a Schultheis Electric
PO Box 798
Latrobe, PA 15650

TIME WITH FIRM:

13 years

TOTAL YEARS EXPERIENCE:

19 years

PROFESSIONAL EXPERIENCE:

As a project manager, Mr. Schultheis works closely with members of core planning to ensure the appropriate field support is provided for each contract assignment. Typically, Mr. Schultheis oversees all job order contracting project managers, project compliance and disadvantage business participation. He is also actively involved in the Quality Control/Quality Assurance and Safety Programs for the company. His duties include attending pre-bid and concurrent planning events to ensure client cohesiveness, coordination and scheduling of services. His experience in the electrical construction industry includes project management, inspections, commissioning, engineering and design. With an engineering background, Mr. Schultheis offers extensive experience and technical guidance in electrical construction.

PROFESSIONAL EXPERIENCE by Type:

Construction	TSB, Inc. d/b/a Schultheis Electric Project Manager/Engineer January 1, 2011 – Present Journeyman Wireman 2000 - 2005
Engineering	Professional Engineer, H.F. Lenz Company May 2005-December 2010

ADDITIONAL TRAINING & ASSOCIATIONS:

NFPA – Technical Committee Member: NFPA 70 - Code Making Panel 9, Principal Voting Member, NFPA-70B Principal Voting Member, Electrical Correlating Committee Member – Alternate Voting Member.

Member International Association of Electrical Inspectors
LEED Accredited Professional
National Electrical Code Update Classes
SKM Power Tools – Power System Studies and Analysis
Health Care Lighting, RP29-06

Member National Society of Professional Engineers
Visual Lighting Calculations, Lithonia
Lighting Controls, Lutron
New Technologies in Lighting, Lithonia

APPENDIX G

KEY PERSONNEL

PROJECT MANAGER

Submit a Separate Form for Each Project Manager Proposed. Maximum of (2) Project Managers Will be Evaluated

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) Project Manager's Name: Ben Miedel

3) # of Years with the Firm: 13

4) Does the Project Manager Reside in the Region Being Proposed?

☒ Yes, Within the Region Being Proposed ☐ No, Other

5) Experience: (Check ALL boxes that apply)

☐ General Construction ☐ HVAC ☒ Electrical ☐ Plumbing

6) # of Years Experience with Trade(s) Checked Above: 22

7) Is the Project Manager being Proposed as Key Personnel on Another Job Order Contract?

☐ Yes ☒ No If Yes, Identify Which Contracts: _____

8) ATTACH RESUME ☒ Yes

9) **Client Reference #1 for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name John Decenzo Title Facilities Analyst Western Region

Telephone: _____ Email Address: _____

10) **Client Reference #2 for Construction:** (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Sam Varchetti Title Facilities Manager

Telephone: _____ Email Address: _____

Project Manager – Qualification Form

Ben Miedel

Project Responsibilities Proposed for the Commonwealth of PA, DGS Job Order Contract

Ben Miedel as our proposed Project Manager will be responsible for the management and oversight of construction activities involved for the Pennsylvania DGS Job Order Contract.

Relevant Experience Criteria

- ✓ 22 Years Experience
- ✓ 13 Years Project Management Experience
- ✓ 14 Years Supervisory Experience

EDUCATION AND TRAINING:

Bachelor of Science /St. Vincent University

PROFESSIONAL QUALIFICATIONS:

Project Manager/Lightning Protection



EMPLOYER:

TSB, Inc. d/b/a Schultheis Electric
PO Box 798
Latrobe, PA 15650

TIME WITH FIRM:

13 years

TOTAL YEARS EXPERIENCE:

22 years

PROFESSIONAL ROLE:

As a project manager, Mr. Miedel works closely with members of core planning to ensure the appropriate management support is provided for each contract assignment. His duties include attending pre-bid and concurrent planning events to ensure client cohesiveness, coordination and scheduling of material deliveries, direction and management of electricians, and Quality Assurance Management. His experience in the electrical construction industry includes project management, inspections, and lightning protection.

PROFESSIONAL EXPERIENCE:

Construction Project Manager, TSB, Inc. d/b/a Schultheis Electric
June 5, 2006 – Present

Lighting Manufacturing Laface & McGovern
April 2002 to May 2006

Energy Service On Demand Lighting, a Subsidiary of Duquesne Light
August 2000 to April 2002

Energy Service On Demand Energy Solutions, a Subsidiary of Duquesne Light
October 1998 to August 2000

ADDITIONAL TRAINING:

UL University lightning Protection – Designing for Compliance
International Association of Electrical Inspectors – Current Electrical Code Classes
NFPA 70E Certification
US Army Corps of Engineers – Construction Quality Management for Contractors
OSHA 30 Certification
WideLite – Architect and Engineering Design
Lutron Lighting Control Institute – Commercial Lighting Controls
Lithonia Lighting – Product Information and Application
Leviton Integrated Networks – Structured Cabling Installation
Port Authority of Allegheny County Railway Safety Training

APPENDIX H

KEY PERSONNEL

GENERAL FIELD SUPERINTENDENT

Submit a Separate Form for Each Field Superintendent Proposed. Maximum of (3) Field Superintendents Will be Evaluated

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) General Field Superintendent's Name: Robert Houck

3) # of Years with the Firm: 41

4) Does the General Field Superintendent Reside in the Region Being Proposed?

☒ Yes, Within the Region Being Proposed ☐ No, Other

5) Experience: (Check ALL boxes that apply)

☐ General Construction ☐ HVAC ☒ Electrical ☐ Plumbing

6) # of Years Experience with Trade Checked Above: 41

7) # of Years Experience with the Commonwealth: 18

8) Is the General Field Superintendent being Proposed as Key Personnel on Another Job Order Contract?

☐ Yes ☒ No If Yes, Identify Which Contracts: _____

9) ATTACH RESUME ☒ Yes

10) Client Reference #1 for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Bill Poole Title Electrical Engineer

Telephone: _____ Email Address: _____

11) Client Reference #2 for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Mike Houser Title Manager

Telephone: _____ Email Address: _____

Foreman/Journeyman Electrician – Qualification Form

Robert L. Houck

Project Responsibilities Proposed for the Commonwealth of PA, DGS Job Order Contract

Robert Houck as our proposed Foreman/Journeyman Electrician will be responsible for the management and oversight of all electrical activities involved for the Pennsylvania DGS Job Order Contract

Relevant Experience Criteria

✓ 41 Years Experience

EDUCATION AND TRAINING:

Eastern Westmoreland Vocational Technical School
School of Associated Builders and Contractors (ABC)

PROFESSIONAL QUALIFICATIONS:

Journeyman Electrician
WV Electrician License



EMPLOYER:

TSB, Inc. d/b/a Schultheis Electric
PO Box 798
Latrobe, PA 15650

TIME WITH FIRM:

41 years

TOTAL YEARS EXPERIENCE:

41 years

PROFESSIONAL EXPERIENCE:

As a Foreman / Journeyman Electrician, Mr. Houck works closely with the Project Manager to ensure the appropriate management support is provided for each contract assignment. His duties include attending pre-bid and job meetings to ensure client cohesiveness and deadline management, coordinating receipt of material deliveries, direction and management of electricians, Quality Assurance Management, and Job Safety Awareness. His experience in the electrical construction industry includes commercial, light and heavy industrial electrical construction, medium and high voltage line work, medium and high voltage splicing, utility work and roadway lighting work.

PROFESSIONAL EXPERIENCE by Type:

Construction Journeyman Electrician, TSB, Inc. d/b/a Schultheis Electric
1987 – Present

EXAMPLES OF FOREMAN EXPERIENCE by Type:

New Construction	PA Turnpike – Somerset Service Plaza
New Construction	Baker Hughes Regional Headquarters
New Construction	Idlewild Park – Splash Zone
Renovations	Gateway high School
Renovations	St. Vincent Science Center
Site Work	Monroeville Community Center
Site Work	Latrobe Little League Field Lighting

ADDITIONAL TRAINING:

CDL Class A License
NFPA-70E Certification
OSHA-30 Certification
Safety Craft Training
IBEW Rigging and Signaling Qualification

Aerial Lift & Forklift Certified
Hilti Qualified Operator – Powder Actuated Tools
Mine Safety – MSHA 48 Certification
ICRA-8 Certification

APPENDIX H

KEY PERSONNEL

GENERAL FIELD SUPERINTENDENT

Submit a Separate Form for Each Field Superintendent Proposed. Maximum of (3) Field Superintendents Will be Evaluated

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) General Field Superintendent's Name: Mark Mikesic

3) # of Years with the Firm: 20

4) Does the General Field Superintendent Reside in the Region Being Proposed?

☒ Yes, Within the Region Being Proposed ☐ No, Other

5) Experience: (Check ALL boxes that apply)

☐ General Construction ☐ HVAC ☒ Electrical ☐ Plumbing

6) # of Years Experience with Trade Checked Above: 29

7) # of Years Experience with the Commonwealth: 13

8) Is the General Field Superintendent being Proposed as Key Personnel on Another Job Order Contract?

☐ Yes ☒ No If Yes, Identify Which Contracts: _____

9) ATTACH RESUME ☒ Yes

10) Client Reference #1 for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Don Gibson Title Director of Facilities

Telephone: _____ Email Address: _____

11) Client Reference #2 for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Tom Dudas Title Facilities Manager

Telephone: _____ Email Address: _____

Superintendent/Foreman– Qualification Form

Mark Mikesic

Project Responsibilities Proposed for Commonwealth of PA, DGS Job Order Contract

Mark Mikesic as our proposed Foreman/Journeyman Electrician will be responsible for the management and oversight of all electrical activities involved for the Pennsylvania DGS Job Order Contract.

Relevant Experience Criteria

- ✓ 29 Years Experience
- ✓ 9 Years Foreman Experience
- ✓ 14 Foreman Projects

EDUCATION AND TRAINING:

Joint Apprenticeship Program – IBEW Local #5

PROFESSIONAL QUALIFICATIONS:

Foreman Journeyman Electrician



EMPLOYER:

TSB, Inc. d/b/a Schultheis Electric
PO Box 798
Latrobe, PA 15650

TIME WITH FIRM:

20 years

TOTAL YEARS EXPERIENCE:

29 years

PROFESSIONAL EXPERIENCE:

As a Superintendent/Foreman Electrician, Mr. Mikesic works closely with the Project Manager to ensure the appropriate management support is provided for each contract assignment. His duties include attending pre-bid and job meetings to ensure client cohesiveness and deadline management, coordinating receipt of material deliveries, direction and management of electricians, Quality Assurance Management, and Job Safety Awareness. His experience in the electrical construction industry includes commercial, light and heavy industrial electrical construction, utility work and roadway lighting work.

PROFESSIONAL EXPERIENCE by Type:

Construction	Journeyman Electrician, TSB, Inc. d/b/a Schultheis Electric 1999 – Present
Construction	Mikesic Electric 1990-1999
	Orris Electric 1989-1990
	Journeyman Electrician Since 1984

EXAMPLES OF FOREMAN EXPERIENCE by Type:

Renovation	Hiram G Andrews Center – Medium Voltage Switch Replacement
Renovation	St Vincent College Grist Mill Rework
Upgrades	Cambria County Transit – Inclined Plane Electrical Service Replacement
New Construction	Baker Hughes Corporate Center Lamar, PA
New Construction	Baker Hughes Management Facility, New Stanton, PA
Renovation	St Vincent College Medium Voltage Cable Loop Replacement
New Construction	Indiana University of Pennsylvania – Student Housing Lightning Protection

ADDITIONAL TRAINING:

OSHA-30 Certification
Confined Space Certification
Electrical Safety Awareness
Generac Standby Generation

Lutron Lighting Controls Certification
Aerial Lift & Forklift Certified
APC/PennDOT Flagger Training Certification
NFPA-70E Certification

APPENDIX H

KEY PERSONNEL

GENERAL FIELD SUPERINTENDENT

Submit a Separate Form for Each Field Superintendent Proposed. Maximum of (3) Field Superintendents Will be Evaluated

1) Proposer's Name: T.S.B. Inc. dba Schultheis Electric

2) General Field Superintendent's Name: Darrell Johnston

3) # of Years with the Firm: 40

4) Does the General Field Superintendent Reside in the Region Being Proposed?

☒ Yes, Within the Region Being Proposed ☐ No, Other

5) Experience: (Check ALL boxes that apply)

☐ General Construction ☐ HVAC ☒ Electrical ☐ Plumbing

6) # of Years Experience with Trade Checked Above: 40

7) # of Years Experience with the Commonwealth: 23

8) Is the General Field Superintendent being Proposed as Key Personnel on Another Job Order Contract?

☐ Yes ☒ No If Yes, Identify Which Contracts: _____

9) ATTACH RESUME ☒ Yes

10) Client Reference #1 for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Neal Fenton Title Plant Electrical Engineer

Telephone: _____ Email Address: _____

11) Client Reference #2 for Construction: (It is your responsibility to assure that the contact information listed is correct. If your reference can not be contacted, this project may not be considered.)

Reference's contact: Name Chris David Title Western District Manager

Telephone: _____ Email Address: _____

Superintendent/Foreman– Qualification Form

Darrell Johnston

Project Responsibilities Proposed for the Commonwealth of PA, DGS Job Order Contract

Darrell Johnston as our proposed Foreman/Journeyman Electrician will be responsible for the management and oversight of all electrical activities involved for the Pennsylvania DGS Job Order Contract.

Relevant Experience Criteria

- ✓ 40 Years Experience
- ✓ 32 Years Foreman/Supervisory Experience
- ✓ 89 Projects as Lead Foreman

EDUCATION AND TRAINING:

Eastern Westmoreland Vocational Technical School
Joint Apprenticeship Program – IBEW Local #5



EMPLOYER:

TSB, Inc. d/b/a Schultheis Electric
PO Box 798
Latrobe, PA 15650

PROFESSIONAL QUALIFICATIONS:

Foreman Journeyman Electrician
WV State Journeyman Electrician License

TIME WITH FIRM:

40 years

TOTAL YEARS EXPERIENCE:

40 years

PROFESSIONAL EXPERIENCE:

As a Foreman/Journeyman Electrician, Mr. Johnston works closely with the Project Manager to ensure the appropriate management support is provided for each contract assignment. His duties include attending pre-bid and job meetings to ensure client cohesiveness and deadline management, coordinating receipt of material deliveries, direction and management of electricians, Quality Assurance Management, and Job Safety Awareness. His experience in the electrical construction industry includes commercial, light and heavy industrial electrical, low and medium voltage distribution, industrial control – fire and security system installation, medium and high voltage line work, medium and high voltage splicing, utility work overhead and underground and traffic signal systems troubleshooting and repair and roadway work.

PROFESSIONAL EXPERIENCE by Type:

Construction TSB, Inc. d/b/a Schultheis Electric
Foreman 1987 - Present
Journeyman Electrician 1979 – 1987

EXAMPLES OF FOREMAN EXPERIENCE by Type:

Upgrades	DGS Big Savage Mountain Tunnel – Lighting and Electrical Upgrades
New Construction	Delmont Surgical – New Facility
New Construction	Unity Township Municipal Authority – 14 Mile Run Wastewater Plant
New Construction	Haymaker Village Shopping Center – New Retail Shopping Center
New Construction	Cardinal Retirement Village – Euclid Ohio
New Construction	West Newton Borough Lift Station Generator
Renovation	Allegheny Power Fire Alarm System
New Construction	PA Turnpike M19 Generator and Building
Renovations	Seton Hill University – Lynch Hall Laboratory Renovations
Renovations	Seton Hill University – Dental School
Renovation	VA Hospital, Altoona
Industrial	Latrobe Specialty Steel – Vacuum Re-melt Facility Med. Voltage Line-up & Power Distribution
Transportation	PA Turnpike Commission – Allegheny Tunnel Transformer Replacement

ADDITIONAL TRAINING:

CDL Class A License
Sub-Station Training
NFPA-70E Certification
Aerial Lift & Forklift Certified
OSHA-30 Certification
ICRA-8 Certification

IBEW Rigging and Signaling Qualification
Medium Voltage Cable Splicing
Safety Craft Training Management Education
AMP ACT Install and Connector-ization Program

P.O. Box 798
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Phone: (724) 537-5157
Fax: (724) 537-9388

Section 2-3.3 – Key Personnel for More than one Region

T.S.B. Inc dba Schultheis Electric is proposing to utilize Timothy J. Schultheis II, P.E. as a key project manager for both the Southwestern and Northwestern region. The intent of Schultheis Electric doing this, is to keep as much continuity, if both contracts are awarded to Schultheis Electric, as possible for the using agencies. An additional Project manager will also be assigned in addition to Mr. Schultheis to assist with certain required tasks. Mr. Schultheis brings invaluable amount of technical and JOC Contract experience to the using agencies that we wanted to offer it to both regions.

Since Schultheis Electric was awarded the initial Western PA DGS JOC Contract in 2016 we have added an additional 4 project managers to their staff. If both the Northwestern and Southwestern contracts are awarded it is believed we would need to utilize at least 8 project managers depending on the project types, sizes and expertise required. We were only able to submit on two project managers per region and this is why Schultheis Electric chose to submit Mr. Schultheis for both regions, to show their commitment to success in both areas.



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Section 2-3.3 – Narrative of Staffing Plan

Upon the commencement of a job order, the project manager will determine the necessary staffing, expertise, materials, and equipment necessary to complete the job order. A field superintendent/foreman will be assigned as well as additional labor based on availability, geographic location, and knowledge of the specific tasks to be done on the project. The materials will be ordered and the equipment and manpower scheduled.

TSB Inc dba Schultheis Electric is a union contractor and has collective bargaining agreements in place for all counties in these regions. In the event that additional manpower is required, Schultheis Electric is able to utilize the local labor union representing the tradesman that are required. Schultheis Electric has agreements in place for electrical works, lineman, carpenters, operators, laborers, cement masons and bricklayers. These agreements allow us to provide highly skilled, trained, drugfree manpower across the entire geographical areas. It also allows us to get required clearance paperwork and background checks prior to starting a project. We are able to increase manpower with as little as 24 hour notice. It is as simple as getting the required company and safety orientation completed and PPE issued.

The project managers and site superintendents/foreman work together to project these needs and the company has a weekly meeting to review and make adjustments.

For emergency projects that need an immediate response, Schultheis Electric has over 50 service vehicles including bucket and line trucks that are spread throughout the region. We are set up for and routinely respond to off hour service and emergency work for the transportation, industrial, institutional and commercial customers.

Additionally, Schultheis Electric has agreements with strategic sub-contractors with similar capabilities located in both the Northwestern and Southwestern Regions.

Since the start of the first DGS JOC contract we had which ran from 2016 to 2019, which covered all of western PA, we have doubled our project management staff to accommodate the current DGS JOC contract and the projected work load that would likely come from the new DGS JOC contract.

2-3.4

Understanding of JOC Procurement System

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Section 2-3.4 – Understanding of the JOC Procurement System

T.S.B. Inc dba Schultheis Electric has extensive experience with the Job Order Contracting procurement system. Schultheis Electric has completed over \$5.0 million in JOC projects with the PA Turnpike Commission, PA Department of General Services and Keystone Purchasing Network over the last decade. Schultheis Electric has found that this procurement method is beneficial to the contractor and using agencies. The system allowed expedited completion of projects with clearly communicated scopes of work, high standards of quality and safety, and efficient schedules. One of the key benefits to the JOC process is having the contractor provide input during the scope development to allow work to be completed in the most fiscally efficient way. Providing this **Best Value** Engineering along with the transparent nature of the JOC process and pricing allows the using agency to make the best decisions. This process eliminates gaps in the scope of work and reduces the risk to the contractor by verifying the scope of work, reducing administration and procurement costs and eliminating change orders and claims.

Once the contract is awarded, the using agencies will send a request for a project to the contractor. Typically, this will be administered through the Gordian account manager. At that time a Job Scope Meeting (JSM) will be scheduled with all parties to complete an on site review to further define and clarify the scope of work. During this stage, the contractor will provide feedback on the requirements to allow an accurate price proposal to be developed. In some cases, the work may require design services, in which the lead contractor would arrange for a registered small business design firm to be present during the JSM. In these cases, the construction price proposal would not be completed until the design is completed. All pricing proposals will be developed through the use of the Construction Task Catalog (CTC). Using the values associated with each task and the multiplier specified in the bid, the contractor calculates a monetary value for the project. Once the scope of work and associated price proposal is approved by the using agency, the using agency will issue a lump sum, firm fixed price for the associated scope of work. Included with the pricing proposal and through discussions with the using agency, a timeline will be developed in which the project is to be completed. Upon completion of the project, final billing and required close out documents will be provided to the using agency and payment will be made in the amount of the purchase order.

The using agency will determine, prior to the contractors involvement, if the project will be evaluated for use in the JOC system. Overall project budget will be a major factor in determining this, since non-emergency projects must have a total cost of less than \$400,000.00. This cost includes all trades, design and engineering fees, and Gordian fees.

Schultheis Electric utilizes a multistep approach for developing job order proposals and accurate price proposals. The first step after the Job scope meeting is to provide a **detailed** written scope of work, cut sheets or sketches for their review, to verify all parties are in agreement on the scope of work to be completed. This step is not required in the JOC System but we have found this to be extremely helpful in communicating with all parties. Some using agencies may have limited construction experience and they may not have the ability to decipher several hundred lines of a CTC breakdown without having this detailed scope of work completed. As a quality control measure, Schultheis Electric prices all projects in both the CTC and the company developed estimating software that has premade assemblies of typical



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electrical construction tasks with real-time construction material pricing and company developed labor units. This allows the proposals to be compared for gaps or overages in materials, labor and equipment that are required.

Schultheis Electric has the ability to self-perform all aspects of this contract. Since the volume of work is only estimated and could change, a subcontracting plan has been put in place. Schultheis Electric has prequalified several subcontractors that would be able to assist, if required. Some of these subcontractors will also be used to efficiently meet the small disadvantaged business goals of this contract. Even with the use of subcontractors, all estimating and proposals will be developed by Schultheis Electric. All pricing for sub contractors will be developed through the use of the CTC. The prequalified subcontractors share the same core values as Schultheis Electric and meet the required expectations in safety, quality, training, financial and manpower capacity. The subcontractors also meet the requirements of our collective bargaining agreements that are in place.

The keys to a successful JOC contract with DGS will be the responsiveness of the contractor to expedite request and provide timely feedback to all parties. Schultheis Electric believes having past experience with the JOC System with DGS, pricing levels and past knowledge of pricing JOC Projects is a key to success. Schultheis Electric knows how to accurately bid the adjustment factors that allow for enough margin to complete all work effectively and efficiently. Having this knowledge eliminates wasted time in reviewing proposals for inaccurate quantities and unsupported tasks. Some of the using agencies remote field staff will not understand or have past knowledge of the JOC system and having a contractor that has experience and understanding of how the process works, will be beneficial. The lessons learned from the first three years with DGS taught us the importance of having a well defined and written detailed scope of work as well as having a solid sub-contracting plan for the possibility of the variable work load.

Schultheis Electric believes safety and customer service are paramount and providing a responsible adjustment factor with past experience in the JOC process with DGS guarantees these two items can be accomplished on all projects.

**SDB-2
SDB PARTICIPATION SUBMITTAL**

Offeror: T.S.B. Inc. dba Schultheis Electric
Discipline: Electrical
Region: Southwestern

CHECK ONE, AND ONLY ONE, BOX. FAILURE TO SUBMIT A COMPLETED SDB PARTICIPATION SUBMITTAL WILL RESULT IN REJECTION OF YOUR BID/PROPOSAL.

- | | | |
|---|--|--|
| <p><input checked="" type="checkbox"/> I agree to meet the SDB participation goal in full.</p> <p>I have completed and am submitting with my bid or proposal an SDB Listing, which is required in order to be considered for award.</p> | <p><input type="checkbox"/> I am requesting a partial waiver of the SDB participation goal.</p> <p>After making good faith outreach efforts as more fully described in the Guidance for Documenting Good Faith Efforts to Meet the SDB Participation Goal, I am unable to achieve the total SDB participation goal for this solicitation and am requesting a partial waiver of the SDB participation goal.</p> <p>I have completed and am submitting with my bid or proposal both of the following, which are required in order to be considered for award:</p> <ol style="list-style-type: none">1. an SDB Listing for that portion of the SDB participation goal for which I intend to meet; AND2. a Good Faith Efforts Waiver Request for any portion of the SDB participation goals that I do not intend to meet. | <p><input type="checkbox"/> I am requesting a full waiver of the SDB participation goal</p> <p>After making good faith outreach efforts as more fully described in the Guidance for Documenting Good Faith Efforts to Meet the SDB Participation Goal, I am unable to achieve any part of the SDB participation goal for this solicitation and am requesting a full waiver of the SDB participation goal.</p> <p>I have completed and am submitting with my bid or proposal a Good Faith Efforts Waiver Request for the complete SDB participation goal, which is required in order to be considered for award.</p> |
|---|--|--|

NOTE: SDB primes who are submitting as bidders or offerors must complete an **SDB Listing** identifying any self-performance towards the SDB participation goal.

SDB-3
SDB LISTING

Bidder/Offeror to complete the following:

Amount of SDB participation goal to be met through the use of SDB subcontractors, suppliers, or manufacturers: Bidders/offerors are not required to identify the specific SDB subcontractors, suppliers, or manufacturers within this SDB Listing, but must identify the total percentage (%) of work to be performed by SDB subcontractors, suppliers, or manufacturers. However, the selected bidder/offeror must submit Utilization Reports identifying the SDB subcontractors, suppliers, or manufacturers used to meet the portion of the SDB participation goal listed below. To receive credit toward meeting the SDB participation goal, the SDB subcontractor, manufacturer, or supplier must be a DGS-verified SDB as of the date the work to be completed by the SDB has commenced.

Percentage of work to be performed by SDB subcontractors, suppliers, or manufacturers:

20.2 %

If the Prime Bidder/Offeror is a DGS-verified SDB, complete the following:

SAP Vendor Number (6-digit number): _____

SDB Verification Number (located on DGS SDB verification):

Type of SDB: ☐ MBE

☐ WBE

☐ LGBTBE

☐ DOBE

Description of Work to be Performed (Statement of Work/Specification reference):

Percentage of work to be self-performed by SDB bidder/offeror: _____%

APPENDIX I

COST SUBMISSION FORM

The Proposer shall set forth Adjustment Factors in legible figures in the respective space provided. Failure to submit all Adjustment Factors will result in the Proposal being deemed non-responsive. The JOC Contractor shall perform the Tasks required by each individual Job Order using the following Adjustment Factors:

PROPOSER: T.S.B. Inc. dba Schultheis Electric

	Adjustment Factor Name	Adjustment Factor Bid	X Multiplier	= Total
1.	Adjustment Factor for Normal Working Hours	= <u>1</u> . <u>1</u> <u>1</u>	X 0.30	= <u>0</u> . <u>3</u> <u>3</u>
2.	Adjustment Factor for Other Than Normal Working Hours	= <u>1</u> . <u>1</u> <u>4</u>	X 0.10	= <u>0</u> . <u>1</u> <u>1</u>
3.	Emergency	= <u>1</u> . <u>1</u> <u>6</u>	X 0.15	= <u>0</u> . <u>1</u> <u>7</u>
4.	Secured Facility	= <u>1</u> . <u>2</u> <u>4</u>	X 0.10	= <u>0</u> . <u>1</u> <u>2</u>
5.	Emergency in Secured Facility	= <u>1</u> . <u>2</u> <u>9</u>	X 0.15	= <u>0</u> . <u>1</u> <u>9</u>
6.	Adjustment Factor for Non Pre-priced Tasks	= <u>1</u> . <u>2</u> <u>4</u>	X 0.10	= <u>0</u> . <u>1</u> <u>2</u>
7.	Adjustment Factor for Design Work	= <u>1</u> . <u>0</u> <u>4</u>	X 0.10	= <u>0</u> . <u>1</u> <u>0</u>
8.	Add all the Total amounts in the right column. The Sum of these Total amounts is the Final Proposed Price.			= <u>1</u> . <u>1</u> <u>4</u>