

## **Janitorial Services and Supplies Pricing Terms**

### **For Specified National Grid Locations in New England, Upstate New York and Downstate New York**

**1.0 PRICING TERMS**

- 1.1 Service Firm agrees to complete the services as outlined in *Exhibit B: Janitorial Services and Supplies Scope of Work* according to the terms and conditions of *Exhibit A: National Grid USA and Affiliated Companies Terms and Conditions for Service Firm Purchase Orders* for the amount listed below. Section 2.0 through and including Section 5.0 regard the initial award and Section 6.0 through and including 9.0 regard the additional pricing to be used in the event National Grid selects a Site or Region for transition.
  
- 1.2 Please reference *Exhibit A: National Grid USA and Affiliated Companies Terms and Conditions for Service Firm Purchase Orders* Section 8.0 "Purchase Order Changes" for information regarding change orders.
  
- 1.3 All pricing terms will remain fixed for the five (5) year period from the Effective date of the Agreement; provided, however, that Service Firm's compensation may be adjusted due to verifiable and documented increases occasioned by government mandated health and benefit increases related to the Affordable Care Act and associated payroll costs; payroll taxes; if any, as of the date incurred.
  
- 1.4 All Values Listed are in U.S. Dollars.
  
- 1.5 Payment terms shall be Net Payment made in 30 days.
  
- 2.0 Service, Equipment, Cleaning Agents, and Paper Products Pricing**
  
- 2.1 Company will be billed on a monthly basis at the location level.
  
- 2.2 General Overview of Annual Pricing per Region:

Component	DWNST NY LI	DWNST NYC
Service		
Cleaning Supplies		
Paper Product		
Equipment		
Annual Total:		

# Facilities Management Janitorial Services and Supplies

## Exhibit C: Pricing Terms

### 2.3 Downstate New York Long Island Monthly Pricing by location

#	BLDG	Street / City	ST	Type	Cleaning Service	Cleaning Prod's	Cons. (Inc. Paper )	EQPMT	Monthly Total
94.20	Office Bldg. GRND	100 Old Country Rd / Hicksville	NY	Office					
94.30	Office Bldg. FL2	100 Old Country Rd / Hicksville	NY	Office					
95.20	Customer District Office / Operation Bldg. GRND	1000 Montauk Hwy / Bridgehampton	NY	Ops. B					
95.30	Fleet/Mtrls Management Bldg.	1000 Montauk Hwy / Bridgehampton	NY	Ops. B					
96.10	Customer District Office / Operation Bldg. LL1	117 Doctor's Path / Riverhead	NY	Ops. B					
96.20	Customer District Office / Operation Bldg. GRND	117 Doctor's Path / Riverhead	NY	Ops. B					
96.30	Fleet/Mtrls Management Bldg.	117 Doctor's Path / Riverhead	NY	Ops. B					
97.10	Customer District Office / Operation Bldg. LL1	1650 Islip Ave / Brentwood	NY	Ops. B					
97.20	Customer District Office / Operation Bldg. GRND	1650 Islip Ave / Brentwood	NY	Ops. B					
97.30	Customer District Office / Operation Bldg. FL2	1650 Islip Ave / B Brentwood	NY	Ops. B					
97.40	Fleet Bldg. GRND	1650 Islip Ave / Brentwood	NY	Ops. B					
97.60	General Shops/Mtrls Management Bldg. GRND	1650 Islip Ave / Brentwood	NY	Ops. B					
97.70	General Shops/Mtrls Management Bldg. MZN	1650 Islip Ave / Brentwood	NY	Ops. B					
98.01	Main Office Bldg LL2	175 Old Country Rd / Hicksville	NY	Office					
98.02	Main Office Bldg GRND	175 Old Country Rd / Hicksville	NY	Office					
98.03	Main Office Bldg F11	175 Old Country Rd / Hicksville	NY	Office					
98.04	Main Office Bldg FL2	175 Old Country Rd / Hicksville	NY	Office					
98.05	East Office Bldg / Cust. District Office LL1	175 Old Country Rd / Hicksville	NY	Office					
98.06	East Office Bldg / Cust. District Office GRND	175 Old Country Rd / Hicksville	NY	Office					

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## Exhibit C: Pricing Terms

### 2.4 Downstate New York Long Island Monthly Pricing by location (Continued)

#	BLDG	Street / City	ST	Type	Cleaning Service	Cleaning Prod's	Cons. (Inc. Paper)	EQPMT	Monthly Total
98.07	East Office Bldg / Cust. District Office FL2	175 Old Country Rd / Hicksville	NY	Office					
98.08	Cafeteria Bldg.	175 Old Country Rd / Hicksville	NY	Office					
98.09	Cafeteria Bldg.	175 Old Country Rd / Hicksville	NY	Office					
98.10	Operations 1 Bldg LL1	175 Old Country Rd / Hicksville	NY	Office					
98.11	Operations 1 Bldg GRND	175 Old Country Rd / Hicksville	NY	Office					
98.12	Operations 1 Bldg FL2	175 Old Country Rd / Hicksville	NY	Office					
98.13	Operations 2 Bldg. GRND	175 Old Country Rd / Hicksville	NY	Office					
98.14	Operations 2 Bldg. FL2	175 Old Country Rd / Hicksville	NY	Office					
98.15	Operations 3 Bldg. GRND	175 Old Country Rd / Hicksville	NY	Office					
98.16	Operations 3 Bldg. FL2	175 Old Country Rd / Hicksville	NY	Office					
98.17	General Shops Bldg.	175 Old Country Rd / Hicksville	NY	Ops. A					
98.18	Materials Management Bldg. GRND	175 Old Country Rd / Hicksville	NY	Ops. A					
98.19	Materials Management Bldg. MZN	175 Old Country Rd / Hicksville	NY	Ops. A					
98.20	Fleet Bldg. GRND	175 Old Country Rd / Hicksville	NY	Ops. A					
98.21	Fleet Bldg. FL2	175 Old Country Rd / Hicksville	NY	Ops. A					
98.22	Transformer Maintenance Bldg.	175 Old Country Rd / Hicksville	NY	Ops. A					
98.23	Training & Storage Bldg. (Hot Stick)	175 Old Country Rd / Hicksville	NY	Ops. A					
98.24	Lineman Academy / Environmental Bldg.	175 Old Country Rd / Hicksville	NY	Office					
99.10	Customer Office Bldg.	2400 Sunrise Hwy / Bellmore	NY	Office					
99.20	Operations Bldg.	2400 Sunrise Hwy / Bellmore	NY	Ops. B					
100.00	Training / Office Bldg.	25 Hub Dr. / Melville	NY	Office					
101.10	Customer District Office LL1	250 Willis Ave / Roslyn Heights	NY	Office					
101.20	Customer District Office GRND	250 Willis Ave / Roslyn Heights	NY	Office					
101.30	Operations Bldg.	250 Willis Ave / Roslyn Heights	NY	Ops. C					

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**Exhibit C: Pricing Terms**

2.5 Downstate New York Long Island Monthly Pricing by location (Continued)

#	BLDG	Street / City	ST	Type	Cleaning Service	Cleaning Prod's	Cons. (Inc. Paper)	EQPMT	Monthly Total
101.40	Fleet Bldg. GRND	250 Willis Ave / Roslyn Heights	NY	Ops. C					
101.50	Fleet Bldg. MZN	250 Willis Ave / Roslyn Heights	NY	Ops. C					
101.60	Materials Management Bldg. GRND	250 Willis Ave / Roslyn Heights	NY	Ops. C					
101.70	Materials Management Bldg. MZN	250 Willis Ave / Roslyn Heights	NY	Ops. C					
102.00	Operations Bldg.	288 Pulaski Rd / Greenlawn	NY	Ops. C					
103.10	Customer District Office / Operation Bldg. GRND	455 Mill Rd / Hewlett	NY	Office					
103.20	Customer District Office / Operation Bldg. FL2	455 Mill Rd / Hewlett	NY	Office					
103.30	Trans. Bldg. GRND	455 Mill Rd / Hewlett	NY	Ops. A					
103.40	Trans. Bldg. MZN	455 Mill Rd / Hewlett	NY	Ops. A					
103.50	General Shops/Mtrls Management Bldg. GRND	455 Mill Rd / Hewlett	NY	Ops. A					
103.60	General Shops/Mtrls Management Bldg. MZN	455 Mill Rd / Hewlett	NY	Ops. A					
104.10	Customer District Office	460 E Main St / Patchogue	NY	Ops. C					
104.20	Operations Bldg. LL1	460 E Main St / Patchogue	NY	Ops. C					
104.30	Operations Bldg. GRND	460 E Main St / Patchogue	NY	Ops. C					
104.40	Operations Bldg. FL2	460 E Main St / Patchogue	NY	Ops. C					
104.50	Materials Management Bldg.	460 E Main St / Patchogue	NY	Ops. C					
104.60	Fleet Bldg.	460 E Main St / Patchogue	NY	Ops. C					
105.10	Office Bldg. LL1	600 Stewart Ave / Garden City	NY	Office					
105.20	Office Bldg. GRND	600 Stewart Ave / Garden City	NY	Office					
105.30	Office Bldg. FL2	600 Stewart Ave / Garden City	NY	Office					

**Facilities Management Janitorial Services and Supplies**  
**Exhibit C: Pricing Terms**

**2.6 Downstate New York City Monthly Pricing by location**

#	Street	City	ST	Type	Cleaning Service	Cleaning Products	Cons. (Inc. Paper )	EQPMT	Monthly Total
106	1 Metrotech Ctr	Brooklyn	NY	Office					
107	127-11 Farmers Blvd	Jamaica	NY	Ops B					
108	1535 Pitkin Avenue	Brooklyn	NY	Office					
109	200 Gulf Ave	Staten Island	NY	Ops A					
110	2031 Forest Avenue	Staten Island	NY	Office					
111	287 Maspeth Ave & 370 Vandervoort Ave	Brooklyn	NY	Office & Ops A					
113	651 Court Street	Brooklyn	NY	Ops B					
114	8302-8624 Ditmas Ave	Brooklyn	NY	Ops A					
115	89-67 162 St	Jamaica	NY	Office					

**3.0 Ad-Hoc Pricing**

- 3.1 Section 2.8 in *Exhibit B: Janitorial Services and Supplies Scope of Work* identify services that may be requested in addition to standard services provided per the specifications.
- 3.2 Service Firm will provide services on as needed or "Ad-Hoc" basis and company will be billed the following rates for these services.

Service for Downstate New York City	Blended Rate	Per
Carpet Cleaning*	\$	SQ FT
Exterior Window Cleaning	\$	Hour
Strip and Wax Floors*	\$	SQ FT
Porter Service	\$	Hour
Snow Removal	\$	Hour
Other/Miscellaneous Cleaning	\$	Hour
Emergency Service	\$	Hour
Police building exterior, parking lots and fence lines for trash	\$	Hour
Lamp replacement	\$	Hour
Upholstered Furniture Extraction	\$	Hour

\* Carpet and Strip and Wax Floors price is measured per SQ FT

- 3.3 Ad-Hoc blended rates are per hour and include all labour, equipment, cleaning agents and paper products required to complete the service.
- 3.4 Company will be billed for time on site only.

**Facilities Management Janitorial Services and Supplies**  
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**4.0 Addition and Subtraction of Cleanable Space**

4.1 Company may add or subtract space in accordance with Section 6.0 of *Exhibit B: Janitorial Services and Supplies Scope of Work*. In the event space is added or subtracted to a site, the following rates will be used to establish the annual price for the site.

4.1.1 Cleaning Supplies and Paper Supplies will be priced at \$ [redacted] per gross square foot.

4.1.2 Carpet and VCT/Tile will be priced at \$ [redacted] per square foot.

4.1.3 Concrete will be priced at \$ [redacted] per square foot.

**5.0 Additional Supplies**

5.1 Company may order additional supplies for sites cleaned by company employees in accordance with Section 2.9 of *Exhibit B: Janitorial Services and Supplies Scope of Work*.

5.2 Pricing is included as *Exhibit C: Schedule A: Additional Supply Order Pricing*.

**6.0 Service, Equipment, Cleaning Agents, and Paper Products Pricing for Transition Locations**

6.1 Service Firm Company will not be billed until a transition is required in accordance with Section 5.0 of *Exhibit B: Janitorial Services and Supplies Scope of Work*.

6.2 General Overview of Annual Pricing per Transition Region:

Component	New England	Upstate New York
Service	[redacted]	[redacted]
Cleaning Supplies	[redacted]	[redacted]
Paper Product	[redacted]	[redacted]
Equipment	[redacted]	[redacted]
Annual Total	[redacted]	[redacted]

**6.3 New England Monthly Pricing by Transition Location**

#	Street	City	ST	Type	Cleaning Service	Cleaning Products	Cons. (Inc. Paper )	EQPMT	Monthly Total
1	10 Union Street	Webster	MA	Ops. D	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
4	1101 Turnpike St	North Andover	MA	Ops. A	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
5	1152 Main Street	Whitinsville (Sutton)	MA	Ops. C	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
6	1250 Brayton Point Road	Somerset	MA	Ops. C	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
7	127 Whites Path	South Yarmouth	MA	Ops. C	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
8	134 Palmer Road	Monson	MA	Ops. C	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
9	15 Pelham Avenue	Methuen	MA	Ops. C	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
10	161 Mulberry St	Brockton	MA	Ops. C	[redacted]	[redacted]	[redacted]	[redacted]	[redacted]

**Facilities Management Janitorial Services and Supplies  
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**6.4 New England Monthly Pricing by Transition Location (Continued)**

#	Street	City	ST	Type	Cleaning Service	Cleaning Products	Cons. (Inc. Paper )	EQPMT	Monthly Total
11	164 Viscoloid Ave	Leominster	MA	Ops. C					
12	170 Medford St	Malden	MA	Ops. B					
13	185 Water Street	Haverhill	MA	Ops. C					
14	19 Philips Lane	Hanover	MA	Ops. C					
15	2 Windy Way	Nantucket	MA	Ops. C					
16	20 Harrison	Athol	MA	Ops. C					
17	245 S. Main St	Hopedale	MA	Ops. B					
19	44 Depot Street	Uxbridge	MA	Ops. C					
20	44 River Street	Beverly	MA	Ops. B					
21	449 Southwest Cutoff	Millbury	MA	Office					
23	548 Haydenville Road	Leeds	MA	Ops. C					
24	55 Bearfoot Road	Northboro	MA	Office					
25	7 North Hunt Road	Amesbury	MA	Ops. C					
26	76 Field ST	Quincy	MA	Ops. C					
27	775 Dutton Street	Lowell	MA	Ops. B					
28	82 Florence Street	Marlborough	MA	Ops. C					
29	87 West Street	Attleboro	MA	Ops. C					
30	927 South Main Street	Great Barrington	MA	Ops. C					
31	939 Southbridge Street	Worcester	MA	Ops. B					
32	997 County Road	Bourne	MA	Ops. C					
33	Brown Street	North Adams	MA	Ops. C					
34	Dock St	Tewksbury	MA	Ops. C					
35	Meadow Street	Spencer	MA	Ops. C					
38	12 Turner Road	Middletown	RI	Ops. C					
39	280 Melrose St	Providence	RI	Ops. A					
40	4145 Quaker Lane	North Kingstown	RI	Ops. C					
41	439 Dexter Street	Providence	RI	Ops. B					
42	642 Allens Avenue	Providence	RI	Ops. C					
43	69 Canal St	Westerly	RI	Ops. C					
44	Chopmist Hill Rd - Rte 102	Scituate	RI	Ops. C					
116	80 Marine Blvd	Lynn	MA	Ops. C					

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### 6.5 Upstate New York Monthly Pricing by Transition Location

#	Street	City	ST	Type	Cleaning Service	Cleaning Products	Cons. (Inc. Paper )	EQPMT	Monthly Total
45	1 Apollo Dr. / 636 Quaker Rd.	Glens Falls	NY	Ops B					
46	100 Fairview Avenue	Hudson	NY	Ops C					
47	1103 Malden Road	Salina	NY	Office					
48	1125 Broadway	Albany	NY	Ops A					
49	1303 Fisher Avenue	Cortland	NY	Ops C					
50	133 Finney Blvd.	Malone	NY	Ops C					
51	14 Plank Road	Glenmont	NY	Ops C					
52	1411 West Henley Street	Olean	NY	Ops B					
53	1570 East Avon-Rochester Road	Avon	NY	Ops C					
54	17 Smith Avenue	Troy	NY	Ops C					
55	1720 New Road	Niagara Falls	NY	Ops B & C					
56	179 North Main Street	Angola	NY	Ops C					
58	20 Pine Street	Potsdam	NY	Ops B					
59	2005 Linden Street	Ogdensburg	NY	Ops C					
60	21265 State Route 232	Watertown	NY	Ops B					
61	221 Old Campion Road	New Hartford	NY	Ops B					
62	235 Oakwood Avenue	Troy	NY	Ops C					
63	236 West Avenue	Albion	NY	Ops C					
64	300 Erie Blvd. West	Syracuse	NY	Office					
65	300 Seneca Street	Schenectady	NY	Ops C					
66	3182 State Route 28	North Creek	NY	Ops C					
67	359 West Main Street	Gouverneur	NY	Ops C					
69	3676 W. Lake Rd, Box 48	Stow	NY	Ops C					
70	3690 Main Street	Warrensburg	NY	Ops C					
71	3794 State Route 145	Cobelskill	NY	Ops C					
72	40 Weibel Avenue	Saratoga	NY	Ops B					
73	401 Water Street	Fredonia	NY	Ops B					
74	411 Reed Street	Northville	NY	Ops C					
75	4651 Crossroads Park	Clay	NY	Ops B					
76	5010 North Jefferson Street	Pulaski	NY	Ops C					
77	5100 East Main Street	Batavia	NY	Ops B					



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Exhibit C: Pricing Terms**

**6.6 NY Upstate Monthly Pricing by Location (Continued)**

#	Street	City	ST	Type	Cleaning Service	Cleaning Products	Cons. (Inc. Paper)	EQPMT	Monthly Total
78	513 Hinsdale Road	Camillus	NY	Ops C					
79	5215 Western Turnpike Rd3	Guiderland	NY	Office					
80	558 3rd Avenue Extension	Rensselaer	NY	Ops C					
81	5835 Success Drive	Rome	NY	Ops C					
82	723 Pierce Avenue	Clifton Park	NY	Office					
83	734 Broadway	Schenectady	NY	Ops B					
84	7437 Henry Clay Blvd.	Clay	NY	Ops Z					
85	799 Graves Street	Clayton	NY	Ops C					
86	89 S. Main St.	Franklinville	NY	Ops C					
87	93 Dewey Ave / 144 Kensington Avenue	Buffalo	NY	Ops A					
88	99 Howard Road	Volney	NY	Ops B					
89	Clarke Street	Cazenovia	NY	Ops C					
90	Lake Colby Dr. Rr1 Box 440	Saranac Lake	NY	Ops C					
91	Route 28, Po Box 168	Thendera	NY	Ops C					
92	SCOTIA	Glenville	NY	Ops C					

**7.0 Ad-Hoc Pricing for Transition Locations**

7.1 Section 2.8 in *Exhibit B: Janitorial Services and Supplies Scope of Work* identify services that may be requested in addition to standard services provided per the specifications.

**Facilities Management Janitorial Services and Supplies**  
**Exhibit C: Pricing Terms**

7.2 Service Firm will provide services on as needed or "Ad-Hoc" basis and company will be billed the following rates for these services in the event a site is transitioned.

Service for New England	Blended Rate	Per
Carpet Cleaning*		SQ FT
Exterior Window Cleaning		Hour
Strip and Wax Floors*		SQ FT
Porter Service		Hour
Snow Removal		Hour
Other/Miscellaneous Cleaning		Hour
Emergency Service		Hour
Police building exterior, parking lots and fence lines for trash		Hour
Lamp replacement		Hour
Upholstered Furniture Extraction		Hour

Service for Upstate New York	Blended Rate	Per
Carpet Cleaning*		SQ FT
Exterior Window Cleaning		Hour
Strip and Wax Floors*		SQ FT
Porter Service		Hour
Snow Removal		Hour
Other/Miscellaneous Cleaning		Hour
Emergency Service		Hour
Police building exterior, parking lots and fence lines for trash		Hour
Lamp replacement		Hour
Upholstered Furniture Extraction		Hour

\* Carpet and Strip and Wax Floors price is measured per SQ FT

7.3 Ad-Hoc blended rates are per hour and include all labour, equipment, cleaning agents and paper products required to complete the service.

7.4 Company will be billed for time on site only.

## Facilities Management Janitorial Services and Supplies

### Exhibit C: Pricing Terms

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#### 8.0 Addition and Subtraction of Cleanable Space for Transition Locations

8.1 Company may add or subtract space in accordance with Section 6.0 of *Exhibit B: Janitorial Services and Supplies Scope of Work*. In the event space is added or subtracted to a transitioned site, the following rates will be used.

8.1.1 Cleaning Supplies and Paper Supplies will be priced at \$ [REDACTED] per gross square foot.

8.1.2 Carpet and VCT/Tile will be priced at \$ [REDACTED] per square foot.

8.1.3 Concrete will be priced at \$ [REDACTED] per square foot.

#### 9.0 Additional Supplies for Transition Locations

9.1 Company may order additional supplies for sites cleaned by company employees in accordance with Section 2.9 of *Exhibit B: Janitorial Services and Supplies Scope of Work*.

9.2 Pricing is included as *Exhibit C: Schedule A: Additional Supply Order Pricing*.

#### 10.0 Shared Savings

10.1 Service Firm is encouraged to offer ideas to help reduce costs to both Company and Service Firm. Ideas include, but are not limited to, changes in Scope, improving efficiencies, using a lower cost product, and reducing time spent at each Company location. Company and Service Firm agree to a shared savings model for all cost reductions recommended and implemented by Service Firm for work related to *Exhibit B: Janitorial Services and Supplies Scope of Work*. All suggestions must be submitted and approved, in writing, by Company personnel. Shared savings will be a seventy (70) percent to thirty (30) percent split between Company and Service Firm, whereas Company shall receive seventy (70) percent of the savings and the Service Firm shall receive thirty (30) percent.

**Facilities Management Janitorial Services and Supplies**  
**Exhibit C: Pricing Terms**

This agreement entered into as of the day and year first written in Exhibit A: *National Grid Corporate Services, LLC and Affiliated Companies Terms and Conditions for Service Firm Purchase Orders*, Document No. 00300, (Dated 6/25/2009)

National Grid USA Service Company

*Rubel Swich*

(Signature)

*Richard Hutchison, Buyer*

(Printed name and title)

*3/28/2014*

(Date)

ABM Janitorial Services – Northeast, Inc.

*Martin Gjelij*

(Signature)

Martin Gjelij – Senior Vice President

(Printed name and title)

*3/26/14.*

(Date)

