

Barry Hottmann

From: Ryan Pence <rpence@jfahern.com>
Sent: Wednesday, December 3, 2025 10:40 AM
To: Barry Hottmann
Subject: Ahern 2026 HVAC PM proposal Rev2
Attachments: DodgevilleMunicipal Building PM_Rev2- Copy.pdf

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Hi Barry,

Please find attached the proposal for your 2026 HVAC PM program. I wanted to highlight the three-year option for your consideration.

This is **not** a binding three-year contract. It's designed as a benefit to you, offering lower markup and locked-in pricing. For the second and third years, I applied only a 2% increase—our standard markup is typically 4–6%.

Additionally, this proposal secures our previous labor rate of **\$178/hour**, even though our current rate has increased to **\$190/hour** due to union labor adjustments.

Please note, as stated in the *Notes and Clarifications* section, line item #8: either party may terminate the agreement for any reason by providing 30 days' prior written notice, with payment of any outstanding balances for work performed.

Thank you,
Ryan

Ryan Pence | Service Sales Representative HVAC



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