



*One Team, One Goal: Student Success*

514 Glover Street  
Marietta, GA 30060  
Telephone: (770) 426-3300  
[www.cobbk12.org](http://www.cobbk12.org)

September 1, 2022

Mr. Demetrios Kostopoulos  
A&D Painting, Inc.  
2016 Tucker Industrial Rd.  
Tucker, GA 30084

Dear Mr. Kostopoulos:

This is to advise you that the award to your company for **RFP P0222, Painting Services** as shown on the attached pages has been renewed.

The renewed award is in accordance with the terms and conditions of the Request for Proposal and with your pricing remaining firm from **October 1, 2022 through September 30, 2023** with an option to renew.

If you have any questions about this renewal award, please contact **Melanie Timmerman at 770-426-3415** or [melanie.timmerman@cobbk12.org](mailto:melanie.timmerman@cobbk12.org). The **Maintenance Department** contact is **Dennis Crudup at 770-426-3424**. We appreciate your interest and participation in the CCSD solicitation process.

Sincerely,

Barbara Bates, CPPB, NIGP-CPP  
Director of Procurement Services

mat

cc: Accounts Payable  
Dennis Crudup  
Gene Trull  
Paul Walker  
Thomas Marshall  
Kyle Matthews  
Mary Waymire

---

**BOARD OF EDUCATION**

David Chastain, *Chair* • David Banks, *Vice Chair*  
Randy Scamihorn • Jaha Howard • Leroy Tre' Hutchins • Charisse Davis • Brad Wheeler

**SUPERINTENDENT**

Chris Ragsdale

Renewal Award Letter, Page 2  
RFP P0222, Painting Services  
A&D Painting, Inc. (Vendor-PO Mailing #100004)  
Phone Number: 770-414-4111  
Email Address: [Office@adpaintinginc.com](mailto:Office@adpaintinginc.com)

GROUP 1 – UNFINISHED SURFACES			
ITEM	DESCRIPTION	UOM	UNIT COST
<b>PAINTING GYPSUM DRYWALL</b>			
1	Flat Latex	SQ FT	\$ 0.30
2	S/G Latex	SQ FT	\$ 0.30
3	S/G Oil	SQ FT	\$ 0.30
<b>PAINTING CONCRETE BLOCK WALL</b>			
4	Flat Latex	SQ FT	\$ 0.30
5	S/G Latex	SQ FT	\$ 0.30
6	S/G Oil	SQ FT	\$ 0.30
GROUP 2 – EXISTING STRUCTURE			
ITEM	DESCRIPTION	UOM	UNIT COST
<b>PAINTING INTERIOR CONCRETE BLOCK WALLS (including any radiators or radiator covers on the wall)</b>			
1	Flat Latex	SQ FT	\$ 0.30
2	S/G Latex	SQ FT	\$ 0.35
3	S/G Oil	SQ FT	\$ 0.30
4	Water Based Epoxy	SQ FT	\$ 0.35
<b>PAINTING INTERIOR GYPSUM/DRYWALL/WOOD SURFACES (including any radiators or radiator covers on the wall)</b>			
5	Flat Latex	SQ FT	\$ 0.30
6	S/G Latex	SQ FT	\$ 0.35
7	S/G Oil	SQ FT	\$ 0.30
<b>PAINTING EXTERIOR CONCRETE BLOCK WALLS</b>			
8	Flat Latex	SQ FT	\$ 0.30
9	S/G Latex	SQ FT	\$ 0.35
10	S/G Oil	SQ FT	\$ 0.30
11	Elastomeric	SQ FT	\$ 0.30
GROUP 3 – OTHER SERVICES FOR EXISTING STRUCTURES			
ITEM	DESCRIPTION	UOM	UNIT COST
1	Pressure-wash	SQ FT	\$ 0.20
2	Sanding floors/walls	SQ FT	\$ 0.15
3	Patching floors/walls	PER HOUR	\$ 10.00
4	Painting drywall ceiling	SQ FT	\$ 0.35
5	Painting corrugated ceiling	SQ FT	\$ 0.35
6	Painting exposed piping	LINEAR FT	\$ 0.50
7	Painting standard size concrete wheel stops 6'x8"x6"	EACH	\$ 10.00
8	Painting light poles	LINEAR FT	\$ 2.00
9	Painting doors (All sides including edges)	SQ FT	\$ 1.50
10	Painting door frames (Interior/Exterior-all sides)	CUBIC FT	\$ 16.66
11	Painting wood base/molding	LINEAR FT	\$ 0.50

**Renewal Award Letter, Page 3**  
**RFP P0222, Painting Services**  
**A&D Painting, Inc. (Vendor-PO Mailing #100004)**  
**Phone Number: 770-414-4111**  
**Email Address: [Office@adpaintinginc.com](mailto:Office@adpaintinginc.com)**

<b>GROUP 3 – OTHER SERVICES FOR EXISTING STRUCTURES (Continued)</b>			
<b>ITEM</b>	<b>DESCRIPTION</b>	<b>UOM</b>	<b>UNIT COST</b>
12	Painting window frames (Interior/Exterior-all sides)	CUBIC FT	\$ 16.66
13	Painting/repaint accent stripe on existing surface	SQ FT	\$ 0.50
14	Painting concrete floors	SQ FT	\$ 0.50
15	Painting exposed beams	LINEAR FT	\$ 0.50
16	Painting wood shelving	LINEAR FT	\$ 0.30
17	Painting handrail	LINEAR FT	\$ 1.00
18	Painting awning/overhead	SQ FT	\$ 0.35
19	Painting support posts to awning/overhead	CUBIC FT	\$ 16.66
20	Parking space striping (Traffic paint required; 2 lines per space)	LINEAR FT	\$ 0.75
21	Painting curb (Traffic paint required)	LINEAR FT	\$ 1.00
22	Paint radiators and covers ONLY	SQ FT	\$ 0.40
<b>GROUP 4 – RELATED ITEMS</b>			
<b>ITEM</b>	<b>DESCRIPTION</b>	<b>HOURLY RATE</b>	
1	Fee structure for additional, related services that may be needed during the award period.	\$ 18.00	
<b>ITEM</b>	<b>DESCRIPTION</b>	<b>PERCENTAGE</b>	
2	Fee structure for additional, related items that may be purchased during the award period.	Cost +15% Mark-up	
3	Additional equipment rental needed.	10% Mark-up	



*One Team, One Goal: Student Success*

514 Glover Street  
Marietta, GA 30060  
Telephone: (770) 426-3300  
[www.cobbk12.org](http://www.cobbk12.org)

September 1, 2022

Ms. Ashley Lewis  
Grateful Painting, LLC  
1575 Highway 411 NE  
Suite 104  
Cartersville, GA 30121

Dear Ms. Lewis:

This is to advise you that the award to your company for **RFP P0222, Painting Services** as shown on the attached pages has been renewed.

The renewed award is in accordance with the terms and conditions of the Request for Proposal and with your pricing remaining firm from **October 1, 2022 through September 30, 2023** with an option to renew.

If you have any questions about this renewal award, please contact **Melanie Timmerman at 770-426-3415** or [melanie.timmerman@cobbk12.org](mailto:melanie.timmerman@cobbk12.org). The **Maintenance Department** contact is **Dennis Crudup at 770-426-3424**. We appreciate your interest and participation in the CCSD solicitation process.

Sincerely,

A handwritten signature in blue ink that reads 'Barbara Bates'.

Barbara Bates, CPPB, NIGP-CPP  
Director of Procurement Services

mat

cc: Accounts Payable  
Dennis Crudup  
Gene Trull  
Paul Walker  
Thomas Marshall  
Kyle Matthews  
Mary Waymire

---

**BOARD OF EDUCATION**

David Chastain, *Chair* • David Banks, *Vice Chair*  
Randy Scamihorn • Jaha Howard • Leroy Tre' Hutchins • Charisse Davis • Brad Wheeler

**SUPERINTENDENT**

Chris Ragsdale

Renewal Award Letter, Page 2  
RFP P0222, Painting Services  
Grateful Painting, LLC (Vendor-PO Mailing #104477)  
Phone Number: 470-439-5865  
Email Address: [Ashley@gratefulpaintinginc.com](mailto:Ashley@gratefulpaintinginc.com)

GROUP 1 – UNFINISHED SURFACES			
ITEM	DESCRIPTION	UOM	UNIT COST
<b>PAINTING GYPSUM DRYWALL</b>			
1	Flat Latex	SQ FT	\$ 0.80
2	S/G Latex	SQ FT	\$ 0.80
3	S/G Oil	SQ FT	\$ 0.85
<b>PAINTING CONCRETE BLOCK WALL</b>			
4	Flat Latex	SQ FT	\$ 0.83
5	S/G Latex	SQ FT	\$ 0.83
6	S/G Oil	SQ FT	\$ 0.88
GROUP 2 – EXISTING STRUCTURE			
ITEM	DESCRIPTION	UOM	UNIT COST
<b>PAINTING INTERIOR CONCRETE BLOCK WALLS (including any radiators or radiator covers on the wall)</b>			
1	Flat Latex	SQ FT	\$ 0.70
2	S/G Latex	SQ FT	\$ 0.70
3	S/G Oil	SQ FT	\$ 0.75
4	Water Based Epoxy	SQ FT	\$ 0.80
<b>PAINTING INTERIOR GYPSUM/ DRYWALL/WOOD SURFACES (including any radiators or radiator covers on the wall)</b>			
5	Flat Latex	SQ FT	\$ 0.70
6	S/G Latex	SQ FT	\$ 0.70
7	S/G Oil	SQ FT	\$ 0.75
<b>PAINTING EXTERIOR CONCRETE BLOCK WALLS</b>			
8	Flat Latex	SQ FT	\$ 0.70
9	S/G Latex	SQ FT	\$ 0.70
10	S/G Oil	SQ FT	\$ 0.75
11	Elastomeric	SQ FT	\$ 0.75
GROUP 3 – OTHER SERVICES FOR EXISTING STRUCTURES			
ITEM	DESCRIPTION	UOM	UNIT COST
1	Pressure-wash	SQ FT	\$ 0.20
2	Sanding floors/walls	SQ FT	\$ 0.40
3	Patching floors/walls	PER HOUR	\$ 20.00
4	Painting drywall ceiling	SQ FT	\$ 0.80
5	Painting corrugated ceiling	SQ FT	\$ 1.45
6	Painting exposed piping	LINEAR FT	\$ 1.20
7	Painting standard size concrete wheel stops 6'x8"x6"	EACH	\$ 20.00
8	Painting light poles	LINEAR FT	\$ 5.00
9	Painting doors (All sides including edges)	SQ FT	\$ 1.15
10	Painting door frames (Interior/Exterior-all sides)	CUBIC FT	\$ 1.00
11	Painting wood base/molding	LINEAR FT	\$ 1.00

**Renewal Award Letter, Page 3**  
**RFP P0222, Painting Services**  
**Grateful Painting, LLC (Vendor-PO Mailing #104477)**  
**Phone Number: 470-439-5865**  
**Email Address: [Ashley@gratefulpaintinginc.com](mailto:Ashley@gratefulpaintinginc.com)**

<b>GROUP 3 – OTHER SERVICES FOR EXISTING STRUCTURES (Continued)</b>			
<b>ITEM</b>	<b>DESCRIPTION</b>	<b>UOM</b>	<b>UNIT COST</b>
12	Painting window frames (Interior/Exterior-all sides)	CUBIC FT	\$ 1.00
13	Painting/repaint accent stripe on existing surface	SQ FT	\$ 0.80
14	Painting concrete floors	SQ FT	\$ 0.80
15	Painting exposed beams	LINEAR FT	\$ 1.20
16	Painting wood shelving	LINEAR FT	\$ 0.90
17	Painting handrail	LINEAR FT	\$ 1.00
18	Painting awning /overhead	SQ FT	\$ 0.80
19	Painting support posts to Awning/overhead	CUBIC FT	\$ 1.25
20	Parking space striping (Traffic paint required; 2 lines per space)	LINEAR FT	\$ 0.30
21	Painting curb (Traffic paint required)	LINEAR FT	\$ 1.75
22	Paint radiators and covers ONLY	SQ FT	\$ 0.80
<b>GROUP 4 – RELATED ITEMS</b>			
<b>ITEM</b>	<b>DESCRIPTION</b>	<b>HOURLY RATE</b>	
1	Fee structure for additional, related services that may be needed during the award period.	General Labor - \$18.00 Specialty Trade - \$25.00 (Paint/Drywall)	
<b>ITEM</b>	<b>DESCRIPTION</b>	<b>PERCENTAGE</b>	
2	Fee structure for additional, related items that may be purchased during the award period.	Cost +8%	
3	Additional equipment rental needed.	Cost +8%	
<b>NOTE:</b> Additional Services Added		Re-stain existing interior wood doors (all sides) \$1.00/SF Paint exterior soffit/ overhang \$1.10/SF	



*One Team, One Goal: Student Success*

514 Glover Street  
Marietta, GA 30060  
Telephone: (770) 426-3300  
[www.cobbk12.org](http://www.cobbk12.org)

September 1, 2022

Mr. Sam Yi  
Intercontinental Commercial Services, Inc. (ICS, Inc.)  
912 Hurricane Shoals Rd. NE  
Lawrenceville, GA 30043

Dear Mr. Yi:

This is to advise you that the award to your company for **RFP P0222, Painting Services** as shown on the attached pages has been renewed.

The renewed award is in accordance with the terms and conditions of the Request for Proposal and with your pricing remaining firm from **October 1, 2022 through September 30, 2023** with an option to renew.

If you have any questions about this renewal award, please contact **Melanie Timmerman at 770-426-3415** or [melanie.timmerman@cobbk12.org](mailto:melanie.timmerman@cobbk12.org). The **Maintenance Department** contact is **Dennis Crudup at 770-426- 3424**. We appreciate your interest and participation in the CCSD solicitation process.

Sincerely,

A handwritten signature in blue ink that reads 'Barbara Bates'.

Barbara Bates, CPPB, NIGP-CPP  
Director of Procurement Services

mat

cc: Accounts Payable  
Dennis Crudup  
Gene Trull  
Paul Walker  
Thomas Marshall  
Kyle Matthews  
Mary Waymire

---

**BOARD OF EDUCATION**

David Chastain, *Chair* • David Banks, *Vice Chair*  
Randy Scamihorn • Jaha Howard • Leroy Tre' Hutchins • Charisse Davis • Brad Wheeler

**SUPERINTENDENT**

Chris Ragsdale

Renewal Award Letter, Page 2

RFP P0222, Painting Services

Intercontinental Commercial Services, Inc. (ICS, Inc.)

Vendor-PO Mailing #102592

Phone Number: 678-530-0401

Email Address: [ics.emails@gmail.com](mailto:ics.emails@gmail.com)

GROUP 1 – UNFINISHED SURFACES			
ITEM	DESCRIPTION	UOM	UNIT COST
PAINTING GYPSUM DRYWALL			
1	Flat Latex	SQ FT	\$ 0.85
2	S/G Latex	SQ FT	\$ 0.85
3	S/G Oil	SQ FT	\$ 0.90
PAINTING CONCRETE BLOCK WALL			
4	Flat Latex	SQ FT	\$ 0.85
5	S/G Latex	SQ FT	\$ 0.85
6	S/G Oil	SQ FT	\$ 0.90
GROUP 2 – EXISTING STRUCTURE			
ITEM	DESCRIPTION	UOM	UNIT COST
PAINTING INTERIOR CONCRETE BLOCK WALLS (including any radiators or radiator covers on the wall)			
1	Flat Latex	SQ FT	\$ 0.75
2	S/G Latex	SQ FT	\$ 0.75
3	S/G Oil	SQ FT	\$ 0.80
4	Water Based Epoxy	SQ FT	\$ 0.85
PAINTING INTERIOR GYPSUM/ DRYWALL/WOOD SURFACES (including any radiators or radiator covers on the wall)			
5	Flat Latex	SQ FT	\$ 0.75
6	S/G Latex	SQ FT	\$ 0.75
7	S/G Oil	SQ FT	\$ 0.80
PAINTING EXTERIOR CONCRETE BLOCK WALLS			
8	Flat Latex	SQ FT	\$ 0.75
9	S/G Latex	SQ FT	\$ 0.75
10	S/G Oil	SQ FT	\$ 0.80
11	Elastomeric	SQ FT	\$ 0.85
GROUP 3 – OTHER SERVICES FOR EXISTING STRUCTURES			
ITEM	DESCRIPTION	UOM	UNIT COST
1	Pressure-wash	SQ FT	\$ 0.25
2	Sanding floors/walls	SQ FT	\$ 0.45
3	Patching floors/walls	PER HOUR	\$ 17.50
4	Painting drywall ceiling	SQ FT	\$ 0.85
5	Painting corrugated ceiling	SQ FT	\$ 1.50
6	Painting exposed piping	LINEAR FT	\$ 1.25
7	Painting standard size concrete wheel stops 6'x8"x6"	EACH	\$ 25.00
8	Painting light poles	LINEAR FT	\$ 7.50
9	Painting doors (All sides including edges)	SQ FT	\$ 1.15
10	Painting door frames (Interior/Exterior-all sides)	CUBIC FT	\$ 18.61
11	Painting wood base/molding	LINEAR FT	\$ 1.00



Renewal Award Letter, Page 3

RFP P0222, Painting Services

Intercontinental Commercial Services, Inc. (ICS, Inc.)

Vendor-PO Mailing #102592

Phone Number: 678-530-0401

Email Address: [ics.emails@gmail.com](mailto:ics.emails@gmail.com)

GROUP 3 – OTHER SERVICES FOR EXISTING STRUCTURES (Continued)			
ITEM	DESCRIPTION	UOM	UNIT COST
12	Painting window frames (Interior/Exterior-all sides)	CUBIC FT	\$ 18.61
13	Painting/repaint accent stripe on existing surface	SQ FT	\$ 0.85
14	Painting concrete floors	SQ FT	\$ 0.85
15	Painting exposed beams	LINEAR FT	\$ 1.25
16	Painting wood shelving	LINEAR FT	\$ 0.95
17	Painting handrail	LINEAR FT	\$ 1.00
18	Painting awning /overhead	SQ FT	\$ 0.85
19	Painting support posts to Awning/overhead	CUBIC FT	\$ 28.19
20	Parking space striping (Traffic paint required; 2 lines per space)	LINEAR FT	\$ 0.98
21	Painting curb (Traffic paint required)	LINEAR FT	\$ 2.50
22	Paint radiators and covers ONLY	SQ FT	\$ 0.85
GROUP 4 – RELATED ITEMS			
ITEM	DESCRIPTION	HOURLY RATE	
1	Fee structure for additional, related services that may be needed during the award period.	\$ 24.50	
ITEM#	DESCRIPTION	PERCENTAGE	
2	Fee structure for additional, related items that may be purchased during the award period.	Cost +10% Mark-up	
3	Additional equipment rental needed.	10%	



*One Team, One Goal: Student Success*

514 Glover Street  
Marietta, GA 30060  
Telephone: (770) 426-3300  
[www.cobbk12.org](http://www.cobbk12.org)

September 1, 2022

Mr. Moti Golan  
Mid Atlantic Renovation, Inc.  
3259 Peachtree Corners Circle  
Norcross, GA 30092

Dear Mr. Golan:

This is to advise you that the award to your company for **RFP P0222, Painting Services** as shown on the attached pages has been renewed.

The renewed award is in accordance with the terms and conditions of the Request for Proposal and with your pricing remaining firm from **October 1, 2022 through September 30, 2023** with an option to renew.

If you have any questions about this renewal award, please contact **Melanie Timmerman at 770-426-3415** or [melanie.timmerman@cobbk12.org](mailto:melanie.timmerman@cobbk12.org). The **Maintenance Department** contact is **Dennis Crudup at 770-426-3424**. We appreciate your interest and participation in the CCSD solicitation process.

Sincerely,

A handwritten signature in blue ink that reads 'Barbara Bates'.

Barbara Bates, CPPB, NIGP-CPP  
Director of Procurement Services

mat

cc: Accounts Payable  
Dennis Crudup  
Gene Trull  
Paul Walker  
Thomas Marshall  
Kyle Matthews  
Mary Waymire

---

**BOARD OF EDUCATION**

David Chastain, *Chair* • David Banks, *Vice Chair*  
Randy Scamihorn • Jaha Howard • Leroy Tre' Hutchins • Charisse Davis • Brad Wheeler

**SUPERINTENDENT**

Chris Ragsdale

Renewal Award Letter, Page 2  
 RFP P0222, Painting Services  
 Mid Atlantic Renovation, Inc.  
 Vendor-PO Mailing #103674  
 Phone Number: 678-410-7665  
 Email Address: [pbuckner@midatlanticrenovation.com](mailto:pbuckner@midatlanticrenovation.com)

GROUP 1 – UNFINISHED SURFACES			
ITEM	DESCRIPTION	UOM	UNIT COST
PAINTING GYPSUM DRYWALL			
1	Flat Latex	SQ FT	\$ 0.85
2	S/G Latex	SQ FT	\$ 1.00
3	S/G Oil	SQ FT	\$ 1.20
PAINTING CONCRETE BLOCK WALL			
4	Flat Latex	SQ FT	\$ 1.10
5	S/G Latex	SQ FT	\$ 1.20
6	S/G Oil	SQ FT	\$ 1.40
GROUP 2 – EXISTING STRUCTURE			
ITEM	DESCRIPTION	UOM	UNIT COST
PAINTING INTERIOR CONCRETE BLOCK WALLS (including any radiators or radiator covers on the wall)			
1	Flat Latex	SQ FT	\$ 0.80
2	S/G Latex	SQ FT	\$ 0.90
3	S/G Oil	SQ FT	\$ 1.35
4	Water Based Epoxy	SQ FT	\$ 0.90
PAINTING INTERIOR GYPSUM/ DRYWALL/WOOD SURFACES (including any radiators or radiator covers on the wall)			
5	Flat Latex	SQ FT	\$ 0.85
6	S/G Latex	SQ FT	\$ 0.90
7	S/G Oil	SQ FT	\$ 1.35
PAINTING EXTERIOR CONCRETE BLOCK WALLS			
8	Flat Latex	SQ FT	\$ 0.85
9	S/G Latex	SQ FT	\$ 0.90
10	S/G Oil	SQ FT	\$ 1.35
11	Elastomeric	SQ FT	\$ 0.90
GROUP 3 – OTHER SERVICES FOR EXISTING STRUCTURES			
ITEM	DESCRIPTION	UOM	UNIT COST
1	Pressure-wash	SQ FT	\$ 0.25
2	Sanding floors/walls	SQ FT	\$ 0.55
3	Patching floors/walls	PER HOUR	\$ 30.00
4	Painting drywall ceiling	SQ FT	\$ 0.90
5	Painting corrugated ceiling	SQ FT	\$ 2.25
6	Painting exposed piping	LINEAR FT	\$ 1.40
7	Painting standard size concrete wheel stops 6'x8"x6"	EACH	\$ 30.00
8	Painting light poles	LINEAR FT	\$ 5.00
9	Painting doors (All sides including edges)	SQ FT	\$ 1.65
10	Painting door frames (Interior/Exterior-all sides)	CUBIC FT	\$ 2.50
11	Painting wood base/molding	LINEAR FT	\$ 1.00

Renewal Award Letter, Page 3  
 RFP P0222, Painting Services  
 Mid Atlantic Renovation, Inc.  
 Vendor-PO Mailing #103674  
 Phone Number: 678-410-7665  
 Email Address: [Pbuckner@midatlanticrenovation.com](mailto:Pbuckner@midatlanticrenovation.com)

GROUP 3 – OTHER SERVICES FOR EXISTING STRUCTURES (Continued)			
ITEM	DESCRIPTION	UOM	UNIT COST
12	Painting window frames (Interior/Exterior-all sides)	CUBIC FT	\$ 2.50
13	Painting/repaint accent stripe on existing surface	SQ FT	\$ 2.50
14	Painting concrete floors	SQ FT	\$ 5.00
15	Painting exposed beams	LINEAR FT	\$ 2.50
16	Painting wood shelving	LINEAR FT	\$ 1.50
17	Painting handrail	LINEAR FT	\$ 5.00
18	Painting awning /overhead	SQ FT	\$ 4.00
19	Painting support posts to Awning/overhead	CUBIC FT	\$ 3.50
20	Parking space striping (Traffic paint required; 2 lines per space)	LINEAR FT	\$ 1.40
21	Painting curb (Traffic paint required)	LINEAR FT	\$ 2.00
22	Paint radiators and covers ONLY	SQ FT	\$ 1.60
GROUP 4 – RELATED ITEMS			
ITEM	DESCRIPTION	HOURLY RATE	
1	Fee structure for additional, related services that may be needed during the award period.	\$ 35.00	
ITEM	DESCRIPTION	PERCENTAGE	
2	Fee structure for additional, related items that may be purchased during the award period.	Cost Plus 7% Markup	
3	Additional equipment rental needed.	Cost Plus 7% Markup	