



General Services Administration
Multiple Award Schedule
Federal Supply Group: Professional Services

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Contract Administration: Thomas Laubie

Contract Number: GS-00F-049CA

Contract Period: February 25, 2020 through February 24, 2025

Price List: Current as of Modification #PS-0021 effective February 21, 2020

Business Size: Other than Small Business

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The INTERNET address GSA Advantage! is: GSAAdvantage.gov.

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.

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INTRODUCTION

Thank you for taking time to review LJB Inc.'s Professional Services Schedule.

In addition to traditional civil, structural and environmental engineering and planning services LJB specialties include safety training (fall protection), environmental, GIS and safety planning/inventories/assessments. We have also performed many disaster recovery assessment tasks for FEMA. One thing that differentiates LJB as a business is our approach to project management. We treat project management as a separate focused discipline and many of our PMs hold PMP (project management professional) certifications.

Our firm has been strategically organized to address the needs of federal agencies. Since 1966, LJB has provided a variety of innovative engineering solutions to the following list of government agencies, as well to city and county governments.

- > Army and Air National Guard
- > Architect of the Capitol
- > Federal Aviation Administration
- > National Aeronautics and Space Administration
- > Smithsonian Institution
- > U.S. Air Force
- > U.S. Department of Agriculture
 - U.S. Forest Service
- > U.S. Department of Defense
- > U.S. Department of the Interior
 - National Park Service
- > U.S. Department of State
- > U.S. Department of Transportation
- > U.S. Department of Veterans Affairs
- > U.S. Postal Service

Please know our team of qualified professionals stands ready to assist you with your varied and constantly evolving engineering and environmental needs.

If you have any questions about the information in this document, please contact Thomas Laubie (TLaubie@LJBinc.com) or me directly. Thanks in advance for considering LJB for your engineering and environmental needs.

Sincerely,



Rod Sommer
CEO
(937) 259-5000
RSommer@LJBinc.com

Customer Information

1a.	Table of Awarded Special Item Number(s)	
SINs	SIN Title	
541330ENG	Engineering Services	
541370GIS	Geographic Information Services (GIS) Services	
541620	Environmental Consulting Services	
541380	Testing Laboratory Services	
541420	Engineering System Design and Integration Services	
541715	Engineering Research and Development/Strategic Planning	
611430	Professional and Management Development Training	
OLM	Order-Level Materials (OLM's)	
1b.	Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/ dollar volume, prompt payment, or any other concession-affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.	N/A
1c.	If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item.	See Hourly Rates on Page 15
2.	Maximum Order:	\$1,000,000.00
3.	Minimum Order:	\$100.00
4.	Geographic Coverage (delivery Area):	Worldwide
5.	Point(s) of production (city, county, and state or foreign country):	Same as company address LJB Inc. 2500 Newmark Drive Miamisburg, Ohio 45342
6.	Discount from list prices or statement of net price: Government net prices (discounts already deducted).	See Price List
7.	Quantity discounts:	Quantity discounts of \$750,000 - \$1,000,000 = 0.25%; over \$1,000,000 = 0.50%
8.	Prompt payment terms: Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.	Net 30 days
9.	Foreign items (list items by country of origin):	N/A
10a.	Time of Delivery (Contractor insert number of days):	To Be Determined at the Task Order Level
10b.	Expedited Delivery. The Contractor will insert the sentence "Items available for expedited delivery are noted in this price list." under this heading. The Contractor may use a symbol of it's choosing to highlight items in its price list that have expedited delivery:	Contact contractor
10c.	Overnight and 2-day delivery: The Contractor will indicate whether overnight and 2-day delivery is available. Also, the Contractor will indicate	Contact contractor

	that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery:	
10d.	Urgent Requirements: The Contractor will note in its price list the "Urgent Requirements" clause of its contract and advise agencies that they can also contact the Contractor's representative to effect a faster delivery	Contact contractor
11.	F.O.B. Point(s):	Destination
12a.	Ordering Address(es):	Same as company address LJB Inc. 2500 Newmark Drive Miamisburg, Ohio 45342
12b.	Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3	
13.	Payment address(es):	Same as company address LJB Inc. 2500 Newmark Drive Miamisburg, Ohio 45342
14.	Warranty provision:	LJB's standard commercial warranty terms and conditions
15.	Export Packing Charges (if applicable):	N/A
16.	Terms and conditions of rental, maintenance, and repair (if applicable):	N/A
17.	Terms and conditions of installation (if applicable):	N/A
18a.	Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):	N/A
18b.	Terms and conditions for any other services (if applicable):	N/A
19.	List of service and distribution points (if applicable):	N/A
20.	List of participating dealers (if applicable):	N/A
21.	Preventive maintenance (if applicable):	N/A
22a.	Special attributes such as environmental attributes, (e.g., recycled content, energy efficiency, and/or reduced pollutants):	N/A
22b.	If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT Standards can be found at www.Section508.gov/ .	N/A
23.	Data Universal Numbering System (DUNS) number:	08-4749910
24.	Notification regarding registration in System for Award Management (SAM) Database:	Contractor registered and active in SAM

MAS SIN 541330ENG: STRATEGIC PLANNING FOR TECHNOLOGY PROGRAM/ACTIVITIES

Since 1966, LJB has developed proficiencies not just in professional engineering, but also in engineering management and leadership. One of these proficiencies is strategic planning in technology programs and activities. With a holistic approach such as the one described below, strategic planning for technology programs and activities can give organizations the flexibility they need to use new, as well as established methods in their continuous pursuit of productivity, profitability and safety.

Example Project:

Fall Protection Program Planning

A company's fall protection policy or standard is a foundational part of the overall fall protection program. To identify gaps and inconsistencies, the client turned to LJB Inc. for a third-party assessment and strategic planning for their fall protection policy. The policy was to be based on OSHA regulations and ANSI standards for fall protection. LJB reviewed the policy based on OSHA's core elements of a safety and health program and provided recommendations for more effectively addressing each element. To assist with planning and budgeting, a strategic multi-year phased implementation plan was outlined based on the critical nature of the recommendation and necessary sequencing of tasks.

MAS SIN 541330ENG: CONCEPT DEVELOPMENT AND REQUIREMENTS ANALYSIS

As LJB has expanded its services in the field of safety engineering in the past two decades, the firm has used concept development and requirement analysis to allow clients to review options and cost estimates before investing in fall protection equipment or design. By gathering and analyzing detailed data upfront, agencies can consider the long-term impacts of the decisions they make. Performing this work allows organizations to approach safety from a systemic perspective.



In its fall protection work, LJB performs fall hazard risk assessments, develops conceptual solutions, and provides performance specifications for fall protection solutions.

During risk assessments, fall hazard risks are identified, evaluated and ranked to allow leadership to create a validated budget, schedule and abatement strategy. Taking specific fall hazards into concept design, including a review of advantages and disadvantages, allows leadership to select the most functional solutions. In this area, proficiencies include requirements analysis, cost/cost-performance tradeoff analysis, feasibility analysis, regulatory compliance support, conceptual models, risk assessment and training. The following projects illustrate LJB's capability in this area.

Example Projects:

Requirements Analysis - Fall Protection

When a federal client was faced with new safety standards, LJB performed an extensive requirement analysis to help them develop a plan for achieving compliance. The information assisted the client in properly planning for a significant investment in fall protection.

LJB identified fall hazards at various locations through a series of assessments. With the data gathered, LJB used its proprietary risk assessment formula to calculate the relative risk of all fall hazards. This list of prioritized hazards is assisting the client to determine how to budget and schedule abatement projects, so that the highest amount of risk is mitigated with the available budget.

To conclude the requirements analysis, LJB provided a briefing and a report containing assessment data and recommended abatement strategies. LJB also reviewed the client's policies related to fall protection, various stakeholders and evaluation criteria for fall protection solutions to assist in the process of establishing needs and implementing solutions.

Requirements Analysis - Fall Protection for Aircraft Maintenance

To assist the U.S. Air Force in reducing fall hazard risk and achieving compliance, LJB has completed a four-phase project to identify and analyze risk related to aircraft maintenance. LJB performed 48 fall hazard risk assessments on 29 MDSs for the USAF. Each assessment produced an individual database of specific maintenance tasks and corresponding risks. These risks and costs for the assessed bases were consolidated into a single database. Then, we provided the recommended solutions for performing maintenance on each MDS.

LJB determined the total number of each solution required for each maintenance area, and a cost was determined for each item. The cost estimates take into account shared solutions, existing solutions and new solutions. By dividing the cost for a designated area by the percentage of risk for that area, this value can be used to compare the best way to "buy down" the most risk for the least amount of money. Headquarters Air Force (HAF) can use the data to help determine to which MAJCOMs or MDSs to allocate funds.

To gather information regarding maintenance activities, facility details, and existing fall protection equipment from the bases that LJB did not previously assess, we prepared a questionnaire and provided it to each base. The questionnaire results provided the information for extrapolating the risk and costs for each USAF location.

Assessments of Fall Arrest Systems

When usage and productivity concerns threatened the usefulness of a significant government investment in fall protection systems, LJB was contacted to provide consultation to evaluate a variety of existing systems. LJB was tasked with performing field reviews and evaluation of roof fall protection systems for more than 20 government-owned buildings in downtown Washington D.C. After evaluating the existing conditions, LJB determined whether the systems were appropriate for the potential hazards presented on each building. Future phases of the project included engineering and safety consultation for the redesign of systems that were deemed to be inappropriate.

Fall Hazard Risk Assessments

After providing comprehensive fall protection training for selected staff working at NASA's Glenn Research Center, LJB was hired to conduct a thorough fall hazard risk assessment. LJB's team surveyed more than 100 structures at the center, identifying hazards inside all facilities, on roofs and on outdoor equipment, such as process piping. The assessment revealed nearly 2,500 hazards at the 350-acre site. These hazards were then catalogued into a report and evaluated using LJB's proprietary risk assessment method to determine a relative risk or priority.



MAS SIN 541330ENG: SYSTEM DESIGN, ENGINEERING AND INTEGRATION

In the field of safety engineering, LJB is a market leader, known for its expertise in fall protection. LJB prepares alternatives and recommendations for eliminating and controlling fall hazards. For the safety systems LJB designs, the firm provides computer-aided design, design studies and analysis, specification preparation, simulation, training and testing. The process also includes the development of written use and rescue procedures for personal fall arrest systems, establishment of procedures for incident investigations, and a means of evaluating program effectiveness. Construction management services routinely include project scheduling, schedule enforcement, budget management, quality assurance, code compliance review, material selection, control of the scope of work for construction contractors, recommendations for the most effective use of funds, and design and application of comprehensive project controls. The following project illustrates LJB's capability in this area.

Example Project:

Design of Mobile Devices for Safe Elevated Access

For this project, workers performing maintenance on a row of 20 machines arranged about 2 feet apart were at critical risk for falls. Their work practices involved climbing to the top of the 12-foot-high machines on unguarded ladders and leaning over the edges of the machinery to complete maintenance tasks. At times, they were even stepping across the gaps to reach the next machine.

To reduce the risk of serious injury or death, LJB designed a mobile device that not only eliminated the need for workers to be on the machines, but placed them at a level ideal for completing the task – 8 feet high. LJB used three-dimensional computer modeling to design the device and ran simulations for loading and transport within the modeling program.

LJB also wrote procedures and training programs for configuring the device for transport, use and storage. Construction management services included quality assurance, code compliance review, material selection and recommendations for the most effective use of funds.

MAS SIN 541330ENG: TEST AND EVALUATION

LJB has distinguished itself as a leader in the design of custom safety systems, as well as the use of cutting-edge commercially produced equipment for fall protection and safety engineering. This distinction, however, comes with a responsibility to ensure reliability and cost-effectiveness any time a custom method or a new device is introduced. That is why LJB places a high value on testing and evaluation through simulations, computer modeling and field testing.

In using new or prototype technologies, LJB maintains close contact with clients to determine the quality and reliability of the products, as well as the clients' overall satisfaction with them. In addition, LJB monitors system safety, conducts physical testing and designs training programs. The following project illustrates LJB's capability in this area.

Example Project:

Design of Machine-Mounted Davit for Safe Maintenance

Because workers were exposed to falls from unguarded ladders and machine surfaces during routine maintenance tasks, LJB was asked to analyze the machine access for fall protection. To do this, LJB safety professionals studied worker interface with the machines; identified and prioritized hazards; and made recommendations for elimination or control of the hazards.

LJB first designed a prototype device for one machine – a davit, which attached to the side of the machine, allowing workers with personal protective equipment to safely gain access to the appropriate level and location to complete a task. Once the client's safety committee completed field testing and evaluation on the prototype, LJB redesigned the

prototype and modeled it in a finite element analysis program to ensure that it would satisfy code requirements for loading. After the strength and suitability of the machine were validated, the davit was mounted on top of the machine (rather than the side) and was bolted to the machine rather than welded – an option that reduced installation time and allowed for a more efficient use of the client's internal resources. These prototypes were later fabricated, installed, and tested on all applicable machines.

As the OSHA-defined qualified person for this project, LJB also developed training programs for the client's competent persons – managers responsible for the proper use, inspection and maintenance of the safety systems.

MAS SIN 541330ENG: INTEGRATED LOGISTICS SUPPORT

Logistics support is incorporated into all LJB's fall protection services. LJB's managed fall protection model starts with a study of the client's existing safety program, a review of the responsibilities of employees, an assessment of the client's compliance with regulatory standards, and a review of existing education and training programs. Once this analysis is complete, LJB prepares alternatives and recommendations for improving fall protection safety programs.

While all these services contribute to comprehensive logistics support, the central aspect of this proficiency is assignment of responsibilities within a fall protection program. These primary responsibilities are defined in OSHA regulations and American National Standards Institute (ANSI) standards. LJB often serves as the OSHA-defined qualified person, providing logistical support for competent and authorized persons; writing use and rescue procedures for personal fall arrest systems; establishing procedures for incident investigations; writing instructions for reliability and maintainability of the personal protective equipment; and designing a means of evaluating program effectiveness. The following project illustrates LJB's capability in this area.

Example Project:

Development of Managed Fall Protection Program

For this client, LJB developed a comprehensive managed fall protection program and provided logistical support. LJB studied the company's existing safety program, reviewed the responsibilities of employees, assessed the client's compliance with regulatory standards, reviewed existing education and training programs, and assessed nearly 100 sites for fall hazards.

LJB served as the qualified person for this initiative, providing logistics support by writing policies for the use, inspection and maintenance of personal protective equipment, preparing use and rescue procedures, and developing and conducting training programs.

In addition, LJB provided overall fall protection consulting to develop, establish and plan for maintenance of the long-term program within the organization.

MAS SIN 541330ENG: ACQUISITION AND LIFE CYCLE MANAGEMENT

Fall protection can be a life-and-death matter. LJB does not stop with identifying hazards and developing designs, since materials selection, installation, maintenance and use of safety systems must be executed properly to ensure system functionality. LJB provides acquisition and life-cycle management, commonly referred to as fall protection system certification, as part of its managed fall protection services. In addition to designing and assisting with the acquisition of the components, LJB conducts training programs, develops use and maintenance policies, writes use and rescue procedures and teaches clients how to incorporate safety into their life-cycle budgets and corporate culture at every level. The following project illustrates LJB's capability in this area.

Example Project:

Life-Cycle Management for Fall Protection Systems

To protect the investment made in fall protection solutions, LJB assisted a large federal client to ensure that installed systems function as intended. One of LJB's OSHA qualified persons assisted the client with the following services:

- > Provide consulting to ensure achievement of project goals
- > Perform construction observation to ensure conformance with design documents
- > Coordinate, witness and document functional testing of installed systems
- > Review and recommend equipment warranties
- > Review and recommend operations and maintenance manuals
- > Provide system-specific training for system users
- > Compile documentation on pertinent aspects of the systems
 - System certification criteria in accordance with applicable standards
 - Design documentation
 - Construction documentation
 - Operational documentation
 - Training documentation

By providing these services, LJB helped the client ensure that the investment made in fall protection systems will serve them for the life cycle of the equipment.

MAS SIN 541620: ENVIRONMENTAL CONSULTING SERVICES

As a full-service engineering and environmental services firm, LJB recognizes that its work in all disciplines can have great influence on people, communities, the environment, the physical landscape, commerce and economic development. With this acknowledgment comes a great responsibility to consider carefully the long-term effects of the firm's work on all fronts. LJB takes this responsibility seriously, placing its commitment to a sustainable future in its core values statement: "In everything we do and decide, we consider the long-term effects on our clients and our people."

This commitment is clear in the firm's long history of environmental planning and documentation. This experience, combined with a continuously updated program to educate employees about federal, state, and local environmental laws and regulations, has made LJB a leader in environmental services.



Any time LJB accepts an environmental planning and documentation contract, the firm ensures that its work complies with all applicable environmental regulations regarding fish and wildlife; endangered species; historic preservation; conservation and recovery of resources; cleanup and control of toxic substances; prevention and mitigation of air and water pollution; long-term environmental sustainability; solid waste disposal; and other environmental factors.

LJB is well-versed in federal environmental laws concerning plants, wildlife, water, air, soil, wetlands, waste, contaminants, and environmental justice. Because of this knowledge, LJB is frequently called upon by public agencies to manage their environmental issues. For example, in a continuing project for the Ohio Housing Finance Agency (OHFA), which in partnership with the Ohio Development Services Agency (ODSA) distributes funding from the U.S. Department of Housing and Urban Development, LJB conducts environmental reviews of housing projects statewide for compliance with the National Environmental Policy Act. The documentation includes such items as sole-source aquifer reviews as well as noise studies and flood plain evaluations under HUD guidelines such as 24 CFR Part 58 and, when transportation is involved, 23 CFR Part 771. With a thorough understanding of these guidelines, LJB can assist in creating plans that minimize impact to the environment, which generally results in findings of no significant impact or categorical exclusions.



Because of LJB's industry leading expertise in NEPA environmental assessments, ODSA chose LJB to assist them in conducting training programs in environmental planning for city and community developers in Ohio.

The firm also does commercial site development, conducting environmental assessments and topographic and boundary surveys of parcels slated for use as roadways, utilities, warehouses, offices, and production facilities. LJB also performs wetland identification and delineation, designs wetland and stream management plans, and conducts hydrogeological studies to determine the potential for surface or subsurface travel of contaminants.

LJB is proficient in the following areas:

- Environmental Impact Statements under NEPA
- Endangered Species Analysis
- Wetland and Stream Mitigation and Monitoring
- Noise Analysis
- Environmental Site Assessments
- Watershed and Other Natural Resource Management Plans
- Environmental Program Management and Environmental Regulation Development
- Economic, Technical and/or Risk Analysis
- Biochemical Protection
- Identification and Mitigation of Threats
-

Occupational and Environmental Health Services

With combined personnel experience of nearly 75 years, LJB boasts a large variety of occupational and environmental health service offerings. With a focus on anticipation, recognition, and evaluation, LJB brings specific expertise to prevention and control. Our professionals are trained in Prevention through Design (PtD) and specific ventilation and noise engineering practices to deliver practical engineering solutions to abate identified risks toward the top of the hierarchy of control. Let us elevate your programs to the next level.

Program proficiencies include:

- Noise Evaluation and Control
- Ventilation Control Methods
- Radiation
- Respiratory Protection
- Air Sampling and Monitoring
- Chemical Evaluations
- Drinking Water
- OSHA Special Standards

Environmental Compliance Services

After more than 30 years in business, LJB has built an impressive portfolio of projects in all the disciplines it represents. Just as important as project experience, though, is LJB's commitment to continuous improvement—the cornerstone of which is its program to keep employees up to date on all federal, state, and local environmental laws and regulations.

Because of this commitment, LJB is known for its thoroughness in bringing clients into compliance with regulatory standards through audits; compliance management planning; contingency planning; permit preparation; spill prevention, control and countermeasures (SPCC) planning; pollution prevention surveys; the Emergency Planning and Community Right to Know Act (EPCRA); and Superfund Amendments and Reauthorization Act (SARA) reporting of types, uses, quantities and effects of chemicals. LJB's compliance services also extend beyond environmental projects into the housing and transportation areas, particularly with HUD guidelines such as 24 CFR Part 58 and 23 CFR Part 771.

For example, in one project, a major automotive components manufacturer consistently paid a surcharge to a privately owned industrial waste treatment facility due to high concentrations of phenols in its industrial waste stream. LJB was contacted about the possibility of reducing the phenol concentration to reduce operating costs. After an analysis of the problem and bench-scale testing to determine the efficiency of various treatment alternatives, LJB determined that the most effective treatment could be achieved through a process that uses biological organisms to degrade organic compounds in wastewater. The subsequent installation of a full-scale system reduced the concentration of phenols to a level acceptable to the privately owned industrial waste treatment facility and eliminated the previous surcharge, saving the client a significant cost.

At an air conditioning and refrigeration system manufacturing plant, LJB developed a Spill Prevention, Control, and Countermeasures (SPCC) plan addressing a host of complex industrial processes that use a variety of chemicals and oils. LJB also assisted the company in updating its stormwater pollution prevention (SWPP) plan and helped obtain permitting for stormwater and non-contact cooling water.

LJB is proficient in the following areas:

- > Environmental, Safety and Health Compliance Audits
- > Compliance Management and/or Contingency Planning
- > Permitting
- > Spill Prevention/Control and Countermeasure Plans
- > Pollution Prevention Surveys



Waste Management Services and Software

Waste management is one of the many environmental services LJB has provided to clients throughout the Midwest for many years. Contracts have included the design, expansion and modernization of municipal wastewater treatment facilities; identification of waste streams and their sources; handling, treatment and tracking of industrial waste; developing waste management plans; and review of technologies and processes impacting waste management.

In all of its waste management work, LJB ensures that clients maintain or gain compliance with all applicable environmental regulations at federal, state and local levels—a level of diligence that saves both money and the environment over the long term.

For example, in a project for a Midwestern steel manufacturer, LJB was asked to evaluate up to 10 sources of metal hydroxide sludge in its plants and make recommendations for cost-effective recycling or disposal of the substances. After a waste characterization and source reduction study, LJB analyzed the data and determined that recycling was not economically feasible. However, LJB did recommend a waste tracking and handling system that not only contained costs, but also minimized, treated, dewatered, and disposed of the sludge in methods compliant with all applicable environmental regulations.

In another project for a wastewater treatment plant in Cambridge, Ohio, LJB was asked to review the plant's technologies and processes to determine the economic and environmental costs and benefits of repairing and maintaining the city's operating waste treatment system or converting it to aerobic digestion. After a feasibility analysis, LJB recommended a newly patented process: sequencing facultative digestion, which would employ only periodic aeration, reducing energy costs 65 to 80 percent compared to conventional aerobic digestion. The process also allowed for better dewatering, which reduced the total volume of sludge for disposal by as much as 50 percent. Chemical costs were significantly reduced as well.

LJB is proficient in the following areas:

- > Data Collection, Feasibility or Risk Analysis
- > RCRA/CERCLA Site Investigation
- > Hazard and Exposure Assessments
- > Waste Characterization and Source Reduction Studies
- > Review and Recommendation of Waste Tracking or Handling Systems
- > Waste Management Plans and/or Surveys
- > Review of Technologies and Processes Impacting Waste Management
- > Development, Management and Operation of Recycling Programs

MAS SIN 541620: ENVIRONMENTAL OCCUPATIONAL TRAINING SERVICES

LJB University is the training and development division of LJB Inc., serving employees, clients, and the community. It provides employees with training in leadership, project management, industry standards, sales, safety, and other topics that help them be among the best in their engineering and occupational safety and health management fields. It also provides customized training for clients and the community, particularly in occupational and environmental health and safety-related areas. LJB University gained approval in December 2003



from the International Association of Continuing Education and Training (IACET) as an authorized provider of continuing education unit (CEU) credits, and our provider status has been continued through 2018. To gain this certification, LJB completed a comprehensive application and underwent a strict evaluation of LJB University's educational processes according to the IACET criteria and guidelines. The certification process included two reviews by IACET's commission and a site visit by an IACET commissioner. LJB University is governed by a curriculum committee, which is responsible for reviewing each continuing education and training event for compliance with IACET criteria.

LJB has a strong history of developing and customizing safety training for both public and private organizations. Specific to fall protection training, LJB has trained more than 1,600 individuals to the Competent Person level. Based on course evaluations, 97% of our trainees would recommend our course to a peer. LJB is a recognized leader in fall protection training and has been named as an approved vendor to provide fall protection training for U.S. Army Corps of Engineers contractors. During 2014, LJB trained 204 Navy and Marine Corps personnel to the competent person level at 12 training classes at 11 different bases, with additional classes planned for 2015 and beyond.

MAS SIN 541370GIS: GEOGRAPHIC INFORMATION SYSTEMS (GIS) SERVICES

LJB has implemented the use of geographic information systems (GIS) in several functional areas with many different applications to meet client needs and to provide "value added" project deliverables. The application of GIS technologies has been primarily used in regional and local transportation and environmental planning activities, as well as in surveying and site development for public and private clients. Within these areas, LJB has used GIS to provide project-level mapping and cartography; data analysis and interpretation; transportation planning; and pollution prevention.



LJB's initial GIS applications included the use of secondary-source GIS databases maintained by local and regional governments in site development, transportation projects and environmental planning to map existing topography, natural and human resources, and utilities. LJB also used GPS technologies to supplement existing GIS databases and to build new databases for general use by county and municipal governments as well as to collect and analyze data on a project-specific level. This GIS data was then used to map existing and/or proposed features for use in engineering studies and design and has been used effectively as a communication tool to clients and the public in relating proposed projects and impacts.

In addition to using the custom mapping and cartography applications of GIS, LJB has designed custom data collection capabilities within the framework of existing GIS software packages, allowing location, condition and other data to be linked to the features within a GIS system. Geographically referenced photo logs can also be created. LJB clients use these tools to plan and program maintenance for roadways and signs, perform safety audits or design inventory or maintenance programs.

LJB also uses GIS spatial and grid analysis, coordinating multiple layers of data to map traffic and safety operations on a roadway or to identify corridors or sites suitable for development. The methods applied in these projects can be easily transferred to address new problems for other clients.

LJB applies these proficiencies in several applications. In one project, a rapidly growing southwestern Ohio city recognized a need to develop a GIS database of all its city-owned assets covering an 18-square-mile area. To satisfy this need, LJB surveyors designed a global positioning satellite (GPS) control network for the city that tapped into the local county's GIS database. Using Trimble GPS equipment, LJB was able to provide the city with 17 GPS control monuments. Once the control network was established, LJB surveyors began the task of building a utility inventory.

LJB is proficient in the following areas:

- > Mapping and Cartography
- > Site Selection
- > Pollution Analysis
- > Geologic Logs, Topographic Data, 3D/4D Interactive Visualization Packages
- > Data Interpretation

LJB INC.

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Contract Administration: Thomas Laubie
Business Size: Small Business

Government Awarded Prices (Net Prices) MAS SIN: 541330ENG, 541370GIS, 541620

Hourly /Unit

Service Proposed (e.g. Labor Category or Job Title/Task)	Year 6 (2/28/20)	Year 7 (2/28/21)	Year 8 (2/28/22)	Year 9 (2/28/23)	Year 10 (2/28/24)
Engineer/Architect/Scientist 1	\$238.71	\$ 243.96	\$249.33	\$254.81	\$260.42
Engineer/Architect/Scientist 2	\$178.76	\$182.69	\$186.71	\$190.82	\$195.02
Engineer/Architect/Scientist 3	\$144.24	\$147.42	\$150.66	\$153.97	\$157.36
Engineer/Architect/Scientist 4	\$132.48	\$135.40	\$138.38	\$141.42	\$144.53
Engineer/Architect/Scientist 5	\$118.99	\$121.61	\$124.28	\$127.02	\$129.81
Engineer/Architect/Scientist 6	\$107.42	\$109.79	\$112.20	\$114.67	\$117.19
Engineer/Architect/Scientist 7	\$94.48	\$96.56	\$98.68	\$100.85	\$103.07
Engineer/Architect/Scientist 8	\$87.13	\$89.04	\$91.00	\$93.00	\$95.05
Technician/Designer – A	\$93.10	\$95.15	\$97.25	\$99.39	\$101.57
Technician/Designer – B	\$79.96	\$81.72	\$83.52	\$85.36	\$87.23
Technician/Designer – C	\$64.45	\$65.87	\$67.31	\$68.80	\$70.31
Field Support – 1	\$89.51	\$91.48	\$93.49	\$95.55	\$97.65
Field Support – 2	\$78.43	\$80.15	\$81.92	\$83.72	\$85.56
Field Support – 3	\$59.71	\$61.02	\$62.36	\$63.74	\$65.14
Support Services – A	\$81.16	\$82.94	\$84.77	\$86.63	\$88.54
Support Services – B	\$68.03	\$69.53	\$71.06	\$72.62	\$74.22
Support Services – C	\$58.96	\$60.26	\$61.59	\$62.94	\$64.32

SCA Matrix – Dec. 2019

SCA Eligible Labor Category	SCA Equivalent Code Title	Wage Determination No.
Technician/Designer - A	Drafter/CAD Operator III	2015-4731
Technician/Designer - B	Drafter/CAD Operator II	2015-4731
Technician/Designer - C	Drafter/CAD Operator I	2015-4731
Field Support - 1	Survey Party Chief	2015-4731
Field Support - 2	Surveying Technician	2015-4731
Field Support - 3	Surveying Aide	2015-4731
Support Services - A	Administrative Assistant	2015-4731
Support Services - B	Secretary II	2015-4731
Support Services - C	General Clerk III	2015-4731

LJB Inc. acknowledges the requirements of the Service Contract Act (SCA) and has verified that the prices for the non-exempt labor categories meet the SCA minimums in the contract. The SCA matrix identifies the labor categories that fall under the requirements of the SCA. And the matrix and narrative below are incorporated into the contract and must be included in the firm's price list.

*The Service Contract Labor Standards, formerly the Service Contract Act (SCA), apply to this contract and it includes SCLS applicable labor categories. Labor categories and fixed price services marked with a (**) in this pricelist are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCLS/SCA matrix. The prices awarded are in line with the geographic scope of the contract (i.e., nationwide).*

Labor Categories

Listed below are LJB's labor categories with their respective descriptions.

Engineer/Architect/Scientist 1:

Minimum experience/education requirements: At least 15 years of experience, absolute minimum of a bachelor's degree, and intern or professional license.

Functional responsibility: Senior project administrator and LJB principal. Senior Management position in company. Also provides management and supervision of a department(s) or key area of the company.

Engineer/Architect/Scientist 2:

Minimum experience/education requirements: At least 15 years of experience, absolute minimum of a bachelor's degree, and intern or professional license.

Functional responsibility: Senior project administrator and LJB principal. Participates in management of company. Provides overall supervision to a department to assure that technical, administrative, sales, man-hour, and schedule targets of department are met within framework of established corporate or organizational policy and in accordance with applicable professional standards, design-control procedures, and corporate or organizational procedures and guidelines.

Engineer/Architect/Scientist 3:

Minimum experience/education requirements: At least 15 years of experience, absolute minimum of a bachelor's degree, and intern or professional license.

Functional responsibility: Senior project administrator and LJB associate. In a supervisory capacity is responsible for an important segment of a very extensive and highly diversified departmental program. Is responsible for assisting in the decision of the kind and extent of programs needed for accomplishing the objectives of the department, for choosing the scientific approaches, for planning and organizing facilities and programs, and for interpreting results.

Engineer/Architect/Scientist 4:

Minimum experience/education requirements: At least 10 years of experience, absolute minimum of a bachelor's degree, and intern or professional license.

Functional responsibility: Senior project administrator on large projects. Key departmental-level resource. Makes authoritative decisions and recommendations having important impact on extensive activities of company. Initiates and maintains extensive contacts with key staff and officials of other organizations and companies, requiring skill in persuasion and negotiation of critical issues.

Engineer/Architect/Scientist 5:

Minimum experience/education requirements: At least 10 years of experience, absolute minimum of a bachelor's degree, and intern or professional license.

Functional responsibility: Project administrator on mid-size projects. Has full responsibility for interpreting, organizing, executing, and coordinating assignments. Plans and develops projects concerned with unique or controversial complexities which have important impact or major company programs. Coordinates work with other disciplines.

Engineer/Architect/Scientist 6:

Minimum experience/education requirements: at least 10 years of experience, absolute minimum of a bachelor's degree, and intern or professional license.

Functional responsibility: Applies diversified knowledge of engineering principles and practices to broad variety of assignments and related fields. Makes decisions independently regarding engineering/architectural/scientific complexities and methods. Requires use of advanced techniques and modification and extension of theories, precepts, and practices in individual's field. Coordinates work with other disciplines.

Engineer/Architect/Scientist 7:

Minimum experience/education requirements: at least 5 years of experience, absolute minimum of a bachelor's degree, and intern or professional license.

Functional responsibility: Plans, schedules, conducts, or coordinates detailed phases of area of expertise in a part of a major project or in a total project of moderate scope. Performs work that involves conventional areas of practice but may include a variety of complex features such as conflicting design requirements, unsuitability of conventional materials, and difficult coordination requirements. Work requires a broad knowledge of precedents in the specialty area and a good knowledge of principles and practices of related specialties.

Engineer/Architect/Scientist 8:

Minimum experience/education requirements: at least 3 years of experience, absolute minimum of a bachelor's degree, and intern or professional license.

Functional responsibility: Independently evaluates, selects, and applies standard techniques and procedures while using judgment when making minor adaptations and modifications. Assignments have clear and specific objectives and require investigation of a limited number of variables.

Technician/Designer – A:

Minimum experience/education requirements: At least 10 years of experience and technical school training, or associates degree and 5 years of experience.

Functional responsibility: CAD designer capable of developing designs from prior experience or developing unique solutions to specific problems.

Technician/Designer – B:

Minimum experience/education requirements: At least 3 years of experience and associate degree or 5 years of experience and technical school training.

Functional responsibility: CAD designer capable of developing drawings with minimal supervision from designer.

Technician/Designer – C:

Minimum experience/education requirements: Associate degree, technical school training or high school and 1-year minimum experience.

Functional responsibility: Entry-level CAD technician whose duties are confined to developing electronic drawings from specific designs or examples.

Field Support – 1:

Minimum experience/education requirements: Associate degree or equivalent technical school training. At least 10 years of experience or professional license.

Functional responsibility: Senior-level field administrator; In office supervisor of inspectors or survey crews. Responsible for scheduling, coordination and balancing of workloads or Survey Party Crew Chief with professional registration.

Field Support – 2:

Minimum experience/education requirements: High school and 10 years plus experience in field work; or equivalent technical training and 5 years of experience

Functional responsibility: Survey crew chief or senior construction inspector.

Field Support – 3:

Minimum experience/education requirements: High school and 3-years plus experience in field work or technical school training and no experience.

Functional responsibility: Duties include construction inspection or mid-level survey crew member.

Support Services – A:

Minimum experience/education requirements: Bachelor's degree and no experience; or high school and 10 years plus experience.

Functional responsibility: Senior-level support; Duties include supervising entry-level support staff, preparation of proposals, responsibility for key accounting/HR activity.

Support Services – B:

Minimum experience/education requirements: High school and 5 years plus experience in support capacity; or bachelor's degree and no experience.

Functional responsibility: Duties include marketing assistance, comprising documents with minimal direction, scheduling and organizing conferences, lower-level accounting, billing, and A/R collections.

Support Services – C:

Minimum experience/education requirements: No experience, high school graduate.

Functional responsibility: Entry-level support; duties may include basic office-related activities such as assembling documents, running copies of drawings, and typing reports.