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February 6, 2024

Mrs. Victoria Baxley  
Florida Buy  
753 West Blvd  
Chipley, FL 32428

RE: Florida Buy Contract 22-172

Dear Mrs. Baxley,

We enjoyed the previous year providing high quality modular buildings and associated services to the Cooperative's clientele. The additional one-year renewal of our contract in November is appreciated and is evidence of the faith and trust the Cooperative places in Fabricon to service its clients properly. Revenue from contracts totaled approximately two and a half million with associated fees just under fifty thousand.

While the rate of inflation has somewhat slowed over the past few months, we continue to operate in a very constrained labor market coupled with material prices hovering at high levels. The adverse effects are having a large impact on the cost of labor and materials particularly in the field services sector of the business.

Therefore, we are requesting an adjustment in the pricing in three categories of our contract offerings. The categories are Building Installation (Item 50, Section VI), Building Dismantle Item (51, Section VI) and General Requirements (Item H, Section XI). Apart from these items/sections, we are currently continuing to offer the remainder of the contract at 2023 price levels with the discount remaining the same. The adjusted spreadsheet is attached.

The opportunity to continue to work with Florida Buy is truly appreciated and our best efforts will be made to offer discounts from the stated pricing to Florida Buy members where feasible.

We appreciate your consideration of this request. Please contact me if you have any questions.

Thank you,

Steve Menke  
800-541-6584 x703  
steve@fabriconmodular.com

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Attachments:

- Revised Pricing Workbook Dated 02/06/24