



Statement of Qualifications

RFQ-4702-22-GJ

Energy Performance Contracting for Citywide Use

Presented to:

City of Hollywood, Florida

Presented by:

ABM Building Solutions, LLC

JAN
13
2022



January 13, 2022

City of Hollywood
Office of City Clerk
2600 Hollywood Blvd., Rm#: 221
Hollywood, FL 33020

RE: Solicitation RFQ-4702-22-GJ Energy Performance Contracting

To the City of Hollywood selection committee:

The City of Hollywood (the City) has exhibited great foresight in deciding to partner with a vendor, under 287,055, the Consultant Competitive Negotiation Act (CCNA), and 489.145, Guaranteed Energy, Water, and Wastewater Performance Savings Contracting Act, to provide an investment grade audit, comprehensive management and energy-related capital improvement services for the City's Energy Performance Program, **and on an as-needed basis**. As will be highlighted in this response, "**on an as-needed basis**" is one of the more critical requirements of this solicitation and a requirement that is critical to the long-term success and staff's satisfaction with this program.

Other subtle, yet critical, program requirements spelled out in the City's solicitation include:

- Improve building operations and maintenance
- Save costs (in addition to energy and water savings)
- Understanding of Staff's needs and objectives

We are perhaps one of the only, if not the only, Energy Services Company that has invested the time and resources to understanding Staff's needs and objectives, and one of the only ESCOs that has the expertise and local resources to support the City with all the program requirements listed in the RFQ. While many companies can respond to a solicitation, very few are willing to invest time and resources to understanding a client's needs and objectives before the solicitation is advertised.

It is this approach that sets ABM's team apart from other companies. In addition to understanding a client's needs and objectives, we are laser-focused on bringing value for our clients by leveraging unique elements that set us apart from other Energy Service Companies (ESCOs).

- **Local Broward County Business** – ABM is the only ESCO located in Broward County, and capable of providing the myriad of services to meet the City's diverse needs, all while utilizing in-house ABM staff.
- **Self-Performance & Cost Effectiveness** – By utilizing our personnel from our multiple business divisions, we minimize the inevitable overhead and mark-up 'stacking' which occurs with other ESCOs that utilize multiple subcontractors. As a result, we can dedicate more of Hollywood's dollar savings to infrastructure improvements.



- **Ongoing Facility Services** – ABM is a service contractor. Therefore, we are uniquely qualified in the existing buildings and services market to develop a comprehensive facilities management program to operate and maintain all City facilities, including routine, preventive and on-call facility maintenance and management services efficiently and cost-effectively.
- **Expertise in City Operations & Technologies** – Our team brings to the City of Hollywood over a hundred years of experience in a wide range of City operations. Some key elements relevant to this project include:
 - Energy-efficiency upgrades and renovations
 - New construction to support new revenue enhancements
 - LED Street Light Conversion
 - Utilizing the only FDOT approved LED Streetlight Retrofit Kit to reduce project costs
 - Sports Lighting, leveraging ABM's long-standing partner Musco Lighting technologies
 - In-house Facility Services, including mechanical, electrical, grounds, janitorial, and landscaping
 - Advanced Metering Infrastructure (AMI): although not included in this RFQ, our deep expertise can be leveraged to provide staff assistance through this rigorous technological journey
- **Electric Vehicle Charging Stations & Maintenance** – We are uniquely qualified to support the City of Hollywood's Sustainability vision regarding Electric Vehicles and Electric Vehicle Charging Infrastructure. We have installed 16,000 EV charging ports across North America, and have developed one of the first EV Charging Station Maintenance programs utilizing ABM GreenCare™, LEED, and eco-friendly products in monthly cleaning and inspection, testing and certification.
- **Product Neutrality** – We do not manufacture or represent products, so every solution is based on matching the City's unique needs with the best technical solution available from the industry.
- **Procurement Leverage** – As one of the world's largest mechanical and facility services providers, we have negotiated national purchasing agreements with all major manufacturers of energy-related equipment. These agreements assure as many dollars as possible reach the improvement needs.

We look forward to presenting these solutions and advantages to the Commission personally, and I offer my assurance that ABM will provide the City of Hollywood with a comprehensive and detailed Energy Savings Audit to ensure that we design the best solutions at the best value available to meet the City's needs.

Thank you for your time and consideration.

Sincerely,

Hector Samario

Hector Samario
Regional Account Executive
ABM Building Solutions, LLC

Table of Contents



Cover Letter	i
Table of Contents	iii
4.2.2 Executive Summary	1
4.2.3 Firm Qualifications and Experience	4
4.2.4 Organizational Profile and Project Team Qualifications	18
4.2.5 Approach to Scope of Work	34
4.2.6 References	71
4.2.7 Sub-Respondents	75
4.2.8 Required Forms	81
What to What to Expect from ABM	91

4.2.2 Executive Summary

Each Respondent must submit an executive summary that identifies the business entity, its background, main office(s), and office location that will service the contract. Identify the officers, principals, supervisory staff and key individuals who will be directly involved with the work and their office locations. The executive summary should also summarize the key elements of the SOQ.

Few companies have the vision, commitment, and wherewithal to support the City of Hollywood in the manner deserved by the City and its Staff. ABM Building Solutions, working out of our Pompano Beach branch, is the unique exception, and it starts with a commitment to the City well before a solicitation is issued.

Investing the Time to Listen

Our solutions are developed in partnership with staff and formulated only after listening to Staff's needs and project ambitions. Having met with and listened to staff, we have begun to pull together our resources and teams to focus on the ambitions important to staff, including:

- **Cost-Effective Conversion to LED Street Lights** – ABM's team addresses the City's Street Lighting objectives by getting ahead of the solution as follows:
 - Identifying and partnering with the only Florida Department of Transportation (FDOT) LED Streetlight Retrofit Kit distributor in the State of Florida and capitalizing on this partnership to provide these technologies to the City of Hollywood
 - Identifying team members with local (Broward County) experience in the installation of these FDOT-approved LED Streetlight Retrofit Kits
- **LED Sports Lighting** – Our team addresses the City's sports lighting objectives by getting ahead of the solution as follows:
 - Identifying and partnering with team members with direct experience with the City of Hollywood Parks and Recreation project. Our team has installed sports lighting at Washington Park, Rotary Park, Hollywood West Sports Park, Dowdy Park, MLK Park Gymnasium, and Washington Park Gymnasium.
 - Understanding and identifying other parks where LED sports lighting could be utilized, such as: Boggs Field, David Park, Driftwood Park, Stan Goldman Memorial Park, and Washington Park.
- **New Construction and/or Major Renovations to Support Revenue Enhancements** – We can work with the City to identify financially strong options for implementing new and/or upgraded construction. These types of options can include items such as:
 - New, full-service marinas, such as the one ABM is developing in Georgia, as part of a performance contract. Additionally, we can support the City's goal for the repair and reconstruction of the Polk Street Marina Pier, saving the City close to \$700,000 in CIP costs
 - Leverage our deep understanding of Advanced Metering Infrastructure (AMI) in order to support staff throughout the process, or to simply allow us to develop and implement this revenue-enhancing project as part of the performance project. It is important to note that implementation over 2 years with ABM can potentially avoid up to a \$10 Million loss in revenue when compared to a long-term implementation schedule over 10 years.
 - Parking lots and parking garages, whether new repairs and/or improvements to existing facilities
 - Full-service RV Park, complete with water, sewer, and electrical infrastructure, such as the one ABM is developing in Georgia under a performance contract

Service Capabilities – Second to None

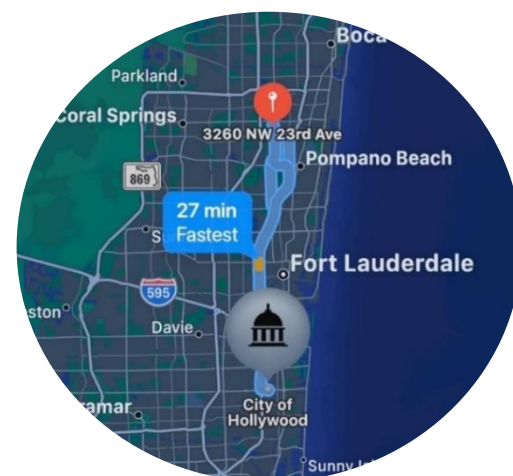
In addition to performance-based contracting, we are a service contractor. Therefore, we are uniquely qualified in the existing buildings and services market to develop a comprehensive facilities management program to operate and maintain all City facilities, including routine, preventive and on-call facility maintenance and management services. Working out of our City of Pompano Beach Branch, the ABM team can provide mechanical, electrical, grounds, janitorial, and landscaping services as listed below.

- **HVAC Repairs, Replacement and Services**
 - HVAC systems affecting critical services
 - Replacement and repairs in the LMI area community centers
 - ABM services include the proper functioning of systems, including duct work, code upgrades, structural issues, electrical and wind load
- **Custodial Services and On-Call Enhancements**
 - ABM is the only Energy Services Company capable of supporting and/or supplementing City staff with **in-house** custodial team members, and capable of working with the City to identify savings potential in these City services
 - Able to supplement and/or support the City with janitorial services at City facilities, police administration, neighborhood network centers, and elsewhere
- **Grounds and Landscape Services, including On-Call Enhancements**
 - ABM is the only Energy Services Company capable of supporting and/or supplementing City staff with **in-house** Landscape and Grounds team members, and capable of working with the City to identify savings potential in these City services
 - ABM can support the City's landscaping objectives in Right-of-Ways (such as 441 and Sunset Park), and any of the 8 million square feet of City-owned properties
- **Electric Vehicle Charging Stations & Maintenance** – ABM is uniquely qualified to support the City of Hollywood's Sustainability vision regarding Electric Vehicles and Electric Vehicle Charging Infrastructure. ABM has installed 16,000 EV charging ports across North America, and has developed one of the first EV Charging Station Maintenance programs utilizing ABM GreenCare™, LEED, and eco-friendly products in monthly cleaning and inspection, testing and certification

Local Partner, Comprehensive Services

In addition to being a local, Broward-based company, it bears repeating that **ABM is the only ESCO** capable of providing the myriad of services required to meet the City's diverse needs, all while utilizing in-house ABM staff. Moreover, we can assess the City's landscaping, grounds and janitorial services in order to identify potential savings streams and generate greater overall savings.

We will work with the City to ensure efficient operations across a broad range of City services, including electrical, HVAC, janitorial, grounds and landscaping. Our business address is: 3260 NW 23rd Avenue, Suite e-100, Pompano Beach, FL 33069.



ABM's City of Hollywood Team



As stated earlier, your ABM team for the City of Hollywood will be based out of our Broward County Office. Our Florida-based operations are extensive, and therefore, we have the local personnel to fully staff this project. The City of Hollywood's RFQ will be executed by the following ABM team members:

• Hector Samario	Project Leader and Primary POC	Pompano Beach, FL
• Kathy Mozur	Director, Janitorial Services	Sanford, FL
• Joel Lowery	Senior VP, Technical Solutions	Alpharetta, GA
• Robbie Turner	Regional VP, Landscaping & Turf	Sanford, FL
• Bryan Thomas	Regional VP	Alpharetta, GA
• Rick Goetz	VP Operations	Atlanta, GA
• Paul Angersbach	VP of Sales, SE Region	Naples, FL
• Mike Galletti	VP of Operations	Daytona Beach, FL
• Brandon Stateler	General Manager	Sanford, FL
• Lucas Price	Director, M&V and Commissioning	Indianapolis, IN
• Todd Havelaar	Director of Engineering	Richardson, TX
• Lou Verrone	Director, Project Development	Alpharetta, GA
• Mike Houda	Operations Manager	Pompano Beach, FL
• Brian Walker	M&V Manager	Alpharetta, GA
• Joey Groveman	Senior Energy Engineer	Atlanta, GA
• Steven Schwerman	Senior Project Developer	Tampa, FL

In closing, while many companies are eager to respond to a solicitation, very few are willing to invest the effort and resources to understand a client's needs and objectives before the solicitation is advertised.

We look forward to presenting these solutions and advantages to the Committee personally and offer my assurance that ABM will provide the City of Hollywood with a comprehensive and detailed Energy Savings Audit to ensure that we design the best solutions at the best value available to meet the City's needs.

4.2.3 Firm Qualifications and Experience

Respondents are to submit a complete information package and documentation that demonstrates their ability to satisfy all the minimum qualifications and scope of service requirements. Indicate the firm's number of years of experience in providing the professional services as it relates to the work and services contemplated. Provide details of past projects for agencies of similar size and scope, including information on your firm's ability to meet time and budget/cost saving requirements. Indicate business structure, i.e.: Corporation, Partnership, or LLC. Firm should be registered as a legal entity in the State of Florida and you shall include the firm address, phone number, fax number, email address, web site, contact person(s), etc. Relative size of the firm, including management, technical and support staff; licenses, certifications, credentials, and any other pertinent information shall be submitted.

Respondent shall submit proof of experience for a minimum of three projects of similar scope and scale (or larger) and shall, for each project listed, identify location; key dates; project name and overall scope; scope of work that was self-performed by Respondent; and client's name, address, telephone number and email address.

ABM at a Glance

- Founded in 1909
- NYSE: ABM
- Fortune 500
- 20,000 Clients
- 350+ U.S. & International Locations
- \$6 Billion in Revenue
- 100,000+ Team Members

ABM Industries Incorporated Corporate Office

One Liberty Plaza, 7th Floor
New York, NY 10001
Web Site: www.abm.com

ABM Building Solutions, LLC Registered in Florida

License Number: CMC1250600
Address: 3260 NW 23rd Avenue
Pompano Beach, FL 33069

Contact

Hector Samario, MBA LEED AP
Phone: 386.302.3081
Fax: 407.324.2890
Email: Hector.Samario@abm.com



Electrical

We've installed **20,000+** EV charging ports across North America.



Energy

We've reduced our client's average energy use by **30%**.



Janitorial

Each day, we clean **4+ Billion** sq. ft. of buildings.



Landscape & Turf

We maintain **55,000+** acres of landscaping & golf courses.



Facilities Engineering

Our **3,800+** certified engineers keep buildings running.



HVAC & Mechanical

We service and maintain **70,000+** heating & cooling systems annually.



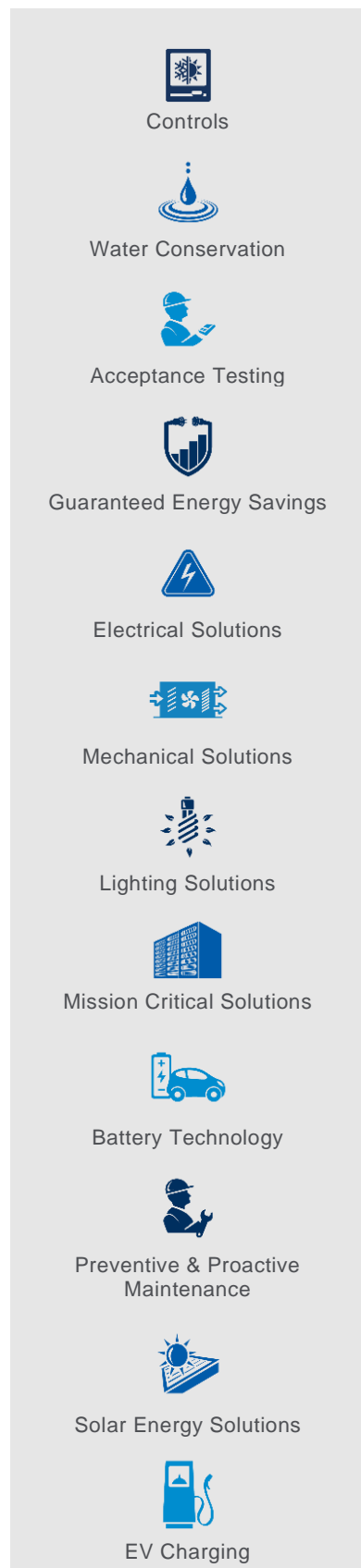
Mission Critical

We service & maintain **35+ Million** sq. ft. of data center space.



Parking & Transportation

We collect **\$2+ Billion** in parking revenue for our clients.



ABM Technical Solutions Overview

ABM Technical Solutions, a division of ABM Industries Incorporated, provides custom energy and other maintenance and repair services for clients in the public and private sectors. Our Technical Solutions Group is divided into HVAC and Mechanical; Electrical and Lighting; Electrical Power and Mission Critical; and Bundled Energy Solutions.

The Comprehensive Facility Services program is performance-based and custom-designed to fit the Building Owner's long-term (life cycle) cost of operation. This life cycle cost evaluation includes initial installation, functional requirements and needs, maintenance, and energy costs to operate your facility.

Mechanical & Energy

- Preventive & Proactive Maintenance
- Repairs, Retrofits & Replacements
- Guaranteed Energy Saving Programs
- Energy Efficient Solutions
- Sustainable Solutions

Power

- Reliability Testing
- EV Charger Installation & Services
- Acceptance Testing
- Preventive Maintenance
- Facility System Risk Assessment

Electrical & Lighting

- Repairs, Replacements, & Upgrades
- High Efficiency Lighting Improvements
- Predictive & Preventive Maintenance
- Electrical Engineering & Commissioning

Franchising

- Proven Selling, Training, & Operational Systems
- Premier Franchisor for Mechanical & Electrical companies
- 269 locations across 18 countries
- Support 1,000+ Service Technicians & 550+ Sales Representatives

We base our planned service programs on many years of industry knowledge, exceptional technical skills, and professional application of the latest technologies and methods. These programs allow us to consistently deliver quality services in a responsive manner at a fair value.

ABM Technical Solutions Capabilities

HVAC & Mechanical

- Professional Engineering Support Services
- Programs Management
- Upgrades for Energy Consumption
- Direct Digital Controls
- Sheet Metal Service In-House
- Plumbing & Piping Services
- Process Piping
- Testing & Balancing – Air & Water
- Commissioning – System Startups
- Tenant Space Build Out
- Mechanical Systems Fabrication & Installation
- Energy Management
- Mechanical Design-Build Construction
- Building Automation
- Performance Contracting
- Remote Alarm Monitoring
- C.F.C. Refrigerant Changeovers
- Indoor Air Quality Programs
- Building Operation & Maintenance
- Mechanical Systems Maintenance
- Facilities Management
- Chiller Services

Electrical & Lighting

- Electrical Troubleshooting & Repair
- Thermal Imaging
- Traditional & Digital (LED) Sign Repair
- Fixture (LED) & Pole Upgrade/Replacement
- Energy/Rebate Program Administration
- Electrical & Lighting Design/Engineering
- Turnkey Electric Vehicle Charging Stations
- Ultrasonic Pole Inspection
- Emergency/Exit Lighting
- Interior Lighting Maintenance
- Exterior Lighting Maintenance
- Electrical Service Upgrades
- Landscape Lighting
- Group Relamping

Electrical Power

- NFPA 70E Compliance Programs
- Acceptance Testing & Commissioning
- Maintenance & solutions of electrical distribution systems from 480 volts to high voltage
- Startup & Commissioning
- Arc Flash Protection Programs
- Power Quality Solutions
- Life Extension, Modernization & Overhaul Services & Solutions
- Customized Training Programs
- Engineering Services
- Reliability & Acceptance Testing & Maintenance
- Electrical Maintenance Programs
- EV Charger Installation & Services
- Mission Critical & 24/7 Facility Service
- Energy Storage Systems
- Solar PV Installation



Bundled Energy Solutions

Our Bundled Energy Solutions offering is a high-efficiency conservation, facility modernization, and technical service program that addresses both the facility upgrades and funding needs of higher education facilities, cities, counties, K-12 schools, and government buildings. This program assists our clients by providing a cost-effective way to make necessary energy and infrastructure improvements.

Bundled Energy Services are designed for each client's specific requirements, resulting in:

- Capital generation for asset replacement
- Guaranteed operating cost & emergency savings
- Reduced downtime & equipment costs
- Improved occupant comfort & safety
- Increased staff productivity
- Reduced environmental impact

Our strong financial backing has allowed us to make strategic partnerships with many premier financial institutions that focus on lending to the guaranteed energy savings performance contracting market. We have secured millions of dollars' worth of energy projects and have financed projects from a multitude of different markets. These relationships have strengthened over the years due to ABM's continued success, driven by meeting project schedule requirements, little to no cost overruns, and meeting or exceeding guaranteed savings.

We have financed projects through:

- Municipal tax-exempt leases with non-appropriation clauses
- Operating leases (taxable and tax-exempt)
- Certificates of participation (COPs)
- Special purpose entities
- Standard capital leases

We are exploring the cost-effective options for Build America Bonds and Energy Conservation Bonds which are backed by the U.S. Treasury.

Additionally, our current bonding limits are \$70 Million on a single project and \$500 Million aggregate.

Solutions Include:



*Initial feasibility;
measurement
& verification*

*Identification & processing
of utility rebates & EPA tax
incentives*



*Structuring financing
terms to generate positive
cash flow*



*Engineering calculations &
design; planning &
construction of project
Commissioning & on-site
training*



*Energy & operational
audits
Ongoing maintenance
services*

Associations and Certifications

Your dedicated ABM team actively participates in the following associations and certifications:



- American Society of Heating, Refrigeration, and Air-Conditioning Engineers (ASHRAE)
- ASHRAE Technical Committee 6.7 Solar Energy Utilization
- Member and Program Chair ASHRAE Technical Committee 2.8 Building Environmental Impacts and Sustainability
- United States Green Building Council (USGBC)
- Association of Energy Engineers (AEE)
- National Society of Professional Engineers (NSPE)
- National Association of Energy Service Companies (NAESCO)
- Department of Energy Super ESPC List (DOE)
- American Solar Energy Society (ASES)
- International Solar Energy Society (ISES)
- American Society of Mechanical Engineers (ASME)
- American Society of Civil Engineers (ASCE)
- Project Management Institute (PMI)
- Zero Net Energy Alliance (ZNE)
- ISNetworld Certification (ISN)
- National Fire Protection Association (NFPA) 70E and 70B Training and Certification
- Infrared Thermography Levels I&II Training and Certification (IRI and IRII)
- National Institute for Certification in Engineering Technologies (NICET)

ABM is an InterNational Electrical Testing Association (NETA) accredited company averaging \$80 Million in annual revenues in the Electrical Power Division. ABM Electrical Power Solutions was a founding member of the International Electrical Testing Association (NETA). NETA was established in 1972 to ensure the integrity of third-party electrical testing and certification. NETA is the standards developing organization for the American National Standards Institute (ANSI) and publishes Acceptance and Maintenance Testing Specifications. NETA certifies member companies and their technicians, and it is the highest accreditation possible in the industry.

ABM NAESCO Accreditation

Accredited since 2012, according to the National Association of Energy Service Companies (NAESCO), ABM possesses the technical and managerial competence to provide the following:



- Develop comprehensive energy efficiency projects, defined to include lighting measures; efficient motors and drives; and measures involving heating, ventilation, and air conditioning systems.
- Full range of energy services, defined to include conducting energy audits, providing, or arranging for project financing, design engineering, providing operations and maintenance services, and verifying energy savings according to accepted industry practice.
- Regular business practice of developing performance-based projects, meaning projects for which the developer's compensation is contingent upon the projects realizing verified cost savings.



State of Florida Licenses

1:34:05 AM 11/15/2021

Licensee Details

Licensee Information

Name: **MCINTYRE, STEPHEN JOHN (Primary Name)**
ABM BUILDING SERVICES, LLC (DBA Name)

Main Address: **1418 EQUINOX CIRCLE**
SANFORD Florida 32771

County: **SEMINOLE**

License Mailing:

LicenseLocation:

License Information

License Type: **Certified Mechanical Contractor**

Rank: **Cert Mechanical**

License Number: **CMC1250526**

Status: **Current,Active**

Licensure Date: **01/07/2016**

Expires: **08/31/2022**

Special Qualifications **Qualification Effective**
Construction Business **01/07/2016**

Alternate Names

[View Related License Information](#)

[View License Complaint](#)

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2601 Blair Stone Road, Tallahassee FL 32399 :: Email: **Customer Contact Center** :: Customer Contact Center: 850.487.1395

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1:32:42 AM 11/15/2021

Licensee Details

Licensee Information

Name: **GARRITY, TODD JAMES (Primary Name)**
ABM BUILDING SERVICES, LLC (DBA Name)

Main Address: **3709 HARROGATE DR**
VALRICO Florida 33596

County: **HILLSBOROUGH**

License Mailing:

LicenseLocation:

License Information

License Type: **Certified Mechanical Contractor**

Rank: **Cert Mechanical**

License Number: **CMC1250708**

Status: **Current,Active**

Licensure Date: **09/17/2018**

Expires: **08/31/2022**

Special Qualifications **Qualification Effective**
Construction Business **09/17/2018**

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1:37:43 AM 11/15/2021

Licensee Details

Licensee Information

Name: **GROVEMAN, JOSEPH LOUIS (Primary Name)**
 Main Address: **1231 CUMBERLAND ROAD NE
 ATLANTA Georgia 30306**
 County: **OUT OF STATE**
 License Mailing:
 LicenseLocation:

License Information

License Type: **Professional Engineer**
 Rank: **Prof Engineer**
 License Number: **85758**
 Status: **Current,Active**
 Licensure Date: **08/30/2018**
 Expires: **02/28/2023**

Special Qualifications **Qualification Effective**
Mechanical **08/30/2018**

Alternate Names

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State of Florida Department of State

I certify from the records of this office that ABM BUILDING SOLUTIONS, LLC is a Delaware limited liability company authorized to transact business in the State of Florida, qualified on March 20, 2008.

The document number of this limited liability company is M08000001361.

I further certify that said limited liability company has paid all fees due this office through December 31, 2021, that its most recent annual report was filed on March 26, 2021, and that its status is active.

I further certify that said limited liability company has not filed a Certificate of Withdrawal.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Sixth day of January, 2022*



Samuel R. Bee
Secretary of State

Tracking Number: 8807118848CU

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

STATEMENT OF QUALIFICATIONS

BROWARD COUNTY LOCAL BUSINESS TAX RECEIPT

115 S. Andrews Ave., Rm. A-100, Ft. Lauderdale, FL 33301-1895 – 954-831-4000

VALID OCTOBER 1, 2021 THROUGH SEPTEMBER 30, 2022

DBA: ABM BUILDING SOLUTIONS, LLC
Business Name: ABM BUILDING SOLUTIONS, LLC
Owner Name: STEPHEN MCINTYRE
Business Location: 3260 NW 23 AVE STE E100
 POMPANO BEACH
Business Phone: 561-395-5773
Receipt #: 183-1929
Business Type: HEATING/AIRCONDITION CONTRACTR
 (CERTIFIED MECHANICAL
 CONTRACTOR)
Business Opened: 04/30/2009
State/County/Cert/Reg: CMC1250600
Exemption Code:

Rooms		Seats		Employees		Machines		Professionals	
				10					
		For Vending Business Only							
		Number of Machines:				Vending Type:			
Tax Amount	Transfer Fee	NSF Fee	Penalty	Prior Years	Collection Cost	Total Paid			
27.00	0.00	0.00	0.00	0.00	0.00	27.00			

THIS RECEIPT MUST BE POSTED CONSPICUOUSLY IN YOUR PLACE OF BUSINESS

THIS BECOMES A TAX RECEIPT

WHEN VALIDATED

This tax is levied for the privilege of doing business within Broward County and is non-regulatory in nature. You must meet all County and/or Municipality planning and zoning requirements. This Business Tax Receipt must be transferred when the business is sold, business name has changed or you have moved the business location. This receipt does not indicate that the business is legal or that it is in compliance with State or local laws and regulations.

Mailing Address:

ABM BUILDING SOLUTIONS, LLC
 3260 NW 23 AVE STE E100
 POMPANO BEACH, FL 33069

Receipt # WWW-20-00222041
Paid 07/12/2021 27.00

2021 - 2022

BROWARD COUNTY LOCAL BUSINESS TAX RECEIPT

115 S. Andrews Ave., Rm. A-100, Ft. Lauderdale, FL 33301-1895 – 954-831-4000

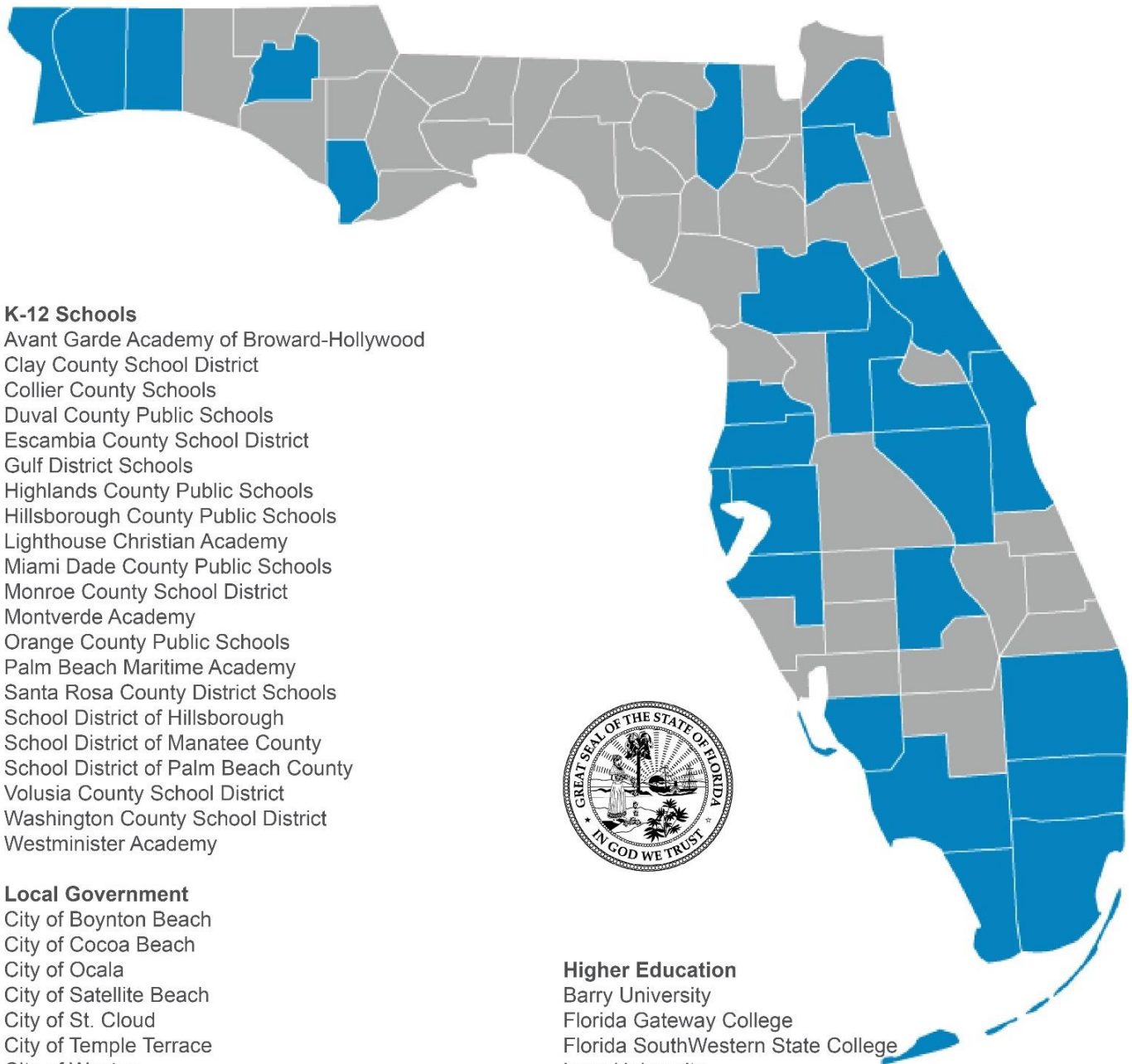
VALID OCTOBER 1, 2021 THROUGH SEPTEMBER 30, 2022

DBA: ABM BUILDING SOLUTIONS, LLC
Business Name: ABM BUILDING SOLUTIONS, LLC
Owner Name: STEPHEN MCINTYRE
Business Location: 3260 NW 23 AVE STE E100
 POMPANO BEACH
Business Phone: 561-395-5773
Receipt #: 183-1929
Business Type: HEATING/AIRCONDITION CONTRACTR
 (CERTIFIED MECHANICAL
 CONTRACTOR)
Business Opened: 04/30/2009
State/County/Cert/Reg: CMC1250600
Exemption Code:

Rooms	Seats	Employees	Machines	Professionals			
		10					
Signature	For Vending Business Only						
	Number of Machines:			Vending Type:		Total Paid	
	Tax Amount	Transfer Fee	NSF Fee	Penalty	Prior Years		Collection Cost
	27.00	0.00	0.00	0.00	0.00	0.00	27.00

Receipt # WWW-20-00222041
Paid 07/12/2021 27.00

Building Value in Florida



K-12 Schools

Avant Garde Academy of Broward-Hollywood
Clay County School District
Collier County Schools
Duval County Public Schools
Escambia County School District
Gulf District Schools
Highlands County Public Schools
Hillsborough County Public Schools
Lighthouse Christian Academy
Miami Dade County Public Schools
Monroe County School District
Montverde Academy
Orange County Public Schools
Palm Beach Maritime Academy
Santa Rosa County District Schools
School District of Hillsborough
School District of Manatee County
School District of Palm Beach County
Volusia County School District
Washington County School District
Westminister Academy

Local Government

City of Boynton Beach
City of Cocoa Beach
City of Ocala
City of Satellite Beach
City of St. Cloud
City of Temple Terrace
City of Weston
City of Weston Parks & Recreation
City of Winter Park
Northwest Florida Fair Grounds
Osceola County
Pasco County
Town of Belleair
Town of Lake Clarke Shores

Other Projects

Northside Behavioral Health Center
National Oceanic & Atmospheric Administration



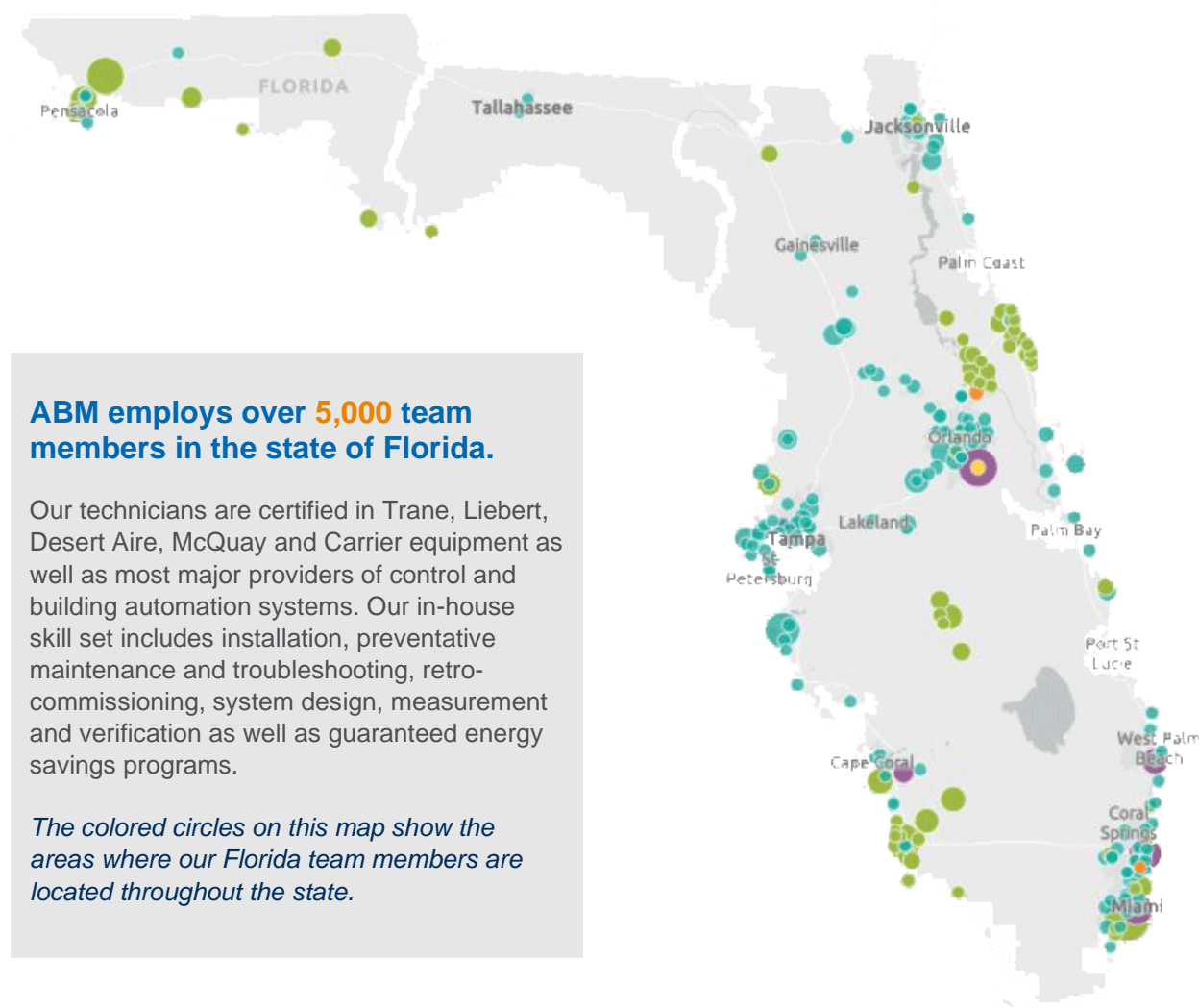
Higher Education

Barry University
Florida Gateway College
Florida SouthWestern State College
Lynn University
Northwest Florida State College
Nova Southeastern University
Pasco-Hernando State College
Pensacola State College
Rasmussen University
Southwestern University
Troy University
University of Central Florida
University of Miami
University of West Florida
Washington Holmes Technical Center

Our 3,800+ Certified Engineers Keep Your Buildings Running

ABM Building Services and Solutions is located in Pompano Beach, Sanford, and Tampa, FL. Nationwide, we have more than 100,000 team members serving 20,000 clients since 1901. We service approximately 4 billion square feet of facilities and maintenance of over 70,000 HVAC systems annually. With HVAC service, HVAC installation, building automation, plumbing and energy services departments, we have unparalleled technical expertise throughout Florida. Our facility engineers have been designing facility improvement measures for decades, our technicians have installed and serviced these same systems for an equal amount of time, and, for the last 40 years, we have been using this expertise to build financially viable, sustainable solutions for our clients through the guaranteed energy savings contracting process.

This alignment of in-house expertise means ABM Building Solutions can provide superior returns for our clients, while providing greater quality control because we sub-contract fewer services than anyone else in the industry.



Similar Projects



City of Satellite Beach, FL

\$1,403,470 Energy Savings Performance Contract
 \$287,330 Guaranteed Energy Savings (over 5-year term)
 \$73,186 Guaranteed Operational Savings (over 15-year term)

Town of Belleair, FL

\$1,112,390 Energy Savings Performance Contract
 \$353,892 Guaranteed Energy Savings (over 15-year term)
 \$764,525 Guaranteed Operational Savings (over 15-year term)
 \$986,000 in additional savings

Town of Lake Clarke Shores, FL

\$915,240 Energy Savings Performance Contract
 \$151,871 Guaranteed Energy Savings (over 15-year term)
 \$372,293 Guaranteed Operational Savings (over 15-year term)

Colquitt County Government, GA

\$7,055,040 Energy Savings Performance Contract
 \$4,768,799 Guaranteed Energy Savings (over 15-year term)
 \$3,445,164 Guaranteed Operational Savings (over 15-year term)
 \$2,400,000 in additional savings

Unified Government of Cusseta-Chattahoochee County

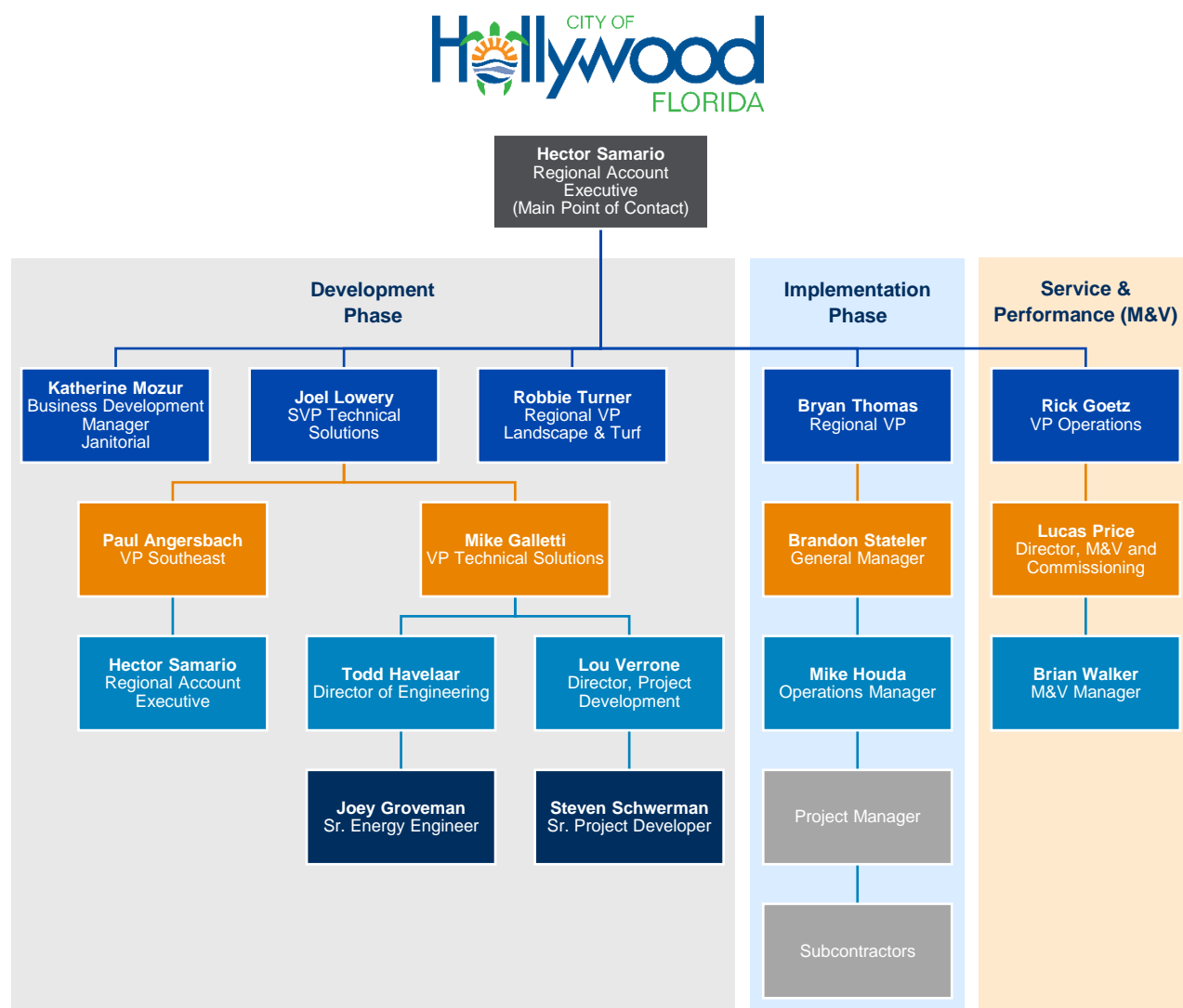
\$5,165,655 Energy Savings Performance Contract
 \$295,225 Guaranteed Energy Savings (over 20-year term)
 \$3,426,000 Guaranteed Operational Savings (over 20-year term)
 \$2,004,586 in additional savings

Please see section 4.2.6 References for completed Vendor Reference Verification Forms.

4.2.4 Organizational Profile & Project Team Qualifications

This section shall include a detailed profile of the organization and identify the project team. Providing this information on an organizational chart is recommended. This section shall also include resumes and credentials of the project team. Lastly include details of how each project team member will contribute to the project, in what capacity, and the level of involvement and their expertise. Provide a comprehensive summary of the experience and qualifications of the individual(s) who will be selected to serve as the project manager(s) and/or team members for the City.

ABM Building Solutions – Hollywood, FL



Personnel

ABM will assign a group of our most experienced and proven project leaders to the City's projects, some with over 30 years of experience in the field of facility services. Key team members can have a combined total of over 180 years of experience in the industry. We have been delivering energy retrofits since 1979. Our service technicians and project professionals have implemented Bundled Energy Services (BES), HVAC mechanical, and electrical projects in similar situations over the past 40 years.

The organizational chart and resumes in this section highlight the careers of the personnel leading the efforts on the City's projects. They are a diverse group of individuals with specific areas of expertise. Our project managers; public finance professionals; project, energy, and design engineers; and field staff will work to implement the solutions we co-author with the City.

ABM's energy professionals hold a wide range of certifications and accreditations that ensure they are meeting or exceeding client expectations on every project. Some of these include:

- **Professional Engineer (PE)** – Professional Engineers serve the public and keep them safe. They are required to demonstrate proficiency within a specific field of study and must pass an exam administered by the National Council of Examiners for Engineering and Surveying. PEs are licensed by state and must conform to continuing education requirements to keep their licenses.
- **LEED Accredited Professional (LEED-AP)** – LEED-Accredited Professionals demonstrate the ability to maximize energy efficiency while saving resources for future generations. They demonstrate experience and proficiency in green building analysis and design by passing an exam administered by the Green Building Certification Institute (GBCI).
- **Certified Energy Manager (CEM)** – Certified Energy Managers must pass an exam administered by the Association of Energy Engineers (AEE) that determines the knowledge of U.S. laws and guidelines surrounding the efficient use of resources and minimum operating requirements for buildings that serve the public.
- **Green Building Engineer (GBE)** – AEE's Certified Green Building Engineer (GBE) program awards special recognition to green building, design, and construction engineering professionals who demonstrate competence and ethical fitness for green building disciplines governing and affecting green building professionals.
- **Certified Indoor Air Quality Professional (CIAQP)** – CIAQP candidates must pass an exam on indoor environmental contaminants, mitigation strategies, and prevention techniques. CIAQP's are deemed competent and knowledgeable in air quality assessment, design, management, and problem mitigation.
- **High-Performance Building Design Professional (HBDP)** – Candidates who earn the HBDP certification demonstrate a well-rounded understanding of how HVAC&R design is integrated into high-performing buildings to achieve the overall goal of producing a sustainable HVAC&R design.
- **National Environmental Balancing Bureau (NEBB)** – NEBB is an International association certifying firms and qualifying supervisors and technicians in the following disciplines: Testing, Adjusting, and Balancing (TAB) of HVAC systems; Building Systems Commissioning (BSC); Sound and Vibration Measurement (S&V); Retro-commissioning (RCX); Fumehood Testing (FHT); and Cleanroom Performance Testing (CPT). NEBB also establishes and maintains industry standards, procedures, and work specifications for these disciplines.



Number of graduated, non-registered Architects/Engineers by discipline:

The following are numbers projected nationwide for ABM company-owned and franchise contractor network.

Structural Engineer > 10	LEED Accredited Professional > 75
Mechanical Engineers > 50	Certified Energy Manager > 50
Electrical Engineers > 50	Green Building Engineer > 15
Multi-Disciplinary Engineers > 20	Certified Green Indoor Air Quality Professional > 25
Systems Engineers > 20	Certified Energy Manager > 50
Professional Engineers > 25	Green Building Engineer > 15
Mechanical Engineers > 50	Certified Green Indoor Air Quality Professional > 25
High-Performance Building Design Professional > 10	

Your ABM team consists of the following disciplines:

- **Site Supervisor** – Provide technical support and job site leadership and management to assure a competent, highly qualified work force redeems customer commitments in a professional, high-quality and timely manner. Provide hands-on job site installation as required.
- **Service Manager** – Redeem operating unit gross profit objectives through leadership and management of staff while meeting contractual commitments to customers in a timely, high-quality manner.
- **Project Manager** – Plan, coordinate, direct and supervise personnel, subcontractors and vendors ensuring they complete work on time and within budget, for multiple small to multi-million-dollar projects with safety, quality, integrity, and client satisfaction. Provide hands-on job site installation as required.
- **Service Technician** – Troubleshoot, repair, maintain, and install HVAC and related equipment as assigned. Assume day to day coordination of specific agreements or projects as assigned to assure contractual commitments are met in a timely, cost effective manner.
- **Lead Technician** – Troubleshoot, repair, maintain, and install HVAC and related equipment as assigned. Assume day to day coordination of specific agreements or projects as assigned to assure contractual commitments are met in a timely, cost effective manner.
- **Installer** – Install, retrofit, and replace HVAC and related equipment as assigned in a timely, high quality manner.
- **General Manager** – Meet planned growth, profit, maintenance base and customer retention goals through leadership and management of staff. Implement the Linc System® while redeeming customer obligations in a timely, cost effective, high quality manner.



Responsibilities Matrix

Title	Name	Area of Focus	%*	Industry Experience
Account Executive	Hector Samario	Partnering with customers to identify, qualify, develop, and implement bundled financial and energy solutions.	100%	15 years
Senior VP, Technical Solutions	Joel Lowery	Ensures all contract and scope requirements are met, tracks project performance, and provides training for operations and project management.	100%	30 years
Regional VP, Landscape & Turf	Robbie Turner	Responsible for overall project management including estimate review, design, scheduling, managing, and overall project delivery.	100%	6 years
VP, Southeast Sales	Paul Angersbach	Provides leadership, establishes strategy, and sets the vision for Bundled Energy Solutions (BES) sales efforts.	100%	28 years
VP, Technical Solutions	Mike Galletti	Leads the national project development team, providing project oversight and ensuring standard operating procedures are adhered to.	100%	40 years
General Manager	Brandon Stateler	Oversees all resources including the financial performance of each project.	33%	15 years
Senior M&V and Commissioning Director	Lucas Price	Provides M&V plan development and execution guidance.	100%	20 years
Director of Engineering	Todd Havelaar	Develops energy conservation measures for projects, defining the scope of work with project engineering staff.	100%	33 years
M&V Manager	Brian Walker	Oversight, development and application of measurement and verification (M&V) plans, tools, models, and procedures.	100%	15 years
Senior Energy Engineer	Joey Groveman	Performs engineering design and energy savings calculations and leads project development, and energy analysis.	100%	11 years
Senior Project Developer	Steven Schwerman	Overall project development from inception through execution including technical solutions/project development.	100%	15 years
Vice President, Client Solutions	Kevin Brown	Evaluates new technologies for possible inclusion as energy conservation measures.	100%	25 years

* Percentage dedicated to Energy Savings Performance Contracts.



EDUCATION & QUALIFICATIONS

Bachelor of Science, Civil Engineering, California Polytechnic University

Master of Business Administration, University of Florida

2 years with ABM

15 years of energy related experience

CERTIFICATIONS & AFFILIATIONS

LEED Accredited Professional

Green Belt Six Sigma Certified

Hector Samario, LEED AP, MBA

Regional Account Executive

ROLE & RESPONSIBILITIES

With over 16 years of city infrastructure-related experience, Mr. Samario is the Project Lead and customer's primary point of contact. He takes overall responsibility for the project development including coordination of all project team members, lead the project processes through design, project negotiations, and finalizing the implementation strategy. Mr. Samario provides the entire project team with oversight to ensure the quality of work in the field and that the customer's objectives are achieved.

EXPERIENCE

ABM Building Services, LLC (2020 – Present)

Ameresco, Inc. (Jan 2019 – June 2020)

City Infrastructure Executive

Responsible for Florida's Local Government Market

Siemens Industry, Inc. (2010 – 2019)

City Infrastructure Executive

Responsible for Florida's Local Government Market

PROJECT HISTORY

- City of Ft. Lauderdale, FL – 2019
\$36 Million AMI Performance Contract (not implemented)
- Broward County, FL – 2019
\$8.6 Million Performance Contract
- City of Deerfield Beach, FL – 2019
\$9.2 Million Performance Contract
- City of Lake Worth, FL – 2016
\$23 Million Performance Contract
- City of Hallandale Beach, FL – 2015
\$5.7 Million Performance Contract



EDUCATION & QUALIFICATIONS

Bachelor of Science,
Mechanical Engineering,
Georgia Institute of
Technology

11 years with ABM

30+ years of energy
related experience

CERTIFICATIONS & AFFILIATIONS

Member, Energy
Services Coalition

Member, AWWA

Member, ASBO

EIT in GA

Joel Lowery

Senior Vice President, Sales

ROLE & RESPONSIBILITIES

As Senior Vice President of Sales, Joel assists ABM's market leaders in the United States to fund clients' critical infrastructure needs.

EXPERIENCE

ABM Technical Solutions (2011 – Present)

NORESCO (2008 – 2011)

Director for Technology Solutions

Started a new division focused on technology and its ability to save operational dollars as well as create new revenue streams for public clients.

Servidyne (2007 – 2008)

Executive Vice President, Sales and Marketing

Created a new solution sales department focused on bundling Servidyne's many business lines, product offerings.

Johnson Controls (1992 – 2007)

Regional Solutions General Manager

Managed solutions business for Southern part of the United States. Had responsibility for Sales and Engineering

PROJECT HISTORY

- Unified Government of Cusseta-Chattahoochee County – 2021
\$5.1 Million Performance Contract
- Colquitt County Government, Ph. II, GA – 2018
\$4.8 Million Performance Contract
- City of Satellite Beach, FL – 2019
\$1.4 Million Performance Contract
- Town of Belleair, FL – 2018
\$1.1 Million Performance Contract
- Town of Lake Clarke Shores, FL – 2018
\$915,240 Performance Contract
- City of Cocoa Beach, FL – 2019
\$1.2 Million Performance Contract
- Colquitt County Government, Ph. II, GA – 2018
\$4.8 Million Performance Contract
- Athens Christian Schools, Athens, GA – 2017
\$1.2 Million Performance Contract



EDUCATION & QUALIFICATIONS

Bachelor of Science,
University of Florida,
Gainesville, FL

5 years with ABM

6 years of related
experience

Robbie Turner

*Vice President of Operations
ABM Landscape & Turf Services*

ROLE & RESPONSIBILITIES

Joining ABM in November 2016, Robbie brings over 20 years of experience in the service industry as a professional with passion, vision and customer focus. He has directed the strategic direction and overall planning and control of complex, multi-unit locations at both the district and national levels. Robbie has on-boarded new accounts and assembled/developed highly effective teams that have displayed exceptional customer service.

EXPERIENCE

ABM Industries Incorporated (2016 – Present)

Aramark (1995 – 2005)

*Director of Operations
Residential District Manager
District Manager*



EDUCATION & QUALIFICATIONS

BSBA Business,
Ohio Northern University

Master of Business
Administration (MBA),
Executive Management,
Ashland University, OH

2 years with ABM

29 years of energy and
mechanical system
related experience

CERTIFICATIONS & AFFILIATIONS

FSBA (Florida School
Boards Association)

FCCMA (Florida City &
County Managers
Association)

NAESCO (National
Association of Energy
Service Companies)

Paul Angersbach, MBA

Vice President of Sales, Technical Solutions

ROLE & RESPONSIBILITIES

As the Vice President of Sales for ABM's Southeast Region, Paul Angersbach provides leadership, establishes strategy, and sets the vision for Bundled Energy Solution (BES) sales efforts to our clients in the Southeast. Paul ensures that each and every client is satisfied and referenceable.

EXPERIENCE

ABM Technical Solutions (2020 – Present)

Johnson Controls (1998 – 2020)

Area General Manager, Southeast Region
Held General Manager, Sales Manager and Senior Account Executive positions in the Midwest & Southeast for the Energy Services Business for 22 years.

FirstEnergy Utility (1993 – 1998)

Electric Utility and Geothermal HVAC positions.

PROJECT HISTORY

- Town of Lake Park, FL – 2019
\$1.7 Million Performance Contract
- City of Miami Beach, FL – 2019
\$3.6 Million Performance Contract
- Madison County School Board, GA – 2020
\$10 Million Performance Contract
- Gulf District Schools, Port St. Joe, FL – 2020
\$21 Million Performance Contract
- Broward County Public Schools, Ft. Lauderdale, FL – 2020
\$4.5 Million Performance Contract
- Holly Springs School District, MS – 2021
\$1.1 Million Performance Contract
- Grady County Commissioners, GA – 2020
\$5.6 Million Performance Contract
- City of Atlanta, GA – 2018
\$13.1 Million Performance Contract
- Baptist Memorial Hospitals, Memphis, TN – 2020
\$17 Million Performance Contract



EDUCATION & QUALIFICATIONS

Eastern Michigan University

Detroit Engineering Institute

Total Technical Institute

27 years with ABM

40+ years of energy & mechanical system related experience

CERTIFICATIONS & AFFILIATIONS

Association of Energy Engineers (AEE),
Certified Energy Manager (CEM)

CFC Certification (Universal)

American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE)

Mike Galletti, CEM

Vice President, Technical Solutions

ROLE & RESPONSIBILITIES

Mike Galletti leads the national project development team, providing project oversight and ensuring standard operating procedures are adhered to. Develop energy conservation measures for projects and define scope of work with project sales and engineering staff. Develop technical proposal documents incorporating discipline engineering, financial and turnkey service solutions. Coordinate with project management staff to define equipment selection criteria to ensure the final product meets or exceeds the customer expectations. Calculate energy savings from recommended solutions to determine financial payback. Communicate with building management, owners, and engineers to establish viable Energy Conservation Measures.

EXPERIENCE

ABM Industries Incorporated (1995 – Present)

Honeywell (1981 – 1995)

Service Manager

Provided management and support to the company's service teams to redeem booking plans, activity, actual gross profit, and net operating income.

PROJECT HISTORY

- Unified Government of Cusseta-Chattahoochee County – 2021
\$5.1 Million Performance Contract
- Colquitt County Government, Ph. II, GA – 2018
\$4.8 Million Performance Contract
- City of Satellite Beach, FL – 2019
\$1.4 Million Performance Contract
- Town of Belleair, FL – 2018
\$1.1 Million Performance Contract
- Town of Lake Clarke Shores, FL – 2018
\$915,240 Performance Contract
- City of Cocoa Beach, FL – 2019
\$1.2 Million Performance Contract
- Madison County Schools, Danielsville, GA (Ph 1-5) – 2002-2021
\$31.3 Million Performance Contract
- El Paso Independent School District (Ph 1-2) – 2018-2020
\$19.9 Million Performance Contract



EDUCATION & QUALIFICATIONS

Bachelor of Business Administration, Brandman University

Master of Business Administration, Brandman University

7 years with ABM

16 years of energy related experience

Brandon Stateler, MBA

General Manager

ROLE & RESPONSIBILITIES

Multi-faceted Leader with full P&L responsibility for multiple branches in Florida driving organizational growth through proven leadership, financial acumen, and advanced business intelligence. Focus driven on organizational restructuring, cost analysis, revenue generation, customer retention, and culture building.

EXPERIENCE

ABM Building Services, LLC (2015 – Present)

Advanced Automated (2006 – 2015)

Service Manager

Responsible for operations department servicing Building Automation in Class A Commercial Buildings and Hospitals.

Genea Energy (2009 – 2011)

Operations Manager

First group of employees to assist with the startup of a SaaS company as a sister company to Advanced Automated. SaaS platform was built to capture unrecognized revenue through afterhours tenant billing on HVAC and Lighting usage.

PROJECT HISTORY

- Lompoc Unified School District, CA – 2020
\$14.5 Million Performance Contract
- City of Montebello, CA – 2020
\$6.5 Million Performance Contract
- Roybal Phase 2A, Los Angeles, CA – 2015
\$32 Million Performance Contract
- Roybal Phase 2B, Los Angeles, CA – 2018
\$14 Million Performance Contract



EDUCATION & QUALIFICATIONS

Bachelor of Science,
Mechanical Engineering
(BSME), Purdue
University

4 years with ABM

21 years of energy and
mechanical system
related experience

CERTIFICATIONS & AFFILIATIONS

American Society of
Heating, Refrigerating
and Air-Conditioning
Engineers (ASHRAE)

American Society of
Mechanical Engineers
(ASME)

Association of Energy
Engineers (AEE)

Lucas Price

Director of M&V and Commissioning

ROLE & RESPONSIBILITIES

As Senior M&V Manager, Lucas provides M&V plan development and execution guidance to the ABM M&V team. He also oversees project development and project delivery staff, as well as third-party vendors.

EXPERIENCE

ABM Industries Incorporated (2018 – Present)

Honeywell (2001 – 2018)

Project development and energy engineering

PROJECT HISTORY

- Unified Government of Cusseta-Chattahoochee County – 2021
\$5.1 Million Performance Contract
- Colquitt County Government, Ph. II, GA – 2018
\$4.8 Million Performance Contract
- City of Satellite Beach, FL – 2019
\$1.4 Million Performance Contract
- Town of Belleair, FL – 2018
\$1.1 Million Performance Contract
- Town of Lake Clarke Shores, FL – 2018
\$915,240 Performance Contract
- City of Cocoa Beach, FL – 2019
\$1.2 Million Performance Contract
- Madison County Schools, Danielsville, GA (Ph 1-5) – 2002-2021
\$31.3 Million Performance Contract (across five phases)
- El Paso Independent School District (Ph 1-2) – 2018-2020
\$19.9 Million Performance Contract (across two phases)
- Pulaski County Government, GA – 2020
\$3 Million Performance Contract
- Chattahoochee County School System, Cusseta, GA – 2020
\$5.4 Million Performance Contract
- Grady County School System, Cairo, GA – 2019
\$14 Million Performance Contract
- Georgia Institute of Technology, Atlanta, GA – 2019
\$6.5 Million Performance Contract
- Goose Creek Consolidated Independent School District, TX –
2019, \$43 Million Performance Contract



EDUCATION & QUALIFICATIONS

Bachelor of Science,
Electrical Engineering
(BSE), South Dakota State
University, SD

9 years with ABM

30+ years of energy and
mechanical system related
experience

CERTIFICATIONS & AFFILIATIONS

E.I.T. – South Dakota

Member, American Society
of Heating, Refrigerating
and Air-Conditioning
Engineers (ASHRAE)

Member, U.S. Green
Building Council (USGBC)

Member, American Water
Works Association
(AWWA)

Association of Energy
Engineers (AEE)
Certified Energy Manager
(CEM) #10171

Certified Measurement &
Verification Professional
(CMVP) #6572

Todd Havelaar, CEM, CMVP, LEED AP

Director of Engineering

ROLE & RESPONSIBILITIES

Todd Havelaar is responsible for developing energy conservation measures for projects and defining the scope of work with project engineering staff. Todd calculates energy savings for recommended solutions, determining financial payback. He also develops project measurement and verification (M&V) processes.

EXPERIENCE

ABM Technical Solutions (2013 – Present)

Honeywell, Inc. (1988 – 2013)

Performance Contracting Engineer

PROJECT HISTORY

- El Paso Independent School District, El Paso, TX (Ph. 2) – 2020, \$9.5 Million Performance Contract
- Lompoc Unified School District, Lompoc, CA – 2020 \$14.4 Million Performance Contract
- Goose Creek Consolidated Independent School District, Baytown, TX (Phase 2) – 2021, \$860,000 Performance Contract
- Goose Creek Consolidated Independent School District, Baytown, TX (Phase 1) – 2019, \$43 Million Performance Contract
- El Paso Independent School District, El Paso, TX (Phase 1) – 2018, \$10.8 Million Performance Contract
- City of Oroville, CA – 2017 \$3.3 Million Performance Contract
- Ysleta Independent School District, TX – 2016 \$33 Million Performance Contract
- Edgewood ISD, Edgewood, TX – 2016 \$1.3 Million Performance Contract
- Arnot Ogden Medical Center, Elmira NY – 2014 \$8 Million Performance Contract
- Anderson County School District 3, Anderson, SC – 2014 \$5 Million Performance Contract
- Jeff Davis County School District, Hazlehurst, GA – 2014 \$4 Million Performance Contract



EDUCATION & QUALIFICATIONS

Bachelor of Science,
Engineering, Georgia
Institute of Technology

12 years with ABM

16 years of energy and
mechanical system
related experience

CERTIFICATIONS & AFFILIATIONS

Association of Energy
Engineers (AEE),
Certified Energy
Manager (CEM #15363)

Professional Engineering
Licensed in the state of
Georgia (PE 037133)

Brian Walker, CEM, PE

M&V Engineer

ROLE & RESPONSIBILITIES

As Measurement and Verification (M&V) Manager, Brian provides Technical Solutions development, energy savings calculations, and Measurement & Verification.

EXPERIENCE

ABM Technical Solutions (2010 – Present)

Teng & Associates (2008 – 2010)

HVAC/Energy Engineer

Performed energy audits and renewable energy studies for VA hospitals; Analyzed energy savings on audited sites and given theoretical equipment retrofits; Performed retro-commissioning functionality testing at GSA sites.

Hines Interests LLP (2006 – 2008)

Building Engineer

Operated and maintained building MEP systems for 1.5 million sf property; Operated BMS systems at properties; Managed property life safety, building keying, IAQ programs.

PROJECT HISTORY

- Pulaski County Government, GA – 2020
\$3 Million Performance Contract
- Chattahoochee County School System, GA – 2020
\$5.4 Million Performance Contract
- Irwin County Government, GA – 2020
\$1.7 Million Performance Contract
- Grady County School System, GA – 2020
\$14 Million Performance Contract
- Georgia Institute of Technology, Atlanta, GA – 2019
\$6.5 Million Performance Contract
- Lowndes County Schools, GA – 2018
\$9.2 Million Performance Contract
- Connellsville Area School District, PA – 2017
\$14.8 Million Performance Contract
- City of Temple Terrace, FL – 2016
\$3.1 Million Performance Contract



EDUCATION & QUALIFICATIONS

Bachelor of Science,
Mechanical Engineering,
Georgia Institute of
Technology

4 years with ABM

12 years of energy related
experience

CERTIFICATIONS & AFFILIATIONS

Association of Energy
Engineers (AEE),
Certified Energy
Manager (CEM) #
20921

Professional Engineering
(PE) Licenses in the states
of:

AL (License # 37753)

GA (License # 039976)

FL (License # 85758)

KY (License # 33267)

SC (License # 39240)

TN (License # 120965)

Joey Groveman, PE, CEM

Senior Energy Engineer

ROLE & RESPONSIBILITIES

As Senior Energy Engineer, Joey performs engineering design and energy savings calculations. Joey also leads project development, energy analysis and customer technical presentations. He also recommends solutions that maximize energy savings while minimizing the impact to building operations.

EXPERIENCE

ABM Technical Solutions (2018 – Present)

Energy Systems Group (2014 – 2018)

Project development and energy engineering

Siemens (2010 – 2014)

Project development and energy engineering

PROJECT HISTORY

- Unified Government of Cusseta-Chattahoochee County – 2021
\$5.1 Million Performance Contract
- Colquitt County Government, Ph. II, GA – 2018
\$4.8 Million Performance Contract
- City of Satellite Beach, FL – 2019
\$1.4 Million Performance Contract
- City of Cocoa Beach, FL – 2019
\$1.2 Million Performance Contract
- Pulaski County Government, GA – 2020
\$3 Million Performance Contract
- Chattahoochee County School System, Cusseta, GA – 2020
\$5.4 Million Performance Contract
- Peach County, GA – 2016
Aiken County School System, Aiken, SC – 2019
\$42.2 Million Performance Contract
- Grady County School System, Cairo, GA- 2019
\$14 Million Performance Contract
- Bryan County Government, GA – 2019
\$11.5 Million Performance Contract
- Dooly County Government, GA – 2019
\$4.9 Million Performance Contract



EDUCATION & QUALIFICATIONS

Bachelor of Science,
Biological Sciences
University of Missouri

Degree Name,
College/University

3 years with ABM

15 years of energy related
experience

CERTIFICATIONS & AFFILIATIONS

Certified Energy Manager
(CEM) (License #21230)

Certified Measurement and
Verification Professional
(License #4305)

Certified Energy Auditor
(License #1502)

Association of Energy
Engineers (AEE)

Project Management
Professional (PMP),
Project Management
Institute (PMI)

Steven Schwerman, CEM

Senior Project Developer

ROLE & RESPONSIBILITIES

With over 15 years of experience, Mr. Schwerman is responsible for the development of energy conservation measures and providing comprehensive technical solutions to generate energy and operational savings. He is a member of the Association of Energy Engineers and is an expert in inspecting, surveying and analyzing facilities utility consumption for energy conservation.

EXPERIENCE

ABM Building Services, LLC (2019 – Present)

ConEdison Solutions (2016 – 2019)

Manager of Measurement & Verification (M&V)

Responsible for the measurement and verification of energy, cost and maintenance savings.

Constellation Energy (2014 – 2016)

Performance Assurance Engineer

Managed the project measurement and verification phases, strategic development and maintenance contracts.

PROJECT HISTORY

- City of Satellite Beach, FL – 2019
\$1.4 Million Performance Contract
- City of Cocoa Beach, FL – 2019
\$1.2 Million Performance Contract
- Florida State College Jacksonville, FL – 2017-2019
\$20.3 Million Performance Contract
- Indian River County Schools, FL – 2016 – 2019
\$4.7 Million Performance Contract



EDUCATION & QUALIFICATIONS

Bachelor of Science,
Aerospace Engineering,
Auburn University, AL

14 years with ABM

25 years of energy &
mechanical system related
experience

CERTIFICATIONS & AFFILIATIONS

PE – Virginia, Mechanical
0402-033968

Association of Energy
Engineers (AEE); CEM
#8772

GBE #498, CMVP #4162

Certified Indoor Air Quality
Professional (CIAQP)

American Society of
Heating, Refrigerating and
Air-Conditioning Engineers
(ASHRAE)

U.S. Green Building
Council (USGBC)

LEED-AP, CMVP, EMP,
HBDP, AEE, NSPE;
ASES; ISES; SAME; EMA;
Southface Institute; GSEA;
MENSA

Kevin Brown, PE, LEED AP, CEM, CMVP, EMP, HBDP

Vice President of Client Solutions

ROLE & RESPONSIBILITIES

As the Vice President of Client Solutions Kevin focuses on assessing and improving indoor air quality for our customers. As a member of ABMs Expert Advisory Council we focus on the Enhanced Clean and Enhanced Facility programs, Kevin vets new technologies, learning the nuances, maintenance of, and how to apply and maintain them, and how to prove their efficacy. Kevin helps the ABM team establish better ways to ensure that our customers, and their constituents, feel safe and secure about reoccupying their buildings.

EXPERIENCE

ABM Industries Incorporated (2007 – Present)

Honeywell, Inc. (2006 – 2007)

Performance Contracting Engineer – Federal Team

Assess energy savings opportunities and identify risk factors associated with energy performance guarantees.

Honeywell Atrium (2001 – 2006)

Senior Engineer

Responsible for Energy Awareness Program with Regal Entertainment Group using interval meter data to identify low/no cost savings opportunities.

PROJECT HISTORY

- Colquitt County Government, Ph. II, GA – 2018
\$4.8 Million Performance Contract
- City of Satellite Beach, FL – 2019
\$1.4 Million Performance Contract
- City of Cocoa Beach, FL – 2019
\$1.2 Million Performance Contract
- Town of Belleair, FL – 2018
\$1.1 Million Performance Contract
- Madison County Schools, Danielsville, GA (Ph 1-5) – 2002-2021
\$31.3 Million Performance Contract
- El Paso Independent School District (Ph 1-2) – 2018-2020
\$19.9 Million Performance Contract
- Pulaski County Government, GA – 2020
\$3 Million Performance Contract

4.2.5 Approach to Scope of Work

Provide in concise narrative form, your understanding of the City's needs, goals and objectives as they relate to the project as described in the scope of services, and your overall approach to accomplishing the project. Give an overview on your proposed vision, ideas, and methodology. Describe your proposed approach to the project. As part of the project approach, the firm shall propose a scheduling methodology (timeline) for effectively managing and executing the work in the optimum time. Also provide information on your firm's current workload and how this project will fit into your workload. Describe available facilities, technological capabilities, and other available resources you offer for the project. Provide an overview of your understanding of the City's vulnerability to the effects of climate change and sea level rise and your goal to address resiliency through projects assigned to your firm.

Interpretation of Scope, Goals and Objectives

First and foremost, the most important objective for this project, and with all things Hollywood, is to support the City's Vision Statement:

South Florida's Top City to Live, Learn, Work, Invest and Play.

Part and parcel to achieving this Vision is the City's ability to provide quality City Services and Facilities, all while facing the realities of a South Florida Coastal city, including Climate Change & Sea level Rise, local (King Tides) Flooding, and Ocean Outfall Compliance.

In support of the City's Long-term Vision, ABM will support staff and compliment the following focus areas:

- **Infrastructure and Facilities – Back of House**

Although not normally customer facing, there are many “back of the house” upgrades on which ABM will focus, including Chiller & HVAC equipment, Coil Coating, Building Automation, indoor lighting, Indoor Air Quality, Occupancy Sensors, Water Conservation, irrigation upgrades, and building envelope.

Also viewed as “back of the house” are upgrades and efficiencies generated at water and wastewater plants. ABM will work with Director Vivek Galav, P.E., and his staff, to identify specific focus areas and needs, including Inflow & Infiltration (I&I) program, Large meter evaluation and improvements, Advanced Metering Infrastructure (AMI) and Smart Utility upgrades, and Ocean Outfall Compliance updates.

Although not forward facing, these “back of the house” upgrades can have a significant impact on the City's carbon footprint and energy reductions and reduce the City's Capital Improvement Budget by millions of dollars.

- **Infrastructure and Facilities – Customer Facing**

Customer facing upgrades are those intended to provide efficient, cost-effective, and up-to-date technologies that provide a benefit to the residents and businesses of the City of Hollywood. Following are some ABM focus areas on which ABM will be focused:

- Work with staff to develop, as part of this project, a building energy efficiency and renewable energy readiness policy for City buildings

- Street Light Conversion to LED Technologies, include LED Retrofit Kits
- Sport Light Conversion to LED Technologies, including sports fields and the various tennis courts, basketball courts, etc.
- Upgrade Parks Scoreboards where appropriate
- Electric Vehicle (EV) Charging infrastructure and support the City with its ambitions for Fleet Conversion to EV
- Renewable Energy, including rooftop, ground mounted, or floating technologies
- Upgrade to Artificial Turf to increase playability, rental, and durability, where appropriate
- LED Lighting in Parking lots and garages
- Parking Garage parking guidance systems, where needed
- Upgrade old water fountains with new water bottle fountains
- Maintenance and replacement of City facility roofing systems

- **Quality of Life and Strong Neighborhoods**

Key to any City is the ability to provide “quality of life” facilities and services to its community. To this end ABM will work with staff to explore the following project opportunities:

- Artificial Turf at Dowdy Fields
- New Pickleball Courts at Jefferson Park and Jefferson Park, if new rental incomes sufficient

- **Economic Vitality**

Tied to Economic Vitality is offering services and infrastructure that can be unique to the City of Hollywood, and attractive to potential residents and businesses. To this end ABM will work with staff to explore the following project opportunities:

- Repairs and reconstruction of Hollywood Marina facilities and piers, which are necessary to ensure safe operations and that will enhance revenue streams for the City
- New Sports Court to expand recreation services and opportunities
- Electric Vehicle (EV) Charging infrastructure and support the City with its ambitions for Fleet Conversion to EV
- Advanced Metering Infrastructure (AMI) and Smart Utility Technologies
- Real-time, or near real-time Customer-facing Portal that enables residents and businesses to monitor consumption and establish consumption limits (water conservation)

- **Resilience and Sustainability**

Having served for 9 years on Broward County’s Climate Change Task Force, Hector Samario, your project lead, is very familiar with the various challenges facing Broward County cities. Moreover, Hector was instrumental in the development of the Energy Element of Broward County’s 2015 Climate Action Plan as the Subcommittee Chair for this Element. In addition, your Project Lead brings to the City of Hollywood the following areas of expertise:

STATEMENT OF QUALIFICATIONS

- Served 7 years on the Board for the US Green Building Council (USGBC), South FL Branch
- Served 3 years on the Sustainability Committee with the International City and County Management Association (ICMA)
- Active member of the USGBC Florida Policy, Advocacy, and LEED for Cities & Communities Committee
- Active member of the Dream in Green Broward Engagement Committee, a committee focused on bringing Sustainability Education to the K12 community

Leveraging this vast experience with Broward County, ABM will work with staff to ensure support of Sustainability goals tied to Climate Change, Sea Level Rise, Transportation, the Built Environment, Energy Resources, Water and Natural Resources.

With regards to how to best support the City of Hollywood, ABM will maintain focus on two overarching goals:

- Mitigate the effects of climate change by reducing greenhouse gas emission in line with City long-term objectives
- Increase the resiliency of the Hollywood community to the effects of climate change



● Facility and Grounds Maintenance Services

Finally, ABM can provide a **critical** component of the project Scope, and that is long-term support and care for the technologies, equipment, and facilities upgrades included in this project. From facility, HVAC, and electrical services, to landscaping, grounds and janitorial, ABM is the only company responding to this solicitation with local and in-house capabilities to fully support the City of Hollywood and this project scope.

ABM fully understands that the savings and revenue enhancements used to fund this project are critical and necessary and will leverage its expertise and resources to maximize these financial benefits. However, ABM also understands that it is vitally important that the City continue to provide a high standard of service, and this project can assist the City in facilitating that high standard.

ABM is committed to working with the City of Hollywood to upgrade facilities and services so that the City can support their mission statement of **providing a high standard of public service**.

Technical Approach

ABM will conduct an on-site survey of the City of Hollywood's lighting; heating, ventilating, and air conditioning (HVAC) equipment; water usage; building envelope; and facility operations. In the survey, we will evaluate the energy and utility consumption and costs (fuel oil, natural gas, electric, water, and sewer), as well as the existing building control strategies. We also review the operation schedules for each facility and miscellaneous "plug load" equipment (copiers, computers, and vending machines). The City of Hollywood will receive a description of the savings potential from the measures evaluated in our Investment Grade Audit (IGA) and will be shown additional project funding that can be generated by leveraging these savings.

Establishing Baseline

Baseline energy use, developed during the Investment Grade Audit (IGA), is the monthly and annual energy output from current equipment, occupancy, and operational methodology.



In determining a baseline, ABM will:

- Analyze energy usage records for the past three years, considering any changes in facility equipment and operations that would alter the usage during that three-year period.
- Obtain a thorough understanding of the programmatic activities conducted in each building, as well as an understanding of the electrical and mechanical equipment operating patterns.
- Develop an energy and water usage computer simulation model for the facility and calibrate using actual data. This calibrated model is used as a tool for evaluating energy savings for specific Energy Conservation Measures (ECMs) and accounting for energy consumption interactions between ECMs.

Once we have an annual baseline, we review prior years to determine if anything significant has changed. If the pattern is consistent, we have good reason to believe that the building is operating as its equipment and controls system will currently allow.

Total Monthly Energy Use by Building

After completing mechanical drawings, data logging, and a survey, ABM will perform an in-depth end-use analysis. This gives the City and ABM a better understanding of building energy use based on the load profile, occupancy patterns, and overall system efficiencies.

Adjustment to Baseline Methodology

The baseline(s) for all forms of energy can increase or decrease over the term of a guaranteed energy performance contracting program. One common reason for an apparent decrease is a dynamic facility – a facility that is modified for reasons outside the scope of the energy savings performance contract. Accordingly, the baseline(s) established during the IGA will need to be modified from time to time to account for major equipment or operational changes made at a facility, such as opening a new wing of a building or replacing a major piece of electrical equipment.

**Other typical changes may include:**

- Occupancy schedule changes
- Additional miscellaneous equipment
- Remodeled buildings
- HVAC schedule changes
- New HVAC (cooling) equipment

ABM will obtain data associated with changes at the facility and will furnish questionnaires to assist the City's designated personnel in providing required information. We model the questionnaire after ones we found effective in similar programs and customize it to accommodate your record-keeping methods.

As the City informs us of any changes that may impact energy use, we will measure the effects on the overall energy use of the facility. The additional calculated monthly usage will be presented to the City for review and approval and added to the baseline(s) for use in the savings calculations.

Restoration of Energy Using Equipment

Restoring non-operable equipment will cause an increase in the amount of energy used, particularly electricity. ABM's proprietary in-house comprehensive energy analysis software program can compute the anticipated annual utility consumption for these devices with an accuracy of +/-3%. It can also account for degradation of efficiency in rebuilt equipment.

We recommend adding the annual energy use from restored equipment to the initial baseline for the appropriate facility. We will subtract the actual energy use after the implementation of the program from the adjusted baseline.

Operations and Maintenance







Operations and Maintenance (O&M) savings will be established by thorough review of maintenance records provided by the City. The service calls are categorized into lighting, controls, air handling equipment, chillers, boilers, unitary equipment, and other. The annual operating and maintenance costs avoided through the implementation of the energy conservation measures are developed by attributing all, or a portion of, the maintenance cost directly affected by the energy conservation measures. The energy conservation measures could affect maintenance costs through new or extended warranties or re-commissioning of an existing system.

Our program has considered a limited amount of operational savings. While we feel that there is a significant opportunity for savings in the O&M budget, these costs were not available at the time of the proposal development. Once we define actual costs, ABM will put together a projected cost savings analysis associated with O&M.

We will begin by reviewing budget and expenditure reports with the City of Hollywood to gain an understanding of what types and quantities of supplies and parts are purchased on an annual basis. Sometimes a review of a major vendor's purchasing history is necessary. In addition, we will review maintenance contracts and outsourced maintenance items with the City. Finally, we calculate the effect of the energy conservation measures on budgets and recommend to the City amounts that can be used as savings.

Operational and Maintenance Savings

Operational and Maintenance savings are an additional benefit to energy saving performance contracts. Depending on the final measures the City selects, savings can stem from the following:

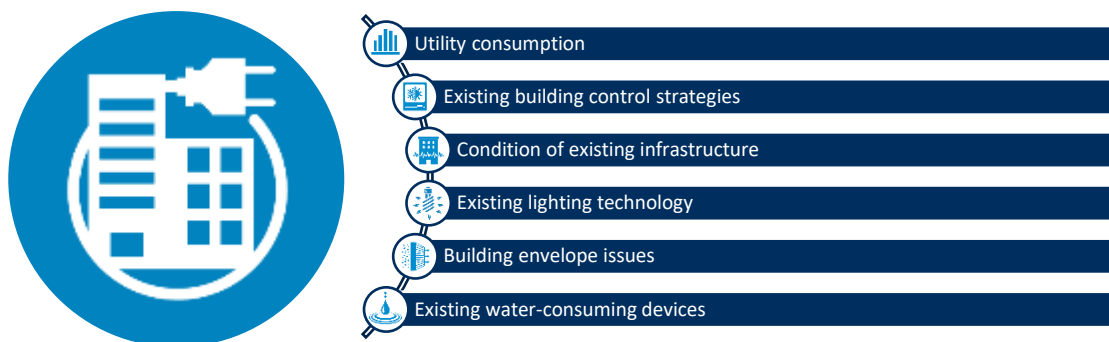
 <p>Lighting – Reduced replacement costs for bulbs and ballasts.</p>	 <p>HVAC – Reduced maintenance, labor and materials from replacement of old equipment.</p>
 <p>Controls – Eliminate labor spent on manual adjustments and overrides.</p>	 <p>VoIP (Voice over IP) – Reduced telecom costs.</p>
 <p>Training – Improved efficiency in preventive maintenance and ongoing facility operations tasks.</p>	 <p>Behavior – Curriculum integration drives reduced consumption from conservation behaviors adopted by students and faculty.</p>

General Approach to Investment Grade Audits

The investment grade audit (IGA) process addresses the City's needs through proven methods of discovery. ABM will identify opportunities for improvement and savings, allowing us to work with you to craft a tailored, value-based solutions package. We seek input from people at all levels of your organization to gain the greatest understanding of the unique challenges, objectives, and expectations you face every day. Each person involved from your organization will have ownership in the outcome, ensuring the success of your project. Your people know your facility best.

Once the City has reviewed the preliminary assessment and approves the process, the IGA will be implemented. A detailed analysis will provide you with firm numbers for the energy savings and the cost of our recommended improvements. Our team will also look at how we can enable the replacement of existing infrastructure that is beyond its useful life.

During the IGA we will evaluate:



Through discussions with your staff, we will obtain information regarding building and site drawings, operating systems, building envelopes, recent modifications or renovations, and any planned changes. We will also study building plans, observe energy consuming equipment, and review the following:

- Internal uses by people
- Uses by miscellaneous “plug load” equipment, such as copiers, computers, vending machines, etc.
- Operation and occupant schedules for each facility in conjunction with previously determined equipment load

We will evaluate the feasibility of installing energy conservation measures (ECMs) to reduce utility costs associated with operating the building. Application to each specific building will be observed, as well as the impact on the ability of the system to provide climate control. It is our engineering and design team's goal to demonstrate and evaluate how the project will improve the efficiency of the City's facilities through the reduction of utility consumption and operational expenditures. The net financial benefit of the measures will be entered into a pro forma to determine the financial impact of the program.

Audit Tools

ABM utilizes a customized version of a proprietary auditing system developed specifically for Investment Grade Audits. The system utilizes web-enabled tablet devices for collection of field data, including line-by-line audit information, linked photographs, free-form field drawings, and dictation by the auditor. The system uses multiple databases to create a profile of the existing site equipment and controls conditions based on field-entered data. After the audit, the design, pricing, and proposal is created for the project, with detail available in various summary formats, including by building, by building type, fixture type, etc. This is a real-time, web-enabled, and fully integrated system.

Audit tools include:



Table device for field collection of data



Hand tools for opening fixtures and controls



Wattage meter for pre and post M&V, as needed



Data loggers for run time and occupancy studies



Digital Cameras



Air flow and water meters

**All audit tools will be calibrated per manufacturer's recommendation prior to use*

After using these tools, we put these findings in a detailed technical audit. This involves a thorough examination of the facility's operational budget and the relationship between expenses and services received. Our engineers and facility management reports can analyze every aspect of the operation, from utility rates to lighting upgrades. Our comprehensive study guarantees an efficient operation and addresses the concern on environmental and future local, state, and federal guidelines.

Schedule and Timeline for the IGA

Typically, the IGA takes approximately 12 – 16 weeks from signed timeline until completion. Upon acceptance and signature of the IGA, ABM can immediately mobilize our development team to begin the audit process. Data is collected and the walk-through typically begins within a week.


Sample IGA Timeline

Step	Estimated Time to Complete	Duration of IGA (Weeks)															
		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Energy Engineering	4-8 weeks																
Pricing	3-4 weeks																
Guarantee	1-2 weeks																
IGA Report	2 weeks																

Identifying and Designing Improvement Measures

When a facility is properly cared for and maintained, it has a longer life cycle and reduced total operating cost. Our goal is to work with the City to upgrade aging buildings systems, perform operational improvements, guarantee all costs with no change orders, and provide a funding strategy that allows this program to be implemented.

For over 20 years, research has proven that improved physical environments have positive effects on learning, worker productivity, health, performance, and absenteeism. The changes in the physical environment that can positively affect the working process are:

				
Improved lighting levels & increased natural light	Improved humidity & temperature control	Removal of hazardous waste	Reduced noise levels	Improved ventilation & indoor air quality

Our projects involve a wide array of technologies. Traditional measures include lighting; heating, ventilation, and air conditioning; energy management systems; motors; heat exchangers; building envelope (windows and roofs); central plants; and boiler and chiller upgrades. We have included non-traditional measures in projects, such as upgrading restrooms, re-configuring classroom and office space, and updating flooring, façades, and technology cabling. We have the in-house technical expertise to offer cutting-edge solutions, such as web-based energy information systems, onsite generation/cogeneration, and renewable power sources, like fuel cells, micro turbines, wind generation, electric vehicle charging stations, and solar thermal / photovoltaics.

ABM's business is, and will continue to be, the implementation of comprehensive energy efficiency retrofits and upgrades through our performance-based process. With regard to our implementation of successful energy savings performance contracts, we encourage you to contact our prior customers so they can speak on our behalf.



Mechanical Service and Repair

ABM will work with the City of Hollywood to customize our implementation plans based on the specific issues and the technologies employed. We develop this plan in acute detail as we work with your staff to gain a clear understanding on how our construction team should interface with your staff. ABM will work in strict accordance with City procedures, rules, and regulations for site orientation and contractor admittance requirements. The safety of your staff and our own personnel is of paramount importance.

Our team will be prepared to implement projects in a manner that ensures success. We conduct progress meetings, which include an agenda and post meeting notes provided at your request. Our project team's level of communication and responsiveness has set a new industry standard and has earned us the respect and appreciation of our clients.

Since ABM is a licensed mechanical and electrical contractor with a large group of service technicians and project installers, we avoid the mark-up stacking scenarios shared by our competitors and maximize the full benefit for the City of Hollywood. Our plan is to use our own team members to install the system most appropriate to meet your objectives. As one of the Nation's largest mechanical contracting organizations, we are able to negotiate the most attractive pricing from suppliers. We will use our national buying agreements with all the major HVAC and electrical manufacturers. We purchase supplies locally, where possible and practical, to provide stimulus to the local economy.

Detailed Project Schedule

ABM will provide a detailed project schedule to illustrate how we build an implementation timeline. We understand the final timeline will require close coordination with City stakeholders, including administration and maintenance personnel. Gathering the input of all stakeholders will ensure that no surprises occur during the implementation process. We understand the need to stick to firm start and completion dates and can demonstrate numerous successful projects we have completed in the Local Government setting.

Methods and Equipment

Project Management

Project Management traditionally refers to managing a project's installation or proposed upgrades upon completion of engineering and signed contracts. ABM's Project Managers provide support throughout the entire project, offering insight into the design and estimation of the job, approving the proposed schedule, and remaining a key team player through project close-out.

Our Project Managers, each with at least 15 years in the industry, are experienced working within the local government large project environment. The most complicated projects run smoothly because of their clear communication on schedules and always meeting or exceeding client expectations.

ABM has an outstanding reputation for quality installations and works hard to complete projects on or before schedule. Quality control during fabrication ensures an efficient installation. By fabricating all materials in a regulated environment, ABM can create custom plumbing, process piping, stainless steel piping, and HVAC systems. Fabricating in our shop enables greater control of quality, productivity, and scheduled delivery every time. When we come to the job site, we are equipped to minimize interruptions and downtime.

We are not a product manufacturer. We are completely product and vendor independent, giving our customers choices. We will work with the City to implement equipment and processes that are the right solutions for your specific technical and financial needs.

When evaluating potential products / manufacturers for any project, we look at all possible quality vendors. Most of our pre-approved vendors have gone through rigorous tests – evaluating efficiency, maintenance and operations, training, and more. We are open to work with any manufacturer, we only ask that we can verify their quality and efficiency.

As a large National Company, ABM has extensive national purchasing agreements with many manufacturers. This allows our clients to get the best pricing available for their projects. Some of these manufacturers include:



Schedule of Key Milestones and Project Phases

It's important to understand the immense amount of time and planning that goes into creating and implementing an energy services project. The following section describes how ABM assesses each customer's needs, which ABM team members are involved, what is involved in each phase, and the timeframe associated with each.

Hector Samario, your Project Lead, will be charged with overseeing the overall project and ensuring client satisfaction and compliance. In addition, each Phase of Development and Implementation will be supported with ABM Staff Members with expertise in these Phases.

Phase 1 – Identify the Facility

ABM Team Members Responsible for Tasks

Energy Engineer, Project Developer, Senior Measurement & Verification Engineer, Safety Manager, Account Executive

Timeframe

2-3 weeks (will change based on size of project)

Steps

1. Gather utility information
2. Gather operational spend in the facility
3. Benchmark data against similar sites in region
4. Identify the biggest areas of concern
 - a. kWh Spend
 - b. Peak Demand
 - c. Gas Consumption
 - d. Water Consumption
5. Use this information to develop a "Site Walkthrough Focus Plan"

Phase 2 – Verify Utility and Operational Spend with On-Site Team Members

ABM Team Members Responsible for Tasks

Energy Engineer, Senior Measurement & Verification Engineer, Account Executive, Project Manager

Timeframe

2-3 days

Steps

1. Validate the utility spend
2. Validate the operational spend
3. Conduct a "fact finding" meeting with the City
4. Discuss the "Site Walkthrough Focus Plan"
 - a. Show areas of concern from initial utility findings
 - b. High usage, high peak, abnormal peak, etc.
 - c. Identify any known issues on site with the City

Phase 3 – Develop the Baseline Information

ABM Team Members Responsible for Tasks

Energy Engineer, Senior Measurement & Verification Engineer, Account Executive, Project Manager

Timeframe

2-3 weeks

Steps

1. Gather most current 36 months of utility information available
2. Enter into the load analysis program
3. Develop final utility and operational baseline
4. Use utility bills and operational spend for baseline year for all years moving forward

5. Finalize the baseline numbers
6. Validate and get final verification and approval from the City on baseline

Phase 4 – Conduct the Initial Site Walkthrough

ABM Team Members Responsible for Tasks

Energy Engineer, Project Developer, Senior Measurement & Verification Engineer, Safety Manager, Account Executive, Senior Project Development Manager

Timeframe

2-4 weeks (will change based on size of project)

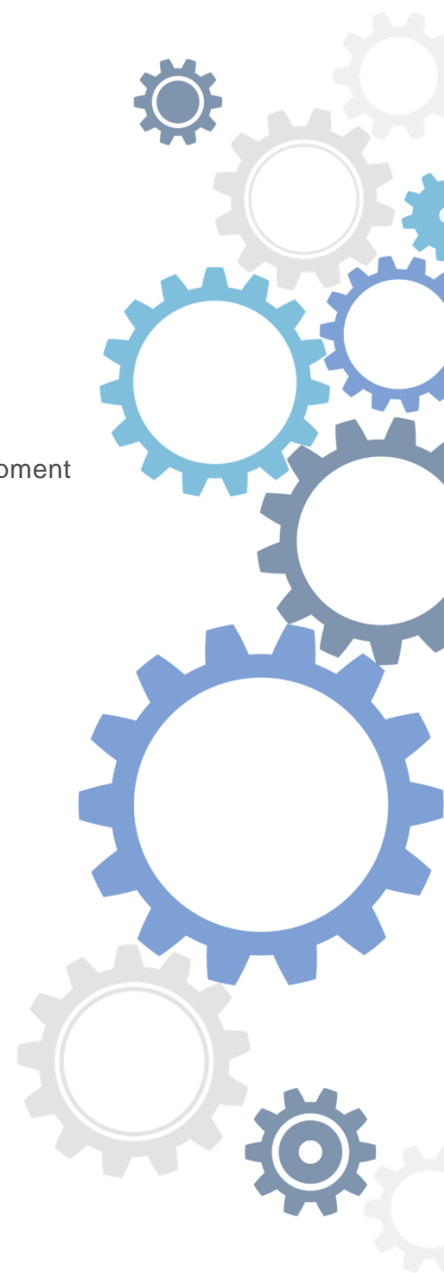
Steps

1. Get access clearance
2. Verify date and time
3. Ensure the City's facility staff involved in walkthrough
4. Conduct initial site survey
 - a. Evaluate all energy and capital needs for the facility, not limited to:
 - i. Lighting
 - Evaluate all lighting drawings on site (if available)
 - Walk and record every room
 - Get lighting counts for each room/area
 - Record the type of lights, ballasts, and fixtures
 - Measure the actual foot candles at usable space
 - ii. Mechanical and electrical systems
 - Evaluate all mechanical and electrical drawings on site
 - Conduct a system review of every HVAC and major electrical equipment
 - a. System purpose
 - b. Area served by system
 - c. Evaluate system functionality
 - i. Maintain set points
 - ii. Commissioned appropriately
 - iii. Sensors accurate / calibrated—
 - Evaluate age and efficiency of components

<ul style="list-style-type: none"> • Motors • Pumps • VFD drives 	<ul style="list-style-type: none"> • Coils • Dampers • Damper motors
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 - iii. Water conservation
 - Evaluate all water consuming devices on site

<ul style="list-style-type: none"> • Toilets • Urinals • Sinks 	<ul style="list-style-type: none"> • Fountains • Sprinklers • Measure flow of each system, evaluate efficiency
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 - iv. Building envelope
 - Evaluate envelope of facility

<ul style="list-style-type: none"> • Insulation • Windows / tinting • Doors 	<ul style="list-style-type: none"> • Roofing • Gutters • Caulking
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 - v. Other “unique” energy conservation opportunities
 - EV charging stations
 - Renewable energy
 - Solar
 - Biomass
 - Wind



Phase 5 – Gather All Info into One Summary Sheet

ABM Team Members Responsible for Tasks

Energy Engineer, Project Developer, Senior Measurement & Verification Engineer, Account Executive, VP Engineering, SVP, Energy Solutions

Timeframe

1 week

Steps

1. List all possible ECMs based on Walkthrough
2. Evaluate (high level) of potential Energy and Operational Savings associated with each ECM.
3. Evaluate / Budget the potential cost for each ECM
4. Evaluate and List the Return on Investment for each ECM
5. Develop the final ECM Summary Sheet for the City's review

Phase 6 – ECM Verification Meeting with the City

ABM Team Members Responsible for Tasks

Energy Engineer, Account Executive, Senior Measurement & Verification Engineer, Project Developer, Senior Project Development Manager

Timeframe

2-3 days

Steps

1. Discuss each ECM with the City
 - a. Review the ECM functionality
 - b. Review the ECM benefits
 - i. System benefits
 - ii. Financial benefits
 - c. Approval of each ECM as final scope solution
 - d. Eliminate the ECMs that are not approved

Phase 7 – Re-Evaluate and Finalize ECM Details

ABM Team Members Responsible for Tasks

Energy Engineer, Project Developer, Senior Measurement & Verification Engineer, Safety Manager, Account Executive, Sr. Project Development Manager, Project Manager, Operations Manager, VP Engineering, SVP Energy Solutions, VP Technical Solutions

Timeframe

2-4 weeks (will change based on size of project)

Steps

1. Conduct site surveys
 - a. Validate baseline – place current sensors, data loggers, lighting sensors, occupancy sensors throughout the entire facility.
 - i. Minimum of 2 weeks runtime on all sensors. Provides a “true” operational timetable
 - b. Re-evaluate the “approved” ECMs.
 - i. Validate prelim information is correct and system functionality is as previously estimated.
 - ii. Gather more detailed nameplate information of equipment to verify energy efficiency
 - iii. Re-run energy calculations associated with each ECM. Validate savings using at least 2 different savings approaches.
 - c. Finalize pricing
 - i. Get final and fixed pricing on all equipment for approved ECMs

- ii. Get all pricing associated with installation of ECMs
 - iii. Develop pricing project spreadsheet for the City's review
- d. Finalize solution
 - i. Develop final ECM summary worksheet
 - ii. List out all information for each ECM
- 1. Cost/pricing
- 2. Energy savings
- 3. Operational savings
 - iii. List out the return on Investment for each ECM

Phase 8 – Present Final Solution to the City

ABM Team Members Responsible for Tasks

Energy Engineer, Account Executive, Senior Measurement & Verification Engineer, Project Developer, Senior Project Development Manager, VP Engineering, SVP Energy Solutions

Timeframe

1 week

Steps

1. Present the final ECM summary worksheet to the City
2. Review all areas of improvement for each ECM
 - a. Functionality
 - b. Efficiency
 - c. Operational
 - d. Financial
3. Get final approval on scope of work – ECMs

Phase 9 – Develop Contracts

ABM Team Members Responsible for Tasks

ABM Legal Counsel, Account Executive, SVP Energy Solutions, SVP Technical Solutions, Project Manager

Timeframe

2 weeks

Steps

1. Develop the contracts to include the approved scope of work for all ECMs, savings associated with project and final approved pricing
2. Develop the financial package for the program and submit as necessary

Phase 10 – Contract Review with the City

ABM Team Members Responsible for Tasks

ABM Legal Counsel, Account Executive, SVP Energy Solutions

Timeframe

1 week

Steps

1. Conduct a sit-down meeting to review all terms and conditions, scope of work, savings and pricing associated with the project
2. Get Legal Signoff from both the City and ABM

Phase 11 – Final Contract Signing – ABM and the City

ABM Team Members Responsible for Tasks

Account Executive, SVP, Energy Solutions

Timeframe

1 week

Steps

1. Project contract signing
2. Financing contract signing

Phase 12 – Project Start/Implementation

ABM Team Members Responsible for Tasks

Energy Engineer, Project Developer, Senior Measurement & Verification Engineer, Safety Manager, Account Executive, Senior Project Development Manager, Project Manager, VP Engineering, Operations Manager

Timeframe

3-6 weeks (or more)

Steps

1. Project kickoff meeting between the City and ABM project team
 - a. Single point of contact for the City and ABM identified
 - b. Project plan reviewed
 - c. Key dates addressed
 - d. Key areas of concern identified, and plans put in place to control
2. Project implementation – see detailed project plan herein
3. Project completion

Phase 13 – Measurement & Verification (M&V)

ABM Team Members Responsible for Tasks

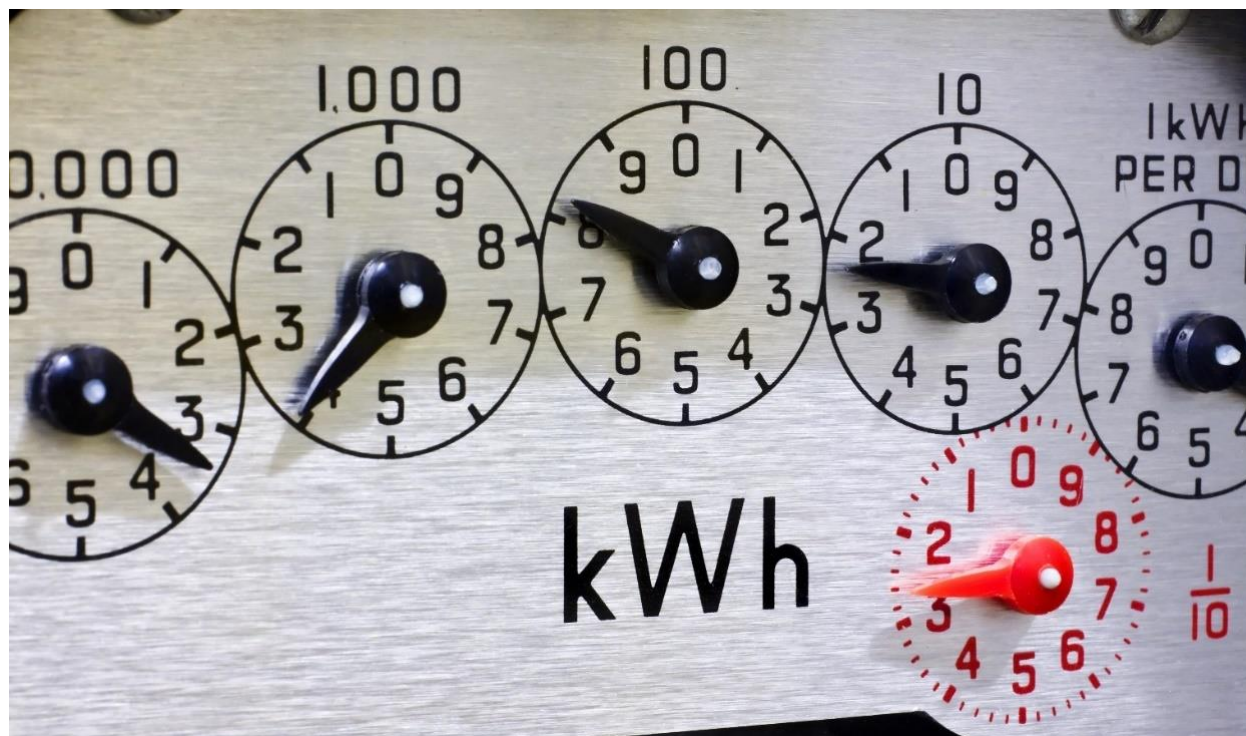
Energy Engineer, Senior Measurement & Verification Engineer, Account Executive, VP Engineering, SVP Engineering

Timeframe

5-15 years

Steps

1. Annual M&V plan followed as described herein
2. Annual M&V presentation



Project Implementation



Project management traditionally refers to managing a project's installation or proposed upgrades upon completion of engineering and signed contracts. ABM's Project Managers provide support throughout the entire project, offering insight into the design and estimation of the job, approving the proposed schedule, and remaining a key team player through project close-out.

Our Project Managers, each with at least 15 years in the industry, are experienced working within the school system large project environment. The most complicated projects run smoothly because of their clear communication on schedules and ability to meet or exceed customer expectations.

ABM-employed Project and Construction Managers oversee each of our projects and follow an Implementation Management plan consisting of seven categories:

- Project management
- Cost management
- Time management
- Contract administrator
- Quality management
- Safety management
- Professional practice

Implementation Management

Implementation management at ABM encompasses all the management activities that are over and above the normal architectural and engineering services conducted during the pre-design, design, and construction phases of a project that contribute to the control of cost and time. ABM Project Management is just that – the management of all aspects of planning and construction for any given project.

A dedicated Project Manager will ensure:

Start-Up:

- All equipment operating
- Proper air flows
- Proper supply air temperature
- Proper space condition
- Audit process in place
- Proper building conditions
- Proper water flows
- Proper water temperature
- ECMs operating per specification
- Training

Performance:

- 100% customer satisfaction
- Drawing delivered
- Customer sign-off
- Customer training complete
- O&M manuals delivered
- Final reports

Specific responsibilities of the Project Manager include:

- Review projects
- Schedule customer meetings
- Track savings as upgrades progress
- Negotiate all subcontracts
- Obtain insurance certificate and workers' compensation
- Develop progress schedules
- Start coordination of drawings
- Manage change order inspections
- Perform job start-up meetings
- Schedule jobsite meetings
- Purchase all equipment
- Track labor of all trades
- Check equipment arrival schedules
- Obtain necessary bonding & permits
- Line up proper manpower
- Schedule sheet metal fabrication
- Provide bi-monthly status reports

Project Implementation

Once all ECM designs and specifications are developed, presented to the City's staff, and have received final approval, the Project Manager will begin implementing the project in a collaborative effort with site personnel. Project management procedures employed by ABM include the following, at a minimum:

- Adheres to state/region statutes and regulations.
- Directs subcontractor work schedules based on coordination meetings with the City.
- Requires sub-contractor(s) to submit status reports (daily, weekly).
- Conducts weekly construction meetings unless directed otherwise by City of Hollywood personnel.
- Performs work completed and schedule "look aheads" to keep the City informed of affected areas.
- Schedules informal kick-off meetings with a representative for each affected building and coordinates future work with this individual as the "primary point of contact" for that facility.
- Requires all ABM and sub-contractor personnel to wear identification badges, or other required form of identification, when on the building premises.
- Tracks all material and labor on a daily and weekly basis and reports project progress to ABM Management via Percent Complete Reporting; this same information is used for accounting and invoicing the City.
- Generates Meeting Minutes from the weekly construction meeting and distributes electronically to the Customer Project Team. In order for these minutes to become accepted by the team, ABM requests a positive response from a City of Hollywood representative within five business days of transmittal unlike the standard practice which is to accept no response as acceptance as fact.
- Inspects work during site visits and reviews work with contractor. All deficiencies and punch list items are noted at this time. As soon as practical following these walk-throughs a timeline is established and provided to the City of Hollywood for completion of open items.
- Documents all changes to the work and receives appropriate approvals before initiating any changes to the scope of work.
- "Red lines" documents and generates the project "As-Builts," which are provided to the City in the project turnover package.
- Coordinates all commissioning and initiates training procedures.
- Oversees the preparation of all operations and maintenance documentation.

The Senior Project Manager directs the project from initial project design to commissioning and turnover. He is responsible for accomplishing the key elements required to ensure successful project implementation and performance. The Project Manager will schedule all project meetings, including an initial kick-off meeting with City of Hollywood personnel. During the kick-off meeting, The City and ABM review the project objectives, timelines, and obligations of each party to ensure the project's success.

Specific discussion items for the kick-off meeting include:

- Review of the scope of work and preliminary project schedule
- Project contact information for the customer, ABM and subcontractors
- Security issues and access to all areas included in the scope of work
- Work hours for site personnel and contractor staff
- Site safety plan
- Customer requirements for all subcontracting personnel accessing the customer's facilities
- Hazardous areas in the facility and a plan to handle hazardous materials that may be affected
- Required permits (confined space, hot work, local building, electrical, etc.)
- Customer and ABM concerns
- Anticipated project impacts during construction (what the customer can expect)
- Staging areas, trailers, material storage, lockable space
- Discussion of any unique site-specific requirements, such as keeping dumpsters off of sidewalks to avoid damage from steam and/or condensate piping immediately underneath

All punch list issues will be resolved prior to final acceptance of the project by site staff. Completed as-built drawings, operations and maintenance manuals, and other pertinent documents will be submitted and approved as part of the commissioning and turnover. All procedures outlined in the performance contract will be strictly observed. Temporary facilities established at the site will be removed and all aspects of the facility will be restored to their original condition.

Several construction management tasks are worth special note since they are key to a smooth implementation phase. The following describes ABM's approach to specific tasks in managing design/build construction activities that will ensure the final product meets the design intent with seamless communications between the ABM construction team and the City.

Along with general project scheduling, ABM and its subcontractors are able to make maximum use of the scheduling process to generate:

- Projected Drawing Schedules
- Purchasing Schedules
- Submittal and Approval Schedules
- "Value Earned" Profiles for Establishment of Percent Completion Payments
- Manpower Utilization Schedules
- Design Schedules
- Testing, Balancing, and Commissioning Schedules

Scheduling

ABM and its subcontractors carefully schedule and track the performance of projects, ensuring timely purchase and delivery of material and equipment. We will secure adequate manpower and resources, as needed. For scheduling, we use Microsoft Project and self-developed databases and spreadsheets. We maintain all project-related documentation and correspondence in a standardized fashion within a “job folder” housed on our network. Our Project Managers rely on our real-time project cost management database to ensure the project remains on-time and on-budget.



Key milestones, such as obtaining permits and host facility approvals, have equal weight as the more labor-intensive tasks since they can impact the overall project duration. Scheduling and frequent auditing for compliance with the anticipated project construction plan is a major focus of our construction management staff. We detect deviations from the schedule quickly and take swift corrective action to restore the schedule. Careful attention to scheduling allows for anticipation of delays and development of a work-around plan to minimize their effects. All project scheduling documentation is available to the City for auditing, review, and comment as needed.

ABM completes the subcontractor pre-qualification process prior to final design. This allows our subcontractors to fully integrate their skills and experience early on, as well as provide maximum input into the design and construction processes.

Our project management techniques track purchase and delivery of materials and key milestones such as obtaining permits and host facility approvals. They also ensure that adequate manpower and resources are available when needed. We track sequence and timing of subcontractor efforts, especially when there is interdependence between trades.

Safety

Safety is our top priority. As an energy services industry leader, ABM works on numerous local projects and is familiar with local code compliance. Prior to beginning construction, we will develop a site safety and health plan specifically tailored to the job site and the work to be performed.



Our project managers are responsible for strict adherence to safety codes to ensure the safety of all team members, subcontractors, City of Hollywood, and other site personnel. ABM's contract administrators and project managers have attended a recent OSHA Voluntary Compliance Outreach Program. In the regular project management meetings that will take place throughout this job, ECM installation safety will be among the primary topics.

Safety is an integral part of our culture and daily business practices. Our core assumption is that all incidents are preventable. We are intent on maintaining the safest possible environment and avoiding any human tragedy and costly delays that could result from safety breaches.

Construction Coordination

ABM's attention to and understanding of customer-driven requirements allows our team will be prepared to implement the project in a manner that ensures success. Disruptions to the facility environment are eliminated and systems shutdowns are performed at times when they are not required to be in service. This process has been perfected in the 20,000+ facilities that we serve – a combined total of over 1 billion square feet of municipalities, schools, colleges, military bases, and hospitals.

Flexibility

As emphasized throughout this proposal, ABM encourages flexibility and collaboration in the project development process. We exercise flexibility when it comes to inclusion of non-energy saving capital improvements within projects, as well as other types of owner participation. In fact, as a service provider within various federal Maintenance Repair and Rehabilitation programs, we have amassed millions of dollars in project experience with design build projects that do not necessarily include energy efficiency measures. In addition, we have had numerous projects with satisfied customers who awarded the company follow-up energy-related and other operational work.

Communication

Successful project management revolves around effective communication. Our approach emphasizes frequent, streamlined communication as the basis of efficient project management to minimize disruption to your operations. We will consult the City's staff appropriately on all significant issues in a timely manner and will designate a lead ABM staff member to communicate with specific team members during each phase of work. Our goal is to ensure that the City of Hollywood's representatives receive a single, consistent message. We conduct project communications during weekly meetings, but we can issue specialized communications, such as utility interruptions, milestones verifications, and commissioning witness testing, as needed. Additionally, we will provide and manage a website dedicated to your energy performance contracting program. ***ABM offers private communications to assist with timely distribution of information to each customer, ABM staff, contractors, etc.***

Types of Communication include:

- 24/7 Access – An exclusive, secure online connection point for up to the minute information
- On Demand Reporting – Email alerts to Project Manager and Service Manager, even after hours, for quick response to customer issues
- Centralized File Management – Store, manage, and share files securely to include project meeting minutes, invoicing, project install timelines, equipment specifications, pictures, etc.
- ABM News – Valuable and timely insights about ABM and the industries we serve
- ABM Service Offerings – Access to subscribed services and information about other services offered by ABM
- Links to Resources – Access to all ABM customer tools and other online resources, such as trade associations, government agencies, etc.

Communications Plan

An essential piece of any successful project management plan is the Communications Plan used to keep the City of Hollywood end users informed. Our goal is to ensure that those living, working, visiting, and traveling throughout the City's utility coverage have timely, accurate, and complete information about the project through its many steps and milestones. We will use communications as one tool to help create and maintain a positive opinion about the project.

The objective of the plan is to:

- Respond to 100% of general project inquiries within one business day during the installation period.
- Respond to 100% of service problems within four hours during the installation period.
- Avoid negative press published about the project during the installation period.

Communication Channels

- | | |
|--|----------------------------|
| • Internet, including customer's website and email | • City Commission meetings |
| • Customer utility bill newsletter | • Brochures & Fact sheets |
| • Speakers' bureau | • Business cards |
| • Regional media | • Advertising |
| • Special events | • Telephone |

The intent of the Communications Plan is to show your community that this project is one more example of the City's commitment to maintaining a high quality of life for its citizens through cost-effective, innovative programs. The project also supports your commitment to preserving and protecting our environment.

Schedule Actions

Along with a project schedule, each ABM project has a project management plan, quality assurance plan, safety plan, and subcontractor management plan.

- | | |
|----------------------------------|---------------------------------|
| • Design peer review | • Weekly project review meeting |
| • Project team kick-off meeting | • Progress payment reviews |
| • Customer kick-off meeting | • Safety meetings & inspections |
| • Subcontractor kick-off meeting | • Milestone review meetings |

To sustain accountability and adherence to the project schedule, our project management team maintains an overall project Gantt chart that lists all project tasks and milestones along with the team member responsible. The ABM Project Manager identifies the critical path to completing the project and holds all team members accountable for their respective tasks. The Project Manager is responsible for developing the master Gantt chart with support from the team and regularly reviews physical progress against the critical path in real time with all members of the team at the weekly project review meetings.

Issue resolution is the responsibility of the Construction Manager in conjunction with the Project Manager. ABM has regularly scheduled contractor issue meetings with our team, our subcontractors, and the City. An issue log is established and maintained throughout the construction period.

ABM also uses a project peer review process, providing organizational expertise to support the dedicated project team. In this process, project managers review the following with peers from our overall organization to assist in identifying any issues early and keep the project on track:

- Kick-off meeting, action & completion logs
- Project review meeting actions & notes
- Safety meeting issues & outcomes
- Status of payments to subcontractors
- Subcontractor workload
- Progress against key milestones

The ABM Project Manager will meet regularly with the City of Hollywood representatives to provide project updates, address issues and expectations, and adjust the plan as required.

Weekly Project Review Meetings

Aside from the project Gantt chart, the most important tool in the Project Manager's arsenal is the weekly review meeting. This forum allows the Project Manager the chance to sit down with the entire team and debrief from the past week while planning to the next weeks' activities, determining the status of the project and identifying any issues that have come up.

One of the Project Manager's most important tasks is to uncover any issues before they cause delays to the project schedule. In the event that delays occur, the Project Manager must decide whether to use schedule acceleration techniques, with input from the team. ABM also uses a project peer review process to allow organizational expertise not assigned to a significant project to support the dedicated project team.

Design Documents & Specifications

ABM provides a full suite of mechanical and electrical services and has licenses as both a mechanical contractor and electrical contractor. Common Energy Conservation Measures (ECMs) that we implement with respect to the mechanical and electrical infrastructure are as follows:

Boiler Plant Retrofits



Boiler plant retrofits, including fuel switching and hybrid plant design with condensing boilers. Boiler decentralization is a common measure to reduce pumping energy and standby losses.

Chiller Plant Retrofits



Chiller plant retrofits, including air-cooled, water-cooled, and hybrid ground-source designs (including variable refrigerant flow technology) to achieve maximum efficiency.

Control System Upgrades



Control system upgrades to web-enabled open protocol systems to improve scheduling, setbacks, optimum start/stop, ventilation control per ASHRAE 62.1, and elimination of pneumatics. We have provided this solution on every project to date. ABM is vendor-neutral, but has technicians trained in Tridium platform and KMC end devices.

EV Charging Stations



EV charging stations and fleet electrification.

HVAC Upgrades



HVAC upgrades on packaged and split system equipment, including HVAC damper and controller repair or replacement, cooling tower retrofits and/or replacements, economizer installation, fan and pump replacement or impeller trimming, thermal energy storage, and variable air volume retrofits. HVAC system refrigerant flushing/balancing and HVAC coil coatings are frequently included on equipment that does not need to be replaced due to limitations of the cash flow.

Lighting Upgrades



Lighting upgrades, including interior and exterior lighting retrofits and replacements, intelligent lighting controls, occupancy sensors, Light Emitting Diode (LED) technologies, daylighting, and spectrally enhanced lighting. ABM owns its own lighting group, which provides extra value to our customers. We have provided this solution on every project to date.

Energy Distribution



Energy distribution systems are analyzed to determine if transformer upgrades, power quality upgrades, and/or power factor correction are necessary and self-funding.

Solar PV Systems



Solar photovoltaic systems, hot water systems, and wind energy systems are installed, and ABM evaluates landfill gas, wastewater treatment plan digester gas, wood waste, municipal waste and energy plants, and other organic waste stream power plant installations.

Ground-Source Heat Pumps



Ground-source heat pumps are approached as hybrid systems, often with an added cooling tower, to ensure an optimized/minimized well field. Continuous monitoring of loop temperatures and system performance is highly recommended to maintain optimum performance.

Chilled & Hot Water Piping



Chilled and hot water piping infrastructure is addressed with proper insulation installation, water heater replacement to tank-less or heat pump design, steam trap repair/replacement/monitoring, and repair or replacement of existing condensate return systems and installation of new condensate return systems.

Water Conservation



Water conservation measures are installed on most of our performance contracts, including plumbing fixture replacements to low-flow technology and landscape management with web-enabled and surface moisture-sensing controls. This ensures proper hydration of ground cover without overwatering, including flexible anticipation of weather forecasts to use natural water fall over potable sources. We optimize evaporative condensers for refrigeration to maintain higher cycles of concentration, reducing potable water needs. Slowdown water is treated and re-used in the building, where permitted.

Building Envelope



Building envelope is inspected. ABM has experience with insulation installation, weatherization, roofing modifications to include reflective coatings, roof replacements, tuck-pointing and restoring brickwork, window replacement, and reflective solar window tinting.

Design Strategy

The Project Development Team takes a high-level look at a summary inventory of the existing equipment and controls from the field audit and creates an upgraded governing design strategy. This strategic first step involves the entire Project Development Team, as we weight design and project implementation goals against various equipment and design strategies. Though many projects follow similar paths, the team is careful not to preclude newer, proven technologies which may not have been used on past projects. Conversely, we eliminate unproven and un-vetted technologies and design approaches from consideration. The result is the creation of a design strategy that provides the framework from which project design and engineering can be effectively performed.

Design Approach

ABM will conduct an onsite survey of the City's lighting, HVAC equipment, water usage, building envelope, and facility operations. In the survey, we evaluate the energy and utility consumption and costs (fuel oil, propane, electric, water, and sewer), as well as the existing building control strategies. We also review the operation schedules for each facility and miscellaneous "plug load" equipment (copiers, computers, and vending machines).

We will evaluate the feasibility of installing ECMs to reduce utility costs associated with operating the building. Application to each specific building will be observed, as well as the impact on the ability of the system to provide climate control. It is our engineering and design team's goal to demonstrate and evaluate how the project will improve the efficiency of the City's facilities through the reduction of utility consumption and operational expenditures. The net financial benefit of the measures will be entered into a pro forma to determine the financial impact of the program.

We will compile a detailed technical audit, involving an examination of the facility's operational budget and the relationship between expenses and services received. Our engineering and facility management reports can analyze every aspect of your operation, from utility rates to lighting upgrades. By taking these steps, we can guarantee an efficient operation and address any concerns on environmental, local, state, and federal guidelines.

Design Plan

ABM's Project Development Team will review the project specification and scope and develop a project-specific design plan. We will conduct a review of contract documents and develop an ECM Assessment Checklist for the project. This checklist is tailored specifically for each proposed ECM and provides positive control of the development process, ensuring we properly perform the field audit and non-field collection of design and related engineering documents.



After the checklist is created, we will consult the City regarding the design plan, field audit, and plan for the collection of customer drawings and specifications. Additionally, we will discuss customer-reviewed system design deliverables to ensure you are satisfied with the proposed project development process.

The design plan for this project will include review (internal) project specifications and scope, review (internal) ABM's proposal for the customer site(s), develop an ECM Audit Checklist for the project, and review the Audit and Design Plan and Design Deliverables with the client

Customer Documents and Information

The field auditor or another member of the Project Development Team will work with the City to collect the following documents and information, where applicable:

- Site-specific interior & exterior lighting systems & design guidelines
- Site-specific water consuming fixtures & systems & guidelines
- Site-specific HVAC equipment & control design guidelines
- Materials specifications & requirements – “Buy America” & any electrical or construction material requirements
- Energy policy directives
- Utility bill data
- Interconnection & utility solar policy information
- Safety program & processes
- General access & security requirements
- Environmental requirements

Each design strategy and plan is followed by a design approach, which includes the following:

Project Initiation



- M/E engineering project team is assembled
- Team meets with you to discuss and clarify project scope, budget, and schedule
- Team identifies and selects sub-consultants who will use M/E CAD standards, design standards, and software
- Team reviews relevant reports, studies, and plans, such as previous master plans, renovations, mechanical and electrical system and maintenance upgrades, building plans and documents, asbestos and lead paint surveys, historical guidelines, and client standards and guidelines.
- Team creates a detailed work plan

Schematic Phase



- Team assess your needs by identifying and documenting operational and strategic objectives
- We prepare systems schematics and outline specifications, as well as schematic estimates of probable construction costs based on identified scope
- We create a schematic report and outline specifications and engineer estimates of probable construction costs based on your priorities and budget

Design Development



- We prepare design development floor plans and system schematics to identify equipment locations, utility distribution routing, systems zoning, and project phasing
- We create a first draft of technical specifications for systems materials and installation requirements
- We develop design estimates of probable construction costs
- We review previous needs assessments, confirm schematic phase needs, and address any design concerns
- Team participates in the design development review meeting to review value engineering options, assess systems design, finalize implementation and packaging of contract documents, and refine project schedule

Contract Documents

- We prepare contract documents for competitive bidding based on approved design documents
- We create separate bid packages when necessary to accommodate project scheduling
- We develop estimates of construction costs based on refinement of project scope and adjustment to contingencies

Pricing



- Design team members attend estimating conferences and walkthroughs with construction team
- We submit addenda required for clarification to the estimating documents
- Team reviews estimates and makes recommendations to the agency regarding final design and budget

Construction



- Team reviews shop drawing submittals, schedule of values, and the contractor's installation schedule
- Project managers attend scheduled project meetings and prepare meeting minutes
- Team conducts periodic pre-approved site visits to review work progress and progress payment applications, and verify installation conformance to contract documents
- We schedule on-site systems start-up training sessions with contractors, suppliers, and owner reps
- Team conducts final site observation, inspection, and completion of documentation

Commissioning



- M/E recommends that we be retained to provide commissioning for your mechanical and electrical building systems to confirm they are installed and performing to the standards for which they were designed
- The commissioning process involves on-going interaction with you and the installing contractors
- The process involves installation verification, operational performance testing, functional performance testing, owner training, and preparation of a final commissioning report

Capital Volatility Indexing

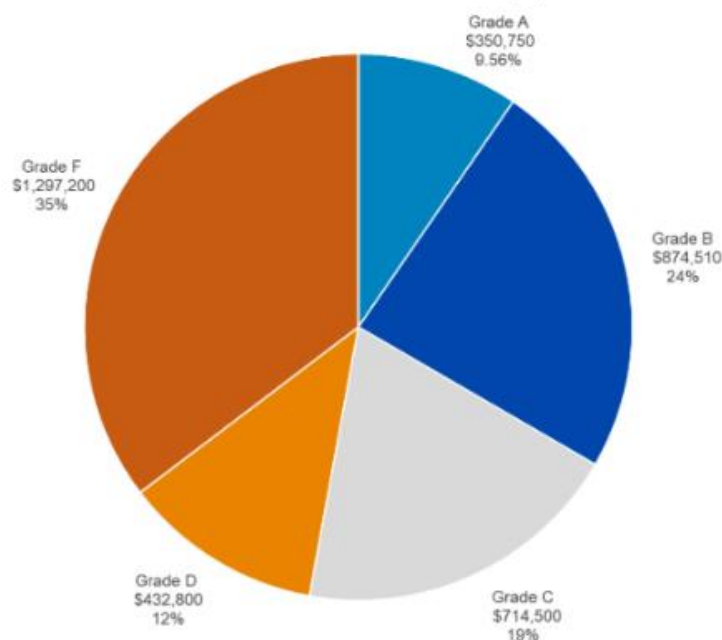
ABM has piloted a process that applies a budget stress test based on the exposure our clients have with the owning and operating costs of their HVAC system. The impact of this tool highlights a facility's financial exposure to the operational cost of aging equipment and how it affects the annual Operating Budget. Helping our clients identify what this annualized dollar amount is, assists them in their facility budget planning process each year.

ABM will evaluate every piece of HVAC equipment, building fenestration, plumbing systems and other structures to apply a Letter Condition Index based on several criteria. This process applies a grade based on remaining asset life, maintenance records, environmental conditions, wear and tear, criticality of the system, value of the asset, and other details leading to an estimation of the value of each asset per letter grade. This allows our clients to see the specific condition of their assets and determine the volatility of the capital budget based on this assessment.

For the ABM experts, it provides us guidance on the type of solution to offer for each asset per letter grade and condition index. For example:

- **Condition Index Grade A and B Equipment** – Typically just requires that routine maintenance be performed by the appropriate expert.
- **Condition Index Grade C Equipment** – Depending on the collaborative efforts of our team and yours, this equipment may need some repairs and maintenance before putting back into service. If costs exceed the value of the equipment, our experts will advise on the best course of action. The goal for this asset class is to slow the speed of degradation and move the equipment into a B rating so its life expectancy can be extended.
- **Condition Index Grade D and F Equipment** – This equipment will be at or past its expected useful life and will therefore have only one possible future which is replacement.

Present Dollar Value of Graded Equipment



The benefit of indexing this equipment is to measure the potential for budget integrity issues based on the exposure the client has. Weighting criteria is assigned to the equipment based on the criticality of the asset and the ability to fund a solution should a failure occur.

Process

ABM's experts, in collaboration with your team, will apply our proprietary long-range planning program and financial modeling tool to your asset inventory so a complete understanding of your condition can be determined.

Utilizing the latest technology, this web-based platform provides facility planners and directors the benefit to monitor, budget and address future capital needs.

Features

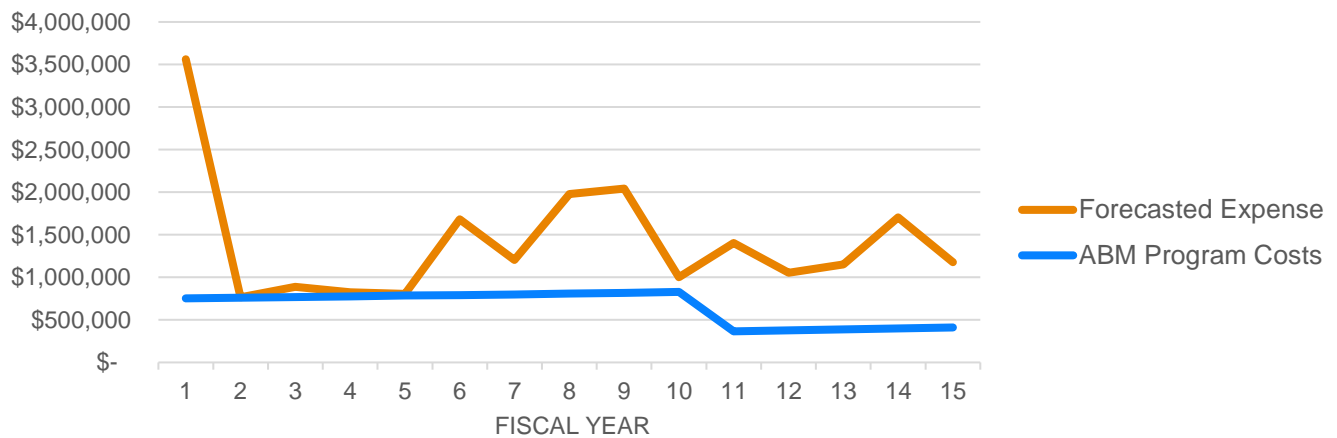
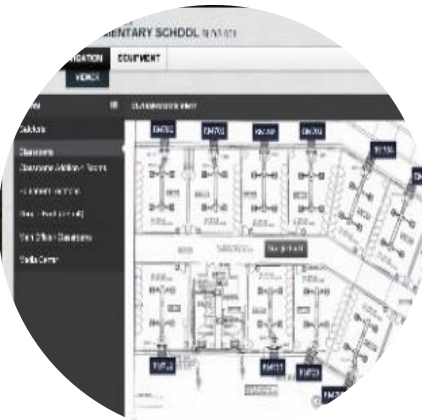
- Lifecycle analysis on critical pieces of equipment
- Asset management tool used in:
 - Inventory Equipment
 - Project remaining life and condition of each piece of equipment
 - Capital improvement planning
- Provides online system manuals to clients containing building information in one easily accessible place
- System has an intuitive interface that gives multiple paths to quickly find the information that is needed
- Use navigational views to find equipment, document as-tested sequences of operation, and even keep track of maintenance items

Additional feature included in this tool:

- **Location Lookup** – Location lookup is based on whether a 2D drawing or 3D building renders which show the locations of equipment and systems throughout the facility. The lookup can contain many views of the facility and provides building and project personnel with a quick and easy way to find equipment.
- **System Operation** – One of the most confusing and least documented of project close-out are the final set of 'As-Tested' system operations including all final set-points, sequences and diagrams. This system brings together all of this information into a single location.
- **Equipment List** – An interactive list of all project equipment is provided with information including equipment TAG, general type, specific type, make, model, and parent system. Equipment can be quickly sorted, searched, and filtered.

Capital Volatility Analysis

This process will allow the City to gain a new understanding of capital needs and the future cost expectation. The analysis is based on your past expenditures and provides a proactive plan for systematically replacing these assets with the most cost-effective and unbiased solution.



Indoor Air Quality

Actions Your Facility Team Can Take to Improve Safety and Air Quality

Looking for proven steps you can take to improve air quality and make your facility safer? These actions mitigate risk and help you reduce and control costs, all while improving quality in your building environments.



Keep to an efficient filter replacement schedule

Replacing filters keeps systems operating efficiently and prevents contaminants from being reintroduced to the facility.



Validate operation of outside air damper

Avoid mold growth by ensuring ventilation in your space operates as designed.



Use HEPA filters to improve indoor air quality (IAQ)

HEPA filters meet strict guidelines that enable you to protect occupants from allergens with confidence.



Validate air balance via NEBB or AABC certified test and balance contractors

Rely on certified professionals to test, adjust, and balance air temperature consistency throughout your building.



Check equipment for high temperatures with infrared scanning

Thermal imaging technology allows for proactive troubleshooting; identify and repair equipment issues before they become major problems.



Install UV lights in ductwork and use UV portable units (Key for healthcare facilities and data centers)

Ultraviolet disinfection technology destroys mold, bacteria, and viruses – particularly important in areas where people and equipment are at high risk.



Clean evaporator coils

Maintain the efficiency of your cooling system and prevent mold and mildew from forming on your HVAC system's evaporator coils.



Don't ignore dry ducts

Proactive cleaning promotes healthy ventilation hygiene and prevents equipment deterioration.



Use GPS cold plasma air purification

Cold plasma air purification systems remove harmful airborne particulates at lower costs than UV and carbon-based methods.



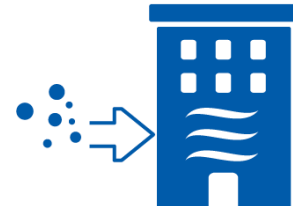
Ensure building control systems operate properly and are programmed to current occupancy

Be confident that building systems are operating efficiently and reduce the risk of failures.

Outdoor Airflow Reduction Via Cold Plasma Ionization

ASHRAE 62 is the worldwide standard used to calculate Outdoor Airflow (OA) requirements in commercial buildings. Within ASHRAE 62, there are two methods for determining this requirement: Ventilation Rate Procedure and Indoor Air Quality Procedure.

- **Ventilation Rate Procedure (VRP)** – The VRP indirectly provides contaminant control. It is a prescriptive design procedure in which outdoor-air rates are dependent on space type, occupancy, and floor area.
- **Indoor Air Quality Procedure (IAQP)** – The IAQP directly provides contaminant control. The IAQP is a performance procedure in which minimum outdoor-air requirements are based on analysis of contaminant sources, contaminant concentration limits, and the level of perceived indoor-air acceptability.



IAQP has the potential to reduce operational costs on retrofit projects and provide a higher level of energy savings. It can reduce OA by adding air purification and cleaning the air in the building, thus allowing the air to be recirculated and reducing the need for higher OA quantities. Unlike the VRP, the IAQP does not look at the amount of outside air per person or per square foot. Instead, it requires reviewing the contaminants of concern and running mass balance equations to determine the steady state of contaminants based on filtration effectiveness.



Upon installation of carbon fiber needlepoint, cold plasma ionization generators on the cooling coil or in the return air stream of various HVAC units, the OA can be decreased up to 50%. An air balance of each system is conducted in order to determine the exact decrease in OA, so as not to negatively pressurize a given area.

Cold Plasma Ionization (CPI) technology produces the same ions that are found naturally in the atmosphere. In addition to the ability to reduce the amount of OA necessary in an occupied space, CPI has the following benefits: odor control, reduction in airborne particles, reduction in viruses, bacteria, and mold. By implementing CPI technology under the IAQP method, facilities can reduce the quantity of OA and lengthen the useful life of equipment while still maintaining enhanced indoor air quality in each facility.

Renewable Energy

Implementing energy-efficiency programs like solar, EV charging, and energy performance contracting often seems like a daunting task for many building owners. In reality, it's a perfect opportunity to promote sustainability while saving money.

ABM maintains some of the Nation's most prestigious Energy Star and LEED certified buildings throughout the United States. From this experience, we have developed the blueprint for driving energy efficiency and sustainable best practices to achieve your green building vision.

Performance Contracting

Financial solutions that help drive costs out of your operating budget, so you can reallocate capital for facility enhancements.



EV Charging Stations

Attract tenants, occupants, and staff by installing EV charging stations.



Solar

We install, operate, and maintain solar solutions to help you stabilize and reduce utility costs and generate revenue from unused rooftops and land.



Energy Star®

Commercial and industrial buildings' energy use is accountable for around half of U.S. greenhouse gas emissions. The U.S. Environmental Protection Agency (EPA) estimates that if the energy efficiency of commercial and industrial buildings in the U.S. improved by 10%, Americans would save about \$20 Billion and reduce greenhouse gases equal to the emissions from almost 30 million vehicles.

The Energy Star® program is the EPA's energy performance rating system designed to recognize top performing buildings when it comes to energy efficiency and environmental leadership. An Energy Star® certified facility meets strict energy performance standards set by the EPA, uses less energy, operates more cost effectively, and causes fewer greenhouse gas emissions than its peers.

We want to help you and your facility use less, save more, and become more environmentally responsible. To achieve certification, each building must be evaluated for an Energy Star® rating. To qualify, the facility must perform better than at least 75% of similar buildings nationwide. With an Energy Star® certification, your facility can become a leader in sustainability and environmental stewardship.

As an Energy Star® partner, ABM will work with you to benchmark your building's current performance and develop an energy management strategy to put you on the path to certification. As your long-term partner in energy solutions, we will also continue to provide service on an annual basis to maintain your facility at peak efficiency and preserve or even improve your rating.

Electric Vehicles (EV) and Plug-in Hybrid Electric Vehicles (PHEV)

With over 300,000 electrical vehicles on the road, charging stations have revolutionized the refueling paradigm, bringing this fresh industry right to the doorstep of commercial business and building owners. ABM has met the growing demand for EV Charging Station solutions by proactively engaging the market for many years. Through this experience, we have developed best practices and standardized pricing and processes. Our turn-key solution approach includes full sales support, seasoned electrical expertise, and breadth of coverage.

Our hands-on field experience spans all facets of project lifecycles:

- Client education and training
- Site evaluation/preparation
- Product selection and acquisition
- Electrical engineering
- City permitting
- Installation and signage
- Electrical load testing
- Live station monitoring
- Remote diagnostics
- Federal and local regulations
- Centralized monitoring and troubleshooting
- Equipment failures
- Warranty repair
- Monthly in-field maintenance and testing*

We have developed one of the first EV charging station Maintenance programs which utilizes ABM GreenCare™, LEED, and eco-friendly products in monthly cleaning and inspection, testing and certification.

We have installed hundreds of EV stations nationally at retail centers, parking garages, corporate offices, city, state and county buildings, public parking areas, auto dealers, apartment complexes, and homes. We engage with utility companies on a national scale and have been working to create and propose legislation that will simplify the Electrical Permitting process across jurisdictions.

We have succeeded in creating industry-first programs and awarded several California Energy Commission EV Grants, State of Maryland EV Grants, and EV Installation contracts with many local and federal government clients nationally, including the State of California Department of General Services, The US Navy Academy and the National Parks Service.



Solar Power

In today's challenging business environment, many organizations are looking for ways to become more financially competitive. With the cost of solar installations rapidly declining, and the number of government and utility incentives increasing, solar has undergone a radical evolution from a feel-good environmental story to a source for businesses to gain a financial advantage over their competitors.



While many organizations want to reap the benefits of adopting a solar program, sometimes the challenges associated with financing solar projects prevent them from doing so. ABM enables facilities to receive the financial and environmental benefits of adopting a solar power solution, without having to assume the risks associated with the design, installation, financing and management of these systems.

Solar – A Bright Idea

- Reduced and/or fixed energy costs
- Insulation from energy market price volatility
- Reduced demand on the energy grid
- Reduced carbon footprint and reliance on fossil fuels

ABM offers turnkey self-performed solar solutions, including development, design, financing, construction, asset management, and operations and maintenance. Additionally, our experts continuously monitor solar policy state-by-state, partnering with our customers to identify the most cost-effective opportunities for development on an ongoing basis.

NETA Certified High-Voltage Contractor / Power Generation Commissioning

ABM has acted as the Engineering, Procurement and Construction (EPC) contractor on 7 ground-mount solar projects totaling more than \$14 Million of construction over the last 3 years. Our scope of work includes design, construction, commissioning, operations, maintenance and repairs. In addition to our work as a solar EPC, ABM also performs an extensive amount of power generation work with our NETA certified high-voltage technician staff. Our electrical team has completed commissioning on hundreds of power generation projects over the last 40 years. In total our electrical technicians have worked on a total of 250 MW of power generation projects. We currently manage and maintain over 11+ million square feet of critical electric distribution systems.

Building Envelope Systems

Every building is made up of elements that contribute to the overall building envelope. Any physical barrier between the interior and exterior of a building is considered part of the building envelope. This includes building foundation, doors, windows, walls, roofing, flooring, siding, and all forms of masonry that are used to enclose the structure.

Variables such as occupancy, equipment, lighting and a properly maintained HVAC unit contribute greatly to the overall performance of any building. Although these variables come into play when measuring building performance, ensuring proper insulation throughout a building is good first step to securing the building envelope.

Evaluation of the building envelope of a facility includes review of:



Insulation



Windows



Doors



Roofing



Gutters



Caulking

We are experienced with insulation installation, weatherization, roofing modifications such as reflective coatings and roof replacements, tuck-pointing and restoring brickwork, window replacement, and reflective solar window tinting. Without a properly secured building envelope, outdoor elements including wind, temperature, humidity levels, and even ultraviolet radiation can have a large impact on how the building is performing overall savings generated by the City.

4.2.6 References

Provide at least three references, preferably government agencies, for projects with similar scope as listed in this RFQ. References should be provided on the Vendor Reference Verification Form. Note: Do not include City of Hollywood work or staff as references to demonstrate your capabilities. The Evaluation Committee is interested in work experience and references other than the City of Hollywood.



VENDOR REFERENCE VERIFICATION FORM

It is the responsibility of the contractor/vendor to provide a minimum of three (3) similar type references using this form and to provide this information with your submission. Failure to do so may result in the rejection of your submission.

City of Hollywood Solicitation No. and Title: Solicitation RFQ-4702-22-GJ, Energy Performance Contracting

Reference for: ABM Building Solutions, LLC

Organization/Firm Name providing reference: City of Satellite Beach

Organization/Firm Contact Name: Liz Alward Title: Assistant City Manager

Email: lalward@satellitebeach.org Phone: 321.773.4407 ext. 109

Name of Referenced Project: City of Satellite Beach Contract No: 85611256

Date Services were provided: 2019 - 2021 Cost Savings: \$360,516

Referenced Vendor's role in Project: ☒ Prime Vendor ☐ Subcontractor/ Subconsultant

Would you use the Vendor again? ☒ Yes ☐ No. Please specify in additional comments

Description of services provided by Vendor (provide additional sheet if necessary):
Energy Savings Performance Contracting - including the following facility improvements: Comfort Control Upgrades (thermostat replacement) HVAC Replacement and Improvements, Citywide LED lighting, solar lighting around the Lake at Desoto Park, Building Envelope modifications to reduce infiltration and exfiltration of air into and out of the building, Roof Replacement, and Telephone System Upgrades.

Please rate your experience with the Vendor	Need Improvement	Satisfactory	Excellent	Not Applicable
Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Vendor's Organization:				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Staff turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Additional Comments (provide additional sheet if necessary):
ABM did the following facility improvements: Comfort Control Upgrades (thermostat replacement) HVAC Replacement and Improvements, Citywide LED lighting, solar lighting around the Lake at Desoto Park, Building Envelope

STATEMENT OF QUALIFICATIONS

RFQ-4702-22-GJ Energy Performance Contracting

City of Hollywood, Florida

Bid RFQ-4702-22-GJ



VENDOR REFERENCE VERIFICATION FORM

It is the responsibility of the contractor/vendor to provide a minimum of three (3) similar type references using this form and to provide this information with your submission. Failure to do so may result in the rejection of your submission.

City of Hollywood Solicitation No. and Title: Solicitation RFQ-4702-22-GJ, Energy Performance Contracting
Reference for: ABM Building Solutions, LLC

Organization/Firm Name providing reference: City of Temple Terrace
Organization/Firm Contact Name: Charles Stephenson Title: City Manager
Email: cstephenson@templeterrace.gov Phone: 813.506.6400
Name of Referenced Project: City of Temple Terrace Contract No: 15-002
Date Services were provided: 2016-2021 Cost Savings: \$1,000,000
Referenced Vendor's role in Project: ☒ Prime Vendor ☐ Subcontractor/ Subconsultant
Would you use the Vendor again? ☒ Yes ☐ No. Please specify in additional comments

Description of services provided by Vendor (provide additional sheet if necessary):
Energy Savings Performance Contract

Please rate your experience with the Vendor	Need Improvement	Satisfactory	Excellent	Not Applicable
Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Vendor's Organization:				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Staff turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Additional Comments (provide additional sheet if necessary):
ABM was a dedicated partner during our Guaranteed Savings Agreement and performed very well to their commitment. We have continued to contract with them under an equipment maintenance contract for the foreseeable future.

****THIS SECTION FOR CITY USE ONLY****				
Verified via:	Email:	<input type="checkbox"/>	Verbal:	<input type="checkbox"/>
Verified by:	Name:		Title:	
	Department:		Date:	

STATEMENT OF QUALIFICATIONS

RFQ-4702-22-GJ Energy Performance Contracting

City of Hollywood, Florida

Bid RFQ-4702-22-GJ



VENDOR REFERENCE VERIFICATION FORM

It is the responsibility of the contractor/vendor to provide a minimum of three (3) similar type references using this form and to provide this information with your submission. Failure to do so may result in the rejection of your submission.

City of Hollywood Solicitation No. and Title: Solicitation RFQ-4702-22-GJ, Energy Performance Contracting
Reference for: ABM Building Services, LLC

Organization/Firm Name providing reference: Lowndes County
Organization/Firm Contact Name: Paige Dukes Title: County Manager
Email: pdukes@lowndescounty.com Phone: 229.292.6142
Name of Referenced Project: Lowndes County Government Contract No: 2021-0412PA / 2021-0412ES
Date Services were provided: 2021 - Present Cost Savings: \$39,657,693
Referenced Vendor's role in Project: ☒ Prime Vendor ☐ Subcontractor/ Subconsultant
Would you use the Vendor again? ☐ Yes ☐ NO. Please specify in additional comments

Description of services provided by Vendor (provide additional sheet if necessary):
Energy Savings Performance Contracting

Please rate your experience with the Vendor	Need Improvement	Satisfactory	Excellent	Not Applicable
Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Vendor's Organization:				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Staff turnover	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Additional Comments (provide additional sheet if necessary): From the beginning of our relationship, ABM has exceeded Lowndes County's expectations. Their staff has become an integral part of our team. As County Manager I have zero concerns related to Lowndes County's project or the projected savings. Our staff has already begun a project list for a second phase of improvements and we look forward to continuing our relationship with ABM. It's easy to work with professionals that care for your community as if they lived there as well. I'm available for more information or questions, pdukes@lowndescounty.com.

****THIS SECTION FOR CITY USE ONLY****					
Verified via:	Email:	<input type="checkbox"/>	Verbal:	<input type="checkbox"/>	Mail: <input type="checkbox"/>
Verified by:	Name:				Title:
	Department:				Date:



VENDOR REFERENCE VERIFICATION FORM

It is the responsibility of the contractor/vendor to provide a minimum of three (3) similar type references using this form and to provide this information with your submission. Failure to do so may result in the rejection of your submission.

City of Hollywood Solicitation No. and Title: Solicitation RFQ-4702-22-GJ, Energy Performance Contracting
Reference for: ABM Building Services, LLC

Organization/Firm Name providing reference: Colquitt County
Organization/Firm Contact Name: Chas Cannon Title: County Administrator
Email: ccannon@ccboc.com Phone: 229.616.7404
Name of Referenced Project: Colquitt County Government Contract No: 20150725SA
Date Services were provided: 2016 - Present Cost Savings: \$10,613,963
Referenced Vendor's role in Project: ☒ Prime Vendor ☐ Subcontractor/ Subconsultant
Would you use the Vendor again? ☐ Yes ☐ No. Please specify in additional comments

Description of services provided by Vendor (provide additional sheet if necessary):
Energy Savings Performance Contracting

Please rate your experience with the Vendor	Need Improvement	Satisfactory	Excellent	Not Applicable
Vendor's Quality of Service				
a. Responsive	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Accuracy	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Vendor's Organization:				
a. Staff expertise	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Professionalism	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
c. Staff turnover	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Timeliness of:				
a. Project	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
b. Deliverables	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Additional Comments (provide additional sheet if necessary):

****THIS SECTION FOR CITY USE ONLY****					
Verified via:	Email:	<input type="checkbox"/>	Verbal:	<input type="checkbox"/>	Mail: <input type="checkbox"/>
Verified by:	Name:				Title:
	Department:				Date:

4.2.7 Sub-Respondents

Respondents must clearly identify any sub-respondents that may be utilized for the Work in accordance with the Contract. A Sub-respondent shall be paid through Respondent or Respondent's firm and not paid directly by the City. Sub-Respondents are allowed by the City in the performance of the services delineated within this RFQ. Respondent must clearly reflect in its Proposal the major Sub-Respondent(s) to be utilized in the performance of required services. The City retains the right to accept or reject any Sub-Respondent proposed in the response of successful Respondent(s) or prior to contract execution. Any and all liabilities regarding the use of a Sub-Respondent shall be borne solely by the successful Respondent and insurance for each Sub-Respondent must be maintained in good standing and approved by the City throughout the duration of the Contract. Neither successful Respondent nor any of its Sub-Respondents are considered to be employees or agents of the City. Failure to list all Sub-Respondents and provide the required information may disqualify any proposed Sub-Respondent from performing work under this RFQ.

Imperial Electrical Inc.

At A Glance

- Founded in 2002
- Business Sector: Home Services > Electrical Installation
- Industry: Electrical Installation, Construction of Buildings & Maintenance and Repair of Motor Vehicles
- NAICS Code: 238210
- Located in Plantation, FL
- ISIC Codes: 4100, 4231, 4520

Imperial Electrical Inc.

11821 NW 11th St,
Plantation, FL 33323

President: Mike Terango

Phone: 954.938.0520
Email: tterango@co.imperial.ca.us

Imperial Electrical specializes in Government, State and Municipal projects ranging from \$100 to \$2,000,000. The company maintains a small to medium size company to allow for a more hands-on approach when working with government agencies. From start to finish of any project, ABM will work directly with Imperial management, who will be involved from pricing to final payment. Imperial believes in this approach and has shown great success and an excellent track record.

Presently, Imperial Electrical holds maintenance contracts with the City of Sunrise, City of Hollywood, Boca Raton, Town of Davie, Miami Gardens, Town of Pembroke Park, Coral Springs, Cooper City, City of Port St. Lucie, and D.O.T. Turnpike Toll Plazas and Service Plazas, which are one to three-year contracts. The company is on its twelfth year with the City of Sunrise and fifteenth year with D.O.T Turnpike Maintenance and Emergency Services from Ft. Pierce to Homestead.

Broward County has selected the company as one of seven approved electrical contractors for small project vendor list. Imperial Electrical has been doing business with Broward County for over 15 years on projects from \$1,000 to \$1,000,000 and have established a quality reputation with this agency.

Within the company, there is a division that primarily does sports lighting maintenance and installation for the past 20 years. The equipment is all owned and operated by Imperial Electrical to provide the quality and timely installation and service of sports lighting to customers. Please see the list of recently completed projects for Government agencies that follows.

Recently Completed Contracts

D.O.T. Turnpike

3-Yr. Term Maintenance
Contract
\$250-\$20,000
10 years ongoing

City of Hollywood

Harrison Street Lighting Rewire
\$98,000
2016

City of Tamarac

Replace Street Lighting Fixtures
to LED
\$150,000
2019

City of Boca Raton

Musco Tennis & Basketball
Lighting
\$100,000
2014

City of Coral Springs

Mullins Park Musco LED Retrofit
Kits
\$550,000
2018

City of Miramar

Install LED Street Lighting
Retrofit Kits
\$74,965
2020

City of Parkland

Pine Trails Park Musco Sports
Lighting
\$260,000
2015

City of Ft. Lauderdale

Warfield Park Musco Lighting
\$67,000
2018

City of Ft. Lauderdale

Peele Dixie Water Treatment
Plant
\$42,000
2021

City of Plantation

Country Club Dr. Pathway
Lighting
\$75,000
2015

City of Oakland Park

Wimberly Field Relighting
\$142,500
2019

Current City and County Contracts

City of Sunrise

Electrical Maintenance (EM)
Term Contract
Contract # (06) C-33-C
Steve Kane: 954.747.4633

Cooper City

Security & Sports Lighting
Systems, & PM
Bid #2009-5
Jerry: 954.675.8626

City of Delray Beach

Ballfield & Gymnasium Lighting
Maintenance
Bid #2010-22
Tom: 561.301.0401

City of Hollywood

EM Term Contract
PO #001665
John Sullivan: 954.465.8446

City of Boca Raton

EM (2010-2022)
Wayne Anderson: 561.927.7742

City of Miramar

EM (2012-2021)
Tony Marinelli: 954.548.0125

City of Ft. Lauderdale

EM Term Contract
BDG17
Dave Havel: 954.232.3576

Coral Springs

EM (2010-2022)
Charlie: 561.767.2791

City of Plantation

EM (2011-2021)
Steve Rodgers: 954.410.3305

Resumes



EDUCATION & QUALIFICATIONS

Trade School: ABCI
(1988-1992)

11821 NW 11 St,
Plantation, FL 33323

Michael Terango

President
Plantation, FL

ROLE & RESPONSIBILITIES

Michael has been a Broward County resident since 1968. He attended grade school thru high school and electrical trade school in Broward County. In 1991 he became a licensed Journeyman managing projects ranging from \$10,000 to \$5,000,000. He has been estimating and purchasing and specializing in Government, State and Municipal related projects since 1995. He has been a Musco-approved installer since 2000. His duties for Imperial Electrical since 2002 have been estimating, purchasing and project coordination.



EXPERIENCE

Imperial Electrical, Inc. (2002 – Present)

Precision Electric (1995 – 2001)

Bi-Us Electric (1988 – 1995)

The Lighting Center (1986 – 1988)



EDUCATION & QUALIFICATIONS

Trade School: NECA
(1980-1984)

Master Electrician

11821 NW 11 St,
Plantation, FL 33323

James Fazzini

Master Electrician
Plantation, FL

ROLE & RESPONSIBILITIES

James has been a Broward County resident since 1967. He attended grade school thru high school and electrical trade school in Broward County, FL. He has been a licensed master electrician since 1989. He has managed projects ranging from \$10,000 to \$10,000,000 in the industrial and commercial fields. He has been a Musco-approved installer since 2005. His duties for Imperial Electrical since 2003 have been estimating, project management and safety coordination.



EXPERIENCE

Imperial Electrical, Inc. (2002 – Present)

Precision Electric (1995 – 2001)

Bi-Us Electric (1988 – 1995)

The Lighting Center (1986 – 1988)

References

Broward County Port Everglades

John Folgelson
954.325.7887

City of Hollywood

William Clift
954.967.4550
wclift@hollywoodfl.org

City of Sunrise

Steve Kane
954.240.2725
skane@cityofsunrise.org

City of Pembroke Pines

Chuck Vones
954.443.4829
cvones@ppines.com

Musco Sports Lighting

Jason Frucht
954.732.5674
Jason.Frucht@musco.com

U.S. Coast Guard

David Robinson
954.296.7936
David.a.robinson@uscg.mil

D.O.T. Turnpike

Ron Williams
954.934.1109
Ronny.williams@dot.state.fl.us

City of Aventura

Tony Tomei
305.466.8900

City of Ft. Lauderdale

Dave Havell
954.232.3576
mfriedman@fortlauderdale.gov

City of Plantation

Brett W. Butler, PE, CFM
954.797.2282

Broward County

Anne Birch
954.831.4109
abirch@broward.org

Musco Sports Lighting, LLC

At A Glance

- Founded in 1976
- Business Sector: Design & Manufacture of Sports and Transportation/Infrastructure Lighting Systems
- More than 40 years' experience, researching and innovating
- Industry Award Winners
- Headquartered in Oskaloosa, IA

Website

www.musco.com

24/7 Control-Link® Hotline

Phone: 877.347.3319

Local Address

1250 S Pine Island Rd. #355
Plantation, FL 33324

Since 1976, Musco Lighting has specialized in the design and manufacture of sports and transportation/infrastructure lighting solutions around the world. We've pioneered systems using metal halide and LED technologies that have made dramatic improvements in energy efficiency and provided affordable ways to control spill light and glare. The new retrofit, permanent and temporary lighting solutions can be found from Little League® fields to Olympic Games. The global team partners with customers to plan, complete, and maintain a cost-effective, trouble-free lighting solution for facilities.

The City of Hollywood has the unique potential to continue partnering with Musco. The facilities that could benefit most from an upgraded LED sports lighting have been identified as the following:

- David Park
- Boggs Field
- Driftwood Park
- Stan Goldman Memorial Park
- Washington Park

Through more than 40 years of experience in the lighting industry, thousands of schools, cities, facility owners, and transportation operators have counted on Musco as part of their team, and as a result, have gotten the most value for their lighting budget.

Musco Sports Lighting Awards

Musco has won several awards, among them: The Academy Award, awarded by The Academy of Motion Picture Arts and Sciences for scientific and engineering achievement in film lighting, an Emmy Award, awarded by the Academy of Television Arts and Sciences for lighting the NCAA football telecasts, The 1993 Paul Waterbury Award for Outdoor Lighting, one of two presented worldwide for innovative design at the Charlotte Motor Speedway, and many other notable awards.



Control-Link®

Control-Link® is the only monitoring service of its kind. This service ensures your sports lighting system is being managed efficiently with 24/7 support from a fully staffed team. The following facilities use this system currently, and rely on Control-Link® for scheduling, monitor outages, and troubleshoot problems:

- Dowdy Field
- Rotary Park
- Hollywood West Sports Park

Musco Sports Lighting Projects

Broward County

Replace Lighting at Markham Park Range
\$159,000
2008
Shoban Smart: 954.577.4624

City of Pembroke Pines

Installation of Musco Sports Lighting
2010
Chuck Vones: 954.443.4829

City Lighthouse Point

Installation of Musco Sports Lighting
\$250,000
2011
John Trudou: 954.868.5271

Carter Park

Relocate Sports Light Poles
\$48,000
2013
Carter Henningsen: 561.445.4118

Palm Beach Atlantic

Sports Complex
\$2,300,000
2014

City of Parkland

Pine Trails Park Musco Sports Lighting
2015
Installation of Musco Lighting
\$55,000
2013
Jason Frucht: 954.732.5674

City of Delray Beach

Pompey Park Sports Lighting
\$312,510
2010
Robert Diaz: 561.243.7343

City of Key West

Installation of Musco Sports Lighting
\$732,673
2011
Rod Delostrinos: 305.809.3751

City of Miramar

Installation of Musco Sports Lighting
\$150,000
2012
Tony Rabbat: 954.602.3302

City of Royal Palm Beach

Sports Lighting
\$250,000
2015
Chris Marsh: 561.790.5161

Palm Beach County

Caloosa Park LED Retrofit Kits
\$62,000
2020
Suart Patterson: 561.233.0750

City of Doral

Doral Legacy Park
\$990,000
2017
Jason Frucht: 954.732.5674

City of Ft. Lauderdale

Warfield Park & Huiezenga Park Musco Lighting
\$67,000/\$55,000
2018/2017
Jason Frucht: 954.732.5674

City of Ft. Lauderdale

Riverland Park Sports Lighting
\$180,000
2019
Dave Havel: 954.232.3576

Musco Sports Lighting Partners



4.2.8 Required Forms

- ☐ *Vendor Reference Verification Form*
 - ☐ *Statement of Qualification Certification*
 - ☐ *Drug Free Workplace Program*
 - ☐ *Certifications Regarding Debarments, Suspensions and Other Responsibility Matters*
 - ☐ *Non-Collusion Affidavit*
 - ☐ *Sworn Statement Pursuant to Section 287.133(3)(a)*
 - ☐ *Hold Harmless and Indemnity Clause*
 - ☐ *Solicitation, Giving and Acceptance of Gifts Policy*
-

Required Forms follow this page.

STATEMENT OF QUALIFICATIONS

RFQ-4702-22-GJ Energy Performance Contracting

City of Hollywood, Florida

Bid RFQ-4702-22-GJ

ACKNOWLEDGMENT AND SIGNATURE PAGE

This form must be completed and submitted by the date and the time of bid opening.

Legal Company Name (include d/b/a if applicable): ABM Industries, Inc. d/b/a ABM Building Solutions, LLC Federal Tax Identification Number: 20-0357058

If Corporation - Date Incorporated/Organized: 1909

State Incorporated/Organized: Delaware

Company Operating Address: 3260 NW 23rd Avenue, Suite e-100

City Pompano Beach State FL Zip Code 33069

Remittance Address (if different from ordering address): n/a


City _____ State _____ Zip Code _____

Company Contact Person: Mark Hawkinson Email Address: Mark.Hawkinson@abm.com

Phone Number (include area code): 407.323.5455 Fax Number (include area code): 407.324.2890

Company's Internet Web Address: www.abm.com

IT IS HEREBY CERTIFIED AND AFFIRMED THAT THE BIDDER/RESPONDENT CERTIFIES ACCEPTANCE OF THE TERMS, CONDITIONS, SPECIFICATIONS, ATTACHMENTS AND ANY ADDENDA. THE BIDDER/RESPONDENT SHALL ACCEPT ANY AWARDS MADE AS A RESULT OF THIS SOLICITATION. BIDDER/RESPONDENT FURTHER AGREES THAT PRICES QUOTED WILL REMAIN FIXED FOR THE PERIOD OF TIME STATED IN THE SOLICITATION.

 1/5/22
Bidder/Respondent's Authorized Representative's Signature: _____ Date

Type or Print Name: Mark Hawkinson

THE EXECUTION OF THIS FORM CONSTITUTES THE UNEQUIVOCAL OFFER OF BIDDER/RESPONDENT TO BE BOUND BY THE TERMS OF ITS PROPOSAL. FAILURE TO SIGN THIS SOLICITATION WHERE INDICATED BY AN AUTHORIZED REPRESENTATIVE SHALL RENDER THE BID/PROPOSAL NON-RESPONSIVE. THE CITY MAY, HOWEVER, IN ITS SOLE DISCRETION, ACCEPT ANY BID/PROPOSAL THAT INCLUDES AN EXECUTED DOCUMENT WHICH UNEQUIVOCALLY BINDS THE BIDDER/RESPONDENT TO THE TERMS OF ITS OFFER.

ANY EXCEPTION, CHANGES OR ALTERATIONS TO THE GENERAL TERMS AND CONDITIONS, HOLD HARMLESS / INDEMNITY DOCUMENT OR OTHER REQUIRED FORMS MAY RESULT IN THE BID/PROPOSAL BE DEEMED NON-RESPONSIVE AND DISQUALIFIED FROM THE AWARD PROCESS

STATEMENT OF QUALIFICATIONS

RFQ-4702-22-GJ Energy Performance Contracting

City of Hollywood, Florida

Bid RFQ-4702-22-GJ

STATEMENT OF QUALIFICATION CERTIFICATION

Please Note: All fields below must be completed. If the field does not apply to you, please note N/A in that field.

If you are a foreign corporation, you may be required to obtain a certificate of authority from the department of state, in accordance with Florida Statute §607.1501 (visit <http://www.dos.state.fl.us/>).

Company: (Legal Registration) ABM Building Solutions, LLC

Name/Principal/Project Manager: Mark Hawkinson

Address: 3260 NW 23rd Avenue, Suite e-100

City: Pompano Beach State: FL Zip: 33069

Telephone No. 407.323.5455 FEIN/Tax ID No. FL Email: Mark.Hawkinson@abm.com

Does your firm qualify for MBE or WBE status: No. MBE WBE

ADDENDUM ACKNOWLEDGEMENT - Respondent acknowledges that the following addenda have been received and are included in the proposal:

Addendum No.	Date Issued	Addendum No.	Date Issued
Addendum #1	12/2/2021		

VARIANCES: State any variations to specifications, terms and conditions in the space provided below or reference in the space provided below all variances contained on other pages of bid, attachments or bid pages. No variations or exceptions by the Respondent will be deemed to be part of the bid submitted unless such variation or exception is listed and contained within the bid documents and referenced in the space provided below. If no statement is contained in the below space, it is implied that your bid/proposal complies with the full scope of this solicitation. If this section does not apply to your bid, simply mark "N/A". If submitting your response electronically through BIDSYNC you must click the exception link if any variation or exception is taken to the specifications, terms and conditions.

n/a

The below signatory agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid/proposal. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a Contract if approved by the City and such acceptance covers all terms, conditions, and specifications of this bid/proposal. The below signatory also agrees, by virtue of submitting or attempting to submit a response, that in no event shall the City's liability for respondent's indirect, incidental, consequential, special or exemplary damages, expenses, or lost profits arising out of this competitive solicitation process, including but not limited to public advertisement, bid conferences, site visits, evaluations, oral presentations, or award proceedings exceed the amount of \$500.00. This limitation shall not apply to claims arising under any provision of indemnification or the City's protest ordinance contained in this competitive solicitation.

Submitted by:

Mark Hawkinson

Name (printed)

1/5/2022

Date: Title


Signature

President, ABM Building Solutions, LLC

11/4/2021 2:03 PM

p. 34

RFQ-4702-22-GJ Energy Performance Contracting

City of Hollywood, Florida

Bid RFQ-4702-22-GJ

DRUG-FREE WORKPLACE PROGRAM

IDENTICAL TIE BIDS - Preference shall be given to businesses with drug-free workplace programs. Whenever two or more bids that are equal with respect to price, quality, and service are received by the state or by any political subdivision for the procurement of commodities or contractual services, a bid received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. Established procedures for processing tie bids will be followed if none of the tied vendors have a drug-free workplace program. In order to have a drug-free workplace program, a business shall:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employee that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program (if such is available in the employee's community) by, any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of these requirements.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.


 SIGNATURE
 ABM Building Solutions, LLC
 NAME OF COMPANY

Mark Hawkinson
 PRINTED NAME

RFQ/RFP/ITB Number: Solicitation RFQ-4702-22-GJ Title: Energy Performance Contracting

RFQ-4702-22-GJ Energy Performance Contracting

City of Hollywood, Florida

Bid RFQ-4702-22-GJ

**CERTIFICATIONS REGARDING DEBARMENT, SUSPENSION AND OTHER
RESPONSIBILITY MATTERS**

The applicant certifies that it and its principals:

- (a) Are not presently debarred, suspended, proposed for debarment, declared ineligible, sentenced to a denial of federal benefits by a state or federal court, or voluntarily excluded from covered transactions by any federal department or agency;
- (b) Have not within a three-year period preceding this application been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state, or local) transaction or contract under a public transaction, violation of federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
- (c) Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (federal, state, or local) with commission of any of the offenses enumerated in paragraph (b) of this certification; and
- (d) Have not within a three-year period preceding this application had one or more public transactions (federal, state, or local) terminated for cause or default.

Applicant Name and Address:

ABM Building Solutions, LLC

3260 NW 23rd Avenue, Suite e-100

Pompano Beach, FL 33069

Application Number and/or Project Name:

City of Hollywood Energy Performance Contracting

Applicant IRS/Vendor Number: F200357050

Type/Print Name and Title of Authorized Representative:

Mark Hawkinson, President ABM Building Solutions, LLC

Signature: 

Date: 1/5/2022

RFQ/RFP/ITB Number: Solicitation RFQ-4702-22-GJ Title: Energy Performance Contracting

STATEMENT OF QUALIFICATIONS

RFQ-4702-22-GJ Energy Performance Contracting

City of Hollywood, Florida

Bid RFQ-4702-22-GJ

NON-COLLUSION AFFIDAVIT

STATE OF: Georgia

COUNTY OF: Gwinnett, being first duly sworn, deposes and says that:

- (1) He/she is Mark Hawkinson of ABM Building Solutions, LLC, the Respondent that has submitted the attached Bid.
- (2) He/she has been fully informed regarding the preparation and contents of the attached Bid and of all pertinent circumstances regarding such Bid;
- (3) Such Bid is genuine and is not a collusion or sham Bid;
- (4) Neither the said Respondent nor any of its officers, partners, owners, agents, representatives, employees or parties in interest, including this affiant has in any way colluded, conspired, connived or agreed, directly or indirectly with any other Respondent, firm or person to submit a collusive or sham Bid in connection with the contractor for which the attached Bid has been submitted or to refrain from bidding in connection with such contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other Respondent, firm or person to fix the price or prices, profit or cost element of the Bid price or the Bid price of any other Respondent, or to secure an advantage against the City of Hollywood or any person interested in the proposed Contract; and
- (5) The price or prices quoted in the attached Bid are fair and proper and are not tainted by any collusion, conspiracy, connivance or unlawful agreement on the part of the Respondent or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

(SIGNED) [Signature]
Title: President, ABM Building Solutions, LLC

Subscribed and sworn to before me this 5 day of January, 2022
My commission expires: 11/04/2023
Susie England
NOTARY PUBLIC
Gwinnett County, GEORGIA

RFQ/RFP/ITB Number: Solicitation RFQ-4702-22-GJ Title: Energy Performance Contracting

11/4/2021 2:03 PM

p. 37

SWORN STATEMENT PURSUANT TO SECTION 287.133 (3) (a) FLORIDA STATUTES ON PUBLIC ENTITY CRIMES

THIS FORM MUST BE SIGNED AND SWORN TO IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICIAL AUTHORIZED TO ADMINISTER OATHS

1. This form statement is submitted to the City of Hollywood
By Mark Hawkinson, President for ABM Building Solutions, LLC
(Print individual's name and title) (Print name of entity submitting sworn statement)
whose business address is 3260 NW 23rd Avenue, Suite e-100, Pompano Beach, FL 33069
and if applicable its Federal Employer Identification Number (FEIN) is 20-0357058 If the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement.

2. I understand that "public entity crime," as defined in paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid, proposal, reply, or contract for goods or services, any lease for real property, or any contract for the construction or repair of a public building or public work, involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misinterpretation.

3. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in an federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.

4. I understand that "Affiliate," as defined in paragraph 287.133(1)(a), Florida Statutes, means:

1. A predecessor or successor of a person convicted of a public entity crime, or
2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

5. I understand that "person," as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or any entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and that bids or applies to bid on contracts let by a public entity, or that otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.

6. Based upon information and belief, the statement that I have marked below is true in relation to the entity submitting this sworn statement. (please indicate which statement applies.)

X Neither the entity submitting sworn statement, nor any of its officers, director, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, nor any affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

 The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity, has been charged with and convicted of a public entity crime subsequent to July 1, 1989..

STATEMENT OF QUALIFICATIONS

RFQ-4702-22-GJ Energy Performance Contracting

City of Hollywood, Florida

Bid RFQ-4702-22-GJ

The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime, but the Final Order entered by the Hearing Officer in a subsequent proceeding before a Hearing Officer of the State of the State of Florida, Division of Administrative Hearings, determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list. (attach a copy of the Final Order).

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN THAT IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THAT PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017 FLORIDA STATUTES FOR A CATEGORY TWO PROJECT OF ANY CHANGE IN THE INFORMATION CONTAINED ON THIS FORM.


(Signature)

Sworn to and subscribed before me this 5 day of January, 2022

Personally known ☒

Or produced identification ☐ Notary Public-State of Georgia

Gwinnett County

My commission expires

Susie England
NOTARY PUBLIC

Gwinnett County, GEORGIA

My Commission Expires 11/04/2023

Susie England
(Printed, typed or stamped commissioned name of notary public)

RFQ/RFP/ITB Number: Solicitation RFQ-4702-22-GJ Title: Energy Performance Contracting

RFQ-4702-22-GJ Energy Performance Contracting

City of Hollywood, Florida


Bid RFQ-4702-22-GJ

HOLD HARMLESS AND INDEMNITY CLAUSE

ABM Building Solutions, LLC / Mark Hawkinson

(Company Name and Authorized Representative's Name)

, the contractor, shall indemnify, defend and hold harmless the City of Hollywood, its elected and appointed officials, employees and agents for any and all suits, actions, legal or administrative proceedings, claims, damage, liabilities, interest, attorney's fees, costs of any kind whether arising prior to the start of activities or following the completion or acceptance and in any manner directly or indirectly caused, occasioned or contributed to in whole or in part by reason of any act, error or omission, fault or negligence whether active or passive by the Contractor, or anyone acting under its direction, control, or on its behalf in connection with or incident to its performance of the Contract.


SIGNATURE

Mark Hawkinson
PRINTED NAME

ABM Building Solutions, LLC
COMPANY OF NAME

1/5/2022
DATE

Failure to sign or changes to this page shall render your bid non-responsive.

RFQ-4702-22-GJ Energy Performance Contracting

City of Hollywood, Florida

Bid RFQ-4702-22-GJ

SOLICITATION, GIVING, AND ACCEPTANCE OF GIFTS POLICY

Florida Statute 112.313 prohibits the solicitation or acceptance of Gifts. - "No Public officer, employee of an agency, local government attorney, or candidate for nomination or election shall solicit or accept anything of value to the recipient, including a gift, loan, reward, promise of future employment, favor, or service, based upon any understanding that the vote, official action, or judgment of the public officer, employee, local government attorney, or candidate would be influenced thereby.". The term "public officer" includes "any person elected or appointed to hold office in any agency, including any person serving on an advisory body."

City of Hollywood policy prohibits all public officers, elected or appointed, all employees, and their families from accepting any gifts of any value, either directly or indirectly, from any contractor, respondent, consultant, or business with whom the City does business.

The State of Florida definition of "gifts" includes the following:

- Real property or its use,
- Tangible or intangible personal property, or its use,
- A preferential rate or terms on a debt, loan, goods, or services,
- Forgiveness of indebtedness,
- Transportation, lodging, or parking,
- Food or beverage,
- Membership dues,
- Entrance fees, admission fees, or tickets to events, performances, or facilities,
- Plants, flowers or floral arrangements
- Services provided by persons pursuant to a professional license or certificate.
- Other personal services for which a fee is normally charged by the person providing the services.
- Any other similar service or thing having an attributable value not already provided for in this section.

Any contractor, Respondent, consultant, or business found to have given a gift to a public officer or employee, or his/her family, will be subject to dismissal or revocation of the Contract.

As the person authorized to sign the statement, I certify that this firm will comply fully with this policy.

 _____ SIGNATURE	Mark Hawkinson _____ PRINTED NAME
ABM Building Solutions, LLC _____ NAME OF COMPANY	President _____ TITLE

Failure to sign this page shall render your bid non-responsive.

What to What to Expect from ABM

We are Ready to Build Value for the City of Hollywood

Outsourcing your facility services is a strategic business decision with many benefits that lead to a single conclusion: making your business more efficient.

Outsourcing can be a competitive advantage because it frees up time and resources that you can devote to growing your business. If you are considering putting your facility services into the hands of trained experts, following are seven compelling reasons to do so:



Focus on Core Objectives

Outsource functions that do not directly support, develop, or improve your product or service offering.



Staffing Scalability

Control operating costs; and avoid the process of recruiting, hiring, and training.



Environmentally Friendly Atmosphere

Proven Energy Star & LEED programs.



Vendor Consolidation

Reduce the total number of vendors and transactions.



Reduce Costs

Control operating costs and establish a budget, freeing up capital.



Choose an Expert

Protect the value of your building, furnishings, and other assets.



Peace of Mind

Consolidated billing, web-based service requests, quality control and reporting.