FCIP Pre-Qualified ESCOs Contacts updated as of 10/5/23

ESCO

Ameresco, Inc. 9890 Clayton Rd., Suite 220 St. Louis, MO 63124

CEG Solutions, LLC 4040 N Fairfax Dr., Suite 700 Arlington, VA 22203

Control Technology & Solutions, LLC a Veregy Company 21911 W 66th Street, Suite 210 Shawnee, KS 66226

Energy Solutions Professionals, LLC 9218 Metcalf Ave., Suite 274 Overland Park, KS 66212

ENGIE Services US, Inc. 12980 Foster St., Suite 400 Overland Park, KS 66213

Entegrity Energy Partners, LLC 17300 W 116th Street Lenexa, KS 66219

Johnson Controls, Inc. 9850 Legler Rd. Lenexa, KS 66219

Navitas, LLC 25501 West Valley Parkway, Suite 200 Olathe, KS 66061

Noresco, LLC 12034 S. Jackson St. Olathe, KS 66061

<u>Schneider Electric</u> 15200 Santa Fe Trail Dr., Suite 204 Lenexa, KS 66219

Trane US, Inc. 11211 Lakeview Ave Lenexa, KS 66219

Willdan Energy Solutions 900 Massachusetts, Suite 301 Lawrence, KS 66044

Contact Information

Tim Dettlaff (763) 208-9951 tdettlaff@ameresco.com

Byron Krug (703) 294-5600 <u>byron.krug@cegsolutions.com</u>

Christy Humerickhouse (816) 726-7497 chumerickhouse@veregy.com

Tim O'Kane (913) 381-2800 tim@energyesp.com

Scott Johnson (913) 225-7081 ss.johnson@engie.com

Ryan T. Evans (913) 328-2921 ryan.evans@entegritypartners.com

Joshua Wilkens (913) 307-4200 joshua.j.wilkens@jci.com

Koby Kampschroeder (913) 344-0049 kkampschroeder@navitas.us.com

Steven L. Spurgeon (913) 544-4126 <u>Steven.Spurgeon@noresco.com</u>

Joe Cinalli (913) 948-0140 joe.cinalli@se.com

Chad Remboldt (913) 599-4664 <u>chad.remboldt@trane.com</u>

(785) 856-3360

DeAngela Burns-Wallace, Acting Secretary



Phone: 785-296-2376 Fax: 785-296-7240 www.admin.ks.gov/offices/procurement-and-contracts

Laura Kelly, Governor

CONTRACT AWARD

Date of Award: Contract ID: Event ID: June 25, 2019 000000000000000000046648 EVT0006113

Procurement Officer: Telephone: E-Mail Address: Web Address: David M Stueve 785-296-0408 david.stueve@ks.gov http://admin.ks.gov/offices/procurement-and-contracts

Item: Agency/Business Unit: Period of Contract:

Energy Service Companies Kansas Corporation Commission July 01, 2019 through June 30, 2020 (With the option to renew for three additional twelve month periods)

Contractor:

AMERESCO INC 9890 CLAYTON ROAD STE 220

Payment Terms: Net 30

Political Subdivisions: Pricing is available to the political subdivisions of the State of Kansas.

Procurement Cards: Agencies may not use a P-Card for purchases from this contract.

Administrative Fee: No Administrative Fee will be assessed against purchases from this contract.

COST PROPOSAL

Cheyen	na ş	Lowins	Decatur	Norton	Phillips	Smith	jawalt	Republic	Washingto	on Mars	hall Normal	ha Brown	n Donipha	-
Shenra	Contraction (Contraction)	R(T)H() homas	MESIT Sharidan	Graham	Rooks	Osborne	Mitchell	Cloud	Clay	Po	a alternation and	ackson	Atchison	evenworth
		-				NORT	LH CEI	Ottawa		(unay)	- Service		afferson	Wyandot
Wallace	Lo	gan	Gove	Trego	Ells	Russel	Liscoln		Dickinson	Gaary	Wabaunsee	Shawnee	Douglas	Johnson
							Ellsworth	Salme		Morris	7	Osaga	Franklin	Mami
Greeley	Wichita	Scott	Lane	Ness	Rush	Barton	Ree	McPherson	Marton	Char	Lyon			
		1155		Hodgeman	Pawnee			-		Che		Coffey	Anderson	Linn
Hamilton	Kearmy	JT'H'	ney ∕∕EST	(Nogemen	Edwards	Stafford	Reno	Har			Greenwood	Woodson	Allen	Bourbor
			Gray	Ford		Pratt	T B KEB	Sedg	2000 C	Butler		OUT	HEAS	-
Stancon	Grant	Hasicall			Klowa	PTACL	Kingman				Elk	Wilson	Neosho	Crawfor
Monton	Stevens	Seward	Meade	Clark	Comanche	Barber	Harper	Summ	er	Cowley	Chautauqua	Montgome	Labette	Cherok

Use the formats below to submit cost proposals by region for maximum construction markups and the investment grade audit fee.

Maximum Construction Markups

CONSTRUCTION MARKUPS provide compensation for project design, construction management, construction period interest, commissioning, training, measurement and verification services for 3 years, and ESCO overhead and profit. The percentages bid below are the <u>maximum</u> rate that can be charged, not the rate participants might expect to negotiate for routine, less complex projects.

				FCIF	P Region	
Apply to the *PORTION* of Construction	Ν	NC	NE	SW	SC	SE
From \$0 to \$1,000,000	0.40	0.40	0.40	0.40	0.40	0.40
From \$1,000,001 to \$5,000,000	0.35	0.35	0.35	0.35	0.35	0.35
From \$5,000,001 to \$10,000,000	0.32	0.32	0.32	0.32	0.32	0.32
Greater than \$10,000,000	0.30	0.30	0.30	0.30	0.30	0.30

Example - Total Project Construction Costs = \$7,350,020		
Apply to the *PORTION* of Construction Costs	Example	
Greater than \$0 and no more than \$1 Million	W	\$1,000,000
Greater than \$1 Million and no more than \$5 Million	Х	\$4,000,000
Greater than \$5 Million and no more than \$10 Million	Y	\$2,350,000
Greater than \$10 Million	Z	
Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,00	00) + (Y * \$2,350,0)20)

	FCIP Region								
Principle Building Activity	NW	NC	NE	SW	SC	SE			
Corrections	0.19	0.15	0.13	0.19	0.15	0.13			
Education - Higher Ed.	0.17	0.12	0.11	0.17	0.12	0.11			
Education - USD	0.17	0.12	0.11	0.17	0.12	0.11			
Food Sales or Service	0.17	0.12	0.11	0.17	0.12	0.11			
Health Care - Inpatient	0.18	0.13	0.12	0.18	0.13	0.12			
Health Care - Outpatient	0.17	0.12	0.11	0.17	0.12	0.11			
Lodging	0.17	0.12	0.11	0.17	0.12	0.11			
Office	0.17	0.12	0.11	0.17	0.12	0.11			
Public Assembly	0.17	0.12	0.11	0.17	0.12	0.11			
Storage or Warehouse	0.16	0.12	0.11	0.16	0.12	0.11			
Other	0.17	0.12	0.11	0.17	0.12	0.11			
Meter Replacement (price per meter)	N/A	N/A	N/A	N/A	N/A	N/A			
Exterior Lighting (price per post or base)	*	*	*	*	*	*			
Central Plant System (price per capita)	2.90	2.75	2.50	2.90	2.75	2.50			

NON TRADITIONAL ENERGY RELATED ITEMS - Fees for analysis of non-traditional measures, including but not limited to, wind and other community energy generation projects etc., will be negotiated between the ESCO and the public and will not exceed ______% of the total projected cost of the measure.

Notes by Ameresco - *For GIS Field Audit of Street Lighting, \$9 per pole, plus engineered street light replacement design based on IES RP-8 or other criteria with photometric and lifecycle cost analysis: add \$3/pole.

Subject to the terms and conditions of the bid specifications and this contract, State hereby accepts the offer of Contractor as expressed by Contractor's bid submitted to Procurement and Contracts on **November 09, 2018** in response to Bid Event Number **EVT0006113**.

It is understood and agreed by the parties that pursuant to the bid, Contractor agrees to furnish **Energy Service Companies** for **Kansas Corporation Commission** on order of the Agency at the price or prices contained herein.

This contract is entered into this **25th** day of **June**, **2019** by and between the State of Kansas (State) and **AMERESCO INC**, **FRAMINGHAM**, **MA** (Contractor).

Contractor: AMERESCO INC	Agency: Kansas Corporation Commission
By: Z. VIII	By:
Printed Name: TIM DETTLAFF	Printed Name:
Title: SENIOR V.P. & GENERAL MGR.	Title:

I hereby certify that the competitive bid/procurement laws of the State of Kansas have been followed.

State of Kansas

By:_

TRACY T. DIEL DIRECTOR OF PURCHASES

DeAngela Burns-Wallace, Acting Secretary

Kansas Department of Administration

Phone: 785-296-2376 Fax: 785-296-7240 www.admin.ks.gov/offices/procurement-and-contracts

Laura Kelly, Governor

CONTRACT AWARD

Date of Award: Contract ID: Event ID: June 25, 2019 00000000000000000046643 EVT0006113

Procurement Officer: Telephone: E-Mail Address: Web Address:

<u>david.stueve@ks.gov</u> http://admin.ks.gov/offices/procurement-and-contracts Energy Service Companies

David M Stueve

785-296-0408

Item: Agency/Business Unit: Period of Contract:

Energy Service Companies Kansas Corporation Commission July 01, 2019 through June 30, 2020 (With the option to renew for three additional twelve month periods)

Contractor:

CEG SOLUTIONS LLC 4040 N FAIRFAX DRIVE SUITE 700

Vendor ID: FEIN: Contact Person: E-Mail: Toll Free Telephone: Local Telephone: Cell Phone Number: Fax: ARLINGTON, VA 22203 0000580040 52-1955618 Bryon Krug bryon.krug@cegsolutions.com 703-294-5600 N/A 240-638-6695 703-294-4676

ALTERNATIVE CONTACT Adriana Hauffe <u>adriana.hauffe@cegsolutions.com</u> 703-294-5613 N/A 571-457-9890

Payment Terms: Net 30

Political Subdivisions: Pricing is available to the political subdivisions of the State of Kansas.

Procurement Cards: Agencies may not use a P-Card for purchases from this contract.

Administrative Fee: No Administrative Fee will be assessed against purchases from this contract.

COST PROPOSAL

Cheyen	na 5	Lawlins	Decatur	Norton	Phillips	Smith	jawalt	Republic	Washingb	on Mari	hall Nemai	ha Brown	n Donipha	-				
Shanma	States (George	R/T/H/V homas	A/ESIT Sharidan	Graham	Rooks	Osborne	Mitchell	Cloud	Clay	Po	ttawatomie j	ackson	Atchison	evenworth				
		-				NORT	FH CE	Ottawa		1	month	Jo	fferson	Wyando				
Wallaco	Lo	gan	Gove	Trego	Ells	Russel	Liscoln		Dickinson	Geary	Wabaunsee	Shawnee	Douglas	Johnson				
						1	Ellsworth	Saline		Morri		Osaga	Franklin	Mani				
Greeley	Wichita	Scott	Lane	Nass	Rush	Barton	Rice	McPherson	Marton	Cha	Lyon	Coffey		Linn				
Hamilton	Кеалту	Fin	inay	Hodgaman	Pawnee	Stafford		Har			_	Comey	Anderson	Linn				
	- 10 - B	лтн∧	WEST		Edwards	Edwards				ande	Reno	NTRA		Butler	Greenwood	Woodson	Allan	Bourbon
Stanton	Grant	Haskall	Gray	Ford	Kiewa	Pratt	100	Sødg	wick.	Deriver	S	OUT Wilson	Neosho	T				
					KIGWA		Kingman				Elk			Crawfor				
Monton	Stevens	Seward	Meade	Clark	Comanche	Barber	Harper	Summ	er	Cowley	Chautauqua	Montgome	Labette	Cherok				

Use the formats below to submit cost proposals by region for maximum construction markups and the investment grade audit fee.

Maximum Construction Markups

CONSTRUCTION MARKUPS provide compensation for project design, construction management, construction period interest, commissioning, training, measurement and verification services for 3 years, and ESCO overhead and profit. The percentages bid below are the <u>maximum</u> rate that can be charged, not the rate participants might expect to negotiate for routine, less complex projects.

				FCIF	P Region	
Apply to the *PORTION* of Construction	Ν	NC	NE	SW	SC	SE
From \$0 to \$1,000,000	0.68	0.68	0.65	0.68	0.67	0.67
From \$1,000,001 to \$5,000,000	0.66	0.66	0.60	0.66	0.65	0.65
From \$5,000,001 to \$10,000,000	0.64	0.64	0.57	0.64	0.63	0.63
Greater than \$10,000,000	0.59	0.59	0.55	0.59	0.59	0.59

Example - Total Project Construction Costs = \$7,350,020		
Apply to the *PORTION* of Construction Costs	Example	
Greater than \$0 and no more than \$1 Million	W	\$1,000,000
Greater than \$1 Million and no more than \$5 Million	Х	\$4,000,000
Greater than \$5 Million and no more than \$10 Million	Y	\$2,350,000
Greater than \$10 Million	Z	
Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,00	00) + (Y * \$2,350	,020)

	FCIP Region								
Principle Building Activity	NW	NC	NE	SW	SC	SE			
Corrections	0.36	0.36	0.32	0.38	0.35	0.35			
Education - Higher Ed.	0.33	0.33	0.30	0.34	0.32	0.32			
Education - USD	0.31	0.31	0.28	0.29	0.30	0.30			
Food Sales or Service	0.33	0.33	0.30	0.34	0.32	0.32			
Health Care - Inpatient	0.31	0.31	0.28	0.32	0.30	0.30			
Health Care - Outpatient	0.29	0.29	0.26	0.30	0.28	0.28			
Lodging	0.28	0.28	0.25	0.29	0.27	0.27			
Office	0.26	0.26	0.23	0.27	0.25	0.25			
Public Assembly	0.26	0.26	0.23	0.27	0.25	0.25			
Storage or Warehouse	0.26	0.26	0.23	0.27	0.25	0.25			
Other	0.31	0.31	0.27	0.32	0.30	0.30			
Meter Replacement (price per meter)	N/A	N/A	N/A	N/A	N/A	N/A			
Exterior Lighting (price per post or base)	\$12.00	\$12.00	\$12.00	\$12.00	\$12.00	\$12.00			
Central Plant System (price per capita)	\$35.00*	\$35.00*	\$35.00*	\$35.00*	\$35.00*	\$35.00*			

NON TRADITIONAL ENERGY RELATED ITEMS - Fees for analysis of non-traditional measures, including but not limited to, wind and other community energy generation projects etc., will be negotiated between the ESCO and the public and will not exceed <u>25</u>% of the total projected cost of the measure.

*Notes by CEG Solutions – For larger central plants, we this number to be much lower.

Subject to the terms and conditions of the bid specifications and this contract, State hereby accepts the offer of Contractor as expressed by Contractor's bid submitted to Procurement and Contracts on **November 09, 2018** in response to Bid Event Number **EVT0006113**.

It is understood and agreed by the parties that pursuant to the bid, Contractor agrees to furnish Energy Service Companies for Kansas Corporation Commission on order of the Agency at the price or prices contained herein.

This contract is entered into this **25th** day of **June**, **2019** by and between the State of Kansas (State) and CEG SOLUTIONS LLC, ARLINGTON, VA (Contractor).

Contractor: CEG SOLUTIONS LLC	Agency: Kansas Corporation Commission
ву: 195 2	Ву:
Printed Name: Bryon Kry	Printed Name:
Title: Prividy	Title:

I hereby certify that the competitive bid/procurement laws of the State of Kansas have been followed.

State of Kansas

By:_____

TRACY T. DIEL DIRECTOR OF PURCHASES

DeAngela Burns-Wallace, Acting Secretary



Phone: 785-296-2376 Fax: 785-296-7240 www.admin.ks.gov/offices/procurement-and-contracts

Laura Kelly, Governor

CONTRACT AWARD

Date of Award: Contract ID: Event ID: June 25, 2019 00000000000000000046647 EVT0006113

Procurement Officer: Telephone: E-Mail Address: Web Address: David M Stueve 785-296-0408 david.stueve@ks.gov http://admin.ks.gov/offices/procurement-and-contracts

Item: Agency/Business Unit: Period of Contract:

(With the option to renew for three additional twelve month periods)

Kansas Corporation Commission

July 01, 2019 through June 30, 2020

Energy Service Companies

Contractor: C

CONTROL TECHNOLOGY & SOLUTIONS LLC 15933 CLAYTON RD STE 110

Vendor ID: FEIN: Contact Person: E-Mail: Toll Free Telephone:	ST. LOUIS, MO 63011-2172 0000433207 43-1923675 Robert Bennett <u>rbennett@ctsgroup.com</u> N/A
Local Telephone:	636-230-0843
Cell Phone Number:	314-409-1785
Fax:	636-230-5886

Payment Terms: Net 30

Political Subdivisions: Pricing is available to the political subdivisions of the State of Kansas.

Procurement Cards: Agencies may use a P-Card for purchases from this contract.

Administrative Fee: No Administrative Fee will be assessed against purchases from this contract.

COST PROPOSAL

Cheyen	na ş	Lowins	Decatur	Norton	Phillips	Smith	jawalt	Republic	Washingto	on Mars	hall Normal	ha Brown	n Donipha	-	
Shenra	Contraction (Contraction)	R(T)H() homas	MESIT Sharidan	Graham	Rooks	Osborne	Mitchell	Cloud	Clay	Po	a alternation and	ackson	Atchison	evenworth	
						NORT	LH CEI	Ottawa		(ana)	- Service		afferson	Wyandoth	
Wallace	Lo	gan	Gove	Trego	Ells	Russel	Liscoln		Dickinson	Gaary	Wabaunsee	Shawnee	Douglas	Johnson	
							Elisworth	Salne		Morris	7	Osaga	Franklin	Mami	
Greeley	Wichita	Scott	Lane	Ness	Ness Rush Barton	Barton	Ree	McPherson	Marton	Char	Lyon				
		1155		Hodgeman	Pawnee					Che		Coffey	Anderson	Linn	
Hamilton	Kearmy	JT'H'	ney ∕∕EST	r toogennan	Edwards	Stafford	Reno	Harway		Greenwood		Woodson	Allen	Bourbor	
			Gray	Ford		Pratt	T B KEB	Sedg	2000 C	Butler		OUT	HEAS	-	
Stancon	Grant	Hasicall			Klowa	PTACL	Kingman				Elk	Wilson	Neosho	Crawfor	
Monton	Stevens	Seward	Meade	Clark	Comanche	Barber	Harper	Summ	er	Cowley	Chautauqua	Montgome	Labette	Cherok	

Use the formats below to submit cost proposals by region for maximum construction markups and the investment grade audit fee.

Maximum Construction Markups

CONSTRUCTION MARKUPS provide compensation for project design, construction management, construction period interest, commissioning, training, measurement and verification services for 3 years, and ESCO overhead and profit. The percentages bid below are the <u>maximum</u> rate that can be charged, not the rate participants might expect to negotiate for routine, less complex projects.

				FCI	P Region	Region							
Apply to the *PORTION* of Construction	Ν	NC	NE	SW	SC	SE							
From \$0 to \$1,000,000	0.41	0.41	0.41	0.41	0.41	0.41							
From \$1,000,001 to \$5,000,000	0.39	0.39	0.39	0.39	0.39	0.39							
From \$5,000,001 to \$10,000,000	0.36	0.36	0.36	0.36	0.36	0.36							
Greater than \$10,000,000	0.33	0.33	0.33	0.33	0.33	0.33							

Example - Total Project Construction Costs = \$7,350,020		
Apply to the *PORTION* of Construction Costs	Example	
Greater than \$0 and no more than \$1 Million	W	\$1,000,000
Greater than \$1 Million and no more than \$5 Million	Х	\$4,000,000
Greater than \$5 Million and no more than \$10 Million	Y	\$2,350,000
Greater than \$10 Million	Z	
Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,0	000) + (Y * \$2,350),020)

			FCIP	Region		
Principle Building Activity	NW	NC	NE	SW	SC	SE
Corrections	0.12	0.12	0.12	0.12	0.12	0.12
Education - Higher Ed.	0.12	0.12	0.12	0.12	0.12	0.12
Education - USD	0.10	0.10	0.10	0.10	0.10	0.10
Food Sales or Service	0.12	0.12	0.12	0.12	0.12	0.12
Health Care - Inpatient	0.12	0.12	0.12	0.12	0.12	0.12
Health Care - Outpatient	0.12	0.12	0.12	0.12	0.12	0.12
Lodging	0.08	0.08	0.08	0.08	0.08	0.08
Office	0.10	0.10	0.10	0.10	0.10	0.10
Public Assembly	0.10	0.10	0.10	0.10	0.10	0.10
Storage or Warehouse	0.05	0.05	0.05	0.05	0.05	0.05
Other	0.12	0.12	0.12	0.12	0.12	0.12
Meter Replacement (price per meter)	N/A	N/A	N/A	N/A	N/A	N/A
Exterior Lighting (price per post or base)	1.25	1.25	1.25	1.25	1.25	1.25
Central Plant System (price per capita)	0.10	0.10	0.10	0.10	0.10	0.10

NON TRADITIONAL ENERGY RELATED ITEMS - Fees for analysis of non-traditional measures, including but not limited to, wind and other community energy generation projects etc., will be negotiated between the ESCO and the public and will not exceed _______% of the total projected cost of the measure.

DeAngela Burns-Wallace, Acting Secretary



Phone: 785-296-2376 Fax: 785-296-7240 www.admin.ks.gov/offices/procurement-and-contracts

Laura Kelly, Governor

CONTRACT AWARD

Date of Award: Contract ID: Event ID: June 25, 2019 0000000000000000000046652 EVT0006113

Energy Service Companies

Kansas Corporation Commission

July 01, 2019 through June 30, 2020

Procurement Officer: Telephone: E-Mail Address: Web Address: David M Stueve 785-296-0408 david.stueve@ks.gov http://admin.ks.gov/offices/procurement-and-contracts

Item: Agency/Business Unit: Period of Contract:

Contractor:

ENERGY SOLUTIONS PROFESSIONALS LLC 9218 METCALF AVE STE 274

(With the option to renew for three additional twelve month periods)

	OVERLAND PARK, KS 66212-1476
Vendor ID:	0000012892
FEIN:	20-5856796
Contact Person:	Tim O'Kane
E-Mail:	tim@energyesp.com
Toll Free Telephone:	N/A
Local Telephone:	913-381-2800
Cell Phone Number:	N/A
Fax:	913-273-1499

Payment Terms: Net 30

Political Subdivisions: Pricing is available to the political subdivisions of the State of Kansas.

Procurement Cards: Agencies may not use a P-Card for purchases from this contract.

Administrative Fee: No Administrative Fee will be assessed against purchases from this contract.

COST PROPOSAL

Cheyen	na ş	Lawlins	Decatur	Norton	Phillips	Smith	jawalt	Republic	Washingto	on Mars	hall Normal	ha Brown	n Donipha	-	
Sharma			MESIT Shoridan	Graham	Rooks	Osborne	Mitchell	Cloud	Clay	Pol	a alternation and	ackson THEA	Atchison	in the second se	
						NORT	ГН СЕІ	OTRA	1	Nakay	- Jones		fferson	eavenworth Wyandott Johnson	
Wallace	Lo	gan	Gove	Trego	Ells	Russel	Lincoln	Ottawa	Dickinson	Gaary	Wabaunsee	Shawnee	Douglas	Johnson	
-						Barton Rice	Saline		Monts		Osaga	Franklin	Mami		
Greeley	Wichita	Scott	Lane	Nass	Rush		Rice	McPherson	Marton	Chas	Lyon	Coffey	Anderson	Linn	
		E	ney	Hodgeman	Pawnee	in the second se				1 million			Anderson		
Hamilton	Kaarny SOI	лтн.	a Streemen wight		Edwards	Stafford	Reno	Har			Greenwood	Woodson	Allen	Bourbon	
			Gray	Ford		Pratt	all a transfer	Sødgwick.		Butler		OUT	HEAS	-	
Stancon	Grant	Haskall			Kiowa		Kingman	-			Elk	Wilson	Neosho	Crawfor	
Monton	Stevens	Seward	Meade	Clark	Comanche	Barber	Harper	Summ	er i	Cowley	Chautauqua	Montgome	y Labette	Cherok	

Use the formats below to submit cost proposals by region for maximum construction markups and the investment grade audit fee.

Maximum Construction Markups

CONSTRUCTION MARKUPS provide compensation for project design, construction management, construction period interest, commissioning, training, measurement and verification services for 3 years, and ESCO overhead and profit. The percentages bid below are the <u>maximum</u> rate that can be charged, not the rate participants might expect to negotiate for routine, less complex projects.

				FCIP Region							
Apply to the *PORTION* of Construction	Ν	NC	NE	SW	SC	SE					
From \$0 to 500.000, then to \$1,000,000	0.41 0.39	0.39 0.37	0.37 0.36	0.41 0.39	0.39 0.37	0.38 0.36					
From \$1,000,001 to \$5,000,000	0.36	0.35	0.34	0.36	0.35	0.35					
From \$5,000,001 to \$10,000,000	0.34	0.335	0.325	0.34	0.335	0.33					
Greater than \$10,000,000	0.305	0.306	0.3	0.309	0.306	0.303					

Example - Total Project Construction Costs = \$7,350,020		
Apply to the *PORTION* of Construction Costs	Example	
Greater than \$0 and no more than \$1 Million	W	\$1,000,000
Greater than \$1 Million and no more than \$5 Million	Х	\$4,000,000
Greater than \$5 Million and no more than \$10 Million	Y	\$2,350,000
Greater than \$10 Million	Z	
Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,0	000) + (Y * \$2,350	0,020)

			FCIPI	Region		
Principle Building Activity	NW	NC	NE	SW	SC	SE
Corrections (Note 1)	(note 1)	(note 1)	(note 1)	(note 1)	(note 1)	(note 1)
Education - Higher Ed.	0.08	0.07	0.06	0.08	0.07	0.06
Education - USD	0.07	0.06	0.05	0.07	0.06	0.055
Food Sales or Service	0.08	0.07	0.06	0.08	0.07	0.06
Health Care – Inpatient (Note 1)	0.08	0.07	0.06	0.08	0.07	0.065
Health Care - Outpatient	0.08	0.07	0.06	0.08	0.07	0.065
Lodging	0.08	0.07	0.06	0.08	0.07	0.06
Office	0.07	0.06	0.05	0.07	0.06	0.055
Public Assembly (Note 2)	0.07	0.06	0.05	0.07	0.06	0.055
Storage or Warehouse	0.06	0.05	0.04	0.06	0.05	0.045
Other	*	*	*	*	*	*
Meter Replacement (price per meter)	N/A	N/A	N/A	N/A	N/A	N/A
Exterior Lighting (price per post or base)	*	*	*	*	*	*
Central Plant System (price per capita)	*	*	*	*	*	*

NON TRADITIONAL ENERGY RELATED ITEMS - Fees for analysis of non-traditional measures, including but not limited to, wind and other community energy generation projects etc., will be negotiated between the ESCO and the public and will not exceed <u>5 to 10</u>% of the total projected cost of the measure.

Notes by Energy Solutions Professionals:

Note 1 – Audits conducted on buildings within secure areas of medium and maximum security correctional facilities and hospitals shall use a factor of 20% added to each building category.

Note 2 - Includes theatres, gymnasiums, natatoriums, auditoriums, etc. with seating in excess of 200.

*The IGA fee for development of these items with an asterisk will not exceed 2% of total projected cost of measure.

DeAngela Burns-Wallace, Acting Secretary

Kansas Department of Administration

Phone: 785-296-2376 Fax: 785-296-7240 www.admin.ks.gov/offices/procurement-and-contracts

Laura Kelly, Governor

CONTRACT AWARD

Date of Award: Contract ID: Event ID: June 25, 2019 00000000000000000046645 EVT0006113

Energy Service Companies

Procurement Officer: Telephone: E-Mail Address: Web Address: David M Stueve 785-296-0408 david.stueve@ks.gov http://admin.ks.gov/offices/procurement-and-contracts

Item: Agency/Business Unit: Period of Contract:

Kansas Corporation Commission July 01, 2019 through June 30, 2020 (With the option to renew for three additional twelve month periods)

Contractor:

ENGIE SERVICES U S INC 12980 FOSTER STREET STE 400

Vendor ID:
FEIN:
Contact Person:
E-Mail:
Toll Free Telephone:
Local Telephone:
Cell Phone Number:
Fax:

OVERLAND PARK, KS 66213 0000464178 46-5545462 Scott Johnson <u>ss.johnson@engie.com</u> 844-678-3772 913-225-7081 913-908-4694 913-653-0013

Payment Terms: Net 30

Political Subdivisions: Pricing is available to the political subdivisions of the State of Kansas.

Procurement Cards: Agencies may not use a P-Card for purchases from this contract.

Administrative Fee: No Administrative Fee will be assessed against purchases from this contract.

COST PROPOSAL

Cheyen	na ş	Lowins	Decatur	Norton	Phillips	Smith	jawalt	Republic	Washingto	on Mars	hall Normal	ha Brown	n Donipha	-	
Shenna	Contraction (Contraction)	R(T)H() homas	MESIT Sharidan	Graham	Rooks	Osborne	Mitchell	Cloud	Clay	Po	a alternation and	ackson	Atchison	evenworth	
		-				NORT	LH CEI	Ottawa		(ana)	- Service		afferson	Wyandoth	
Wallace	Lo	gan	Gove	Trego	Ells	Russel	Liscoln		Dickinson	Gaary	Wabaunsee	Shawnee	Douglas	Johnson	
							Elisworth	Salne		Morris	7	Osaga	Franklin	Mami	
Greeley	Wichita	Scott	Lane	Ness	Ness Rush Barton	Barton	Ree	McPherson	Marton	Char	Lyon				
		1155		Hodgeman	Pawnee			-		Che		Coffey	Anderson	Linn	
Hamilton	Kearmy	JT'H'	ney ∕∕EST	(Nogemen	Edwards	Stafford	Reno	Harway		Greenwood		Woodson	Allen	Bourbor	
			Gray	Ford		Pratt	T B KEB	Sedg	2000 C	Butler		OUT	HEAS	-	
Stancon	Grant	Hasicall			Klowa	PTACL	Kingman				Elk	Wilson	Neosho	Crawfor	
Monton	Stevens	Seward	Meade	Clark	Comanche	Barber	Harper	Summ	er	Cowley	Chautauqua	Montgome	Labette	Cherok	

Use the formats below to submit cost proposals by region for maximum construction markups and the investment grade audit fee.

Maximum Construction Markups

CONSTRUCTION MARKUPS provide compensation for project design, construction management, construction period interest, commissioning, training, measurement and verification services for 3 years, and ESCO overhead and profit. The percentages bid below are the <u>maximum</u> rate that can be charged, not the rate participants might expect to negotiate for routine, less complex projects.

	FCIP Region							
Apply to the *PORTION* of Construction	Ν	NC	NE	SW	SC	SE		
From \$0 to \$1,000,000	0.57	0.57	0.55	0.56	0.56	0.55		
From \$1,000,001 to \$5,000,000	0.48	0.48	0.46	0.47	0.47	0.46		
From \$5,000,001 to \$10,000,000	0.39	0.38	0.38	0.39	0.38	0.38		
Greater than \$10,000,000	0.30	0.29	0.29	0.30	0.29	0.29		

Example - Total Project Construction Costs = \$7,350,020		
Apply to the *PORTION* of Construction Costs	Example	
Greater than \$0 and no more than \$1 Million	W	\$1,000,000
Greater than \$1 Million and no more than \$5 Million	Х	\$4,000,000
Greater than \$5 Million and no more than \$10 Million	Y	\$2,350,000
Greater than \$10 Million	Z	
Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,0	00) + (Y * \$2,350),020)

	FCIP Region									
Principle Building Activity	NW	NC	NE	SW	SC	SE				
Corrections	0.08	0.08	0.08	0.08	0.08	0.08				
Education - Higher Ed.	0.08	0.08	0.08	0.08	0.08	0.08				
Education - USD	0.08	0.08	0.08	0.08	0.08	0.08				
Food Sales or Service	0.08	0.08	0.08	0.08	0.08	0.08				
Health Care - Inpatient	0.08	0.08	0.08	0.08	0.08	0.08				
Health Care - Outpatient	0.08	0.08	0.08	0.08	0.08	0.08				
Lodging	0.08	0.08	0.08	0.08	0.08	0.08				
Office	0.08	0.08	0.08	0.08	0.08	0.08				
Public Assembly	0.08	0.08	0.08	0.08	0.08	0.08				
Storage or Warehouse	0.08	0.08	0.08	0.08	0.08	0.08				
Other	0.08	0.08	0.08	0.08	0.08	0.08				
Meter Replacement (price per meter)	N/A	N/A	N/A	N/A	N/A	N/A				
Exterior Lighting (price per post or base)	\$50.00/ post	\$50.00/ post	\$50.00/ post	\$50.00/ post	\$50.00/ post	\$50.00/ post				
Central Plant System (price per capita)	*	*	*	*	*	*				

NON TRADITIONAL ENERGY RELATED ITEMS - Fees for analysis of non-traditional measures, including but not limited to, wind and other community energy generation projects etc., will be negotiated between the ESCO and the public and will not exceed ______% of the total projected cost of the measure.

Notes by ENGIE - * Contingent on complexity and scale of the proposed system.

DeAngela Burns-Wallace, Acting Secretary



Phone: 785-296-2376 Fax: 785-296-7240 www.admin.ks.gov/offices/procurement-and-contracts

Laura Kelly, Governor

CONTRACT AWARD

Date of Award: Contract ID: Event ID: June 25, 2019 000000000000000000046642 EVT0006113

Procurement Officer: Telephone: E-Mail Address: Web Address: David M Stueve 785-296-0408 david.stueve@ks.gov http://admin.ks.gov/offices/procurement-and-contracts

Item: Agency/Business Unit: Period of Contract:

Energy Service Companies Kansas Corporation Commission July 01, 2019 through June 30, 2020 (With the option to renew for three additional twelve month periods)

Contractor:

ENTEGRITY ENERGY PARTNERS LLC 121 W. SOUTH STREET

Vendor ID:
FEIN:
Contact Person:
E-Mail:
Toll Free Telephone:
Local Telephone:
Cell Phone Number:
Fax:

FAYETTEVILLE, AR 72701 0000580039 46-2713866 John Coleman john.coleman@entegritypartners.com 800-700-1414 N/A 479-595-5759 N/A

Payment Terms: Net 30

Political Subdivisions: Pricing is available to the political subdivisions of the State of Kansas.

Procurement Cards: Agencies may not use a P-Card for purchases from this contract.

Administrative Fee: No Administrative Fee will be assessed against purchases from this contract.

COST PROPOSAL

Cheyeor	10 5	Lawlins	Decatur	Norton	Phillips	Smith	jawali	Republic	Washingto	on Mars	hall Nama	ha Brown	Donipha	2
Sherma	States and the states of the s	RTH) homas	NEST Sharidan	Graham	Rooks	Osborne NOR1			Clay	Rulay	tawatomie NOR	ackson THEA	Archison	evenworth Wyandott
Wallaco	Lo	gan	Gove	Trego	Ells	Russel	Liscoln	Ottawa	Dickinson	Geary	Wabaunsee	Shawnee	Douglas	Johnson
Greeky	Wichita	Scott	Lane	Nare	Rush	Barton	Elisworth	Salne		Monts	Lyon	Osaga	Franklin	Mami
					Pawnoe	Barton	Rice	McPhorson	Marton	Chas		Coffey	Anderson	Linn
Hamilton	Kaarmy	Fin JTH\	nay NEST	Hodgeman	Edwards	Stafford	Reno	Har			Greenwood	Woodson	Allen	Bourbon
Starkon	Grant	Haskall	Gray	Ford	Klowa	Pratt	Kingman	Sedg	90.000	Butler	S	OUT! Wilson	Neosho	Crawford
Monton	Stevens	Seward	Meade	Clark	Comanche	Barber	Harper	Sum	er	Cowley	Elk Chautauqua	Montgoma	Labette	Cherokes

Use the formats below to submit cost proposals by region for maximum construction markups and the investment grade audit fee.

Maximum Construction Markups

CONSTRUCTION MARKUPS provide compensation for project design, construction management, construction period interest, commissioning, training, measurement and verification services for 3 years, and ESCO overhead and profit. The percentages bid below are the <u>maximum</u> rate that can be charged, not the rate participants might expect to negotiate for routine, less complex projects.

	FCIP Region							
Apply to the *PORTION* of Construction	Ν	NC	NE	SW	SC	SE		
From \$0 to \$1,000,000	0.38	0.38	0.35	0.38	0.38	0.35		
From \$1,000,001 to \$5,000,000	0.36	0.36	0.33	0.36	0.36	0.33		
From \$5,000,001 to \$10,000,000	0.33	0.33	0.31	0.33	0.33	0.31		
Greater than \$10,000,000	0.32	0.32	0.30	0.32	0.32	0.30		

Example - Total Project Construction Costs = \$7,350,020		
Apply to the *PORTION* of Construction Costs	Example	
Greater than \$0 and no more than \$1 Million	W	\$1,000,000
Greater than \$1 Million and no more than \$5 Million	Х	\$4,000,000
Greater than \$5 Million and no more than \$10 Million	Y	\$2,350,000
Greater than \$10 Million	Z	
Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,0	00) + (Y * \$2,350	,020)

	FCIP Region									
Principle Building Activity	NW	NC	NE	SW	SC	SE				
Corrections	0.16	0.16	0.15	0.16	0.16	0.15				
Education - Higher Ed.	0.14	0.14	0.13	0.14	0.14	0.13				
Education - USD	0.12	0.12	0.11	0.12	0.12	0.11				
Food Sales or Service	0.16	0.16	0.15	0.16	0.16	0.15				
Health Care - Inpatient	0.14	0.14	0.13	0.14	0.14	0.13				
Health Care - Outpatient	0.14	0.14	0.13	0.14	0.14	0.13				
Lodging	0.12	0.12	0.11	0.12	0.12	0.11				
Office	0.14	0.14	0.13	0.14	0.14	0.13				
Public Assembly	0.14	0.14	0.13	0.14	0.14	0.13				
Storage or Warehouse	0.10	0.10	0.09	0.10	0.10	0.09				
Other	0.16	0.16	0.15	0.16	0.16	0.15				
Meter Replacement (price per meter)	N/A	N/A	N/A	N/A	N/A	N/A				
Exterior Lighting (price per post or base)	\$950.00	\$950.00	\$950.00	\$950.00	\$950.00	\$950.00				
Central Plant System (price per capita)	\$2,000.00/ ton	\$2,000.00/ ton	\$2,000.00/ ton	\$2,000.00/ ton	\$2,000.00/ ton	\$2,000.00/ ton				

NON TRADITIONAL ENERGY RELATED ITEMS - Fees for analysis of non-traditional measures, including but not limited to, wind and other community energy generation projects etc., will be negotiated between the ESCO and the public and will not exceed ______% of the total projected cost of the measure.

Subject to the terms and conditions of the bid specifications and this contract, State hereby accepts the offer of Contractor as expressed by Contractor's bid submitted to Procurement and Contracts on **November 09, 2018** in response to Bid Event Number **EVT0006113**.

It is understood and agreed by the parties that pursuant to the bid, Contractor agrees to furnish **Energy Service Companies** for **Kansas Corporation Commission** on order of the Agency at the price or prices contained herein.

This contract is entered into this 25th day of June, 2019 by and between the State of Kansas (State) and ENTEGRITY ENERGY PARTNERS LLC, LITTLE ROCK, AR (Contractor).

Contractor: ENTEGRITY ENERGY PARTNERS	S LLC Agency: Kansas Corporation Commission
By: Max F	Ву:
Printed Name: MATT Bell	Printed Name:
Title: AV MEV	Title:

I hereby certify that the competitive bid/procurement laws of the State of Kansas have been followed.

State of Kansas

By:_

TRACY T. DIEL DIRECTOR OF PURCHASES

DeAngela Burns-Wallace, Acting Secretary



Phone: 785-296-2376 Fax: 785-296-7240 www.admin.ks.gov/offices/procurement-and-contracts

Laura Kelly, Governor

CONTRACT AWARD

http://admin.ks.gov/offices/procurement-and-contracts

Date of Award: Contract ID: Event ID: June 25, 2019 000000000000000000046650 EVT0006113

David M Stueve

david.stueve@ks.gov

785-296-0408

Procurement Officer: Telephone: E-Mail Address: Web Address:

Item: Agency/Business Unit: Period of Contract: Energy Service Companies Kansas Corporation Commission July 01, 2019 through June 30, 2020 (With the option to renew for three additional twelve month periods)

Contractor:

JOHNSON CONTROLS INC 9850 LEGLER ROAD

Vendor ID: FEIN: Contact Person: E-Mail: Toll Free Telephone: Local Telephone: Cell Phone Number: Fax:	LENEXA, KS 66219 0000031151 39-0380010 Joshua Wilkens joshua.j.wilkens@jci.com N/A 913-307-4200 785-249-9221 913-492-1167
---	---

Payment Terms: Net 30

Political Subdivisions: Pricing is available to the political subdivisions of the State of Kansas.

Procurement Cards: Agencies may use a P-Card for purchases from this contract.

Administrative Fee: No Administrative Fee will be assessed against purchases from this contract.

COST PROPOSAL

Cheyer	ma ș	Lawlins	Decatur	Norton	Phillips	Smith	Janwalt	Republic	Washingto	on Marst	hali Namał	na Brown	Donipha	23
Sherry		RT H	MEST Sharidan	Graham	Rooks	Osborne NOR1	Mitchell "H GEI		Clay	Riley	070.005	ackson THEA	Atchison Control Lea	Wandot
Wallaco	Lo	gam	Gove	Trego	Ells	Russel	Lincoln	Ottawa	Dickinson	Geary	Wabaunsee	Shawmee	Douglas	Johnson
Greeky	Wichita	Scott	Lane	Nas	Rush	Barton	Elsworth	Salme		Morris	Lyon	Osaga	Franklin	Mami
				Hodgeman	Pawnoe		Rte	McPherson	Marton	Chas	•	Coffey	Anderson	Linn
Hamilton	Kearny SOL		^{ney} NEST	Hougeman	Edwards	Stafford	Reno MHI CIE	Har NTTRA		Butler	Greenwood	Woodson	Allen	Bourbon
Stankon	Grant	Haskall	Gray	Ford	Kiowa	Pratt	Kingman	Sedg	wick		Elk	Wilson	Neosho	Crawford
Morton	Stevans	Seward	Meade	Clark	Comanche	Barber	Harper	Sum	ar i	Cowley	Chautauqua	Montgome	Labette	Cheroks

Use the formats below to submit cost proposals by region for maximum construction markups and the investment grade audit fee.

Maximum Construction Markups

CONSTRUCTION MARKUPS provide compensation for project design, construction management, construction period interest, commissioning, training, measurement and verification services for 3 years, and ESCO overhead and profit. The percentages bid below are the <u>maximum</u> rate that can be charged, not the rate participants might expect to negotiate for routine, less complex projects.

	FCIP Region								
Apply to the *PORTION* of Construction	I* of Construction N NC NE SW SC SE								
From \$0 to \$1,000,000	0.43	0.43	0.43	0.43	0.43	0.43			
From \$1,000,001 to \$5,000,000	0.41	0.41	0.41	0.41	0.41	0.41			
From \$5,000,001 to \$10,000,000	0.385	0.385	0.385	0.385	0.385	0.385			
Greater than \$10,000,000	0.385	0.385	0.385	0.385	0.385	0.385			

Example - Total Project Construction Costs = \$7,350,020		
Apply to the *PORTION* of Construction Costs	Example	
Greater than \$0 and no more than \$1 Million	W	\$1,000,000
Greater than \$1 Million and no more than \$5 Million	Х	\$4,000,000
Greater than \$5 Million and no more than \$10 Million	Y	\$2,350,000
Greater than \$10 Million	Z	
Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,0	000) + (Y * \$2,350,	,020)

	FCIP Region								
Principle Building Activity	NW	NC	NE	SW	SC	SE			
Corrections	0.11	0.11	0.11	0.11	0.11	0.11			
Education - Higher Ed.	0.10	0.10	0.10	0.10	0.10	0.10			
Education - USD	0.08	0.08	0.08	0.08	0.08	0.08			
Food Sales or Service	0.06	0.06	0.06	0.06	0.06	0.06			
Health Care - Inpatient	0.15	0.15	0.15	0.15	0.15	0.15			
Health Care - Outpatient	0.08	0.08	0.08	0.08	0.08	0.08			
Lodging	0.06	0.06	0.06	0.06	0.06	0.06			
Office	0.06	0.06	0.06	0.06	0.06	0.06			
Public Assembly	0.04	0.04	0.04	0.04	0.04	0.04			
Storage or Warehouse	0.03	0.03	0.03	0.03	0.03	0.03			
Other	*	*	*	*	*	*			
Meter Replacement (price per meter)	N/A	N/A	N/A	N/A	N/A	N/A			
Exterior Lighting (price per post or base)	*	*	*	*	*	*			
Central Plant System (price per capita)	*	*	*	*	*	*			

NON TRADITIONAL ENERGY RELATED ITEMS - Fees for analysis of non-traditional measures, including but not limited to, wind and other community energy generation projects etc., will be negotiated between the ESCO and the public and will not exceed ______% of the total projected cost of the measure.

Notes from Johnson Controls Inc. - *Changed to be treated as "Non Traditional" and priced accordingly.

Contract ID: 00000000000000000046650 Event ID: EVT0006113 Page 74

Subject to the terms and conditions of the bid specifications and this contract, State hereby accepts the offer of Contractor as expressed by Contractor's bid submitted to Procurement and Contracts on November 09, 2018 in response to Bid Event Number EVT0006113.

It is understood and agreed by the parties that pursuant to the bid, Contractor agrees to furnish Energy Service Companies for Kansas Corporation Commission on order of the Agency at the price or prices contained herein.

This contract is entered into this 25th day of June, 2019 by and between the State of Kansas (State) and JOHNSON CONTROLS INC, MILWAUKEE, WI (Contractor).

Contractor: JOHNSON CONTROLS INC	Agency Kansas Corporation Commission
By: Mainean G. Blass	By:
Printed Name: Maureen G. Blase	Printed Name: DWIGHT D. KEEN
Title: RVP/GM	Title: CHAIR

I hereby certify that the competitive bid/procurement laws of the State of Kansas have been followed.

State of Kansas

By: TRACY T. DIEL DIRECTOR OF PURCHASES

DeAngela Burns-Wallace, Acting Secretary



Phone: 785-296-2376 Fax: 785-296-7240 www.admin.ks.gov/offices/procurement-and-contracts

Laura Kelly, Governor

CONTRACT AWARD

Date of Award: Contract ID: Event ID: June 25, 2019 000000000000000000046646 EVT0006113

Procurement Officer: Telephone: E-Mail Address: Web Address: David M Stueve 785-296-0408 david.stueve@ks.gov http://admin.ks.gov/offices/procurement-and-contracts

Item: Agency/Business Unit: Period of Contract:

Contractor:

Energy Service Companies Kansas Corporation Commission July 01, 2019 through June 30, 2020 (With the option to renew for three additional twelve month periods)

NAVITAS LLC 25501 W VALLEY PKWY STE 200

	OLATHE, KS 66061-8469
Vendor ID:	0000433229
FEIN:	45-3636079
Contact Person:	Koby Kampschroeder
E-Mail:	kkampschroeder@navitas.us.com
Toll Free Telephone:	N/A
Local Telephone:	913-344-0049
Cell Phone Number:	N/A
Fax:	913-345-0617

Payment Terms: Net 30

Political Subdivisions: Pricing is available to the political subdivisions of the State of Kansas.

Procurement Cards: Agencies may not use a P-Card for purchases from this contract.

Administrative Fee: No Administrative Fee will be assessed against purchases from this contract.

COST PROPOSAL

Cheyen	na ş	Lowins	Decatur	Norton	Phillips	Smith	jawalt	Republic	Washingto	on Mars	hall Normal	ha Brown	n Donipha	-
Shenra	Contraction (Contraction)	R(T)H() homas	MESIT Sharidan	Graham	Rooks	Osborne	Mitchell	Cloud	Clay	Po	a alteriore	ackson	Atchison	evenworth
		-				NORT	LH CEI	Ottawa		(unay)	- Same		afferson	Wyandot
Wallace	Lo	gan	Gove	Trego	Ells	Russel	Liscoln		Dickinson	Gaary	Wabaunsee	Shawnee	Douglas	Johnson
							Ellsworth	Salme		Morris	7	Osaga	Franklin	Mami
Greeley	Wichita	Scott	Lane	Ness	Rush	Barton	Ree	McPherson	Marton	Char	Lyon			
		1155		Hodgeman	Pawnee			-		Che		Coffey	Anderson	Linn
Hamilton	Kearmy	JTH/	ney ∕∕EST	(Nogemen	Edwards	Stafford	Reno	Har			Greenwood	Woodson	Allen	Bourbor
			Gray	Ford		Pratt	T B KEB	Sedg	2000 C	Butler		OUT	HEAS	-
Stancon	Grant	Hasicall			Klowa	PTACL	Kingman				Elk	Wilson	Neosho	Crawfor
Monton	Stevens	Seward	Meade	Clark	Comanche	Barber	Harper	Summ	er	Cowley	Chautauqua	Montgome	Labette	Cherok

Use the formats below to submit cost proposals by region for maximum construction markups and the investment grade audit fee.

Maximum Construction Markups

CONSTRUCTION MARKUPS provide compensation for project design, construction management, construction period interest, commissioning, training, measurement and verification services for 3 years, and ESCO overhead and profit. The percentages bid below are the <u>maximum</u> rate that can be charged, not the rate participants might expect to negotiate for routine, less complex projects.

	FCIP Region									
Apply to the *PORTION* of Construction	N	NC	NE	SW	SC	SE				
From \$0 to \$1,000,000	0.41	0.40	0.40	0.41	0.40	0.40				
From \$1,000,001 to \$5,000,000	0.39	0.38	0.38	0.39	0.38	0.38				
From \$5,000,001 to \$10,000,000	0.33	0.33	0.33	0.33	0.33	0.33				
Greater than \$10,000,000	0.30	0.30	0.30	0.30	0.30	0.30				

Example - Total Project Construction Costs = \$7,350,020		
Apply to the *PORTION* of Construction Costs	Example	
Greater than \$0 and no more than \$1 Million	W	\$1,000,000
Greater than \$1 Million and no more than \$5 Million	Х	\$4,000,000
Greater than \$5 Million and no more than \$10 Million	Y	\$2,350,000
Greater than \$10 Million	Z	
Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,00	00) + (Y * \$2,350,0)20)

	FCIP Region								
Principle Building Activity	NW	NC	NE	SW	SC	SE			
Corrections	0.09	0.08	0.07	0.09	0.08	0.07			
Education - Higher Ed.	0.07	0.06	0.05	0.07	0.06	0.05			
Education - USD	0.07	0.06	0.05	0.07	0.06	0.05			
Food Sales or Service	0.07	0.06	0.05	0.07	0.06	0.05			
Health Care - Inpatient	0.08	0.07	0.06	0.08	0.06	0.06			
Health Care - Outpatient	0.08	0.07	0.06	0.08	0.06	0.06			
Lodging	0.08	0.07	0.06	0.08	0.06	0.06			
Office	0.07	0.06	0.05	0.07	0.06	0.05			
Public Assembly	0.07	0.06	0.05	0.07	0.06	0.05			
Storage or Warehouse	0.06	0.05	0.04	0.06	0.05	0.04			
Other									
Meter Replacement (price per meter)	N/A	N/A	N/A	N/A	N/A	N/A			
Exterior Lighting (price per post or base)	10.00	8.00	7.00	10.00	8.00	7.00			
Central Plant System (price per capita)	7.00	6.00	5.00	7.00	6.00	5.00			

NON TRADITIONAL ENERGY RELATED ITEMS - Fees for analysis of non-traditional measures, including but not limited to, wind and other community energy generation projects etc., will be negotiated between the ESCO and the public and will not exceed <u>7</u>% of the total projected cost of the measure.

DeAngela Burns-Wallace, Acting Secretary

Kansas Department of Administration

Phone: 785-296-2376 Fax: 785-296-7240 www.admin.ks.gov/offices/procurement-and-contracts

Laura Kelly, Governor

CONTRACT AWARD

http://admin.ks.gov/offices/procurement-and-contracts

Date of Award: Contract ID: Event ID: June 25, 2019 0000000000000000000046641 EVT0006113

Procurement Officer: Telephone: E-Mail Address: Web Address:

Item: Agency/Business Unit: Period of Contract:

Energy Service Companies Kansas Corporation Commission July 01, 2019 through June 30, 2020 (With the option to renew for three additional twelve month periods)

Contractor:

NORESCO LLC 12034 S. Jackson St. Olathe, KS 66061

David M Stueve

david.stueve@ks.gov

785-296-0408

Vendor ID: FEIN:	0000580038 90-0453168
Contact Person:	Steven L. Spurgeon
E-Mail:	Steven.Spurgeon@noresco.com
Toll Free Telephone:	N/A
Local Telephone:	913-544-4126
Cell Phone Number:	913-544-4126
Fax:	N/A

Payment Terms: Net 30

Political Subdivisions: Pricing is available to the political subdivisions of the State of Kansas.

Procurement Cards: Agencies may not use a P-Card for purchases from this contract.

Administrative Fee: No Administrative Fee will be assessed against purchases from this contract.

COST PROPOSAL

Chayan	10 R	awins	Decatur	Norton	Phillips	Smith	Jawali	Republic	Washingto	on Mars	hall Nomal	na Brown	Donipha	2		
N.S. C.		RTHN	WEST					Claud		Pro	tawatomia	A	tchison S			
Sherma	T	homas	Sharidan	Graham	Rooks	Osborne	Mitchell	1. Martine	Clay	Rukey	NOR	THEA	ST Les	avenworth		
						NORT	TH GE	OTENA	-		munines .	ja	fferson	Wyandot		
Wallaco	Loj	gam	Gove	Trego	Elle	Russel	Lincoln		Dickinson	Geary	Wabaunsee	Shawnaa	Douglas	Johnson		
							Chromet	Elsworth				Moms			Contraction of	
Greeky	Wichita	-	1.200		Rush		Estworth			THOMS		Osage	Franklin	Mani		
Gully	TYRINIA	Scott	Lane	Ness	Poulars	Barton	Rice	McPherson	Marton	Chas	Lyon					
				1101.000	Pawnoe			L		-		Coffey	Anderson	Linn		
Hamilton	Кеалту		iney	Hodgeman		Stafford	Reno	Har	vay							
	SOL	JTH/	WEST		Edwards		and the second second	NTRA		Bertler	Greenwood	Woodson	Allen	Bourbor		
	10000		Gray	Ford		Pratt		Sedg	1 - Sec. 1	Course		OUTI	HEAS	1		
Starkon	Grant	Haskell			Klowa		Kingman	8 J.			Elk	Wilson	Neosho	Crawfor		
Monton	-		Meade	Clark						Cowley			Labette	1 martin		
-Kornon	Stevens	Seward	1.VETON	Cark	Comanche	Barber	Harper	Sum	er (Cowney	Chautauqua	Montgoma	ry	Cherok		

Use the formats below to submit cost proposals by region for maximum construction markups and the investment grade audit fee.

Maximum Construction Markups

CONSTRUCTION MARKUPS provide compensation for project design, construction management, construction period interest, commissioning, training, measurement and verification services for 3 years, and ESCO overhead and profit. The percentages bid below are the <u>maximum</u> rate that can be charged, not the rate participants might expect to negotiate for routine, less complex projects.

(Enter as a DECIMAL to be applied to the Construction costs; i.e., enter "0.15" NOT "15%")

				FC	IP Region	
Apply to the *PORTION* of Construction	N	NC	NE	SW	SC	SE
From \$0 to \$1,000,000	0.47	0.47	0.47	0.47	0.47	0.47
From \$1,000,001 to \$5,000,000	0.45	0.45	0.45	0.45	0.45	0.45
From \$5,000,001 to \$10,000,000	0.43	0.43	0.43	0.43	0.43	0.43
Greater than \$10,000,000	0.41	0.41	0.41	0.41	0.41	0.41

Notes by Noresco:

- Project contingency is not included in the above numbers. That amount can be negotiated and shared with the customer.
- The cost of necessary permits is not included in the above numbers. The costs associated with required permits will be passed through to the customer at cost.

Information on this page is proprietary and subject to confidentiality restrictions.

			FCIP	Region		
Principle Building Activity	NW	NC	NE	SW	SC	SE
Corrections	0.155	0.155	0.155	0.155	0.155	0.155
Education - Higher Ed.	0.15	0.15	0.15	0.15	0.15	0.15
Education - USD	0.125	0.125	0.125	0.125	0.125	0.125
Food Sales or Service	0.125	0.125	0.125	0.125	0.125	0.125
Health Care - Inpatient	0.15	0.15	0.15	0.15	0.15	0.15
Health Care - Outpatient	0.15	0.15	0.15	0.15	0.15	0.15
Lodging	0.125	0.125	0.125	0.125	0.125	0.125
Office	0.125	0.125	0.125	0.125	0.125	0.125
Public Assembly	0.15	0.15	0.15	0.15	0.15	0.15
Storage or Warehouse	0.125	0.125	0.125	0.125	0.125	0.125
Other	0.15	0.15	0.15	0.15	0.15	0.15
Meter Replacement (price per meter)	N/A	N/A	N/A	N/A	N/A	N/A
Exterior Lighting (price per post or base)	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00
Central Plant System (price per capita)	Varies	Varies	Varies	Varies	Varies	Varies

NON TRADITIONAL ENERGY RELATED ITEMS - Fees for analysis of non-traditional measures, including but not limited to, wind and other community energy generation projects etc., will be negotiated between the ESCO and the public and will not exceed <u>7.5</u>% of the total projected cost of the measure.

Notes by Noresco:

These costs are considered upset fees, should an IGA not continue forward to an Energy Performance Contract.

Information on this page is proprietary and subject to confidentiality restrictions.

4.

Subject to the terms and conditions of the bid specifications and this contract, State hereby accepts the offer of Contractor as expressed by Contractor's bid submitted to Procurement and Contracts on **November 09, 2018** in response to Bid Event Number **EVT0006113**.

It is understood and agreed by the parties that pursuant to the bid, Contractor agrees to furnish **Energy Service Companies** for **Kansas Corporation Commission** on order of the Agency at the price or prices contained herein.

This contract is entered into this **25th** day of **June**, **2019** by and between the State of Kansas (State) and **NORESCO LLC**, **WESTBOROUGH**, **MA** (Contractor).

	ESCO LLC	Agency: Kansas Corporation Commission	
ву:	4	Ву:	-
Printed Name:	Adam M. Nee Corporate Secretary	Printed Name:	<u> </u>
Title:		Title:	

I hereby certify that the competitive bid/procurement laws of the State of Kansas have been followed.

State of Kansas

By:_

TRACY T. DIEL DIRECTOR OF PURCHASES

DeAngela Burns-Wallace, Acting Secretary



Phone: 785-296-2376 Fax: 785-296-7240 www.admin.ks.gov/offices/procurement-and-contracts

Laura Kelly, Governor

CONTRACT AWARD

Date of Award: Contract ID: Event ID: June 25, 2019 000000000000000000046649 EVT0006113

David M Stueve

david.stueve@ks.gov

Energy Service Companies

Kansas Corporation Commission

785-296-0408

Procurement Officer: Telephone: E-Mail Address: Web Address:

Item: Agency/Business Unit: Period of Contract:

Contractor:

July 01, 2019 through June 30, 2020 (With the option to renew for three additional twelve month periods)

http://admin.ks.gov/offices/procurement-and-contracts

SCHNEIDER ELECTRIC BUILDINGS AMERICAS IN 15200 SANTA FE TRAIL DR STE 204

Vendor ID:
FEIN:
Contact Person:
Contact Person.
E-Mail:
Toll Free Telephone:
•
Local Telephone:
Cell Phone Number:
Cell Flione Mulliber.
Fax:

LENEXA, KS 66219 0000162348 75-2066352 Tammy Fulop tammy.fulop@schneider-electric.com 800-274-5551 972-323-1111 214-755-8590 972-323-3070

Payment Terms: Net 30

Political Subdivisions: Pricing is available to the political subdivisions of the State of Kansas.

Procurement Cards: Agencies may use a P-Card for purchases from this contract.

Administrative Fee: No Administrative Fee will be assessed against purchases from this contract.

COST PROPOSAL

Chayar	ma p	awina	Decatur	Norton	Phillips	Smkh	Jawalt	Republic	Washingto	on Marst	nall Normal	na Brown	Donipha	
Sharm		RTH) homas	NEST Shoridan	Graham	Rooks	Osborne	Mitchell	Cloud	Clay	Pot		ackson	uchison	wanworth
Wallaco	Loj	jun	Gove	Trego	Ells	Resal	Lincoln	Ottawa		Gaary	Wabaunsee		Douglas	Wyandot
Greaky	Wichita	Scott			Rush		Elsworth	Salmo	Dickinson	Morrts		Osaga	Franklin	Mani
	TTR.IIII.	scott	Lane	Nass	Pawnoo	Barton	Rce	McPherson	Marion	Chas	Lyon	Coffey	Anderson	Unn
Hamilton	Kearmy SOL		ney NEST	Hodgoman	Edwards	Stafford	Reno			Bettler	Greenwood	Woodson	Allen	Bourbor
Stanton	Grant	Haskall	Gray	Ford	Klowa	Pratt	Kingman	Sedg		Derver	S	Wilson	Neosho	Crawfor
Monton	Stevens	Seward	Meade	Clark	Comanche	Barber	Harper	Sum	ser i	Cowley	Chautauqua	Montgoma	Labette	Cherok

Use the formats below to submit cost proposals by region for maximum construction markups and the investment grade audit fee.

Maximum Construction Markups

CONSTRUCTION MARKUPS provide compensation for project design, construction management, construction period interest, commissioning, training, measurement and verification services for 3 years, and ESCO overhead and profit. The percentages bid below are the <u>maximum</u> rate that can be charged, not the rate participants might expect to negotiate for routine, less complex projects.

				FCIF	P Region	
Apply to the *PORTION* of Construction	Ν	NC	NE	SW	SC	SE
From \$0 to \$1,000,000	0.39	0.39	0.39	0.39	0.39	0.39
From \$1,000,001 to \$5,000,000	0.38	0.38	0.38	0.38	0.38	0.38
From \$5,000,001 to \$10,000,000	0.37	0.37	0.37	0.37	0.37	0.37
Greater than \$10,000,000	0.365	0.365	0.365	0.365	0.365	0.365

Example - Total Project Construction Costs = \$7,350,020		
Apply to the *PORTION* of Construction Costs	Example	
Greater than \$0 and no more than \$1 Million	W	\$1,000,000
Greater than \$1 Million and no more than \$5 Million	Х	\$4,000,000
Greater than \$5 Million and no more than \$10 Million	Y	\$2,350,000
Greater than \$10 Million	Z	
Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,0	000) + (Y * \$2,350,	,020)

	FCIP Region								
Principle Building Activity	NW	NC	NE	SW	SC	SE			
Corrections	0.15	0.15	0.15	0.15	0.15	0.15			
Education - Higher Ed.	0.12	0.12	0.12	0.12	0.12	0.12			
Education - USD	0.10	0.10	0.10	0.10	0.10	0.10			
Food Sales or Service	0.10	0.10	0.10	0.10	0.10	0.10			
Health Care - Inpatient	0.15	0.15	0.15	0.15	0.15	0.15			
Health Care - Outpatient	0.12	0.12	0.12	0.12	0.12	0.12			
Lodging	0.10	0.10	0.10	0.10	0.10	0.10			
Office	0.10	0.10	0.10	0.10	0.10	0.10			
Public Assembly	0.10	0.10	0.10	0.10	0.10	0.10			
Storage or Warehouse	0.08	0.08	0.08	0.08	0.08	0.08			
Other	0.10	0.10	0.10	0.10	0.10	0.10			
Meter Replacement (price per meter)	N/A	N/A	N/A	N/A	N/A	N/A			
Exterior Lighting (price per post or base)	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00	\$2.00			
Central Plant System (price per capita)	\$1.00	\$1.00	\$1.00	\$1.00	\$1.00	\$1.00			

NON TRADITIONAL ENERGY RELATED ITEMS - Fees for analysis of non-traditional measures, including but not limited to, wind and other community energy generation projects etc., will be negotiated between the ESCO and the public and will not exceed ______% of the total projected cost of the measure.

Contract ID: 00000000000000000046649 Event ID: EVT0006113 Page 74

Subject to the terms and conditions of the bid specifications and this contract, State hereby accepts the offer of Contractor as expressed by Contractor's bid submitted to Procurement and Contracts on **November 09, 2018** in response to Bid Event Number **EVT0006113**.

It is understood and agreed by the parties that pursuant to the bid, Contractor agrees to furnish **Energy Service Companies** for **Kansas Corporation Commission** on order of the Agency at the price or prices contained herein.

This contract is entered into this **25th** day of **June**, **2019** by and between the State of Kansas (State) and **SCHNEIDER ELECTRIC BUILDINGS AMERICAS IN**, **CARROLLTON**, **TX** (Contractor).

Contractor: SCHNEIDER ELECTRIC BUILDING	GS AMERICAS INC Agency: Kansas Corporation Commission
By Kent Other	Ву:
Printed Name: John J. O'Horron	Printed Name:
Title: Sales Director	Title:

I hereby certify that the competitive bid/procurement laws of the State of Kansas have been followed.

State of Kansas

By:

TRACY T. DIEL DIRECTOR OF PURCHASES

DeAngela Burns-Wallace, Acting Secretary



Phone: 785-296-2376 Fax: 785-296-7240 www.admin.ks.gov/offices/procurement-and-contracts

Laura Kelly, Governor

CONTRACT AWARD

Date of Award: Contract ID: Event ID: June 25, 2019 000000000000000000046651 EVT0006113

Procurement Officer: Telephone: E-Mail Address: Web Address: David M Stueve 785-296-0408 david.stueve@ks.gov http://admin.ks.gov/offices/procurement-and-contracts

Item: Agency/Business Unit: Period of Contract:

Contractor:

Energy Service Companies Kansas Corporation Commission July 01, 2019 through June 30, 2020 (With the option to renew for three additional twelve month periods)

TRANE US INC 11211 LAKEVIEW AVENUE

	LENEXA, KS 66219
Vendor ID:	0000017025
FEIN:	25-0900465
Contact Person:	Chad Remboldt
E-Mail:	chad.remboldt@trane.com
Toll Free Telephone:	N/A
Local Telephone:	913-599-4664
Cell Phone Number:	913-991-1887
Fax:	913-599-4669

Payment Terms: Net 30

Political Subdivisions: Pricing is available to the political subdivisions of the State of Kansas.

Procurement Cards: Agencies may use a P-Card for purchases from this contract.

Administrative Fee: No Administrative Fee will be assessed against purchases from this contract.

COST PROPOSAL

Cheyen	na ş	Lowins	Decatur	Norton	Phillips	Smith	jawalt	Republic	Washingto	on Mars	hall Normal	ha Brown	n Donipha	-
Shenna	Contraction (Contraction)	R(T)H() homas	MESIT Sharidan	Graham	Rooks	Osborne	Mitchell	Cloud	Clay	Po	a alternation and	ackson	Atchison	evenworth
						NORT	LH CEI	Ottawa		(unay)	- Service		afferson	Wyandot
Wallace	Lo	gan	Gove	Trego	Ells	Russel	Liscoln		Dickinson	Gaary	Wabaunsee	Shawnee	Douglas	Johnson
							Ellsworth	Salne		Morris	7	Osaga	Franklin	Mami
Greeley	Wichita	Scott	Lane	Ness	Rush	Barton	Ree	McPherson	Marton	Char	Lyon			
		1155		Hodgeman	Pawnee					Che		Coffey	Anderson	Linn
Hamilton	Kearmy	JT'H'	ney ∕∕EST	(Nogemen	Edwards	Stafford	Reno	Har			Greenwood	Woodson	Allen	Bourbor
			Gray	Ford		Pratt	T B KEB	Sedg	2000 C	Butler		OUT	HEAS	-
Stancon	Grant	Hasicall			Klowa	PTACL	Kingman				Elk	Wilson	Neosho	Crawfor
Monton	Stevens	Seward	Meade	Clark	Comanche	Barber	Harper	Summ	er	Cowley	Chautauqua	Montgome	Labette	Cherok

Use the formats below to submit cost proposals by region for maximum construction markups and the investment grade audit fee.

Maximum Construction Markups

CONSTRUCTION MARKUPS provide compensation for project design, construction management, construction period interest, commissioning, training, measurement and verification services for 3 years, and ESCO overhead and profit. The percentages bid below are the <u>maximum</u> rate that can be charged, not the rate participants might expect to negotiate for routine, less complex projects.

				FCIF	P Region	
Apply to the *PORTION* of Construction	Ν	NC	NE	SW	SC	SE
From \$0 to \$1,000,000	0.32	0.32	0.32	0.32	0.32	0.32
From \$1,000,001 to \$5,000,000	0.29	0.29	0.29	0.29	0.29	0.29
From \$5,000,001 to \$10,000,000	0.27	0.27	0.27	0.27	0.27	0.27
Greater than \$10,000,000	0.25	0.25	0.25	0.25	0.25	0.25

Example - Total Project Construction Costs = \$7,350,020		
Apply to the *PORTION* of Construction Costs	Example	
Greater than \$0 and no more than \$1 Million	W	\$1,000,000
Greater than \$1 Million and no more than \$5 Million	Х	\$4,000,000
Greater than \$5 Million and no more than \$10 Million	Y	\$2,350,000
Greater than \$10 Million	Z	
Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,0	00) + (Y * \$2,350),020)

	FCIP Region								
Principle Building Activity	NW	NC	NE	SW	SC	SE			
Corrections	0.09	0.09	0.09	0.09	0.09	0.09			
Education - Higher Ed.	0.07	0.07	0.07	0.07	0.07	0.07			
Education - USD	0.07	0.07	0.07	0.07	0.07	0.07			
Food Sales or Service	0.09	0.09	0.09	0.09	0.09	0.09			
Health Care - Inpatient	0.09	0.09	0.09	0.09	0.09	0.09			
Health Care - Outpatient	0.09	0.09	0.09	0.09	0.09	0.09			
Lodging	0.09	0.09	0.09	0.09	0.09	0.09			
Office	0.09	0.09	0.09	0.09	0.09	0.09			
Public Assembly	0.09	0.09	0.09	0.09	0.09	0.09			
Storage or Warehouse	0.09	0.09	0.09	0.09	0.09	0.09			
Other	0.09	0.09	0.09	0.09	0.09	0.09			
Meter Replacement (price per meter)	N/A	N/A	N/A	N/A	N/A	N/A			
Exterior Lighting (price per post or base)	0.10	0.10	0.10	0.10	0.10	0.10			
Central Plant System (price per capita)	1.10	1.10	1.10	1.10	1.10	1.10			

NON TRADITIONAL ENERGY RELATED ITEMS - Fees for analysis of non-traditional measures, including but not limited to, wind and other community energy generation projects etc., will be negotiated between the ESCO and the public and will not exceed ______% of the total projected cost of the measure.

DeAngela Burns-Wallace, Acting Secretary



Phone: 785-296-2376 Fax: 785-296-7240 www.admin.ks.gov/offices/procurement-and-contracts

Laura Kelly, Governor

CONTRACT AWARD

Date of Award: Contract ID: Event ID: June 25, 2019 00000000000000000046644 EVT0006113

Procurement Officer: Telephone: E-Mail Address: Web Address: David M Stueve 785-296-0408 david.stueve@ks.gov http://admin.ks.gov/offices/procurement-and-contracts

Item: Agency/Business Unit: Period of Contract:

Energy Service Companies Kansas Corporation Commission July 01, 2019 through June 30, 2020 (With the option to renew for three additional twelve month periods)

Contractor:

WILLDAN ENERGY SOLUTIONS 900 MASSACHUSETTS STE 301

Vendor ID:
FEIN:
FEIN:
Contact Person:
E-Mail:
Toll Free Telephone:
•
Local Telephone:
Cell Phone Number:
Cell Phone Number.
Fax:

LAWRENCE, KS 66044 0000506189 56-2417519 Scott McVey <u>smcvey@willdan.com</u> 800-424-9144 785-856-3360 785-218-6824 785-816-4755

Payment Terms: Net 30

Political Subdivisions: Pricing is available to the political subdivisions of the State of Kansas.

Procurement Cards: Agencies may not use a P-Card for purchases from this contract.

Administrative Fee: No Administrative Fee will be assessed against purchases from this contract.

COST PROPOSAL

Cheyen	na ş	Lawlins	Decatur	Norton	Phillips	Smith	jawalt	Republic	Washingto	on Mars	hall Normal	ha Brown	n Donipha	-	
Shenra	Contraction of the second	R(T)H() Thomas	MESIT Sharidan	Graham	Rooks	Osborne	Mitchell		Clay	Po	a alternation and	ackson	Atchison	evenworth	
			L			NORTH CER		Ottawa		1	- Service		afferson	Wyandot	
Wallace	Lo	gan	Gove	Trego	Ells	Russel	Liscoln		Dickinson	Gaary	Wabaunsee	Shawnee	Douglas	Johnson	
							Elsworth	Saline	•	Morris	Lyon	Osaga	Franklin	Mami	
Greeley	Wichita	Scott	Lane	Ness	Rush	Barton	Ree	McPherson		Char					
		1		Hodgeman	Pawnee			-		Cha		Coffey	Anderson	Linn	
Hamiton	Kearmy	JTH/	ney ∕∕EST	r vogernan	Edwards		wards	Reno	Har			Greenwood	Woodson	Allen	Bourbor
			Gray	Ford		Pratt	T B KEB	Sedg	1999 - 1999 -	Butler		OUT	HEAS	-	
Stancon	Grant	Haskall			Klowa		Kingman		Elk		Wilson	Neosho	Crawfor		
Monton	Stevens	Seward	Meade	Clark	Comanche	Barber	Harper	Summ	er)	Cowley	Chautauqua	Montgome	Labette	Cherok	

Use the formats below to submit cost proposals by region for maximum construction markups and the investment grade audit fee.

Maximum Construction Markups

CONSTRUCTION MARKUPS provide compensation for project design, construction management, construction period interest, commissioning, training, measurement and verification services for 3 years, and ESCO overhead and profit. The percentages bid below are the <u>maximum</u> rate that can be charged, not the rate participants might expect to negotiate for routine, less complex projects.

	FCIP Region								
Apply to the *PORTION* of Construction	Ν	NC	NE	SW	SC	SE			
From \$0 to \$1,000,000	0.41	0.40	0.40	0.41	0.40	0.40			
From \$1,000,001 to \$5,000,000	0.39	0.38	0.38	0.39	0.38	0.38			
From \$5,000,001 to \$10,000,000	0.36	0.35	0.35	0.36	0.35	0.35			
Greater than \$10,000,000	0.29	0.28	0.28	0.29	0.28	0.28			

Example - Total Project Construction Costs = \$7,350,020		
Apply to the *PORTION* of Construction Costs	Example	
Greater than \$0 and no more than \$1 Million	W	\$1,000,000
Greater than \$1 Million and no more than \$5 Million	Х	\$4,000,000
Greater than \$5 Million and no more than \$10 Million	Y	\$2,350,000
Greater than \$10 Million	Z	
Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,00	00) + (Y * \$2,350,	,020)

		FCIP Region								
Principle Building Activity	NW	NC	NE	SW	SC	SE				
Corrections	0.12	0.11	0.11	0.12	0.11	0.11				
Education - Higher Ed.	0.11	0.10	0.10	0.11	0.10	0.10				
Education - USD	0.10	0.09	0.09	0.10	0.09	0.09				
Food Sales or Service	0.10	0.09	0.09	0.10	0.09	0.09				
Health Care - Inpatient	0.12	0.11	0.11	0.12	0.11	0.11				
Health Care - Outpatient	0.11	0.10	0.10	0.11	0.10	0.10				
Lodging	0.10	0.09	0.09	0.10	0.09	0.09				
Office	0.10	0.09	0.09	0.10	0.09	0.09				
Public Assembly	0.10	0.09	0.09	0.10	0.09	0.09				
Storage or Warehouse	0.08	0.07	0.07	0.08	0.07	0.07				
Other	*	*	*	*	*	*				
Meter Replacement (price per meter)	N/A	N/A	N/A	N/A	N/A	N/A				
Exterior Lighting (price per post or base)	*	*	*	*	*	*				
Central Plant System (price per capita)	*	*	*	*	*	*				

NON TRADITIONAL ENERGY RELATED ITEMS - Fees for analysis of non-traditional measures, including but not limited to, wind and other community energy generation projects etc., will be negotiated between the ESCO and the public and will not exceed _____% of the total projected cost of the measure.

Notes by Willdan - *Change to be treated as "Non Traditional" and priced accordingly.