

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

ESCO

Contact Information

Ameresco, Inc.

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

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

CEG Solutions, LLC

4040 N Fairfax Dr., Suite 700
Arlington, VA 22203

Byron Krug
(703) 294-5600
byron.krug@cegsolutions.com

Control Technology & Solutions, LLC
a Veregy Company

21911 W 66th Street, Suite 210
Shawnee, KS 66226

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

Energy Solutions Professionals, LLC

9218 Metcalf Ave., Suite 274
Overland Park, KS 66212

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

ENGIE Services US, Inc.

12980 Foster St., Suite 400 Overland
Park, KS 66213

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

Entegrity Energy Partners, LLC

17300 W 116th Street
Lenexa, KS 66219

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

Johnson Controls, Inc.

9850 Legler Rd.
Lenexa, KS 66219

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

Navitas, LLC

25501 West Valley Parkway, Suite 200
Olathe, KS 66061

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

Noresco, LLC

12034 S. Jackson St.
Olathe, KS 66061

Steven L. Spurgeon
(913) 544-4126
Steven.Spurgeon@noresco.com

Schneider Electric

15200 Santa Fe Trail Dr., Suite 204
Lenexa, KS 66219

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

Trane US, Inc.

11211 Lakeview Ave
Lenexa, KS 66219

Chad Remboldt
(913) 599-4664
chad.remboldt@trane.com

Willdan Energy Solutions

900 Massachusetts, Suite 301
Lawrence, KS 66044

(785) 856-3360

CONTRACT AWARD

Date of Award: June 25, 2019
Contract ID: 0000000000000000000046648
Event ID: EVT0006113

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

Item: Energy Service Companies
Agency/Business Unit: Kansas Corporation Commission
Period of Contract: 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

Vendor ID: ST. LOUIS, MO 63124
FEIN: 0000359811
Contact Person: 04-3512838
E-Mail: Tim Dettlaff
Toll Free Telephone: tdettlaff@ameresco.com
Local Telephone: N/A
Cell Phone Number: 763-208-9951
Fax: 763-516-3905
314-727-0286

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.

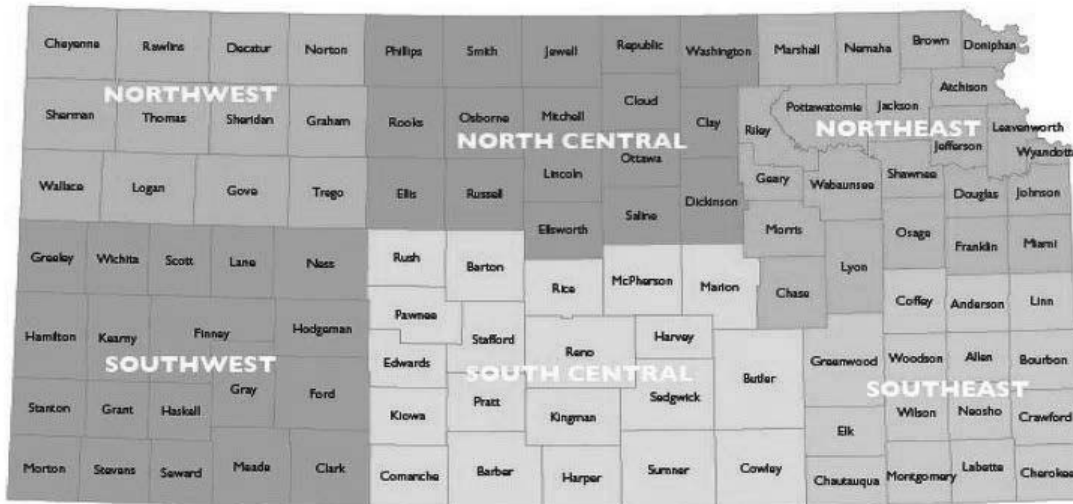
Administrative Fee: No Administrative Fee will be assessed against purchases from this contract.

The above referenced contract award was recently posted to Procurement and Contracts website. The document can be downloaded by going to the following website: <http://www.da.ks.gov/purch/Contracts/>

3. Costing Sheet

COST PROPOSAL

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 maximum 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%")

| Apply to the *PORTION* of Construction | FCIP Region | | | | | |
|--|-------------|------|------|------|------|------|
| | N | 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

Greater than \$0 and no more than \$1 Million

Greater than \$1 Million and no more than \$5 Million

Greater than \$5 Million and no more than \$10 Million

Greater than \$10 Million

Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,000) + (Y * \$2,350,020)

Example

W \$1,000,000

X \$4,000,000

Y \$2,350,000

Z

Investment Grade Audit Fee
(price {in dollars} per sq. ft. unless otherwise noted)

| Principle Building Activity | FCIP Region | | | | | |
|---|-------------|------|------|------|------|------|
| | 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 <u>2</u> % 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: _____

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. DIEHL
DIRECTOR OF PURCHASES

CONTRACT AWARD

Date of Award: June 25, 2019
Contract ID: 0000000000000000000046643
Event ID: EVT0006113

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

Item: Energy Service Companies
Agency/Business Unit: Kansas Corporation Commission
Period of Contract: 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: | ARLINGTON, VA 22203 | |
| FEIN: | 0000580040 | |
| Contact Person: | 52-1955618 | ALTERNATIVE CONTACT |
| E-Mail: | Bryon Krug | Adriana Hauffe |
| Toll Free Telephone: | bryon.krug@cegsolutions.com | adriana.hauffe@cegsolutions.com |
| Local Telephone: | 703-294-5600 | 703-294-5613 |
| Cell Phone Number: | N/A | N/A |
| Fax: | 240-638-6695 | 571-457-9890 |
| | 703-294-4676 | |

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.

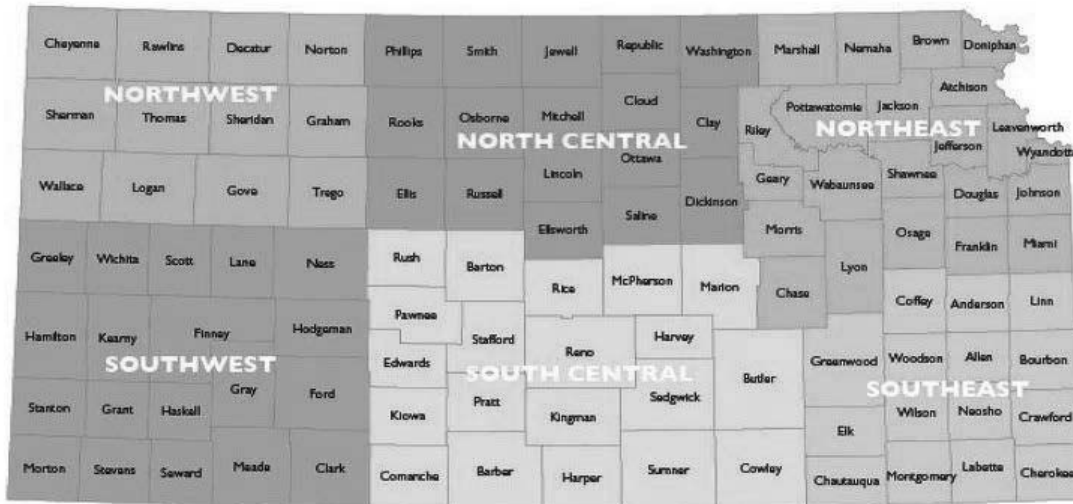
Administrative Fee: No Administrative Fee will be assessed against purchases from this contract.

The above referenced contract award was recently posted to Procurement and Contracts website. The document can be downloaded by going to the following website: <http://www.da.ks.gov/purch/Contracts/>

3. Costing Sheet

COST PROPOSAL

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 maximum 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%”)

| Apply to the *PORTION* of Construction | FCIP Region | | | | | |
|--|-------------|------|------|------|------|------|
| | N | 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

Greater than \$0 and no more than \$1 Million

Greater than \$1 Million and no more than \$5 Million

Greater than \$5 Million and no more than \$10 Million

Greater than \$10 Million

Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,000) + (Y * \$2,350,020)

Example

W \$1,000,000

X \$4,000,000

Y \$2,350,000

Z

Investment Grade Audit Fee
(price {in dollars} per sq. ft. unless otherwise noted)

| Principle Building Activity | FCIP Region | | | | | |
|--|-------------|----------|----------|----------|----------|----------|
| | 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**

By: 

By: _____

Printed Name: Bryan King

Printed Name: _____

Title: President

Title: _____

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

State of Kansas

By: _____

TRACY T. DIEHL
DIRECTOR OF PURCHASES

CONTRACT AWARD

Date of Award: June 25, 2019
Contract ID: 0000000000000000000046647
Event ID: EVT0006113

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

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

Contractor: CONTROL TECHNOLOGY & SOLUTIONS LLC
15933 CLAYTON RD STE 110

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

The above referenced contract award was recently posted to Procurement and Contracts website. The document can be downloaded by going to the following website: <http://www.da.ks.gov/purch/Contracts/>

3. Costing Sheet

COST PROPOSAL

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 maximum 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%")

| Apply to the *PORTION* of Construction | FCIP Region | | | | | |
|--|-------------|------|------|------|------|------|
| | N | 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

Greater than \$0 and no more than \$1 Million

Greater than \$1 Million and no more than \$5 Million

Greater than \$5 Million and no more than \$10 Million

Greater than \$10 Million

Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,000) + (Y * \$2,350,020)

Example

W \$1,000,000

X \$4,000,000

Y \$2,350,000

Z

| | 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 |
| <p>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 _____10_____ % of the total projected cost of the measure.</p> | | | | | | |

CONTRACT AWARD

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

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

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

Contractor: ENERGY SOLUTIONS PROFESSIONALS LLC
9218 METCALF AVE STE 274

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

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3. Costing Sheet

COST PROPOSAL

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 maximum 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%")

| Apply to the *PORTION* of Construction | FCIP Region | | | | | |
|--|-------------|-----------|-----------|-----------|-----------|-----------|
| | N | 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

Greater than \$0 and no more than \$1 Million

Greater than \$1 Million and no more than \$5 Million

Greater than \$5 Million and no more than \$10 Million

Greater than \$10 Million

Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,000) + (Y * \$2,350,020)

Example

W \$1,000,000

X \$4,000,000

Y \$2,350,000

Z

Investment Grade Audit Fee

(price {in dollars} per sq. ft. unless otherwise noted)

| Principle Building Activity | FCIP Region | | | | | |
|---|-------------|----------|----------|----------|----------|----------|
| | 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.

CONTRACT AWARD

Date of Award: June 25, 2019
Contract ID: 0000000000000000000046645
Event ID: EVT0006113

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

Item: Energy Service Companies
Agency/Business Unit: Kansas Corporation Commission
Period of Contract: 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: OVERLAND PARK, KS 66213
FEIN: 0000464178
Contact Person: 46-5545462
E-Mail: Scott Johnson
Toll Free Telephone: ss.johnson@engie.com
Local Telephone: 844-678-3772
Cell Phone Number: 913-225-7081
Fax: 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.

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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 maximum 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%")

| Apply to the *PORTION* of Construction | FCIP Region | | | | | |
|--|-------------|------|------|------|------|------|
| | N | 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

Greater than \$0 and no more than \$1 Million

Greater than \$1 Million and no more than \$5 Million

Greater than \$5 Million and no more than \$10 Million

Greater than \$10 Million

Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,000) + (Y * \$2,350,020)

Example

W \$1,000,000

X \$4,000,000

Y \$2,350,000

Z

Investment Grade Audit Fee
(price {in dollars} per sq. ft. unless otherwise noted)

| Principle Building Activity | FCIP Region | | | | | |
|--|------------------|------------------|------------------|------------------|------------------|------------------|
| | 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 <u>10</u> % of the total projected cost of the measure. | | | | | | |

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

CONTRACT AWARD

Date of Award: June 25, 2019
Contract ID: 0000000000000000000046642
Event ID: EVT0006113

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

Item: Energy Service Companies
Agency/Business Unit: Kansas Corporation Commission
Period of Contract: 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: FAYETTEVILLE, AR 72701
FEIN: 0000580039
Contact Person: 46-2713866
E-Mail: John Coleman
Toll Free Telephone: john.coleman@entegritypartners.com
Local Telephone: 800-700-1414
Cell Phone Number: N/A
Fax: 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.

The above referenced contract award was recently posted to Procurement and Contracts website. The document can be downloaded by going to the following website: <http://www.da.ks.gov/purch/Contracts/>

3. Costing Sheet

COST PROPOSAL

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 maximum 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%")

| Apply to the *PORTION* of Construction | FCIP Region | | | | | |
|--|-------------|------|------|------|------|------|
| | N | 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

Greater than \$0 and no more than \$1 Million

Greater than \$1 Million and no more than \$5 Million

Greater than \$5 Million and no more than \$10 Million

Greater than \$10 Million

Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,000) + (Y * \$2,350,020)

Example

W \$1,000,000

X \$4,000,000

Y \$2,350,000

Z

| | 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 <u>20</u> % 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 LLC**

Agency: **Kansas Corporation Commission**

By: 

By: _____

Printed Name: Matt Bell

Printed Name: _____

Title: Partner

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

CONTRACT AWARD

Date of Award: June 25, 2019
Contract ID: 0000000000000000000046650
Event ID: EVT0006113

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

Item: Energy Service Companies
Agency/Business Unit: Kansas Corporation Commission
Period of Contract: 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: LENEXA, KS 66219
FEIN: 0000031151
Contact Person: Joshua Wilkens
E-Mail: joshua.j.wilkens@jci.com
Toll Free Telephone: N/A
Local Telephone: 913-307-4200
Cell Phone Number: 785-249-9221
Fax: 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.

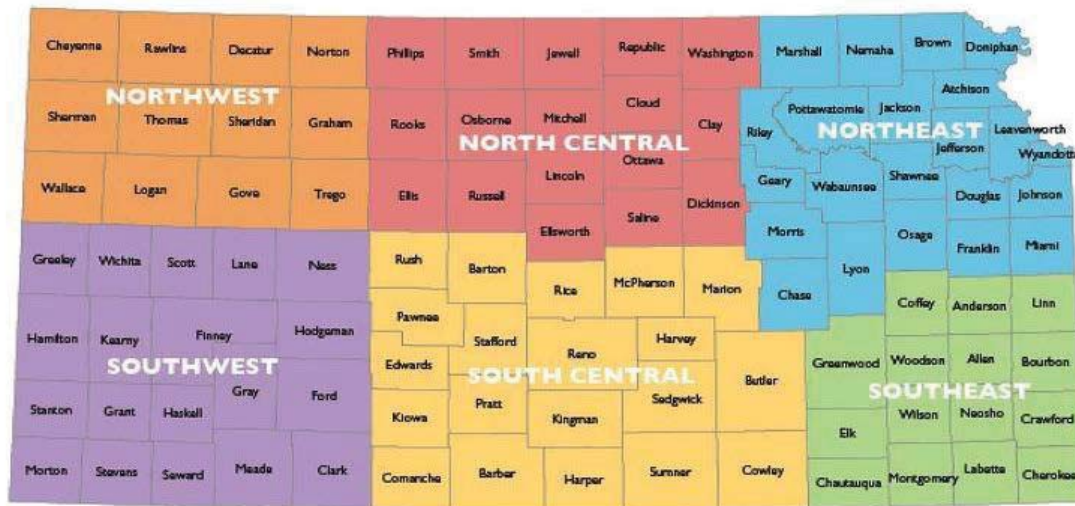
Administrative Fee: No Administrative Fee will be assessed against purchases from this contract.

The above referenced contract award was recently posted to Procurement and Contracts website. The document can be downloaded by going to the following website: <http://www.da.ks.gov/purch/Contracts/>

3. Costing Sheet

COST PROPOSAL

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 maximum 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%")

| Apply to the *PORTION* of Construction | FCIP Region | | | | | |
|--|-------------|-------|-------|-------|-------|-------|
| | 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

Greater than \$0 and no more than \$1 Million

Greater than \$1 Million and no more than \$5 Million

Greater than \$5 Million and no more than \$10 Million

Greater than \$10 Million

Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,000) + (Y * \$2,350,020)

Example

W \$1,000,000

X \$4,000,000

Y \$2,350,000

Z

Investment Grade Audit Fee
(price {in dollars} per sq. ft. unless otherwise noted)

| Principle Building Activity | FCIP Region | | | | | |
|--|-------------|------|------|------|------|------|
| | 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 <u>10</u> % of the total projected cost of the measure. | | | | | | |

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

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: Maureen G. Blase

By: [Signature]

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: [Signature]

TRACY T. DIEL
DIRECTOR OF PURCHASES

CONTRACT AWARD

Date of Award: June 25, 2019
Contract ID: 0000000000000000000046646
Event ID: EVT0006113

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

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

Contractor: NAVITAS LLC
25501 W VALLEY PKWY STE 200

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

The above referenced contract award was recently posted to Procurement and Contracts website. The document can be downloaded by going to the following website: <http://www.da.ks.gov/purch/Contracts/>

3. Costing Sheet

COST PROPOSAL

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 maximum 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%")

| Apply to the *PORTION* of Construction | FCIP Region | | | | | |
|--|-------------|------|------|------|------|------|
| | 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

Greater than \$0 and no more than \$1 Million

Greater than \$1 Million and no more than \$5 Million

Greater than \$5 Million and no more than \$10 Million

Greater than \$10 Million

Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,000) + (Y * \$2,350,020)

Example

W \$1,000,000

X \$4,000,000

Y \$2,350,000

Z

| | 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 |
| <p>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.</p> | | | | | | |

CONTRACT AWARD

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

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

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

Contractor: NORESKO LLC
12034 S. Jackson St.
Olathe, KS 66061

Vendor ID: 0000580038
FEIN: 90-0453168
Contact Person: Steven L. Spurgeon
E-Mail: Steven.Spurgeon@noresko.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.

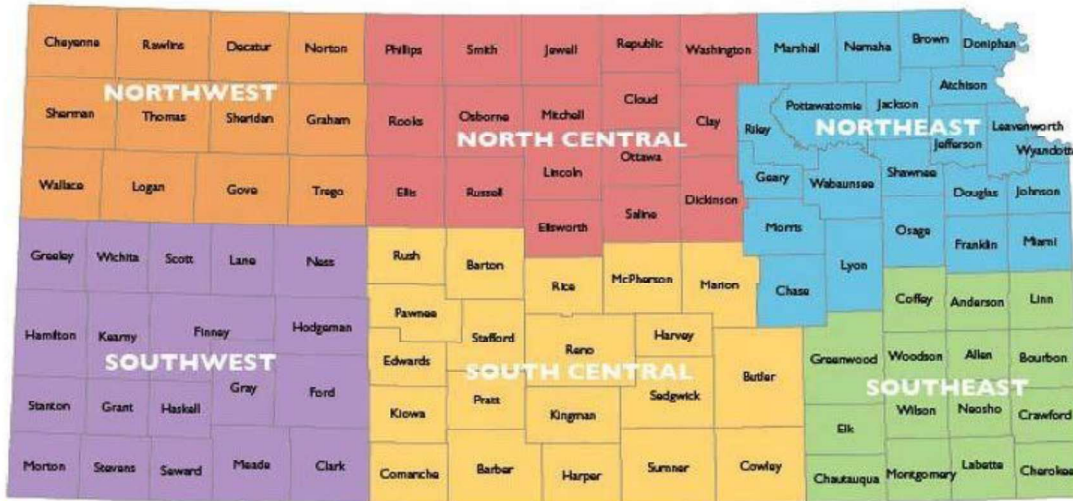
Administrative Fee: No Administrative Fee will be assessed against purchases from this contract.

The above referenced contract award was recently posted to Procurement and Contracts website. The document can be downloaded by going to the following website: <http://www.da.ks.gov/purch/Contracts/>

3. Costing Sheet

COST PROPOSAL

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 maximum 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%")

| Apply to the *PORTION* of Construction | FCIP Region | | | | | |
|--|-------------|------|------|------|------|------|
| | 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.

Investment Grade Audit Fee

(price {in dollars} per sq. ft. unless otherwise noted)

| Principle Building Activity | FCIP Region | | | | | |
|---|-------------|---------|---------|---------|---------|---------|
| | 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.

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).

Contractor: **NORESCO LLC**

Agency: **Kansas Corporation Commission**

By: _____

By: _____

Printed Name: Adam M. Nee
Corporate Secretary

Printed Name: _____

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. DIEHL
DIRECTOR OF PURCHASES

CONTRACT AWARD

Date of Award: June 25, 2019
Contract ID: 0000000000000000000046649
Event ID: EVT0006113

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

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

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

Vendor ID: LENEXA, KS 66219
FEIN: 0000162348
Contact Person: 75-2066352
Tammy Fulop
E-Mail: tammy.fulop@schneider-electric.com
Toll Free Telephone: 800-274-5551
Local Telephone: 972-323-1111
Cell Phone Number: 214-755-8590
Fax: 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.

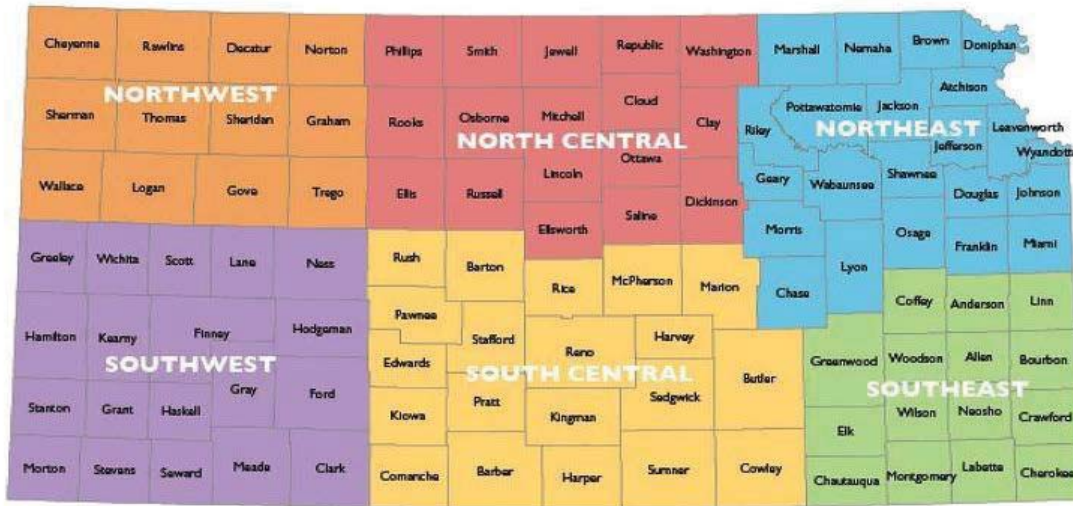
Administrative Fee: No Administrative Fee will be assessed against purchases from this contract.

The above referenced contract award was recently posted to Procurement and Contracts website. The document can be downloaded by going to the following website: <http://www.da.ks.gov/purch/Contracts/>

3. Costing Sheet

COST PROPOSAL

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 maximum 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%")

| Apply to the *PORTION* of Construction | FCIP Region | | | | | |
|--|-------------|-------|-------|-------|-------|-------|
| | N | 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

Greater than \$0 and no more than \$1 Million

Greater than \$1 Million and no more than \$5 Million

Greater than \$5 Million and no more than \$10 Million

Greater than \$10 Million

Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,000) + (Y * \$2,350,020)

Example

W \$1,000,000

X \$4,000,000

Y \$2,350,000

Z

| | 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 |
| <p>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>4</u> % of the total projected cost of the measure.</p> | | | | | | |

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 BUILDINGS AMERICAS INC** Agency: **Kansas Corporation Commission**

By: 

By: _____

Printed Name: John J. O'Herron

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. DIEHL
DIRECTOR OF PURCHASES

CONTRACT AWARD

Date of Award: June 25, 2019
Contract ID: 0000000000000000000046651
Event ID: EVT0006113

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

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

Contractor: TRANE US INC
11211 LAKEVIEW AVENUE

Vendor ID: LENEXA, KS 66219
FEIN: 0000017025
Contact Person: 25-0900465
E-Mail: Chad Remboldt
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.

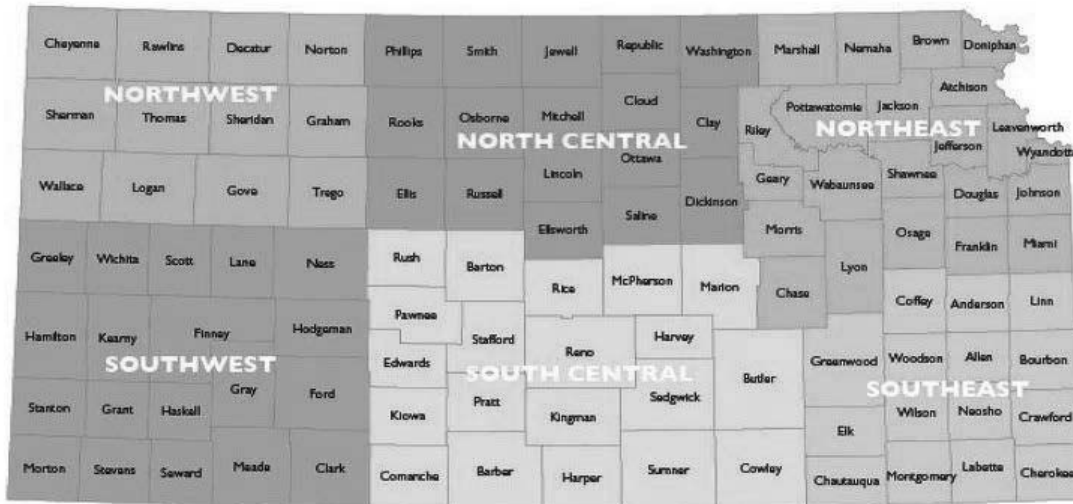
Administrative Fee: No Administrative Fee will be assessed against purchases from this contract.

The above referenced contract award was recently posted to Procurement and Contracts website. The document can be downloaded by going to the following website: <http://www.da.ks.gov/purch/Contracts/>

3. Costing Sheet

COST PROPOSAL

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 maximum 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%")

| Apply to the *PORTION* of Construction | FCIP Region | | | | | |
|--|-------------|------|------|------|------|------|
| | N | 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

Greater than \$0 and no more than \$1 Million

Greater than \$1 Million and no more than \$5 Million

Greater than \$5 Million and no more than \$10 Million

Greater than \$10 Million

Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,000) + (Y * \$2,350,020)

Example

W \$1,000,000

X \$4,000,000

Y \$2,350,000

Z

| | 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 |
| <p>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</u> % of the total projected cost of the measure.</p> | | | | | | |

CONTRACT AWARD

Date of Award: June 25, 2019
Contract ID: 0000000000000000000046644
Event ID: EVT0006113

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

Item: Energy Service Companies
Agency/Business Unit: Kansas Corporation Commission
Period of Contract: 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: LAWRENCE, KS 66044
FEIN: 0000506189
Contact Person: 56-2417519
E-Mail: Scott McVey
Toll Free Telephone: smcvey@willdan.com
Local Telephone: 800-424-9144
Cell Phone Number: 785-856-3360
Fax: 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.

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| Apply to the *PORTION* of Construction | FCIP Region | | | | | |
|--|-------------|------|------|------|------|------|
| | 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 | 0.36 | 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

Greater than \$0 and no more than \$1 Million

Greater than \$1 Million and no more than \$5 Million

Greater than \$5 Million and no more than \$10 Million

Greater than \$10 Million

Total Construction Markup = (W * \$1,000,000) + (X * \$4,000,000) + (Y * \$2,350,020)

Example

W \$1,000,000

X \$4,000,000

Y \$2,350,000

Z

Investment Grade Audit Fee
(price {in dollars} per sq. ft. unless otherwise noted)

| Principle Building Activity | FCIP Region | | | | | |
|--|-------------|------|------|------|------|------|
| | 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 <u>10</u> % of the total projected cost of the measure. | | | | | | |

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