

**MASTER AGREEMENT #071624****CATEGORY: Energy Savings Performance Contracting with Related Services****SUPPLIER: GRP Mechanical Company, Inc.**

This Master Agreement (Agreement) is between Sourcewell, a Minnesota service cooperative located at 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 (Sourcewell) and GRP Mechanical Company, Inc., 1 Mechanical Drive, PO Box 188, Bethalto, IL 62010 (Supplier).

Sourcewell is a local government and service cooperative created under the laws of the State of Minnesota (Minnesota Statutes Section 123A.21) offering a Cooperative Purchasing Program to eligible participating government entities.

Under this Master Agreement entered with Sourcewell, Supplier will provide Included Solutions to Participating Entities through Sourcewell's Cooperative Purchasing Program.

**Article 1:
General Terms**

The General Terms in this Article 1 control the operation of this Master Agreement between Sourcewell and Supplier and apply to all transactions entered by Supplier and Participating Entities. Subsequent Articles to this Master Agreement control the rights and obligations directly between Sourcewell and Supplier (Article 2), and between Supplier and Participating Entity (Article 3), respectively. These Article 1 General Terms control over any conflicting terms. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

- 1) **Purpose.** Pursuant to Minnesota law, the Sourcewell Board of Directors has authorized a Cooperative Purchasing Program designed to provide Participating Entities with access to competitively awarded cooperative purchasing agreements. To facilitate the Program, Sourcewell has awarded Supplier this cooperative purchasing Master Agreement following a competitive procurement process intended to meet compliance standards in accordance with Minnesota law and the requirements contained herein.
- 2) **Intent.** The intent of this Master Agreement is to define the roles of Sourcewell, Supplier, and Participating Entity as it relates to Sourcewell's Cooperative Purchasing Program.
- 3) **Participating Entity Access.** Sourcewell's Cooperative Purchasing Program Master Agreements are available to eligible public agencies (Participating Entities). A Participating Entity's authority to access Sourcewell's Cooperative Purchasing Program is determined through the laws of its respective jurisdiction.
- 4) **Supplier Access.** The Included Solutions offered under this Agreement may be made available to any Participating Entity. Supplier understands that a Participating Entity's use of this Agreement is at the Participating Entity's sole convenience. Supplier will educate its sales and service forces about Sourcewell eligibility requirements and required documentation. Supplier will be responsible for ensuring sales are with Participating Entities.

- 5) **Term.** This Agreement is effective upon the date of the final signature below. The term of this Agreement is four (4) years from the effective date. The Agreement expires at 11:59 P.M. Central Time on September 25, 2028, unless it is cancelled or extended as defined in this Agreement.
- a) **Extensions.** Sourcewell and Supplier may agree to up to three (3) additional one-year extensions beyond the original four-year term. The total possible length of this Agreement will be seven (7) years from the effective date.
- b) **Exceptional Circumstances.** Sourcewell retains the right to consider additional extensions as required under exceptional circumstances.
- 6) **Survival of Terms.** Notwithstanding the termination of this Agreement, the obligations of this Agreement will continue through the performance period of any transaction entered between Supplier and any Participating Entity before the termination date.
- 7) **Scope.** Supplier is awarded a Master Agreement to provide the solutions identified in RFP #071624 to Participating Entities. In Scope solutions include:
- a. Technical Energy Audit and Project Proposal Phase
- i. Development of a contract for the Technical Energy Audit with the selected Contractor.
 - ii. Conducting an investment-grade audit to identify and evaluate cost-saving measures.
 - iii. Defining the proposed project scope, cost, savings, and cash-flow over the proposed financing term.
 - iv. Preparation of a project proposal that presents aggregated measures which can be financed through guaranteed savings.
- b. Implementation/Commissioning and Financing Phase
- i. Negotiation of an Energy Performance Contract post-audit, establishing the project scope and costs.
 - ii. Provision for implementation and follow-up services to be provided during the financing term.
 - iii. Development of a separate financing agreement.
- c. Post-implementation Guarantee/Monitoring Phase
- i. Provision of a variety of services by the Contractor after implementation to ensure savings are met.
 - ii. Offering a savings guarantee.
 - iii. Providing staff training.
 - iv. Conducting follow-up monitoring.
 - v. Maintenance of the contract through various support services.
- 8) **Included Solutions.** Supplier's Proposal to the above referenced RFP is incorporated into this Master Agreement. Only those Solutions included within Supplier's Proposal and within Scope (Included Solutions) are included within the Agreement and may be offered to Participating Entities.

- 9) **Indefinite Quantity.** This Master Agreement defines an indefinite quantity of sales to eligible Participating Entities.
- 10) **Pricing.** Pricing information (including Pricing and Delivery and Pricing Offered tables) for all Included Solutions within Supplier's Proposal is incorporated into this Master Agreement.
- 11) **Not to Exceed Pricing.** Suppliers may not exceed the prices listed in the current Pricing List on file with Sourcwell when offering Included Solutions to Participating Entities. Participating Entities may request adjustments to pricing directly from Supplier during the negotiation and execution of any transaction.
- 12) **Open Market.** Supplier's open market pricing process is included within its Proposal.
- 13) Supplier Representations:**
- i) **Compliance.** Supplier represents and warrants it will provide all Included Solutions under this Agreement in full compliance with applicable federal, state, and local laws and regulations.
 - ii) **Licenses.** As applicable, Supplier will maintain a valid status on all required federal, state, and local licenses, bonds, and permits required for the operation of Supplier's business with Participating Entities. Participating Entities may request all relevant documentation directly from Supplier.
 - iii) **Supplier Warrants.** Supplier warrants that all Included Solutions furnished under this Agreement are free from liens and encumbrances, and are free from defects in design, materials, and workmanship. In addition, Supplier warrants the Solutions are suitable for and will perform in accordance with the ordinary use for which they are intended.
- 14) **Bankruptcy Notices.** Supplier certifies and warrants it is not currently in a bankruptcy proceeding. Supplier has disclosed all current and completed bankruptcy proceedings within the past seven years within its Proposal. Supplier must provide notice in writing to Sourcwell if it enters a bankruptcy proceeding at any time during the term of this Agreement.
- 15) **Debarment and Suspension.** Supplier certifies and warrants that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota, the United States federal government, or any Participating Entity. Supplier certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this Agreement. Supplier further warrants that it will provide immediate written notice to Sourcwell if this certification changes at any time during the term of this Agreement.
- 16) **Provisions for non-United States federal entity procurements under United States federal awards or other awards (Appendix II to 2 C.F.R § 200).** Participating Entities that use United States federal grant or other federal funding to purchase solutions from this Agreement may be subject to additional requirements including the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 C.F.R. § 200.

Participating Entities may have additional requirements based on specific funding source terms or conditions. Within this Section, all references to “federal” should be interpreted to mean the United States federal government. The following list applies when a Participating Entity accesses Supplier’s Included Solutions with United States federal funds.

- i) **EQUAL EMPLOYMENT OPPORTUNITY.** Except as otherwise provided under 41 C.F.R. § 60, all agreements that meet the definition of “federally assisted construction contract” in 41 C.F.R. § 60-1.3 must include the equal opportunity clause provided under 41 C.F.R. § 60-1.4(b), in accordance with Executive Order 11246, “Equal Employment Opportunity” (30 FR 12319, 12935, 3 C.F.R. §, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, “Amending Executive Order 11246 Relating to Equal Employment Opportunity,” and implementing regulations at 41 C.F.R. § 60, “Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor.” The equal opportunity clause is incorporated herein by reference.
- ii) **DAVIS-BACON ACT, AS AMENDED (40 U.S.C. § 3141-3148).** When required by federal program legislation, all prime construction contracts in excess of \$2,000 awarded by non-federal entities must include a provision for compliance with the Davis-Bacon Act (40 U.S.C. § 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 C.F.R. § 5, “Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction”). In accordance with the statute, contractors must be required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determination made by the Secretary of Labor. In addition, contractors must be required to pay wages not less than once a week. The non-federal entity must place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation. The decision to award a contract or subcontract must be conditioned upon the acceptance of the wage determination. The non-federal entity must report all suspected or reported violations to the federal awarding agency. The contracts must also include a provision for compliance with the Copeland “Anti-Kickback” Act (40 U.S.C. § 3145), as supplemented by Department of Labor regulations (29 C.F.R. § 3, “Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States”). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled. The non-federal entity must report all suspected or reported violations to the federal awarding agency. Supplier must comply with all applicable Davis-Bacon Act provisions.
- iii) **CONTRACT WORK HOURS AND SAFETY STANDARDS ACT (40 U.S.C. § 3701-3708).** Where applicable, all contracts awarded by the non-federal entity in excess of \$100,000 that involve the employment of mechanics or laborers must include a provision for compliance with 40 U.S.C. §§ 3702 and 3704, as supplemented by Department of Labor regulations (29 C.F.R. § 5). Under 40 U.S.C. § 3702 of the Act, each contractor must be required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 U.S.C. § 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to

the purchases of supplies, materials, or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence. This provision is hereby incorporated by reference into this Agreement. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

iv) **RIGHTS TO INVENTIONS MADE UNDER A CONTRACT OR AGREEMENT.** If the federal award meets the definition of “funding agreement” under 37 C.F.R. § 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance of experimental, developmental, or research work under that “funding agreement,” the recipient or subrecipient must comply with the requirements of 37 C.F.R. § 401, “Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements,” and any implementing regulations issued by the awarding agency. Supplier certifies that during the term of an award for all Agreements by Sourcewell resulting from this procurement process, Supplier must comply with applicable requirements as referenced above.

v) **CLEAN AIR ACT (42 U.S.C. § 7401-7671Q.) AND THE FEDERAL WATER POLLUTION CONTROL ACT (33 U.S.C. § 1251-1387).** Contracts and subgrants of amounts in excess of \$150,000 require the non-federal award to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. § 7401- 7671q) and the Federal Water Pollution Control Act as amended (33 U.S.C. § 1251- 1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA). Supplier certifies that during the term of this Agreement it will comply with applicable requirements as referenced above.

vi) **DEBARMENT AND SUSPENSION (EXECUTIVE ORDERS 12549 AND 12689).** A contract award (see 2 C.F.R. § 180.220) must not be made to parties listed on the government wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 C.F.R. § 180 that implement Executive Orders 12549 (3 C.F.R. § 1986 Comp., p. 189) and 12689 (3 C.F.R. § 1989 Comp., p. 235), “Debarment and Suspension.” SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier certifies that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any federal department or agency.

vii) **BYRD ANTI-LOBBYING AMENDMENT, AS AMENDED (31 U.S.C. § 1352).** Suppliers must file any required certifications. Suppliers must not have used federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any federal contract, grant, or any other award covered by 31 U.S.C. § 1352. Suppliers must disclose any lobbying with non-federal funds that takes place in connection with obtaining any federal award. Such disclosures are forwarded from tier to tier up to the non-federal award. Suppliers must file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 U.S.C. § 1352).

- viii) **RECORD RETENTION REQUIREMENTS.** To the extent applicable, Supplier must comply with the record retention requirements detailed in 2 C.F.R. § 200.333. The Supplier further certifies that it will retain all records as required by 2 C.F.R. § 200.333 for a period of 3 years after grantees or subgrantees submit final expenditure reports or quarterly or annual financial reports, as applicable, and all other pending matters are closed.
- ix) **ENERGY POLICY AND CONSERVATION ACT COMPLIANCE.** To the extent applicable, Supplier must comply with the mandatory standards and policies relating to energy efficiency which are contained in the state energy conservation plan issued in compliance with the Energy Policy and Conservation Act.
- x) **BUY AMERICAN PROVISIONS COMPLIANCE.** To the extent applicable, Supplier must comply with all applicable provisions of the Buy American Act. Purchases made in accordance with the Buy American Act must follow the applicable procurement rules calling for free and open competition.
- xi) **ACCESS TO RECORDS (2 C.F.R. § 200.336).** Supplier agrees that duly authorized representatives of a federal agency must have access to any books, documents, papers and records of Supplier that are directly pertinent to Supplier's discharge of its obligations under this Agreement for the purpose of making audits, examinations, excerpts, and transcriptions. The right also includes timely and reasonable access to Supplier's personnel for the purpose of interview and discussion relating to such documents.
- xii) **PROCUREMENT OF RECOVERED MATERIALS (2 C.F.R. § 200.322).** A non-federal entity that is a state agency or agency of a political subdivision of a state and its contractors must comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 C.F.R. § 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds \$10,000 or the value of the quantity acquired during the preceding fiscal year exceeded \$10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery; and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.
- xiii) **FEDERAL SEAL(S), LOGOS, AND FLAGS.** The Supplier cannot use the seal(s), logos, crests, or reproductions of flags or likenesses of Federal agency officials without specific pre-approval.
- xiv) **NO OBLIGATION BY FEDERAL GOVERNMENT.** The U.S. federal government is not a party to this Agreement or any purchase by a Participating Entity and is not subject to any obligations or liabilities to the Participating Entity, Supplier, or any other party pertaining to any matter resulting from the Agreement or any purchase by an authorized user.
- xv) **PROGRAM FRAUD AND FALSE OR FRAUDULENT STATEMENTS OR RELATED ACTS.** The Contractor acknowledges that 31 U.S.C. § 38 (Administrative Remedies for False Claims and Statements) applies to the Supplier's actions pertaining to this Agreement or any purchase by a Participating Entity.

xvi) **FEDERAL DEBT.** The Supplier certifies that it is non-delinquent in its repayment of any federal debt. Examples of relevant debt include delinquent payroll and other taxes, audit disallowance, and benefit overpayments.

xvii) **CONFLICTS OF INTEREST.** The Supplier must notify the U.S. Office of General Services, Sourcewell, and Participating Entity as soon as possible if this Agreement or any aspect related to the anticipated work under this Agreement raises an actual or potential conflict of interest (as described in 2 C.F.R. Part 200). The Supplier must explain the actual or potential conflict in writing in sufficient detail so that the U.S. Office of General Services, Sourcewell, and Participating Entity are able to assess the actual or potential conflict; and provide any additional information as necessary or requested.

xviii) **U.S. EXECUTIVE ORDER 13224.** The Supplier, and its subcontractors, must comply with U.S. Executive Order 13224 and U.S. Laws that prohibit transactions with and provision of resources and support to individuals and organizations associated with terrorism.

xix) **PROHIBITION ON CERTAIN TELECOMMUNICATIONS AND VIDEO SURVEILLANCE SERVICES OR EQUIPMENT.** To the extent applicable, Supplier certifies that during the term of this Agreement it will comply with applicable requirements of 2 C.F.R. § 200.216.

xx) **DOMESTIC PREFERENCES FOR PROCUREMENTS.** To the extent applicable, Supplier certifies that during the term of this Agreement, Supplier will comply with applicable requirements of 2 C.F.R. § 200.322.

Article 2: Sourcewell and Supplier Obligations

The Terms in this Article 2 relate specifically to Sourcewell and its administration of this Master Agreement with Supplier and Supplier's obligations thereunder.

- 1) **Authorized Sellers.** Supplier must provide Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers which may complete transactions of Included Solutions offered under this Agreement. Sourcewell may request updated information in its discretion, and Supplier agrees to provide requested information within a reasonable time.
- 2) **Product and Price Changes Requirements.** Supplier may request Included Solutions changes, additions, or deletions at any time. All requests must be made in writing by submitting a Sourcewell Price and Product Change Request Form to Sourcewell. At a minimum, the request must:
 - Identify the applicable Sourcewell Agreement number;
 - Clearly specify the requested change;
 - Provide sufficient detail to justify the requested change;
 - Individually list all Included Solutions affected by the requested change, along with the requested change (e.g., addition, deletion, price change); and
 - Include a complete restatement of Pricing List with the effective date of the modified pricing, or product addition or deletion. The new pricing restatement must include all Included Solutions offered, even for those items where pricing remains unchanged.

A fully executed Sourcewell Price and Product Change Request Form will become an amendment to this Agreement and will be incorporated by reference.

- 3) **Authorized Representative.** Supplier will assign an Authorized Representative to Sourcewell for this Agreement and must provide prompt notice to Sourcewell if that person is changed. The Authorized Representative will be responsible for:
- Maintenance and management of this Agreement;
 - Timely response to all Sourcewell and Participating Entity inquiries; and
 - Participation in reviews with Sourcewell.

Sourcewell's Authorized Representative is its Chief Procurement Officer.

- 4) **Performance Reviews.** Supplier will perform a minimum of one review with Sourcewell per agreement year. The review will cover transactions to Participating Entities, pricing and terms, administrative fees, sales data reports, performance issues, supply chain issues, customer issues, and any other necessary information.
- 5) **Sales Reporting Required.** Supplier is required as a material element to this Master Agreement to report all completed transactions with Participating Entities utilizing this Agreement. Failure to provide complete and accurate reports as defined herein will be a material breach of the Agreement and Sourcewell reserves the right to pursue all remedies available at law including cancellation of this Agreement.
- 6) **Reporting Requirements.** Supplier must provide Sourcewell an activity report of all transactions completed utilizing this Agreement. Reports are due at least once each calendar quarter (Reporting Period). Reports must be received no later than 45 calendar days after the end of each calendar quarter. Supplier may report on a more frequent basis in its discretion. Reports must be provided regardless of the amount of completed transactions during that quarter (i.e., if there are no sales, Supplier must submit a report indicating no sales were made).

The Report must contain the following fields:

- Participating Entity Name (e.g., City of Staples Highway Department);
- Participating Entity Physical Street Address;
- Participating Entity City;
- Participating Entity State/Province;
- Participating Entity Zip/Postal Code;
- Sourcewell Participating Entity Account Number;
- Transaction Description;
- Transaction Purchased Price;
- Sourcewell Administrative Fee Applied; and
- Date Transaction was invoiced/sale was recognized as revenue by Supplier.

If collected by Supplier, the Report may include the following fields as available:

- Participating Entity Contact Name;
- Participating Entity Contact Email Address;
- Participating Entity Contact Telephone Number;

- 7) **Administrative Fee.** In consideration for the support and services provided by Sourcewell, Supplier will pay an Administrative Fee to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. Supplier will include its Administrative Fee within its proposed pricing. Supplier may not directly charge Participating Entities to offset the Administrative Fee.
- 8) **Fee Calculation.** Supplier's Administrative Fee payable to Sourcewell will be calculated as a stated percentage (listed in Supplier's Proposal) of all completed transactions utilizing this Master Agreement within the preceding Reporting Period. For certain categories, a flat fee may be proposed. The Administrative Fee will be stated in Supplier's Proposal.
- 9) **Fee Remittance.** Supplier will remit fee to Sourcewell no later than 45 calendar days after the close of the preceding calendar quarter in conjunction with Supplier's Reporting Period obligations defined herein. Payments should note the Supplier's name and Sourcewell-assigned Agreement number in the memo; and must be either mailed to Sourcewell above "Attn: Accounts Receivable" or remitted electronically to Sourcewell's banking institution per Sourcewell's Finance department instructions.
- 10) **Noncompliance.** Sourcewell reserves the right to seek all remedies available at law for unpaid or underpaid Administrative Fees due under this Agreement. Failure to remit payment, delinquent payments, underpayments, or other deviations from the requirements of this Agreement may be deemed a material breach and may result in cancellation of this Agreement and disbarment from future Agreements.
- 11) **Audit Requirements.** Pursuant to Minn. Stat. § 16C.05, subdivision 5, the books, records, documents, and accounting procedures and practices relevant to this Agreement are subject to examination by Sourcewell and the Minnesota State Auditor for a minimum of six years from the end of this Agreement. Supplier agrees to fully cooperate with Sourcewell in auditing transactions under this Agreement to ensure compliance with pricing terms, correct calculation and remittance of Administrative Fees, and verification of transactions as may be requested by a Participating Entity or Sourcewell.
- 12) **Assignment, Transfer, and Administrative Changes.** Supplier may not assign or otherwise transfer its rights or obligations under this Agreement without the prior written consent of Sourcewell. Such consent will not be unreasonably withheld. Sourcewell reserves the right to unilaterally assign all or portions of this Agreement within its sole discretion to address corporate restructurings, mergers, acquisitions, or other changes to the Responsible Party and named in the Agreement. Any prohibited assignment is invalid. Upon request Sourcewell may make administrative changes to agreement documentation such as name changes, address changes, and other non-material updates as determined within its sole discretion.
- 13) **Amendments.** Any material change to this Agreement must be executed in writing through an amendment and will not be effective until it has been duly executed by the parties.
- 14) **Waiver.** Failure by Sourcewell to enforce any right under this Agreement will not be deemed a waiver of such right in the event of the continuation or repetition of the circumstances giving rise to such right.

- 15) **Complete Agreement.** This Agreement represents the complete agreement between the parties for the scope as defined herein. Supplier and Sourcewell may enter into separate written agreements relating specifically to transactions outside of the scope of this Agreement.
- 16) **Relationship of Sourcewell and Supplier.** This Agreement does not create a partnership, joint venture, or any other relationship such as employee, independent contractor, master-servant, or principal-agent.
- 17) **Indemnification.** Supplier must indemnify, defend, save, and hold Sourcewell, including their agents and employees, harmless from any claims or causes of action, including attorneys' fees incurred by Sourcewell, arising out of any act or omission in the performance of this Agreement by the Supplier or its agents or employees; this indemnification includes injury or death to person(s) or property alleged to have been caused by some defect in design, condition, or performance of Included Solutions under this Agreement. Sourcewell's responsibility will be governed by the State of Minnesota's Tort Liability Act (Minnesota Statutes Chapter 466) and other applicable law.
- 18) **Data Practices.** Supplier and Sourcewell acknowledge Sourcewell is subject to the Minnesota Government Data Practices Act, Minnesota Statutes Chapter 13. As it applies to all data created and maintained in performance of this Agreement, Supplier may be subject to the requirements of this chapter.
- 19) **Grant of License.**
- a) **During the term of this Agreement:**
 - i) **Supplier Promotion.** Sourcewell grants to Supplier a royalty-free, worldwide, non-exclusive right and license to use the trademark(s) provided to Supplier by Sourcewell in advertising, promotional materials, and informational sites for the purpose of marketing Sourcewell's Agreement with Supplier.
 - ii) **Sourcewell Promotion.** Supplier grants to Sourcewell a royalty-free, worldwide, non-exclusive right and license to use Supplier's trademarks in advertising, promotional materials, and informational sites for the purpose of marketing Supplier's Agreement with Sourcewell.
 - b) **Limited Right of Sublicense.** The right and license granted herein includes a limited right of each party to grant sublicenses to their respective subsidiaries, distributors, dealers, resellers, marketing representatives, partners, or agents (collectively "Permitted Sublicensees") in advertising, promotional, or informational materials for the purpose of marketing the Parties' relationship. Any sublicense granted will be subject to the terms and conditions of this Article. Each party will be responsible for any breach of this section by any of their respective sublicensees.
 - c) **Use; Quality Control.**
 - i) Neither party may alter the other party's trademarks from the form provided and must comply with removal requests as to specific uses of its trademarks or logos.
 - ii) Each party agrees to use, and to cause its Permitted Sublicensees to use, the other party's trademarks only in good faith and in a dignified manner consistent with such party's use of the trademarks. Each party may make written notice to the other regarding misuse under

this section. The offending party will have 30 days of the date of the written notice to cure the issue or the license/sublicense will be terminated.

- d) **Termination.** Upon the termination of this Agreement for any reason, each party, including Permitted Sublicensees, will have 30 days to remove all Trademarks from signage, websites, and the like bearing the other party's name or logo (excepting Sourcewell's pre-printed catalog of suppliers which may be used until the next printing). Supplier must return all marketing and promotional materials, including signage, provided by Sourcewell, or dispose of it according to Sourcewell's written directions.

20) **Venue and Governing law between Sourcewell and Supplier Only.** The substantive and procedural laws of the State of Minnesota will govern this Agreement between Sourcewell and Supplier. Venue for all legal proceedings arising out of this Agreement between Sourcewell and Supplier will be in court of competent jurisdiction within the State of Minnesota. This section does not apply to any dispute between Supplier and Participating Entity. This Agreement reserves the right for Supplier and Participating Entity to negotiate this term to within any transaction documents.

21) **Severability.** If any provision of this Agreement is found by a court of competent jurisdiction to be illegal, unenforceable, or void then both parties will be relieved from all obligations arising from that provision. If the remainder of this Agreement is capable of being performed, it will not be affected by such determination or finding and must be fully performed.

22) **Insurance Coverage.** At its own expense, Supplier must maintain valid insurance policy(ies) during the performance of this Agreement with insurance company(ies) licensed or authorized to do business in the State of Minnesota having an "AM BEST" rating of A- or better, with coverage and limits of insurance not less than the following:

- a) **Commercial General Liability Insurance.** Supplier will maintain insurance covering its operations, with coverage on an occurrence basis, and must be subject to terms no less broad than the Insurance Services Office ("ISO") Commercial General Liability Form CG0001 (2001 or newer edition), or equivalent. At a minimum, coverage must include liability arising from premises, operations, bodily injury and property damage, independent contractors, products-completed operations including construction defect, contractual liability, blanket contractual liability, and personal injury and advertising injury. All required limits, terms and conditions of coverage must be maintained during the term of this Agreement.
- \$1,500,000 each occurrence Bodily Injury and Property Damage
 - \$1,500,000 Personal and Advertising Injury
 - \$2,000,000 aggregate for products liability-completed operations
 - \$2,000,000 general aggregate
- b) **Certificates of Insurance.** Prior to execution of this Agreement, Supplier must furnish to Sourcewell a certificate of insurance, as evidence of the insurance required under this Agreement. Prior to expiration of the policy(ies), renewal certificates must be mailed to Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479 or provided to in an alternative manner as directed by Sourcewell. The certificates must be signed by a person authorized by the insurer(s) to bind coverage on their behalf. Failure of Supplier to maintain the required insurance and documentation may constitute a material breach.

- c) **Additional Insured Endorsement and Primary and Non-contributory Insurance Clause.** Supplier agrees to list Sourcewell, including its officers, agents, and employees, as an additional insured under the Supplier's commercial general liability insurance policy with respect to liability arising out of activities, "operations," or "work" performed by or on behalf of Supplier, and products and completed operations of Supplier. The policy provision(s) or endorsement(s) must further provide that coverage is primary and not excess over or contributory with any other valid, applicable, and collectible insurance or self-insurance in force for the additional insureds.
- d) **Waiver of Subrogation.** Supplier waives and must require (by endorsement or otherwise) all its insurers to waive subrogation rights against Sourcewell and other additional insureds for losses paid under the insurance policies required by this Agreement or other insurance applicable to the Supplier or its subcontractors. The waiver must apply to all deductibles and/or self-insured retentions applicable to the required or any other insurance maintained by the Supplier or its subcontractors. Where permitted by law, Supplier must require similar written express waivers of subrogation and insurance clauses from each of its subcontractors.
- e) **Umbrella/Excess Liability/SELF-INSURED RETENTION.** The limits required by this Agreement can be met by either providing a primary policy or in combination with umbrella/excess liability policy(ies), or self-insured retention.
- 23) **Termination for Convenience.** Sourcewell or Supplier may terminate this Agreement upon 60 calendar days' written notice to the other Party. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.
- 24) **Termination for Cause.** Sourcewell may terminate this Agreement upon providing written notice of material breach to Supplier. Notice must describe the breach in reasonable detail and state the intent to terminate the Agreement. Upon receipt of Notice, the Supplier will have 30 calendar days in which it must cure the breach. Termination pursuant to this section will not relieve the Supplier's obligations under this Agreement for any transactions entered with Participating Entities through the date of termination, including reporting and payment of applicable Administrative Fees.

**Article 3:
Supplier Obligations to Participating Entities**

The Terms in this Article 3 relate specifically to Supplier and a Participating Entity when entering transactions utilizing the General Terms established in this Master Agreement. Article 1 General Terms control over any conflict with this Article 3. Where this Master Agreement is silent on any subject, Participating Entity and Supplier retain the ability to negotiate mutually acceptable terms.

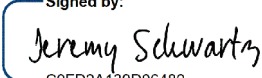
- 1) **Quotes to Participating Entities.** Suppliers are encouraged to provide all pricing information regarding the total cost of acquisition when quoting to a Participating Entity. Suppliers and Participating Entities are encouraged to include all cost specifically associated with or included within the Suppliers proposal and Included Solutions within transaction documents.
- 2) **Shipping, Delivery, Acceptance, Rejection, and Warranty.** Supplier's proposal may include proposed terms relating to shipping, delivery, inspection, and acceptance/rejection and other relevant terms


of tendered Solutions. Supplier and Participating Entity may negotiate final terms appropriate for the specific transaction relating to non-appropriation, shipping, delivery, inspection, acceptance/rejection of tendered Solutions, and warranty coverage for Included Solutions. Such terms may include, but are not limited to, costs, risk of loss, proper packaging, inspection rights and timelines, acceptance or rejection procedures, and remedies as mutually agreed include notice requirements, replacement, return or exchange procedures, and associated costs.

- 3) **Applicable Taxes.** Participating Entity is responsible for notifying supplier of its tax-exempt status and for providing Supplier with any valid tax-exemption certification(s) or related documentation.
- 4) **Ordering Process and Payment.** Supplier's ordering process and acceptable forms of payment are included within its Proposal. Participating Entities will be solely responsible for payment to Supplier and Sourcewell will have no liability for any unpaid invoice of any Participating Entity.
- 5) **Transaction Documents.** Participating Entity may require the use of its own forms to complete transactions directly with Supplier utilizing the terms established in this Agreement. Supplier's standard form agreements may be offered as part of its Proposal. Supplier and Participating Entity may complete and document transactions utilizing any type of transaction documents as mutually agreed. In any transaction document entered utilizing this Agreement, Supplier and Participating Entity must include specific reference to this Master Agreement by number and to Participating Entity's unique Sourcewell account number.
- 6) **Additional Terms and Conditions Permitted.** Participating Entity and Supplier may negotiate and include additional terms and conditions within transaction documentation as mutually agreed. Such terms may supplant or supersede this Master Agreement when necessary and as solely determined by Participating Entity. Sourcewell has expressly reserved the right for Supplier and Participating Entity to address any necessary provisions within transaction documents not expressly included within this Master Agreement, including but not limited to transaction cancellation, dispute resolution, governing law and venue, non-appropriation, insurance, defense and indemnity, force majeure, and other material terms as mutually agreed.
- 7) **Subsequent Agreements and Survival.** Supplier and Participating Entity may enter into a separate agreement to facilitate long-term performance obligations utilizing the terms of this Master Agreement as mutually agreed. Such agreements may provide for a performance period extending beyond the full term of this Master Agreement as determined in the discretion of Participating Entity.
- 8) **Participating Addendums.** Supplier and Participating Entity may enter a Participating Addendum or similar document extending and supplementing the terms of this Master Agreement to facilitate adoption as may be required by a Participating Entity.

Sourcewell

GRP Mechanical Company, Inc.

Signed by:

C0FD2A139D06489...
By: _____
Jeremy Schwartz
Title: Chief Procurement Officer
9/24/2024 | 12:35 PM CDT
Date: _____

DocuSigned by:

C07CCC7D2D0B4A8...
By: _____
Phillip Lowery
Title: Vice President Sales
9/24/2024 | 10:17 AM PDT
Date: _____

RFP 071624 - Energy Savings Performance Contracting with Related Services

Vendor Details

Company Name: GRP Mechanical Company, Inc.
Does your company conduct business under any other name? If yes, please state: GRP Wegman Company & Lowry Electric
Address: 1 Mechanical Drive
Bethalto, IL 62010
Contact: Kimberly Niemi
Email: kniemi@grpwegman.com
Phone: 262-424-4870
HST#: 37-0903009

Submission Details

Created On: Thursday July 11, 2024 21:15:24
Submitted On: Monday July 15, 2024 14:24:02
Submitted By: Kimberly Niemi
Email: kniemi@grpwegman.com
Transaction #: e6b60d6b-4be0-4ff2-8296-9e0a3bc252c7
Submitter's IP Address: 65.191.129.208

Specifications

Table 1: Proposer Qualifications

General Instructions (applies to all Tables) Sourcewell prefers a brief but thorough response to each question. Do not merely attach additional documents to your response without also providing a substantive response. Do not leave answers blank; respond "N/A" if the question does not apply to you (preferably with an explanation).

Line Item	Question	Response *
1	Provide the legal name of the Proposer authorized to submit this Proposal.	James Aaron Rittenhouse
2	In the event of award, is this entity the Responsible Supplier that will execute the master agreement with Sourcewell?	Yes
3	Identify all subsidiaries, D.B.A., authorized affiliates, and any other entity that will be responsible for offering and performing delivery of Solutions within this Proposal (i.e. Responsible Supplier(s) that will execute a master agreement with Sourcewell).	G.R.P. Mechanical Company, Inc. GRP WEGMAN Company Lowry Electric Wegman Electric
4	Provide your CAGE code or Unique Entity Identifier (SAM):	Our SAMS CAGE code is 6X9Y1, registered under G.R.P. Mechanical Company, Inc.
5	Provide your NAICS code applicable to Solutions proposed.	N238210 & 238220
6	Proposer Physical Address:	GRP WEGMAN Company 1 Mechanical Drive PO Box 188 Bethalto, IL 62010
7	Proposer website address (or addresses):	https://www.grpwegman.com
8	Proposer's Authorized Representative (name, title, address, email address & phone) (The representative must have authority to sign the "Proposer's Assurance of Compliance" on behalf of the Proposer):	Phillip Lowery Vice President, Sales GRP WEGMAN Company 1 Mechanical Drive, Bethalto, IL 62010 Mobile: 864-884-3009 plowery@grpwegman.com
9	Proposer's primary contact for this proposal (name, title, address, email address & phone):	Aaron Rittenhouse Director of Higher Education and State Government Strategic Infrastructure Renewal GRP WEGMAN Company 1 Mechanical Drive, Bethalto, IL 62010 Mobile: 608-234-7438 arittenhouse@grpwegman.com
10	Proposer's other contacts for this proposal, if any (name, title, address, email address & phone):	Vincent Lehman, PE Director, East Region GRP WEGMAN Company 1 Mechanical Drive, Bethalto, IL 62010 Mobile: 330-203-8471 vlehman@grpwegman.com Kimberly Niemi Director, Business Development GRP WEGMAN Company 1 Mechanical Drive, Bethalto, IL 62010 Mobile: 262-424-4870 kniemi@grpwegman.com

11	Provide a brief history of your company, including your company's core values, business philosophy, and industry longevity as an energy service company (ESCO).	<p>Thomas DeClue Sr. opened the business in 1952 under the name General Refrigeration and Plumbing. Since then, it has grown naturally and through acquisitions into GRP WEGMAN.</p> <p>The company now includes over 100 trucks on the road and divisions in solar and renewable energies, sheet metal, pipeline, commercial and industrial HVAC, plumbing, electrical, windows, doors, and performance contracting.</p> <p>For over seven decades, GRP WEGMAN, an innovative facility & energy solutions company, has established an impeccable reputation as a provider of energy and mechanical services.</p> <p>The first performance contract was in 1993 for a public-school district. We have 31 years' experience developing energy savings programs, delivering exceptional quality and unparalleled service.</p> <p>Our team includes full-time licensed professional engineers, certified energy managers, project managers, electricians, and service technicians - this enables us to self-perform key aspects of any energy savings program.</p> <p>While GRP WEGMAN is a household name and premier partner of public customers in Illinois, Missouri, North Carolina, South Carolina and Georgia, we have recently expanded into additional territories across the United States at the request of our customers.</p> <p>We take immense pride in our proven track record, highlighted by our portfolio of successfully completed projects, and by our achievements in safety and regulatory compliance.</p> <p>Every project we take on is different, but our behaviors to achieve the highest quality are the same.</p> <p>Here are the principles driving us every day: 1) We put our customers first. We are a servant-minded team committed to advocating for our customers and putting their needs first. 2) We work to be diligent. We are hard workers - committed to going the extra mile to build trust and getting projects done right. 3) We strive to be innovative. We are problem solvers - unafraid of stepping into new environments and difficult tasks.</p> <p>When a customer partners with GRP WEGMAN, they're hiring a contractor and aligning with a tried and trusted ally committed to their long-term success. Our mission is to create projects that are built to last and are also optimized for energy efficiency. We aren't just building; we are revolutionizing infrastructure and powering efficiencies.</p>
12	Demonstrate your financial strength and stability with meaningful data. This could include such items as financial statements, SEC filings, credit and bond ratings, letters of credit, and detailed reference letters. Upload supporting documents (as applicable) in the document upload section of your response. DO NOT PROVIDE ANY TAX INFORMATION OR PERSONALLY IDENTIFIABLE INFORMATION.	<p>GRP WEGMAN is a privately held, debt-free company incorporated in Delaware as GRP WEGMAN. As a privately held company doing business with public entities, we prefer to guard our financial audits and records from becoming public documents.</p> <p>Anytime between submission of this response and selection we will gladly arrange a private meeting with our auditors, RSM US, LLP, Certified Public Accountants to review our most recent audited financial report.</p> <p>GRP WEGMAN provides a performance and payment bond on project installation. These bonds may include security bonds, performance bonds and others. The costs of these bonds are relative to the size and scope of the projects. Performance and payment bonds provide our customers an even higher level of assurance that the project will perform as expected. Our bonding agent is Lockton Companies. Their address is Three City Place Drive, Suite 900, St. Louis, MO 63149. (314) 812-3832. Attn: DeAnna Maurer. See attachment: Table 1 - Financial Strength and Stability.</p> <p>GRP WEGMAN's financial statements showcase a debt free, profitable organization that has the scale and credit to support any Sourcewell project. As a private company, audited financial statements are available upon request.</p> <p>For a few of our many letters of recommendation, see attachment: Table 1 - Financial Strength and Stability.</p>
13	What is your US market share for the solutions that you are proposing?	<p>GRP WEGMAN proudly delivers 4-9% of the ESCO market in the United States. Our market share from 2021 – 2024 has grown faster than the 3.5% average annual growth rate of the US ESCO market, showing our increase in market share year over year.</p>
14	What is your Canadian market share for the solutions that you are proposing?	<p>At this time, GRP WEGMAN is focusing its efforts on servicing customers within our established markets in the United States and, as such, are not currently providing services to customers in Canada. However, we are open to exploring potential future opportunities in the Canadian market as we expand our operations.</p>
15	Disclose all current and completed bankruptcy proceedings for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcewell if it enters a bankruptcy proceeding at any time during the pendency of this RFP evaluation.	<p>We are proud to share that since our founding in 1952, GRP WEGMAN has maintained a stable and robust financial standing. We have never experienced bankruptcy, reflecting our commitment to sound financial management and always staying true to our word.</p>
16	How is your organization best described: is it a manufacturer, a distributor/dealer/reseller, or a service provider? Answer whichever question (either a) or b) just below) best applies to your organization. a) If your company is best described as a distributor/dealer/reseller (or similar entity), provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned? b) If your company is best described as a manufacturer or service provider, describe your relationship with your sales and service force and with your dealer network in delivering the products and services proposed in this RFP. Are these individuals your employees, or the employees of a third party?	<p>GRP WEGMAN is a service provider with a reputation for the highest level of excellence. We are vendor neutral when it comes to systems and equipment, so our customers' projects only include products that make the most sense for their specific needs and application.</p> <p>Our vendor neutrality, in combination with our GRP WEGMAN employees – including our sales team, engineers, project managers, electricians, plumbers, service technicians, and certified energy managers - enables us to delight customers every step of the way.</p> <p>GRP WEGMAN takes great pride in our capacity to self-perform portions of every project, or we can tap our vast industry relationships and team of qualified, local contractors familiar with your facilities to provide the highest quality solutions. GRP WEGMAN, in either approach, will provide the best overall value to the customer while also creating and sustaining well-paying jobs in the area.</p>

17	If applicable, provide a detailed explanation outlining the licenses and certifications that are both required to be held, and actually held, by your organization (including third parties and subcontractors that you use) in pursuit of the business contemplated by this RFP.	GRP WEGMAN always complies with licensing and certification regulatory requirements applicable to performing the work for our customers. We proudly employ full-time licensed Professional Engineers, Certified Energy Managers, Licensed Architects, Electricians, LEED Certified Engineers, and Service Technicians. We also partner with local talent as needed.
18	Disclose all current and past debarments or suspensions for Proposer and any included possible Responsible Party within the past seven years. Proposer must provide notice in writing to Sourcwell if it enters a debarment or suspension status any time during the pendency of this RFP evaluation.	GRP WEGMAN affirms that neither the company nor any responsible parties have been subject to any debarments or suspensions at any time in the past seven years, or at any time in our history. We maintain a strong commitment to compliance and ethical business practices.
19	Describe any relevant industry awards or recognition that your company has received in the past five years	In the past five years, we would like to respectfully share that our primary focus has always been on providing exceptional service, delivering affordable and accessible projects, and ensuring the utmost satisfaction of our customers. Consequently, we have not actively pursued many industry awards during this time period. We are proud that three of our projects have achieved Energy Star Certification. Our commitment to our customers and their success remains our highest priority. We will be launching an industry award program very soon. A few awards we've received include: 2019 Commendation Award, 70% Below the National Average Lost Time Accidents Over 150,000 Work Hours - Southern Illinois Builders Association (SIBA) 2020 Occupational Safety & Health Excellence Award for Construction - SIOSH/ Safetycon 2020 Zero Injury - National Electrical Contractors Association (NECA) 2020 Safety Excellence - NECA 2020 Certificate of Commendation for Excellent Safety Record - Association of General Contractors of America (AGCA) 2020 Merit Award, Zero Lost Time Accidents over 150,000 Work Hours - SIBA 2021 Merit Award, Zero Lost Time Accidents over 150,000 Work Hours - SIBA 2021 Excellence Award, 5 years Zero Lost Time - SIBA 2021 Merit Award, Zero Lost Time Accidents 60,000-150,000 Work Hours - SIBA 2021 Recognition of Achievement Safety Excellence - NECA 2022 Merit Award Zero Lost Time Accidents Over 150,000 Work Hours - SIBA 2020 Technology Award in Existing Educational Buildings, Runner Up - ASHRAE St. Louis Chapter 2021 Recognition of Achievement in Safety Excellence - NECA 2022 BizSavers Program, Top Performing Trade Ally - Ameren Missouri
20	What percentage of your sales are to the governmental sector in the past three years	10% of GRP WEGMAN sales are to the local government sector. We are proud to upgrade local government infrastructure including: prisons, city halls, administrative buildings, water treatment plants, wastewater treatment plants, libraries, community centers, lighting systems, solar energy arrays, and more.
21	What percentage of your sales are to the education sector in the past three years	90% of GRP WEGMAN sales are in the education sector. We are a premier partner to city, suburban, and rural public and private schools. We bring accessible, affordable solutions that deliver sustainable and healthy learning environments without disrupting operations.
22	List any state, or cooperative purchasing agreements that you hold. What is the annual sales volume for each of these agreements over the past three years?	GRP WEGMAN has proudly executed more than \$210 million in energy services contracts with our customers in the past three years, while recently adding access to cooperative purchasing agreements. We currently hold agreements with TIPS Purchasing Cooperative and have delivered \$7.49 million in projects for our customers via TIPS.
23	List any GSA contracts or Standing Offers and Supply Arrangements (SOSA) that you hold. What is the annual sales volume for each of these contracts over the past three years?	GRP WEGMAN has proudly executed more than \$210 million in energy services contracts with our customers in the past three years. We are always pursuing ways to make procurement more accessible and affordable. We don't currently hold any GSA contracts or SOSA.

Table 2: Proposer Qualifications: References/Testimonials

Line Item 24. Supply reference information from three customers who are eligible to be Sourcwell participating entities.

Entity Name *	Contact Name *	Phone Number *
Bethalto Community Unit School District 8	Dr. Jill Griffin, Superintendent	618-377-7200
City of Sparta, Illinois	Corey Rheinecker, City Manager	618-443-2917
Highland Community Unit School District 5	Mike Sutton, Superintendent Jeff Williams, Director, Buildings and Grounds	618-654-2106
Orchard Farm School District	Duane Stuermann, Executive Director of Operations	636-695-8621
Northwestern R-1 Schools	Eric Hoyt, Superintendent	660-272-3201

Table 3: Proposer Qualifications: Top Five Projects

Line Item 25. Provide a list of your top five government, education, or non-profit performance contracting projects your firm completed (entity name is optional).

Project Data	Project 1	Project 2	Project 3	Project 4	Project 5
Project Name	8-year Partnership executing energy savings, construction, service, and solar programs for high-performing school district.	Modernize city hall to improve accessibility, increase leasable square footage, reduce energy and operational costs.	Design and construction management of new gym and café addition, offices and library spaces for rural school district.	Achieve energy and cost savings while addressing deferred maintenance and healthy learning environments for four high quality elementary schools.	Infrastructure upgrades and solar PV for Municipality: Water treatment plant, library, senior center and municipal building.
Facility Type and Use	K-12 Education: Dynamic, sustainable learning environments	Local government: City Hall with administrative, courthouse, and community meeting spaces	K-12 Education: New Build Amenities	Pre-K -8 Education: Healthy, sustainable learning environments	Local government: Water Treatment Plant, Wastewater Plant, Library, Senior Center, Municipal Building
Project Size -Number of Buildings -Total Square Footage	3 School Buildings + 7 Solar Arrays 388,720 Sq Ft	1 City Hall Building 8,000 Sq Ft	4 Buildings 720,300 Sq Ft	4 Buildings 81,206 Sq Ft	5 Buildings 55,000 Sq Ft
Types of Measures	Solar PV, HVAC, Boiler, Building Envelope, Controls, Roofing, Interior and Exterior Lighting	Full Renovation, Building envelope, HVAC, Roofing, Electrical, Solar - Roof Mounted, LED Lighting, LED Marquis Signage	New Construction, Elevator Install, Roofing, Restroom Reno, Tuckpointing, HVAC, Controls, Mansard Panel	Solar PV, HVAC, Roof Replacement, Controls, Drop Ceiling, Asbestos Abatement, Office Renovation, Electrical Upgrades, Flooring, Painting	Energy Survey, Solar PV, Roofing, LED Lighting, Windows
Project Cost: Installed Project Costs	\$12.8M in Projects, Multiple Phases Project Highlight: \$2.9M	\$562K Project	\$9.4M in Projects, Multiple phases Project Highlight: \$2.1M	\$18M Project, Multiple Phases	\$3.2M Project
Project Cost: Financed Amount	\$2.9M	\$562K	\$2.1M	\$18M	\$1.39M
Guaranteed Annual Savings (\$)	Project Highlight: \$62K Guaranteed Annual Savings	Guaranteed Annual Energy Savings \$5K Operational Savings + Revenue Increase \$50K	Project Highlight: \$107K Guaranteed Annual Savings	\$469K Guaranteed Annual Savings	\$69.5K Guaranteed Annual Savings
Financing/Funding Source	Health Life Safety Bonds	TELP	Health Life Safety Bonds	ESSER 1, 2, 3 and Health Life Safety Bonds	Bank financing, RECs, Rebates and incentives
Project Schedule -Construction Start and End Dates -Guarantee Period Start and End Dates	8-year partnership: 2017 – 2024 Project Highlight Construction: 2016 Guarantee Period: 2016-2031	Construction : September 2021 to May 2022 Guarantee Period: 2022 - 2037	13-year partnership: 2012 – 2024 Project Highlight Construction: January 2024 - July 2024 Guarantee Period: 2024 -2044	4-year partnership: 2020 – 2024 Latest Phase of Construction: Oct 2022 – June 2023 Guarantee Period: 2020-2044	Phase 1-2 Construction: July 2023- June 2024 Guarantee Period: 2024 - 2044
Measurement and Verification Methods	M&V Method A&C	M&V Method A&C	M&V Method A&C	M&V Method A&C	M&V Method A&C
Term of financing agreement	15 Years	15 Years	20 Years	20 Years	20 Years

Table 4: Proposer Qualifications: Ability to Sell and Deliver Solutions

Describe your company’s capability to meet the needs of Sourcewell participating entities across the US and Canada, as applicable. Your response should address in detail at least the following areas: locations of your network of sales and service providers, the number of workers (full-time equivalents) involved in each sector, whether these workers are your direct employees (or employees of a third party), and any overlap between the sales and service functions.

Line Item	Question	Response *
26	Sales force.	GRP WEGMAN's sales force consists of 10 fully employed sellers who are embedded within communities across the United States, ensuring local presence and personalized service for our customers.
27	Describe the network of Authorized Sellers who will deliver Solutions, including dealers, distributors, resellers, and other distribution methods.	GRP WEGMAN does not utilize a network of authorized sellers such as dealers, distributors, or resellers. Instead, we deliver our solutions directly to the owner or government entity, ensuring a seamless and direct line of communication and service from our company to our customers.
28	Service force.	GRP WEGMAN has 55 employed service technicians providing services to communities using 50 service trucks, ensuring prompt and reliable service to our customers. In areas where we are not within an hour's drive, we partner with trusted local service providers to maintain our high standards of customer support.

29	Describe the ordering process. If orders will be handled by distributors, dealers or others, explain the respective roles of the Proposer and others.	<p>Customers partner with our consultative sellers to develop an energy services solution that meets their needs. The typical order process is as follows:</p> <p>Initial Consultation: Customers reach out to our team via phone, email, or through our website to schedule an initial consultation. Our consultative sellers assess the customer's requirements, including the scope of work, desired outcomes, and specific needs.</p> <p>Project Development: Based on the consultation, our team develops a custom project outlining the recommended energy conservation measures or facility improvement measures, solutions, timelines, and costs. The project is reviewed and refined in collaboration with the customer to ensure all needs are addressed.</p> <p>Contract Signing: Once the project is approved by all key stakeholders, the customer and GRP WEGMAN leaders sign the contract for the agreed-upon services and products. A PO is immediately sent to our procurement office to initiate the ordering process.</p> <p>Procurement and Scheduling: Our procurement team provides an efficient and smooth process for sourcing the necessary equipment and materials. Our installation team works with the customer to develop a collaborative implementation schedule designed to minimize disruptions to regular operations.</p> <p>Service Execution: Our certified technicians arrive on-site with fully equipped service trucks to perform the installation or maintenance. For areas where we are not within a reasonable response time, we partner with trusted local service providers to deliver the same high standard of service.</p> <p>Follow-Up and Support: After the project is completed, we conduct a thorough installation review and commissioning to verify the intended operation. We follow-up to ensure customer satisfaction and address any additional needs. We don't leave the customer site until they are fully satisfied with our work. Customers can schedule future maintenance or service calls directly through our website or by contacting their assigned service team representative.</p> <p>This process ensures a seamless and efficient experience, from initial consultation to project completion and ongoing support.</p>
30	Describe in detail the process and procedure of your customer service program, if applicable. Include your response-time capabilities and commitments, as well as any incentives that help your providers meet your stated service goals or promises.	<p>GRP WEGMAN is dedicated to delivering exceptional customer service through a structured and comprehensive customer service program. Our entire team – sales, engineers, technicians, M&V professional - is focused on consistently providing top-notch service to our customers. Here's an overview of our customer service process and procedures:</p> <p>At GRP WEGMAN every customer is assigned a dedicated point of contact to ensure prompt, efficient, and effective support throughout their project.</p> <p>Response-Time Capabilities and Commitments: We respond to general customer inquiries within 24 hours. If an emergency response program is required for the project, we partner with a preferred third-party to administer expedited responses. GRP WEGMAN technicians are equipped to provide on-site support within 24-48 hours, depending on the location and severity of the issue.</p> <p>Service Process: Initial Contact: Customers can contact their point of contact through various channels. Each inquiry is logged into our customer relationship management (CRM) system for tracking and follow-up.</p> <p>Issue Assessment: When developing and implementing a project, our team will work hand in hand with the customer staff to ensure the overall goals for the project are met and that construction occurs with minimal disruption to the regular operations. This involves frequent communication including workshops, coordination meetings, and project reviews. During post-installation service efforts, our team assesses the issue and determines the appropriate course of action. This may include remote troubleshooting, dispatching a technician, or escalating the issue to specialized teams.</p> <p>Resolution and Follow-Up: We ensure that each issue is resolved to the customer's satisfaction. A follow-up call or email is made to confirm that the service was satisfactory and to address any further needs.</p> <p>Incentives and Quality Assurance: Regular training sessions are conducted to keep our team updated on the latest customer service best practices and technologies. We implement a robust feedback mechanism, encouraging customers to provide feedback throughout their project. This feedback is used to continuously improve our services.</p> <p>Commitment to Excellence: Everyone on the GRP WEGMAN team is committed to providing exceptional customer service. Our goal is to exceed customer expectations at every touchpoint.</p> <p>GRP WEGMAN's customer service focus and dedicated point of contact is designed to ensure a seamless and satisfying experience for our customers, fostering long-term relationships and trust. This is why the majority of our customers return for additional project phases and highly recommend working with us to others.</p>
31	Describe your ability and willingness to provide your products and services to Sourcewell participating entities.	<p>GRP WEGMAN continues to expand our services and looks forward to providing energy services performance contracting to Sourcewell entities throughout the United States.</p> <p>GRP WEGMAN continues to expand our services and looks forward to providing energy services performance contracting to Sourcewell entities throughout the United States.</p> <p>We are very active in Arkansas, Colorado, Florida, Georgia, Indiana, Illinois, Iowa, Michigan, Missouri, North Carolina, North Dakota, Ohio, Pennsylvania, South Carolina, South Dakota, Texas, and Wisconsin. We continue to expand our offerings to additional states, especially within the Midwest, Plains, Northeast, and Southeast United States.</p>
32	Describe your ability and willingness to provide your products and services to Sourcewell participating entities in Canada.	<p>At this time, GRP WEGMAN is focusing its efforts on servicing customers within our established markets in the United States and, as such, are not currently providing services to customers in Canada. However, we are open to exploring potential future opportunities in the Canadian market as we expand our operations.</p>
33	Identify any geographic areas of the United States or Canada that you will NOT be fully serving through the proposed agreement.	<p>At this time, GRP WEGMAN is focusing its efforts on servicing customers within our established markets in the continental United States and, as such, are not currently providing services to customers in Canada, Alaska, or Hawaii. However, we are open to exploring potential future opportunities as we continue to expand our operations.</p>

34	Identify any account type of Participating Entity which will not have full access to your Solutions if awarded an agreement, and the reasoning for this.	<p>GRP WEGMAN is committed to providing full access to our solutions for all Participating Entities. At this time, we do not anticipate any account types that would be restricted from accessing our solutions if awarded an agreement.</p> <p>However, if specific circumstances arise where access limitations are necessary, such as compliance with local regulations or specific contractual obligations, we will communicate these restrictions clearly and provide the reasoning behind them.</p>
35	Will Proposer extend terms of any awarded master agreement to nonprofit entities?	<p>Yes, where applicable, GRP WEGMAN will extend the terms of an awarded master agreement to nonprofit entities. We recognize the valuable work these organizations do and are committed to providing them with the same high-quality solutions and favorable terms available to other Participating Entities.</p>

Table 5: Proposer Qualifications: Depth and Breadth of Solutions Offered

Line Item	Question	Response *
36	Provide a detailed description of all the Solutions offered, including used, offered in the proposal.	<p>GRP WEGMAN is far more than an energy services company (ESCO). We stand alone in the ESCO industry based largely upon our in-house design, construction, and measurement and verification (M&V) capabilities. The reader would be challenged to find another ESCO with a full in-house HVAC service division, as well as in-house sheet metal, plumbing, and electrical divisions.</p> <p>GRP WEGMAN's approach to customer projects is to assemble a comprehensive team capable of technically assessing the challenges and goals of a customers' current state infrastructure.</p> <p>Investment Grade Audit We perform a comprehensive Investment Grade Audit inclusive of building envelope, mechanical, electrical, plumbing and finishes – including expected continuing service life. We are always focused on delivering a healthy, safe, sustainable, accessible, comfortable, beautiful, and easy-to-use building for the next 20-30 years.</p> <p>1) Pre-Audit Consultation Initial Meeting: Meet with the customer to understand their goals, current energy and water usage, and any specific concerns or constraints. Data Collection: Gather historical utility data, building plans, and operational details.</p> <p>2) Facility Assessment Comprehensive Walkthrough: Conduct a thorough on-site inspection of all energy and water systems, including HVAC, lighting, plumbing, building envelope, and control systems. Equipment Inventory: Document the current condition, age, and efficiency of existing equipment and systems.</p> <p>3) Energy and Water Use Analysis Detailed Analysis: Perform detailed measurements and monitoring to analyze energy and water usage patterns. Benchmarking: Compare the building's performance to industry standards and to usage in similar facilities as determined by the US Department of Energy.</p> <p>4) Integration of 3D Modeling and Drawings Visualization: When the projects and stakeholder sessions are enhanced by visualization, we create detailed 3D models and renderings to illustrate proposed energy and water efficiency upgrades, enhancing customer understanding and decision-making. Spatial Optimization: Use 3D models to optimize equipment layout, piping, and ductwork design, ensuring efficient use of space and minimizing energy loss. Coordination and Clash Detection: Identify and resolve potential clashes with existing systems through 3D modeling, facilitating seamless integration and construction efficiency.</p> <p>5) Identification of Efficiency Measures Energy Conservation Measures (ECMs): Identify potential ECMs such as upgrading HVAC systems and controls, improving insulation, installing energy-efficient lighting, and implementing renewable energy solutions. Water Conservation Measures (WCMs): Identify WCMs such as low-flow fixtures, greywater recycling, and efficient irrigation systems. Operational Measures: Assess the existing operating practices as they relate to the facility support systems and recommend modifications to processes or equipment to reduce operating costs and/or meet regulatory operational requirements.</p> <p>6) Technical and Financial Feasibility Engineering Analysis: Conduct a detailed engineering analysis of the proposed measures to determine technical feasibility. Cost Estimates: Provide accurate cost estimates for the implementation of each measure. These estimates provide a maximum price without change orders pertaining to the agreed upon scope. Energy and Water Savings Calculations: Calculate the potential energy and water savings for each measure utilizing current engineering best practices.</p> <p>7) Economic Analysis Return on Investment (ROI): Calculate the ROI for each proposed measure. Payback Period: Determine the payback period for the investments. Net Present Value (NPV) and Internal Rate of Return (IRR): Provide NPV and IRR calculations to help in financial decision-making.</p> <p>8) Financing Options Funding Sources: Identify available funding sources, incentives, and rebates. These may include third party financing where applicable. Financial Models: Present various financial models, including performance contracts, to facilitate project financing.</p> <p>9) Implementation Plan Project Timeline: Develop a detailed timeline for the implementation of the proposed measures. This will be coordinated with the customer staff to minimize disruption to the customer's normal operations. Resource Allocation: Outline the resources required, including labor, equipment, and materials. Risk Management: Identify potential risks and develop mitigation strategies.</p> <p>10) Measurement and Verification (M&V) M&V Plan: Develop a comprehensive M&V plan to verify the performance of implemented measures and ensure projected savings are achieved. This plan will follow the International Performance Measurement and Verification Protocol (IPMVP) process to ensure consistency in reporting.</p> <p>11) Reporting and Recommendations Final Report: Provide a detailed report summarizing findings, proposed measures, cost-benefit analysis, financing options, and the implementation plan. Presentation to Stakeholders: Present the findings and recommendations to stakeholders and decision-</p>

makers to facilitate informed decision-making.

Programming Approach

Our Programming Approach includes four key steps:

- 1) Assemble the team: Identify key decision makers and department representatives.
- 2) Outreach: Questionnaires and surveys distributed to customer site leadership to inventory qualitative and quantitative special requirements.
- 3) Assessment: Survey and assess the areas of the facilities considered in scope to develop a comprehensive record of the existing conditions and operational parameters/processes, and future strategic needs for the space. This will be utilized to develop the recommended measures going forward.
- 4) Review: Review the findings of steps 2 and 3 above; Discuss site improvements. This occurs through a series of workshops where we bring together the key stakeholders to ensure the long term needs and goals of the customer are met. This bridge between programming and new design is a period of more questions, exchange of ideas, analysis, and comparison where we must qualify some of the raw information gathered. Because we ask the right questions, we begin to develop a hierarchy of needs and practical solutions.

Site and Building Accessibility/ADA Assessment and Building Code Compliance

With building retrofits, it's important to design for ADA regulations and building code compliance. Our team gathers information during the facility assessment to identify and document deficiencies. During the design process, we will design all spaces in areas of new construction or renovation to be fully accessible and meet code requirements. We provide practical solutions to address specific concerns that violate or undermine regulations.

Below is a listing of some of the typical measures that we evaluate for our customers. The specific inclusion of these items is determined through the discovery process outlined above. Additional measures may be included depending upon the needs of the customer.

Building Envelope

Any work related to the building envelope must be derived from analyzing existing conditions and development of solutions to correct deficiencies. Some of the items we review and address are:

- 1) Cleaning of cast stone, brick masonry, or other exterior materials
- Tuckpointing
- 2) Replacement of windows
- 3) Replacement of doors
- 4) Existing roofing condition
- 5) Existing building insulation condition and effectiveness

Mechanical Scopes

Our mechanical capabilities are designed to address a variety of existing systems, whether aged or modern. We upgrade and enhance mechanical systems in buildings of different eras and configurations to meet the current and future planned building needs. Our mechanical capabilities address:

1) High-Efficiency HVAC Systems

Energy-Efficient HVAC Units: Installation and maintenance of high-efficiency heating, ventilation, and air conditioning (HVAC) units that consume less energy while providing optimal indoor climate control.

Heat Recovery Systems: Implementing heat recovery ventilation (HRV) or energy recovery ventilation (ERV) systems to capture and reuse waste heat from exhaust air, reducing overall heating and cooling demands.

2) Advanced Piping and Ductwork

Efficient Duct Design: Designing and installing ductwork that minimizes air leakage and resistance, ensuring efficient airflow and reducing energy loss.

3) Renewable Energy Integration

Geothermal Heat Pumps: Installing geothermal heat pump systems that use the stable temperature of the ground to provide heating and cooling, significantly reducing energy consumption.

Solar Thermal Systems: Implementing solar thermal systems to provide hot water and supplement domestic water heating systems, reducing reliance on conventional energy sources.

Photovoltaic (PV) systems to provide an electrical source to augment or replace the one currently serving the facilities. This may include energy storage and electric vehicle charging.

4) Smart Controls and Automation

Building Automation Systems (BAS): Integrating BAS to monitor and control mechanical systems (HVAC, lighting, water heating) for optimal performance and energy efficiency.

Programmable Thermostats and Sensors: Installing programmable thermostats and occupancy sensors to automate heating and cooling based on occupancy and usage patterns, reducing unnecessary energy consumption.

The use of Artificial Intelligence (AI) to assist the building management system to predict and quickly respond to changes in the needs of the building.

5) Ventilation and Air Quality

Energy-Efficient Ventilation: Installing energy-efficient ventilation systems that ensure adequate air exchange while minimizing energy use.

Airside Economizers: Implementing airside economizers that use outside air for cooling when conditions are favorable, reducing the load on mechanical cooling systems.

Demand Control Ventilation: The provision of ventilation based upon the facility occupancy.

6) System Commissioning and Maintenance

Commissioning: Performing thorough commissioning of mechanical systems to ensure they are installed correctly and operating as designed, maximizing efficiency and performance.

Preventive Maintenance: Establishing preventive maintenance programs to keep mechanical systems running efficiently and to extend their lifespan.

7) Energy Audits and Analysis

Comprehensive Energy Audits: Conducting detailed energy audits to assess current mechanical system performance and identify opportunities for improvement.

Energy Modeling: We are experienced in using energy modeling software on complex projects to simulate the performance of proposed mechanical systems and ensure they meet energy-saving goals.

Plumbing Scopes

For energy and water-saving projects, GRP|WEGMAN's plumbing capabilities are essential to ensure efficiency, sustainability, and compliance with modern standards:

1) High-Efficiency Fixtures and Appliances

Low-Flow Fixtures: Installation of low-flow faucets, showerheads, and toilets to reduce water consumption without compromising performance.

Water-Saving Appliances: Integration of energy-efficient dishwashers, washing machines, and other appliances that use less water and energy.

2) Leak Detection and Repair

Advanced Leak Detection Systems: Use of sensors and monitoring systems to detect leaks early and

prevent water waste.

3) Greywater Recycling Systems

Design and Installation: Capability to design and install greywater recycling systems that collect, treat, and reuse wastewater from sinks, showers, and washing machines for non-potable uses such as irrigation and toilet flushing.

4) Rainwater Harvesting Systems

Collection Systems: Designing and installing systems to capture and store rainwater for landscape irrigation, flushing toilets, and other non-potable uses.

Filtration and Treatment: Ensuring that the harvested rainwater is properly filtered and treated to meet safety standards for its intended use.

5) Efficient Piping Systems

Optimal Pipe Sizing and Layout: Designing piping systems to minimize water pressure losses and reduce the energy required for pumping.

Insulation: Insulating hot water pipes to reduce heat loss and improve energy efficiency.

6) Water Heating Solutions

Tankless Water Heaters: Installation of tankless or on-demand water heaters that provide hot water only when needed, reducing standby energy losses.

Solar Water Heaters: Incorporating solar water heating systems to harness renewable energy and reduce reliance on conventional energy sources.

7) Backflow Prevention

Devices and Systems: Installation and maintenance of backflow prevention devices to protect potable water supplies from contamination.

8) Sustainable Materials and Practices

Eco-Friendly Materials: Utilizing sustainable and environmentally friendly materials in plumbing installations and repairs.

Green Building Standards: When green certification is identified as a project goal, we gladly implement sustainable building standards such as LEED (Leadership in Energy and Environmental Design) to ensure the plumbing systems contribute to overall sustainability goals.

9) Smart Plumbing Technology

Water Monitoring Systems: Implementing smart water monitoring systems that provide real-time data on water usage, identify patterns, and alert for potential issues.

Automated Controls: Using automated control systems to optimize water and energy use based on occupancy and usage patterns.

Electrical Scopes

For a contractor working on an energy and water-saving project, the following electrical capabilities are essential to enhance efficiency, sustainability, and compliance with modern standards:

1) Energy-Efficient Lighting Systems

LED Lighting: Installation of LED lighting, which uses significantly less energy compared to traditional incandescent or fluorescent lighting.

Lighting Controls: Implementation of advanced lighting controls, such as occupancy sensors, daylight harvesting systems, and timers, to reduce energy consumption by ensuring lights are only used when needed.

2) Renewable Energy Integration

Solar Power Systems: Designing and installing photovoltaic (PV) systems to harness solar energy, reducing reliance on grid power and lowering energy costs.

Battery Storage: Incorporating battery storage systems to store excess renewable energy for use during peak demand or when renewable sources are not available.

3) Energy Management Systems (EMS)

Smart Meters: Installing smart meters to provide real-time data on energy consumption, allowing for better monitoring and management of energy use.

Building Automation Systems (BAS): Integrating BAS to control and monitor building systems (HVAC, lighting, and other electrical systems) for optimal energy efficiency.

4) Electrical Load Analysis and Optimization

Load Analysis: Conducting detailed electrical load analysis to identify areas of high energy consumption and potential savings.

Power Factor Correction: Implementing power factor correction devices to improve the efficiency of electrical systems and reduce energy losses.

5) Smart Building Technology

Smart Devices: Integrating smart plugs, switches, and appliances that can be controlled remotely to optimize energy use.

IoT Integration: Utilizing the Internet of Things (IoT) to connect and control various electrical devices and systems for improved energy management.

6) Electric Vehicle (EV) Charging Stations

EV Charger Installation: Installing EV charging stations to support electric vehicles, encouraging sustainable transportation options.

Load Management: Implementing load management solutions to ensure EV charging stations do not overload the electrical system and are used efficiently.

7) Backup Power Systems

Energy-Efficient Generators: Installing energy-efficient backup generators to ensure critical systems remain operational during power outages.

Uninterruptible Power Supply (UPS): Using UPS systems to provide temporary power and protect sensitive equipment from power interruptions.

8) Energy Audits and Compliance

Energy Audits: Conducting comprehensive energy audits to assess the current energy use and identify opportunities for improvement.

Regulatory Compliance: Ensuring all electrical installations and upgrades comply with relevant codes, standards, and regulations, including those aimed at improving energy efficiency.

Safety and Security

For our customers, ensuring safety and security is paramount. Here are some key safety capabilities that GRP|WEGMAN brings to our projects:

1) Fire Safety Systems

Fire Detection and Alarm Systems: Installing advanced fire detection systems, including smoke detectors, heat detectors, and alarm systems, to provide early warning and ensure prompt response.

Sprinkler Systems: Designing and installing efficient sprinkler systems that are integrated with energy-saving measures, ensuring they are both effective in fire suppression and optimized for water use.

Fire Suppression Systems: Implementing fire suppression systems such as clean agent systems for areas with sensitive equipment, minimizing damage and ensuring safety.

2) Security Systems

Access Control Systems: Installing access control systems to regulate entry to critical areas, ensuring that only authorized personnel can access certain parts of the facility.

Surveillance Systems: Setting up advanced surveillance systems, including CCTV cameras and

monitoring software, to enhance security and provide real-time monitoring.
Intrusion Detection Systems: Implementing intrusion detection systems to detect unauthorized entry and alert security personnel promptly.
3) Emergency Response Systems
Emergency Lighting and Signage: Ensuring that emergency lighting and exit signage are installed and properly maintained to guide occupants safely out of the building during an emergency.
Public Address Systems: Installing public address systems to communicate important information quickly to building occupants in case of an emergency.
4) Building Management Systems (BMS)
Integrated Safety Controls: Integrating fire safety, security, and emergency response systems with the building management system to enable centralized monitoring and control.
5) Redundancy and Backup Systems
Redundant Power Supplies: Ensuring that critical safety and security systems have redundant power supplies, such as backup generators or battery systems, to maintain functionality during power outages.
Backup Communication Systems: Implementing backup communication systems to ensure that emergency communication remains possible even if primary systems fail.

Ongoing Service

GRP|WEGMAN's is a safe and reliable maintenance partner for our customers. We are an on-going, trusted, and dependable maintenance partner who prioritizes safety, saves our customers money and works tirelessly to keep their facilities running. From construction to maintenance, the GRP|WEGMAN team is built to handle the most complex systems, keeping our customers ahead of the curve at every turn.

1) Maintenance and Support

Preventive Maintenance Programs: Establishing preventive maintenance programs to keep systems running efficiently and extend their lifespan.

Repair Services: Providing prompt repair services to address any unexpected issues and minimize downtime.

2) Training and Education

Customer Training: Providing training for customers and building operators on the efficient use and maintenance of new systems.

Sustainability Education: Educating customers on best practices for energy and water conservation to ensure long-term sustainability.

Construction Phasing

Our team employs a highly skilled and meticulously phased design approach to ensure that facilities continue operating with minimal disruption during construction. By carefully planning each phase, we strategically schedule and sequence construction activities to coincide with the facility's operational needs, reducing downtime and interference.

Our approach includes detailed risk assessments, robust communication plans, and coordination with facility managers to anticipate and address potential issues proactively. We utilize temporary structures and barriers to isolate construction zones, ensuring safety and continuity of daily operations as necessary. This methodical process not only preserves the facility's functionality but also enhances efficiency and safety throughout the project lifecycle.

<p>37</p>	<p>What is your process for measurement and verification?</p>	<p>M&V services are a very important, essential component of a successful energy performance contract. GRP WEGMAN, M&V begins the day after selection with our in-house M&V team.</p> <p>We follow protocols established by the International Performance Measurement and Verification Protocol (IPMVP). The mission of IPMVP is to develop and promote the use of standardized protocols, methods and tools to quantify and manage the performance risks and benefits associated with end-use energy efficiency, renewable energy, and water efficiency business.</p> <p>Our M&V processes and proven track record provides confidence to financing providers that the energy efficiency investments will result in a savings stream sufficient to make debt payments. Measurement and verification practices allow project performance risks to be understood, managed, and allocated among the parties.</p> <p>Our M&V process for Energy Performance Contracts is second nature to us:</p> <p>1) Baseline Establishment:</p> <p>A) Data Collection: The GRP WEGMAN team begins by gathering historical data on energy consumption, typically covering a period before the implementation of energy conservation measures (ECMs) to take into account any anomalies that have occurred.</p> <p>B) Baseline Calculation: Using this data, our team establishes a baseline energy consumption level. This baseline serves as a reference against which post-implementation energy savings will be measured.</p> <p>2) Implementation of ECMs: The agreed-upon energy conservation measures are implemented within the facility or building. Installation and commissioning of new equipment, upgrades to existing systems, and implementation of operational improvements are conducted according to the project plan.</p> <p>3) Measurement Period: Following ECM implementation, we monitor energy consumption using utility bills for the defined period.</p> <p>4) Verification Process:</p> <p>A) Data Analysis: We analyze post-implementation energy consumption data using utility bills, ensuring accuracy and consistency in measurement.</p> <p>B) Adjustments for Variables: Adjustments are made for factors such as weather variations, changes in occupancy, and other relevant variables that may impact energy use during the measurement period.</p> <p>C) Comparison to Baseline: The actual energy savings achieved are compared against the established baseline.</p> <p>5) Reporting and Documentation: At the request of the customer, the GRP WEGMAN prepares comprehensive reports detailing the measured energy savings achieved during the measurement period. These reports include detailed calculations, methodologies used, and any adjustments made to ensure transparency and clarity in the verification process.</p> <p>6) Verification and Approval: The results of the M&V process are reviewed and verified by both the GRP WEGMAN and customer teams. Upon mutual agreement on the accuracy and validity of the savings calculations, the achieved energy savings are formally documented and approved.</p> <p>7) Performance Guarantee: We are proud to have always achieved our energy savings and will continue to stand behind our guarantees. If guaranteed savings are not achieved, we will make financial adjustments.</p> <p>8) Ongoing Monitoring and Support: Ongoing support may include training facility staff, conducting periodic audits, and recommending further optimization measures to maintain or enhance energy efficiency.</p> <p>Overall, our M&V process in an ESPC ensures that energy savings are accurately quantified, validated, and documented, providing confidence to our customers and finance partners in achieving energy efficiency goals and financial outcomes.</p>
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38	Describe in detail the methodology your firm normally uses to compute baseline of energy and water use as well as performance.	<p>At GRP WEGMAN, we employ a meticulous methodology to establish the baseline for energy and water use, as well as performance benchmarks. Our approach involves:</p> <p>Data Analysis: We start by analyzing the most recent three years of utility data. This comprehensive review helps us identify any anomalies related to facility usage patterns, weather variations, and socio-economic factors such as the impact of events like COVID-19.</p> <p>Base Year Selection: Based on our data analysis, we recommend a suitable base year that accurately represents typical operating conditions and serves as a reference point for future performance comparisons. This selection is made in close collaboration with our customer to ensure mutual agreement and understanding.</p> <p>To compute cost savings effectively, we utilize a combination of methodologies and tools:</p> <p>Energy Use Intensity (EUI): EUI serves as a critical metric. It quantifies the energy efficiency of a building by converting both electrical and natural gas usage into kBtus per square foot. Our approach integrates EUI calculations with data from the Department of Energy's Commercial Buildings Energy Consumption Survey (CBECS).</p> <p>CBECS Comparison: We leverage CBECS data to benchmark your building against similar structures in terms of size, location, function, operational hours, and other relevant parameters. This comparison helps us determine the potential energy savings achievable under optimal conditions.</p> <p>Survey Analysis: In conjunction with EUI and CBECS comparison, we conduct detailed surveys to gather specific insights into your facility's operations, maintenance practices, occupant behaviors, and equipment efficiencies. These surveys provide a realistic assessment of the pathway to achieving identified energy savings.</p> <p>By integrating rigorous data analysis, industry-standard metrics like EUI, and proven methodologies from decades of experience, GRP WEGMAN is committed to delivering measurable energy savings and enhancing the overall efficiency of customer facilities</p>
39	How is a performance guarantee provided (self-guarantee or third party)?	<p>There are two methods through which our performance guarantee can be provided, depending on project sizes as well as GRP WEGMAN and customer leadership preferences:</p> <p>1) Self-Funded Guarantee (most common): In this approach, we utilize our own financial resources and operational capabilities to provide the performance guarantee.</p> <p>2) Third-Party Backed Guarantee: We may opt to secure a performance guarantee from a third-party insurer or bonding company.</p> <p>Overall, whether self-funded or third-party backed, GRP WEGMAN always stands behind its commitment to deliver measurable energy savings.</p>
40	How is insurance provided (self-guarantee or third party)?	<p>GRP WEGMAN insurance coverage for ESPC projects is provided through Lockton Companies, who acts as our insurance broker. Certificate of Liability Insurance is provided before every agreement.</p> <p>Our standard Certificate of Insurance is included in ATTACHMENT: Table 8 - Standard Documents.</p>
41	With guaranteed savings contracts, how do you handle a situation where a performance guarantee is not being met?	<p>GRP WEGMAN is proud of our reputation for the highest level of excellence and integrity in contracting. We create real value for our customers by providing and improving the occupant experience, helping owners reduce energy consumption and saving money that can, in turn, be used for other important initiatives.</p> <p>At GRP WEGMAN, we are proud of the following:</p> <ol style="list-style-type: none"> 1. We have never had any projects result in litigation or arbitration. 2. We have never signed a contract and not delivered on the agreed upon contract. We always deliver our contracts with our customers. We take pride in our effective communication throughout the project to ensure our objectives, timelines, and methodologies are aligned. We have never had a contract canceled. 3. We have always met our energy guarantees. <p>This speaks to our thoroughness, craftsmanship, and professionalism. GRP WEGMAN utilizes the latest in proven technology and construction techniques to deliver high value projects to our customers. We are 100% Customer Focused. GRP WEGMAN sustains our reputation by delivering the highest quality projects the first time and standing behind all our work both today and into the future.</p> <p>If a performance guarantee isn't being met, we stand by our agreement and will work with the customer to make financial adjustments. Then, we will work together to find the root cause of the missed energy guarantee and develop a plan to ensure future energy savings achievement.</p>
42	How do you maintain transparency with clients regarding M&V results?	<p>Through the IMPVP methodology referenced above in line 37, GRP WEGMAN provides verification to our customers in a clear and concise manner that complies with industry standards. We invite our customer to be present at all post installation testing that is conducted and provide the methodology utilized in determining guarantee compliance for their review. For complete transparency, we invite the customer to enlist the services of a third party to verify our compliance reports if they wish.</p>

<p>43</p>	<p>State whether work is completed by the Contractor or by a subcontractor for each category of measure (auditing, design, procurement/supply of equipment from vendors and manufacturers, engineering, construction management services, lighting, HVAC, controls, monitoring & verification, etc.)</p>	<p>Our unique and effective business model of deciding to self-perform or subcontract components within each ESPC project enables GRP WEGMAN to deliver value to our customers, adapt to market dynamics, and maintain a competitive advantage. Where other ESCOs are pure project managers, we have the capability to deliver audits, design, build, M&V, electrical, and other core work activities when it is best for the customer and the project.</p> <p>Our team, consisting of the 250 top ESCO talent in the country with experience in projects from 100k to 100M+, commits 100% of our experience in developing an energy savings program that exceeds all expectations of our customer.</p> <p>GRP WEGMAN has the capacity to self-perform portions of projects, or we can use our vast industry relationships and team of qualified, local contractors familiar with our customers' facilities to provide the highest quality solutions. GRP WEGMAN, in either approach, provides the best overall value to our customers while also creating and sustaining well-paying jobs in the area.</p> <p>The GRP WEGMAN Difference</p> <ul style="list-style-type: none"> • A full-service mechanical and electrical company specializing in Design-Build Energy Efficient Systems with over 450 employees (250 in the Performance Contracting teams). • In-house engineering and project management with capabilities to self-perform HVAC, piping, sheet metal, plumbing, electrical and carpentry work. • We put our money where our mouth is and own and operate our own buildings, when many ESCO providers don't. • Because we are a contractor ourselves, we have the expertise to evaluate the performance of our subcontractors better than any ESCO. • Our business model eliminates several layers of bureaucracy, overhead, and markups - resulting in safer, faster, more efficient, more affordable projects for our customers.
<p>44</p>	<p>Describe how subcontractors are selected. Also comment on your ability to competitively select subcontractors.</p>	<p>Our approach to selecting subcontractors is thorough and strategic, ensuring the highest quality of work and alignment with our project goals. GRP WEGMAN prioritizes establishing long-term relationships with subcontractors who demonstrate exceptional performance and reliability. Here are the key elements of our subcontractor selection process:</p> <p>Competitive Bidding: For each project, we solicit at least three bids from qualified subcontractors where possible. This allows us to compare proposals and select the best value based on a comprehensive evaluation of cost, quality, and capabilities.</p> <p>High Quality and Long-Term Relationships: We prioritize subcontractors with a proven track record of delivering high-quality work. Our focus is on building long-term relationships with subcontractors who consistently meet our standards and contribute to successful project outcomes.</p> <p>Local and Diverse Partners: We actively seek out local and diverse subcontractors who are familiar with our customers' facilities and operational requirements. This approach supports local economies and promotes diversity within our supply chain and allows those most familiar with our customer's facility to perform the work - resulting in a more accurate installation and reduced risk.</p> <p>Preferred Partners: We maintain a network of preferred partners who have demonstrated their expertise and reliability on previous projects. These partners are often familiar with our customers' facilities, enabling them to deliver tailored and efficient solutions.</p> <p>Total Cost of Ownership: Our evaluation process goes beyond initial cost comparisons. We consider the total cost of ownership, including long-term maintenance, operational efficiency, and warranties. This ensures that we select subcontractors who provide the best overall value and sustainability for our projects.</p> <p>Warranties and Guarantees: We assess the warranties and guarantees offered by subcontractors and suppliers to ensure that their work is backed by solid assurances of quality and performance. This reduces risk and provides additional peace of mind for our customers.</p> <p>By incorporating these principles into our subcontractor selection process, we ensure that we partner with subcontractors who share our commitment to integrity, excellence, sustainability, and customer satisfaction.</p>

45	<p>Since several efficiency measures are affected by weather, describe how you perform weather corrections.</p>	<p>Weather corrections are essential for accurately assessing energy savings in an Energy Savings Performance Contract (ESPC) as weather can significantly influence energy consumption. GRP WEGMAN performs weather corrections as needed to normalize energy use data and account for weather variations between the baseline period and the post-implementation period.</p> <p>1) Collect Weather Data from reliable sources (i.e. National Weather Service or Weather Underground) Historical Data: We gather historical weather data, such as temperature, humidity, and degree days (heating and cooling), for the baseline period. Post-Implementation Data: Collect corresponding weather data for the period after ECM implementation.</p> <p>2) Establish Degree Days: Heating Degree Days (HDD): Calculate HDD for periods when heating is required. HDD is calculated as the difference between a base temperature (typically 65°F or 18°C) and the average daily temperature when it is below the base temperature. Cooling Degree Days (CDD): Calculate CDD for periods when cooling is required. CDD is calculated as the difference between the average daily temperature and a base temperature when it is above the base temperature.</p> <p>3) Develop a Baseline Energy Model: Regression Analysis: Use regression analysis to develop a baseline energy model that relates historical energy consumption to degree days and other relevant variables (e.g., occupancy, production levels). Normalization: Normalize baseline energy consumption based on degree days to establish a weather-corrected baseline.</p> <p>4) Calculate Adjusted Energy Consumption: Post-Implementation Model: Apply the baseline energy model to post-implementation period data to calculate what the energy consumption would have been under the same weather conditions as the baseline period. Compare Data: Compare the actual post-implementation energy consumption to the weather-adjusted baseline to determine the energy savings.</p> <p>5) Adjust for Other Variables: Operational Changes: Adjust for any operational changes, such as occupancy or production shifts, to isolate the impact of the ECMs. Energy Consumption Patterns: Analyze patterns to ensure that savings are attributable to ECMs rather than changes in operational or external factors.</p> <p>6) Verification and Documentation: Detailed Reporting: Document the weather correction process, including data sources, regression models, and calculation methods. Customer Review: Provide detailed reports to customers explaining the weather correction methodology and verified energy savings.</p>
46	<p>Do you measure equipment loads? If so, do you measure or stipulate, and what is the impact if they change?</p>	<p>Depending on the specific Energy Conservation Measure (ECM), we will conduct detailed equipment load measurements during both the design phase and subsequent savings verification. This approach is particularly pertinent for complex savings scenarios, such as optimizing chiller plant operations with demand control. For simpler measures, such as building envelope improvements, we will employ industry-standard calculator methods and clearly define parameters to assess their impact. All stipulations regarding measurement methodologies are collaboratively established with our customers.</p> <p>Adjustments from measured baselines or agreed-upon assumptions are factored into our guarantee calculations to accurately reflect the anticipated impact in the absence of changes. This practice ensures a precise evaluation of the ECM's effectiveness within the facility.</p>

<p>47</p>	<p>Who is responsible for initial and long-term equipment performance? How is this verified and what will be done if the equipment performance does not meet expectations?</p>	<p>At GRP WEGMAN, our commitment to our customers extends beyond project completion. We understand the importance of providing ongoing support and assistance, particularly when it comes to equipment performance.</p> <p>GRP WEGMAN is vendor neutral when it comes to equipment, so our customers get products that make the most sense for their specific needs and application. This vendor neutrality, in combination with our in-house engineers and project managers, allows us to have very tight control over the installation and performance of installed equipment.</p> <p>Our approach to performance issues within the warranty period is clear and smooth:</p> <ul style="list-style-type: none"> • Clear Warranty Coverage We provide our customers with comprehensive documentation outlining the warranty coverage for all aspects of the project, including materials, workmanship, and systems. This transparency ensures that our customers is fully informed about their rights and entitlements under the warranty agreement. • Responsive Communication In the event of any warranty issues or concerns, our team will maintain open and responsive communication channels with our customers. We will establish dedicated points of contact and procedures for reporting and addressing warranty claims promptly. Our goal is to ensure that our customer's inquiries and requests are acknowledged and addressed in a timely manner. • Thorough Investigation and Resolution Upon receiving a warranty claim from our customers, our team will conduct a thorough investigation to identify the root cause of the issue. We will work diligently to assess the validity of the claim, determine the appropriate course of action, and expedite resolution efforts. Whether it involves repair, replacement, or other remedial measures, we are committed to resolving warranty issues swiftly and satisfactorily. • Documentation and Follow-Up Throughout the warranty process, we will maintain detailed documentation of all communications, actions taken, and outcomes achieved. This ensures accountability and transparency, facilitating efficient follow-up and tracking of warranty claims until their resolution. Our team will remain engaged with our customers every step of the way, providing regular updates and status reports as needed. • Continuous Improvement We view warranty issues not just as challenges to be resolved but as opportunities for improvement. Feedback gathered from warranty claims will be analyzed to identify potential areas for enhancement in our processes, products, and services. By incorporating lessons learned from warranty experiences, we strive to continually enhance the quality and reliability of our deliverables. <p>GRP WEGMAN is dedicated to supporting our customers with the highest performing, most reliable equipment. Our planful, proactive and customer-centric approach ensures that our customers receive prompt attention and effective resolution.</p> <p>Long term maintenance of the equipment is the responsibility of the customer. As a part of the installation process, we provide the customer with the manufacturer recommended maintenance protocol. The customer can choose to maintain their equipment through their on-house staff or engage GRP WEGMAN or a third party via a service agreement. The GRP WEGMAN M&V team will confirm the maintenance protocol is being followed by requesting documentation of regular maintenance from the customer or service provider.</p>
<p>48</p>	<p>Describe how you verify project savings (e.g., equipment performance, operational factors, energy use) and the impact on M&V costs.</p>	<p>GRP WEGMAN follows the IPMVP process for measurement and verification, which classifies measurement and verification approaches as Option A, B, C, and D. Protocol guidelines on our projects to measure and verify the energy savings. Depending on the energy conservation measures being implemented, one or more methods of verification may be used on these projects.</p> <p>Option A: Verification techniques determine savings by measuring the performance of a system before and after a retrofit, either through physical measurement or use of the manufacturer data and multiplying the difference by an agreed-upon or stipulated factor, such as hours of operation.</p> <p>Option B: Verification techniques are designed for projects where long-term continuous measurement of performance is desired. Metering is conducted at an individual system level, and the measured performance is compared with a baseline to determine the savings.</p> <p>Option C: Verification techniques involve whole building utility meter analysis, reviewing overall energy use, and identifying the effects of energy projects on a facility. Energy use before and after a retrofit project is compared to determine savings. The measurement of energy consumption and the cost savings associated with installed energy management equipment are a comparison between the energy consumed during the current calendar period and the baseline calendar period. The baseline calendar period is a consecutive twelve-month period for which reliable data exists prior to the contract execution. It consists of only the energy bills applicable to the buildings under energy management. Once the program is in place, actual energy use is taken from current utility bills.</p> <p>Option D: Computer models are developed that use calibrated simulations of baseline and post-installation energy use to determine savings.</p> <p>Energy Savings: Energy savings realized by the Customer during a given year are calculated by subtracting the current year's amount of energy consumption from the corresponding baseline year's energy consumption. Savings calculations are performed separately for natural gas and electricity and are added together to give the total energy cost savings on an annual basis. Many of our customers realize savings above the amount guaranteed. These excess savings are retained by the customer.</p> <p>Operational Savings: Operational Savings include all the costs the Customer would spend maintaining and repairing equipment versus those that will be avoided through the implementation of the performance contract. These costs include: all costs incurred to operate and maintain facilities, money the Customer pays to outside vendors to maintain the various components of its building systems, as well as materials and supplies to maintain their facilities. Operational savings also includes the total savings associated with implementing this project today instead of phasing the project in over numerous years in the future, and the future capital costs avoided by implementing this project now. The amount of capital required will be lowered by implementing a comprehensive project today instead of phasing in projects over several years. Cost avoidance is defined as the avoided expense, in today's dollars, attributable to a retrofit or other management initiative.</p>

49	<p>Clarify how project delays are handled. For example, failure to implement a viable project in a timely manner costs the institution in the form of lost savings, and can add cost to the project (e.g., construction interest, re-mobilization).</p>	<p>Project delays can have significant implications, including lost savings for the institution and increased project costs. It is our commitment to our customers to deliver their projects on-time and on-budget. To deliver on-time and on-budget projects above industry standards, GRP WEGMAN implements a robust strategy for managing and mitigating project delays:</p> <ol style="list-style-type: none"> 1) Proactive Planning and Scheduling: We develop comprehensive project schedules that include detailed timelines, milestones, and contingency plans. By anticipating potential challenges and planning accordingly, we aim to minimize the risk of delays. 2) Regular Progress Monitoring: Our expert project management team conducts regular progress reviews to track the status of each phase. We use advanced project management software to monitor timelines, identify potential delays early, communicate with customers, and take corrective action promptly. 3) Clear Communication Channels: Open and transparent communication with all stakeholders, including subcontractors, suppliers, and customers, is essential. Our industry-leading project management software along with efficient, productive meetings ensure that everyone is aligned and aware of project timelines and potential issues. 4) Contractual Clauses: We include specific clauses in our contracts that address the responsibilities and penalties associated with project delays. These clauses may outline consequences for failure to meet critical deadlines. 5) Risk Management: We perform thorough risk assessments at the project's outset to identify and mitigate potential delays. This includes evaluating factors such as supply chain disruptions, weather conditions, and resource availability. 6) Expedited Decision-Making: When delays occur, our decision-making process is expedited to implement viable solutions quickly. This may involve reallocating resources, adjusting schedules, or modifying project scopes to keep the project on track. 7) Financial Impact Mitigation: In cases where delays are unavoidable, we work with our customers to minimize financial impacts. 8) Continuous Improvement: We conduct post-project reviews to analyze the causes of any delays and implement lessons learned in future projects. This continuous improvement approach helps us refine our processes and reduce the likelihood of delays. <p>By employing these strategies, we strive to ensure that projects are completed on time and within budget, thereby maximizing savings and minimizing additional costs for our customers. GRP WEGMAN's commitment to proactive planning, effective communication, and continuous improvement helps us deliver successful projects even in the face of unforeseen challenges.</p>
50	<p>Clarify how you handle a premature facility closure, loss of funding, or other major change.</p>	<p>GRP WEGMAN has complete flexibility in working with our customers. Should a major change occur during the design phase of the project, we will provide options for the customer to accommodate these changes while making every effort to continue moving toward the customer goals for the project.</p>
51	<p>What is your approach to long-term preventative maintenance?</p>	<p>Regular maintenance of building systems can lead to significant energy savings. Efficient systems reduce utility costs and environmental impact, creating a more sustainable building environment. Studies have shown that well-maintained systems can lower energy consumption by 10-40% and decrease unexpected equipment failures by up to 90%. (Sources: Society of Manufacturing Engineers and Royal Institution of Chartered Surveyors (RICS))</p> <p>GRP WEGMAN's approach to long-term preventative maintenance is proactive and comprehensive, ensuring the longevity and efficiency of our customers' systems. When preventative maintenance is a high priority for our customers, we support them with:</p> <p>Customized Maintenance Plans: We develop tailored preventative maintenance plans based on the specific needs and operational requirements of each customer. These plans are designed to maximize the performance and lifespan of their systems.</p> <p>Regular Scheduled Inspections: Our certified technicians or subcontract partners can conduct regular inspections and maintenance visits, typically on a quarterly or semi-annual basis. These visits include thorough checks, cleanings, and adjustments to all critical components.</p> <p>Advanced Monitoring and Diagnostics: We utilize state-of-the-art monitoring and diagnostic tools to detect potential issues before they become significant problems. This includes real-time monitoring systems and predictive analytics to identify and address wear and tear.</p> <p>Comprehensive Documentation and Reporting: Detailed records of all maintenance activities, inspections, and repairs are maintained. We provide customers with comprehensive reports after each visit, highlighting the work performed and any recommendations for future action.</p> <p>Proactive Parts Replacement: We proactively replace parts and components that show signs of wear, even if they have not yet failed. This reduces the risk of unexpected breakdowns and ensures continuous operation.</p> <p>Training and Support: We offer training programs for our customers' in-house maintenance teams to ensure they are knowledgeable about basic maintenance procedures and can identify early signs of potential issues.</p> <p>Flexible Service Agreements: Our service agreements are flexible and can be adjusted based on the evolving needs of our customers. We work closely with our customers and operations and maintenance (O&M) subcontractors to ensure systems receive the appropriate level of maintenance and care.</p> <p>GRP WEGMAN is your ultimate facility partner – we'll take care of your facilities so you can put your attention to the people and essential business initiatives that need it most.</p>
52	<p>Describe your capability to implement the following energy conservation measures (ECMs):</p> <ol style="list-style-type: none"> a. Lighting b. Water and sewage c. Simple heating, ventilating, and air-conditioning (HVAC) controls d. HVAC packaged system replacement, boilers, and chillers 	<p>GRP WEGMAN is pleased to submit our proposal for the implementation of Energy Conservation Measures (ECMs) in the areas of lighting, water and sewage, simple HVAC controls, and HVAC packaged system replacement, including boilers and chillers.</p> <p>Our company is on a mission to change the face of the contracting industry by prioritizing customer needs and building trust through consistent delivery of high-quality, economically sustainable projects.</p> <p>Our Capabilities:</p>

- e. Building envelope systems
- f. Other (please explain)

Lighting

GRP|WEGMAN has extensive experience in upgrading and retrofitting lighting systems to improve energy efficiency and reduce operational costs. Our capabilities include:
 Design and Implementation: We provide comprehensive interior and exterior smart lighting solutions, from design to installation, ensuring optimal energy savings and improved lighting quality.
 Vendor Neutrality: We work with a wide range of lighting manufacturers, allowing us to select the best products to meet our customers' specific needs.
 Self-Performance: Our in-house team of experts can self-perform lighting designs and installations, ensuring high-quality workmanship and adherence to project timelines.
 Partnerships: When necessary and most beneficial to the customer, we partner with top-tier subcontractors to bring specialized skills and resources to lighting projects.

Water and Sewage

Our expertise in water and sewage ECMs ensures that customers achieve significant water savings and operational efficiencies. Our services include:
 Comprehensive Audits: Conducting detailed audits to identify areas of improvement in water usage and sewage management.
 Customized Solutions: Designing and implementing tailored solutions that address the unique needs of each facility.
 In-House Expertise: Our team of engineers and technicians can manage key parts of the project.
 Collaborative Approach: We work closely with the customer's in-house staff and preferred contractors to ensure seamless integration and effective project delivery.
 Assisting our customers with regulatory compliance as needed.

Simple HVAC Controls

GRP|WEGMAN specializes in the installation and optimization of simple HVAC controls to enhance system performance and reduce energy consumption. Our approach includes:
 Assessment and Design: Evaluating existing HVAC systems and designing control solutions that maximize efficiency.
 Vendor Neutrality: Utilizing a range of control systems and technologies to find the best fit for our customers.
 Implementation: Our skilled technicians can self-perform installations to ensure precise and effective control system integration.
 The use of Artificial Intelligence (AI) when applicable to make the system more responsive to building occupancy and usage.
 Training and Support: Providing training for customer staff to operate and maintain the new systems effectively.

HVAC Packaged System Replacement, Boilers, and Chillers

We offer comprehensive services for the replacement of HVAC packaged systems, boilers, and chillers, ensuring improved performance and energy efficiency. Our capabilities include:
 System Evaluation: Thoroughly assessing existing systems to recommend the most effective replacement options.
 Design Assistance: Collaborating with top-tier design firms to develop tailored solutions that meet customer needs and regulatory requirements.
 Consideration of system alternatives to reduce carbonization and fossil fuel dependency.
 Turnkey Solutions: Managing the entire replacement process, from design and procurement to installation and commissioning.
 Life-Cycle Analysis: Ensuring that all solutions incorporate a life-cycle analysis approach to maximize long-term value and efficiency.

Building Envelope Systems

Detailed Assessment: Inspect and analyze the building envelope to identify deficiencies in materials, windows, doors, roofing, and insulation.
 Cleaning and Restoration: Clean exterior materials like cast stone and brick masonry and perform tuckpointing as needed.
 Upgrade Openings: Replace windows and doors with energy-efficient models to enhance thermal performance and security.
 Roof and Insulation: Evaluate and repair or replace roofing; upgrade insulation to improve energy efficiency and indoor comfort.
 Quality Assurance: Oversee the implementation, conduct thorough quality checks, and provide documentation and maintenance recommendations.

Other: Solar PV

Site Assessment: Conduct a thorough analysis of the site to evaluate solar potential, shading, and structural suitability.
 System Design: Design a customized solar PV system tailored to the energy needs and site conditions.
 Permitting and Approvals: Handle all necessary permits and regulatory approvals to ensure compliance with local codes and standards.
 Installation: Install solar panels, inverters, and related equipment with a focus on safety and efficiency.
 Commissioning and Monitoring: Test and commission the system, and set up monitoring tools to track performance and ensure optimal operation.

Why do customers choose GRP|WEGMAN for these ECMs?
 Our Customer-Centric Approach: We prioritize our customers' needs and their customers' needs, ensuring that all projects are tailored to meet their specific requirements and goals.
 Our Proven Partnerships: Our partnerships with recognized design firms, contractors, architect firms, and subcontractors ensure access to the best resources and expertise in the industry.
 High Value Projects: Our business model eliminates several layers of bureaucracy, overhead, and markups - resulting in safer, faster, more efficient, more affordable projects for our customers.
 Trust and Advocacy: We build trust by consistently delivering projects that create sustainable, healthy, and efficient infrastructure for our customers, advocating for their best interests every step of the way.
 Mission-Driven: GRP|WEGMAN is dedicated to changing the contracting industry by putting customers first, fostering trust, and delivering sustainable solutions.

53	<p>Describe how your approach to performance contracting delivers best value for the investment. This is an opportunity to point out how your company may be able to deliver a more cost-effective overall project due to corporate structure, relationships with vendors, depth of experience and expertise, knowledge of particular retrofits, etc. Also describe any utility rebates or other financial incentives or grants can potentially provide and/or facilitate.</p>	<p>Rebates, Incentives, and Grants: GRP WEGMAN is a financially strong, stable, and growing ESCO and contractor. We have been very successful in structuring projects that attract multiple lenders with competitive rates. Our customers select the best financing options for their business, which could include a plethora of funding sources: financing, grants, rebates, savings, general fund, etc.. We understand public customers with limited tax revenue access will work with them to identify the best way to fund an ESPC program and achieve their cost saving goals.</p> <p>Customers also have the ability to leverage our contingent payment model, which is unique in that it removes the inherent risk of a third-party arrangement like a tax-exempt lease purchase.</p> <p>Our contingent payment program is a performance-based financing arrangement where GRP WEGMAN's compensation is tied to the energy savings achieved. The contingent payment option mitigates financial risk for the customer, as payments are only made when savings are realized, making it an attractive option for organizations looking to improve energy efficiency without upfront capital investment.</p> <p>GRP WEGMAN has a team that is experienced in seeking grant and rebate funding. We will assist in applying for all grants available.</p> <p>We have successfully written millions of dollars' worth of grants for our customers. Grant programs currently exist for energy efficient gas and electric systems through local utility providers. GRP WEGMAN assists customers in applying for all grants available. We offer this service as an added value to help secure the largest dollar volume available to provide financial assistance for their energy savings program.</p> <p>Some of the categories frequently approved for rebates and grants are as follows: Building envelope, compressed air, controls, HVAC, office equipment, refrigeration, motors, some electrical equipment, renewable energy strategies, and lighting. We frequently assist with accessing the Investment Tax Credit (ITC) program.</p> <p>Our Approach: Our unique and effective business model of deciding to self-perform or subcontract components within each ESPC project enables GRP WEGMAN to deliver value to our customers, adapt to market dynamics, and maintain a competitive advantage. Where other ESCOs are pure project managers, we have the capability to deliver audits, design, build, M&V, electrical, and other core work activities when it is best for the customer and the project.</p> <p>Our team, consisting of the 250 top ESCO talent in the country with experience in projects from 100k to 100M+, commits 100% of our experience in developing an energy savings program that exceeds all expectations of our customer.</p> <p>GRP WEGMAN has the capacity to self-perform portions of most projects, or we can use our vast industry relationships and team of qualified, local contractors familiar with our customers' facilities to provide the highest quality solutions. GRP WEGMAN, in either approach, provides the best overall value to our customers while also creating and sustaining well-paying jobs in the area.</p> <p>The GRP WEGMAN Difference</p> <ul style="list-style-type: none"> • A full-service mechanical and electrical company specializing in Design-Build Energy Efficient Systems with over 450 employees (250 in the Performance Contracting teams). • In-house engineering and project management with capabilities to self-perform HVAC, piping, sheet metal, plumbing, electrical and carpentry work. • We put our money where our mouth is and own and operate our own buildings, when many ESCO providers don't. • Because we are a contractor ourselves, we have the expertise to evaluate the performance of our subcontractors better than any ESCO. • Our business model eliminates several layers of bureaucracy, overhead, and markups - resulting in safer, faster, more efficient, more affordable projects for our customers. <p>Because of our corporate structure and operating philosophy of being customer focused and making it easy to do business with us, we can more easily expedite the process of development and installation. Our knowledge of alternative funding sources often make projects that seemed unattainable for our customers a reality.</p>
54	<p>Who receives funds if there are excess savings?</p>	<p>As part of our ESPC projects, any excess savings realized will be retained by the customer. These savings can then be reinvested to support their operations, enhance key programs, or initiate new projects aimed at better serving their customers or constituents. This approach ensures that the financial benefits of the ESPC project extend beyond the immediate scope of energy efficiency improvements, contributing to the overall mission and objectives of the customer.</p>
55	<p>Sourcewell may seek to facilitate performance agreements aggregating one or more agencies within its service area. Describe your willingness to, or direct experience with, aggregating multiple facilities across in multiple locations within one performance agreement (i.e. are you willing to provide services to multiple smaller agencies (school districts, etc.) across multiple facilities through an aggregated performance agreement?).</p>	<p>Yes, GRP WEGMAN is prepared to provide services to multiple smaller agencies across multiple facilities through an aggregated performance agreement. We have experience in managing and providing services to smaller agencies, such as rural school districts and municipalities. While GRP WEGMAN doesn't have experience to date with an aggregated performance agreement across multiple facilities and agencies, our highly experienced leaders have developed and delivered projects with this structure successfully in their careers. We are committed to delivering efficient and effective solutions tailored to the diverse needs of each agency involved.</p>

Table 6: Proposer Qualifications: Depth and Breadth of Solutions Offered

Indicate below if the listed types solutions are offered within your proposal. Provide additional comments in the text box provided, as necessary.

Line Item	Category or Type	Solution	Offered *	Comments
56	Technical Energy Audit and Project Proposal Phase		<input checked="" type="radio"/> Yes <input type="radio"/> No	Our proposal includes comprehensive Technical Energy Audit and Project Proposal Phase solutions, ensuring detailed assessment and strategic planning tailored to optimize energy efficiency and operational performance for our customers at GRP WEGMAN.
57		Development of a contract for the Technical Energy Audit with the selected Contractor.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Detail included in table 4
58		Conducting an investment-grade audit to identify and evaluate cost-saving measures.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Detail included in table 4
59		Defining the proposed project scope, cost, savings, and cash-flow over the proposed financing term.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Detail included in table 4
60		Preparation of a project proposal that presents aggregated measures which can be financed through guaranteed savings.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Detail included in table 4
61	Implementation/Commissioning and Financing Phase		<input checked="" type="radio"/> Yes <input type="radio"/> No	GRP WEGMAN proposal encompasses complete Implementation/Commissioning and Financing Phase solutions, ensuring seamless execution and sustainable financial strategies tailored to meet the specific needs of our customers.
62		Negotiation of an Energy Performance Contract post-audit, establishing the project scope and costs.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Detail included in table 4
63		Provision for implementation and follow-up services to be provided during the financing term.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Detail included in table 4
64		Development of a separate financing agreement.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Detail included in table 8
65	Post-implementation Guarantee/Monitoring Phase		<input checked="" type="radio"/> Yes <input type="radio"/> No	Our proposal includes comprehensive Post-implementation Guarantee/Monitoring Phase solutions, ensuring ongoing support and performance monitoring to maximize the long-term benefits of our energy efficiency solutions.
66		Provision of a variety of services by the Contractor after implementation to ensure savings are met.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Detail included in table 5
67		Offering a savings guarantee.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Detail included in table 5
68		Providing staff training.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Detail included in table 10
69		Conducting follow-up monitoring.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Detail included in table 5
70		Maintenance of the contract through various support services.	<input checked="" type="radio"/> Yes <input type="radio"/> No	Detail included in table 4

Table 7: Pricing

Provide detailed pricing information in the questions that follow below.

Line Item	Question	Response *
71	Describe and upload a detailed sample of your pricing model using a performance contracting project.	<p>GRP WEGMAN will utilize a transparent Open Book Pricing approach for developed solutions proposed for implementation under a Master Service Agreement. The approach we use is to fully disclose all costs associated with our recommended solutions including costs of material and equipment, any direct labor costs multiplied by published and agreed upon hourly rates associated with each individual trade or professional category, full disclosure of any subcontractor quotations that will be utilized (competitively bid if required), plus general conditions and a project risk and contingency.</p> <p>GRP WEGMAN applies a fee based approach for engineering and project management. The general model for establishing final project pricing is represented in ATTACHMENT: Table 7 - Pricing. Please note that percentages may change given the specifics of the energy savings project.</p>
72	Describe and upload pricing for investment grade audit (IGA) services.	<p>GRP WEGMAN's IGA pricing is customized based on the complexity and size of our customers' facilities, as well as the scope of work involved. We offer competitive pricing tailored to deliver comprehensive energy and water-saving solutions. Most of our IGAs are priced approximately 3-5% of the anticipated construction cost, based on a preliminary assessment.</p> <p>Factors Considered: Our pricing for Investment Grade Audit (IGA) services takes into account various factors, including the size of your facility, the number of systems to be evaluated, the level of detail required in the audit report, and any specialized analyses or modeling involved.</p> <p>Value Proposition: Our pricing reflects the value of thorough energy and water efficiency assessments, detailed engineering analysis, comprehensive financial modeling, and clear recommendations for cost-effective measures. We aim to provide a clear ROI and long-term savings through our recommendations.</p> <p>Transparency and Detail: We provide transparent pricing for our Investment Grade Audit (IGA) services, detailing the breakdown of costs associated with site assessments, data collection, engineering analysis, report preparation, and customer presentations.</p> <p>Our customers highly value GRP WEGMAN's transparency, customization, and our commitment to delivering actionable insights and cost-effective energy and water-saving solutions through our IGA services. See ATTACHMENT - Table 7 - Pricing.</p>
73	In the case where you cannot identify project(s) that meet the agency's pre-established financial guidelines, is there a cost to the agency for the audit?	<p>At GRP WEGMAN, our Investment Grade Audits (IGAs) are typically conducted as part of a comprehensive master service agreement (MSA) tied to a project. This approach allows us to thoroughly assess potential energy and water-saving opportunities tailored to a customer's specific needs.</p> <p>In cases where the identified projects do not meet the agency's pre-established financial guidelines or if you choose not to move forward with the proposed projects following the IGA, there may be a cost associated with the audit. This cost covers the analysis, detailed engineering assessments, and the preparation of comprehensive recommendations aimed at maximizing energy efficiency and cost savings.</p> <p>We believe in providing value through our services and aim to deliver actionable insights that align with every customer's infrastructure and energy savings goals.</p>
74	Describe and upload any standard agreements which may be proposed to a Participating Entity.	<p>Please find attached our standard documents, including: Standard Master Service Agreement (MSA) MSA Task Order Notice to Proceed Certificate of Insurance</p> <p>ATTACHMENT - Table 7 - Standard Documents</p>

Table 8: Pricing: Payment Terms and Financing Options

Line Item	Question	Response *
75	Describe your payment terms and accepted payment methods.	<p>Payments due to GRP WEGMAN shall be calculated in accordance with the provisions of each Task Order. GRP WEGMAN shall provide the Customer with an invoice of the total amount due. Payments shall be made by the Customer within thirty (30) days of GRP WEGMAN's presentation of its invoice. GRP WEGMAN reserves the right to suspend or terminate its work if payment is not received within sixty (60) days of an invoice due date. Interest charges on unpaid work shall be added to the invoice at the lesser of 12% per annum or the maximum rate allowed by law.</p> <p>The Customer shall make payments to GRP WEGMAN for Work performed, as well as payments for Services rendered pursuant to the Services Schedule. Progress payments (including payment for materials delivered to GRP WEGMAN and work performed on and off-site) shall be made to GRP WEGMAN.</p> <p>GRP WEGMAN's initial application for payment will include 30% mobilization and will be submitted within five (5) business days of commencement date. Subsequent payment applications shall be submitted monthly based on the value of labor and materials incorporated in the work and for materials stored at the site. GRP WEGMAN will develop a schedule of values and submit the schedule of values to the Customer for review. Progress payments shall be submitted on AIA standard documents to the Customer.</p> <p>If application is made for material not installed in the work, but delivered and stored at the site, GRP WEGMAN shall submit a stored material log.</p> <p>Partial waivers of lien shall be provided for the prior month's application with the current application for payment submission.</p> <p>Final payment, including retainage, constituting the entire unpaid balance for the Work, shall be made to GRP WEGMAN within thirty (30) calendar days after the Substantial Completion Date. Payments may be withheld on account of any breach of this Contract by GRP WEGMAN and claims by third parties (including GRP WEGMAN subcontractors and material suppliers), but only to the extent that written notice has been provided to GRP WEGMAN and GRP WEGMAN has failed, within ten days of the date of receipt of such notice, to provide adequate security to protect the customer from any loss, cost, or expense related to such claims.</p>
76	Describe any leasing or financing options available for use by educational or governmental entities.	<p>At GRP WEGMAN, we empower and support educational and governmental entities seeking infrastructure upgrades. As a leader in ESCO services, we do not offer financial advisory services. Instead, we empower our customers to collaborate directly with their financial advisors to identify the most suitable financing sources.</p> <p>Commonly utilized options for our Energy Services Programs include Tax Exempt Lease Purchase (TELP) agreements, which enable tax-exempt entities to acquire energy-efficient equipment while benefiting from competitive interest rates and structured repayment schedules. Additionally, General Obligation (GO) bonds offer municipalities and governmental bodies a stable funding mechanism supported by public credit.</p> <p>For those seeking innovative financing structures, our projects often incorporate Contingent Payment financing, which aligns payments with achieved energy savings. This performance-based approach not only mitigates upfront costs but also ensures that financial obligations are directly linked to realized operational efficiencies.</p> <p>GRP WEGMAN serves as a trusted partner throughout the project lifecycle, offering expertise in energy solutions while respecting the financial autonomy of our customers. We are committed to facilitating informed decisions and successful project outcomes, supporting our customers every step of the way.</p> <p>See ATTACHMENT - Table 7 - Pricing</p>
77	Describe any standard transaction documents that you propose to use in connection with an awarded agreement (order forms, terms and conditions, service level agreements, etc.). Upload a sample of each (as applicable) in the document upload section of your response.	<p>Please find attached our standard documents, including: Standard Master Service Agreement (MSA) MSA Task Order Notice to Proceed Certificate of Insurance</p> <p>See ATTACHMENT - Table 7 - Pricing</p>

Table 9: Pricing: Audit and Administrative Fee

Line Item	Question	Response *
78	Specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed agreement with Sourcewell. This process includes ensuring that Sourcewell participating entities obtain the proper pricing.	<p>At GRP WEGMAN, we prioritize transparency and compliance in all our cooperative purchasing agreements, including our partnership with Sourcewell. To ensure adherence to our proposed agreement and to verify proper pricing for participating entities under Sourcewell, we will implement a rigorous self-audit process.</p> <p>Annually, our VP of Sales, Phillip Lowery, and our Director of Business Development, Kimberly Niemi, oversee a comprehensive self-audit program. This program is designed to meticulously review pricing structures, contract terms, and performance metrics related to our engagements with Sourcewell and its participating entities. By conducting regular audits, we not only validate compliance with contractual obligations but also maintain accountability in delivering cost-effective energy solutions. They will use data reported by our sellers in our CRM to perform this audit.</p> <p>This proactive approach underscores our commitment to maintaining the highest standards of integrity and efficiency in serving the needs of Sourcewell and its member entities. It ensures that our customers receive the full benefits of our partnership, including competitive pricing and reliable service delivery.</p>
79	If you are awarded a agreement, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the agreement.	<p>If awarded the agreement, GRP WEGMAN will employ several key internal metrics to gauge the success and effectiveness of our partnership. Our measures include:</p> <p>Quantity of Sourcewell Agreements Delivered vs. Proposed: Tracking the number of successful agreements implemented and delivered to Sourcewell and its members, demonstrating our capacity to scale and meet demand effectively. We will compare this to the number of Sourcewell agreements proposed.</p> <p>Customer Satisfaction Ratings: Regular surveys and feedback mechanisms to assess satisfaction levels among participating entities, ensuring that our solutions meet or exceed expectations.</p> <p>Implementation Timelines: Tracking the efficiency and timeliness of project implementations to ensure that agreed-upon milestones are met promptly.</p> <p>Cost Savings Achieved: Quantifying the financial benefits realized by Sourcewell and its member entities through reduced energy costs, operational efficiencies, and optimized resource utilization.</p> <p>Energy Efficiency Improvements: Monitoring and reporting on the actual energy savings (kWh and EUI) and efficiency gains achieved through our solutions, validated against baseline measurements.</p> <p>Compliance and Contractual Adherence: Conducting periodic audits to ensure strict compliance with contract terms, including pricing accuracy and service delivery standards.</p> <p>These metrics collectively reflect our commitment to delivering measurable value and continuous improvement throughout the duration of the agreement. They enable us to demonstrate tangible outcomes and reinforce our dedication to the success of Sourcewell and its diverse membership.</p>
80	Provide a proposed Administration Fee payable to Sourcewell. The Fee is in consideration for the support and services provided by Sourcewell. The propose an Administrative Fee will be payable to Sourcewell on all completed transactions to Participating Entities utilizing this Agreement. The Administrative Fee will be calculated as a stated percentage, or flat fee as may be applicable, of all completed transactions utilizing this Master Agreement within the preceding Reporting Period defined in the agreement.	<p>Our team highly values Sourcewell's mission of supporting member organizations in achieving their procurement goals effectively and economically, while promoting sustainability and operational excellence across participating entities.</p> <p>GRP WEGMAN recognizes and highly values the essential support and services provided by Sourcewell to the ESCO industry. In consideration for these resources, we propose an Administration Fee of 2% for individual project contracts up to \$6 million with Participating Entities utilizing the Sourcewell agreement. The fee would shift to 1.5% for project contracts \$6 million through \$9.99 million. Lastly, the fee would move to 1% for transactions above \$10 million.</p> <p>This proposed fee schedule reflects our motivation to bring Sourcewell procurement opportunities to our customers and our commitment to sustaining the quality and efficiency of operations facilitated by Sourcewell. We deeply appreciate the partnership and expertise that Sourcewell brings to our collaborations, enhancing our ability to deliver innovative energy solutions and maximize benefits for our customers. As always, we are open to work with Sourcewell to identify fees by individual opportunity as well.</p>

Table 10: Supplemental Factors

Line Item	Question	Response *

<p>81</p>	<p>Describe your marketing strategy for promoting this opportunity. Upload representative samples of your marketing materials (if applicable) in the document upload section of your response.</p>	<p>GRP WEGMAN's marketing and business development teams employ a multifaceted marketing strategy designed to effectively promote our cooperative purchasing agreement opportunities to potential participants. Our approach focuses on leveraging various channels and tactics to reach and engage target audiences within government, education, and nonprofit sectors.</p> <p>Trade Shows and Events: GRP WEGMAN participates in prominent trade shows and industry events. These events offer a valuable platform to engage directly with key decision-makers. At these events, we will set up interactive booths featuring our solutions, success stories from previous customers, and informative literature on the benefits of utilizing Sourcewell. Our team of experts are present to answer questions and provide personalized consultations.</p> <p>Webinars and Online Workshops: GRP WEGMAN will host a series of webinars and online workshops tailored to the needs of educational institutions, municipalities and the other vertical markets we serve. Topics will include the advantages of co-op purchasing, case studies of successful implementations, and how GRP WEGMAN's services can enhance operational efficiency. By offering these online sessions, we can reach a wider audience and provide valuable insights to decision-makers who may not be able to attend in-person events.</p> <p>Digital Outreach: We utilize targeted digital campaigns, including email marketing, social media advertising, and content marketing, to raise awareness about the benefits and features of our cooperative purchasing agreements. This includes highlighting cost savings, energy efficiency improvements, and the streamlined procurement process facilitated by our partnership with Sourcewell.</p> <p>Print and Digital Advertising: We will place advertisements in industry publications, both in print and digital formats. These ads will emphasize our commitment to supporting educational institutions and the benefits of partnering with GRP WEGMAN through Sourcewell. Additionally, we will utilize online advertising platforms like Google Ads and social media ads to further increase our reach and visibility.</p> <p>Collateral and Resources: Our marketing materials are thoughtfully crafted to showcase case studies, success stories, and detailed service offerings. These resources are available for download and review, providing concrete examples of how our ESCO solutions have delivered tangible benefits to similar organizations.</p> <p>Direct Outreach: Our sales team will conduct direct outreach, scheduling meetings with superintendents, CEOs and board members to discuss how Sourcewell purchasing can streamline their procurement processes and provide cost-effective solutions. We will also provide detailed, customized proposals that outline how GRP WEGMAN's services can address their specific challenges and enhance operational efficiency.</p> <p>Measurement and Optimization: We continually monitor the effectiveness of our marketing campaigns and adjust strategies based on performance analytics and feedback. This iterative approach ensures that our messaging remains relevant and resonant with our target audience.</p> <p>As requested, we are pleased to provide representative samples of our marketing materials in the document upload section, demonstrating our commitment to transparent and proactive communication in promoting this cooperative purchasing agreement opportunity. See ATTACHMENT - Table 10 - Marketing Examples</p> <p>Through the impactful combination of the strategies above, GRP WEGMAN will effectively promote the Sourcewell program, demonstrating our dedication to supporting customers and institutions, and continuing to position ourselves as a trusted partner in their success</p>
<p>82</p>	<p>Describe your use of technology and digital data (e.g., social media, metadata usage) to enhance marketing effectiveness.</p>	<p>While the biggest growth driver of our business is delighted customers sharing within their networks, we also harness our digital data to optimize our marketing efforts. Our approach integrates several key strategies:</p> <p>Targeted Digital Advertising: We leverage advanced targeting capabilities on platforms like social media and search engines to ensure our messages reach decision-makers in government, education, and nonprofit sectors who are actively seeking energy efficiency solutions. By analyzing metadata and user behavior patterns, we refine our advertising campaigns to maximize relevance and engagement.</p> <p>Data-Driven Content Strategy: Our content creation is informed by robust data analytics, which help us understand the interests, challenges, and priorities of our audience. Through keyword research, trend analysis, and competitive intelligence, we develop content that addresses specific pain points and showcases our expertise in energy efficiency and sustainability.</p> <p>Performance Analytics: We rely on comprehensive analytics platforms to track the performance of our marketing campaigns in real-time. Key metrics such as website traffic, conversion rates, and social media engagement metrics are continuously monitored and analyzed. This data-driven approach enables us to make informed decisions, optimize campaign strategies, and allocate resources effectively.</p> <p>Customer Relationship Management (CRM) Integration: Our CRM system integrates with our marketing efforts, enabling us to manage customer interactions, track leads, and segment audiences based on behavior and preferences. This integration ensures that our communications are personalized and aligned with the specific needs of each prospect or customer.</p> <p>We pride ourselves on being a relational business, where personalized connections and trust are at the core of our customer relationships. As we expand into new geographies, our commitment to building strong partnerships remains paramount. We believe that understanding local needs and fostering meaningful relationships are key to our success.</p> <p>Simultaneously, we recognize the invaluable role of marketing data in enhancing our outreach and effectiveness in these new markets. By leveraging data analytics, we gain insights into market dynamics, customer preferences, and competitive landscapes. This knowledge allows us to tailor our messaging, refine our strategies, and identify opportunities to connect with stakeholders who can benefit from our solutions.</p> <p>While technology and data analytics empower us to expand our reach and engage with a broader audience, our relational approach ensures that every interaction is grounded in trust, integrity, and a deep understanding of our customers' unique challenges and goals. This dual focus enables GRP WEGMAN to effectively navigate new geographies while maintaining the high standards of service and partnership that define our brand.</p>

83	<p>In your view, what is Sourcewell's role in promoting agreements arising out of this RFP? How will you integrate a Sourcewell-awarded agreements into your sales process?</p>	<p>Sourcewell is a key partner in promoting agreements by leveraging its extensive network and trusted reputation within the cooperative purchasing community. Promotion could include:</p> <p>Market Access and Visibility: Leveraging Sourcewell's platform and marketing channels to increase awareness of our awarded agreement among potential agencies nationwide. We request Sourcewell to publish our company name prominently on their website and public database, ensuring easy access for entities seeking energy efficiency solutions.</p> <p>Educational Outreach: Collaborating with Sourcewell to conduct educational sessions and workshops that inform stakeholders about the advantages of cooperative purchasing and our specialized energy efficiency services. These initiatives help to demystify the procurement process and highlight the value proposition of our offerings.</p> <p>Sales Enablement: Equipping our sales team with comprehensive training and resources tailored to effectively communicate the advantages of our Sourcewell-awarded agreement. This includes providing them with updated marketing materials, case studies, and competitive pricing details that resonate with Sourcewell members' needs and priorities.</p>
84	<p>Are your Solutions available through an e-procurement ordering process? If so, describe your e-procurement system and how governmental and educational customers have used it.</p>	<p>While we do not currently have an e-procurement system, we are committed to providing our governmental and educational customers with seamless and efficient procurement processes. We understand the importance of accessibility and ease of purchasing for our customers in the public sector.</p> <p>To facilitate procurement, we offer straightforward ordering procedures through direct contact with our dedicated sales team. Our sales representatives are equipped to assist with proposals, contract details, and order processing to ensure a smooth transaction experience.</p>
85	<p>Describe any training programs related to this proposal such as OSHA training, safety training, electrical safety, etc. Define if the training is offered in-person or virtually. Include details, such as whether training is standard or optional, who provides training, and any costs that apply.</p>	<p>We prioritize comprehensive training programs to equip facility staff with the knowledge and skills necessary to effectively operate and maintain energy efficiency solutions installed as part of our proposal. GRP WEGMAN's training is designed to empower teams and maximize the long-term benefits of the energy savings project.</p> <p>We provide in-depth training sessions covering various aspects crucial to facility management and system operation. These sessions typically include:</p> <p>Overview and Explanation of Basic Systems and Design: Comprehensive introduction to the installed energy efficiency systems, including their components, functionality, and integration within the facility's infrastructure.</p> <p>Service and Maintenance of Major Mechanical Systems: Detailed training on the servicing and maintenance procedures for key mechanical systems involved in energy efficiency upgrades.</p> <p>Operations of Building Automation and Control Systems: Hands-on instruction on utilizing building automation systems to optimize energy usage, enhance comfort, and monitor system performance.</p> <p>Remote Monitoring, Diagnostics, and Troubleshooting: Training on using remote monitoring tools and diagnostics to efficiently identify and resolve issues, minimizing downtime and ensuring optimal system performance.</p> <p>Customized Training Programs: Tailored sessions based on specific equipment and operational needs identified during the installation phase, ensuring relevance and practical application for your staff.</p> <p>Training is provided by GRP WEGMAN and may involve collaboration with equipment manufacturers and specialists as needed. Training is delivered onsite directly at the customer's facility to provide practical, hands-on experience with the installed systems in their operational environment. Sometimes manufacturer representatives may offer virtual training sessions.</p> <p>There are no additional costs for standard training sessions; they are included as part of our comprehensive package during the installation and warranty period.</p> <p>Ongoing Support: Our commitment extends beyond the initial installation phase. Throughout the warranty period and beyond, we offer ongoing support and periodic refresher courses to ensure your staff remains proficient in operating and maintaining the upgraded systems effectively. Training materials provided include full maintenance manuals, software, interface tools, and OEM documentation, ensuring your team has access to essential resources for continued success.</p> <p>We know that well-trained personnel are essential to the sustainability of energy savings and operational efficiency. We are dedicated to empowering staff with the skills they need to achieve and maintain optimal performance of every facility's upgraded systems. See ATTACHMENT - Table 10 - Safety</p>
86	<p>Describe any technological advances that your proposed Solutions offer.</p>	<p>GRP WEGMAN partners with multiple innovative companies known for technological advances to ensure our customers have access to the latest proven technologies to help them meet their goals. Below are a few examples of technologies that our customers benefit from in our energy savings projects:</p> <p>Artificial Intelligence (AI) and machine learning (ML) to identify opportunities for additional energy and operational savings opportunities.</p> <p>Advanced modeling of solar PV and solar thermal opportunities incorporating real-time utility rates and generation projections from a national database. This expedites assessments when speed is a high priority.</p> <p>Alternative waste management solutions for wastewater treatment plants providing profitable ways to dispose of biomass reducing typical disposal fees and opening up a market for revenue.</p> <p>Bring data from disparate systems into one centralized platform to monitor HVAC, water, occupancy, natural gas, work orders, chilled water, electricity, steam, and alerts all in one spot.</p> <p>Transform raw data into meaningful visualizations to better understand building dynamics and enable retrospective analysis for trend identification and anomaly detection.</p>
87	<p>Please describe which memberships/certifications your company may have relevant to this RFP:</p> <ul style="list-style-type: none"> -National Association of Energy Service Companies (NAESCO) -Department of Energy (DOE) qualified list of energy service companies (ESCOs) -Other (list) 	<p>GRP WEGMAN maintains memberships and certifications that highlight our commitment to excellence and leadership in the energy efficiency sector. Our relevant memberships and affiliations include:</p> <p>NAESCO Member: As a member of the National Association of Energy Service Companies (NAESCO), GRP WEGMAN adheres to industry best practices and standards, promoting quality service delivery and innovation in energy efficiency solutions.</p> <p>Ameren Energy Efficiency Program Registered Program Ally: GRP WEGMAN is registered as a Program Ally with Ameren's Energy Efficiency Program, demonstrating our capability to support and implement energy-saving initiatives in collaboration with utility programs.</p>

Illinois Capital Development Board: Our involvement with the Illinois Capital Development Board reflects our recognition and participation in projects aimed at improving public facilities and infrastructure through energy efficiency upgrades.

National Electrical Contractors Association (NECA): Membership in NECA underscores our expertise in electrical contracting services, ensuring compliance with industry regulations and standards in electrical installations related to energy efficiency projects.

American Society of Heating, Refrigerating and Air Conditioning Engineers (ASHRAE): GRP|WEGMAN aligns with ASHRAE's advancements in HVAC&R technology and standards, ensuring optimal indoor environmental quality and energy efficiency in building systems.

Missouri School Plant Managers Association: As a member of the Missouri School Plant Managers Association (MSPMA), GRP|WEGMAN commits to maintaining high standards in school facility management, ensuring safe, efficient, and well-maintained learning environments across Missouri.

Missouri School Boards' Association: GRP|WEGMAN, as a member of the Missouri School Boards' Association (MSBA), collaborates with educational leaders to enhance the governance and operational effectiveness of Missouri's public schools, fostering an environment conducive to student success.

Missouri Association of School Business Officials: By being part of the Missouri Association of School Business Officials (MoASBO), GRP|WEGMAN aligns with professionals dedicated to excellence in school business management, supporting sound financial practices and efficient resource allocation.

Missouri Association of School Administrators: Membership in the Missouri Association of School Administrators (MASA) signifies GRP|WEGMAN's commitment to partnering with educational leaders to advance the quality of school administration and promote student achievement throughout Missouri.

Missouri Association of Rural Education: GRP|WEGMAN is a proud member of the Missouri Association of Rural Education (MARE), working to address the unique challenges of rural schools and supporting efforts to provide high-quality education to all students in rural Missouri.

Illinois Association of School Boards: As a member of the Illinois Association of School Boards (IASB), GRP|WEGMAN supports the governance and leadership of public schools in Illinois, contributing to the improvement of educational policies and practices.

Illinois Association of School Business Officials: GRP|WEGMAN's membership in the Illinois Association of School Business Officials (IASBO) underscores our commitment to advancing the field of school business management, promoting effective financial stewardship and operational efficiency in Illinois schools.

Illinois Association of School Administrators: By being part of the Illinois Association of School Administrators (IASA), GRP|WEGMAN partners with educational leaders to enhance the quality and effectiveness of school administration, ensuring the best possible educational outcomes for students across Illinois.

Additionally, GRP|WEGMAN leaders are active members of:

American Council for an Energy Efficient Economy (ACEEE): Participation in ACEEE reinforces our commitment to advancing energy efficiency policies and practices through advocacy and research.

Association of Energy Engineers (AEE): Membership in AEE enhances professional development and knowledge exchange opportunities in energy management and sustainability practices.

American Water Works Association: As a member of the American Water Works Association (AWWA), GRP|WEGMAN is dedicated to ensuring the safety and sustainability of water supply systems, adhering to best practices and promoting innovation in water management.

Construction Management Institution: GRP|WEGMAN's membership in the Construction Management Institution (CMI) reflects our commitment to excellence in construction management, emphasizing effective project delivery, cost control, and high-quality standards in the construction industry.

Energy Services Coalition: As a member of the Energy Services Coalition (ESC), GRP|WEGMAN collaborates with public and private sectors to advance energy efficiency solutions, supporting initiatives that promote sustainable energy use and reduce environmental impact.

Smart Cities Council: GRP|WEGMAN, as a member of the Smart Cities Council, is committed to leveraging technology and data to create smarter, more efficient urban environments, enhancing the quality of life for residents through innovative solutions.

National Association of State Energy Officials: Membership in the National Association of State Energy Officials (NASEO) signifies GRP|WEGMAN's dedication to supporting state-led energy initiatives, promoting effective energy policies and practices across the nation.

National Association of State Facilities Administrators: By being part of the National Association of State Facilities Administrators (NASFA), GRP|WEGMAN aligns with professionals committed to the efficient management and maintenance of state facilities, ensuring safe and functional environments.

American Correctional Association: GRP|WEGMAN, as a member of the American Correctional Association (ACA), supports the advancement of correctional practices, emphasizing the importance of safety, rehabilitation, and humane treatment within correctional facilities.

Correctional Leaders Association: Membership in the Correctional Leaders Association (CLA) highlights GRP|WEGMAN's commitment to partnering with correctional leaders to improve the management and operation of correctional institutions, fostering environments conducive to positive outcomes.

These memberships and certifications demonstrate GRP|WEGMAN's dedication to industry excellence, continuous learning, and collaboration with leading organizations to deliver innovative energy solutions that meet the highest standards of performance and sustainability.

88	Describe any "green" initiatives that relate to your company or to your Solutions, and include a list of the certifying agency for each.	<p>At GRP WEGMAN, sustainability is at the core of our operations, and we are committed to integrating green initiatives across our solutions and facilities. We adhere to rigorous sustainability and energy efficiency targets set for each of our own facilities.</p> <p>We proudly commit ourselves to maintaining an Energy Use Intensity (EUI) below industry standards and strive to achieve some of the lowest carbon emissions in comparison to other Energy Service Companies (ESCOs) with much larger footprints.</p> <p>Renewable Energy Integration: Since 2019, we have offset 75% of our electrical usage at our St. Louis, MO office with Solar PV. As of this submission, we are currently installing rooftop and parking canopy solar PV with EV chargers at our Bethalto, IL location. We are highly committed to clean, renewable energy generation and electrification.</p> <p>Energy Efficiency Upgrades: We have implemented comprehensive energy efficiency solutions across our own facilities. These initiatives include advanced lighting systems, HVAC upgrades, and building automation technologies aimed at reducing energy consumption and lowering carbon footprints.</p> <p>Water Conservation: We have implemented water-efficient technologies and practices, including low-flow fixtures to minimize water usage.</p> <p>Waste Reduction and Recycling: We prioritize waste reduction and promote recycling programs within our facilities to minimize landfill waste and promote resource conservation.</p> <p>We conduct internal audits and assessments to ensure compliance with sustainability targets and industry standards for each green initiative implemented.</p> <p>Our commitment to sustainability is further strengthened by our dedicated Sustainability Team. Composed of cross-functional representatives from various departments, this team collaborates to develop and implement sustainability strategies, monitor progress towards targets, and promote environmental awareness throughout our organization.</p>
89	Identify any third-party issued eco-labels, ratings or certifications that your company has received for the Solutions included in your Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.	<p>Sustainability is our lifeblood at GRP WEGMAN. We prioritize environmental sustainability and energy efficiency in our solutions. While we do not hold third-party issued eco-labels or certifications directly for our company, several customer projects utilizing our energy efficiency solutions have achieved significant recognitions, including Energy Star ratings.</p> <p>We implement energy-efficient upgrades and solutions that meet or exceed industry standards for sustainability. While our focus remains on delivering measurable energy savings and operational efficiency, we actively support and facilitate the attainment of certifications such as Energy Star through our comprehensive service offerings. We know our continued focused commitment to assisting our customers in maximizing the energy efficiency of their facilities will lead ongoing recognition in the industry.</p> <p>For more detailed information on specific projects and their achievements, please refer to the project profiles and case studies included in our proposal. We are committed to transparency and excellence in promoting sustainable practices.</p>
90	Describe any Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran owned business certifications that your company or hub partners have obtained. Upload documentation of certification (as applicable) in the document upload section of your response.	<p>At GRP WEGMAN, we value diversity and inclusivity in all aspects of our operations. While we do not hold certifications as a Women or Minority Business Entity (WMBE), Small Business Entity (SBE), or veteran-owned business, we are committed to supporting diversity within our workforce and the communities we serve.</p> <p>GRP WEGMAN employs a total of 450 employees, with 250 dedicated specifically to our ESCO business. We prioritize creating a workplace that fosters equal opportunity and embraces diversity, reflecting our commitment to excellence and inclusivity.</p> <p>As a company, we recognize the importance of supplier diversity and actively seek to collaborate with certified WMBEs, SBEs, veteran-owned businesses, and other diverse suppliers whenever feasible and beneficial to our projects.</p>

91	What unique attributes does your company, your products, or your services offer to Sourcewell participating entities? What makes your proposed solutions unique in your industry as it applies to Sourcewell participating entities?	<p>We pride ourselves on offering unique attributes and innovative solutions tailored to meet the diverse needs of Sourcewell participating entities. Our commitment to excellence is underscored by several key factors that set us apart in the ESCO industry:</p> <p>We are dedicated to offering unique and innovative solutions that cater to the diverse needs of Sourcewell participating entities. Our approach is characterized by several distinctive attributes that set us apart in the ESCO industry:</p> <ol style="list-style-type: none"> 1. Customer-Centric Approach: GRP I WEGMAN offers a unique approach that prioritizes our customers' long-term and short-term goals. We always put the customer first, ensuring that solutions are flexible and tailored to their specific needs. Regardless of project size, customer requirements drive our strategies, ensuring maximum alignment with their objectives. 2. Comprehensive Full-Service Approach: We provide a full-service approach, leveraging highly effective partnerships with industry leaders across multiple domains such as HVAC, plumbing, electrical infrastructure, master planning, security, industrial systems, and innovative financing solutions. This comprehensive approach allows us to address various customer needs comprehensively and deliver integrated solutions that optimize efficiency and sustainability. 3. Innovation and Technological Integration: GRP I WEGMAN brings a fresh perspective to industry opportunities by combining AI-driven insights with innovative approaches. This integration allows our customers to leverage the latest advancements in building design and management technology, enhancing operational efficiency and performance. 4. Streamlined Internal Processes: With less than half of the overhead of other ESCOs, our nimble and lean internal structure and streamlined processes enable faster and more affordable development and implementation of projects. This agility ensures that our customers can do more to address their energy efficiency, realize project benefits sooner, and maximize their return on investment and operational improvements. 5. Local Partner Emphasis: We emphasize subcontractor selection through local partnerships, fostering community engagement and supporting local economies. This approach not only enhances project execution efficiency but also strengthens relationships within the communities we serve. 6. Flexible Funding Options: GRP I WEGMAN offers flexible funding options that empower customers to be the driving force behind their projects. Whether customers prefer to self-finance or explore alternative funding models, our solutions enable them to retain control and maximize benefits. <p>In summary, GRP I WEGMAN's commitment to customer-centricity, comprehensive service capabilities, technological innovation, streamlined processes, local partnerships, and flexible funding options uniquely position us to deliver exceptional value to Sourcewell participating entities. We are dedicated to continually evolving and adapting to industry advancements to ensure our customers achieve sustainable and impactful outcomes.</p>
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Exceptions to Terms, Conditions, or Specifications Form

Only those Proposer Exceptions to Terms, Conditions, or Specifications that have been accepted by Sourcewell have been incorporated into the contract text.

Documents

Ensure your submission document(s) conforms to the following:

1. Documents in PDF format are preferred. Documents in Word, Excel, or compatible formats may also be provided.
2. Documents should NOT have a security password, as Sourcewell may not be able to open the file. It is your sole responsibility to ensure that the uploaded document(s) are not either defective, corrupted or blank and that the documents can be opened and viewed by Sourcewell.
3. Sourcewell may reject any response where any document(s) cannot be opened and viewed by Sourcewell.
4. If you need to upload more than one (1) document for a single item, you should combine the documents into one zipped file. If the zipped file contains more than one (1) document, ensure each document is named, in relation to the submission format item responding to. For example, if responding to the Marketing Plan category save the document as "Marketing Plan."
 - [Pricing](#) - Table 7 - Pricing - GRP WEGMAN.pdf - Friday July 12, 2024 10:16:12
 - [Financial Strength and Stability](#) - Table 1 - Financial Strength and Stability - GRP WEGMAN.pdf - Friday July 12, 2024 10:15:49
 - [Marketing Plan/Samples](#) - Table 10 - Marketing Examples - GRP WEGMAN.pdf - Friday July 12, 2024 10:20:44
 - WMBE/MBE/SBE or Related Certificates (optional)
 - [Standard Transaction Document Samples](#) - Table 7 - Standard Documents - GRP WEGMAN.pdf - Friday July 12, 2024 10:16:59
 - [Requested Exceptions](#) - RFP_071624_Energy_Savings_Performance_Contracting_Contract_Template GRPWegman Addedum.docx - Monday July 15, 2024 09:46:00
 - [Upload Additional Document](#) - Table 10 - Safety - GRP WEGMAN.pdf - Friday July 12, 2024 10:21:49

Addenda, Terms and Conditions

PROPOSER AFFIDAVIT OF COMPLIANCE

I certify that I am an authorized representative of Proposer and have authority to submit the foregoing Proposal:

1. The Proposer is submitting this Proposal under its full and complete legal name, and the Proposer legally exists in good standing in the jurisdiction of its residence.
2. The Proposer warrants that the information provided in this Proposal is true, correct, and reliable for purposes of evaluation for award.
3. The Proposer certifies that:
 - (1) The prices in this Proposal have been arrived at independently, without, for the purpose of restricting competition, any consultation, communication, or agreement with any other Proposer or competitor relating to-
 - (i) Those prices;
 - (ii) The intention to submit an offer; or
 - (iii) The methods or factors used to calculate the prices offered.
 - (2) The prices in this Proposal have not been and will not be knowingly disclosed by the Proposer, directly or indirectly, to any other Proposer or competitor before award unless otherwise required by law; and
 - (3) No attempt has been made or will be made by Proposer to induce any other concern to submit or not to submit a Proposal for the purpose of restricting competition.
4. To the best of its knowledge and belief, and except as otherwise disclosed in the Proposal, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest is created when a current or prospective supplier is unable to render impartial service to Sourcewell due to the supplier's: a. creation of evaluation criteria during performance of a prior agreement which potentially influences future competitive opportunities to its favor; b. access to nonpublic and material information that may provide for a competitive advantage in a later procurement competition; c. impaired objectivity in providing advice to Sourcewell.
5. Proposer will provide to Sourcewell Participating Entities Solutions in accordance with the terms, conditions, and scope of a resulting master agreement.
6. The Proposer possesses, or will possess all applicable licenses or certifications necessary to deliver Solutions under any resulting master agreement.
7. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
8. Proposer its employees, agents, and subcontractors are not:

Included on the "Specially Designated Nationals and Blocked Persons" list maintained by the Office of Foreign Assets Control of the United States Department of the Treasury found at: <https://www.treasury.gov/ofac/downloads/sdnlist.pdf>;

Included on the government-wide exclusions lists in the United States System for Award Management found at: <https://sam.gov/SAM/>; or Presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from programs operated by the State of Minnesota; the United States federal government, as applicable; or any Participating Entity. Vendor certifies and warrants that neither it nor its principals have been convicted of a criminal offense related to the subject matter of this solicitation.

By checking this box I acknowledge that I am bound by the terms of the Proposer's Affidavit, have the legal authority to submit this Proposal on behalf of the Proposer, and that this electronic acknowledgment has the same legal effect, validity, and enforceability as if I had hand signed the Proposal. This signature will not be denied such legal effect, validity, or enforceability solely because an electronic signature or electronic record was used in its formation. - James Aaron Rittenhouse, Director of Higher Education and State Government Strategic Infrastructure Renewal, GRP Wegman Company

The Proposer declares that there is an actual or potential Conflict of Interest relating to the preparation of its submission, and/or the Proposer foresees an actual or potential Conflict of Interest in performing the obligations contemplated in the solicitation proposal.

Yes No

The Bidder acknowledges and agrees that the addendum/addenda below form part of the Bid Document.

Check the box in the column "I have reviewed this addendum" below to acknowledge each of the addenda.

File Name	I have reviewed the below addendum and attachments (if applicable)	Pages
Addendum_7_RFP_071624_Energy_Savings_Performance_Contracting Mon July 8 2024 03:50 PM	☑	-
Addendum_6_RFP_071624_Energy_Savings Fri July 5 2024 02:55 PM	☑	-
Addendum_5_RFP_071624_Energy_Savings_Performance_Contracting Wed July 3 2024 09:12 AM	☑	1
Addendum_4_RFP_071624_Energy_Savings_Performance_Contracting Mon July 1 2024 02:50 PM	☑	1
Addendum_3_RFP_071624_Energy_Savings_Performance_Contracting Thu June 13 2024 02:02 PM	☑	1
Addendum_2_RFP_071624_Energy_Savings_Performance_Contracting Wed June 5 2024 09:38 AM	☑	1
Addendum_1_RFP_071624_Energy_Savings_Performance_Contracting Tue June 4 2024 11:55 AM	☑	1