

**STATE OF HAWAII
STATE PROCUREMENT OFFICE**

**SPO List No. 09-01
November 26, 2008**

**ENERGY SAVINGS PERFORMANCE CONTRACTING SERVICES
(RFP-08-022-SW)**

December 1, 2008 to November 30, 2010

PARTICIPATING JURISDICTIONS listed below may purchase from this contract:

- Executive Departments/Agencies
- County of Hawaii (Board of Water Supply)
- County of Kauai (Finance)
- University of Hawaii
- Department of Education

Participants are not mandated to purchase from the listed Energy Service Companies (ESCO) and waivers from the use of the Vendor List (VL) will not be required. Participants are allowed to purchase energy savings performance contract services from other sources; however, Hawaii Revised Statutes (HRS), Chapter 103D and the procurement rules will apply to purchases outside of this contract, unless the agency is exempt from HRS, Chapter 103D. The decision to use this VL or to solicit pricing from other sources will be at the discretion of the agency.

Questions related to the services provided by this VL shall be directed to Ernest Lau at phone number (808) 586-0526.

Procurement questions or complaints may be directed as follows:

Jurisdiction	Name	Telephone	FAX	E-mail
Executive	Stan Mato	586-0566	586-0570	stanton.d.mato@hawaii.gov
Judiciary	Newton Sakamoto	538-5805	538-5802	newton.t.sakamoto@courts.state.hi.us
Senate	Carol Taniguchi	586-6720	586-6719	c.taniguchi@capitol.hawaii.gov
House	Patricia Mau Shimizu	586-6400	586-6401	adele@capitol.hawaii.gov
OHA	Ernest Kimoto	594-1954	594-1865	ErnieK@OHA.org Alt. Telephone, contact Shirley Okamoto, Secretary, 594-1826
DOE	Procurement Staff	675-0130	675-0133	carlton_chinen@notes.k12.hi.us Connie_Chun/PROCURE/HIDOE@notes.k12.hi.us

Jurisdiction	Name	Telephone	FAX	E-mail
U.H.	Matt Chow (primary) Gwen Won	956-2765 956-8687	956-2096 956-2093	chowmatt@hawaii.edu gwon@hawaii.edu
HHSC	Emmitt H. Ford Alice Hall	733-4024	733-4460	EFord@hhsc.org AHall@hhsc.org
Honolulu Council	Clayton Wong	527-5654	523-4220	Cwong@honolulu.gov
Kauai Council	Peter Nakamura	241-6371	241-6349	pnakamura@kauaigov.com
Hawaii Council	Gilbert Benevides Per Kenneth Goodenow, Deputy County Clerk 961-8388	961-8231	961-8248	gil_benevides@co.hawaii.hi.us
Maui Council	Martha Suzuki	270-7661	270-7686	Martha.Suzuki@mauicounty.us
Honolulu City and County	Mike Hiu	768-3940	523-4771	mhiu@honolulu.gov
Maui County	Greg King	270-7488	270-7138	greg.king@co.maui.hi.us
Kauai County	Florence Kakuda	241-6294	241-6297	fkakuda@kauaigov.com
Hawaii County	Gilbert Benevides	961-8231	961-8248	gil_benevides@co.hawaii.hi.us
Honolulu Board of Water Supply	Procurement Staff Per Kathryn Kanemori Procurement Officer	748-5000	550-9193	contactUs@hbws.org KKanemori@hbws.org
Maui Dept. of Water Supply	Kenneth L. Bissen Holly Perdido	270-7684 270-7684	270-7136 270-7136	ken.bissen@co.maui.hi.us holly.perdido@co.maui.hi.us
Kauai Dept. of Water	Clarita M. Remigio Faye Tateishi	245-5423 245-5426	245-5813 245-5813	cremigio@kauaiwater.org ftateishi@kauaiwater.org
Hawaii Dept. of Water Supply	Craig Shimabukuro	961-8050	961-8031	cshimabukuro@hawaiidws.org

USE OF PRICE LIST BY NONPROFIT ORGANIZATIONS. Pursuant to HRS § 103D-804, nonprofit organizations with current purchase of service contract(s) (HRS, Chapter 103F) have been invited to participate in the State Procurement Office's (SPO) VLs.

If a nonprofit organization (hereinafter called "nonprofit") wishes to purchase from a SPO VL, the nonprofit must obtain approval from each VL vendor, i.e., participation must be mutually agreed upon. A VL vendor may choose to deny participation by a nonprofit. However, if a nonprofit

and VL vendor mutually agree to this arrangement, it is understood that the nonprofit will retain its right to purchase from other than a VL vendor.

PRE-QUALIFIED Energy Service Company (ESCO):

Amersco/Pacific Energy JV
Chevron U.S.A. Inc.
Honeywell International Inc.
Johnson Controls Inc.
Noresco LLC
Trane U.S. Inc.

BACKGROUND AND PURPOSE OF THE VENDOR LIST

A request for proposals was solicited to invite interested Energy Service Companies (ESCOs) to submit their qualifications-based information for consideration. The primary intent of the VL is:

1. To increase the number of successful energy savings performance contracts statewide, as a means to implement comprehensive energy-efficiency projects in existing State or County buildings that would otherwise be cost-prohibitive;
2. To provide participants (i.e. State agencies or County agencies) the opportunity to procure services of qualified ESCOs in a timely and cost-effective way;
3. To ensure minimum qualifications of ESCOs to implement successful energy savings performance contract (ESPC) projects; and
4. To offer all qualified ESCOs the opportunity of equal access to work generated by the participants (i.e. State agencies or County agencies).

Pre-qualified ESCO are eligible to participate in a secondary solicitation process (to be called “Invitation for Proposals”) by State or County agencies. A pre-qualified ESCO selected through the secondary solicitation process may enter into an Investment Grade Audit (IGA) contract which would be basis for a subsequent Guaranteed Energy Savings (GES) contract.

Energy savings performance contracting will enable Facility Owners to accomplish energy projects by primarily paying for Energy Savings Performance Contract (ESPC) projects through the Facility Owner’s cash flow that result from ESCO “guaranteed energy savings (GES)”.

Should the State determine that there is a need to solicit for additional pre-qualified ESCO, the State may re-solicit after the first year of the VL.

INSTRUCTIONS FOR USE OF THE VENDOR LIST

1. Pre-qualified ESCO are named on the VL. Pre-qualified ESCO information section (last pages of this VL) will indicate the particular types of facilities each ESCO has been pre-qualified for. Pre-qualified ESCO on the SPO vendor list may provide updated qualifications-based information annually.
2. Use of established SPO VL by State or county agencies will be optional. However, should State or County agencies use the established SPO VL, they will be required (to the extent possible) to solicit proposals with prices for a State or County agency scope of desired services (i.e. limited to the services identified in the Request for Proposals, RFP-

08-022-SW) from a minimum of three pre-qualified ESCO or whatever is available on the established SPO VL.

3. Copies of the individual pre-approved ESCO responses to the RFP and the RFP will be available at the Department of Accounting and General Services, Public Works Division. Contact DAGS, Public Works Division at 586-0526 to sign out copies for use during the secondary process. Any other specific/additional information requested on the personnel who will be performing the specific services under an ESPC shall be provided upon request by the pre-approved ESCO. Information on prequalified ESCO Personnel may include (but not be limited to): education; experience; work history; professional certifications; and designations. State or County agency selection of a pre-qualified ESCO through use of the SPO Vendor List will be based on the pre-qualified ESCO's Invitation for Proposal (IFB) which provides the State or County agency with the "best value." **Individual proposals include maximum audit costs, markups, and fees. See Section 3, 3.02 Proposal Submittal and Selection Process, C, (6.0) for Maximum Fees of the RFP for maximum allowable markups and fees.**

VENDOR LIST PROJECT PHASES

1. General Solicitation Process
 - a. Facility Owner Secondary Solicitation Process Overview
 - i. Identify the facility/site
 - ii. Prepare Invitation for Proposal (IFP) document
 - iii. Distribute the IFP to qualified ESCOs and confirm their interest in the project. Disclose if a mandatory facility walk-through is required.
 - iv. Arrange walk-through or inspection of a facility/site for the interested ESCOs as applicable
 - v. ESCOs will then develop their proposals including the preliminary Technical Energy Assessment (TEA) and required cost information.
 - vi. Receive the proposals from interested ESCOs.
 - vii. Conduct the evaluation of the proposals which may involve reviewing or conducting:
 - (a) Written Proposals
 - (b) Client References
 - (c) Oral Interviews
 - viii. Select the highest-ranked ESCO
 - ix. Contract with the ESCO to conduct the Investment Grade Audit (IGA)
 - x. Review the IGA results, negotiate with the ESCO, as necessary, and either approve the proposed projects, or disapprove the project and settle payment of the IGA cost with ESCO.
 - xi. If the project is approved, negotiate and execute an energy savings performance contract and any other necessary agreements or contracts
 - xii. Construction begins (ESCO performs construction management)
 - xiii. All construction completed (i.e. substantial completion), including equipment/systems, and commissioning
 - xiv. Guaranteed savings period begins
 - xv. Project maintenance; measurement and verification; facility personnel training
 - xvi. Ongoing performance monitoring

- b. Distribution of the IFP document shall be to all qualified ESCOs within the particular market sector(s) related to the Facility Owner's requirements.
 - c. Optional. The Facility Owner process to create a shorter and more manageable ESCO list from the vendor list to be as follows:
 - i. A selection committee comprised mainly of Facility Owner staff will select three (3) or more pre-qualified ESCO on the established SPO VL using the following general process:
 - (1) Review the 5-page overview of each currently eligible ESCO from the ESCO's response to RFP-08-022-SW.
 - (2) Consider the ESCO's involvement in the particular market sector or similar sector that is related to the type of facility/project being considered.
 - (3) Consider the size of facility/project being considered.
 - (4) Review of information provided in ESCO's response to RFP-08-022-SW.
 - (5) Other factors of importance to be determined by the Facility Owner.
 - ii. The Facility Owner shall document the basis for selecting ESCOs receiving an IFP.
 - iii. If an ESCO declines this invitation, it is not necessary to identify another ESCO to take its place.
 - d. The Invitation for Proposal document to be provided to prospective ESCOs should include the following at the minimum:
 - i. Technical scope of the project (may include information on the facility/project, energy goals, improvement projects completed and proposed, utility data, etc.);
 - ii. Selection process and evaluation criteria;
 - iii. Project schedule; and
 - iv. Special project terms and conditions
 - 1. Technical
 - 2. Contractual
 - 3. Legal (e.g. HRS references, Equipment Lease Rider, etc.)
2. The ESCO proposal, developed at no cost to the Facility Owner, should contain at the minimum the following:
- a. Technical energy assessment (TEA) with possible "energy conservation measure (ECM)" improvements that provide guaranteed energy savings;
 - b. Preliminary construction budget with estimated energy savings that need to stay within 20% of any subsequent ESCO guaranteed energy savings (GES) proposal with the exception for unforeseen conditions as negotiated with the Facility Owner;
 - c. The ESCO team for the Facility Owner's specific facility/project;
 - d. Fee to complete an investment grade audit (IGA) with project development proposals on proposed ESPC projects that have ECM improvements with guaranteed energy savings (GES);

- e. If innovative or exotic technologies are being proposed by the ESCO, information should be provided on previous installations on similar projects, including cost and performance results, and the ESCO's current availability of resident expertise or demonstrated consultant relationships established (e.g., expertise and experience on installation and operation of a biomass boiler to gasify wood chips, water flush control devices for correctional facilities, etc.) to implement the technology.
2. Proposal evaluation should be done by a selection committee comprised mainly of Facility Owner staff to review and evaluate the ESCO proposals received and select one (1) ESCO to do an investment grade audit (IGA) with project development proposals. Facility Owner will then execute an IGA contract with the selected ESCO.
3. The evaluation criteria used by the selection committee, which may be modified by the Facility Owner as necessary, should generally include:

Qualifications and Project Experience

- Qualifications and experience of ESCO's personnel with guaranteed energy savings contracts on projects similar to the Facility Owner's project.
- Reliability of equipment performance on past projects.
- Documented energy savings on past projects similar to the Facility Owner's project.
- Quality and completeness of past project documentation.

Project Management

- Clear assignment of responsibility for various project tasks to specific individuals.
- Ability to effectively manage project construction and complete the project on schedule and within budget.
- Quality of approach to operations and maintenance.
- Quality of monitoring, maintenance, measurement and verification services, and reporting on past projects.
- Clarity, organization, and level of detail in written proposal.
- Quality of communication skills of the ESCO's representatives at the oral interview.

Technical Approach

- Quality of technical approach, including methods of analysis and understanding of existing building systems and conditions, documentation for measures installed.
- Quality of approach to project commissioning.
- Quality of sample investment grade audit for project similar to the Facility Owner's project.
- Quality of baseline energy calculations and methodology for handling modifications/changes to the baseline.
- Quality of proposed training for facility staff.
- Quality of approach to savings measurement and verification.
- Quality of sample documentation.
- Quality of customer savings reports for similar clients to the Facility Owner.
- Quality of preliminary technical approach based on the technical energy assessment developed after the facility walk-through.

Financial Stability

- Financial soundness and stability of ESCO.
- Demonstrated ability to provide or arrange project financing.
- Reasonableness of investment grade audit costs. For example, is it reasonable when compared with industry standards (i.e., Are the costs high or low?).
- Reasonableness of Preliminary Cash Flow Analysis.
- Quality and cost of the financial guarantee of savings. For example, this may relate to the ratio of annual cost to annual savings. A ratio of 95% would allow a 5% margin of uncertainty. Another item might be the cost of their annual guarantee of savings compared to the annual savings (e.g., annual cost of M&V and O&M compared to annual savings). A ratio of 5% may be more reasonable than a ratio of 40% of the annual savings.

Other

- Facility Owner may require additional criteria unique to its own facility/project requirements and situation.

5. The Investment Grade Audit (IGA) contract is intended to be handled as follows:
- a. Executed IGA contract will authorize the selected pre-qualified ESCO to complete an IGA with project development proposals on (ECM) improvements, construction budget estimate for proposed ECM improvements proposed ESCO (GES) which the Facility Owner may use to secure ESPC project funding from a third party financial institution.
 - b. The final IGA will set specific expectations and provide a detailed process for both the selected pre-qualified ESCO and the Facility Owner. The final IGA will also define:
 - The deliverables to the Facility Owner;
 - Identify and evaluate cost-saving measures and define the proposed ESPC project scope;
 - Cost;
 - Cash-flow savings
 - Cash-flow model over the proposed GES financing duration;
 - Be the basis for an ESPC project that will present aggregated measures which can be financed through ESCO (GES);
 - Will incorporate applicable State laws that directly impact implementation of energy saving performance contracting services for the Facility Owner;
 - Bond and insurance requirements.
 - c. Facility Owner shall have no payment obligations to the selected pre-qualified ESCO for the final IGA with project development proposals that is conducted under the executed IGA contract if:
 - i. Facility Owner and selected pre-qualified ESCO shall execute a GES contract for an ESPC project after the Facility Owner issues a "Notice of Acceptance Letter" and the ESCO proposal for Facility Owner approved ECM improvements can be incorporated at no "up-front cost" to the

Facility Owner into a GES contract (in accordance with a standardized State contract template for a GES contract) for an approved ESPC project; or

- ii. Selected pre-qualified ESCO determines at any time during the IGA that the GES needed to meet the Facility Owner energy saving goals or terms and conditions cannot be attained and the IGA is terminated by written notice from the selected pre-qualified ESCO to the Facility Owner; or
- iii. Final IGA with project development proposals do not contain a package of “energy savings” which, if implemented, will provide the Facility Owner with cash flow savings sufficient to fund Facility Owner with payments for all costs and fees associated with the proposed ESPC project, which includes but is not limited to:
 - the fee associated with completion of the final IGA;
 - all monthly payments on a lease purchase agreement to finance the proposed ECM improvements;
 - any annual fees for monitoring and maintenance incurred by the selected pre-qualified ESCO; and
 - NOTE: Analysis is to be based on proposed financing terms, including a conventional, fully amortized lease-purchase agreement not to exceed the GES duration over a fixed rate or interest actually available to the Facility Owner.

IMPLEMENTATION OF APPROVED ENERGY SAVINGS PERFORMANCE CONTRACT (ESPC) PROJECT

1. Upon satisfactory completion of the (IGA), the Facility Owner has the option to implement an energy saving performance contract (ESPC) project that is based on ESCO guaranteed energy savings (GES) for approved energy conservation measure (ECM) improvements by the selected/pre-qualified ESCO that is conducted under a GES contract. It is intended that the executed GES contract will define:
 - The final agreed upon scope of work with all associated costs;
 - Mutual responsibilities for the selected/pre-qualified ESCO and the Facility Owner, as well as approved (ECM) improvements;
 - The equipment and labor accosts associated with them;
 - All (GES); and
 - Maintenance cost savings.

At a minimum, the executed GES contract will also incorporate applicable State laws that directly impact energy saving performance contracting services for State or County agencies, including bond and insurance requirements.

2. It is also intended that a separate State financing agreement will be executed to address payment schedules for “design-build” construction work by the selected pre-qualified ESCO and payment schedules for third party financial institutions (if needed) from the “cash flow model” based on ESCO GES.

3. After execution of a GES contract for an approved ESPC project, it is intended the selected pre-qualified ESCO will proceed to final design, construction, and commissioning of approved ECM improvements.

(GES) PERFORMANCE DURATION PERIOD

1. It is anticipated the duration period of executed GES contracts with the selected pre-qualified ESCO will begin upon substantial completion of completed ECM improvements by the selected pre-qualified ESCO.
2. It is also anticipated over the duration of the GES contract, the selected pre-qualified ESCO will still be responsible for providing a number of services until the end of the GES contract, such as but not limited to:
 - Measurement and verification of energy savings persistence;
 - ESCO payments for the guaranteed energy savings;
 - Facility Owner staff training;
 - Reporting as required by the Facility Owner; and
 - Possibly, contract maintenance services.

CERTIFICATE OF LIABILITY INSURANCE

Requirements for submission of proposals for the Energy Performance Services:

1. The Offeror shall maintain in full force and effect during the life of this contract, liability and property damage insurance to protect the Contractor and his subcontractors, if any, from claims for damages for personal injury, accidental death and property damage which may arise from operations under this contract, whether such operations be by himself or by a subcontractor or anyone directly or indirectly employed by either of them. If any subcontractor is involved in the performance of the contract, the insurance policy or policies shall name the subcontractor as additional insured.
2. As an alternative to the Offeror providing insurance to cover operations performed by a subcontractor and naming the subcontractor as additional insured, Contractor may require subcontractor to provide its own insurance, which meets the requirements herein. It is understood that a subcontractor's insurance policy or policies are in addition to the Contractor's own policy or policies.
3. The following minimum insurance coverage(s) and limit(s) shall be provided by the Contractor, including its subcontractor(s) where appropriate:

<u>Coverage</u>	<u>Limits</u>
Commercial General Liability Including Completed Operations	\$1,000,000 per occurrence/ \$2,000,000 aggregate
Automobile Liability	\$1,000,000 per accident
Professional Liability	\$1,000,000 per occurrence/ \$2,000,000 aggregate

Each insurance policy required by this contract, including a subcontractor's policy, shall contain the following clauses:

1. "This insurance shall not be canceled, limited in scope of coverage or non-renewed until after 30 days written notice has been given to the State of Hawaii, Department of Accounting and General Services, State Procurement Office, P. O. Box 119, Honolulu, Hawaii 96810-0119."
2. "The State of Hawaii is added as an additional insured as respects to operations performed for the State of Hawaii." (Not applicable to Professional Liability insurance.)
3. "It is agreed that any insurance maintained by the State of Hawaii will apply in excess of, and not contribute with, insurance provided by this policy."

The minimum insurance required shall be in full compliance with the Hawaii Insurance Code throughout the entire term of the contract, including supplemental agreements.

Self-insured programs and claims-made policies may be substituted for the above insurance requirements.

4. Upon Offeror's execution of a contract for an ESPC Project, the Offeror agrees to deposit with the State of Hawaii certificate(s) of insurance necessary to satisfy the State that the insurance provisions of the contract has been complied with and to keep such insurance in effect and the certificate(s) therefore on deposit with the State during the entire term of construction phase work for the contract, including those of its subcontractor(s), where appropriate. Upon request by the State, Contractor shall be responsible for furnishing a copy of the policy or policies. *(I can't this to change to Item No. 4 and the rest to follow)*
5. Failure of the pre-qualified ESCO to provide and keep in force such insurance shall be regarded as material default under this contract, entitling the State to exercise any or all of the remedies provided in this contract for a default of the pre-qualified ESCO.
6. The procuring of such required insurance shall not be construed to limit prequalified ESCO's liability hereunder nor to fulfill the indemnification provisions and requirements of this contract. Notwithstanding said policy or policies of insurance, pre-qualified ESCO shall be obliged for the full and total amount of any damage, injury, or loss caused by negligence or neglect connected with this contract.

VENDOR AND PRODUCT EVALUATION form, SPO-12, is made available to the agencies for the purpose of addressing concerns on this price list. The form can be accessed from the SPO website: www.spo.hawaii.gov. Click on 'Forms for State Agencies' under the "Quick Links" section of the homepage.

PRICE LIST AVAILABLE ON THE INTERNET at the SPO website: <http://hawaii.gov.spo>. Click on '*SPO Price List/Vendor List Contracts*' at the main menu.

Aaron S. Fujioka
Administrator

PRE-QUALIFIED ESCO INFORMATION

AMERSCO/PACIFIC ENERGY, JV

Local Contact Information:

Contact Name: Steve Olsen
Address: 94-1093 Hanauna Street
Waipahu, HI 96797
Phone: 677-9800
e-mail: sols@pacific-energy.com

Payment Address: 111 Speen Street, Suite 410
Framingham, MA 01701

Pre-qualified Market Sectors:

School Districts – small (1-5 schools) or rural over 2 hours from major metropolitan area

School Districts – large

Higher Education Facilities – Universities and major colleges

Higher Education Facilities – Community colleges and small/rural colleges

Cities/Counties - large

Cities/Counties- small

Medical/Hospital Facilities

State Department of Defense/Military Facilities

Correctional Facilities

Transportation Facilities (airport, harbor, highways, parking structure)

Sport Complexes, Stadiums, Arenas, etc.

Other Government Entities – recreation centers, libraries districts, data/communication center, etc.

Multifamily Buildings – highrise or large buildings

Multifamily Buildings – smaller scale multi-plex buildings

Multifamily Buildings – mix of building types

Community-Wide Efforts – multiple entities in partnership or other example

Judicial Facilities

CHEVRON ENERGY SOLUTIONS COMPANY a division of Chevron, U.S.A. Inc.

Local Contact Information:

Contact Name: Brian Kealoha
Address: 933 North Nimitz Hwy.
Honolulu, HI 96817
Phone: 225-8039
e-mail: BKealoha@chevron.com

Payment Address: 345 California Street, 18th Floor
San Francisco, CA 94104

Pre-qualified Market Sectors:

School Districts – small (1-5 schools) or rural over 2 hours from major metropolitan area

School Districts – large

Higher Education Facilities – Universities and major colleges

Higher Education Facilities – Community colleges and small/rural colleges

Cities/Counties - large

Cities/Counties- small

Medical/Hospital Facilities

State Department of Defense/Military Facilities

Correctional Facilities

Transportation Facilities (airport, harbor, highways, parking structure)

Sport Complexes, Stadiums, Arenas, etc.

Other Government Entities – recreation centers, libraries districts, data/communication center, etc.

Multifamily Buildings – highrise or large buildings

Multifamily Buildings – smaller scale multi-plex buildings

Multifamily Buildings – mix of building types

Community-Wide Efforts – multiple entities in partnership or other example

Judicial Facilities

HONEYWELL INTERNATIONAL, INC.

Business Address: 250 Ward Avenue, S-100
Honolulu, HI 96814

Contact: Christine DeTommaso
Phone: (808) 591-6705
Fax: (808) 591-6721
e-mail: Christine.detommaso@honeywell.com

Payment Address: Building Solutions
12490 Collections Center Drive
Chicago, IL 60693

Pre-qualified Market Sectors:

School Districts – small (1-5 schools) or rural over 2 hours from major metropolitan area

School Districts – large

Higher Education Facilities – Universities and major colleges

Higher Education Facilities – Community colleges and small/rural colleges

Cities/Counties - large

Cities/Counties- small

Medical/Hospital Facilities

State Department of Defense/Military Facilities

Correctional Facilities

Transportation Facilities (airport, harbor, highways, parking structure)

Sport Complexes, Stadiums, Arenas, etc.

Other Government Entities – recreation centers, libraries districts, data/communication center, etc.

Multifamily Buildings – highrise or large buildings

Multifamily Buildings – smaller scale multi-plex buildings

Multifamily Buildings – mix of building types

Community-Wide Efforts – multiple entities in partnership or other example

Judicial Facilities

JOHNSON CONTROLS INC.

Business Address: 677 Ala Moana Boulevard
Honolulu, HI 96813

Contact: Michael Trovato
Phone: (916) 996-9920
e-mail: Michael.Trovato@jci.com

Payment Address: PO Box 730068
Dallas, TX 75373

Pre-qualified Market Sectors:

School Districts – small (1-5 schools) or rural over 2 hours from major metropolitan area

School Districts – large

Higher Education Facilities – Universities and major colleges

Higher Education Facilities – Community colleges and small/rural colleges

Cities/Counties - large

Cities/Counties- small

Medical/Hospital Facilities

State Department of Defense/Military Facilities

Correctional Facilities

Transportation Facilities (airport, harbor, highways, parking structure)

Sport Complexes, Stadiums, Arenas, etc.

Other Government Entities – recreation centers, libraries districts, data/communication center, etc.

Multifamily Buildings – highrise or large buildings

Multifamily Buildings – smaller scale multi-plex buildings

Multifamily Buildings – mix of building types

Community-Wide Efforts – multiple entities in partnership or other example

Judicial Facilities

NORESCO LLC

Business Address: 3375 Koapaka Street, Suite F220-26
Honolulu, HI 96819

Contact: Jay Johnson
Phone: (808) 833-7777 ext. 2601
Cell: (602) 418-2064
e-mail: jjohnson@noresco.com

Payment Address: 4 Penn Center West, Suite 220
Pittsburgh, PA 15276

Pre-qualified Market Sectors:

School Districts – small (1-5 schools) or rural over 2 hours from major metropolitan area

School Districts – large

Higher Education Facilities – Universities and major colleges

Higher Education Facilities – Community colleges and small/rural colleges

Cities/Counties - large

Cities/Counties- small

Medical/Hospital Facilities

State Department of Defense/Military Facilities

Correctional Facilities

Transportation Facilities (airport, harbor, highways, parking structure)

Sport Complexes, Stadiums, Arenas, etc.

Other Government Entities – recreation centers, libraries districts, data/communication center, etc.

Multifamily Buildings – highrise or large buildings

Multifamily Buildings – smaller scale multi-plex buildings

Multifamily Buildings – mix of building types

Community-Wide Efforts – multiple entities in partnership or other example

Judicial Facilities

TRANE INC.

Business Address: 330 Sand Island Access Road #103
Honolulu, HI 96819

Remit to: File 56718
Los Angeles, CA 90074-6718

Contact: Rick Schnarr, General Sales Manager
Phone: (808) 845-6662 x252
Fax No.: (808) 845-2168
e-mail: rischnarr@trane.com

Pre-qualified Market Sectors:

School Districts – small (1-5 schools) or rural over 2 hours from major metropolitan area

School Districts – large

Higher Education Facilities – Community colleges and small/rural colleges

Cities/Counties - large

Cities/Counties- small

Medical/Hospital Facilities

State Department of Defense/Military Facilities

Other Government Entities – recreation centers, libraries districts, data/communication center,
etc.