

**RFP 18MISC15**  
**TAX-EXEMPT LEASE PURCHASE FOR AN ENERGY PERFORMANCE CONTRACT PROJECT FOR**  
**FREDERICK COUNTY PUBLIC SCHOOLS (FCPS)**

**FACT SHEET**

A. **Overview:** This recommendation is to establish a contract with a qualified financial institution to finance facility improvements on an energy performance contract with Johnson Controls, Inc. (JCI).

1. **Bid participation:**

49 proposals downloaded  
10 companies submitted a proposal

2. **Proposals were received from:**

Bank of America Public Capital Corp. (Boston, MA)  
BMO Harris Equipment Finance Company (Milwaukee, WI)  
Capital One Public Funding, LLC (McLean, VA)  
D.A. Davidson & Co. (Kansas City, MI)  
First Internet Public Finance Corp. (Fishers, IN)  
Key Government Finance (Superior, CO)  
Pinnacle Public Finance, Inc. (Scottsdale, AZ)  
**Signature Public Funding Corp. (Towson, MD)**  
Sterling (Columbus, OH)  
TD Equipment Finance Inc. (Calverton, MD)

3. **Other facts:**

- The Performance Contract Project was discussed with the Board of Education in January 2018. This contract will be utilized by FCPS to finance energy performance contracting services for various school construction and deferred maintenance projects. (see attached Facility Improvement Measures FIM)
- The interest rate for the lease purchase is 3.39% for 14 years.
- Energy performance contracting provides infrastructure improvements, energy and water savings, monitoring and verification of effectiveness, training, maintenance and environmental benefits.
- This contract will be administered by Robert Wilkinson, Director, Maintenance & Operations.

4. **Source of funding:** Savings from FIM's, guaranteed by Johnson Controls, Inc. shall be applied to payments commencing in FY 2020. Savings to be measured and verified by an independent audit company.

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B. **Recommendation:** Staff recommends the contract for RFP 18MISC15, Tax-Exempt Lease Purchase for an Energy Performance Contract Project for FCPS, be awarded to Signature Public Funding Corp. (Towson, MD), per the attached Summary.

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C. **Action taken by the Board (Purchasing use only):**

SS/mg Approved	_____ Denied	_____ Deferred	_____ Other	SS/mg
<u>5.23.18</u> Date	_____ Date	_____ Date	_____ Date	BOE Mtg.: 05.23.18

Frederick County Public School Financial Bid Summary

Scoring Criteria		BMO Harris	Key Bank	Bank of America	DA Davidson	Capital One	Pinnacle	Pinnacle 2	Pinnacle 3	Signature Public Funding	Sterling	First Internet	First Internet	TD Bank	TD Bank
Interest Rate:	3.601%	3.590%	3.410%	3.620%	3.700%	3.720%	3.730%	3.770%	3.390%	3.678%	3.500%	3.750%	3.520%	3.340%	
Term:	14	15	14	14	16	14	15	15	14	15	15	20	14	14	
	<b>Max Score</b>														
Interest Rate:	80.00	74	74	78	74	72	72	72	71	79	73	76	71	76	80
Prepayment Rights and Expenses:	10.00	7	9	8	6	8	10	10	10	9	7	6	6	8	7
Other Terms and Conditions of the Lease:	10.00	7	7	10	7	7	7	7	7	10	7	10	10	7	7
	<b>Overall Score:</b>	88	90	96	87	87	89	89	88	98	87	92	87	91	94



**Frederick County Public Schools  
Energy Savings Performance Contract – Phase I  
Proposed Facility Improvement Measures (FIMs)**

**Lighting Systems**

**Interior Lighting Upgrades** - Replacement and/or retrofit of existing incandescent, CFL and fluorescent fixtures with new LED technology.

Career and Tech Center	Urbana HS	Catoctin HS	Brunswick HS
Walkersville HS	Governor T.J. HS	Brunswick MS	Thurmont MS
Walkersville MS	Middletown MS	New Market MS	Crestwood MS
Thurmont ES	Woodsboro ES	Monocacy ES	Sabillasville ES
Yellow Springs ES	Ballenger Creek ES	Deer Crossing ES	Lewistown ES
Parkway ES	Kemptown ES	Heather Ridge	Glade ES

**Exterior Lighting Upgrades** - Replacement of existing pole, flood light and wall pack fixtures with new LED technology.

Career and Tech Center	Urbana HS	Catoctin HS	Brunswick HS
Walkersville HS	Governor T.J. HS	Brunswick MS	Thurmont MS
Walkersville MS	Middletown MS	New Market MS	Crestwood MS
Thurmont ES	Woodsboro ES	Monocacy ES	Sabillasville ES
Yellow Springs ES	Ballenger Creek ES	Deer Crossing ES	Lewistown ES
Parkway ES	Kemptown ES	Heather Ridge	Glade ES

**Lighting Occupancy Controls** – Installation of new lighting occupancy sensors in select areas throughout the schools.

Career and Tech Center	Urbana HS	Catoctin HS	Brunswick HS
Walkersville HS	Governor T.J. HS	Brunswick MS	Thurmont MS
Walkersville MS	Middletown MS	New Market MS	Crestwood MS
Thurmont ES	Woodsboro ES	Monocacy ES	Sabillasville ES



Yellow Springs ES	Ballenger Creek ES	Deer Crossing ES	Lewistown ES
Parkway ES	Kempton ES	Heather Ridge	Glade ES

## Water Conservation Measures

**Domestic Water Upgrades – Plumbing Fixtures** – Retrofit existing lavatory sink faucets will be retrofit with new, 0.5 – 1.0 gpm, tamper resistant faucet flow restrictors. Existing high flow flushometer toilet fixtures will be replaced like for like with new 1.28 gpf flushometer toilet fixtures. High flow tank toilet will be replaced like for like with a new, 0.8 gpf tank fixture.\

Career and Tech Center	Urbana HS	Catoctin HS	Brunswick HS
Walkersville HS	Governor T.J. HS	Brunswick MS	Thurmont MS
Walkersville MS	Middletown MS	New Market MS	Crestwood MS
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## Building Envelope Improvements

### Infiltration Reduction / Weatherization –

- Seal building penetrations with polyurethane sealant
- Seal wall cracks, window/door frames and vents with polyurethane sealant
- Replace/install worn out entry door weather-stripping: repair/replace weather-strip on entry doors
- Entry door maintenance: check for proper operation; adjust closure pressure to ensure locking and add penetrating oil to moving parts
- Worn out entry door sweeps: install sweeps on entry doors
- Worn out garage door weather-strip: replace garage door weather-stripping
- Existing roof wall gaps – exterior: seal gaps at the roof/wall intersection

Career and Tech Center	Urbana HS	Catoctin HS	Brunswick HS
Walkersville HS	Governor T.J. HS	Brunswick MS	Thurmont MS
Walkersville MS	Middletown MS	Glade ES	Crestwood MS
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**Mechanical Insulation Improvements** - Install new mechanical insulation on hot water piping, valves, pumps and fittings in specific areas.

Kempton ES	New Market MS
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## Building Automation System Upgrades

**Demand Control Ventilation** - Modify the existing direct digital control (DDC) programming to allow reduced ventilation during unoccupied periods.

Governor T.J. HS	Kempton ES	Deer Crossing ES	Crestwood MS
Ballenger Creek ES	Glade ES	Heather Ridge	Sabillasville ES

**Building Automation Controls Optimization** - The overall controls upgrade strategy is to implement improved building HVAC control strategies and bring building system schedules closer to actual occupant usage by doing the following:

- Resetting building HVAC system operations schedules based on occupancy and usage.
- Implementing building automation system operational improvement strategies.
- Installing demand control ventilation and morning warm up control strategies on select air handling systems.

Career and Tech Center	Woodsboro ES	Monocacy ES	Sabillasville ES
Walkersville HS	Ballenger Creek ES	Heather Ridge	Lewistown ES
Thurmont ES	Kempton ES	Brunswick HS	Glade ES
Urbana HS	Catoctin HS	Thurmont MS	
Governor T.J. HS	Brunswick MS	Crestwood MS	

**Building Automation Controls Upgrades / Conversion** - Replace existing pneumatic or obsolete control systems with a new direct digital control (DDC) system. This will allow implementation of control strategies to create a more comfortable, controllable environment for students and staff, reduce energy consumption, include time of day scheduling, temperature reset schedules, etc.

Career and Tech Center	Parkway ES	Catoctin HS	Crestwood MS
Walkersville HS	Middletown MS	Brunswick MS	Lewistown ES
Walkersville MS	Woodsboro ES	Monocacy ES	Glade ES
Yellow Springs ES	Kempton ES	Thurmont MS	



## HVAC Systems Upgrades

**Variable Frequency Drives on Hot Water Pumps** - Install variable frequency drives and new inverter duty rated motors on four (4) existing hot water pumps for energy efficient operation.

Career and Tech Center	Ballenger Creek ES
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**Variable Frequency Drives on Air Handling Unit Fans** - Install variable frequency drives and new inverter duty rated motors on twenty (20) existing AHU fans to vary the speed of the fan as needed for energy efficient operation.

New Market MS	Governor T.J. HS	Crestwood MS
Urbana HS	Ballenger Creek ES	

**Boiler Replacements** - Replace existing boilers, total quantity of seven (7), with new high efficient boilers of similar capacity. Newer units will provide increases in energy efficiency, reduce maintenance cost and reduce the risk of system failure.

Thurmont MS	Woodsboro ES	Thurmont ES	Sabillasville ES
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**Mechanical Improvements – Kemptown Elementary School** - Replace the existing outside air ductwork to the existing unit ventilators and air handling units, add low leakage outside air dampers behind the soffit grilles, replace the existing 2” and smaller piping that provides cooling and add a cyclonic separator to the existing dual temperature piping system.

**Building Controls Upgrades and/or Air & Water Balance and Testing** - Verification, testing, adjusting and balancing (TAB) at the schools being converted from pneumatic controls to DDC. All TAB work will be performed in accordance with current AABC (Associated Air Balance Council) or NEBB (National Environmental Balancing Bureau) standards. Equipment found not to be in compliance will be referred to FCPS for correction.

Career and Tech Center	Yellow Springs ES	Kemptown ES	Crestwood MS
Walkersville HS	Ballenger Creek ES	Brunswick MS	Glade ES

**Ductless Split Air Conditioning Unit at New Market Middle School** - Installation of new ductless split air conditioning system the fitness room (indoor unit) and on the roof (outdoor unit).

## Kitchen Improvements

**Evaporator Fan Controls** - Install evaporator fan controller and high efficiency electronically commuted evaporator motors on five (5) freezer units to improve energy efficiency.

Career and Tech Center	Governor T.J. HS	Brunswick HS
Walkersville HS	Urbana HS	



## SchoolDude Upgrades

**Dude Scheduler Installation** - Installation and startup of the Facility Scheduling Automation System and Annual Subscription Service to allow FCPS to connect approved schedules via FS Direct through FCPS' Building Automation System to streamline processes and eliminate manual overrides.

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Walkersville MS	Middletown MS	New Market MS	Crestwood MS
Thurmont ES	Woodsboro ES	Monocacy ES	Sabillasville ES
Yellow Springs ES	Ballenger Creek ES	Deer Crossing ES	Lewistown ES
Parkway ES	Kemptown ES	Heather Ridge	Glade ES

## Ongoing FCPS Staff Training and Energy Education

**HVAC/Building Operators Certification Training** – Five years of ongoing FCPS Staff training on existing HVAC systems, building automation systems and Building Operators Certification Training.

Career and Tech Center	Urbana HS	Catoctin HS	Brunswick HS
Walkersville HS	Governor T.J. HS	Brunswick MS	Thurmont MS
Walkersville MS	Middletown MS	New Market MS	Crestwood MS
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