



Penridge School District Business Office

To: Dr. Kish, Members of Penridge School Board

From: Robert W. Reinhart, Business Administrator

Date: January 7, 2009

Re: **Facilities Committee Meeting Minutes of December 8, 2008**

Location: District Education Center

Mrs. Gaito called the meeting to order at 7:30 PM. Also in attendance were Mrs. Donovan, Mr. Palmer, Mr. Sarnese and Mrs. Yardley. Dr. Kish, Mr. Reinhart, Mr. Loeffler, and Mr. Chamuris were also in attendance.

Energy Consultant Presentations

Mr. Loeffler explained that there were three companies that responded to the Request for Qualifications for Energy Consultants issued by the District earlier this year. Each of these organizations received energy consumption information, met with Mr. Reinhart and Mr. Loeffler to discuss the District's needs and had the opportunity to visit each of our buildings in preparation for the presentation tonight. The following is a brief description of the organization's presentation:

Honeywell

Mr. David Maurer, the Account Executive of Honeywell, introduced the team that would be responsible for the Penridge School District project. He made the following points during his discussion:

- Overview of the Firm:
 - Fortune 100 Firm, annual sales exceeding \$34.6 billion.
- Provided a listing of other Pennsylvania School Districts that Honeywell has successfully managed energy management projects
- Reviewed the method used by Honeywell to develop an Energy project. He focused on the use of performance contracts to fund the cost of capital projects. He explained that the operational savings achieved by making the building systems more efficient could be used to pay the long term financing costs to finance the projects.
- Explained that the measurement and verification of the estimated savings is very important in verifying the success of the project.

Johnson Controls

Mr. Bill Risse, Account Executive Municipal Programs, introduced Mr. Phil Solomon, the Account Executive Public Sector. They made the following points:

- Overview of the firm:
 - Ranked 67th on listing of Fortune 500 Companies with sales in excess of \$34 billion.
- Explained that Johnson Controls is very knowledgeable in the needs and concerns of education.
 - Provided a listing of the partnerships with many professional organizations such as, PASBO, NSBA and PSBA.
- Reviewed PA Act 77 of 2004, the law that provides for performance contracting. He explained that the operational savings achieved by making the building systems more efficient could be used to pay the long term financing costs to finance the projects.
- Reviewed the energy consumption profiles of each of the District's buildings based on the consumption information provided by the district administration.
- Discussed the concepts of retro-commissioning & operational repairs of existing facilities.

Aramark

Mr. McGarvey of Aramark Education provided an overview of the energy management services he previously discussed with the Facilities Committee during the committee meeting on August 11th. He discussed the differences between the Act 77, Performance Contracting solution proposed by the previous two organizations and the Aramark solution. It was explained that the Performance Contracting utilizes the operational savings over a long period of time to finance needed capital projects. The Aramark proposal utilizes current savings to pay for their services over a four year period and all future operational savings can be used by the District based on their needs.

After discussion, the Board requested the administration to ask the three organizations to provide specific project and financial information to aid in the evaluation of the proposals. It was agreed that the information provided thus far is not specific enough to compare the proposals.

Update on the Wide Area Network Provider

Mr. Chamuris explained that representatives from SaidCom have notified the District of its intent to sell the company to Hotwire Communications, Inc., a company that provides WAN services in Florida, Philadelphia and the Lehigh Valley. SaidCom has requested the District to support the sale of the company and meet with representatives of the new organization to determine whether the District would be interested in extending the existing contract and/or expanding the services with the new company.

Mr. Palmer expressed his view that the District must consider the strategic nature of the situation and plan for the needed expanded bandwidth to support the programs of the District.

Announcements

It was announced that the next Facilities Committee meeting will be held on January 13, 2009.

Mrs. Gaito adjourned the meeting at 10:15 PM.

Respectfully submitted,

Robert W. Reinhart